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*Prices cover the cruise only for the least expensive inside stateroom, and are per person in AUS based on twin share, inclusive of all fees and taxes, on-board gratuities and fuel costs (subject to change). Prices and itineraries are correct as at 25 August 2016 and are subject to change or withdrawal. Prices do not cover all product and service offerings that relate to the cruise.
**13-day Australia and New Zealand cruise fare is based 17 Nov 2017 departure. Contact our call centre for 23 Dec 2017 departure fare. *Free at Sea: Valid on 5+ day sailings. Offer valid until 31 October 2016 unless extended. Offer is non-refundable, non-transferable, and has no monetary value. Applicable dates subject to change at any time without notice. Haven & Suites bookings receive all 5 offers. Oceanviews & above choose 2 offers and Studios or Insides get 1 free offer. ~\$100 OBC: Offer is not applicable to Inside and Oceanview cabins. Cannot be combined with any other OBC/F100 offer. Onboard credit amount is per stateroom, in U.S. dollars, and will be applied to the 1st and 2nd guest in the stateroom. Offer and combinability with other promotional offers is subject to change at any time per Norwegian Cruise Line's discretion. Onboard credit offer expires 31 Oct 2016. Other restrictions may apply. For full terms & conditions, visit www.ncl.com.au. All rights reserved. Norwegian Cruise Line is not responsible for typographical errors or omissions. Ship's registry: BAHAMAS & UNITED STATES OF AMERICA. ©2016 NCL Corporation Ltd. NCL Australia Pty Ltd. ABN 80 607 576 781.

CRUISE



WEEKLY



Tuesday 27 Sep 2016

Cruise Weekly today

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

Uniworld Sabre pact

UNIWORLD Boutique River Cruises is working on the launch of a booking facility within the Sabre GDS for Australian travel agents, with plans under way to expand the company's new agreement with Sabre in North America (**CW** 22 Sep).

Uniworld md Australia, Fiona Dalton, told **Cruise Weekly** this morning there is an "opportunity to regionalise the system for Australia," which would mean travel agents could book Uniworld river cruises via the Sabre GDS in Australian dollars.

The initiative would give travel agents live access to Uniworld inventory through Sabre Cruises, which is part of the Sabre Red platform and offers the ability to shop and book the line's voyages in Europe, Asia, Egypt and India via a "graphics-rich reservation workflow".

"We are looking at phase 2 of the solution, which would allow agents to book locally in Australian dollars," Dalton said, with hopes the enhanced system could roll out in Australia at some stage during 2017.

Star Clippers newbie

ROGER Condon will leave his role as manager - cruise at Travel the World to take up a position with The Travel Corporation of sales manager, Star Clippers. Condon starts next week.

Newcastle's \$12.7m port

A **PERMANENT** multi-purpose cruise terminal facility will be constructed at the Port of Newcastle, capable of berthing vessels up to 320m in length.

The NSW Government has pledged \$12.7 million for the terminal which will be built at the Channel Berth within the Port's Carrington Precinct.

Making the announcement in Newcastle today, Geoff Crowe, ceo Port of Newcastle said the

move will enable the Port to attract more cruise ships.

"Purpose-built facilities will provide a professional welcome for pax & will position Newcastle as a home port where ships can start and finish their destination in Newcastle," he said.

"Home porting has the potential to deliver additional economic value to the region."

The terminal will be approx 3,000m² and have a dedicated car park, enhanced wharf infrastructure and improved accessibility for ship provisioning.

When not in use by cruise ships, the facility could be used for occasional events, navy vessel visits, or other port uses.

Construction is scheduled to start in mid 2017 and to be completed in 2018.

Traveltech looks at cruising disruption

CLIA Australasia commercial director Brett Jardine presented this morning at Sydney's Traveltech conference as part of a session which considered the disruptive influence of cruise on the overall travel sector.

A panel discussion convened by **Cruise Weekly** publisher Bruce Piper also featured Dan Russell from Cleancruising.com.au, Norwegian Cruise Line marketing chief Ben Angell and APT Group managing director Chris Hall.

The participants spoke about the ongoing growth in cruising, particularly in the Australian market, how they are marketing to consumers and the trade, distribution via APIs and the impact of capacity on pricing and yield for cruise lines and agents.

Norwegian feel free

NORWEGIAN Cruise Line are promoting its free at sea deal, which allows guests to choose up to five complimentary deals.

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

Cruise month prizes

THE prize pool for the inaugural Plan A Cruise Month has been unveiled, with a luxury European river cruise through to attending a ship christening up for grabs.

Throughout Oct, CLIA agent members will go in the draw for weekly prizes every time they make a deposited cruise booking.

CLIA Australasia commercial director Brett Jardine said the best social media and marketing efforts incorporating #cruisemonth would also go in a weekly draw to win \$1,000 in co-op marketing funds.

"This is the most generous prize pool we've offered and we hope it's a great incentive for agents to get involved with our inaugural Cruise Month, which is all about raising awareness of cruising and promoting CLIA agent members as the best avenue to book a cruise holiday," Jardine said.

CLICK HERE for the full prize list.

MEANWHILE, Carnival

Australia has unveiled its deals for Plan A Cruise Month.

Offers include discounts, 50% reduced deposits, on board credit and return airfare deals.

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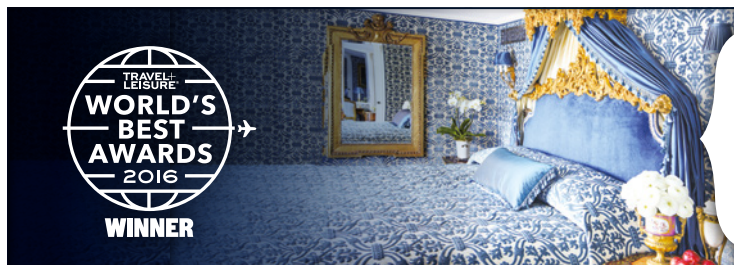
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Carnival China commitment

CARNIVAL Corporation has inked a Memorandum of Agreement (MOA) to order two newbuilds, which will be the first to be built in China for the Chinese market.

To be constructed by a newly-formed joint venture between China's largest shipbuilder, China State Shipbuilding Corporation (CSSC), and Italy-based Fincantieri, the MOA includes the option to order two additional Chinese made cruise ships.

Based on Carnival Cruise Line's Vista class, the vessels will be tailored to the specific tastes of Chinese travellers and the first is expected for delivery in 2022.

They will operate as part of a yet-to-be-named multi-ship Chinese domestic cruise brand.

When the new brand launches, it will use vessels purchased from Carnival Corporation's existing fleet, which will be homeported in China.

Under the MOA announced over the weekend, the deal would then add new China-built cruise ships from 2022 to further accelerate growth in the Chinese cruise market, which is expected to eventually become the largest cruise market in the world.

"As we work with our Chinese partners to launch the first domestic Chinese cruise brand in the next few years, being able to offer cruises on China-built cruise ships represents a new opportunity for us to generate excitement and demand for cruising amongst a broader segment of the Chinese vacation market, which is already the largest in the world and continues to see strong growth every year," said Alan Buckelew, global coo for Carnival Corporation.

Earlier this month Carnival Corp ordered a total of three ships, to be built by Meyer Werft and Meyer Turku (**CW** 08 Sep).

Celebrity gets in on the film fun



CELEBRITY Cruises has teamed up with the 2016 Lavazza Italian Film Festival to offer 'Roman Cruise Holiday' themed activities throughout the festival.

The cruise line will present the closing night film, *Roman Holiday*.

Celebrity Cruises' Kathryn Valk, director of marketing and sales and Peter McCormack, head of sales are **pictured** channelling their inner Hepburn and Peck at the *Roman Holiday* set at the 2016 Lavazza Italian Film Festival, Palace Norton Street, Sydney.

Oceania reshuffle

OCEANIA Cruises has revealed further changes to the sales, marketing and PR teams.

Todd Brown has joined the company as vp of e-Commerce & Michael von Wittenau as regional sales and marketing director.

Kari Roach has become regional sales and marketing director and Tim Rubacky has been promoted to head of PR.

The shuffle follows Bob Binder's appointment as president and ceo last week (**CW** 20 Sep).

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Princess rewards agents



ALMOST 500 new agents have signed up to Princess Cruises' Academy following a month-long registration campaign.

The push saw 10 participants who registered for the Academy take home a \$200 Visa gift card.

Pictured with Princess Cruises bdm NSW Helen Courias (left) is gift card winner Elle Dalton from Flight Centre Randwick North.

Sir Bani Yas Is DMS

ETIHAD Aviation Group's destination management company, Hala Abu Dhabi has been selected as the provider of shore excursions and activities for Sir Bani Yas Island & Beach Oasis.

The new cruise hub will open by 05 Dec, when Costa Cruises and MSC Cruises return to the region.

'Dreamscapes' prog

THE 'Dreamscapes' program of experiences which will be on board Dream Cruises' *Genting Dream* have been unveiled.

National Geographic photographer Michael Yamashita will be on the maiden voyage and also on the line up are photographer Juergen Freund, kung-fu star JuJu Chan and educational consultant Diederik van Renesse.

Astronaut Dr. Leroy Chiao will also deliver a three part storytelling experience of his time on board the space shuttle and International Space Station.

Seabourn + Tim Rice

ENGLISH musical theatre lyricist of Broadway, West End and film, Tim Rice has partnered with Seabourn to present *An Evening with Tim Rice*.

The production will debut on *Seabourn Encore* in early 2017, meaning Aussies will be among the first to see the show.

An Evening with Tim Rice will be a concert-style presentation narrated by Rice which will revisit some of his best-known work.

It will be rolled out across Seabourn's fleet later in the year.

During the show's run, Rice will make a number of appearances on every Seabourn ship.



A&K - Luxury Polar Expedition Cruises



ABERCROMBIE & Kent's 2017 Luxury Polar program has been released, featuring journeys on board *Le Boreal* and *Le Lyrial*.

Each journey is led by expedition team members who have, on average, more than 18 years experience.

Highlights in the south include Classic Antarctica and Antarctica, South Georgia & the Falkland Islands and in the north, Arctic Cruise Adventure: Norway, Greenland & Iceland & the Northwest Passage: From Greenland to the Bering Sea.

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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

Scenic, Helloworld jv

SCENIC has partnered with Helloworld to produce a 24-page brochure delivered to the mailboxes of 1m high prospect households around the country.

The campaign is available exclusively to helloworld Branded, Associate and My Travel Group network agencies, offering a \$200 per couple discount on select 2017 Scenic luxury cruise and tours to Europe, Canada, South America and Asia.

Products include Scenic's suite of European river cruises, Mekong, Irrawaddy and Canada/Alaska Inside Passage sailings.

Marketed to households in postcode catchments surrounding helloworld stores on 17 Sep, the sales blitz is supported with press advertising, a digital campaign and in-store activity.

Offers must be booked by 08 Oct.

Viking's weekly \$1,000 giveaway



LISA Gammon of Flight Centre at Bayside has taken out the first prize for Viking Cruises travel agent competition.

The campaign will see one lucky travel agent win \$1,000 every week until 30 Oct.

To go in the running for this week's moolah, agents must email at least two Viking booking references and the name of the customer by 02 Oct to au.agents@vikingcruises.com.

Pictured are: Jane Tanti, Viking Cruises director of business development for Vic, SA & Tas and Lisa Gammon of Flight Centre at Bayside.

Micro-cruising sale

MICRO Cruising has slashed its pricing on Antarctica departures by 50%.

A range of itineraries and departure dates on board various vessels are available.

The deal is valid from now until 12:00PM EST, 20 Sep and applies to new bookings only.

NCL China support

NORWEGIAN Cruise Lines' has shown its full support for the burgeoning Chinese cruise market, this week sending a convoy of its most senior executives to attend the CruiseWorld China Summit in Beijing and the China Cruise Shipping Conference and International Cruise Expo.

The party included Harry Sommer, executive vip of international business development; David Herrera, president, Norwegian Cruise Line Holdings China and Frank Del Rio, president and ceo.

Speaking at the conference, Del Rio announced NCL, Oceania Cruises and Regent Seven Seas will call on ports in China over the next 12 months, bringing nearly 7,000 int'l tourists to Chinese port cities in the next six months.

The ships will make stops in Hong Kong, Xiamen, Shanghai, Dalian and Tianjin, with more locales to be announce for 2018.

Carnival Corp record

CARNIVAL Corporation has achieved its strongest quarterly net earnings in the firm's history for Q3 2016 of US\$1.4 billion.

Revenue jumped US\$0.2b to US\$5.1b year-on-year, driven by increased demand for North American and European brands.

Looking forward, Carnival Corp said cumulative advance bookings for the first half of 2017 are up on the prior year "at considerably higher prices".

"Since Jun, booking volumes for the first half of next year are lower than the prior year as there is less inventory remaining for sale, at significantly higher prices".



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

SYDNEY
Dawn Princess 27 Sep
Pacific Pearl 29 Sep
Pacific Jewel 30 Sep
Carnival Spirit 03 Oct
Pacific Pearl 03 Oct

BRISBANE
Pacific Aria 30 Sep
Pacific Dawn 01 Oct
Pacific Pearl 01 Oct
Sun Princess 02 Oct
Pacific Aria 03 Oct

DARWIN
Coral Discoverer 29 Sep

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Postal address: PO Box 1010, Epping, NSW 1710 Australia

Street address: Suite 1, Level 2, 64 Talavera Rd, Macquarie Park NSW 2113 Australia

P: 1300 799 220 (+61 2 8007 6760) F: 1300 799 221 (+61 2 8007 6769)

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Editor: Bruce Piper info@cruiseweekly.com.au

Contributors: Guy Dundas, Jenny Piper, Nathalie Craig, Bonnie Tai, Jasmine O'Donoghue

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

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

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FISH living off the coast of Western Australia sing their little hearts out at dawn - just like birds - researchers have found.

Seven fish choruses have been identified by researchers from Exeter University in the UK, with recorded sounds ranging from low grunting sounds made by terpodids, a foghorn sound made by the black jewfish to a 'ba ba ba' call from the batfish.

"We are only just beginning to appreciate the complexity involved and still have only a crude idea of what is going on in the undersea acoustic environment," said lead researcher Robert McCauley to stuff.co.nz.

