



## Agents unleash National Cruise Week

Ship-hot deals and lucky draws are set to make next week the biggest cruise promotion ever!

**CRUISE** lines and consultants across Australia and New Zealand are gearing up for the largest consumer promotion in the industry, National Cruise Week, on from 02-09 Sep.

From a \$30,000 cash prize to fly-free deals, agencies are lining up the temptations to secure the sales, which will be fully uploaded to the dedicated NCW website by Mon.

The initiative of Cruise Lines International Association Australasia involves 30 member

cruise lines and hundreds of travel agents holding in-store events and offering exclusive deals only available for one week through CLIA's network of cruise specialists.

Harvey World Travel Sylvania, in Sydney, has linked in with Southgate Shopping Centre's \$30,000 giveaway marking its 30th anniversary.

Any client booking a cruise with HWT Sylvania between 2-9 Sep is entered into the draw.

Cruiseabout is running showcase events across its 47 stores, hosting information sessions with refreshments provided, and a \$100 Virgin Australia airfare voucher for the first 200 people to book.

HAL, NCL, P&O, Princess, Carnival, Cunard, Royal Caribbean and Celebrity are also featured with various credits, reduced fares and 50% off deposits.

European river cruising is among the most promoted product, with special deals out from APT, Tauck and Uniworld.

Travelmarvel is offering fly-free (including taxes) plus \$250 savings on cruises longer than 21 days and departures in Mar & Oct 2014, while Avalon Waterways has cut \$1000 per couple off select sailings, including inaugural cruises of its new ships.

Luxury lines have also chosen prime destinations for OBC offers, such as Seabourn in Antarctica & Paul Gauguin Cruises in Tahiti.

More at [www.nationalcruiseweek.com.au](http://www.nationalcruiseweek.com.au).

### New dates for sold-out season

**ADDITIONAL** departures for Pandaw River Expeditions' 2014 Mekong Unexplored season of departures have been scheduled due to high demand for longer Mekong itineraries, with the initial launch completely sold out.

A number of new 11- and 14-night sailings have been added aboard the 24-cabin RV *Mekong Pandaw* - see [www.pandaw.com](http://www.pandaw.com).

### A whopping CW today

Today's trade issue of **CW** features three pages of all the latest cruise information.

## Antarctic landing sites named

**PLANS** for up to five landings on the Antarctic continent and associated islands have been outlined by Seabourn for its upcoming season of three 21-day voyages to the region.

From 20 Nov, *Seabourn Quest* will operate four Antarctic voyages (**CW** 04 Jun), with the ship's captain and expedition leader releasing a list of ideal landing sites voyages will try and visit, dependent on ice & weather conditions.

Fares start from \$10,999ppts, with a free veranda upgrade and \$1,000 shipboard credit available on the 20 Nov sailing - ph 13 24 02.



With the 2013 **National Cruise Week** comes a range of extra special offers from cruise lines all around the world. This week, APT has released a range of new bonus inclusions combinable with existing packages on 2014 departures, if booked between 02-16 Sep. They are valid for Europe, Russia, the USA, Canada and Alaska itineraries.

- ◆ On Europe and Russia river cruise itineraries, a further \$250 per couple can be cut from new bookings made between 01-16 Sep.
- ◆ Selected USA tours can be discounted by a further \$600 per couple, a deal which is combinable with existing companion fly-free deals, resulting in potential savings of up to \$2,920 per couple, if booked from 02-16 Sep.
- ◆ A further \$400 per couple can be discounted from two 28-day Canadian Rockies & Alaskan Expedition Cruise itineraries sailing aboard the MS *Caledonian Sky*. Valid for departures in Jun 2014.

For more information on National Cruise Week special offers, phone APT on 1300 278 278.

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### Cruise News & Views...

## Garden Island debate heats up

FOR those not residing in Sydney, the political 'argy bargy' over Garden Island this week did give the cruise industry some coverage highlighting the need for greater access to berth space in Sydney Harbour.

With cruise lines planning itineraries two and even three years in advance, the infrastructure in Sydney becomes quite critical. If a cruise line can't secure berth space in Sydney there is a flow on effect that impacts the entire Australasia and South Pacific region.

The Federal Government announced on Tuesday that it would establish a Future Navy Taskforce to look at moving some or all of Fleet Base East at Garden Island in Sydney Harbour, a move which has the potential to provide berths at Garden Island for the burgeoning cruise industry.

To be very clear on CLIA's position, we have never advocated for the Navy to leave Garden Island but what we do need is guaranteed and secure access to berth space that will accommodate vessels unable to fit under the Sydney Harbour Bridge.

Furthermore, this would only be required in the peak months of Jan through Mar.

The number of Australian cruise pax has grown by 20 per cent a year for the past decade and our report released in Apr showed that almost 700,000 Australians took a cruise in 2012, while an estimated 100,000 international visitors travelled to Australia to join a cruise in local waters.

Each cruise ship transit call delivers up to \$500,000 to a port, while a ship turnaround can generate \$1 million or more. This is a significant economic benefit that could be compromised unless another cruise terminal is created.

## New line Haimark to debut in Asia

**FORMER** executives of Pandaw are set to launch three vessels on the Ganges, Irrawaddy and Mekong rivers.

Haimark Travel has confirmed that its fleet of newly built "five star" ships will start operations from Sep 2014, commencing with the 28-suite *Irrawaddy Explorer* in Myanmar and the 34-suite *Mekong Navigator* in Vietnam and Cambodia.

The 28-suite *Ganges Voyager*, claimed to be the first luxury ship in India, is expected to launch in Jan 2015.

Australian travellers are among the prime targets for the US-based company, which aims to set a new benchmark for levels of service and luxury on the rivers of Asia.

Damien Van Eyk, the Melbourne-based director of sales Australasia, told **CW** that Haimark was drawn by the annual double-digit growth of the Australian cruise industry.

"Haimark's luxury vessels and unique programs across the Ganges, Irrawaddy and Mekong rivers aim to take advantage of this expanding market," he said.

Australia's proximity to these destinations and good air connections also made it an obvious decision, he added.

The modern boutique vessels, which are under construction in Vietnam by local

shipbuilding company Binh An, have French or full balconies, internationally trained service personnel, and will provide high-quality regional and international cuisine, as well as "inspiring" shore excursions.

"With the popularity of European river cruising, we recognised there is a large and growing segment of guests seeking the equivalent standards on their journeys across Asia," said Van Eyk.

"It is this standard we are developing our vessels to, yet still infusing the distinctive history, cuisine and culture of the region."

All vessels are currently open for group and charter sales, with FIT sales to open shortly.

Haimark was established in 2012 by former Pandaw America executives Tom Markwell and Marcus Leskovar along with Giang Hai who has many years of cruise operational experience in Asia.

## New Fantasea boat for Sydney

**SYDNEY** harbour cruise operator Fantasea Adventure Cruising has launched its newest vessel - a 24-metre high-speed catamaran named *Fantasea Sunrise* valued at \$3.5m.

Moving from its former home in the Whitsundays, *Sunrise* is set to be the company's new flagship vessel and will be based at Rozelle Bay in the inner western side of the harbour with the rest of the fleet.

*Sunrise* carries up to 180 passengers with 119 seats in the main deck and 38 lounges on the upper deck, and boasts night-time illumination, a large bar and four wide-screen TV's for major events or conference presentations.

## Windstar culinary wine cruise

**WINDSTAR** Cruises will operate a single departure of a food and wine themed voyage from Lisbon to Portugal on 19 Apr next year.

The line's 310-passenger mega-yacht *Wind Surf* will operate the sailing, with a culinary expert and winemaker Jorge Ordonez onboard.

Staterooms on the eight-night voyage are priced from \$3,810ppts, and for more details, phone Travel the World on 1300 857 437.



**AS FAR** as finding an item you thought was lost, this has to take the prize.

A 24-foot boat belonging to a family in the northern Canada town of Igloolik that became unmoored and floated away during a powerful storm 13 years ago, has been returned in near working condition after being found beached on a nearby island.

While away on a hunting trip inland, the family came home to find their boat missing, passed it off as a victim of the storm and soon afterward, purchased a new vessel.

But last summer, a team of polar bear researchers spotted a shiny object beached on a small Arctic island, landed to investigate & discovered it was the missing boat belonging to the Canadian family.

Unfortunately, the sighting came too late in the season for the family to check if it was their vessel, so they had to wait through another long, cold winter until last weekend, when they discovered that indeed, it was their long-missing vessel.

The only damage on the boat appeared to be a few broken windows, but otherwise it was in near-perfect working order.

Once they identified their missing boat, the family paid to tow it home.

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### Russian cruise discounts out

**MARKING** the release of its newest brochure, Russian Travel Centre is offering Earlybird deals of up to 48% on a 12-day sailing from Moscow to St Petersburg, departing on 06 May 2014.

Cruising on the *MS Russ*, outside staterooms are priced from \$1,551ppts, with no surcharge payable for single travellers - for more information, phone 1300 668 844.

### Top cruise seller sails off in a brand new car

**IN WHAT** was one of the most hotly contested and popular travel agent incentives run in recent times, Royal Caribbean International and Infinity Cruise joined forces to give away a car.

A brand new Volkswagon Up, wrapped up in a big red bow, was up for grabs through the promo.

To be in the running for the new set of wheels, Flight Centre Group agents received an entry into the draw for every Royal Caribbean International, Celebrity Cruises & Azamara Club Cruises booking or upsell processed and deposited between 01 Feb-30 Jun.

Once entries closed, the lucky winner was drawn as Emmi Magnusson from Escape Travel.

She is **pictured** right taking possession of her gleaming new vehicle, along with Tom York from Infinity Cruise and Peter McCormack of Royal Caribbean International.



### Century to homeport in LA

**EIGHT** round-trip voyages will be operated from the San Pedro port in Los Angeles by *Celebrity Century* from Mar next year, with the deployment confirmed by Celebrity Cruises.

The positioning of the 1800-pax *Century* from the west coast US port marks the first time Celebrity Cruises has operated sailings from LA.

Celebrity has homeported ships in San Diego and San Francisco in past seasons.

Voyages of between 7-13 nights will travel to Mexico, Canada and a number of ports along the Pacific coastline.

Among the offerings will also be two themed sailings aimed at craft beer enthusiasts as well as a cruise dedicated to the 10th anniversary of the popular movie *Sideways*.

### More stars on TCM departure

**ACTRESSES** Margaret O'Brien and Illeana Douglas, film history buff Eddie Muller & long-time *Jeopardy* host Alex Trebek have been added to the list of stars to join an upcoming Turner Classic Movies celebrity cruise.

The voyage (**CW** 07 May), will be operated by *Disney Magic*, departing Miami on 08 Dec.

  
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### Clear your mind for New Year

**CRYSTAL** Cruises has released a special "Southern Seas Soliloquy" themed sailing aboard *Crystal Symphony*, as its first sailing for the new year.

The 12-day departure is scheduled to leave from Valparaíso, Chile on 08 Jan, and will feature a host of Mind, Body & Spirit activities designed to get passengers into the right frame of mind to tackle the oncoming year.

Ports visited will include the Society/Tahitian islands in the Pacific, as well as Easter Island and Pitcairn Island.

Joining passengers aboard will be exercise class instructors conducting yoga sessions for both beginner and experienced practitioners as well as Zumba, along with health & wellness experts providing information and advice on diet, lifestyle and overall wellness.

All-inclusive staterooms are priced from \$3,313 per person - for more information, phone Wiltrans International on 1800 251 174.

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*Cruise Weekly* is free and is sent to subscribers via email as an Adobe Acrobat PDF document.

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