

Cruise Weekly today

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

CroisiEurope debuts

EUROPE'S largest river cruise brand CroisiEurope River Cruises has signed a wholesale agreement with South Australian-based Tweet World Travel to represent its offerings in Australia.

The deal with Tweet World Travel represents the first time the popular European cruise line has been represented in the local market.

"We are honoured to have successfully secured a preferred agreement with Europe's largest river cruising company...offering Australians the most affordable river cruising options" said Tweet World Travel md Thuy Carroll.

P&O bids farewell to *Pacific Jewel*

P&O Cruises Australia has announced *Pacific Jewel* will be leaving its fleet in 2019 and the 3,100-passenger *Star Princess* will be joining in 2020.

Star Princess will represent an 85% boost in passenger capacity over *Jewel* whose final voyage for P&O is scheduled to depart from Melbourne on 24 Feb 2019, before being transferred to another operator.

"*Pacific Jewel* has been a jewel by name and jewel by nature," said P&O Cruises Australia president Sture Myrmell.

"I feel sentimental farewelling a much-loved ship but excited for the future because the addition of two bigger ships is a game-changer for P&O Cruises and its guests," he added.

The announcement is in line with the company's strategy to refresh its fleet over time, having already announced the departure



of *Pacific Eden* to make way for *Golden Princess* back in Mar (CW 08 Mar).

"We are ensuring P&O has the right ships for a contemporary brand operating in a competitive market," Myrmell said.

P&O will continue to base ships year-round in the key homeports of Sydney and Brisbane, as well as

offer seasonal sailings from other Australian states.

All customers affected by P&O Cruises' decision to sell *Jewel* will be contacted over the next couple of weeks to arrange rebooking on equivalent cruises or a refund when no alternative choice is available.

Pictured: *Pacific Jewel*.

Regent

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Royal savings

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International is offering a range of deals to guests booking an Australian, NZ and South Pacific cruise by 29 Aug.

Valid between 17 Sep 2018 and 20 Apr 2020, eligible guests will receive savings of up to \$1,000, US\$500 on board credit, plus the chance to book a Balcony Stateroom for the price of an Oceanview.

SeaLink head to retire



MANAGING director of SeaLink Travel Group, Jeffrey Ellison, has announced his intention to retire, with the move set to take effect following the company's AGM in Oct 2019.

Ellison has been at the helm of the business for more than 21 years, steering it from private ownership through to the initial public offering in 2013, and will remain as ceo until a replacement is appointed.

Chairman Andrew McEvoy said that while under Ellis' leadership, SeaLink became one of the country's biggest tourism and transport operators.

"He will be leaving the company with great profit growth prospects and balance sheet, a very capable & focused executive

team & strong momentum in the business," McEvoy said.

MEANWHILE the company has posted its full year results, boasting record sales of \$209.4m, up 4% from \$201.4m recorded in the same period last year and positioning itself for a strong earnings year ahead.

The sales spike was reportedly driven by the acquisition of Kingfisher Bay Resort on Fraser Island, new ferry services and growth in core tourism and transport operations across South Australia, south-east Queensland, Townsville and NSW.

The company has also reported that its underlying net profit after tax (NPAT) came in at \$22.1 million for the period, down 7.1% on the previous year.

Marlborough leads

STATISTICS New

Zealand has reported that international visitors arriving into Marlborough's Picton region during the 2017/18 cruise season spent a total of NZ\$18m, an 80% increase on the previous year & four times that of the national average.

A total of 112,191 passengers arrived on board 41 cruise ships over the course of the season, with 44% of visitors arriving from Australia, 20% from the US, and 13% from New Zealand.

For the upcoming 2019/20 season, 43 ships are scheduled to berth in Picton, with the first ship arriving on 03 Oct 2018.



SOMEONE in Maine has been on a mission to steal massive bells, with the Coast Guard busy searching for 10 brass gongs and bells that have been stolen from 10 buoys off the coast of Portland.

Considering the devices are used to make loud sound to help navigate boats in poor weather and weighing 168 kgs per bell, it is really a baffling situation taking its toll.

The Coast Guard told local media that the bells were most likely being sold to nautical novelty stores or scrap stores.

However the most vexing aspect of this story is that this isn't the first time Maine's bells have been snatched.

Regent 2019 brox

REGENT Seven Seas Cruises (RSSC) has launched its 2019 Europe Destination brochure, showcasing more than 190 ports around the region.

To celebrate the release, guests can receive 10% off their deposit for a limited time, with further savings available when combining two or more sailings.

Highlights include Turkish ports such as Istanbul, Ephesus and Bozcaada, overnight stays in cities such as St Petersburg, Jerusalem and Venice, as well as visiting more than 25 UNESCO World Heritage sites.

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Guten Tag to *Endeavor*



THE keel laying ceremony for *Crystal Endeavor* took place yesterday at the MV Werften shipyard in Stralsund Germany. Crystal Yacht Expedition Cruises said the vessel would be the world's largest Polar Class ship, featuring 100 suites, six restaurants, and a full-service spa and salon.

"It is truly a thrill to mark this important milestone for *Crystal Endeavor* and the entire Crystal family, as this yacht will change the way guests can explore the world both adventurously and luxuriously," said Crystal president and chief executive officer Tom Wolber.

Europe's most powerful woman, German Chancellor Angela



Merkel, was also in attendance to mark the moment.

"The keel laying of *Crystal Endeavor* here in my political hometown of Stralsund marks a special moment for me," Chancellor Merkel said.

Bookings for *Crystal Endeavor* opened to the public today.

Pictured: The keel laying group shot & (inset) German Chancellor Angela Merkel and Prime Minister Manuela Schwesig.

Carnival terminal

CARNIVAL Cruise Line has signed a preliminary agreement with the Canaveral Port Authority in Florida to build a new state-of-the-art terminal capable of accommodating its new yet-to-be-named 180,000-tonne ship set to debut in 2020.

"We are very excited about the prospects of homeporting our largest ship at Port Canaveral," said Carnival Cruise Line president Christine Duffy.

"Easily accessible from all over the southeast...Port Canaveral is one of our fastest-growing homeports," she added.

Construction of Carnival's new large-scale ship is scheduled to begin in Nov with an official steel-cutting ceremony at the Meyer-Werft shipyard in Turku, Finland.

#ChooseCruise

AHEAD of #ChooseCruise this Oct, Cruise Lines International Association (CLIA) Australasia has made available a toolkit of marketing material to help agents sell cruises during the campaign.

The toolkit includes social media tiles and postcards, an image gallery, and an online content calendar.

Content is available free for members, **CLICK HERE** to access the files.



CLIA UPDATE

with Joel Katz
MD, CLIA Australasia

Cruise360 2018

NEXT Friday we expect the Australasian cruise community to descend upon the Hyatt Regency Sydney for CLIA's annual Cruise360 conference. This sold out event will see over 550 industry reps come together for an exciting and informative day, with a record number of Kiwi cruise agents joining their Australian counterparts.

In addition to the keynote speakers Cindy D'Aoust, president and ceo of CLIA Global, and Andy Stuart, president & ceo of NCL, agents will also hear from Jordan Borensztajn, a social media strategist providing practical tips on how to build your cruise business.

Delegates attending are encouraged to visit cruise360.org.au and have a look at the full program, and select which breakout sessions they would like to attend: **Generation Cruise** – understand the changing demographic of cruise pax. **Reputation Management** – practical advice on how to address some cruise myths.

Does Size Matter – focussing on the growth of the small ship sector.

Make the Most of Your Partnership – maximise the relationship between agents and cruise lines.

Cruise360 will include its largest ever trade show, & we encourage all delegates to take advantage of the great networking opportunities.



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Cruise Weekly is Australia's leading travel industry cruise publication.

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