

# CRUISE



WEEKLY



Thursday 08 Sep 2016

## Cruise Weekly today

**Cruise Weekly** today features four pages of all the latest cruise industry news plus a full page from **AA Appointments**.

## Syd cruise capacity

**PLANS** to introduce two time slots for cruise ships visiting Sydney may become a reality early next year.

The Port Authority of NSW's coo and harbour master Philip Holliday told **CW** the typical 6am-6pm cruise call would be shifted earlier, making way for a second ship in the evening.

"Because there's limited infrastructure we've got to try and get more out of the existing infrastructure," Holliday said.

## Cruise numbers swell

**AUSTRALIA'S** cruise industry has its foot firmly on the accelerator, according to statistics released by the Australian Cruise Association at their annual conference today.

The 2015/16 Economic Impact Report found the direct expenditure of cruise ships in Australia hit \$1.734b and there were a total of 2,762,000 passenger days in port, up from 2,400,000 last year.

Passenger capacity has been boosted to 72,951 from 68,134 for the period, while crew capacity has risen from 29,582 in 2014/15 to 31,230.

An additional nine ports were visited in Australia this year,

reaching a total of 40.

Passengers are spending big in ports, a total of \$1.069b, from \$903m the year prior.

Jill Abel, ceo of ACA said the figures "show that the cruise sector is continuing to be a vital growth industry for this country, with strong economic benefits for all involved and positive sign that Australian ports feature highly on cruise line itineraries."

The report also found the drop in the cost and price of crude oil, the improvements in fuel burn practices and new technologies has resulted in reduced costs to the cruise lines and decreased port-related expenditure.

More on **page two**.

## New barging brand

**FRENCH** Travel Connection has launched a new brand, Barge Travel Connection, focussing on the barge product in Europe.

"The concept of barging is something we've been doing in France for a long time, but we've broadened it through the Barge Travel Connection brand to sell them in all the other countries through Europe," Brad McDonnell, md Entire Travel Connection told **Cruise Weekly**.

Offering an "all inclusive cruise for the week", McDonnell says the product is quite different to river cruising.

"They're a lot smaller, ranging from about four to maximum 24 clients, they can be booked by the cabin for a couple or depending on the cabin can also be taken for charter and there's different themed cruise options available," he explains.

Each barge will have around six staff for 12 guests and the brand is being led by new recruit and ex-Pinpoint employee Michael Richards.

Visit the website, which went live on Fri at [bargetravel.com.au](http://bargetravel.com.au).



Silversea owns and operates a fleet of nine "Boutique" cruise ships and is recognised as the market leader in the ultra-luxury sector.

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[Philippa@alexander-associates.com.au](mailto:Philippa@alexander-associates.com.au) or 0404 842 384  
No agencies please.

## Scenic Eclipse images

**A SERIES** of new renderings of *Scenic Eclipse* have been released ahead of her launch in 2018.

The pictures show the discovery yacht's suites, dining offering, public spaces, helicopters, submarines and exteriors.

Take a peek on **CW's Facebook**.

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## Carnival to get 3 ships

**THE** Carnival Corporation are set to deliver three new cruise ships, following the signing of a Memorandum of Understanding with shipbuilders Meyer Werft and Meyer Turku.

P&O Cruises UK's new ship, which is expected to be delivered by 2020, will be the oceanliner's largest yet for the British market, accommodating approximately 5,200 guests.

The other two ships have been designated for Carnival Cruise Line, with delivery dates expected in 2020 and 2022.

Carnival Corporation ceo Arnold Donald said the new ships were an important step in their fleet enhancement plan, enabling them to execute their long term strategy of measured capacity growth over time.

"Every time we launch a new ship, we have a new opportunity to create excitement and show consumers why cruising is a great

vacation at exceptional value, especially for those who typically consider land-based vacations," he said.

The new vessels will be powered by Liquefied Natural Gas, the cleanest burning fossil fuel in the world.

"We are proud to be at the forefront of introducing LNG-powered ships to the cruise industry," said Donald.

"Working with our partners to achieve shipbuilding breakthroughs like this that will help us produce the most efficient and sustainable ships we have ever built".

The Carnival Corporation has already taken delivery of three new ships this year for Carnival Cruise Line, AIDA Cruises and Holland America Line.

The latest announcement takes Carnival's tally of new ships scheduled to be delivered between 2016-2022 to 18.

## Edie's insight at ACA



**EVERYONE** in the cruise industry wants to come to Australia, Edie Rodriguez, president and ceo of Crystal Cruises told ACA Conference delegates today, outlining how the industry can succeed in growing the Australian market.

Rodriguez says Australia must have "the right infrastructure".

"You have to set up the right infrastructure to promise a lot and deliver more and surprise and delight those guests who come here from around the world," she said.

Next the destination has to figure out how to offer even more destinations within the country.

The American perspective on holidays and distance is vastly different to that of an Australian, with less vacation days pushing the demand for shorter, destination-packed itineraries.

There is potential to grow the Aussie season beyond summer (much like the Mediterranean has achieved), Rodriguez noted, a move Crystal "would definitely be agreeable to it if it was open".

Lastly, the high cost of Australian travel can be combatted by offering "authentic" & "creative" experiences.

**Pictured** are: Edie Rodriguez and Michael McCarthy, chairman Cruise Europe.

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# CRUISE

WEEKLY



Thursday 08 Sep 2016

## CRUISE

WEEKLY

On location in  
Sydney

Today's issue of CW is coming to you courtesy of the Australian Cruise Association as we report from the 20th Anniversary Conference.

**DAY** two of the Conference & AGM is underway following a day of networking and workshops yesterday.

A packed schedule of speakers is in store for attendees today, including an address from Crystal Cruises' Edie Rodriguez, Starcrest Consulting Group principal Bruce Anderson and ACA's Stephen Bradford.

Tonight delegates will kick up their heels at a gala dinner at Opera Point Marquee, which will begin with a fireworks display over Sydney Harbour.

### Oriana's Refurb

**DETAILS** have emerged of P&O Cruises World Cruises' *Oriana* three-week drydock in Hamburg later this year.

The refit will overhaul the cabins, restaurants, bars, public spaces and entertainment areas.

*Oriana's* main dining rooms, the Peninsular and Oriental restaurants, will get new colour schemes, new carpets, curtains and upgraded lighting for better ambience while the cabins will have a new palette of natural creams, soft greys and teal.

The makeover will involve collaboration with UK based designers Richmond International for a modern yet classic look and feel throughout.

"After listening to guests' feedback, we are investing in updates to many areas of the ship, but what is key is that we are retaining her unique charm and traditional character", said P&O Cruises senior vice president Paul Ludlow.

### HAL 7th Alaska ship

**HOLLAND** America Line is redeploying *ms Oosterdam* from Europe to Alaska for the 2017 summer season, bringing the total number of Holland America Line ships to seven in the region.

This will see the line have a total of 135 Alaskan departures.

"Adding *Oosterdam* to the region in 2017 will allow even more guests to join in celebrating the exciting milestone of our 70th year in Alaska," the line said.

### FantaSea exec team

**A MAJOR** shake-up of the management ranks at FantaSea sees the appointment of Anthony Hayes as ceo and Wendy Harch as head of sales and marketing.

Hayes is the current global md of Travel Corporation's AAT Kings brand and will take the reins at FantaSea in Dec.

Angus Campbell, gm of FantaSea said "To bring such an industry leader into our team will ensure our aggressive growth strategy is maximised."

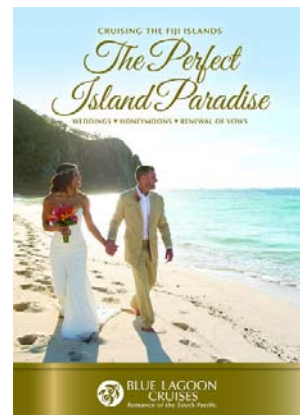
Meanwhile, Harch also departs AAT Kings where she is the current head of marketing, pricing and strategy and will commence her new role in Oct.

FantaSea Cruises operates Sydney harbour cruises, water taxis and ferries.



## Brochure Spotlight

### Blue Lagoon Cruises - Romance



Fijian cruise specialist Blue Lagoon Cruises has released a dedicated romance brochure containing an array of wedding, honeymoon and renewal of vows packages.

The new brochure is response to surging demand for destination based wedding and romance packages spanning three to seven night's duration. Catering for both small and large groups, the cruise lines' ship *Fiji Princess* can be chartered for extra exclusivity.



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**FIND OUT MORE**



Confused about which river cruise cabin? We've taken the guess work out in the September issue of *travelBulletin*.

**CLICK HERE** to read

## New Cunard program

**NEW** destinations and special events sailings have been packed into Cunard's 2018 program.

The cruise line will make 20 maiden calls during the season, including Rockland (US), Sept Iles (Canada), Visby (Sweden), Riga (Latvia) & Klaipeda (Lithuania).

A Photographic Journey to the Land of the Midnight Sun is one of the special event sailings in the program, along with the transatlantic Fashion Week, Big Band Ball and A Journey of Genealogy - **CLICK HERE**.

## Light shines on Yukon famil



**THE** distant lands of the Yukon in Canada's North West are now more familiar to top selling helloworld agents courtesy of a recent Evergreen Tours famil with hosts Tourism Yukon.

Over several days participants experienced a rail journey along the White Pass & Yukon Route winding their way around mountains, glaciers, gorges and through tunnels.

Guests hiked within Tombstone Park, paid a visit to Dawson City and watched dog sledding in Whitehorse.

Capping it off was a spectacular

Aurora light show.

**Pictured** are: Justin Ewin, Evergreen Tours; Suzy Lane, helloworld Kawana; Jackie Brown, helloworld Wollongong; Jacque Dean, helloworld Mandurah and Ray Lane, Tourism Yukon.

## Harmony godmother

**ROYAL** Caribbean is searching for a godmother for *Harmony of the Seas* in South Florida and is urging residents to nominate a "hometown hero" whose passion inspires students to make a positive impact on the world.

See [local10.com/godmother](http://local10.com/godmother).

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**LAST** night Sydney Ports Authority ceo Grant Gilfillan gave a deep insight into the organisation's inner workings - and its strong ability to influence stakeholders.

Welcoming delegates to the Australian Cruise Association Conference last night, Gilfillan spoke about the venue for the 'Flavours of NSW' opening night cocktail party which was in the cargo area of Sydney's Overseas Passenger Terminal.

He said delegates might notice that not many of the location's regular residents - pigeons - were not around for the event.

"We've sent them off for the night," he said.

Without revealing the details of his pigeon-charming abilities he confirmed "they'll be back later on after the party".

"We charge them \$10 a day - Sydney's an expensive port, you know," Gilfillan added.



**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](http://www.cruiseweekly.com.au).

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**CRUISE NEWS & VIEWS**  
with Brett Jardine  
CLIA Australasia

## Cruise Month buildup

As we draw closer to CLIA's inaugural Plan a Cruise Month (PACM) promotion, we are being inundated with enthusiastic members sharing their plans for this public relations extravaganza.

If you are still not 100% sure on how PACM is supposed to work here it is in a few easy steps.

The month is broken up into four weeks. Luxury and Expedition; River Cruising; Cruising from Australia; International Cruising. CLIA Member Cruise Lines will be upping the ante with their marketing which will align with key PACM messaging.

CLIA will be driving ongoing PR through trade and mainstream media focusing on the theme of each week.

CLIA Member Travel Agents then have access to a vast array of resources via the members' area of the CLIA website. It is then up to you to take advantage of these tools and drive the PACM messaging using your own local area marketing.

With some fantastic prizes up for grabs why wouldn't you be looking to take advantage of this great opportunity!

Vale James Patrick

I attended the funeral of James Patrick yesterday and wanted to take this opportunity to acknowledge a true gentleman and character whom I have had the honour of working with for the last 9 years. Our thoughts and best wishes are with wife Diane and all the team at Wiltrans.







## COME ABOARD & SET A COURSE FOR ADVENTURE

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We are looking for a senior consultant to join this leading agency. Your day will involve booking high end leisure & cruise packages including many unique experiences from Iceland to an Amazon cruise, all whilst providing exceptional customer service. Your product knowledge & personal experience will be integral & help you be successful. Enjoy a strong salary package, along with great industry perks & discounts. If you have 2 years travel consulting experience, GDS & top sales & customer service skills, apply now!

### CHAMPAGNE TASTES

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This first class agency is looking for their next sales superstar to join their team. Your day will involve looking after their high end clientele booking travel arrangements to worldwide & exotic destinations. Enjoy dealing with loyal repeat & referral business whilst building your own client base. You will enjoy travel discounts & educationals along with a top industry salary package. You will need a min. of 2 years travel consulting & cruise experience, GDS & top customer service & sales skills. If this is you, get in quick!

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Over the last 10 years cruising demand in Australia has sky rocketed, making the cruising industry a force to be reckoned with. Our client is making the most of this fantastic opportunity, seeking cruising specialists to join the hype and service customers with fantastic cruising holidays from 3 to 6 stars. With various locations throughout Melbourne you can cut that long commute and work closer to home. If you have worked with cruising products for a min. of 2 yrs at travel consulting capacity and have GDS skills, contact us today!

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