



cruiseweekly.com.au cruiseweekly.co.nz

Thursday 24th Oct 2024

Cruise Weekly today

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

More Viking ships

FINCANTIERI and Viking have signed a contact for two new ships, to be delivered in 2030, as well as an option for four additional vessels, which would be delivered in 2031 and 2032.

The new vessels will be built according to the latest environmental and navigational regulations, and will be equipped with advanced safety systems.

They will be capable of utilising eco-friendly fuels, and of sustainable zero-emission power generation systems.

The new ships will accommodate 998 passengers - the standard size of Viking's ocean vessels.

RSSC launches trade marketing solution

REGENT Seven Seas Cruises (RSSC) has launched Regent Connect, a new sales and marketing solution for advisors to connect with their clients.

The new Regent Connect will personalise the sales journey to engage and convert luxury travellers, as the latest part of RSSC's travel partner program, Regent Elevate (CW 08 Feb).

The end-to-end content cobranding solution is geared to supercharge the marketing and sales efforts of advisors, and is complimentary to use.

The program contains instantly co-branded marketing landing pages sharing RSSC 'content experiences' which advisors can use to inspire when connecting with travellers.

There is also a dynamically cobranded RSSC website to drive client conversion.

Travellers clicking through to



the co-branded RSSC website receive real-time access to cruise availability, pricing, as well as calls to action that drive leads directly to the advisor.

All travel agents require to use Regent Connect is their e-mail address, with the solution powered by technology from Approach Guides.

"We are thrilled to expand the opportunities in the market with Regent Connect," Vice President Sales and General Manager Asia Pacific Lisa Pile said.

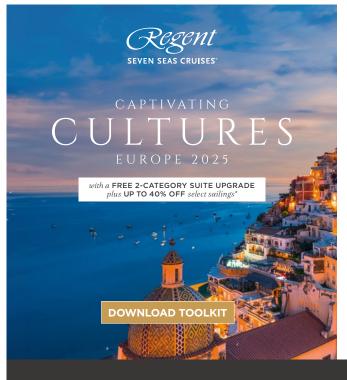
"Regent is renowned for unparalleled, heartfelt hospitality, and Regent Connect is designed to help travel advisors grow their business by offering a simple,

free co-branding solution that enhances client engagement and drives revenue."

Samantha Deadman, RSSC Senior Marketing Manager Trade Events & Loyalty, added: "as we look to grow ahead of the launch of Seven Seas Prestige, the newest addition to 'The World's Most Luxurious Fleet', this oneclick solution will support our valued travel partners in growing their sales.

"Regent Connect aligns outbound marketing with conversion directly on their own co-branded website in just a few clicks, without sacrificing their own identity and brand when engaging with luxury clientele."

Travel advisors can head to inspires.to/regent to get started, and can watch a short, ondemand webinar HERE, hosted by Deadman and Approach Guides founder Jennifer Raezer. MS





FADO & FUN IN LISBON

ROME (CIVITAVECCHIA) - TO -LISBON

Seven Seas Splendor®

DEPARTS 31 MAY 2025	DURATION 14 NIGHTS	UP TO 112 EXCURSIONS

ALL-INCLUSIVE CRUISE FARE

SUITE CATEGORY	WAS	NOW
FARES from	AU\$17,470 pp	AU\$13,616pp



MAGIC IN THE MEDITERRANEAN

BARCELONA - TO -ISTANBUL.

Seven Seas Mariner®

DEPARTS	DURATION	UP TO
1 OCT	12	104
2025	NIGHTS	EXCURSIONS

ALL-INCLUSIVE CRUISE FARE

SUITE CATEGORY	WAS	NOW
FARES from	AU\$15,530 pp	AU\$11,085pp

FOR MORE INFORMATION SCAN THE QR CODE CALL 1300 455 200 | VISIT RSSC.COM/CAPTIVATING-CULTURES





Thursday 24th Oct 2024



RCG apologises

ROYAL Caribbean Group (RCG) has apologised to Juneau for blindsiding the city with its announcement of a new port earlier this week (CW 21 Oct).

Juneau officials told Alaska Public Media they are still "extremely unhappy" with RCG, after it linked with Goldbelt on a new cruise port at Douglas Island, which is set to open in three years' time.

Mayor Beth Weldon said she wanted an apology for what she believes was a poorly timed announcement, coming just a day after Juneau voters rejected a proposition which would have banned all large cruise ships on a Sat.

"We're very displeased with what their actions have been thus far, and they have to prove to the community that what they're trying to do is best for the community, because at this point, we don't see any benefit to the community," Weldon said.

RCG said the project will help downtown congestion.

Tauck adds two

TAUCK has announced the expansion of its river fleet with two new ships for 2026.

The pair of custom-designed vessels will launch on the Seine and Rhone, with spacious accommodation, elegant design, and a guest capacity limited to just 130.

Tauck is also introducing new 16.7m² Category One cabins, featuring expanded bathrooms and no single supplement.

The expansion will also see Tauck debut a new 11-day itinerary in 2026, 'Bordeaux, Paris & The Seine', which will cruise aboard the new ships.

This journey will include three nights in Bordeaux, complete with guided tours, private tastings, and more.

TA wraps up cruise events



TRAVEL Associates (TA) has wrapped up its month-long series of luxury cruise events, introducing thousands to the brand and to cruising.

More than 2,300 guests attended the program (CW 26 Sep) - around 80% of which were new to cruise.

The program began in Sydney, and was followed by the Gold Coast, Adelaide and Melbourne.

The events also went to Auckland, with General Manager Rachel Kingswell saying the program has proven to be a success in reaching both new and existing customers in one hit.

"Cruising is the fastest growing segment globally, where 27% of customers over the past two years have been new to cruise, so we wanted to reach these customers in an interactive way that would showcase the breadth of luxury cruising," she said.

"Between the immersive supplier showcases to guests being able to plan their cruise with advisors in the gated booking lounge with a canape and a glass of champagne in hand, we were really able to bring luxury cruising to life.

"We were particularly pleased to see that 74% of those through the doors were new customers for Travel Associates as luxury

cruise intenders rely on our expertise and deep industry knowledge," Kingswell added.

These are not the first events Travel Associates has hosted, however they are by far the biggest, the TA head said.

"Each advisor took away approximately five to 10 bookings and there was a significant number of guests going on to book their first Travel Associates holiday," she added.

"We're confident that the new clients we've welcomed will be clients for life."

Regent Seven Seas General Manager Lisa Pile, whose brand was a platinum partner, said the events were the perfect opportunity to introduce their products to new clients.

"We were delighted to partner with Travel Associates on their first luxury cruise event series - there's no other luxury travel retailer doing anything like this.

"It gave us an invaluable opportunity to introduce Regent to guests and connect face-toface with clients who were ready to book."

Travel Associates kicked off its cruise season in Sydney in Aug, with a takeover of the Overseas Passenger Terminal by the brand's signature purple gem at Circular Quay (CW 22 Aug). MS

Back to the Future

ROYAL Caribbean is set to jump into its Delorean, as hit Broadway musical Back to the Future prepares to debut on Star of the Seas.

The stage adaptation of the cult '80s movie takes audiences back to 1955 with Doc Brown, Marty McFly and all the film's classic characters.

The production features the original creative team behind the music, including screenwriter and co-creator of the film, Bob Gale, and musical director and choreographer John Rolando and Chris Bailey.

Star of the Seas is in the final stages of outfitting and will set sail from Port Canaveral near Orlando from Aug 2025.





Thursday 24th Oct 2024



Discover our River Cruise Special Report

Click here



IF YOU spend so much time doing something, your body can get very used to it.

Take Mario Salcedo for example, affectionately known as 'Super Mario', who has spent most of the past 20 years living on Royal Caribbean cruise ships after quitting his job in 1997 and deciding to move to sea at the age of 47.

Salcedo, who spends upwards of US\$70,000 per year to do so, only takes a 15-day break offship each year, but also spent 15 months away during the pandemic when most cruise ships were out of action.

Since 2000, he has spent most of his time on board Voyager of the Seas but has also sailed on other ships, primarily on those cruising around the Caribbean.

After more than 20 years at sea, Salcedo says he finds life on dry land harder than at sea.

So much so, that Salcedo told Conde Nast Traveller that because of his permanent "sea legs", he can't walk in a straight line and often finds himself swaying from side to side.

Eclipse Europe & Med '25



SCENIC Luxury Cruises & Tours has unveiled its European & Mediterranean itineraries for next year aboard Scenic Eclipse.

The vovages will explore the hidden gems and rich cultures of Italy, France, Spain, and Portugal, as well as Norway and Denmark.

A highlight of Scenic's 2025 collection is the 'Mediterranean Escapade: Spain & the French Riviera' cruise, an eightday journey through the Mediterranean, inviting guests to discover the Costa Brava, the Cote Vermille, and St Tropez.

Those seeking a more expansive itinerary can join Scenic 14-day 'Norway to Portugal: The History & Traditions of Europe' cruise.

The itinerary cruises from Norway through Denmark, along the coast of Germany and the

Netherlands, before venturing south to France, the Channel Islands, and Spain, and ending in Lisbon.

Other highlights include helicopter flightseeing excursions, and deep dives in Eclipse's customised submerisible.

There are also a number of 'Scenic Enrich' events, including private access and

immersive experiences across iconic locations, such as private classical concerts by the Harpsody Orchestra in the historic halls of the Oceanographic Museum of Monaco, to a night at the theatre taking in the authentic flamenco ballet production Carmen.

"We are excited to share our new 2025 collection of unforgettable Scenic Eclipse voyages, offering exclusive access to remarkable and hard-to-reach locations across Europe and the Mediterranean," General Manager, Sales and Marketing APAC Anthony Laver said.

"By handcrafting each guest's journey through personalised Scenic Freechoice and Scenic Enrich experiences, we create unforgettable memories in extraordinary settings." MS

Cruising to Gdansk

PORT of Gdansk in Poland says it will build a cruise terminal in the next decade.





DELIGHTFUL DANUBE & PRAGUE

11 NIGHT CRUISE & STAY FROM \$7,699 PER PERSON*

> **SAVE UP TO \$1,600** PER COUPLE*





CRUISE

cruiseweekly.com.au cruiseweekly.co.nz

Cruise Weekly is part of the Business Publishing Group family of

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

EDITORIAL

Editor - Myles Stedman Deputy Editor - Matt Lennon Journalists - Adam Bishop, Janie Medbury Editor-at-large - Bruce Piper

Publisher - Damian Francis Associate Publisher - Jo-Anne Hui-Miller info@cruiseweekly.com.au

ADVERTISING & MARKETING Head of Sales & Marketing - Sean Harrigan Advertising - Laura Aghajanian &

advertising@cruiseweekly.com.au

HEAD OF OPERATIONS & CONTRIBUTING EDITOR Anna Piper

ACCOUNTS

accounts@traveldailv.com.au

Suite 1 Level 2 64 Talayera Rd Macquarie Park NSW 2113 Australia PO Box 1010 Epping NSW 1710 Australia Tel: (AU) +61 2 8007 6760 or (NZ) 0800 799 220 Tel: (Int'l) 1300 799 220



Cruise Weekly is a publication of Cruise Weekly Pty Ltd ABN 73 123 041 485. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of the newsletter no liability can be accepted for errors or omissions. Information is published in good faith to stimulate independent investigation of the matters canvassed. Responsibility for editorial commission is taken by Damian Francis.