

# CRUISE



WEEKLY



Tuesday 24 Jan 2017

## Cruise Weekly today

**Cruise Weekly** today features four pages of all the latest cruise industry news.

## Scenic sibling ship

**SCENIC** is preparing to make a decision on whether to order a second ocean vessel after the sales success of its first "Discovery Yacht" *Scenic Eclipse*.

Executive gm Aleisha Fittler said preview sales for *Eclipse* had so far surpassed expectations and that a second ocean-going ship was "in the wings".

"The world is a big place and one ship can only do so much," Fittler said.

"We took an option for a second ship and we will decide on that later this year."

The second order option is held with Croatian shipyard Uljanik (**CW** 19 Jan 2016) where *Eclipse* is now under construction.

More from Scenic on page **two**.

## NCL bid for an upgrade

**BIDDING** for an upgrade will be introduced to cruising by Norwegian Cruise Line with the roll out in the US of the Norwegian Upgrade Advantage program next month.

The system is designed to offer pax the option to place a bid on an opportunity to upgrade from the class already booked.

Eligible guests who have already purchased a cabin will receive an invitation to make an offer on up to two categories higher than the class originally booked and the winner's credit card will be immediately charged the non-refundable full amount.

Pax can only bid for a cabin type - not a specific cabin number assignment or cabin type.

The program is set to be introduced on *Norwegian Escape*, *Norwegian Breakaway*, *Norwegian Getaway*, *Norwegian Epic* & *Pride of America* on 08

Feb, with the rest of the fleet to follow by the end of Q2, according to *Travel Market Report*.

Despite requiring no agent intervention, the system will keep them in the loop and pay commission on the enhanced fare.

The program was initially trialled for 60 days, Norwegian's senior vice president sales Camille Olivere told *TMR*.

"This truly is brand new, and our beta test was super-successful," Olivere said.

"It offers the ability for guests to pay a reasonable price, and also gives the agent more commission on the additional revenue."

Agents will have the option to opt out of the offer.

A spokesperson from the cruise line's HQ in Miami told **Cruise Weekly** the program was not currently applicable for int'l markets but a rollout "may be considered in the future".

## Ponant appoints

**EX-SILVERSEA** Cruises bdm for Vic/Tas, Craig Farrell has set sail for the newly created role of national business development manager at Ponant.

He has also been sales development manager for Victoria at Scenic.

Monique Ponfoort, vp Asia Pacific, said Farrell "brings with him extensive travel experience and established partnerships in retail, wholesale and MICE market sectors of the industry".

## CruiseAway new cco

**CRUISEAWAY** by Dreamlines has named Marcel Mayer as chief commercial officer, to be based at Dreamlines' HQ in Hamburg.

He will oversee the Dreamlines Package department and his first priority is to intensify the product development for the Australian market and then roll it out for other markets.

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## Scenic celebrates industry stars



**SCENIC** chose an icy theme for its annual 'Night of Stars' celebration on Sat, but the mood was anything but frosty for the country's top selling agents.

Dozens of consultants and agencies were honoured at Sydney's Ivy Ballroom as Scenic paid tribute to the top sellers and highest achievers of the past year.

Among the winners was Weston Cruise & Travel from the ACT which took first place honours as Scenic's top selling single location in Australia.

The top individual consultant in Australia was Kylie Cameron from helloworld Miranda, NSW.

Other winners included top NZ office YOU Travel Westgate, top NZ consultant Lesley Johns, Australian state and territory

winners and 14 agencies given 'Diamond' awards for achieving annual sales of more than \$1m.

**Pictured**, top, is the winning team from Weston Cruise & Travel: Emma Sullivan, Nikki Moore, Ria Ligeros, Rob Kalembe,



Scenic; Deb Long, Aleisha Fittler and Emma Davie from Scenic.

**Above** is the host of the event and *Weekend Today* presenter, Steve Jacobs with top individual consultant Kylie Cameron from helloworld Miranda.

## Carnival orders 2 more

**HOLLAND** America Line (HAL) & Princess Cruises are set to grow their fleets, after Carnival Corporation signed a Memorandum of Agreement last week with shipbuilder Fincantieri for two new ships.

The new HAL addition will be built at Fincantieri's shipyard in Marghera, Italy, and is expected to be delivered in 2021, while the Princess Cruises vessel will be built at Monfalcone, Italy, and is slated for completion in 2022.

HAL's 99,500-tonne and 2,660-pax vessel will be the line's third Pinnacle class vessel and follow the design of *ms Koningsdam* and *Nieuw Statendam*.

Princess Cruises' new 145,000-tonne ship is set to be the sixth "Royal" class vessel, accommodating 3,660 passengers and based on the design platform of *Royal Princess*, *Regal Princess* and *Majestic Princess*.

The new Princess ship will feature the wearable Ocean Medallion, which records pax digital identity and preferences &

allows cashless transactions and access to staterooms without a keycard (**CW** 05 Jan).

Final contracts are expected to be executed early this year.

Carnival Corp now has 19 new ships on order, scheduled to be delivered between now & 2022.

## O'Leary jumps to DBT

**EX-HEAD** of sales & marketing for Creative Cruising Michael O'Leary has been appointed group general manager of Donna Barlow Travel Group.

O'Leary will support the home-based I Love Cruising business as well as executing the strategic business plan across DBT's Corporate, Leisure and Cruisescene businesses.

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## Princess Aussie expo

A NEW exhibition titled 'Defining Moments in Australian History' is now available on board Princess Cruises' fleet of five Australian-based ships until 2021.

The exhibition was developed in partnership with the National Museum of Australia and identifies key moments in Australian history.

Stuart Allison Princess vp of ANZ said feedback from guests had been "extremely positive".

"On exhibition days the atrium is packed with people who are curious to see what moments have made the top 100."



## Evergreen - Europe River Cruising Preview 2018



THIS 84-page preview brochure details 18 popular European river cruise tours and cruise-only options on Evergreen's Emerald Star Ships including the 15-day Three Rivers Discovery Cruise on the Rhone, Saone and Douro.

The brochure also explains how to take advantage of fly free offers when booking Emerald Staterooms and how solo travellers can avoid single supplement charges.

## Genting Singapore

DREAM Cruises' ship *Genting Dream* will homeport in Singapore year round from 03 Dec.

"Singapore's prime geographic location also makes it the ideal homeport for *Genting Dream* to cruise to popular as well as new Asian destinations," commented Dream Cruises president, Thatcher Brown.

A range of five-night itineraries departing from Singapore will roll out between 03 Dec and the end of Mar to destinations in the Straits of Malacca and Java Seas.

The vessel will call in at more than 10 ports in 2018 including hubs in Singapore, Malaysia, Indonesia, Thailand and Vietnam.

## RCI PADI course

ROYAL Caribbean International has partnered with the Professional Association of Diving Instructors (PADI) Five Star Dive Centers to allow guests to become certified scuba divers as part of their holiday experience.

There are a range of courses to choose from including a 30-minute Try Dive course for beginners and a Reactivate Program for experienced divers. For details, [CLICK HERE](#).

## Auckland greeters

TWO greeters have been appointed by Auckland Tourism, Events and Economic Development to welcome visitors arriving at Matiatia Wharf on Waiheke Island.

The new team members are Olga Malakhova and Shania Perry.

## P&O newsletter redo

P&O Cruises has replaced its *Pacific Daily* newsletter with a refreshed design.

Now known as *Good Times*, the revamped publication will provide guests with a full run down of all the activities and entertainment available on board, as well as deliver key information to pax such as opening times for restaurants and lounges.

## Carnival's South Island debut



## Marvel Day at Sea

MARVEL characters are set to come to life in 2018, with the launch of eight special voyages planned for Disney Cruise Line vessel *Disney Magic*.

On board experiences include character meet and greets, a new show featuring Doctor Strange and a deck party.

Departing Jan through to Apr, the five-night 'Marvel Day at Sea' voyages will call in at Disney's private Castaway Cay and either Cozumel, Mexico, or Grand Cayman, for more information, [CLICK HERE](#).

## Cousteau on Crystal

OCEANOGRAPHER and environmentalist Jean-Michel Cousteau will join guests on board *Crystal Serenity's* Hawaiian Havens sailing on 24 May & 27 Oct Amazon Escape and *Crystal Esprit's* 19 Nov West Indies dep.

Cousteau will entertain guests with interactive presentations exploring the ocean's depths and the roles of orcas and sharks.

## Thamm named ceo of Carnival Asia

CARNIVAL Corporation has announced that Michael Thamm, Costa Group's ceo, has taken on the additional role of as chief executive officer of Carnival Asia.

The expanded role means Thamm will now also oversee operations in China and the surrounding regions.

Part of his added responsibilities include strategic cooperation with the Chinese government and local business partners, as well as building a long-term sustainable Chinese cruise industry.

*CARNIVAL Legend* entered New Zealand waters for the first time last week, seeing the 88,500-tonne ship travel the furthest south of any Carnival ship in the fleet.

The vessel became Carnival's first to call into New Zealand's south island during its 10-day roundtrip cruise from Sydney.

Captain Francesco La Fauci snapped this shot *Carnival Legend* making her milestone arrival into Milford Sound.

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Which new expedition ships is right for you? Find out in the February issue of *travelBulletin*.

**CLICK HERE** to read **travelBulletin**



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

#### SYDNEY

<i>Pacific Pearl</i>	24 Jan
<i>Carnival Spirit</i>	24 Jan
<i>Explorer of the Seas</i>	25 Jan
<i>Pacific Eden</i>	25 Jan
<i>Pacific Dawn</i>	26 Jan
<i>Carnival Legend</i>	27 Jan
<i>Pacific Pearl</i>	27 Jan
<i>Ovation of the Seas</i>	28 Jan
<i>Pacific Eden</i>	28 Jan
<i>Radiance of the Seas</i>	28 Jan
<i>Carnival Spirit</i>	29 Jan
<i>Dawn Princess</i>	29 Jan
<i>Carnival Legend</i>	30 Jan
<i>Pacific Pearl</i>	30 Jan

#### MELBOURNE

<i>Europa</i>	24 Jan
<i>Pacific Jewel</i>	25 Jan
<i>Radiance of the Seas</i>	26 Jan
<i>Pacific Jewel</i>	28 Jan

#### BRISBANE

<i>Pacific Dawn</i>	24 Jan
<i>Pacific Aria</i>	27 Jan
<i>Pacific Dawn</i>	28 Jan
<i>Legend of the Seas</i>	29 Jan

#### CAIRNS

<i>Seabourn Encore</i>	26 Jan
<i>Europa 2</i>	28 Jan
<i>Pacific Aria</i>	30 Jan

#### DARWIN

<i>Norwegian Star</i>	29 Jan
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#### FREMANTLE

<i>Astor</i>	26 Jan
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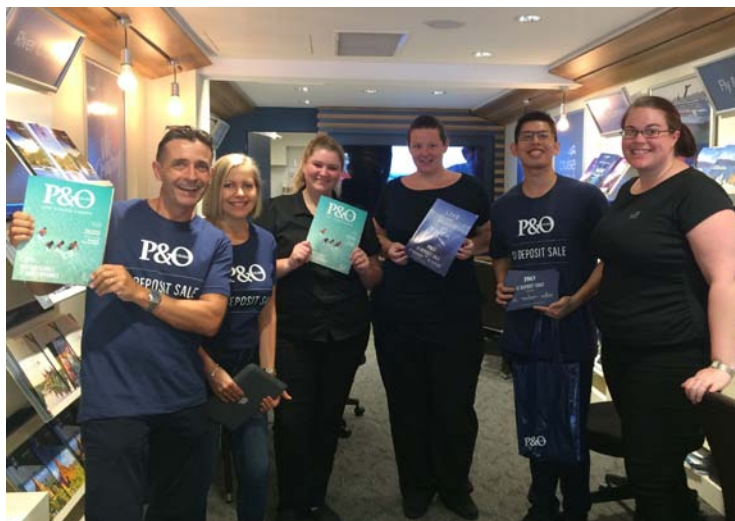
#### ADELAIDE

<i>Radiance of the Seas</i>	24 Jan
<i>Europa</i>	26 Jan

#### HOBART

<i>Ovation of the Seas</i>	25 Jan
<i>Carnival Spirit</i>	27 Jan
<i>Europa</i>	30 Jan

## P&O Cruises' sales blitz



**P&O Cruises** hit the road for a series of promotional Wave roadshows across Australia and New Zealand last week.

Cruise line staff handed out hundreds of chocolate gold coins and flyers to agents in Sydney, Melbourne, Brisbane, Adelaide, Perth and Auckland to celebrate P&O's new \$1 Deposit Sale.

**Pictured** at Cruiseabout The Junction during the New South Wales roadshow is: Angus Mackay, P&O Cruises bdm NSW; Caroline Dunning, P&O; Jade Wells and Prue Magin, Cruiseabout The Junction; Jon Tio, P&O and Stephanie Gallagher, Cruiseabout The Junction.

## Oceania Europe offer

**OCEANIA Cruises** is throwing in a range of freebies for bookings on 2017 European voyages.

Available until 31 Mar, offers include US\$250 to spend on board, 50% reduced deposits and OLife Choice amenities.

Deals are valid on 36 select European itineraries departing Mar-Dec & ranging from seven to 58 nights in length - **CLICK HERE**.

## Lindblad names ship

**NATIONAL Geographic Venture** will be the name of Lindblad Expeditions-National Geographic's new ship when it launches in Jun 2018.

The 100-guest vessel will be sister ship to the *National Geographic Quest* & the second newbuild in Lindblad's history.

## Fairstar's reunion

**THIS** Fri a mix of 253 crew and passengers of former Sitmar Cruises' *TSS Fairstar* will board *Pacific Pearl* for a reunion.

The three-night cruise to nowhere will commemorate the 20th anniversary of *Fairstar's* final cruise on 21 Jan 1997.

It will culminate in an exclusive event in the Dome hosted by ex-cruise director of *Fairstar*, Demo Simis, where entertainment will be provided by Paul Rothapfel, who worked on the vessel as a pianist and singer.

"It's going to be an action-packed weekend!" organiser & former photographer on the vessel, Mike Ristuccia told CW.

## Aqua hosted voyages

**A NUMBER** of hosted voyages have been added by Aqua Expeditions on the Amazon and Mekong Rivers in 2017.

Founder and ceo of Aqua Expeditions Francesco Galli Zugaro will sail on *Aqua Mekong's* 26 May and 25 Aug departures & *Aria Amazon's* sailing on 06 Nov.

Pedro Miguel Schiaffino, consulting chef and owner of Lima restaurants Malabar and AmAz, will be on board *Aria Amazon's* 09 Oct & 20 Nov dep.

A womens-only cruise on 20 Mar has also been introduced.



**GUESTS** on a boat tour in Florida experienced a real up-close encounter with an alligator in Florida when it decided to board their vessel.

The boat was pushed closer to the shore by the wind, prompting the gator to launch itself on the boat.

It quickly scrambled to the other side, barely squeezed through the metal railings and plopped back in the water.

The terrifying moment was captured by one passenger who was streaming the tour live on Facebook.

The alligator is **pictured** temporarily stuck in the railings of the boat.



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