

## Authorities clash over White Bay

Sydney Ports has rejected claims that it is refusing to cooperate on the development of the White Bay cruise terminal.

**THE** mayor of Leichhardt Council has accused Sydney Ports Authority of ignoring all recommendations from the Barangaroo Review and refusing to hold community consultation on the new cruise terminal to be built at White Bay.

But Sydney Ports insists it is committed to working with the council and local community, and the new terminal will go ahead next month, with government approval.

Leichhardt Council recently held an urgent public meeting in order to brief Bay area residents and business owners about Sydney Ports' plans and to receive feedback from the community.

"Over 200 residents attended and overwhelmingly rejected both Sydney Ports' plans and the proposal that the cruise terminal be located at White Bay wharves 4 and 5," Leichhardt's mayor, Rochelle Porteous, told *Cruise Weekly*.

Mayor Porteous also blasted the way that other authorities had handled the development process.

"This decision to ignore the recommendations of the Barangaroo Review shows the arrogance of the Sydney Ports Authority and the weakness of the O'Farrell Government," she said.

In a written statement to *Cruise Weekly*, Sydney Ports ceo Grant Gilfillan said Sydney Ports participated in the meeting and reiterated its position to continue engaging

with the community and the local council.

"Sydney Ports is working with the Council and agreed modifications were made to the Project Approval in June 2011, which were approved by the Department of Planning on 14 September," Gilfillan said.

"Sydney Ports has written to the Leichhardt Council following a meeting last week to further inform the Council in relation to the development and to confirm our next steps.

"The correspondence explains clearly how we will work with the Council on the development of the cruise passenger terminal at White Bay 5."

Sydney Ports will this month award the contract for the demolition of the existing cargo shed on the site, with work commencing "shortly thereafter".

The contract for the construction of the new passenger terminal building will be awarded in early November.

Meanwhile, Leichhardt Council has called on the NSW State Government to reject the relocation and engage in "genuine community consultation" in developing an alternative master plan for the Bays precinct.

**IF** you would like to air your opinions on the matter, why don't you head to *Cruise Weekly's* Facebook page and open a discussion. [f](#)

## Cruising through agent's eyes

**TEN** travel agents have turned their hands to blogging whilst onboard a Tauck Strasbourg to Prague river cruise.

In amongst the group is Travel the World's own QLD Sales Manager, Sharon Hando, who with her nine travel agent companions will provide daily summaries of the voyage.

To read the blog [CLICK HERE](#).

## TODAY'S ISSUE OF CW

*Cruise Weekly's* new-look trade issue today features five pages of news and photos, plus see **page six** for details on Star Cruises SuperStar Virgo Earlybird sale.

## HWT agent takes out top prize



**SAMANTHA** Baker from Harvey World Travel in Manly, NSW, has been announced as the winner of Coral Princess Cruises' Win a Cruise competition.

The incentive, which ran from May to Sep saw agents who made bookings with the cruise line automatically entered into a draw to win one of three small ship cruises.

Baker took out the major prize, and for her sales efforts will be rewarded with a 10-night Kimberley cruise aboard Coral Princess's flagship *Oceanic Discoverer*.

Second place went to Angela Meek from Jetset Travel Bendigo, Vic, who has won a four-night Great Barrier Reef cruise, whilst third place went to Gina Dignan from Travelling Places, who is set to enjoy a three-night Great Barrier Reef cruise.

Samantha Baker is pictured above (second from left) receiving her prize from Coral Princess Cruises sales executives Elise O'Rourke and Kate Ashman (right) and Broome and the Kimberley Holidays' Victoria Kyngdon (left).



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## ICCA UPDATE

ICCA General Manager,  
Brett Jardine

### Large Resort-Style Ships

A couple of weeks back this column raised the issue of consumers looking for value from their holiday spend and highlighted the fact that value does not come down to price alone.

The point made on this occasion was that a small ship cruise experience at a higher price point can be perceived as good value by many.

For all the feedback I received from supporters of small-ship cruising I am sure there were many more who worship large resort style ships and have clients that see cruising on a large vessel as the only way to go.

With large ship cruising, the focus is generally on the ship itself – what's happening on the ship as opposed to off it.

Large ships have the ability to offer a resort style atmosphere that you can get from a land based stay, except that your view is changing constantly.

With a myriad of activities and entertainment at passenger's disposal, a large ship experience is anything but boring.

We all know the cruise clichés that are primarily derived from large ships - bingo, casinos and napkin folding through to extensive dining options, relaxing spa treatments and hundreds or even thousands of potential new friends to make.

There are the Broadway style shows, the tax-free shopping, the walk-around promenade deck and the extensive facilities for kids.

Large ships also offer guests the opportunity to go beyond their means with a wide choice of accommodation available that could mean upgrading to a balcony cabin or even a suite.

And finally, to satisfy the need for stability at sea that a large ship offers, where endless activity is not your idea of a relaxing holiday, large ships do also have the ability to offer many quiet lounges, where time out to read your favourite novel can in fact be a very peaceful experience.

At the end of the day, who determines what style of cruising is better value – the end user (your client)?



## Australia key to HAL and Seabourn

Australia is still the No.2 source market for Holland America and No.3 for Seabourn.

JOE Slattery, vice president international sales and marketing, has emphasised that Australia remains "extremely important" for HAL and Seabourn as both a source market and destination.

Visiting Sydney for the first time since both brands created dedicated local sales teams in Carnival Australia's regional office, Slattery said the "most remarkable" statistic is that 83% of Australians sail on non-Australian HAL itineraries – including 42% to Alaska and 25% to Europe.

"We have a much different perspective on the Australian market, because not only have we substantially increased our local capacity this season, but most of our Australian [HAL] guests do not sail from Australia, which is very interesting," he said.

"By making many of our itineraries roundtrip from Sydney, we have got more Australians onboard and then they are sailing with our brand elsewhere."

Slattery praised the "seamless transition with travel sellers around the country" and said the local HAL office has had "a great year".

Director of sales Tony Archbold, said the line recently made some "local taste" adjustments to food and drink selections on Sydney-Auckland cruises but HAL was still a "consistent worldwide brand, not dedicated to any one nationality".

Archbold also hinted that local sailings would soon have "well-known Australian chefs" coming on board, with Jerrol Golden, manager

international public relations, interviewing a few potentials in Sydney this week.

Speaking about Seabourn, Slattery said the company's relocation to Seattle in Jan had been "a great boost" in terms of resources and support.

"But they are completely distinct brands – there will be no Holland America-ising of Seabourn," he said.

When **CW** asked what he thought of the White Bay terminal which begins construction next month, Slattery said: "I don't like it – Sydney is not showing its best side and it detracts from the cruise experience."

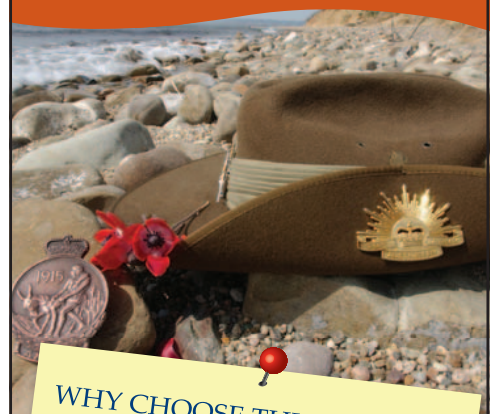
"There are other cities in the world where the government would do anything to have your ships come there – we don't find that here, but we plan all our Australian itineraries around Sydney, so it makes it difficult."

HAL's *Volendam* and *Zaandam* have secured the Overseas Passenger Terminal when based in Sydney this season.

### D-DAY, NORMANDY DUNKIRK & BEYOND

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### ICCA on hunt for Cruise3sixty

THE International Cruise Council Australasia is encouraging agents to sign up for its Cruise3sixty conference package, which will transport them to the centre of the world's largest cruise conference, in Fort Lauderdale between 24-29 April 2012.

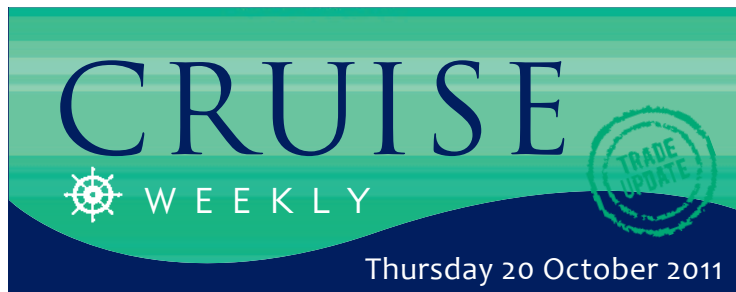
Cruise3sixty offers agents the opportunity to attend training sessions, product updates, workshops and ship inspections.

The ICCA is holding allocations for Aussie agents at Cruise3sixty on ships including *Allure* and *Oasis of the Seas* plus many more.

Agents wishing to take advantage of this great opportunity must be ICCA members and register by 15 Dec 2011.

See [www.cruising.org.au/cruise3sixty](http://www.cruising.org.au/cruise3sixty).





## Noble new European itineraries

**NEXT** year niche British cruise line, Noble Caledonia, will host six itineraries onboard its newest vessel *Noble Caledonia* (formerly *Hebridean Spirit*).

Acquired in Aug, *Noble Caledonia* is the 114-passenger sister ship to the company's *MS Island Sky*, and will undergo a complete refurbishment before she joins Noble's fleet in May next year.

The new itineraries include a 14-night Circumnavigation of Iceland; a 12-night Exploring the White Sea journey to the North Cape and Russia's White Sea; a seven-night Hebridean Odyssey taking in the islands in the inner and outer Hebrides; a 10-night Sailing to the Isles voyage around Wales, Ireland and Scotland; an eight-night Spring Garden and Bird Quest bound for Honfleur and the Channel islands, Isles of Scilly and Lundy; and a 11/12-night Norwegian Fjords in Mid Summer adventure.

For more details, [www.noble-caledonia.co.uk](http://www.noble-caledonia.co.uk).

## Fly business class for a steal

**CRUISERS** who book a top deck French balcony stateroom on any 2012 Evergreen river cruise tour over 21 Days can now secure Business Class airfares to Europe for \$3,785pp (normally over \$6,000).

21 day cruise tours in Top Deck Staterooms start from \$9,790pp, plus \$3,785pp for Business Class airfares.

The offer ends 15 Nov 2011, see [www.evergreentours.com](http://www.evergreentours.com) or call 1300 364 414.

## RCI's exclusive Kusadasi deal

**THE** Turkish port of Kusadasi has entered into an agreement with Royal Caribbean which will see its vessels use Kusadasi as a base for trips to Ephesus.

According to reports, recent port enhancements such as the extension of its finger piers to 400 metres, as well as its close proximity to the ancient city were large factors in the decision.

## Star flies its flag in Nth Europe

**STAR** Flyer will sail a total of 18 cruises in its inaugural northern Europe program next year.

Covering The Netherlands, Belgium, Germany, Norway, Denmark, Poland, Sweden, Finland, Lithuania, Russia, Estonia and Latvia *Star Flyer's* debut season will kick off on 05 May 2012 with a five-night sailing from Southampton to Hamburg, Kiel, Stockholm, Oslo, Copenhagen and Warnemuende.

Highlights of the four-masted *Star Flyer's* Northern European season include participation in sailing parades with tall ships from around the world in Kiel, Hamburg and Rostock.

Fares for seven-night *Star Flyer* Northern Europe voyages start at \$3,319pp.

**MEANWHILE** Star Clippers *Royal Clipper* and *Star Clipper* are lined up to offer 54 voyages throughout the Mediterranean in 2012.

For full itinerary details and pricing visit [www.creativecruising.com.au](http://www.creativecruising.com.au).

## Cruiser busted in Bermuda

A 58-year old American man, James Bulter, is facing a US\$10,000 fine for allegedly carrying 23.45 grams of marijuana in his cabin onboard *Norwegian Dawn*.

The arrest came whilst *Dawn* was in port at Bermuda on Sunday, with customs officers discovering the stash whilst on a routine sniffer dog check of the ship.

Butler was off the *Dawn* at the time of the sting, but was arrested when he returned.



### RIVER cruising smuggler style.

A 19-year old smuggler, Andrii Vorolsil, has seen his dreams of fortune go down the drain, after he was caught by Ukrainian police trying to swim 60,000 packets of cigarettes across the Tisa River.

The hapless cigarette mogul had donned a full wetsuit and had wrapped his precious cargo in thick plastic cling wrap for his epic swim, hoping to dodge Ukrainian taxes.

He was however spotted with his not so conspicuous cargo shortly after entering the water, and upon entreaty to give himself up tried to make a swim for freedom.

This effort, possibly hampered by 60,000 packets of cigarettes, was however futile, and he was picked up by police upon arrival on the river bank.

### ANOTHER reason to take an Italian cruise.

History buffs looking for a European cruise, should consider vessels that call into ports which offer easy access to Modena, after a pair of 1,500 year old skeletons which were buried holding hands were unearthed by workers at a construction site.

Display plans have not yet been revealed, although scientists are calling the find "very touching and very rare".

## Farewell to industry stalwarts

**THE** team behind the interior design of *Freedom of the Seas*, *Arcadia* and *Ventura*, designteam, have closed up shop in light of the current economic climate.

According to a letter penned by designteam, the designers wished to fold the company whilst it remained in a viable financial position and with all the designers' reputations intact.

## New MedCruise president

**THE** Association of Mediterranean Cruise Ports, MedCruise, has elected Stavros Hatzakos as its new president.

Hatzakos, who is the director of the administration directorate of Piraeus Port Authority, will spend a three-year term in his new role having moved up from his previous position as vice president.

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## Golfing gets you free airfares

APT has launched free airfares to spice up its new series of APT Magnificent Europe luxury river cruises with land extensions next year.

The free airfare is available on itineraries including the 20-day Scotland and Magnificent Europe Golf Experience, priced from \$12,795pp/ts, including golf at seven courses (the Prestwick and Turnberry's Ailsa and Kintyre courses in Scotland, Frankfurter Golf Club, Beckbauer Golf Course and Wurzburg Golf Club in Germany and Fontana Golf Course in Austria), or excursions for non-golfers, four nights at Turnberry Resort, one night at Glasgow Hilton, 14-night cruise, 48 meals, airport transfers, cruise tipping and port charges.

A 15-day package is also available from \$8,795pp/ts with free airfares, golf at the four Europe courses and the 14-night voyage.

Onboard pro golfers Mark Gibson and Tim Moore will host golfers (who will need to supply their own clubs).

See [www.aptouring.com.au](http://www.aptouring.com.au).

## Agents experience the luminescence of river cruising



**NOT** a windmill, vineyard or part of Paris was skipped by agents cruising on Avalon Waterway's most recent European famil.

Departing Amsterdam in style onboard *Avalon Luminary* for her 13-day Windmills, Vineyards & Paris itinerary, the agents enjoyed Rhine river cruising at its finest, stopping into Cologne, Rudesheim and the Rhine Gorge before travelling the Moselle River towards France where the group caught a high-speed TGV train to Paris.

Pictured above onboard *Luminary* are (from bottom left) Karen Hendrickson, Harvey World Travel, Maryborough, Vic; Claire Haggarty, Flight Centre Rouse Hill, NSW; Kay Endres, New

England Travel, Armidale, NSW; Lynn Druckmann, Flight Centre Indooroopilly, Qld; Marita Cogle, Harvey World Travel Ballarat, Vic; Martine Hero, Globenet Travel (Cleanskin Cruising), Brisbane; Karen Plunkett, Andrew Jones Travel, Hobart, Tas; Peter Werner, Captain of the *Avalon Luminary*; Kay Wilson, Ucango Nambour, Qld; Sue Davies, Travelscene Warrnambool, Vic; Gay Boersma, Travelscene Canberra, ACT; Cameron Mannix, Cruiseabout Kew, Vic; Katie Hemann, Flight Centre Whitford City, WA; Greg Morris, Avalon Waterways Regional Sales Manager Qld North and Karolien Cazemier, *Avalon Luminary* Cruise Director.

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## Filbee joins Oceanwide team

**OCEANWIDE** Expeditions has appointed Mary Filbee as its new Director of Marketing and Sales, responsible for sales activities and new product development in America, Canada, Australia, the UK and New Zealand.

Filbee comes to the position from Polar Star Expeditions, where she was Marketing and Sales Director.

For new sales enquiries for English speaking markets, including group and charter requests email Mary Filbee at [mary.filbee@oceanwide-expeditions.com](mailto:mary.filbee@oceanwide-expeditions.com).

## Adventure World's Alaska

**ADVENTURE** World is offering a seven night small ship cruise of the majestic Alaska Inside Passage from only \$1,993pp.

Highlights of the Ketchikan and Juneau itinerary include kayaking in Devilfish Bay and Dawes Glacier, hiking the Tracadero Trail, and whale watching with onboard naturalists in Frederick Sound, see [adventureworld.com.au](http://adventureworld.com.au).

## Norfolk gets her largest Jewel

**LAST** weekend, *Pacific Jewel* made history, becoming the largest vessel to ever pull up in Norfolk Island.

The stop took place during *Jewel's* 16 day South Pacific voyage, an itinerary which retraced the steps of Fletcher Christian and the Bounty mutineers.

"As the first cruise line to ever visit Norfolk Island, it seems entirely appropriate that P&O Cruises now has the distinction of operating the largest cruise ship ever to call there," said Ann Sherry, CEO of Carnival Australia, which operates P&O Cruises.

Sherry also said that Carnival Australia is currently in talks with the Australian Government as well as the local Norfolk community, in a bid to improve local infrastructure to enable more regular cruise calls.

"With a P&O cruising heritage of nearly 80 years, we want Norfolk Island to become an integral part of modern cruising and the economic benefits that go with it," Sherry said.





## Face to Face: John Molinaro

### General Manager, Uniworld Australia

Welcome to Face to Face, where we chat to cruise industry leaders.

#### What is your favourite destination?

It's difficult to list just one – anywhere where the weather's warm and there's a nice, quiet stretch of beach to relax on.

#### How do you spend your days at sea?

Indulging in Uniworld's impeccable service and onboard luxuries or taking advantage of the fact that on the river you are never far from land and can spend time exploring different destinations.

#### What is the next hot spot in cruising destinations?

Vietnam and Cambodia are two emerging hotspots for river cruising, with the Mekong acting as the perfect springboard to explore these culturally and historically rich destinations. For this reason, Uniworld will be launching into these markets with two Vietnam and Cambodia itineraries in 2012 onboard the luxurious *River Saigon*.

#### What is the most important issue in the cruise industry today, and why?

The commoditisation of the industry. By this I mean not being able to tell one cruise product from another with a general lack of differentiation between brands. At Uniworld we are always enhancing our products and launching new itineraries, destinations and ships to ensure our unique offering remains distinct.

#### How do you spend days at sea?

Sleeping in, relaxing, spa treatments, nice long lunch and an afternoon siesta. I also like meeting new and interesting people, you tend to do that when you're travelling.

#### What is something you wish more agents and consumers knew about cruising?

How completely different river cruising is to any other type of cruising in terms of the intimacy onboard and the fact you are always a stone's throw away from land so there are lots of opportunities to explore many exciting destinations.

#### What makes Australians and New Zealanders different to other cruise passengers?

Because of the sheer distance Australians and New Zealanders have to travel when going on an overseas holiday, they tend to be very adventurous and open-minded to different cultures and destinations. They also have a strong desire to immerse themselves in the places they visit and are often the first ones off the ship, ready to explore and experience new things.

#### How can cruising attract more young people and/or families?

The launch of Uniworld's Multigenerational Family-Friendly cruises, which include special family activities, meals and entertainment onboard and onshore, has seen significant growth in both parents and grandparents travelling with children. We also anticipate that new additions to our itineraries in 2012, such as the Choice is Yours shore excursion options that offer travellers different ways of exploring the enchanting places they visit, will appeal to younger, more independent travellers.

#### What is your best tip for sea-sickness?

Consider going on a river cruise if prone to sea-sickness as one of the many great things about cruising on the rivers is it is a lot calmer than the open seas. Or, a hot brandy in the open air always works.



## John's Cruise Favourites!

Ship: *River Beatrice*

Ship Activity: Coites

Shore Excursion: Can't possibly just list one!

Region: South of France

Port: Colmar, France

Onboard Food and Drink: Uniworld's Epicurean food and wine pairing

Perk of the Job: Being surrounded by great people – both staff, agents and our cruise passengers

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**EX SINGAPORE** (8 May – 23 September 2012)

**Inside: \$594 Window: \$759 Balcony: \$979**

Visits – Phuket, Langkawi.

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**Inside: \$970 Window: \$1250 Balcony: \$1615**

Visits – Penang, Phuket, Malacca, Port Klang (Kuala Lumpur).  
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**EX SINGAPORE** (8 May – 23 September 2012)

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Visits – Phuket, Langkawi, Pulau Redang.  
7 night itineraries also available.

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