



Ponant's Australia sales up by 40%

In two months, the French line has sold a yacht, ordered a yacht, and may soon increase its presence in Australia.

COMPAGNIE du Ponant has recorded a strong year of sales in Australia and may be sending its next luxury vessel down under.

A Ponant spokesperson told *Cruise Weekly* that the company is "seriously looking at the yet-to-be-named new ship spending some time in Australian waters".

Until then, *L'Austral*, launched in Apr, is set to make its maiden visit to Australia in March 2012, calling at Townsville, Cairns, Port Douglas and Darwin.

Represented in Australia by Travel the World, Ponant has been encouraged by the growth in local sales.

"We have had a good year and the sales are significantly up on last years departures – approximately 40%," said Michelle Taylor, TTW's director of sales and marketing.

Taylor also confirmed further details about the sale of *Le Diamant* to International Shipping Partners (*CW*, 29 Nov).

Ponant will continue to operate the vessel next summer for its scheduled Celtic itineraries from 06 June to 20 Sep 2012.

"This enables CDP to honour several charters planned for a long time and to commercialise five Celtic cruises, which should be as successful as last year considering the first level of 2012 bookings," Taylor said.

The sale of the 37-year old *Le Diamant* is part of the line's fleet modernisation, but Taylor said there were no plans to sell the 20-year-old *Le Ponant*.

"CDP does not intend to sell *Le Ponant*, which is an iconic ship of CDP, her three sails being the symbol of its logo.

"*Le Ponant* offers unique itineraries and moorings in the cruising industry."

MEANWHILE, a new name has not yet been chosen for the next yacht, which is set to debut in June 2013, but it is likely to be selected through a consumer competition. "Timing is still being finalised," Taylor said.

Bareboating wins over Aussies

BAREBOATING in the Whitsundays has won over Australian holidaymakers, taking home the award for the *Best Cruise or Yachting Experience in Australia* at the Australian Traveller 2011 Reader's Choice Awards.

"The Whitsundays is renowned as one of the best sailing areas in the world and this award lays testament to the experience that the Whitsundays offers to holiday makers wanting a water based holiday," said Mark Windsor, head of distribution for Sunsail, who accepted the award on behalf of Tourism Whitsundays and the Bareboat Charter Industry based in the Whitsundays.

MEANWHILE Sunsail has just released a 35% Christmas discount for travel through to the end of Mar 2012, including the Christmas and New Year period.

"This equates to just \$46 per person/night on a five day charter sailing our *Sunsail Oceanis 323*," said Windsor.

"Those that don't wish to Bareboat (or skipper themselves), can hire a Skipper for an additional \$315 per day which makes for a very affordable private cruise," he added.

For more info call 1800 803 988 or visit www.sunsail.com.au.

TODAY'S ISSUE OF CW

Cruise Weekly's new-look trade issue today features five pages of news and photos.

PLUS see page two for the ICCA's first ever Interview with a Cruise Expert feature.



HAVE YOU ORDERED YOUR COPY YET?

OCEANIA CRUISES

2012 *European* COLLECTION

~ Introducing *Riviera*, our newest ship

~ Overnight port visits on ALL our European itineraries

~ Our first 7-day voyages

~ Bonus Concierge Level & Suite Amenities

TIFS - NSW | VIC | QLD | TAS
TEMPLAR - WA | SA



WWW.OCEANIACRUISES.COM.AU



Unravel the mysteries
of
THE REAL RUSSIA

THE WORLD'S LEADING RIVER CRUISE LINE...BY FAR®

CRUISE

WEEKLY

Thursday 01 December 2011



ecruising.travel™



Now recruiting: For details call Philippa on 1300 369 848 or email: hr@ecruising.travel



ICCA UPDATE

ICCA General Manager,
Brett Jardine

ICCA's Interview with a Cruise Expert



ICCA General Manager, Brett Jardine asked Guy Batten (pictured left) from Concierge Traveller to share some thoughts.

When did you complete your ICCA Accreditation?

March 2009 then Masters in 2010.

How has this helped grow your sales?

Attending the ICCA training seminars, the Masters conference and various other ICCA seminars has greatly increased my knowledge, understanding and appreciation of the cruise industry and my personal role in it. These courses have given me a confidence in selling that has made it relatively easy for me to overcome objections and to close the sale. The result has meant a discernible increase in the number of cruises sold this last year.

How do you promote your ICCA Accreditation?

The Concierge Traveller website describes my status as a Cruise Master. We regularly host in-house functions for new and existing clients where my accreditation is acknowledged. In addition, I am regularly delighted when existing clients tell me that they pass this important information on to other prospective clients.

What makes you stand out from your competitors?

I have a deep and loyal core of repeat clients who have become more friends more than clients and who gladly refer their friends to me. My goal is to keep abreast of their changing likes and dislikes which helps me to qualify and recommend the right cruise line that best suits their needs.

Costa's Rustico farewells Australasia

Dario Rustico says it's been "a hell of a ride" as he returns to Italy for a new role.

COSTA Cruises' vice president of sales and marketing in the Pacific Asia region, Dario Rustico, has accepted a new position overseeing the company's development across the Mediterranean, Africa, Middle East, India and the Indian Ocean, as well as Costa's offices in Switzerland and Austria.

The new role will see him relocate to the Genoa headquarters after six years based in Hong Kong.

Rustico's vacated position will be taken up by Buhdy Bok, the current vice president of China operations, whose extended position will now also include all Pacific Asia operations, effective 1 Jan 2012.

Rustico told *Cruise Weekly* that Costa would continue to pursue the same strategy in the region, with no other staff changes in the sales, marketing and operations departments.

"The Oceania team will remain unchanged, as well as our intention to further strengthen our local distribution network," he said.

"Costa is actually strengthening its presence in the region, increasing capacity by 40% during 2012."

Rustico also said he would maintain his interest in Australia, which he has regularly visited over the past decade.

"A lot of agents ultimately became my friends and not just business partners so I will surely keep in touch and continue to be the first fan of the Australia market, from afar."

He described his experience in the region as "a hell of a ride" and did not rule out a return.

"Who knows if I won't be back in the future," he said.

Oriana to stay longer in drydock

P&O CRUISES' *Oriana* has had her drydock stay extended and won't finish up until mid-Dec, as the work required to complete her ship enhancements is "taking longer than expected".

As a result, *Oriana's* three-night 09 Dec, five-night 12 Dec and two-night 17 Dec 2011 voyages have been cancelled.

Guests booked on *Oriana's* 09 Dec sailing have been offered the chance to switch to a new cruise with the same itinerary departing onboard *Arcadia* on 09 Dec or receive a full refund, whilst passengers who booked on the 12 Dec cruise will receive a full refund plus £100 per person onboard credit to book onto another sailing, and guests on the 17 Dec sailing are being offered the chance to swap to a new three-night *Arcadia* voyage departing on 06 Dec 2011 at no extra cost.



inPlace
RECRUITMENT

Call 02 9278 5100

Cruise Consultant - Perth

A change is coming! Jump onboard this exciting new Cruise brand now recruiting experienced Travel Consultants.

- ▶ Do you have a passion for Cruise?
- ▶ Dynamic team, no face to face sales
- ▶ Salary up to \$42K + incentives + super

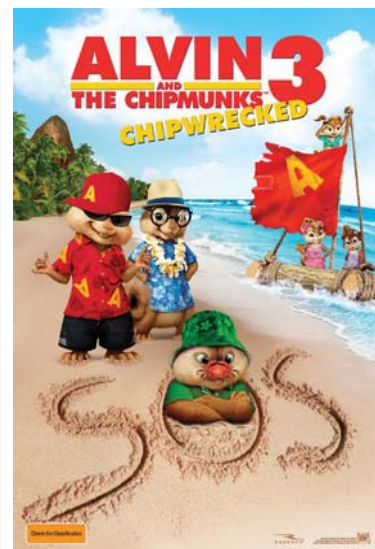
Email liz@inplacerecruitment.com.au

[Click here for details](#)

WIN a
DOUBLE
PASS

Book & deposit a Carnival
cruise by 18th Dec and
stand a chance to WIN

Join the fun!



IN CINEMAS NEW YEAR'S DAY!



TraveltheWorld

Carnival
FUN FOR ALL. ALL FOR FUN.

CRUISE

WEEKLY



Thursday 01 December 2011

H20000000 00HHHHH!!!

Carnival WaterWorks - the one and only Thrillslide and Splash Park sailing out of Australia.

Carnival Cruise Lines



CARNIVAL SPIRIT™ SAILING FROM AUSTRALIA OCTOBER 2012.

LEARN MORE

Protesters block Safari Explorer

PROTESTERS travelling on boats and surfboards blocked American Safari Cruises' *Safari Explorer* from entering Kaunakakai Harbor in Molokai, Hawaii, last weekend.

Explorer was forced to cancel its call after failing to gain access to the Harbour.

The demonstrators were reportedly protesting over tourism concerns, with the island being renowned for resisting the development of its tourist industry.

The cruise line told media that "The door is open on our end" to listen to and work with the community.



Athens, Greece

EUROPE | MIDDLE EAST | ASIA

DID YOU KNOW?

onboard *Minerva*...

- Tailor made shore excursions are INCLUDED
- Bespoke Cruise Book is INCLUDED
- Gratuities onboard *and* ashore are INCLUDED
- Sole Traveller rates are offered
- Distinguished Guest Speakers accompany you
- Only 320 like-minded passengers join you



TERMS & CONDITIONS APPLY

WWW.SWANHELLENIC.COM.AU

2010/11 Sydney port report

SYDNEY remains Australia's passenger cruise capital, with remarkable growth in the number of Overseas Passenger Terminal (OPT) and Barangaroo visits to 153 in 2010/11 compared to 119 the previous year, according to Sydney Ports 2010/11 Annual Report.

This figure represents a 29% year-on-year increase, whilst a further increase to 213 visits is expected for the 2011/12 financial year.

The report also highlighted the result of the Cruise Passenger Terminal Steering Committee's investigation into the site of a new additional cruise terminal east of the Sydney Harbour Bridge, which Sydney Ports said would be required in the next decade to cater to the growing number of ships choosing to call in Sydney.

According to the Port, the Steering Committee found no suitable alternative cruise ship terminal locations east of the Bridge and instead recommended alterations to the existing OPT and the installation of a mooring dolphin to allow the OPT to take larger ships.

Meanwhile the Port Authority also announced that the Federal Minister for Defence, Stephen Smith, will launch an independent review into whether there is scope to further increase cruise ship access to the Royal Australian Navy's Garden Island facility without affecting naval operations.

"Notwithstanding the other initiatives for cruise ships, Sydney Harbour remains Australia's busiest cruise destination and home port," the report said.

Last minute Pandaw discounts

PANDAW is offering some very last minute deals on a selection of its remaining 2011 Mekong sailings, including 20% off its 03 Dec 2011 seven-night Saigon and Siem Reap Mekong Downstream journey, now priced from \$1,808pp.

Other deals include 20% off Pandaw's 24 Dec 2011 seven-night Saigon and Siem Reap Upstream Mekong sailing- see www.pandaw.com.



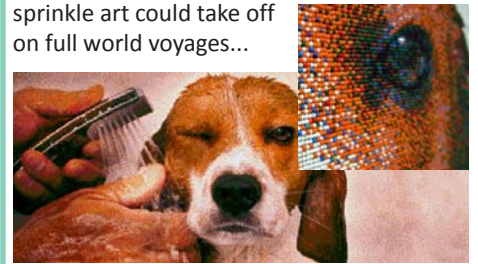
NEW cruise art craze?

A US art student, Joel Brochu, has possibly started a new fad in the art world, by making headlines for his fine art project which paid homage to pointillism (painting with small distinct dots) and the post-impressionist painter Georges-Pierre Seurat.

The project, a picture of a beagle having a bath, was created with painstaking precision over an eight month period, using 221,184 candy sprinkles.

The picture used six colours of sprinkles placed individually on a four by one and a half foot board covered with double sided tape and glue.

Probably not for the shorter cruises, sprinkle art could take off on full world voyages...



Are you in the running to **WIN a Gold Bar*?**

*Click here for more details

P&O ACADEMY

PRINCESS ACADEMY

One in 10 travels FREE!



When you book a **new** group on select 2012 European cruises.

Call **1300 330 334**
groups@avalonwaterways.com.au

*conditions apply

CRUISE

WEEKLY

Thursday 01 December 2011



CRUISE

WEEKLY

Follow us on:

Just one click away from keeping up to date with all the breaking news as it comes to hand...



NCL treats guests pre-cruise

THIS week Norwegian Cruise Line launched a new shoreside concierge desk for guests booked into The Haven by Norwegian.

The desk is designed to provide Haven guests with pre-cruise assistance in arranging a variety of services and amenities including dining and entertainment, booking shore excursions, making spa and salon appointments and taking special requests such as pillow preference.

Guests will receive an email confirmation prior to their sailing reconfirming their requests.

P&O is hoping to transit Venus

GUESTS have the opportunity to view the rare astronomical transit of Venus on 06 Jun 2012, just as Captain Cook did during his voyage to Tahiti in 1769 onboard the cruise line's 11-night Pacific Islands voyage onboard *Pacific Pearl* departing Sydney on 03 Jun 2012 (from \$999pp/qs).

"The last transit occurred in 2004 and the next is scheduled for 2117, meaning the 2012 event is the last chance to witness the spectacle this lifetime," said Jenny Lourey, senior vp of Carnival Australia.

The transit will also be visible during *Pacific Jewel's* 30 May 2012 nine-night Pacific Islands cruise from Sydney priced from \$949pp/qs; as well as the 03 Jun *Pacific Sun* seven-night Queensland itinerary out of Brisbane from \$599pp/qs; and P&O's 02 Jun 12-night *Pacific Dawn* Pacific Islands cruise departing Brisbane from \$1,099pp/qs.

Under 35's cruise in Sydney

PEOPLE under 35 can now enjoy a cruise on Sydney Harbour tailored for a younger market, with the launch of Captain Cook Cruises' Sydney Harbour Venture Cruise.

The inaugural voyage will commence on 12 Dec 2011 and will be followed with departures every Monday, Wednesday and Friday.

The voyage onboard *Aussie Venture* departs at 1.30pm and will include three and half hours of fun, sun and swimming with a picnic lunch, great music, and a swim at one of Sydney's most secluded beaches.

Non-alcoholic and alcoholic beverages will also be available to purchase from *Venture's* onboard bar.

To celebrate the launch the cruise line has announced a special introductory price of only \$49 per person (normally \$65 per person) available until 31 Mar 2012.

For more info see www.captaincook.com.au.

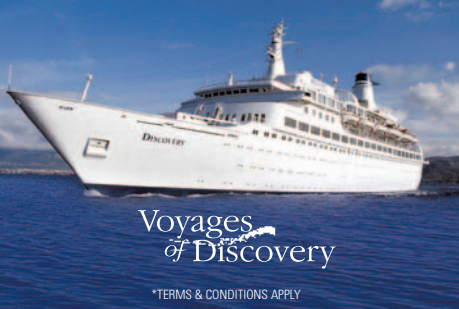
FASCINATING
DESTINATIONS
UNIQUE
DISCOVERY
STYLE

NORTHERN EUROPE | BAL TIC
MEDITERRANEAN | BLACK SEA
BRITISH ISLES

From **\$1,155^{pp*}**

CARIBBEAN | CENTRAL AMERICA
SOUTH AMERICA & THE AMAZON
MIDDLE EAST

From **\$1,720^{pp*}**



Voyages
of Discovery

*TERMS & CONDITIONS APPLY

www.voyagesofdiscovery.com

STX improves its Q3 earnings

SHIPBUILDING group STX Europe scooped operating revenues of \$5,243 million Norwegian Krone (NOK) for the Q3 2011 period.

STX also clocked pre-tax earnings of 650m NOK, up an impressive \$283m NOK from the same period last year, whilst pre-tax profit for the quarter was \$535m NOK, compared to 195m last year.

Cayman cruise cancellations

CARNIVAL *Legend*, *Carnival Valor*, *Norwegian Sun*, *Voyager of the Seas* and *Disney Magic* have had to change their itineraries this week due to the closure of Grand Cayman port because of bad weather.

Legend, *Valor*, *Magic* and *Voyager* all opted to spent the day at sea instead of adding a different port.

cruiseabout™

Cruising Specialists - Cruiseabout Adelaide

Cruiseabout is on the lookout for a fun-loving and team-oriented Travel Consultant - Cruise Specialist to join their vibrant Adelaide team.

This is a fantastic opportunity to make your mark on these successful stores and join a fast growing travel brand.

To come onboard, you will have a strong background in the travel industry, combined with extensive cruise product knowledge.

If you're passionate about cruising, you'll love our uncapped earning structure, along with a range of benefits which has seen us recognised as an award winning employer.

Apply now at <http://applynow.com.au/jobf147890>

Cruise Weekly is Australia's favourite online cruising publication. In production since 2007, **Cruise Weekly** is published each Tuesday, with a further travel industry update each Thursday. **Cruise Weekly** is free and is sent to subscribers via email as an Adobe Acrobat PDF document.

Sign up for a free subscription at www.cruiseweekly.com.au.

PO Box 428, West Ryde, NSW 1685

Phone: 1300 799 220 Fax: 1300 799 221

Publisher/Managing Editor: Bruce Piper

Editor: Louise Goldsbury

Assistant Editor: Amanda Collins

Contributors: Roderick Eime, Chantel Long, Lisa Maroun and Guy Dundas

Email: info@cruiseweekly.com.au

Cruise Weekly is part of the  **CRUISE**
Travel Daily Group: 

Advertising and Marketing: Lisa Maroun (Manager), Lisa Martin and Magda Herdzik
Email: advertising@cruiseweekly.com.au

Business Manager: Jenny Piper
Email: accounts@traveldaily.com.au









Cruise Weekly is a publication of **Cruise Weekly Pty Ltd**. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Cruise Weekly** no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.