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Cruise Weekly today

Cruise Weekly today features five pages of all the latest cruise industry news plus a front full page wrap from Seabourn.

Sydney drug bust

THREE Canadians have been arrested on drug importation charges and approximately 95kg of cocaine has been seized as part of a police operation on board *Sea Princess* while she was berthed in Sydney on Sun.

Australian Border Force officers boarded the vessel and with the assistance of detector dogs, searched a number of passenger cabins on the ship.

The trio appeared in Sydney's Central Local court yesterday, charged with importing a commercial quantity of cocaine.

The maximum penalty for this offence is life imprisonment.

Princess Cruises said in a statement it "provided full support to authorities to bring the law enforcement operation to a successful conclusion".

"All Princess Cruises security staff are highly trained and closely cooperate with government agencies, customs, immigration and police services worldwide on an ongoing basis."

Seabourn temptation

SEABOURN is inviting agents to "Explore Seabourn" as part of its new brand campaign, "Extraordinary Worlds".

The visually-driven campaign is targeting highly affluent travellers, including those who have never cruised before.

For more, see the **cover page**.

CLIA Plan a Cruise Month

FREE cruises and cash prizes will be up for grabs for Australian and New Zealand travel agents as part of CLIA Australasia's inaugural Plan A Cruise Month in Oct.

CLIA Australasia commercial director Brett Jardine said the organisation was creating a range of great incentives to encourage agents to become involved in the new month-long cruise campaign.

All deposited cruise bookings made by CLIA agent members during Oct would go in the draw to win a weekly prize, with four cruises and four double passes to the 2017 CLIA Cruise Industry Awards to be given away throughout the month.

All member agents' social media and marketing efforts which incorporate #cruisemonth will also go in a weekly draw to win \$1,000 in co-op marketing funds.

"Our annual Cruise Week has always been a big hit with the trade, but now that it's been transformed into a global month-

long campaign we've created even more reasons for agents to get involved," Jardine said.

The campaign replaces Cruise Week and will be rolled out across the globe in the first int'l coordination of the promotion.

On 09 Sep more details will be revealed and agents will be able to download a digital Plan A Cruise Month pack via the CLIA members' page.

See www.cruising.org.au.

QM2 single stateroom



CUNARD is showcasing a 360 degree rotating view of its recently added Britannia Single staterooms on its Facebook page.

There are 15 of the new solo passenger options available on the QM2 - view the image [HERE](#).

Scenic True North

LUXURY cruise & tour operator Scenic has partnered with True North to offer customers a seven-day voyage of the Kimberley in 2017/18, departing from Broome.

The itinerary features in Scenic's newly released Australia brochure as part of its 20-day Top End & Kimberley Snapshot tour which also explores Darwin, Kakadu, Katherine, El Questro, Halls Creek, and Fitzroy Crossing.

There are three departures scheduled for next year on 05 & 26 Jun and 17 Jul, priced from \$19,495ppts including taxes and charges - [CLICK HERE](#) for more.

Celebrity Abu Dhabi

CELEBRITY Cruises will for the first time cruise out of Abu Dhabi, offering nine- to 14-night cruises on board *Celebrity Constellation*.

From Nov-Jan 2017, *Constellation* will operate round trips calling into ports of the United Arab Emirates and India, the Persian Gulf and Arabian Sea.

Fares start at \$1,559ppts for an Oceanview stateroom on the nine-night, Arabian Coast Immersion cruise.

Vale James Patrick

THE Australian cruising industry is today mourning the death of James Patrick, who together with his wife Diane owned Wiltrans International.

Wiltrans currently represents Paul Gauguin Cruises in Australia and New Zealand, and has in the past also held GSAs for a range of cruise lines including Silversea, Regent Seven Seas and Crystal Cruises.

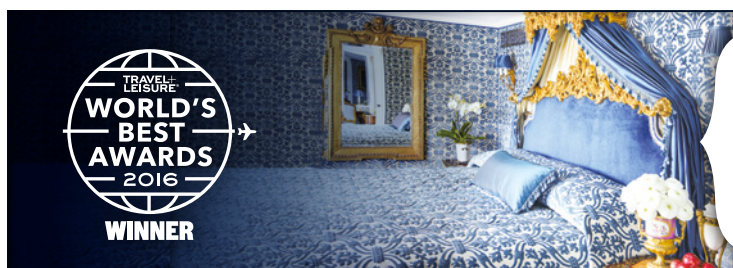
A funeral will be held next Mon 05 Sep at 11.30am at St Mark's Anglican Church, 57A Darling Point Rd, Darling Point, NSW.

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Confused about which river cruise cabin? We've taken the guess work out in the September issue of *travelBulletin*. [CLICK HERE to read](#)

Celebrity food rejig

CELEBRITY Cruises has expanded its culinary offering, introducing new experiences and reworking menus.

Guests in Concierge Class staterooms will enjoy a Concierge Class Luncheon at the start of each sailing, while travellers sailing to Alaska can now order fresh, locally sourced Alaska King Crab at the Mast Grill daily.

Chef's Market Discoveries, are currently offered in more than 40 regions across the world and Tuscan Grill is sporting a new menu designed by Michelin-starred chef, Cornelius Gallagher.

New cocktails prepared by a flair mixologist are also on offer at the Sky Observation Lounge.

In Nov, the only standard for the food and beverage industry that focuses on food allergy and intolerance communication and experiences, Dine Aware, will be introduced and by the end of 2016, wine blending classes, Blendtique will be rolled out.

Encore's Aussie return

THE newest addition to Seabourn's fleet, *Seabourn Encore*, will sail in Australian waters in the 2017/18 season.

Encore will spend her first summer cruising local waters in early 2017 and then return for an encore season from Dec 2017-Feb 2018, offering five 16-day trips.

Four sailings between Sydney and Auckland are featured, plus an additional roundtrip cruise from Auckland visiting the islands of the South Pacific.

The first cruise will depart Sydney on 04 Dec 2017, sailing to Auckland via Melbourne, Phillip Island and a number of stops in New Zealand's South Island, followed by the North Island.

Prices start from \$14,499ppts for either the 04 Dec and 21 Jan departures from Sydney to Auckland, which visit Tauranga, Wellington, Akaroa, Timaru, Milford Sound and more.

Seabourn Encore will wind up

her time in Australia on 22 Feb, on an 18-day voyage along the Qld coast on her way to Bali, with prices from \$14,499ppts.

Seabourn director of sales Australia, Tony Archbold said the return of *Seabourn Encore* was great news for the Aussie market.

"*Seabourn Encore's* second Australian season will be twice as long as her first – a testament to the growth of the ultra-luxury cruise market in our region as well as a nod to Australians' love of the finer things in life," Archbold said.

"*Seabourn Encore's* local cruises are a highlight in an already exciting program which will see our newly expanded fleet taking even more Australian guests on a journey to discover the extraordinary worlds of Seabourn."

The 2017/18 program has a total of 36 itineraries ranging from seven- to 152-days in length.

Cruise New Zealand

CRUISING in New Zealand is booming, reaching a record high last season, says the country's cruise industry association, Cruise New Zealand.

Over 254,400 passengers visited NZ on 35 ships that collectively stopped by the country 138 times and made 703 port calls during the 2015/16 cruise season.

"This represents a phenomenal growth of 26% in terms of passenger arrivals which translates to an injection of \$484 million into New Zealand's economy," Kevin O'Sullivan, Cruise New Zealand's outgoing chair said.

Looking forward, O'Sullivan is expecting a slight dip in passenger numbers due to the exit of *Pacific Pearl*, but capacity in 2016/17 will still rise by 11% to a record high.

MEANWHILE, Debbie Summers, executive director of ID New Zealand was last week elected chair of Cruise NZ.

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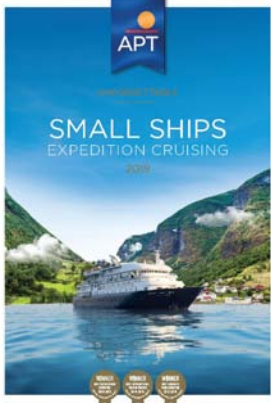
Just one click away from keeping up to date with all the *Cruise Weekly* breaking news as it comes to hand



Brochure Spotlight

APT - Small Ships Expedition Cruising

2018



TWO styles of cruising are included in the new brochure. Guests can choose their own level of exploration on Soft Expeditions, partaking in bike riding, market tours, kayaking, guided city tour and more in Northern and Western Europe and Japan.

Those on Expedition Cruises will explore more rugged and remote destinations such as Iceland, South East Asia and the Kimberley.

A total of 21 itineraries are in the program, including the new 10-day Iceland: A Land of Fire and Ice expedition cruise, which commences in Reykjavik and circumnavigates Iceland.

Hapag-Lloyd new vessels

THE five-star expedition segment is set to grow in 2019 with two newbuilds announced by Hapag-Lloyd Cruises.

Unveiled as the mystery cruise company behind the Vard order revealed in May (*CW* 17 May), the sister ships will have the highest Polar Class designation for passenger ships, PC6.

This will allow them to be capable to cruise in polar regions in the Arctic and Antarctica and also in warm water destinations such as the Amazon.

Both newbuilds will serve German-speaking markets of Germany, Austria and Switzerland and one will additionally look after Belgium, the UK, Netherlands and the US.

Scheduled for launch in Apr and Oct 2019, following 20 months of

construction, both will be 138m in length, accommodate 240 pax in 120 cabins and suites and have up to 170 crew members.

Three restaurants will be on board, along with a spa and fitness area.

The two ships will be equipped with top-notch technological features and environmental technology.

They will have on board zodiacs, which will allow landings in otherwise inaccessible expedition areas and will also feature a water sports marina.

Karl Pojer, ceo of Hapag-Lloyd Cruises said the newbuilds will help the company to further develop the expedition segment "and offer a modern interpretation.

"They will also serve to strengthen our leading position in this market, in particular at the international level," he added.

The hulls of the vessels will be built by Vard's shipyard in Tulcea, Romania, and will be delivered from Vard Langsten in Norway.

The first ship will launch eight months after Scenic's Discovery Yacht, *Scenic Eclipse*, which will also have a Polar Class 6 rating.

Port Vila refresh

PORT Vila waterfront will be more welcoming for cruise passengers from early next year thanks to the Vanuatu Tourism Infrastructure Project (VTIP) funded by the New Zealand and Vanuatu Governments.

Works on landscaping, improving sea access, parklands, playgrounds and refreshed tourism infrastructure is underway along the Seafront Precinct as part of the VTIP.

Development of Lapetasi wharf will see a new footpath and pedestrian crossing installed, along with a renewed tourism area and wharf precinct.

This is set to make the area more flexible and be able to accept greater cruise arrivals.

Uniworld Vietnam

BOOK by 30 Sep to save up to \$2,740pp on select departures of Uniworld's seven-night Timeless Wonders of Vietnam, Cambodia & the Mekong 2017 cruise.

Prices from \$5,999ppts, the discount applies to travel on 17, 27 and 31 Jan 2017.

Curious Traveller tour

CURIOS Traveller has released the 12-day Explore Ecuador's Treasures - Galápagos & Quito Afloat, which dep 16 Mar.

The trip will cover marine iguanas, sea lions, giant tortoises, sally lightfoot crabs and bird species such as Darwin's finches and Galápagos mockingbirds.

It is priced from US\$6,650, for more information, [CLICK HERE](#).

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Derek barges into Melbourne



LAST week owner and founder of European Waterways, Derek Banks caught up with the staff of Barge Vacations in Melbourne on his first visit to Australia.

Pictured are: Charlotte Routier, Barge Vacations; Derek Banks and Trevor Jones, Hawthorn Travel.

Mozart goes 'live'

CRYSTAL Cruises' *Crystal Mozart* is the first river cruise ship to feature live view cameras on board, offering a glimpse of life on the vessel.

The feed will capture *Mozart's* route along the Danube River, and allow for viewers to switch between forward, port and starboard vantage points.

Crystal ceo and president Edie Rodriguez said the live views are "truly a benefit for our guests and future guests at home".

CLICK HERE to view.

Dream program debut

DREAM Cruises has unveiled its summer 2017 itinerary for its inaugural ship *Genting Dream*.

From 02 Apr to 29 Sep, *Genting Dream* will depart weekly on Sun from Guangzhou (Nansha) for a five-night cruise to Japan, with guests to enjoy two nights at sea before making stops in Naha and Miyakojima in the Okinawa Prefecture.

"We are delighted to introduce *Genting Dream's* first summer schedule featuring Japan, which continues to grow rapidly in popularity as a cruise destination," said Thatcher Brown, president of Dream Cruises.

"We look forward to supporting our travel partners and welcoming their clients on board *Genting Dream* for the upcoming 2017 summer season," he said.

Learn more by **CLICKING HERE**.

Carnival donations

CARNIVAL Corporation chairman Micky Arison and his wife Madeleine have personally matched the US\$250k donation recently made by the cruise line to victims of the Louisiana floods.

"Recognising the tremendous magnitude of this disaster and the Carnival organisation's long-standing partnership with the state of Louisiana, Madeleine and I felt strongly in our desire to provide additional support to organisations aiding in the flood relief efforts," said Arison.

The cruise line is also urging guests sailing on its two New Orleans-based cruise ships, *Carnival Triumph* and *Carnival Dream*, to donate to the cause.

Recipients of the combined funding from Carnival include the American Red Cross and Save the Children.

Star Clippers discount

STAR Clippers is offering a discount of 35% for Eastbound journeys from St Maarten to Malaga and Barbados to Lisbon.

Included in the deal is the 18-night Las Palmas to Barbados itinerary; the 16-night Lisbon to Barbados journey; the 14-night St Maarten to Malaga trip and the 16-night Barbados to Lisbon exploration.

Prices start from \$2,200 per person twin share and include all port charges and gratuities.

Call (02) 8913 0797 for more.

Palm Beach push

THE Cultural Council of Palm Beach County is encouraging cruise travellers departing from Florida to spend a couple of extra nights exploring the area's culture, art and history.

MARKETING MANAGER

Coral Expeditions, Australia's leading small ship cruise line, has embarked on a new phase of growth after 33 years of successful operations. Emerging from a recent re-brand, it is now looking for an ambitious, digitally savvy marketing professional who can make a mark by leading the build-out of our brand footprint globally.

Position Description

The Marketing Manager devises innovative approaches to global advertising and marketing, building on our reputation as Australia's pioneering cruise line. This includes working with our external design and public relations partners to manage marketing and communications programmes and acting as the guardian of our brand. As a tactician, he/she administers our annual advertising budget, wholesaler and travel trade relationships, and other promotional activities. He/she also is responsible for managing our past passenger community - Xplorers Club.

The position is suitable for an ambitious, up and coming marketing professional, who wishes to build a career in a small but growing company based in a tropical location. Our work environment is informal, collaborative and action-oriented.

This is a preferably Cairns-based position but we are willing to consider candidates based elsewhere in Australia.

What we are looking for:

- At least 8 years of professional experience, with at least 3 years as a leader of a marketing function in Australia
- An affinity for design and creative communication
- Comfortable with data and financial / ROI analytics
- Experience with digital marketing
- Comfortable in a small company environment

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CLICK HERE for more information and to apply.



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i love cruising workshop



I LOVE cruising's inaugural two day intensive workshops were an "enormous success" bringing together Personal Cruise Consultants from across the country to enjoy a state of the cruise industry presentation by Peter Kollar from CLIA.

also jumped on board to meet and train the growing team.

Pictured from left during training are Wayne Fountain, Tim Faircloth, Leanne Kuntze, Erin Fountain, Scot McLaren, Michael Geraghty, Brian Meads-Barlow, Sandy Lambert, Donna Meads-Barlow and Josh Meads-Barlow.

| Cruise Calendar | |
|--|--------|
| This week's port calls of cruise ships at various destinations around Australia and New Zealand. | |
| SYDNEY | |
| <i>Carnival Spirit</i> | 30 Aug |
| <i>Pacific Pearl</i> | 02 Sep |
| <i>Sun Princess</i> | 04 Sep |
| BRISBANE | |
| <i>Sea Princess</i> | 30 Aug |
| <i>Pacific Aria</i> | 02 Sep |
| <i>Pacific Dawn</i> | 03 Sep |
| CAIRNS | |
| <i>Sea Princess</i> | 02 Sep |
| <i>Pacific Aria</i> | 05 Sep |
| AUCKLAND | |
| <i>Sun Princess</i> | 31 Aug |

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Russian Cruises deal

RUSSIAN Travel and Tours is offering 30% discount off Russian Cruises, specifically Volga River Cruises and the Lena River Cruises in Siberia.

Travel agents can add their own commission; for more details phone 0414 955 109.

Cat in the Hat on CCL

CARNIVAL Cruise Line's Cat in the Hat presidential campaign has kicked off with a shipboard rally for kids on board *Carnival Pride*.

The push is linked in with the release of the new Dr Seuss book, *One Vote, Two Votes, I Vote, You Vote*, that teaches children about the importance of voting.

Rocky added value

ROCKY Mountaineer is giving up to \$800 of added value per couple on select 2017 Canadian Rockies bookings locked in between now and 04 Nov.

The deal is valid on the company's Alaskan Cruise as part of a rail and cruise package.

Bookings including GoldLeaf or SilverLeaf service of eight-days or more will receive a \$400pp bonus or \$250pp for shorter packages.

Europa 2 specials

A 2017 Summer Special brochure has been released especially for *MS Europa 2* with savings of up to 30 per cent available for a limited time across the six departures.

The ship takes no more than 500 passengers with sailings including Mauritius to Dubai, Dubai to Cyprus, Cyprus to Athens, Athens to Venice and voyages around Greece.

Discounts are guaranteed in silver, gold and platinum classes with bookings open now until 30 Nov or until sold out.

The six sailings are continuous and can be combined if guests wish to do so.

For more information on the cruises **CLICK HERE**.



BAYWATCH lovers will be in their element during the first official David Hasselhoff fan cruise set to take place in Nov next year.

The six-day sailing from Italy on board *Costa Favolosa* which stops in at European ports will set his admirers back €599.

The Hoff will be on board right throughout and claims that he "cannot wait to spend unforgettable days" alongside his fans.

Activities on board will include concerts, get togethers, an autograph session plus, perhaps best of all - The Hoff screening the best scenes of his movies and allowing his fans the chance to ask questions, **CLICK HERE for more**.



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To apply for this role you must have a minimum 3 years relative experience and be able to demonstrate exceptional business development skills and a strong understanding of the luxury travel market and agent network in your region. Strong relationship, negotiation, presenting, admin, time management and communication skills are also essential along with intermediate PowerPoint & Excel and the flexibility to travel on a regular basis.

Confidential applications to Philippa Baker:

Philippa@alexander-associates.com.au or 0404 842 384

No agencies please.

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