



Cruise Weekly today

Cruise Weekly today features three pages of all the latest cruise industry news plus a full page from: (click)

- AA Appointments jobs

Cruising to the show

TRAVEL agents are encouraged to get down to Sydney's Luna Park today or tomorrow to explore the 2015 Travel Industry Exhibition, which opened today.

A wide variety of exhibitors from the cruise sector are attending including service providers, tour firms and cruising wholesalers.

Among these is Aranui Cruises, Collette, G Adventures, Le Boat/Sunsail/The Moorings, McLachlan Tours, MS Volga Dream, Cruise Factory and of course **Cruise Weekly** ourselves - come & say hi.

Rivercruising.com for sale

INTERNET domain name rivercruising.com is on sale for a whopping \$250,000 as part of a portfolio of website addresses being promoted by Tony Wilson, the former owner of the defunct Global Travel Corporation which collapsed about seven years ago.

Wilson this week circulated an email promoting 242 "domain names for sale or rent," - and cruising features prominently, with names such as RiverCruisingAsia.com for \$4,950, RiverCruisingUSA.com for \$3,650, NewZealandCruising.com for \$3,950 and CruisingTheRhine.com, also for \$3,950.

Domain names operated by Wilson's former company, which was placed into administration with debts of more than \$3m in

Oct 2008 are also on offer incl globaltravelcorporation.com for an equally hefty \$19,950.

Former businesses operating under Global Travel Corporation's umbrella included Drive Travel, Motorhomes Worldwide and Canal Boat Holidays.

A plethora of websites in line with these brands are also on sale.

Globalcars.com is offered for \$19,950; MotorhomesDirect.com is priced at \$4,950, while CruisingCanals.com is going for a bargain at just \$1,250.

Perhaps opportunistically, Wilson is also asking \$9,950 for TravelCorporation.com.

One of the highest prices ever paid for a domain name was \$11 million for Hotels.com, while British website cruise.co.uk paid about US\$1.1 million in 2008 for just an extra 's' when it purchased cruises.co.uk - and the same group also paid US\$81,000 in 2012 for cruises.co.

Princess drinks deal

PRINCESS Cruises has released a drinks package for its six ships based in Australia year-round or visiting on a seasonal basis.

Valid for round-trip itineraries of eight nights or longer departing from Australia, the package is priced at \$59 per person per day and includes drinks normally priced at up to \$14 onboard.

Specialty coffees, beers, wines, soft drinks, bottled water and selected cocktails are eligible for inclusion in the package.

The deal can only be purchased onboard, not in advance and only for the full duration of the cruise.

Princess has trialled and then subsequently introduced similar deals in other markets, which has been well received by passengers.

A spokesperson for the line said it has found its core Australian demographic to be mature guests who prioritise value for money and a "hassle free onboard experience" during their cruise.

Coast ready for cruise

LOCAL volunteers have been engaged to welcome and assist passengers arriving on each of the four cruise ships arriving on the Sunshine Coast, Acting Mayor Chris Thompson has said.

P&O Cruises will be the first to drop anchor at Mooloolaba this Sat 18 Jul, with pax tendered to shore and right to the doorstep of the Underwater World attraction.

Specially designed signature surfboards have been set up nearby, with locals on hand to take photos and encourage them to be uploaded to social media to share their Sunshine Coast visit.

Mooloolaba Passports from the local Chamber of Commerce and featuring information about the region and special offers will be handed out to pax on arrival.

Viking Star in focus for Merricks



PARTICIPATING in an exclusive study tour 'by invitation only', MTA - Mobile Travel Agents managing directors Karen & Roy Merricks were recently privy to the inner workings of *Viking Star*.

Travelling onboard the inaugural Viking Ocean Cruises voyage between Oslo and Stockholm, the Merricks represented one of only four invited Australian agencies.

The brand new vessel - fresh from being christened in Bergen in May - called in Copenhagen,

Berlin, St Petersburg, Tallinn and Helsinki during the voyage.

"It is just as important for us as any of our Australia-wide Members to be updated with the latest developments taking place across the industry and particularly the cruise industry which is a fast growing component of our overall business," Karen Merricks said.

Karen and Roy are **pictured** above flanking *Viking Star* Captain Gulleik Svalastog.

BOOK BY 18 JULY*
FOR TRIPLE OFFER

THIS WEEK ONLY
CRUISE SALE
Enjoy the view

LEARN MORE

T&Cs apply

Royal Caribbean INTERNATIONAL

CRUISE

WEEKLY

Thursday 16 Jul 2015



Advertise with us

• Cost Effective • Targeted • Easy

CRUISE WEEKLY

For details call us today 1300 799 220

Norwegian goes à-la-carte

NORWEGIAN Cruise Line has announced the introduction of à-la-carte dining at its onboard specialty restaurants, with “enhanced menus and per-item pricing” to debut first on its new *Norwegian Escape*.

The cruise company - soon to establish its own office in Australia headed up by former Silversea executive Steve Odell (**CW** 02 Jul) - said the new option meant cruisers would “have the opportunity to create their desired dining experience, just as they would at any land-based restaurant”.

Norwegian Escape, which is due to launch this coming Oct, will offer 11 complimentary dining options along with specialty eateries which include La Cucina,

Le Bistro, Cagney’s Steakhouse and the new Bayamo by award-winning chef Jose Garces.

As an example, main course options at Cagney’s Steakhouse will range from \$18-\$30.

Teppanyaki and Moderno Churrascaria will remain at a cover charge of \$29.95 and \$19.95 respectively.

Passengers will be able to purchase a Norwegian Specialty Dining Package which allows them to enjoy La Cucina, Le Bistro and Cagney’s included in their cruise fares, while for Bayamo by Jose Garces, an additional fee of \$15 per passenger will apply.

The program will roll out progressively to other ships in the fleet, with Ocean Blue on *Norwegian Breakaway* and *Norwegian Getaway* to start offering à-la-carte options from 03 Oct, while the new à-la-carte dining options will be rolled out to the entire Norwegian Cruise Lines fleet from 01 Jan 2016.

Statendam overboard

IT HASN’T been a good season in Alaska for Holland America Line, with reports from the US saying a guest has disappeared overboard on the *MS Statendam*.

The 64-year-old passenger was unable to be located when the ship docked in Seattle after cruising from Victoria to conclude a scheduled 14-night sailing.

Officials notified the US Coast Guard, which launched a search.

HAL said it had reviewed video footage onboard, determining the pax disappeared between 10pm after leaving Victoria, and 5am.

The Coast Guard has suspended the search for the passenger.

New Azamara hiring

FULL ship charters of Azamara Club Cruises’ current two-ship fleet will now be under the control of Kevin Regan, hired by the line as its new global director of charters and incentives.

Among Regan’s duties will be to improve business relationships with private, corporate & industry charter buyers and coordinate the guest experience for charter voyages around the world.

Costa Rica webinar

LINDBLAD Expeditions will next week host its latest webinar on the destination that is Costa Rica.

The session will take place at 9am AEST on 23 Jul - **CLICK HERE**.

Papal shore excursion

CRUISE travellers visiting Rome with Royal Caribbean can now indulge in a visit to the Pope’s private summer residence as one of its new shore excursions.

The outing also includes stops at the Sistine Chapel, the Vatican Museum and St Peter’s Basilica before arriving at the estate, which dates back to 1626.

Never before has the private residence been opened to visitors, let alone cruise passengers.

Running for 10-hours, the full day tour is priced at US\$165 per adult and \$129 for children.

CRUISE NEWS & VIEWS
with Brett Jardine
GM, CLIA Australasia

Self-Promotion

CLIA training has one primary purpose in mind - that is to deliver a level of industry certification that will enable you to promote yourself as the cruise expert to your existing clients and in your own marketing.

Why is self-promotion so important?

Put yourself in the shoes of a consumer; they get their hair done at a hairdresser, their health checked by a GP, their drains cleared by a plumber and their golf swing fixed by a golf pro - so where should they be looking to book their next cruise holiday, wherever that may be?

You can be sure your competitors won’t be promoting you as a cruise expert - this is entirely up to you!

Once you have a CLIA Accreditation, you have to talk about it in every single conversation you are having.

A great opportunity to follow this mantra is during CLIA’s annual Cruise Week promotion.

During Cruise Week, all agents will (or should be) looking to highlight their own unique credentials to stand out from the crowd.

Having an industry accreditation is a very credible tool to use as part of this process.

If you don’t hold a CLIA Accreditation and think you are beyond training, maybe it is time to reconsider as there are still a lot of people out there that are yet to experience a cruise.



Christmas in July!
\$25* GIFT CARD
for EVERY booking made with
Creative Cruising

*Conditions apply

AZAMARA CLUB CRUISES

Double Luxury
DOUBLE UPGRADE

LIMITED TIME OFFER
BONUS US\$500
to spend onboard

DISCOVER MORE

TERMS AND CONDITIONS APPLY



Follow us on social media

Just one click away from keeping up to date with all the *Cruise Weekly* breaking news as it comes to hand



Upgrades from MSC

GUESTS booking a last-minute MSC Cruises Mediterranean departure up to Nov 2015 can enjoy free upgrades in experience or cabin category if booked by 04 Sep, the line has announced.

More than 80 sailings in the Med are eligible for the deals under the short-term promotion.

Pax booking the 'Bella' onboard experience will receive the 'Fantastica' grade, which allows a wider selection of cabin, priority dining times, continental brekkie in cabin and 24hr room service.

A further offer will see those in Aurea Balcony Cabins bumped up to an Aurea Balcony Suite.

Pax can also enjoy both benefits by paying for an Aurea Suite, which will see an upgrade to an MSC Yacht Club Deluxe Cabin, valid only on selected MSC ships.

PTMs acquire a taste for Jasper



A GROUP of Personal Travel Managers from home-based agent network TravelManagers were among dozens of agents invited to Vienna to enjoy the recent debut of *Scenic Jasper*. The newest vessel in the Scenic

fleet of river 'Space Ships' took to the waters in a glittering ceremony earlier this year, with Aussie author Kathy Lette serving as the ship's Godmother.

Following the ceremonies, the group hopped onboard to try out the brand new facilities on a week-long journey to Budapest.

The PTMs were unanimous in their endorsement of the food onboard the vessel, describing the epicurean offerings as "heaven for foodies and history buffs".

Each said they were now more confident recommending both Scenic and European river cruises in general to their clients.

Pictured above from left in front of the sparkling new ship in the Hungarian capital are the TravelManagers contingent, which comprised Yvette Birch, Kelly Savka, Steven Burge, Maria Miller and Anita Medcalf.



LOCALS in the small Japanese village of Hiezu are both angry at and celebrating the arrival of a horde of 4,000 Chinese visitors from Royal Caribbean's *Quantum of the Seas* last week.

The village - which sports a total population of 3,455 and normally only caters for tour groups of around 200 - more than doubled in size for the day.

While the huge tourist influx was great for the economy, it seems the visitors ticked off the locals by proceeding to buy everything in sight, including basic necessities.

Shop owners got more than they bargained for, putting up signs in Chinese to welcome the visitors but were left surprised when rows of shelves in every store were wiped clean.

Locals found themselves with little left available, with items including eye drops, cosmetics, rice cookers and vacuum flasks all leaving with the tourists.

It's certainly an indication of the power of Chinese cruise passengers, although retailers will need to better prepare.



Win with Royal Caribbean International

To celebrate the launch of *Ovation of the Seas*' Australian itineraries, **Royal Caribbean International** is giving readers of *Cruise Weekly* the chance to win an *Ovation of the Seas* prize pack. Three lucky agents will win a voucher to iFLY Indoor Skydiving, so you'll be a pro by the time the ship arrives, a Jamie Oliver cookbook to try before you dine at his restaurant at sea, and a limited edition Royal Caribbean cocktail glass.



For your chance to be in the running, simply answer the following questions and have the most creative answer to the final question. Send your answers to royalcaribbean@cruiseweekly.com.au

**Flights and accommodation are not included in the prize for iFLY voucher.



2. What is the name of the sky diving experience on *Ovation of the Seas*?

Need a hint? [CLICK HERE.](#)

Terms & conditions

Cruise Weekly is Australia's leading travel industry cruise publication. An industry-focused PDF edition of *Cruise Weekly* is published every Tue and Thu, and there's also a consumer-facing email newsletter published each Wed - sign up free at www.cruiseweekly.com.au.

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)

Cruise Weekly is a publication of Cruise Weekly Pty Ltd ABN 73 123 041 485. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial comment is taken by Bruce Piper.

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

Contributors: Guy Dundas, Jenny Piper, Louise Wallace

Advertising and Marketing: Sean Harrigan and Magda Herdzik ads@cruiseweekly.com.au

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

Part of the Travel Daily group of publications.



Cruise Jobs! Northern Sydney



► Marketing Executive

A new and exciting Retail Cruise Company seeks an experienced marketer to create, produce and deliver fresh, innovative material to market.

► Cruise Travel Consultants x 4

Are you passionate about cruising? We have 4 great opportunities with reputable companies for exp. cons to sell worldwide cruises. To \$60K
Call or email ben@inplacerecruitment.com.au.



02 9278 5100
People. Integrity. Energy.
inplacerecruitment.com.au



AA APPOINTMENTS

RECRUITMENT CONSULTANTS



COME ABOARD

Experienced cruise consultants,
pack your bags and jump on board.
Don't let this ship sail without you!

FOR ALL THE BEST VACANCIES VISIT www.aaappointments.com.au

NSW & ACT - 02 9231 6377 - apply@aaappointments.com.au

VIC, WA & SA - 03 9670 2577 - recruit@aaappointments.com.au

QLD & NT - 07 3229 9600 - employment@aaappointments.com.au

WELCOME ABOARD YOUR NEW CAREER

CRUISE RESERVATION SPECIALIST

SYDNEY – SALARY PACKAGE UP TO \$55K PLUS BONUSES

This growing online cruise specialist is searching for a passionate consultant. Enjoy booking the world's best cruise lines & deluxe River Cruising packages to exotic worldwide destinations. From cruise only to flights, pre/post products or bespoke all-inclusive packages. Be rewarded with top base plus incentives, fab famils & onboard inspections, plus grow & develop within this rapidly expanding team. If you have min 3 years exp, strong GDS skills, cruise knowledge & a positive go get attitude, come on-board today!

LOVE ALL THINGS DIGITAL?

DIGITAL MARKETING MANAGER

CENTRAL SYD LOCATION – UP TO \$80K PACKAGE

This leading specialist high end cruise company provides a diversity of bespoke products to suit the discerning traveler. The role is responsible for increasing growth through effective use of online marketing and social media channels. You will be a proven and driven digital marketer with experience in the travel market or similar. You will be confident in communicating effectively and able to increase demand. Reporting directly to the General Manager with great career progression and development.

CRUISEY CAREER

RETAIL TRAVEL SPECIALISTS & TEAM LEADERS

NORTH/WEST SYDNEY – SALARY OTE \$60K

Work close to home & avoid commuting long distances.

Roles available throughout North & Western Sydney, Newcastle and Canberra. Represent elite cruise liners in preparing all – inclusive holiday packages for your clients in lovely shop front offices. Be rewarded with great salary and incentives, fantastic famils and inspect the ships in our beautiful harbor. Minimum 2 years exp, GDS skills and a passion for the seas. These hot roles will sail through the door get on board today, your cruisey career awaits.

SMOOTH SAILING

CRUISE WHOLESALE SPECIALIST

CBD SYDNEY – SALARY OTE \$55K

Take your passion for cruising to the next level. Your fantastic cruise product knowledge is quay in this cruise wholesale role. Dealing directly with the cruise line on behalf of your agent, no more face to face consulting. Central CBD offices, working for a leading wholesale brand with fantastic career progression, on-going training and a great salary package.

Minimum 2 years exp, excellent product and destination knowledge, driven by sales targets and passion for cruising. This is your ticket to smooth sailing.

AHOY MATEY...STEP BEHIND THE SCENES

EXPERIENCED CRUISE CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$50K + BONUSES

Fancy yourself as a cruise expert? This online cruise specialist services phone and email enquiries from clients, assisting with bookings and enquiries for the luxurious Holland America, Celebrity & Princess Cruises just to name a few. You must have a min 2 years' experience with personal cruise experience and strong knowledge of all the major cruise wholesalers. In return the right candidate will be offered a great salary + bonuses, fun and social team environment and a great city fringe location.

KEEP CALM AND CRUISE

WHOLESALE CRUISE CONSULTANT

MELBOURNE – SALARY PACKAGE UP TO \$70K OTE

Looking for the next step? Well this is it, it is time to progress from retail and join the wonderful world of wholesale cruise.

You will use your expert cruise knowledge to assist agents with all bookings and enquiries for some of the world's leading cruise operators. You must have a minimum 2 years' experience, a true passion for cruising and flexibility to work a 7 day rotating roster. In return you will be offered a competitive salary with uncapped commissions, amazing incentives and amazing famil opportunities!

DON'T LET THIS SHIP SAIL

EXPERIENCED TRAVEL CONSULTANT

BRISBANE – TOP SALARY + INCENTIVES

Is cruising your specialty? Escape face to face consulting and join this leading travel company based in the CBD. As an experienced travel consultant you will handle enquiries via phone and email providing tailored itineraries to clients using your exceptional customer service skills. A top industry salary + bonuses is on offer and you will enjoy training and educational galore! If you have 2 years experience as a travel consultant with a specialty in cruising, top sales & GDS skills, we want to hear from you!

TRAVEL CONSULTANTS, DON'T MISS THE BOAT

SENIOR RETAIL CRUISE CONSULTANT

BRISBANE – GREAT SALARY PKG \$50K - \$55K OTE

Consider yourself a cruise guru? This globally recognised travel company is looking for experienced cruise consultants to join their winning teams. With several offices located throughout Brisbane you can take your pick on location whilst enjoying a strong salary pkg, become a part of a strong and successful team, free cruises and famils and loads of industry benefits and discounts. To be in the running you will have previous exp in retail travel and excellent cruise knowledge. Splash out and call us now to find out more.