



Cruise Weekly today

CRUISE Weekly today features three pages of all the latest cruise industry news, including a photo page from **Oceania Cruises**.

Come to Valhalla

VIKING has revealed how travel advisors can win their place on an exclusive famil for two to France, where they will be able to experience the cruise line's new Seine-class river cruise ships in Europe.

An eight-day Paris & the Heart of Normandy sailing next year is Viking's 'Valhalla prize' for 2023, with the 10 highest-volume agents booking between 01 Jan and 31 Dec this year to earn their place on the voyage.

The successful top-selling travel advisors will receive a complimentary upgrade to a Deluxe Veranda stateroom, Silver Spirits Beverage Package, a \$300 shipboard credit, \$2,000 Viking Air credit to use toward their flights, two complimentary optional shore excursions for them and their travel companion, and a bonus 8,000 Rewards points.

"Our purpose-built ships sail right into the heart of Paris and guests can walk to the Eiffel Tower in just 11 minutes from our exclusive docking location," Managing Director Michelle Black said.

Sommer: people, product, partnerships

INCOMING Norwegian Cruise Line Holdings (NCLH) Chief Executive Officer Harry Sommer has pledged to continue the company's "100% commitment to the trade" across the Norwegian Cruise Line, Oceania Cruises, and Regent Seven Seas Cruises brands.

Speaking earlier this week to trade partners, Sommer (**pictured**) laid out three key pillars of his vision for the business going forward, as he continues the legacy of his mentor, Oceania founder Frank Del Rio Sr.

"The first revolves around people, it's by far the most important thing we have," he said.

NCLH employs about 40,000 team members across the group's 30 ships and shoreside operations "who are super passionate about what they do, and they're what makes the guest experience come to light," Sommer enthused.

"I'm committed to them, they're committed to the guests," he added, saying that in his new role he was keen to developing females and under-represented minorities among the NCLH ranks, who "in the past might have been a little bit neglected".

"The second core principle is around the product," he said.

"We believe across all three of our brands that we deliver the best product within our respective spaces.

"I think you can all agree that



there's nothing within what we call the upper premium market that compares to the Oceania brand...I know there are other players but none of them have hardware like this," Sommer said.

"None of them have service like this, none of them have the food, the destinations, you know the entire package put together [is] what we believe to be quite a good value proposition."

His third pillar is partnerships, with Sommer saying NCLH is "100% committed to the trade".

"We don't do anything to put them second, we put them first, also again, across all three of our brands," Sommer noted.

He confirmed that the new Norwegian Cruise Line policy of paying commission on NCFs was also being trialled among Oceania's top agents (**CW 08 May**) and "we'll find ways to expand that further to all of our trade partners around the world".

"We jointly can reach out to consumers in unique ways to generate demand - and once you get guests to come on board, the product speaks for itself and both you and I have an annuity for life," he concluded.

"Your success is our success."



CRUISE WEEKLY

On Board: Oceania Vista Baristas

Located on Deck 14 with 270-degree views of the sea, Baristas is the place to go for complimentary barista-made coffees. The new bakery section offers freshly baked French and Italian pastries, and small bites are also available - cookies, sandwiches and other light options to go with your espresso or latte. In the evening there is an aperitivo and cocktail menu.

FBI camera probe

AMERICAN authorities are investigating claims that an onboard "video voyeur" hid a wi-fi camera in a public bathroom aboard a cruise ship and allegedly recorded more than 150 passengers.

An FBI affidavit details the charges, which arose after a fellow cruiser spotted the camera and reported it to the ship's security staff.

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Virtuoso agents gather aboard Vista

Thursday 11th May 2023

WITH Oceania Cruises being a key supplier member of Virtuoso, it's no wonder there are so many of the luxury network's travel advisors on board the new ship, which was christened in Malta yesterday.

A special cocktail party was held overnight in *Vista's* Horizons Lounge at the front of the ship, providing an opportunity for Virtuoso to thank them for their support.

Oceania has been a Virtuoso Preferred Supplier since May 2004, with advisors from the group able to offer additional amenities for their clients such as shipboard credits and additional specialty dining benefits.

Some Oceania departures are also part of the Virtuoso Voyages Hosted Program, which offers dedicated onboard hosts, a private welcome reception and exclusive shore excursions.

The event was hosted by Oceania Senior Vice President of Sales Nikki Upshaw who is **pictured** at right with Virtuoso Senior Vice President of Global Operations Michael Londregan, and Virtuoso's US-based Vice President of Cruise Melissa Araya.

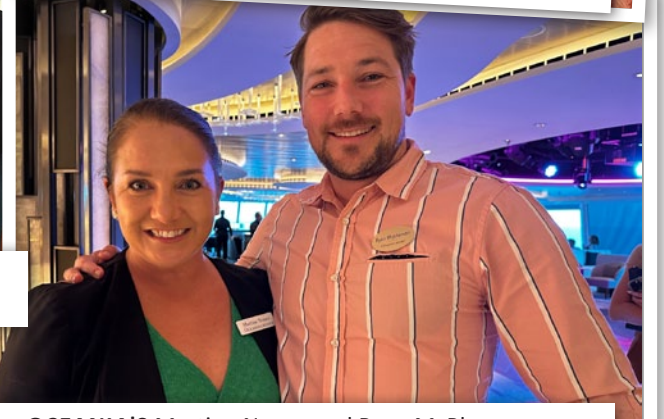
Cruise Weekly popped in too, and grabbed these snaps during the convivialities.



MIKE and Mandy Dwyer from Main Beach Travel with Sally Stockdale from Travel Associates Hampton and Oceania's James Sitters.



LUCY Viera and Maria Theodosatos from Spencer Travel.



OCEANIA'S Martine Nunes and Ryan McPherson.



MURRAY and Robyn Sinfield from Home Travel Company.



LOOKING gorgeous in green are Rachel Kingswell, Travel Associates GM Australia; Kathy Pavlidis, Travel Associates Kew; and Marieke Tucker, Flight Centre Global Head of Operations.

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LANDMARK Travel's Gerd Wilmer, who also represents Hapag-Lloyd Cruises in the local market, couldn't contain his excitement earlier this week when the cruise line announced a new supplement-free policy for solo travellers on a pending departure to Antarctica.

"It gave me great pleasure to write this email to the agent," he told **Cruise Weekly**.

Hi dearest agent, your client will love this. Your booking has changed - on this trip we have retroactively added a special for single travellers.

Of course, as per Hapag-Lloyd policy, your guests will also benefit from this.

The single surcharge has been abolished, total is now \$18,174.50 from client.

This, depending on the exchange rate, is a saving of approximately A\$5,500 to \$6,000 to the client.

"Hapag-Lloyd, the cruise line that values loyal clients," Wilmer enthused, adding "this is how cruise lines should handle last-minute discounts".

NCL loves teachers

NORWEGIAN Cruise Line (NCL) is giving 20 outstanding educators from the USA and Canada a seven-day cruise, as part of a new "Giving Joy" initiative in honour of America's Teacher Appreciation Week - see nclgivingjoy.com.

HAL is On Deck for a Cause



York to Hurtigruten

FORMER Albatross Tours National Sales Manager, Stephen York, has taken a new role as National Key Account Manager at Hurtigruten Group after a two-year hiatus outside of the travel industry.

Princess to Port Canaveral

PRINCESS Cruises has announced a new homeport season out of Port Canaveral near Orlando.

The *Caribbean Princess* will operate from the so-called Space Coast from late Nov 2024, offering eastern and western Caribbean sailings ranging from four to 14 days.

Princess CEO John Padgett said key factors in the deployment decision included the vibrant Central Florida community, great pre- and post-cruise experience options and exceptional flight connectivity into Orlando.

HOLLAND America Line's 'On Deck for a Cause' event during its Alaska cruise season will see proceeds go to the state's parks and public lands.

Through Holland America's partnership with Alaska Geographic, guests on the cruise line's ships sailing in the region from May through Sep will be invited to donate USD\$25 to participate in a five-kilometre walk around the vessel.

Trekkers will receive a t-shirt and wrist band, and will enjoy a reception following the walk.

Senior Vice President Guest Experience & Product Development Michael Smith said Holland America is proud to support Alaska Geographic in their mission to make the state's public lands more accessible to everyone.

Nearly half a million participants have joined in more than 8,400 walks aboard Holland America cruises since the inception of On Deck in 2006.

Since last year the program has raised more than \$550,000 for Ukrainian aid (**CW** 01 Feb).



On location aboard **Vista**

Today's issue of **CW** is coming to you courtesy of Oceania Cruises, aboard the brand-new **Vista**.

ARRIVING in Naples amid somewhat inclement weather this morning provided the perfect opportunity for **Vista** passengers to grab a slice of pizza, explore the shops, take a shore excursion to Pompeii or simply continue to enjoy all the facilities on board.

Oceania's brand-new ship is dwarfed by the much-larger *Costa Toscana* which also arrived this morning, and is docked alongside, with a capacity for around 7,800 passengers and crew.

After **Vista's** day in port, an overnight cruise will see the ship arrive in Sardinia, the second-largest island in the Mediterranean, for a day of exploration and experiences.

Atlas addition

ATLAS Ocean Voyages has announced its third vessel *World Voyager* will join the fleet 12 months earlier than previously planned.

The new vessel is being transferred from sister brand Nicko Cruises in time for the 2023/24 Antarctic season, giving Atlas Ocean Voyages four identical 198-passenger vessels along with plans for the newbuild *World Seeker* to join in late 2024.