

CRUISE

WEEKLY



Thursday 30 August 2012

P&O releases 2014 World Cruising

Aurora and *Arcadia* will sail full world circumnavigations, while *Adonia* heads east to the Mediterranean, Middle East and Asia.

ON sale from Tuesday (4 Sep), the three cruises from Southampton come with a bonus for clients who book on sectors of seven nights or more.

For bookings made by 31 Dec 2012 each person will receive up to £575 onboard credit.

Itineraries ranging from 92 nights to almost four months, with the three ships visiting a combined total of 81 destinations.

Shorter segments are also available for Australian clients who wish to embark or disembark at local ports.

A 15-night Sydney to Shanghai cruise on *Aurora*, departing 16 Feb 2014, is priced from \$2449 per person twin share.

A 23-night Los Angeles to Sydney cruise on *Arcadia*, departing 2 Feb 2014, is priced from \$4039ppts.

The two ships will visit a total of seven Australian ports throughout summer.

Aurora's full 109-night circumnavigation departs 4 Jan 2014, calling at 33 ports in 22 countries including maiden calls to Xiamen, China and Hoi An, Vietnam as well as seven overnight calls to Cape Town, Hong Kong and Dubai.

The cruise also features numerous opportunities to break from traditional cruising with fly-cruises and a variety of land tours also available.

Fares start at \$17,529ppts for the whole voyage.

Arcadia's 92-night world circumnavigation, departing 10 Jan 2014, visits 28 ports in 20 countries including Bora Bora, Singapore, Muscat and Cairo.

The full circumnavigation is priced from \$16,179ppts.

Meanwhile, *Adonia's* Asia Grand Adventure offers a point of difference from its sister ships, treating passengers to a 112-night cruise through 44 ports in the Mediterranean, Middle East and Asia.

The new itinerary features five maiden calls and three extended overnight visits, including two in Egypt.

Departing 7 Jan 2014, fares start at \$20,899ppts for the full cruise.

Last chance to win mini-bar

SCENIC Tours is reminding agents that they only have until tomorrow to enter the draw to win a fully stocked mini bar as well as an all-inclusive catered event at their store to celebrate the launch of Scenic's 2013 Europe River Cruising program.

To be in the running agents simply need to go to www.scenictours.com.au/mini-bar-promo and answer five questions on Scenic Tours Europe River Cruising.

ALL THE CRUISE NEWS

Today's trade issue of *Cruise Weekly* features four pages jam packed with all the latest cruise news.

G Adventures in the Galapagos

G ADVENTURES has acquired three 16-passenger motor yachts, to beef up its 2013 Galapagos fleet.

The yachts, *Daphne* 'G3', *San Jose* 'G5', and *Queen of Galapagos* 'G8', all feature large and comfortable public spaces, and will join the company's *Javier* 'G4' in the region next year.

Each of the vessels is said to cater to a different market, with *Daphne* said to be the most affordable standard-level option, whilst *San Jose* is described as a comfort-level vessel and the *Queen of the Galapagos* is described as a deluxe experience.

"Leading with service is one of our core values and these upgrades mean we can deliver on that promise and keep prices affordable," said Jeff Russill, VP of Innovation for G Adventures.

Current vessels will maintain operations until the end of the year when the G3, G5 and G8 will take over operations.

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Face to Face with a Cruise Expert

One of the most satisfying aspects of being involved in the education and growth of our industry is discovering talented individuals that are certain to become future leaders.

One such person I recently caught up with is **Anna Marron** from **Clean Cruising in Brisbane**.

Anna was happy to share some of her inspirational thoughts.

What have you gained from your ICCA Accreditation?

ICCA training and specifically the 2011 Masters Conference has given me the confidence to analyse my current marketing strategy.

I now understand ways in which I can improve and implement new ideas and concepts that were learned.

Completing my Masters has also taught me how to focus on retaining my current clients as well as my product strengths & delivery style.

What advice would you offer other retail agents wanting to accelerate their cruise business?

I would encourage any cruise agent to be part of the Master's program!

The knowledge I gained has significantly helped my cruise business development, as well as my career.

I would also suggest to retail agents to choose a few cruise brands and increase their knowledge on them thoroughly instead of trying to know a little bit about them all, choose a market you want to be part of.

What do you enjoy most about selling cruise holidays?

Converting & selling to the "non-cruisers"! I love to hear the stories from clients who thought they would never cruise once they have returned – overjoyed at the experience and ready to book their next cruise holiday!

Record number sign up to CDU Hobart

The 2012 Cruise Down Under conference, which started yesterday, has attracted a record attendance of 128 delegates.

THE release of the 2011-12 CDU Economic Impact Study has set the scene for robust discussion at the annual industry event, held in Tasmania for the first time in its 16-year history.

Leading the dialogue are four international speakers, including Christopher Allen, discussing global deployment and itinerary planning for Royal Caribbean International and Celebrity Cruises, and the company's Port Captain, Nikolaos Antalis.

Also speaking are Shirley Henderson, manager shore excursions for Carnival UK, and Sydney-based Jennifer Vandekreeke, director, Carnival Cruise Lines.

The conference theme of "from ship to shore" was selected to reflect the "era of the cruise ship itself being promoted as a destination", CDU gm Jill Abel said.

"Given the full spectrum of cruise product now available in the CDU region, it is important that we understand, and further develop, the relationship between the ship and the shore – both from a nautical perspective and from a destination experience."

The international delegation was also hosted on a familiarisation program showcasing the

shore excursion opportunities in Burnie, Cradle Mountain, the Midlands, Port Arthur and Hobart.

"Meetings with Tasports have also been set up to discuss further opportunities for multiple port visits around the state," Abel said.

"With the new generation of ships such as the 3,800 passenger *Voyager of the Seas* arriving this season, it is essential that the port operations run smoothly.

"This will be assisted greatly by the Tasports investment into the development of the dedicated Cruise and Antarctic Facility at Macquarie Wharf," she said.

The conference will culminate in a gala dinner to be held at the Museum of Old and New Art (MONA).

Conference delegates will also have opportunities to participate in optional tours to the Coal Valley Wine region, Port Arthur Historic Site and a bike decent down Mt Wellington.

Oceania joins ICCA

AS Australia's wave season creeps ever closer, Oceania Cruises has signed up with the International Cruise Council Australasia (ICCA).

"With the continued growth of the Australian market, the increasing level of education amongst agents, the recent launch of Riviera and Marina's maiden visit next year, we felt the time was right for our iconic brand to join ICCA and become part of its exciting future," said David Bunn, md of Cruise Office.

Meanwhile the ICCA has welcomed its newest member, with general manager Brett Jardine saying "I'm sure our retail members will be as thrilled as we are to see Oceania Cruises joining the ICCA as it will help boost their knowledge at a time when the cruise line is expanding its presence down under".

Meanwhile as a member of the ICCA, Oceania Cruises will join the organisation's other 28 member cruise lines in offering a special National Cruise Week deal.

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Combined Un-Cruise

INNERSEAS Discoveries' Active Adventures and American Safari Cruises' Luxury and Heritage Adventures have joined forces to launch a combined 'Un-Cruise Adventures' brochure.

Featuring 72 pages, the brochure covers cruise adventures from Nov 2012 to Apr 2014 in Southeast Alaska, Mexico's Sea of Cortés, the Hawaiian Islands, Columbia and Snake Rivers, and Coastal Washington and British Columbia, onboard three styles of adventure cruises including, four yachts and three expedition vessels carrying 22-88 guests.

"With additional boats added to our fleet, we've been able to diversify our offerings," said Tim Jacox, executive vice president of sales and marketing.

"We now have three different adventure styles—luxury, active and heritage—but as Un-Cruise Adventures, they share the common thread of an enriching adventure travel experience," he added.

See innerseadiscoveries.com.

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Sunsail rate changes

SUNSAIL is reminding Australian agents and consumers that its yacht rates will change from 10 Sep 2012, see www.sunsail.com.au.

ACA board members

THE Asia Cruise Association has elected Royal Caribbean China and Asia managing director Liu Zinan as its 2012-14 Chairman; Budhy Bok vice president Costa Cruises Pacific Asia and China as its vice chairman; Jennifer Yap, Royal Caribbean's md for Singapore as its secretary general; and Kelvin Tan, Royal Caribbean's regional director Asia Pacific as its Treasurer.

Liu takes over from ACA's founding chairman Rama Rebbapragada who passed away in Jul this year.

Get high with the Captain

CAPTAIN Cook Cruises is riding the wave of the Crave Sydney International Food Festival, by offering passengers a \$10 discount off its High Tea at Sea cruise onboard *MV Sydney 2000* throughout Oct.

The High Tea cruise departs Wed and Sat at 2.30pm from Circular Quay, and sports a menu which includes a variety of savoury and sweet foods such as Crystal Bay prawns on dill blini crème fraiche and coconut custard tartlets, as well as 15 varieties of tea and Brown Brother's sparkling wine.

Normally the voyage is priced at \$55, but during Oct it will cost \$45.

See www.captaincook.com.au.

TTW offers free flights with HAL

TRAVEL the World has expanded its free flight deals for cruisers booking onboard *Volendam's* 2012 circumnavigation of Australia (**CW** 28 Aug) to include an additional sector now packaged with flights.

The deal is applicable on the first half of *Volendam's* circumnavigation (Sydney/Perth 21 Oct 2012) and offers a free flight from Perth to Sydney returning to Perth via *Volendam*, or cruising from Sydney to Perth and a flight back.

This deal is priced from \$2,679pp (Cat K interior).

The free flight special also include a deal which packages return flights to meet *Volendam* in Sydney for the 34-night complete circumnavigation departing 31 Oct (priced from \$4,799pp).

See www.traveltheworld.com.au.



PORTHOLE

STOWAWAY pup.

An adventurous pooch called Frankie may be giving dogs everywhere the travel bug, having stowed away in a train for a day-trip from Kent in England's south east to London.

Frankie took a 3km walk from his home to the station, before hopping onto a carriage and scoring himself a window seat for the 80km journey.

Frankie was however ousted off the train at Kings Cross station and given a bowl of water and some food whilst officials called his distraught owner who had been looking for him all morning.

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Brochure Spotlight

Avalon Waterways Suite Ships 2013 European River Cruises brochure features 67 pages jam packed with information and photos about the company's five Suite Ship fleet 2013 offering.



Within its pages the company introduces guests to the Suite Ships, and explains what guests can expect from the ships including the Panorama Suites, Open-Air Balconies, Royal Suites, cuisine, public areas & amenities and Sky Deck.

The brochure also provides deckplans, as well as info on its Freedom of Choice options and terms and conditions.

Itineraries featured from pages 36-58 include: 15-day Magnificent Europe, 11-day Legendary Danube, 8-day Romantic Rhine, 8-day Christmas in the Heart of Germany, 9-day Christmastime on the Danube and 12-day Christmastime Zurich to Prague.

The brochure also featured detailed destination information.

See www.avalonwaterways.com.au.

Reflective spa experiences

GUESTS will be able to indulge in a range of exotic sensory experiences inside the AquaSpa, Persian Garden onboard *Celebrity Reflection*, according to Celebrity Cruises.

Experiences on offer include an infrared sauna, an aromatic steam room, a cold room (walls and floor are icy cold at 11 C), a do-it-yourself Scrub and Salt Bar (where guests can craft scrubs from an array of salts, sugars and herbs), and sensory showers (offering either warm, tropical rain infused with mild, fruity fragrances, or an arctic cold mist enlivened with eucalyptus essences).

All-day passes to the Persian garden cost \$35.

TravelManager finds a crew for the Bondi Vet



TRAVELMANAGER Kylie Gretener's business 'Find a Crew' recently assisted in finding an appropriate sailing boat and crew members for a story for Channel 10's *The Living Room*, hosted by one of Australia's most recognised television celebrities - the Bondi Vet, Chris Brown.

"At the time, we only knew it was a new lifestyle show on a major network with a well-known presenter," Gretener said.

"Then I was asked to also be part of the crew, so you can imagine my delight

when I found out that my fellow crew member was to be the Bondi Vet!

"It was a tough job but someone had to do it," she added.

As part of the story the crew spent three days sailing and exploring the Whitsunday Islands.

"It also allowed the cast and crew more time to connect - simulating a real life situation of going sailing with a group of strangers," Gretener said.

Gretener launched Find a Crew in 2004, and joined TravelManagers in Jun this year, saying that she recognised that TravelManagers and Find a Crew could work hand in hand.

"On *findacrew.net*, boat owners and prospective crew can connect from all around the world. Once people are connected, nine times out of ten they need travel arrangements to be sorted, in order to get to and from the boats," she said.

Find a Crew has 67,000 registered members with 600-900 members signing in every day.

Kylie is pictured above with Chris Brown.

Waterfall Season Specials

CORAL Princess Cruises is luring cruisers to the Kimberley by offering Waterfall Season specials which discount its 10-night Kimberley Coast expeditions by between 15% (for cruisers new to the company) and 25% (for past guests).

The deals celebrate the company's 30th anniversary next year, and are being offered on five Apr 2013 departures onboard the 72-guest *Oceanic Discoverer* and 35-metre catamaran *Coral Princess*.

Reduced prices for the 10-night Kimberley cruise onboard *Oceanic Discoverer* start at \$6,592.50pp (for past guests) and \$7,471.50 (first timers), whilst special prices for the *Coral Princess* cruises start at \$5,392.50 (past guests) and \$6,111.50 (first timers).

See www.coralprincess.com.au.

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Pictured left is Carly Adler from Flight Centre Group Travel with Rove McMannus!

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