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### Maiden Darwin call

**CUNARD** Line's *Queen Elizabeth* made her maiden visit to Darwin last week, cruising into Fort Hill Wharf.

With 1,508 passengers, she was the third-largest cruise ship to arrive in Darwin since the industry's resumption.

Darwin welcomed three ships last week, including Holland America Line's *Noordam* and Viking's *Viking Orion*.

## Princess partners with CBP

**PRINCESS** Cruises and US Customs & Border Patrol (CBP) have introduced facial biometrics at the Port of San Diego.

The partnership covers the debarkation process, which will see passengers pause for a photo, which will be compared to their existing passport or visa.

Once verified, passengers are allowed to proceed through inspections and exit the terminal.

The improved arrival process using facial biometrics verifies a traveller's identity within two seconds, and is more than 98% accurate.

The process further secures and enhances the customer experience, while protecting the privacy of all travellers.

Americans and select foreign nationals who are not required to provide biometrics and wish to opt out of the new process can request a manual document check from a CBP officer, consistent with existing requirements for admission into the United States.

To date, facial biometric comparison technology is available at 16 seaports across the United States, and has been successfully used to process arriving passengers on cruise vessels in Florida, New Jersey, New York, Texas, California, Washington, Louisiana, Alabama, and Maryland, as well as Puerto Rico.

"As cruise travel resumes around our nation's ports, it is increasingly important to implement this technology and safely restart cruising, a vital sector of the US travel economy,"

said CBP Director of Field Operations San Diego Jennifer De La O.

"With the biometric facial comparison process, travellers have the benefit of secure, touchless, and streamlined entry procedures into the United States while CBP protects the privacy of all travellers."

As of this month, Customs & Border Patrol has leveraged facial biometrics to prevent more than 1,600 impostors using genuine travel documents from illegally entering the United States.

### Cruise Weekly today

**CRUISE Weekly** today features three pages of all the latest cruise industry news plus a cover page for tickets to **Still Standing**.

### More Mekong!

**PANDAW** has launched a new 10-night Mekong itinerary, which will commence in Oct 2023.

The cruise line claims the voyage will go deeper into the Mekong Delta and farther up the river than any other similar itinerary on offer.

**CLICK HERE** for more info.

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## TraveltheWorld BUSINESS DEVELOPMENT MANAGER

We are looking for the next **Business Development Manager** to join our team at **Travel the World** to work solely on the WINDSTAR CRUISES account. We are searching for an enthusiastic, passionate individual with strategic initiatives who is results driven. We offer exceptional working conditions and a highly supportive and energized team environment.

### This role will be responsible for the following:

- Selling to corporate and consortia markets
- Develop new accounts via strategic planning and data analysis
- Following up with Key Agents on promotional campaigns including pre, during and post campaign support and analysis
- Assist with growing the digital presence of Windstar Cruises in our market
- Participating at trade shows and networking events
- Actively promoting, generating leads and working with the Director of Sales to maximise revenue
- Ensuring that all responsibilities are fulfilled and deadlines are met
- Liaise with all TTW Sales, Product and Operation teams to ensure across current Windstar Cruises promotions and branding activities
- Attend regular Windstar Cruises Head office Executive Team meetings with DIR

### The ideal candidate will need to meet the following requirements:

- Full-time
- The flexibility of WFH and (or) working from our Sydney office
- Extensive sales experience in the Travel & Tourism industry
- Good understanding of the luxury cruise line industry
- A good network of clients (B2B)
- Be a team player with strong interpersonal and communication skills
- Be Self-Driven and able to work with tight deadlines and to targets
- Adaptable to the changing needs of our industry clients
- Work closely with the Travel the World Director of Sales and Windstar Cruises HQ
- An understanding of sales strategies
- Be organised with excellent time management skills and strong negotiation skills

Apply now by emailing your cover letter and resume to [careers@traveltheworldgroup.com.au](mailto:careers@traveltheworldgroup.com.au)

If you would like to have a confidential discussion about the role prior to applying, please call Sharon Hando, DIR on 0411 595 300

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## Celebration visit

**CARNIVAL** Cruise Line's *Carnival Celebration* has made her first-ever Caribbean call, with a visit to Grand Turk during her inaugural voyage.

The cruise line's new flagship arrived in Grand Turk on Thu during her six-day Thanksgiving voyage.

After the visit to Grand Turk, *Celebration* continued her journey with a visit to Amber Cove on the day of Thanksgiving, and then stopped in Nassau the day after, before a sea day, and her return to PortMiami.

"It is an honour to bring our new flagship to Grand Turk as its first Caribbean port of call", President Christine Duffy said.

## You had me at Merlot!



**OCEANIA** Cruises last week hosted a Wine Connoisseur Pairing Lunch for its top-performing New South Wales travel partners.

A dozen agents were invited to Altitude on the 36th floor of the Shangri-La Sydney for a Lunch led by 'The Wine Man', leading Australian sommelier Peter Bourne.

The unique culinary experience is offered on board Oceania's newest ship *Vista*, which will debut in May.

Guests on board will have two epicurean journeys to choose from, with menus including five different Mediterranean-influenced dishes paired with a premium range of wines.

The head sommelier, along with bar, restaurant, and galley teams, will explain each course pairing concept and their flavour profiles.

This lunch saw guests enjoy artichoke & black olive tapenade tartlet, paired with NV Veuve Cliquot Ponsardin Brut; fresh burrata, heirloom tomatoes, black truffle vinaigrette, & charcoal foccacia, paired with a 2021 LAS Vino CBDB Chenin Blanc; poached scallop & lobster bouchon, grilled pencil leek, crispy pommes, & beurre blanc sauce, paired with a

2021 Bannockburn Chardonnay; and braised wagyu beef short rib, smooth polenta, Dutch carrot, & red wine jus with a 2019 Rockford Rod & Spur Shiraz Cab Sauvignon.

For dessert, diners paired a duo of fine AOC French cheese watermelon chutney with a 2016 John Duval Annexus Mataro; and a chocolate fondant with raspberry sorbet & coulis with an Equipo Navazos Gran Solera Pedro Ximenez.

"This exclusive experience was our way of rewarding our top performing travel partners in New South Wales for their hard work and commitment to Oceania Cruises this year," local Vice President Jason Worth said.

**Pictured** are Blair Leslie, Mosman Travel; Ryan McPherson, Oceania Cruises; Renee Trent, 1000 Mile Travel; Mark Spurway, MTA Travel; 'The Wine Man'; Kisane Salib, Savenio; Joy Kinsey, TravelManagers; Emily Kadinski, iTravel Carlingford; Jenny Taylor, Frontier Travel; Martine Nunes, Oceania Cruises; Narelle Melhuish, Holiday World; Deborah Bartolo, MTA Travel; Worth; Lucy Vieira, Spencer Travel; Melody Wiskich, Flight Centre; and Esther Fraser, Mary Rossi Travel.

## Our Gift to You

**REGENT** Seven Seas Cruises has launched its biggest-ever trade partner booking incentive, "Our Gift to You", which offers Australian travel advisors a \$750 David Jones gift card for each new deposited booking on any sailing from 01 Jan to 30 Jun.

"As we enter the holiday season, we are celebrating our valued trade partners," local Vice President Lisa Pile remarked.

"To get in the festive spirit we are rewarding them with a very special present with Our Gift to You, our most enticing booking incentive ever."

Eligible bookings must be registered **HERE**.



## Earn more with Viking

Viking's trade loyalty program, *Rewards by Viking*, allows travel agents to earn hundreds of reward points, in addition to their commission, for booking Viking's ocean, river and expedition voyages. These points can then be redeemed in the online *Rewards by Viking* store on a fantastic range of brand-name items – from electronics and sporting goods to beauty products and gift vouchers. Travel agents wishing to join *Rewards by Viking* can register at [rewardsbyviking.com](https://rewardsbyviking.com)

Register here.



## No NCFs The Viking Way

Viking believe you deserve to earn commission on all elements of your clients' journey. That's why they've proudly supported their trade partners with no non-commissionable fares since Viking began 25 years ago. Many cruise lines do not pay commission on certain components of a cruise fare. That's why they do it differently, and why they're one of the few cruise lines to pay commission on all components of the cruise fare, with no qualification process necessary.

Learn more here.



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\*If booked prior to departures

## Brilliant floats out

**VIRGIN** Voyages' *Brilliant Lady* has floated out at Fincantieri's shipyard in Sestri Ponente.

*Brilliant* is the last of four ships Virgin has on order from Fincantieri, and is a sister to *Scarlet Lady*, *Valiant Lady*, and *Resilient Lady*.

The ship is equipped with an energy production system of approximately 1MW, which uses the diesel engine's waste heat.

She is furnished with LED lights to reduce energy consumption, while the hydrodynamic design of the hull provides excellent performance with consequent fuel saving.

Meanwhile, Virgin has donated 2,023 vacations to healthcare workers.

In teaming up with Baptist Health South Florida, Virgin said it wants to recognise the healthcare workers who have helped keep society safe during the pandemic.

It is the second consecutive year Virgin has gifted cruises to frontline workers.

## MSC Seascapes right on time!



**MSC Cruises' MSC Seascapes** will feature the first TimeVallee boutique at sea.

The Geneva-based outlet is bringing the "Swiss touch" to the high seas, with its host of revered watch brands for guests to purchase on board.

Launching this month, the store will feature a wide inventory of world-famous Maisons, including Cartier, Baume & Mercier, Hublot, IWC, Mont Blanc, and more.

The look and feel of the space will replicate that of other TimeVallee shops on land, and offer the same unique service, complete with extensive brand storytelling and know-how.

"As we evolve our ships, we have understood the importance

of evolving our retail spaces along with them; creating larger retail spaces that are more tailored to customer needs, which is why TimeVallee's multi-brand but in-depth approach was a perfect fit for our guest experience," MSC Cruises SVP Onboard Revenues Brandon Briggs said.

TimeVallee Chief Executive Officer Michael Guenoun added: "we are delighted to partner with MSC to open TimeVallee at sea for the first time.

"We are bringing the utmost luxury experience for watch lovers to discover a unique luxury retail concept where a client can discover and browse through the most sought-after fine watchmaking brands."



**PLANS** for a €250 million 'national flagship' have been scrapped by the Government of the United Kingdom, which were introduced under former Prime Minister Boris Johnson.

The vessel was envisioned as a successor to Her Majesty's Yacht *Britannia*, which is the former royal boat of the British monarchy, in service from 1954 until 1997.

The "Boris Boat" was intended to host diplomatic events and trade fairs, but plans were heavily criticised as a "vanity project".

Defence Secretary Ben Wallace told British parliamentarians the national flagship scheme is now suspended, and that the Ministry of Defence will be commissioning the build of two multi-role ocean surveillance ships instead to "protect the UK's critical national infrastructure".



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