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# CRUISE

WEEKLY



Tuesday 22 Mar 2016

## Cunard says thanks

LUXURY cruise operator, Cunard, is saying "thanks" to the industry for its NTIA nomination in the Best Cruise operator - international deployment category.

Voting is now open for 2016, see the **cover page** for more.

## Encore's Retreat pics

SEABOURN has released an image of The Retreat, which will debut on *Seabourn Encore* this Dec with 15 private cabanas.

The retreat (**pictured**) will include a whirlpool, bar and a dedicated Retreat Concierge.



## Carnival heads to Cuba

CARNIVAL Corporation has been cleared to operate the *MV Adonia* to Cuba through its newest brand Fathom, commencing 01 May.

"We are excited about Cuban approval and are ready to take travellers there through an extraordinary guest experience," commented Carnival Corporation CEO Arnold Donald.

"This is a historic opportunity and we know there is a pent-up demand amongst Americans who want to experience Cuba," he added.

President of Fathom, Tara Russell, said both Carnival Corporation and Fathom brand teams have worked closely with Cuban authorities to secure the deal, which marks the first time in over 40 years a cruise ship has been approved to sail from the United States to Cuba.

"We are humbled and honoured

to offer a one-of-a-kind Cuban experience to our travellers," remarked Russell.

The new Fathom Cuban itineraries will offer three ports of call at first: Havana, Cienfuegos and Santiago de Cuba, with a range of onboard experiences including Cuban inspired music have been planned in celebration of the historic sailing.

Prices for seven-day itineraries to Cuba start from US\$1,800 per person, excluding taxes and fees.

Visit [fathom.org](http://fathom.org) for more.

## P&O adds bocce

P&O Cruises has added the popular Italian sport of bocce to its list of onboard activities.

Head of entertainment Brett Annable said "the response from our guests has been wonderful - they're really excited to try a new activity".

## Cruise Weekly today

*Cruise Weekly* today features four pages of all the latest cruise industry news and photos, plus a cover wrap from **Cunard**.

## RCL appointments

RCL Cruises has named Gavin Smith as its new senior vice president, effective immediately.

Smith will be put in charge of all sales, marketing and commercial operations for Royal Caribbean International, Celebrity Cruises and Azamara Club Cruises in Europe, the Middle East, South East Asia, Latin America and Australasia.

MEANWHILE, Adam Armstrong has been appointed managing director, RCL Cruises Australia and New Zealand reporting to Smith.

More information on Armstrong's vacated role of Regional Commercial Director will follow.

NCL NORWEGIAN CRUISE LINE®

## GROUND-BREAKING EUROPEAN SUMMER

Five Norwegian Cruise Line ships will be sailing European waters in summer 2017

**NORWEGIAN GETAWAY** - launched in 2013, now departing from Copenhagen

**NORWEGIAN JADE** - first ever complete season from Southampton, Amsterdam and Hamburg

**NORWEGIAN EPIC** - Western Mediterranean on the multi award-winning Norwegian Epic

**NORWEGIAN SPIRIT** - sailing the Grand Mediterranean between Barcelona and Venice

**NORWEGIAN STAR** - cruising Venice to the Greek Isles and the Adriatic, Greece & Turkey



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## Cruise Calendar

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

SYDNEY	
<i>Diamond Princess</i>	23 Mar
<i>Carnival Spirit</i>	24 Mar
<i>Pacific Jewel</i>	24 Mar
<i>Voyager of the Seas</i>	25 Mar
<i>Noordam</i>	25 Mar
<i>Carnival Legend</i>	26 Mar
<i>Carnival Spirit</i>	27 Mar
<i>Pacific Jewel</i>	28 Mar
<i>Radiance of the Seas</i>	28 Mar
<i>Celebrity Millenium</i>	29 Mar
MELBOURNE	
<i>Golden Princess</i>	22 Mar
<i>Noordam</i>	23 Mar
<i>Diamond Princess</i>	25 Mar
BRISBANE	
<i>Pacific Jewel</i>	22 Mar
<i>Legend of the Seas</i>	24 Mar
<i>Pacific Dawn</i>	26 Mar
<i>Pacific Jewel</i>	26 Mar
<i>Radiance of the Seas</i>	26 Mar
<i>Celebrity Millenium</i>	27 Mar
<i>Pacific Aria</i>	28 Mar
DARWIN	
<i>Silver Discoverer</i>	28 Mar
ADELAIDE	
<i>Pacific Eden</i>	25 Mar
<i>Diamond Princess</i>	27 Mar
<i>Pacific Eden</i>	28 Mar
BUSSELTON	
<i>Sun Princess</i>	23 Mar
<i>Dawn Princess</i>	27 Mar
FREMANTLE	
<i>Sun Princess</i>	24 Mar
<i>Dawn Princess</i>	26 Mar
YORKEYS KNOB	
<i>Radiance of the Seas</i>	22 Mar
<i>Celebrity Millenium</i>	24 Mar
<i>Pacific Dawn</i>	29 Mar

## CLIA SEA online training

CRUISE Lines International Association Australasia (CLIA) has expanded its online training courses to include a new Southeast Asia module.

The new elective will provide information on 38 ports in 13 countries across Southeast Asia, with a focus on sales, service and turnaround ports to better assist agents in selling cruises in the region.

With passenger capacity growing at a rate of 20% annually, CLIA Australasia commercial director Brett Jardine said "it was the perfect time for the Cruising Southeast Asia elective to be added to CLIA's online learning academy".

"This sort of category training is specifically designed to complement product or brand training with our research showing that agents who work towards completing both seeing superior levels of conversion in their cruise sales," said Jardine.

More modules are expected to be introduced over the coming months, with other training

courses such as: Oceans of Opportunity, Expanding your Cruise Market, Cruise Dynamics 2016 and specialist cruising and destination modules already readily available online.

The course will be available to all of CLIA's members 24/7, as part of an agency's annual membership fee.

Visit [cruising.org.au](http://cruising.org.au) for more.

## Mini cruise voyage to Hebridean islands

MAJESTIC Line's purpose-built luxury mini cruise ship, The *Glen Etive*, will set sail to the Hebridean Islands.

Four 10-night cruise itineraries to the Hebrides and one six-night trip to the Isle of Skye have been planned, with *Glen Etive* already 75% booked for the 2016 season.

Visit [themajesticline.co.uk](http://themajesticline.co.uk) for more information.

## Cruise strikes planned

A 24-HOUR strike by Customs and Border Protection staff at airports and cruise terminals is expected to cause major delays for holiday-makers either heading overseas or arriving in Australia over the Easter holiday period.

The Community and Public Sector Union (CPSU) issued a statement on its site, urging its members who are employees of the Department of Immigration and Border Protection to participate in protected industrial action from today.

"While the likely level or participation is unknown, we strongly encourage airline and cruise ship passengers to plan for potential delays by arriving at international airports and cruise ship terminals even earlier over the next few weeks," read the statement.

The strikes and stoppages are expected to last between six to eight hours at a time.

More info available, [HERE](#).

## Agent cons Christians

A BRITISH travel agent has been accused of defrauding his customers of £26,000 in booking fees to secure berths on the *Thomson Spirit* for a Bible Lands Cruise led by biblical experts.

Instead of paying for the cruise, it is thought that Living Sun Holidays' boss Bob Fleming funneled the money into a Turkish hotel he was leasing.

Fleming denied two counts of fraudulent trading and two counts of engaging in misleading commercial practice.



## Senior Cruise Sales Consultants

The Cruise Team is a subsidiary of helloworld.

Helloworld Limited is one of Australia's leading integrated travel businesses and is currently seeking a motivated **Senior Cruise Sales Consultants** to join the wholesale team in Mascot, NSW.

The role will involve answering inbound phone calls from customers, building relationships, creating and tailoring holiday packages using reservations and support systems, identifying opportunities to up-sell or cross-sell products and provide excellent customer service.

To be successful in this role you will have completed year 12, demonstrated 3 years' experience in selling cruise and travel; be CLIA accredited; sales experience or proven ability to achieve targets, strong verbal and written communication skills, sense of urgency and drive to meet or exceed performance targets, passion for travel; and a passion for creating great holiday experiences.

Please send your resume to [Joseph.Dadd@qantasholidays.com.au](mailto:Joseph.Dadd@qantasholidays.com.au).

Only short listed candidates will be contacted.



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## Cruise showdown winners!



**PRINCESS** Cruises has announced the winners of its Mediterranean versus Caribbean Showdown cruise promotion.

First launched in Dec 2015, the promotion had agents voting for their preferred Princess Cruises' getaway - either a seven-night magical Mediterranean Cruise or an eight-night carefree Caribbean voyage.

The Mediterranean vs Caribbean Showdown winners are: Lorreta Millar from Geelong Travel in Victoria, who chose the Mediterranean cruise-for-two in a balcony stateroom as her price; and Elise Harrison from Cruiseabout AppleCross, who won the Caribbean cruise-for-two in a balcony stateroom.

**Pictured** above (right) is Princess Cruises' WA bdm Sam Tittley presenting the prize to Cruiseabout's Elise Harrison.

**Below** (right) is Princess Cruises bdm for Victoria Eric D'errico with winner Loretta Millar from Geelong Travel.



## MSC Easter deal

**MSC** Cruises is offering savings of up to 25% when a second cruise is booked on select departures throughout summer 2016 and 2017 on itineraries cruising: the Mediterranean, Caribbean, Arabian Peninsula and Cuba.

The Easter offer spans 17 Mar through to 31 Mar.

More at [msccruises.com](http://msccruises.com).

## Lindblad Europe trips

**LINDBLAD** Expeditions National Geographic has unveiled its latest Europe brochure, offering a range of "guest inspired" itineraries.

The idea was born from offering a 10% saving on two or more voyages in any sequence or combination to passengers, explained Sven Lindblad, president and founder of Lindblad Expeditions.

"What happened was an impressive display of creativity by our guests, resulting in highly popular unique combinations... and from now on we are offering these 'guest inspired' itineraries to everyone," he said.

Cruising on board *National Geographic Orion*, new expeditions include: Sardinia, Corsica & Menorca; Nordic Nations, Baltics to Scandinavia and more - **CLICK HERE**.



**A SHIP** with a noble cause such as arctic exploration deserves a noble name right?

Following the launch of an online poll by the National Environment Research Council to name its new Royal Research ship, one name has come out on top: the *RRS Boaty McBoat Face*.

Netizen, James Hand, first put the suggestion forward telling the *Sydney Morning Herald* it was "an absolutely brilliant name."

In second place, more than 13,000 votes behind, is the *RRS Henry Worsley* named after the explorer who tragically passed away while attempted to trek the Antarctic in Jan.

Other notable suggestions for the \$380 million ship, due to commence operations in 2019, include: *RRS David Attenborough*, *RRS Boat*, *RRS Usain Boat*, *RRS Pingu* and the *RRS Ice Ice Baby*.



# HURRY, ENDS SOON!

Receive **double entries** on **Celebrity Cruises** bookings

Colossal Europe Incentive

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EARN  
WIN

LEARN MORE



### NCL honeymoon gifts

**NORWEGIAN** Cruise Lines has partnered with gift registry website Honeymoon Wishes, to allow friends and family to contribute gifts to be delivered aboard a couple's sailing.

Instead of a traditional registry filled with household items, couples can now register with Honeymoon Wishes to enhance their cruise experience such as a couples' massage at the Mandara Spa or a romantic dinner; with newly engaged couples also given the opportunity to allow friends or family to contribute to their cruise fares.

Gift amounts can be customised to suit every budget.

Visit [www.ncl.com](http://www.ncl.com) for more.

### Princess Cruises Japan 2017 trips

**PRINCESS** Cruises has this week announced its longest Japan season to date, offering 39 voyages in 2017.

Maiden port calls to Tsuruga the gateway to Tojinbo Cliffs and Eiheiji Temple have been planned, with visits to South Korea, Taiwan, Russia, Hong Kong and Vietnam.

Highlights for the 2017 fall program include a nine-night Circle Japan cruise departing 17 Oct which explores Northern Japan and includes port calls to Aomori and Toyama.

Voyages will depart on the *Diamond Princess* with trips spanning five to 17 nights.



**CRUISE** operator PONANT partnered with World Travel Professionals to present the world premiere movie release of 47 Below last week.

The documentary follows Geoff Wilson, who documented his solo and unsupported crossing of Antarctica in Jan 2014 over 53 days - breaking a world record.

Wilson has also achieved the longest land journey ever by kite across the Sahara Desert as well as the longest ever kite-surfing expedition across the Torres Strait

between Australia and Papua New Guinea.

Whilst on the expedition Wilson raised more than \$250,000 for the McGrath Foundation, a charity which funds the placement of breast care nurses in communities across Australia.

**Pictured** above at the premiere are: Lisa, Story World Travel Professionals; Julie Rogers, PONANT; Geoff Wilson, adventure seekers & philanthropist and Andrew Blakey from World Travel Professionals.



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# SALE

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