



### Scenic appoints

**SCENIC** Group has appointed cruise industry expert Benny Weidacher as its VP of Global Cruise Operations.

Overseeing hotel services, culinary programs, expedition teams and technical departments, Weidacher will report directly to Chief Operating Officer Rob Voss, who welcomed Weidacher to Scenic, hailing his "tremendous track record and reputation of success", as well as his knowledge and experience.

Weidacher's career includes many years with Royal Caribbean and Pullmantur, as well as TUI most recently.

### Cruise Weekly today

**Cruise Weekly** today features three pages of all the latest cruise industry news.

## TTW adds Riviera Travel River Cruises

**EUROPEAN** operator Riviera Travel River Cruises has switched its Australian representation to Travel The World (TTW), just 12 months after appointing Cruise Traveller as its exclusive general sales agent in the local market (**CW** 07 Feb 2020).

Prior to Riviera's exclusive pact with Cruise Traveller, it also offered its range via a separate deal with Cruiseeco, with the cruise line's Channel Director Stuart Milan saying TTW was appointed to take the line to the "next level" in Australia's highly competitive river cruise market.

Milan also thanked Riviera's previous representatives for their efforts.

"Since 2015, Cruise Traveller and also Cruiseeco have worked hard to introduce and develop our brand in Australia with strong sales results but moving forward, we are resetting our approach to

structure an aggressive strategy that will amplify Riviera Travel's imprint on the local market, boost opportunities for local travel agents and expand our product suite, with exciting new offerings planned for the Australian market," Milan said.

"Riviera Travel is the leading river cruise brand in the UK, where we are based, and we are aware we have some strong competitors in the Australian market, but we are confident the robust marketing and industry muscle of TTW will strengthen our position here and build on our unique points of difference and compelling price-leader proposition."

TTW Executive Chairman Andrew Millmore said his company had a record of lifting brand awareness & sales, and forging lucrative trade relationships for travel

companies, particularly cruise lines and their trade partners.

"We believe our new GSA contract with Riviera Travel will help lift the successful brand to higher levels of recognition and sales success as one of the best-priced, five-star European river cruise lines," he said.

"Demand for international travel, and in particular European cruising, is already showing signs of a strong rebound for 2022.

"We look forward to working with Riviera Travel closely, building a strong partnership that ultimately supports our travel agent partners and their clients, maximising every opportunity to rebuild sales and profitability".

Riviera recently fast-tracked the local early release of selected 2022 departures, with 114 sailings on 11 itineraries already on offer with fares leading in at \$1,799ppts for a five-day trip.

## PARTNERS • FIRST REWARDS



We're excited to announce that we have launched our new rewards program, Partners First Rewards. This program will reward you, our valued travel partners, for your ongoing support and bookings.



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## Silversea + commission



**SILVERSEA** Cruises is increasing its support to travel partners with bonus commissions for new bookings made on any voyage departing from 01 Jul to the end of the year.

The offer of \$270 will be paid to partners between 30 and 45 days after a booking with a deposit is made.

The bonus commission is available until the end of next month.

"Our travel partners are extremely important to Silversea, playing a key role for us and our guests," explained President & Chief Exec Roberto Martinoli.

"We are therefore delighted to offer this added benefit to express our appreciation for their hard work, and make it even more rewarding to partner with us - especially during these challenging times.

"The bonus commission is a great way for travel professionals to earn extra income during these difficult days, and know that they will be giving their luxury clients an incomparable vacation, filled with authentic experiences."

The offer is a part of Silversea's range of initiatives aimed at supporting travel partners, which the cruise line has enhanced in recent months.

Improvements include Marketing Central, an online suite of marketing resources and sales tools for travel advisors (**CW** 13 Aug 2020).

The support has proven a fruitful investment for Silversea, with the cruise line beginning to realise the pent-up demand within the market, as revealed by Senior Vice President & Managing Director Asia Pacific Adam Radwanski (**CW** 04 Dec 2020).

Skroo Turner on Flight Centre, the pandemic and what the future holds for the business and industry - read it all in our exclusive interview in the December issue of *travelBulletin*.

**travelBulletin**



### Vasco Da Nicko

**MYSTIC** Cruises has been revealed as the buyer of Cruise & Maritime Voyages' *Vasco Da Gama*, set to sail under the company's Nicko Cruises brand.

According to the cruise line's website, *Vasco Da Gama's* name will not be changed, and she will sail "exciting routes in the Baltic states as well as Northern and Western Europe", with more destinations being planned.

*Vasco Da Gama* sailings will be available for bookings later this month.

### Australia Day Live

**CAPTAIN** Cook Cruises is hosting a number of Australia Day cruises, with a choice of lunch, dinner and bar events.

The cruise line's flagship *Sydney 2000* will also take a lead role in the Australia Day Spectacular in the evening, centring on the Sydney Opera House and Circular Quay with fireworks, live musical performances, a parade of jet-skis, and yachts.

The limited number of guests onboard *Sydney 2000* allows a front row seat to the pyrotechnic displays, with both the lunch and dinner cruises to include live music and more - call 9206 1111.



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**IF YOU'RE** looking for a spot of fun once Brisbane emerges from lockdown, take a chance on The Dancing Queen Boat Cruise, an "ABBA immersive boat cruise".

Hosted by Brunch Club, guests are invited aboard a luxury yacht departing from Mowbray Park Pontoon in East Brisbane.

The cruise features an ABBA tribute band playing all the classics, along with a Greek feast of food and drink.

The Money Money Money required to hop aboard leads in at \$75, with departure dates ranging from 17 Jan-07 Feb.

There is also a cash bar on board, if you need a bit more lubrication to unleash your inner Dancing Queen.

Say I Do, I Do, I Do, I Do to this cruise, by **CLICKING HERE**.



## No Cayman cruises

**CAYMAN** Islands Premier Alden McLaughlin has said there will be no cruises to the Cayman Islands this year.

"I think we would have to be satisfied that the world was in a very different place in terms of safety related to the coronavirus before we would even consider having the cruise ships come here," McLaughlin said.

## Vancouver cruise prep



**THE** Port of Vancouver (pictured) is planning a simulation to prepare for the return of cruising.

The program enables it to see how different variables may affect the flow of passengers and luggage throughout Canada Place Cruise Ship Terminal.

Infrastructure improvements at the facility have been ongoing for a number of years, with several projects coming to fruition last year in anticipation of a record 2020 season, following an outstanding 2019.

Over the last year, Vancouver has installed additional passport kiosks retrofitted for fingerprinting to process passengers faster.

The Port has also added wayfinding signage with dynamic messaging, extra wi-fi access points, and more than 40 check-in counters.

"Planning for the return to cruising, we are able to look at simulations of how such considerations as social distancing will be affecting us,

getting a better sense of how best to move people from one point to the other at Canada Place," noted Manager of Cruise Services Mandy Chan.

"We have also taken over a 5,000 square foot space in the center of the building that was used by our Canada Border Services Agency.

"The space has been reconfigured to allow more space for passengers waiting and baggage laydown."

In the future, there are plans for a new terminal outside Lions Gate Bridge to accommodate larger ships.

"One of the greatest things I have learned through this adversity is the loyalty to the cruise market," Chan added.

"I think cruise will come back strong...the efforts by the industry associations, the work that the cruise lines are doing, the methodical and measured approaches everybody is taking right now, to build that confidence back up, will result in a healthy return of cruising."



## NZCA UPDATE

with Kevin O'Sullivan  
CEO, NZCA

### Cruise in early 2021

**HERE** we are in 2021 and a new year brings new hope for the cruise industry.

There are few cruise ship visits remaining on the 2020-21 New Zealand cruise schedule – more than 95% have been cancelled because of COVID-19 - but both Heritage Expeditions and Ponant will continue with voyages around New Zealand, which is good to see.

Heritage has based its ship, the *Spirit of Enderby*, in the southern port of Bluff and is offering Southlanders a great opportunity.

A local travel agent, Lakers House of Travel, is putting together a special trip, for Southlanders only, to see Stewart Island, the Snares, and Fiordland over a week long excursion.

The Ponant ship *Le Laperouse* begins cruising around New Zealand beginning in Auckland on 08 Feb – fittingly on the national holiday weekend of New Zealand - Waitangi Day.

The first cruise will take in our small island destinations not often visited – Chatham, Bounty, Antipodes, Campbell, Auckland, Snares, and Stewart Island, ending the voyage at the newly completed cruise berth in Lyttelton.

Exciting times for the resurgence of cruise in New Zealand.