



## P&O introduces program for groups

New, free 'Events at Sea' packages are designed to attract more group travel on P&O's local cruises.

P&O has launched a program targeting groups from 16 to 250 people, including birthday parties, sporting and hobby group meetings, small conferences and incentive gatherings.

The complimentary packages consist of an onboard event coordinator, venue hire, audio visual equipment, personalised photo sessions, group dining and welcome receptions.

Optional extras include personalised group shore tours, special occasion cakes, branded menus and program printing.

The new program comes in the wake of the company's successful Ceremonies at Sea program for weddings and vow renewals, launched last year.

Jenny Lourey, svp, Carnival Australia, said

there was a growing demand for group travel on ships because it was social, relaxing and "extremely cost effective".

She said the wide range of cruise itineraries made it very easy for agents to help groups to choose a suitable getaway.

Recent groups hosted on P&O Cruises' ships have included a genealogy conference, a health and beauty event, and a medical conference.

Franca Cafra, events coordinator at LR Health & Beauty Systems, said their recent incentive trip – an eight-night *Pacific Jewel* cruise for 42 independent partners – had been a huge success.

"The detailed information and personal assistance offered by P&O Cruises resulted in a smooth operation, from my initial enquiries to cruise completion," Ms Cafra said.

## HAL pulls Bermuda calls in 2013

HOLLAND America Line has dealt a blow to the Port of Bermuda, announcing it will not be running its regularly scheduled Bermuda calls from New York onboard *Veendam* in the Northern summer 2013.

"The 2012 season will mark three years of Bermuda cruising roundtrip from New York and in 2013 other destinations are being considered as part of our overall global deployment," the cruise line said in a statement.

"We will continue to call in Hamilton occasionally on other itineraries," the cruise line added.

The news follows a major withdrawal from the port by Carnival Cruises, which announced that *Carnival Pride* will not homeport in Bermuda next year, and will only call there once in 2012, as opposed to the 15 calls by *Fantasy*, *Glory*, *Pride* and *Miracle* this year.

## TODAY'S ISSUE OF CW

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

## New Antarctica heavy oil laws

THE Australian Federal Government has passed new laws banning the carriage of heavy grade oils through Antarctica.

"The possibility of an oil spill in the Antarctic Area is relatively high and we cannot risk the pristine environment being damaged by an oil spill," a Government statement said.

The ban will not apply to vessels engaged in securing the safety of ships or saving life at sea but will mainly impact tourist ships which use ports in South America.

The Bill imposes a maximum penalty of \$220,000 on both the master and owner of a ship in the event of a breach of the heavy oils carriage ban.



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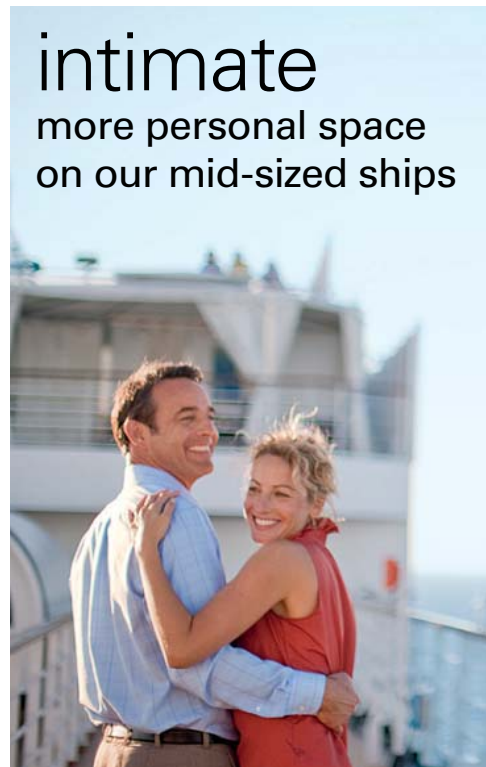
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## ICCA UPDATE

ICCA General Manager,  
Brett Jardine

### Get in quick for Cruise3sixty

Consultants wishing to attend Cruise3sixty in April 2012 must register with the ICCA by 15<sup>th</sup> December 2011.

One of the major opportunities available at this excellent event is the chance to do multiple ship inspections over 4 days on ships that rarely, if ever, make it down to our local ports.

We are holding priority space on these ships that will be handed back on the 16<sup>th</sup> December if not used.

Already most registration opportunities for ship inspections are now full.

In addition to space on ship inspections we are also holding allocations for seminar space but only for a limited time before being released.

Cruise3sixty is the official travel agency conference of the cruise industry in North America, operated by our sister company Cruise Lines International Association (CLIA) and participation through the ICCA is highly recommended for all front-line consultants as well as other industry professionals that have a primary cruise focus as part of their role.

For more information go to [www.cruising.org.au/cruise3sixty](http://www.cruising.org.au/cruise3sixty) including online registration.

#### Last cruise training dates for 2011

Brisbane: 7<sup>th</sup> & 8<sup>th</sup> December.

#### 2012 training dates now open

Melbourne: 24<sup>th</sup> & 25<sup>th</sup> January

Sydney: 3<sup>rd</sup> - 5<sup>th</sup>

February - on

board *Rhapsody of the Seas*

sampler cruise

Perth: 14<sup>th</sup> & 15<sup>th</sup>

February

To register now

**CLICK HERE.**



## MSC releases new singles specials

Solo deals are now available for Australian and NZ clients, including cruises on the yet-to-debut *MSC Divinia*.

MSC Cruises is offering savings of up to \$1600 for single passengers.

The discount applies to two 14-night back-to-back Mediterranean itineraries next year, with prices starting at \$1708 per cabin – or \$122 a night.

A 14-night Northern Europe cruise from Copenhagen in May 2012 starts at \$2268.

"We are delighted to offer these very special prices for our very special singles," said Lynne Clarke, managing director, MSC Cruises Australia and New Zealand.

The starting price of \$1708 applies to booking an inside cabin for two 14-night departures in late September and mid-Oct,

cruising aboard the yet-to-launched *MSC Divina* and the *MSC Splendida*.

The initial seven-night cruise begins and ends in Venice, visiting Dubrovnik, Istanbul and Izmir.

A coach transfer from Venice to Genoa follows for the second leg to Barcelona, Tunis, Malta's Valletta, Messina, and Civitavecchia.

For clients seeking an earlier cruise, a 14-night itinerary (departing 17 May 2012) with back-to-back cruises aboard *MSC Musica* and *MSC Fantasia* starts at \$2198.

Meanwhile, MSC will host a Christmas event for agents next month in its Sydney offices.

The company is set to reveal further news on the development of *Divinia*, its 12<sup>th</sup> ship, scheduled to debut in late May 2012.

For details on other itineraries with special deals for singles, call 1300 028502 or visit [www.msccruises.com.au](http://www.msccruises.com.au).

### Oceanic Discoverer hits reef

CORAL Princess Cruises' 72-pax *Oceanic Discoverer* has had a "minor" incident, hitting a reef near Papua New Guinea.

Early reports indicate that no significant damage or injuries were sustained.

According to a company spokesperson, the cruise continued as normal to its scheduled conclusion the following day.

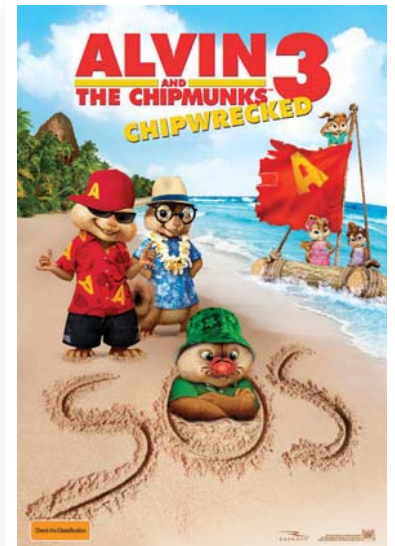
"The ship is in Cairns at the moment and is having her survey, part of which has been to inspect the hull as a precaution," the spokesperson said.

The ship's next voyage, a 15-night Melanesia expedition, is expected to depart Cairns on 28 Nov as scheduled.



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## Regent sees 2011 profits fall

**REGENT** Seven Seas saw a \$8.2m drop in net income to \$19.5m for the quarter ended 30 Sep 2011, compared to \$27.7m for the same period in 2010.

The cruise line also clocked adjusted pre-tax earnings of \$40.6m on revenue of \$151.3m for the third quarter of 2011, compared to adjusted pre-tax earnings of \$47.5m on revenue of \$152.1m for the 2010 third quarter.

Regent also saw its net yield grow 3.9%, due to higher pricing with net per diem up 3% and occupancy increasing 0.8 percentage points.

## Tampa breaks cruise record

**THE** popular US port of Tampa has set a new record for visitors to its shores, clocking an estimated 12,623 guests visiting on a single day last Sunday.

The numbers were due, in large part, to port calls made by *Carnival Legend*, *Norwegian Star* and *Ryndam*.

## It pays to sell the Mekong well



**A GROUP** of Australia's best selling agents for APT's Asia programs combined with Malaysia Airlines flights were treated to a 10-day family recently, which included a luxurious eight-day Mekong River cruise aboard APT's new *RV AmaLotus*, and two days of in-depth land touring in Cambodia.

Highlights of the adventure included a visit to the Royal Palace in Phnom Penh, an exploration of the famous temple of Angkor Wat, a visit to a Buddhist monastery in Oudong plus rickshaw rides and ox-carting through other local towns along the river.

Pictured above outside the *AmaLotus* about to embark on a tour of the Angkor Archaeological Park (from *left*) is: Micalrie White, MTA Travel; Mary Pritchard, Travel by Wyndham; Linda Owen, Gippsland Travel; Jo Patton, Flight Centre Batemans Bay; Camilla Owen and Cathie Rice Travelworld; Sharon Leeson, Harvey World Travel Lower Templestowe; Amanda Clifton, APT; Allirra Franks, Travelworld Green Hills; Marie Buhle, Escape Travel Ocean Keys; and Riz Callisto, Phil Hoffmann Travel Unley.

## PORTHOLE



**COLD** snap hits in Abu Dhabi.

Abu Dhabi has secured the services of superstar rock band Coldplay to help open its historic hosting of the 2011/12 Volvo Ocean Race.

Commonly known as the 'Everest of Sailing', the gruelling competition is undertaken by professional athletes who race around the world with the prevailing winds.

Coldplay will kick-off festivities on New Year's Eve at a venue adjacent to the purpose-built 'Volvo Ocean Race Destination Village' on the Corniche Breakwater, which from 31 Dec 2011 till 14 Jan 2012 will host the six-strong Volvo Ocean Race fleet, its competitive sailors and more than 100,000 excited fans.

"We promised a destination hosting like no other when we began our Volvo Ocean Race campaign and the confirmation of Coldplay's New Year's Eve concert signals our intention to live up to that commitment," said HE Mubarak Al Muhairi, Director General, ADTA.

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## Marina gets 5 stars from Berlitz

**OCEANIA** Cruises' *Marina* has been given a five-star rating in the 2012 Berlitz Complete Guide to Cruising & Cruise Ships.

Named as one of the top 10 mid-sized ships in the world, *Marina* scored more than 1,700 points in the Berlitz review, a score which equates to five stars.

"It is really good to see a new entry into the Berlitz 'Five-Star Club' due to Oceania Cruises' major investment and focus on the finely detailed furnishings aboard this new mid-sized ship, combined with the highest regard for and attention to the dining and culinary aspects of the cruise experience," said Douglas Ward, author of the Berlitz guide.

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## Parasailing shore tours canned

A TRAGIC parasailing accident which caused the death of a 60-year old Celebrity Cruises passenger in St Thomas recently, has prompted Celebrity Cruises, NCL and RCI to cancel all their parasailing shore tours in the Caribbean "indefinitely".

Carnival has also put a moratorium on parasailing in St Thomas, but will keep offering the activity as an optional shore tour in other Caribbean ports.

## Seabourn Quest debuts in US

SEABOURN Cruises' newest fleet member *Seabourn Quest* made her maiden visit to the US this week, calling into Port Everglades for two nights ahead of a run of 13- and 14-day roundtrip Caribbean cruises from Fort Lauderdale which will round out the year.

On 05 Jan 2012, *Quest* will depart Fort Lauderdale for a 109-day eastbound Maiden World Cruise via South America, South Africa, the Indian Ocean, Southeast Asia, the Middle East, and the Mediterranean, which will end in Venice on 23 Apr 2012.

## A new Superfast VII arrival

THE new Stena Line ship, *Superfast VII*, has arrived on the shores of her purpose built Loch Ryan homeport in Cairnryan (CW 13 Oct).

The arrival signifies the launch of a new ferry route between Scotland and Northern Ireland, which commenced earlier this week.

*Superfast VII* will soon be joined by her sistership *Superfast VIII* at the 27 acre Scottish port, with the pair to offer 10 scheduled sailings per day between Scotland and Northern Ireland.

Each sailing will be completed in 2.15 hours, with Stena Line upping the frequency of crossings to 12 per day from 05 Dec.

The new route is part of a \$320m rolling investment program which also included the construction of a Belfast Port and terminal facility that opened in Jun 2008.

The new Loch Ryan Port includes a 1,500 square metre passenger and freight terminal, whilst the newly acquired *Superfast VII* and *Superfast VIII* each measure 203 metres, have capacity for 1,200 passengers, 660 cars or 110 freight units, and feature onboard highlights including Pure Nordic Spas which include a Jacuzzi and sauna for passenger use.

## Splendid vertical entertainment

ROYAL Caribbean is revamping The Centrum space onboard *Splendour of the Seas* into a new entertainment venue which will feature daytime activities, nightly entertainment and aerial spectacles.

"The revamp of the spectacular 60-foot high Centrum found onboard the Vision-class ships brings new life to a popular gathering space by incorporating innovative technology and vertical entertainment elements to what was already the place to be and be seen," said Lisa Bauer, senior vp, Hotel Operations, Royal Caribbean International.

"Guests sailing onboard *Splendour of the Seas* will be in for a multi-sensory experience that puts them at close proximity to amazing aerial performers from multiple viewpoints in a sophisticated and glamorous atmosphere," she added.

Amongst the changes include a makeover for The Centrum's R Bar, to give it a 1960's vibe, complete with authentic 60's furniture and swinging signature cocktails.

*Splendour* is set to debut from drydock next week, with other new features including an iPad in every cabin.

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# CRUISE

WEEKLY

Thursday 24 November 2011



## Sea Cloud on the Panama Canal

SEA Cloud Cruises is sending its 94-passenger *Sea Cloud II* windjammer to Central America in Jan next year, where she will traverse the Panama Canal for the first time ever.

Whilst in Central America *Sea Cloud II* will host two round trip seven-night sailings departing from Puerto Caldera (San José), Costa Rica on 16 and 23 Jan 2012, and calling in San Juan del Sur, Playas del Coco, Herradura, Quepos and Islas Tortugas.

Prices for the voyages start at \$4,122pp, see [www.seacloud.com](http://www.seacloud.com) for more details.

## Costa Crociere's Asian first

COSTA Crociere is setting up the cruise industry's first wholly-owned foreign enterprise (WOFE) in China.

Located in Shanghai, Costa's home-port city in China, the new company will offer commercial and financial services to local travel partners and passengers.

It is hoped that the new enterprise will entice more Chinese consumers to take a Costa voyage.

This year around 170,000 Chinese passengers travelled on Costa cruises.

The new move is particularly pertinent given Costa's increased focus on China, including its *Costa Victoria* deployment in the region next year.

"Since 2006, when Costa was the first cruise company to enter the Chinese cruise market, Costa has worked closely with local government authorities to continuously propel the development of the Chinese cruise industry and act as a market pioneer in opening up new prospects," said Pier Luigi Foschi, Chairman and CEO of Costa Crociere.

"The WOFE status is our new instrument to develop business in China and enhance our commitment to long-term development in this marketplace," he added.

## P&O Cruises has 50,000 friends

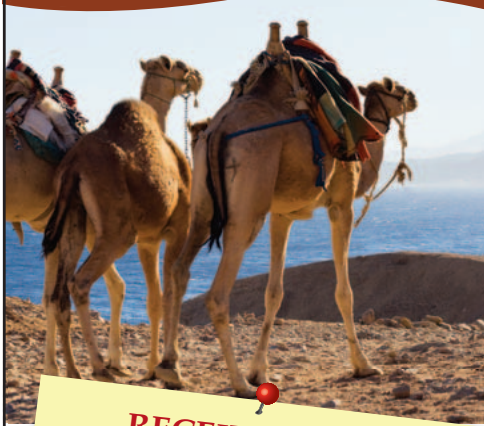
P&O Cruises can now claim it has more Facebook friends than most, after welcoming its 50,000th fan last week.

This figure more than double's P&O's 2010 Facebook friends tally of 20,000, which according to the cruise line, proves the "phenomenal rate" at which cruise holidays in Australia are growing.

"Our passengers love getting to know each other before they even step onboard our ships," said Jenny Lourey, Senior Vice President of Carnival Australia.

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## Adventurous cruise discounts

ADVENTURE World has announced a 15 percent discount on all self charter boating itineraries in France booked before 16 Dec 2011 for travel between 29 Sep and 31 Oct 2012.

Self charter itineraries depart from five bases in France, and include The Sunshine Cruise, the Midi-Camargue Highlights Cruise and the Little Midi Cruise.

Reduced prices start from \$1,105 per couple for the seven-night Little Midi Cruise through the South of France, including seven nights aboard the *Capri TS* from Castelnaudary, with tutorial and collision damage waiver.

For info call 1300 320 795 or visit [www.adventureworld.com.au](http://www.adventureworld.com.au).

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