

CRUISE

WEEKLY



Tuesday 18 Nov 2014

50° adds two cruises

HURTIGRUTEN representative 50 Degrees North has released a new itinerary with two departures slated for Jul and Aug 2015.

The summer tour travels from Stockholm to the top of Norway on Göta Canal's *MS Juno* and the *MS Lofoten*, with limited summer availability - phone 1300 422 821.



MOVEMBER will see multitudes of males growing mo's to raise funds for the Movember Foundation's programs and to encourage community awareness and support around men's health.

Amadeus IT Pacific men are putting out the challenge to the travel industry to raise funds for the cause. The person who raises the most money will win a **Shaving Brush Travel Kit**.

It's not too late to join - register at au.movember.com (add your company name after your name and choose to join the **Amadeus IT Pacific team**).

Email your before and after pics and progress updates to mocomp@traveldaily.com.au and we will showcase them on **Facebook** and in **Cruise Weekly**.

Get involved as an Amadeus Mo Bro! Click **HERE** to learn more about the program.

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Cruise push for italktravel

THE fast-growing italktravel franchise group is close to launching a new business-to-consumer cruise portal which aims to capture qualified referrals for members from the fast-growing cruise market.

The as-yet-unnamed italktravel cruise site will offer a range of product including packages sourced from the existing "proven and successful Express Cruises offering," according to Independent Travel Group executive gm Ari Magoutis.

The move was revealed on the weekend at the Independent Travel Group conference in Hawaii, which for the first time saw the 27 members of the italktravel brand gather together with several hundred members of the Independent Travel Group.

Magoutis told **CW** the initiative would provide a further channel for cruise lines to offer last-minute inventory via the group, alongside existing product packaged by Fred Sparksman's Cruise Marketing Group.

Cruise Weekly today

Cruise Weekly today features three pages of all the latest cruise industry news and photos plus a full page from **Lindblad Expeditions**.



The move will be backed by a comprehensive social media presence and will complement individual store websites, while referrals will be channelled to members based on their exclusive territories, Magoutis said.

He said the new offering would launch in early 2015.

The cruise initiative is part of italktravel's strategy to build its consumer profile, with the group also undertaking a range of loyalty marketing partnerships and working with charity group the Shane Warne foundation to boost its public recognition.

A number of the new italktravel members were formerly part of Helloworld's The Cruise Team.

Leaders visit Tas port

OPERATIONAL changes have been implemented for today only at Hobart Port which will affect the scheduled docking of Princess Cruises' vessel Diamond Princess.

Changes are due to increased security put in place for scheduled visits to the Tas capital by G20 leaders of India, China and France.

The cruise terminal will be out of action entirely, with temporary terminal facilities set up & shuttle buses moving pax to shore tours.

Facilities will return to normal tomorrow - **CLICK HERE** for more.

Lindblad info nights

AGENTS and their clients in NSW, Vic and Qld are invited by Lindblad Expeditions to learn more about the selection of 2015 voyages on its ten global vessels.

Sessions at 2pm and 6pm will be held at each event, with prior registration essential - see **page 4**.



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Croisi new ship order

EUROPEAN line CroisiEurope will add three new ships on the Loire, Rhone and Douro rivers to its fleet, all in Apr next year.

The *MS Camargue*, *MS Loire Princess* & *MS Gil Eanes* will offer 48, 54 and 48 cabins respectively.

GC management deal

INTEGRATED resort operation firm Global Gaming Asset Management (GGAM) will manage resort operations at the planned Gold Coast Integrated Resort & Cruise Ship Terminal.

GGAM currently oversees some of the world's most iconic resorts including the Venetian & Palazzo in Las Vegas, Four Seasons Macau & Marina Bay Sands in Singapore. Project director Allan Fife said GGAM had played a central role in game-changing five-star resorts.

CLIA partner restructure

A RESTRUCTURED Executive Partner Membership Program has been rolled out by CLIA, with individual tiers aimed at encouraging more businesses in the cruise value chain to join up.

The revised membership scheme will take effect next year.

Four new categories have been introduced to classify Executive Partners as Ports & Destinations, Technical & Supply Chain Providers, Travel Operators, and Business Service Providers.

In addition, the current system listing members on geography will be replaced with Silver, Gold & Diamond membership levels.

According to CLIA, the Silver membership level is designed as an "entry-level membership for smaller markets in Europe, Australasia & emerging markets.

"The new membership categories are intended to provide more relevant opportunities for networking and brand awareness, while the new membership levels will offer clearly-defined levels of access to CLIA's network for each Partner," CLIA ceo Christine Duffy said.

Further changes for 2015 will see events restricted to members of the Executive Program.

MEANWHILE, CLIA has added two new secretary generals to its European and Brazilian branches.

Airline and travel executive Dr. Raphael von Heereman, formerly of Qatar Airways will take on his role at CLIA Europe from Feb, replacing Rob Ashdown.

In Brazil, Marco Ferraz will start with CLIA-ABREMAR from 01 Dec.

Quantum christened

ROYAL Caribbean has formally named its newest fleet member *Quantum of the Seas* in a lavish ceremony over the weekend.

The festivities included a stirring performance of 'Somewhere Over the Rainbow' by ship Godmother Kristen Chenoweth, with 'America the Beautiful' belted out by Las Vegas performer Clint Holmes.

The line's much publicised "smart-ship" was then christened true to its technological nature, with Chenoweth using a tablet to raise the North Star centrepiece & release a giant bottle of Perrier-Jouët Champagne via zipline to smash against the side of the hull.

Norovirus on Crown

STAFF from the US Centres for Disease Control & Prevention (CDC) will meet Princess Cruises' *Crown Princess* after 172 pax fell ill with norovirus during a voyage.

The ship will dock in San Pedro, Los Angeles this coming Sun, at which point the CDC will carry out testing and evaluation.

Crown Princess has been on a 28-day long sailing to Hawaii and Tahiti with 4,100 pax onboard.

After a deep clean, the vessel will next leave for a week-long sailing of the Mexican Riviera.



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Cruise Calendar

This week's port calls of cruise ships at various destinations around Australia and New Zealand.

SYDNEY	
<i>Celebrity Century</i>	19 Nov
<i>Carnival Spirit</i>	20 Nov
<i>Pacific Jewel</i>	20 Nov
<i>Oosterdam</i>	21 Nov
<i>Pacific Pearl</i>	21 Nov
<i>Volendam</i>	22 Nov
<i>Radiance of the Seas</i>	22 Nov
<i>Pacific Dawn</i>	24 Nov
<i>Pacific Jewel</i>	24 Nov
<i>Crystal Symphony</i>	24 Nov
MELBOURNE	
<i>Oosterdam</i>	19 Nov
<i>Diamond Princess</i>	21 Nov
BRISBANE	
<i>Pacific Dawn</i>	22 Nov
<i>Pacific Jewel</i>	22 Nov
<i>Sea Princess</i>	24 Nov
YORKEYS KNOB	
<i>Pacific Dawn</i>	18 Nov
PORT DOUGLAS	
<i>Pacific Dawn</i>	19 Nov
ADELAIDE	
<i>Diamond Princess</i>	23 Nov
AUCKLAND	
<i>Dawn Princess</i>	19 Nov
<i>Silver Discoverer</i>	21 Nov
<i>Sun Princess</i>	21 Nov
<i>Caledonian Sky</i>	21 Nov
<i>Silver Discoverer</i>	22 Nov
AKAROA	
<i>Sea Princess</i>	18 Nov
<i>Crystal Symphony</i>	19 Nov
<i>Celebrity Solstice</i>	20 Nov
<i>Dawn Princess</i>	23 Nov
FIORDLAND	
<i>Sea Princess</i>	20 Nov
<i>Crystal Symphony</i>	21 Nov
<i>Celebrity Solstice</i>	22 Nov
<i>Oosterdam</i>	24 Nov
<i>Pacific Pearl</i>	24 Nov
WELLINGTON	
<i>Sun Princess</i>	18 Nov
<i>Radiance of the Seas</i>	18 Nov
<i>Celebrity Solstice</i>	19 Nov
<i>Dawn Princess</i>	22 Nov
TAURANGA	
<i>Dawn Princess</i>	20 Nov
<i>Sun Princess</i>	20 Nov
<i>Caledonian Sky</i>	22 Nov



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Kids learn on Gauguin

CHILDREN sailing on selected Paul Gauguin Cruises voyages will learn about marine life around them as part of the Ambassadors of the Environment Youth Program as a free booking bonus.

The program has been designed by the Ocean Futures Society, the sustainability education platform founded by environmentalist Jean-Michel Cousteau and will be available on two voyages in Tahiti & the Society Islands in Dec.

Through the program, children aged from 9-17 will be introduced to the French Polynesia marine ecosystem through practical and direct learning activities.



HINTS of Australia's greatest sex show failed to materialise over the weekend with the annual mass coral spawning now likely to occur next month.

Nature enthusiasts & scientists were on hand ready to witness the spectacle if it eventuated but were left disappointed.

However, not all is lost as the tidal and ocean conditions are expected to be primed and ready for action next month.

The best conditions will see coral polyps all release egg and sperm bundles ready for external fertilisation, which leads to creation of new coral.

Local tourism operator Cruise Whitsundays is inviting travellers to be in optimal position to view the coral spawning at Reefsleeper, a permanently moored pontoon 50kms off the Queensland coast.

Medium-range tidal forecasts predict the spawning will now take place from 10-12 Dec.

Seabourn upgrades

FOUR days remain to snag an ultra-luxury bargain on worldwide Seabourn sailings next year as part of the line's one-week sale.

Complimentary cabin upgrades are also available as part of the sale, which runs until 11:59pm on 17 Nov, valid on sailings in the Caribbean, Europe, Arabia, Asia, South America, Antarctica & more.

Indonesia pro-cruise

GOVERNMENT red tape will be significantly cut by Indonesia as part of moves to stimulate cruise tourism and visiting ship calls.

Permit waiting times will be cut from three weeks on average to one day, while rules requiring lines to apply to 16 separate govt departments will be modified.

Indonesia will also upgrade 30 ports nationwide with a goal of welcoming 700 ships per year.

Epic Viking itinerary

VIKING Cruises has released an "Epic" new 50-day European cruise from Istanbul to Stockholm, visiting 19 countries in the Med, Western Europe and Baltic.

Three sailings of 'Viking Empire' are scheduled for 2015 and 2016, priced from \$22,249pp twin share.

Cruise Xmas gift cards

CARNIVAL Cruise Lines has expanded its gift card program to more than 9,000 shore-based locations across the United States in preparation for Christmas.

Previously, the cards were only available onboard Carnival ships.

Cards can be loaded with funds starting from US\$25 up to \$1,000 which can go towards payment of a voyage or onboard purchases.

The cards are not currently on sale in Australia or New Zealand.

Another Sherry role

CARNIVAL Australia ceo Ann Sherry has a lot of responsibilities and doesn't look to be slowing down any time soon.

As well as being named as chair of the new CLIA Southeast Asia operation (**CW** Tue), Sherry was also revealed as the inaugural external chairman of a group called MFCo - a private wealth management operation for high net worth individuals, backed by the illustrious Myer family.

Pride back in Tampa

SEVEN-DAY Caribbean sailings have begun from the Florida port of Tampa aboard the refurbished *Carnival Pride* after the ship underwent a US\$75m makeover.

The winter schedule will see the ship visit Cozumel, Mahogany Bay, Belize City, George Town and Costa Maya on round-trip sailings.

Pride now also features a range of 'Fun Ship 2.0' enhancements including new dining options and four new Playlist Productions.

Business Development Manager, Cunard Line and P&O World Cruising

Carnival Australia is part of the Carnival Corporation, the world's leading cruise holiday company, representing iconic brands including P&O Cruises, Princess Cruises, Cunard, Carnival Cruise Lines, Holland America Line and Seabourn. Cruising is the fastest growing sector of tourism in Australia with Australia recently surpassing North America in terms of market penetration. 2013 saw a 20% YOY growth with 70% of these passengers sailing on Carnival Australia's 'House of Brands'.

Reporting to the Director of Sales and supported by an inside sales team, the Business Development Manager will be responsible for growing market share in Australia for Cunard Line and P&O World Cruising. The incumbent will focus sales efforts on key distribution partners including national accounts, wholesalers and major independent retailers. As well as work with internal departments to help ensure brand campaigns and initiatives are formulated with appropriate market context and executed with precision.

Key responsibilities include:

- focussing sales efforts on national accounts, wholesalers and key retail trade partners to strengthen relationships, educate staff and manage issues
- working closely with other business development managers to improve trade partnerships
- collaborating with the Key Account Manager to build presence in the online cruise specialist segment
- developing and implementing business plans
- promoting our products and services through on-site sales calls, telephone and written communication
- understanding the internal process flows between departments to ensure campaign elements and key messages are relayed
- managing product education events, presentations and training
- delivering and explaining financial reporting to key accounts across the territory

We seek applications from energetic and innovative individuals with a passion for travel and cruising who demonstrate:

- minimum 5 years experience either in an 'on the road' territory management role or a product management/marketing role
- strong relationship building and influencing skills
- excellent communication skills (written and verbal) with an engaging and impactful presentation style
- self motivation and discipline with the ability to work in a highly autonomous manner and prioritise workload to have maximum impact
- the ability and willingness to travel frequently across Australia and attend functions on evenings or weekends as required

Further information, including a Job Profile, can be found on our careers website: careers.carnivalaustralia.com
Job Reference: CAR/1136942



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Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: 4/41 Rawson St, Epping NSW 2121 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Editors: Bruce Piper and Matt Lennon info@cruiseweekly.com.au

Contributors: Guy Dundas, Jenny Piper, Louise Wallace

Advertising and Marketing: Sean Harrigan and Katrina Ford ads@cruiseweekly.com.au

Business Manager: Jenny Piper accounts@cruiseweekly.com.au

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YOUR INVITATION TO EXPLORE



Lindblad Expeditions-National Geographic invites our industry partners and their guests to join us for our 2015 brochure launch and information evening!

Our fleet of 10 expedition-style ships visit all 7 continents and we offer over 40 unique itineraries. 2015 brings an exciting year of expedition travel, with a range of new itineraries on offer, including sailing the coastline of South Africa and the pristine Indian Ocean, and a suite of 6 new South Pacific voyages.

Our alliance with National Geographic allows you access to experts in the field, including scientists, marine biologists and photographers, and is designed with curious, intelligent travellers in mind, offering extraordinary experiences.

We look forward to you joining us

- 19th November** Kooyong Lawn Tennis Club, Kooyong, VIC
- 20th November** Centennial Parklands Dining, Sydney, NSW
- 09th December** MODA Events, Hamilton, Brisbane, QLD
- 11th December** Hayden Orpheum, Cremorne, Sydney, NSW

Events are at 2pm and 6pm.



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