

CRUISE



WEEKLY



Thursday 04 Feb 2016

Cruise Weekly today

Cruise Weekly today features five pages of all the latest cruise industry news and a full page of jobs from **Norwegian Cruise Line Holdings**.

RCL Europe incentive

ROYAL Caribbean Cruise Lines is offering bonus commission on all European bookings made this month, on Royal Caribbean, Celebrity Cruises and Azamara Club Cruises 2016 sailings.

The "Colossal Europe Incentive" includes an opportunity for travel consultants to win a European cruise holiday for themselves, with each booking automatically putting them into the draw.

There will be a winner for each of the three cruise lines on offer and the prize includes return Premium Economy flights with Singapore Airlines.

The incentive applies to existing offers - see cruisingpower.com.

CLIA announces finalists

CRUISE Lines International Association (CLIA) Australasia has revealed the finalists for the 2015 Cruise Industry Awards.

The winners for the awards will be announced at the annual gala dinner in Sydney on 20 Feb.

Finalists in the mix include Bicton Travel, Cruise Travel Centre, Ozcruising and My Travel Expert Nowra, along with agents up for consultant awards from Ecruising, Phil Hoffmann Travel Glenelg and Clean Cruising.

CLIA Australasia commercial director Brett Jardine said scores of entries had been received for the nine award categories.

"It's wonderful to see the competition for these awards increase YOY as the local cruise industry continues to expand.

"More and more agents are now selling cruise and are very keen to win industry acknowledgement

for their achievements," Jardine said.

Awards are broken up into categories for agencies, brokers, consultants, promotion, media and the Hall of Fame - reserved for an individual who has made a significant contribution to or noteworthy achievement towards the development of the cruise industry.

Nominations in the categories of Agent Promotion of the Year for Australia and NZ and Network Promotion of the Year Australasia have been submitted by CLIA member agencies, while the remainder have been nominated by member cruise lines.

The gala night will once again be hosted by AFL Game Day Hamish McLachlan for the third year running and one of Australia's leading singers will perform.

For the full list, **CLICK HERE**.

Scenic Eclipse on sale

SCENIC'S six-star, ultra-luxury mega yacht is now open for bookings, with prices leading in at \$7,995 for cruises 8-10 days in length in a Verandah Suite and up to \$91,295 for a 25-day cruise in a two-bedroom penthouse.

The 228-guest yacht features 114 all-verandah suites, six dining options and a 450m² spa sanctuary and will launch 31 Aug 2018 (**CW** 19 Jan).

The 2018/19 preview brochure is on its way to agencies from today and details 30 departures between Aug 2018 and Sep 2019.

There are two itineraries to Cuba, three to Antarctica, six in Europe & the Mediterranean and six to The Arctic and Fjords.

Michelle Black, gm sales and marketing urged agents to book now, with limited preview pricing subject to availability and prices to increase on full release.

View the brochure **HERE**, or for more, see scenic.com.au/eclipse.

Carnival

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158 struck down by gastro

CARNIVAL Australia has played down the number of people struck down by gastro on *Diamond Princess*.

NSW Health confirmed 158 passengers and a small number of crew presented to the ship's medical clinic with gastro during the cruise, but in a statement, Carnival Australia said upon the full final day, "around 35 passengers were symptomatic".

The vessel arrived into Circular Quay at 7am this morning from a 12-day cruise to New Zealand, carrying approx 4,000 passengers and crew.

Carnival Australia said in the closing few days of the cruise "a small proportion" of pax reported gastro intestinal symptoms confirmed as being due to the common stomach bug Norovirus.

The cruise line said increased sanitation levels effectively contained the virus, with NSW Health confirming the outbreak is under control and no patients

have been sent to hospital.

Diamond Princess and the terminal will today be subject to enhanced cleaning measures, with 9news reporting the ship's pool was drained as a precaution.

There will be a delay for passengers joining the ship today for another 12-day round-trip to New Zealand.

Ponant appoints

JULIE Rogers has left Rocky Mountaineer to join Ponant in the newly created role of business development manager Australia, New Zealand and Asia.

Rogers has a background with luxury travel brands including Scenic, Avalon Waterways, Seabourn and Rocky Mountaineer and Group travel experience.

The purpose of the role is to provide more sales and marketing opportunities for retail and wholesale partners.

Cruise Team live chat

THE Cruise Team has this week launched a live chat facility via their website for travel agents operating between 0900 to 1700 AEST Mon through Fri.

Agents can utilise this new service for queries relating to existing bookings, making payment and documentation.

Fiona Dalton, general manager sales for The Cruise Team said "we remain absolutely committed to driving continuous improvement in our product, packaging and operational service delivery for cruise in our business".

"Collectively all of these initiatives are having a significant and very positive impact on our trade partnerships and we are excited to continue to build on our relationships over the next 12 months," Dalton said.

New quotes or bookings should continue to be directed to The Cruise Team via email or phone on 02 9317 7382.

Try it at thecruiseteam.com.au.

Australis for Australia

PATAGONIA-BASED cruise operator Australis is targeting the Australian cruise market, with the appointment of a local public relations agency to help showcase its range of small ship expedition cruises.

Australis, which was founded 23 years ago, claims to be the only cruise line to visit the Cape Horn at the tip of South America, and operates two 210-passenger vessels to the remote islands, glaciers and fjords of Tierra del Fuego and Patagonia.

The ships are named *Via Australis* and *Terra Australis* and operate between Sep and Apr each year.

Australis is affiliated with the Virtuoso travel agency network.

A last minute two-for-one offer is available on its three night 'End of the World' cruise ex Ushuaia on 04 Mar 2016, now priced from US\$2440 for two people in a twin share cabin including an open bar and daily Zodiac expeditions.

See www.australis.com.

Colossal Europe Incentive



LEARN MORE



Book your clients on any Royal Caribbean, Celebrity Cruises or Azamara 2016 Europe sailing and earn **bonus commission**. Plus you can **win one of three European cruises** for two including **Premium Economy return flights** with Singapore Airlines.



Cruiseco GSA for FAL

CRUISECO will become the GSA for French America Line across Australia, New Zealand and the United Kingdom after acquiring an equity position in the US operator.

Louisiane, the lines' 150 passenger riverboat will be marketed by Cruiseco.

Solomon cruising up

THE Solomon Islands will welcome more cruise ships in 2016 than in previous years.

A total of eight visits to the 992-island archipelago are scheduled in 2016 including vessels from Princess Cruises, Noble Caledonia, Silversea Cruises & Seabourn Cruise Lines.

"The govt had embarked on a very vigorous process to seize on the opportunity tourism presents & we see cruise as offering huge potential," said Solomon Islands Visitors Bureau ceo Josefa Tuamoto.

Sydney ferry changes

THE fledgling ferry service operated by Captain Cook Cruises to Sydney's White Bay Cruise Terminal has had its route modified, with the journey no longer calling at Darling Harbour.

After the first month's operation it became apparent that Darling Harbour was not a popular option according to Captain Cook Cruises general manager Anthony Haworth.

He said it was clear that the vast majority of passengers wanted to travel to and from Circular Quay "so we have adjusted the routes and timetables accordingly".

The services operate on days when a ship is in port at White Bay, costing \$9 per person.

Bookings are available when embarking, but passengers can also book online.

Opal Cards and Transport NSW tickets are not accepted on the service, with a new timetable effective from 02 Feb now online at captaincook.com.au.

Changes at the top for Silversea

CRUISE industry veteran Mark Conroy was today announced as the new managing director of Silversea Cruises in the Americas.

To be based in the company's Miami office, Conroy has had an extensive cruise industry career.

He began his career in the mail room at Norwegian Cruise Line, was vice president of sales for Royal Viking and was the first president of Renaissance Cruises and Commodore Cruise Line.

Conroy led Diamond Cruise which later merged with Seven Seas Cruise Line to become Radisson Seven Seas Cruises - which was later renamed Regent Seven Seas Cruises, heading up the operation until 2013.

Conroy was also a former chair of Cruise Lines International Association for three years.

He replaces Kristian Anderson who has stepped down as Silversea's gm for the Americas.

Silversea chairman Manfredi Lefebvre d'Ovidio said he had known, appreciated and respected Conroy for more than



twenty years.

"I cannot hide my satisfaction in having him join us," he said.

Silversea ceo Enzo Visone said Conroy would contribute greatly to the future growth of the line.

"Our expansion plans are well known. Our new

ship, *Silver Muse*, is on schedule to join our fleet at the beginning of 2017, which together with our plans to refurbish and upgrade our existing vessels, will solidify our leadership position in the top segment of the cruise market".

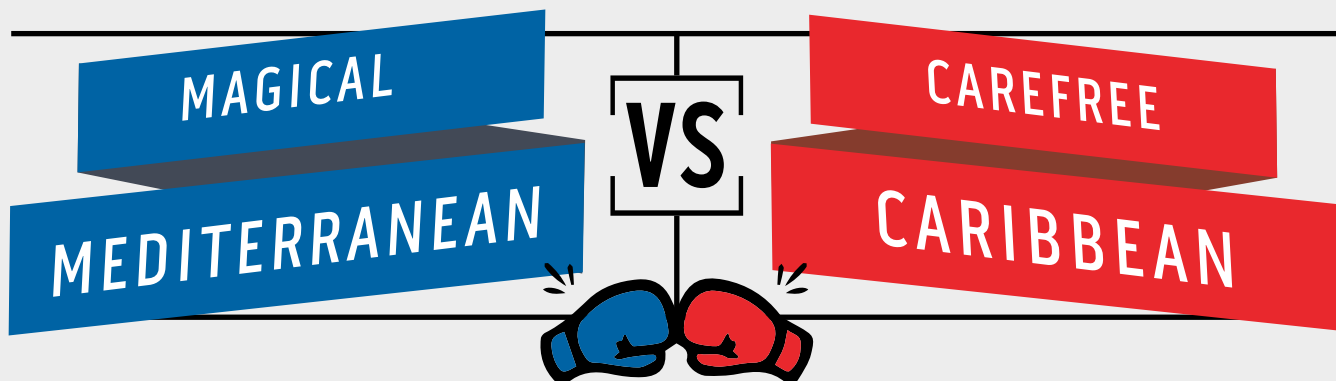
Like Carnival & win

AGENTS who join Carnival Cruise Line's new Facebook group, Carnival Fun Zone, and enter the online competition will be eligible to win a twin cabin on *Carnival Vista's* 10-night Mediterranean cruise dep 21 Jun.

"Facebook is casual and fun, just like our brand, so it's the ideal way for us to engage with our travel partners", said the cruise line's director of sales Anton Loeb.



CRUISE SHOWDOWN



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Curtis Stone now at sea



CURTIS Stone, the Australian celebrity chef who promised to show Coles customers how to feed a family of four for under \$10, was aboard Princess Cruises' *Ruby Princess*, where he debuted his first restaurant at sea, SHARE by Curtis Stone.

Stone is **pictured** above in the new restaurant with Captain Craig Street and Jill Whelan, Princess Cruises' Celebrations Ambassador.

Norwegian offers

GUESTS who book five-days or more in a mini-suite stateroom with Norwegian Cruise Line through 21 Feb can choose two of four free add-ons.

Offers include unlimited beverages, specialty dining, \$50 per port shore excursion credits in up to four ports, or a 250 minute WiFi package.

RCL earnings jump

LAST year was a big one for Royal Caribbean Cruises, with the company reporting a massive 42% increase in adjusted earnings for 2015, compared with 2014.

The cruise line brought in \$1.07 billion in adjusted net income for the full year 2015, up on the \$755.7 million in 2014.

Net Cruise Costs excluding fuel were down 0.6% on a Constant-Currency basis.

This is the second year the cruise line saw a 40%+ increase in adjusted earnings and it is expecting Net Yields to increase 2.0% to 4.0% on a Constant-Currency basis for full year 2016.

Royal Caribbean International will take delivery of *Ovation of the Seas* and *Harmony of the Seas* in the second quarter of 2016 and *Splendour of the Seas* will leave the fleet in Apr.

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MSC new ships deets

MSC Cruises has released more details on its two next-generation ships to be delivered Oct 2019 and Sep 2020.

The new class of ship, Meraviglia-Plus will feature increased tonnage and overall size at 331m and will feature the first classic and contemporary fine art museum at sea.

The interior promenade has been lengthened to 111m and features a 95x6m LED sky screen.

Public spaces have been improved, with boutiques, restaurants and spots for shopping, eating, relaxing and socialising on offer.

Captain Cook mgr

CAPTAIN Cook Cruises Fiji has appointed Lusiana Sinclair as sales and events manager, based in the Fiji office.

Sinclair has 15 years of maritime and hotel experience in tourism and hospitality in Fiji.



Scenic - A Girls' Guide to River Cruising



Scenic has taken the unusual step of releasing a guide only marketed at women.

Unforgettable Wonders – A Girl's Guide to River Cruising includes info on what to expect on board a Scenic river cruise ship, onshore excursions and where and when to go.

The guide covers shopping, local markets and attractions and the assurance there will be "bubbly" on board.

Crystal prog expands

CRYSTAL Cruises is running a range of offers for the release of its newly-expanded Crystal Memories program.

Offers include one free bed for every 10 full-fare and US\$200 per person Onboard Credit for Ocean Voyages.

Also on offer is US\$125 per person Onboard Credit and private group transfers for Crystal Yacht Cruises and Crystal River Cruises - **CLICK HERE**.

Carnival's casting call

CARNIVAL Corporation's German-based AIDA Cruises brand is beefing up its entertainment and is on the hunt for 570 performers for shows in seven countries and 11 cities.

AUCKLAND HOP ON, HOP OFF EXPLORER

The Auckland Hop On Hop Off Explorer bus stop is directly at front of the new Queens Wharf cruise ship terminal

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Jill Abel - CEO



Victoria aces cruising

AS WE all focused on the blue of centre court at the Australian Open for the last two weeks, Melbourne was also busy welcoming passengers from the sparkling blue seas on eight cruise ships which came into port.

P&O's *Pacific Eden*, *Pearl*, and *Jewel* made their way to Melbourne with *Pacific Pearl* offering a dedicated cruise with two days in port for passengers wishing to attend the matches.

The Melbourne Cup was also a drawcard for P&O and Carnival in 2015 who ran dedicated departures on four ships in 2015 from Sydney and Brisbane.

"Events such as these give passengers the opportunity to get a flavour of the destination and having these ships in port brings welcome revenue to the Australian Cruise Association's members who work seamlessly behind the scenes to make these visits a success" said Chris White, Tourism Victoria.

And of course beyond Melbourne the state also welcomes ships to Geelong, Portland, Phillip Island and Mornington to take in other activities.

ACA includes a wide range of members in Victoria who see the benefits the cruise industry brings including Tourism Victoria, the City of Greater Geelong, the Port of Melbourne Corporation, City of Melbourne, Port of Portland, Glenelg Shire Council, A&K, The Royal Botanic Gardens, the National Opal Collection and Victoria Star Cruises.

Massimo passes on his skills



CARNIVAL Cruise Line's officers tried their hand at making pasta on *Carnival Spirit* recently (pictured above) on a cruise to Tas joined by chef Massimo Mele.

From pizza-making to pasta master classes, Massimo, who was born in Hobart and raised in Naples, shared his insights on how to make Italian cuisine.

Guests on the ship's Australia Day cruise to Tas also had a treat, with an Australia Day BBQ in Massimo's Hobart home with his mother Maria.

Pictured right: Massimo shows off his pizza with Nutella, ricotta

and banana, which proved popular with many of *Carnival Spirit's* young guests.



Ultravox aboard

MIDGE Ure, the iconic frontman of 80s electro-pop band Ultravox, will perform a show called 'Midge Ure Unplugged in Concert' aboard Cunard's *Queen Mary 2* cruising from the UK to New York in Sep.



CAPTAIN Cook Cruises is inviting passengers to "get your 60's, 70's and 80's groove on" with a special three-night Murray River cruise later this week.

Taking place aboard the normally genteel *PS Murray Princess*, the musical voyage features Dom Rinaldo, a popular presenter on Adelaide's 1323 radio station who "helps listeners cruise through their workdays".

Each evening will be themed to a particular musical decade - right down to the food and cocktails on offer.

There's certain to be lots of on-board fever on Sat for the 70's themed evening, with guests encouraged to dress in their favourite outfit from the era.

It won't all be just sex, drugs and rock'n'roll on board - guests will also be able to enjoy a guided tour of the historic ports in Mannum and Murray Bridge.

If they're not nursing hangovers they can also take part in a guided nature walk at Salt Bush Flat, a Riverland food and wine tasting and even a tour to experience the local wildlife in a flat-bottomed boat.

What more could you want? Fares for the three-night musical extravaganza which departs on Fri 05 Aug start at just \$787ppts.

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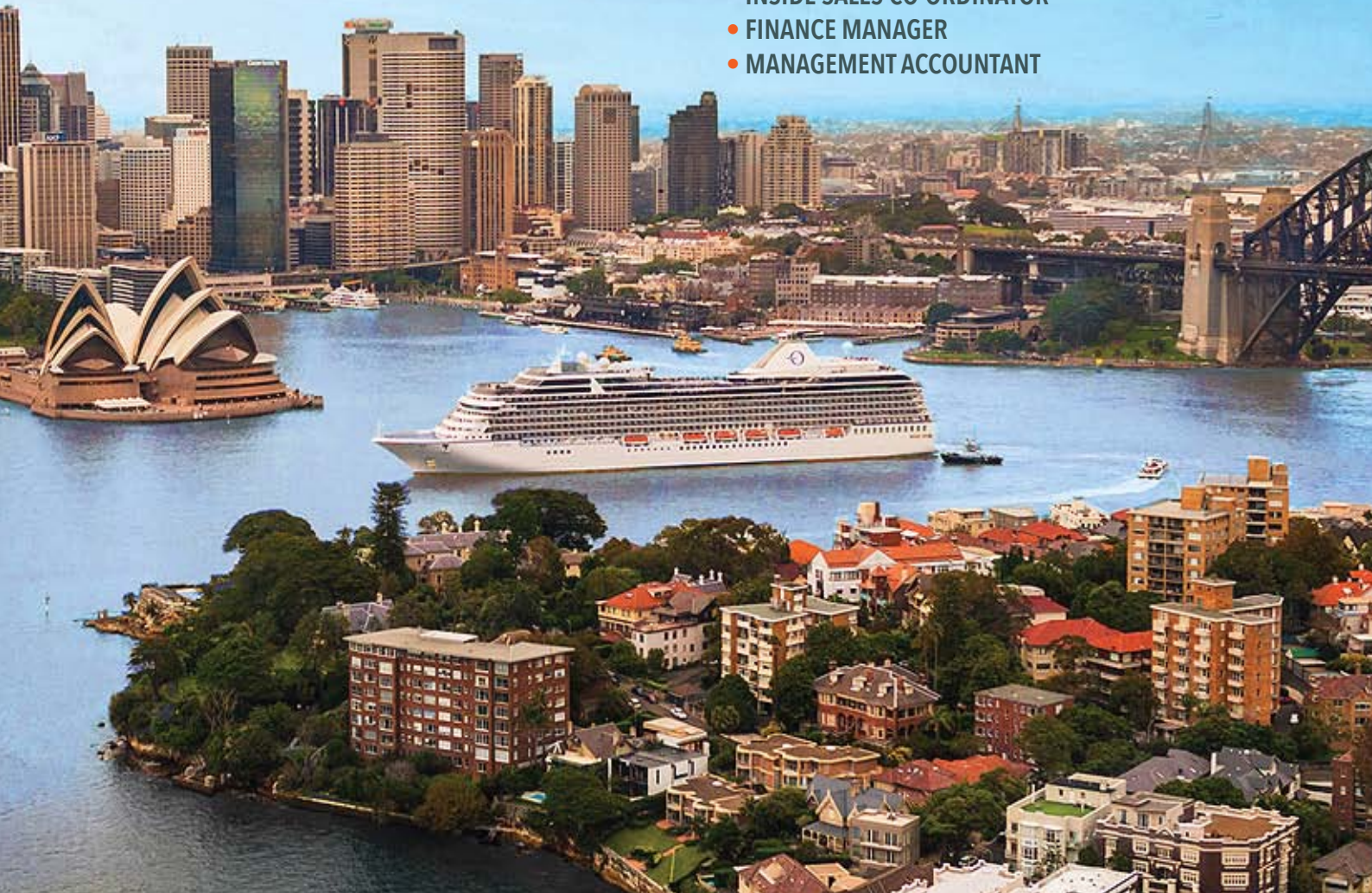
Oceania Cruises offers an unrivalled cruise experience, renowned for luxurious ships and the finest cuisine at sea and destination-rich itineraries spanning the globe.

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