



Carnival bookings down fleetwide

Carnival Corp's non-Costa booking volumes have declined "in the mid-teens" since the *Concordia* accident.

THE world's largest cruise company has cut its first quarter earnings guidance and expects the Q1 financial impact of the *Costa Concordia* grounding to top US\$70m, plus US\$46m for fuel.

For the full year, the loss of use of the ship, insurance deductibles and one-time costs are estimated at US\$155m-\$175m, with an extra US\$230m for fuel.

In a regulatory filing this week, Carnival said that bookings for its nine other brands (excluding Costa) fell "in the mid-teens" percentage-wise, in the 12 days after the *Concordia* capsized, compared with the same period a year ago.

The company did not give guidance on Costa volumes due to the extensive re-booking activity since the accident, but said it expects a "significant" drop.

The company also anticipates further financial impacts, such as lower net yields, that are not yet possible to determine.

A revised 2012 earnings guidance, including these financial impacts, will be released in Mar.

Carnival reduced its Q1 earnings guidance by 15 cents per share, to a loss in the range of five cents to nine cents per share, and cut 48 cents to 51 cents off its 2012 EPS, for a new range of US\$2.04-\$2.37.

These new estimates cover *Costa Concordia* being out of service, one-time accident costs, higher fuel prices and a small boost from

foreign currency.

However, Carnival management does not believe the financial losses will last long.

"Despite these recent trends, we believe the incident will not have a significant long-term impact on our business," the company stated in the filing.

Carnival has extensive insurance coverage and also self-insures for loss of use, which it expects will dent its 2012 net income by more than US\$85m, and it also expects to pay higher premiums for some insurance policies in the future.

A damage assessment review is currently underway to determine whether the *Concordia* can be repaired.

Hanseatic heads to Russia

HAPAG-Lloyd Cruises' five-star expeditions ship *MS Hanseatic* is set to offer its first voyages in Russia's Far East.

Departing Otaru, Japan on 13 Jun 2012, the ship will sail through the Sea of Okhotsk and conclude in Petropavlovsk, Kamchatka.

The 17-day expedition voyage visits many remote islands, and the on-board Zodiacs will take clients ashore to observe wildlife such as stellar sea lions, songbirds, seals and sea otters.

Highlights include the largely uninhabited Kamchatka Peninsula, the Kuril Islands, the Valley of Geysers, hot springs and active volcanoes.

Fares starts at USD\$10,832 per person, based on double occupancy for an outside cabin.

For details, see www.hl-cruises.com or contact Landmark Travel on 1300 136 846.

TODAY'S ISSUE OF CW

Today's trade issue of *Cruise Weekly* features four pages of news and photos.

Masters will cruise on QM2

THE International Cruise Council Australasia has announced it will host its 2012 Masters event onboard *QM2* as she sails from Southampton to New York from 14-21 Oct this year.

The event is priced at \$1,795pp and for more info see the ICCA column on p2, or visit the ICCA website at www.cruising.org.au.

Russia cruises combined

RUSSIAN Travel Centre is celebrating its 25th birthday with the release of a river cruise brochure containing full details of three, four and five-star vessels.

The company believes it is "an Australian first" to include the full range of Russian cruising in the one publication.

"With a total of nine ships, we are offering travellers a full range of standards from comfortable tourist class cabins to five-star junior suites and suites," said Michael Tonkin, national sales and marketing manager.

The brochure features a new design with large photos and the most comprehensive ship information yet seen in Australia – detailed deck plans, cabin plans and cabin photos showing all standards.

"No longer are travellers and agents in the dark about what they are booking in Russian river cruising," Tonkin said.

"This brochure sets a new benchmark for cruise publications," he added.

The brochure can be viewed at www.eetbtravel.com or copies are available from TIFS.

The Cruising Specialists

Experienced Travel Consultants - Hampton

Cruiseabout has an amazing opportunity for hard-working, fun-loving and team-oriented Experienced Travel Consultants - Cruise Specialists to join their vibrant team in Hampton.

Contribute significantly to the growth of an organisation that is truly going places, in the fastest growing tourism sector! With a focus on developing a cohesive team culture, there is plenty of room for career progression for those go-getters who are hungry for success.

Enjoy a competitive package, as well as fantastic awards and recognition!

<http://applynow.com.au/jobF148655>

Are you in the running to **WIN a Gold Bar*?**



*Click here for more details

P&O ACADEMY

PRINCESS ACADEMY

CRUISE

WEEKLY

Thursday 02 February 2012



Italian Discovery 14 night fly/tour/cruise package

DEPARTS AUSTRALIA 29 APRIL 2012. Fly to Rome with Emirates and enjoy **5 nights of pre cruise accommodation** in **Rome & Sorrento**, plus day tours with professional tour guides. **MSC Orchestra** awaits, with a gorgeous 7 night Mediterranean cruise. Soak up the **culture, beauty and history of Italy** with MSC Cruises!

from only
\$4976pp*



Visit our website at www.msccruises.com.au or call 1300 028 502

*Conditions apply.



ICCA UPDATE

ICCA General Manager,
Brett Jardine

Masters Conference 2012

The ICCA Masters Conference is an opportunity for travel agents to advance their sales and marketing skills (all referenced back to the cruise industry) in a conference environment whilst cruising on board an ICCA Cruise Line Member vessel.

For the last 13 years the conference has been facilitated by USA based Scott Koepf and with the 2012 event now released I thought it worth sharing some testimonials from our recent 2011 conference.

Esther Fraser: Mary Rossi Travel
"Best course I have attended in 31 years of travel".

Matt Halloran: Travelmanagers
"Loved everything about it, Scott's seminars are second to none".

Jenny Fulton: RACT Travelworld
"Great conference, I would certainly recommend to any consultant to attend and learn".

Rosemary Thomas: HWT Niddrie
"Exceeded my expectations, I can't wait to go back to the office and start work".

Eeha Foong: Jetset Kardinya
"Masters answered my question of what do cruise experts have that I didn't, thank you!"

It is worth noting that topics covered at our Masters Conference are not just aimed at owners and managers.

Something that can't be 'taught' but can be 'caught' at Masters is enthusiasm - if you have the right attitude, ICCA Masters will benefit your career regardless of your role within the cruise industry.

Register now for 2012 on board *QM2*.

Go to www.cruising.org.au and click on the Masters Conference icon.



Avalon gets set to reveal its Artistry

A fourth Suite Ship, *Avalon Artistry II*, will join Avalon Waterways fleet next year, opening up more opportunities for Aussies to explore the historic Rhine River.

SPEAKING to Cruise Weekly, Avalon Waterways' marketing manager, Christian Schweitzer, said that launch of *Avalon Artistry II* was in direct response to the massive success of the company's first Suite Ship, *Avalon Panorama* which was launched last May and enjoyed a sell out debut season.

"The market response has shown clearly that travellers want larger cabin space and enjoy the open-air balcony concept of our Suite Ships," said Schweitzer.

"Avalon's sales are currently 42% up on this time last year, which was itself an excellent year.

"We attribute much of this success to the Suite Ship concept," he added.

Avalon Artistry II will launch in Apr next year, and will offer 30 percent more space than its average competitor, with 64 suites, each with wall-to-wall panoramic windows designed to turn the cabins into open air balconies, spread across two decks.

The overall look of *Artistry II* is based on the *Avalon Panorama*, however it will be slightly smaller like *Avalon Visionary* (launching in May), meaning that in 2013 Avalon will have two 83-cabin Suite Ships (*Panorama* and *Vista*- which is also launching in May) and two 64-cabin Suite Ships (*Visionary* and *Artistry II*).

From Apr 2013 *Artistry II* is scheduled to operate Avalon's popular eight-day *Romantic Rhine* itinerary between Amsterdam and Zürich, whilst her sisterships *Panorama*, *Vista*

and *Visionary* will offer other itineraries on the Rhine, Moselle, Main and Danube.

"Together the four Suite Ships give Avalon the flexibility to offer a greater range of itineraries, with varying durations, on all four rivers," Schweitzer said.

Coinciding with the announcement, Avalon has released a 2013 Preview Brochure featuring more than 20 different cruise itineraries on the Rhine, Danube, Main, Moselle, Rhône and Seine rivers, as well as a selection of Christmas cruises and exotic itineraries along the Nile, Yangtze and Mekong Rivers and around the ecological powerhouse of the Galapagos Islands.

The Preview Brochure is the first offered exclusively online as an e-brochure, enabling readers to browse, search, share and print itineraries as required.

Other highlights of the brochure include savings of up to \$1,000 per couple on a selection of over a dozen 2013 Europe cruise itineraries, as well as savings of up to \$500 per couple off a selection of other 2013 European cruises.

To view the brochure **CLICK HERE**.



inPlace
RECRUITMENT

Call 02 9278 5100

Cruise into your next role!

Are you a passionate cruise enthusiast with the drive to provide first class service?

- ▶ High end product with up-market clientele
- ▶ Sell cruise pkgs & escorted group cruise tours
- ▶ Must have strong international cruise exp.
- ▶ Inner West Sydney, Salary neg.

Call Sandra for more details

[email: sandra@inplacerecruitment.com.au](mailto:sandra@inplacerecruitment.com.au)

cruiseabout™ The Cruising Specialists

Cruising Specialists - Rose Bay, Mosman & Lane Cove

Cruiseabout has amazing opportunities for hard-working, fun-loving and team-oriented Cruise Specialists to join their vibrant teams in Rose Bay, Mosman & Lane Cove.

Contribute significantly to the growth of an organisation that is truly going places, in the fastest growing tourism sector! With a focus on developing a cohesive team culture, there is plenty of room for career progression for those go-getters who are hungry for success.

Enjoy a competitive package, as well as fantastic awards and recognition!

<http://applynow.com.au/jobF146279>

APT's 2013 voyages at 2012 cost

APT'S new Europe River Cruising Preview Brochure features 2013 cruises at 2012 prices (CW Tue), for bookings made before 30 Apr 2012.

Hawaiian cruise credit

AMERICAN Safari Cruises is offering a \$200 travel credit for new reservations made for select Hawaiian cruises between Feb and May.

Ecrusing charters Kenyan jet for African adventure



ECRUSING.travel continues to add the ultimate in luxury to its tours, with its most recent charter of a jet for its African safari and cruise package.

Although the third time that Brett Dudley's agency has chartered a jet, it was the first time that an Australian company has done business with Kenyan Airways and also the first time in four years that the airline has flown directly from Nairobi to Cape Town.

Peter McKeon, country manager Australia for Kenyan Airways and Delta Air Lines, flew to Nairobi last week to give Dudley the keys to the new 737-800.

Around 100 people joined the charter, enjoying an itinerary which included three nights in Dubai, one night in Nairobi, five nights in Kenya's spectacular Masai Mara and three nights in Cape Town, prior to joining QM2 to cruise back to Australia.

"The service and food on board were as good as any flight I've been on," Dudley said.

"Our clients totally enjoyed it, especially the fly-over of Mt Kilimanjaro – we were that close you could have touched it."

Pictured above (from left) is Captain George Mully, with Peter McKeon, country manager Australia for Kenyan Airways and Brett Dudley.



P O R T H O L E

CHECK your books before departure.

A cautionary story for anyone who buys second hand books to check them before you take them on holidays surfaced this week, after a US college student, Sophia Stockton, found a bag of cocaine inside her text book following its delivery to her home.

Stockton ordered her 'Understanding Terrorism: Challenges, Perspectives, and Issues' textbook from the online book giant Amazon, and upon discovering a bag of white powder inside took it to the police, fearing the powder was anthrax.

"I told them white powder was in my terrorism textbook and so I put it on the table and they're like, 'oh, okay,' and so they went back and tested it," she said.

"An officer came back and says, 'you didn't happen to order some cocaine with your textbook?'"





VIKING
RIVER CRUISES
*Exploring the World in Comfort**



SUMMER DOLLAR SAVINGS
SAVE UP TO \$3,000 PER COUPLE

<p>12-day Imperial Jewels of China SHANGHAI TO BEIJING From \$3,599* per person</p>	<p>16-day Roof of the World BEIJING TO TIBET TO SHANGHAI From \$5,699* per person</p>	<p>17-day China's Cultural Delights BEIJING TO SHANGHAI From \$4,799* per person</p>
---	---	--

Call 1800 829 138 or visit www.vikingrivercruises.com.au

*Conditions: Prices listed in Australian dollars, per person, double occupancy. Offer valid only on new bookings for 2012 sailings; made between 17 Dec 11 and 18 Mar 12. Must book and pay in full by 18 March 12 and quote A10 at time of booking. Prices included the current booking discount. Price is based on: **Imperial Jewels of China** 14, 21, 24 Jun, Cat E; **Roof of the World** 10, 11 Jun, Cat E; **China's Cultural Delights** 3 Aug, Cat E. Viking River Cruises reserves the right to correct or revise pricing or dates throughout the season. Conditions apply, visit www.vikingrivercruises.com.au for details.



Athena drops into Sydney to dazzle guests once again



CLASSIC International Cruises' 580 guest cruise ship, *Athena*, returned to Sydney for the first time in seven years yesterday during its one off Round Trip voyage from Adelaide to Eden, Sydney and Melbourne.

The popular ship is in the midst of its most successful season in Australia, with CIC md for Australia, Grant Hunter telling guests at a lunch held onboard yesterday that repeat cruise passengers were "extremely high".

"Business is up 7% and repeat passengers are up 52% on long cruises and 30% on short cruises," he said.

Athena will spend 191 days in Australia this season a big jump from the 98 days she sailed in her first season in 2008, and according to Hunter, by the end of this year she will have carried a cumulative total of around 86,000 guests in the region since her debut season.

Pictured above at yesterday's lunch is: Nuraini Rifai and Suzanne Silva, Creative Cruising; Chrissy James, Dean Sinclair and Marita Lam, Cruise Co and Jan Harrington, FC Head Office.

And the finalists are....

AGENTS across Australia can stop holding their breath, as the ICCA has announced the finalists for its prestigious 2011 Cruise Industry Awards.

"This year's Cruise Council Awards are the biggest yet and we are looking forward to celebrating the finalists and the winners on the night," said Council gm Brett Jardine, who added that the finalist spots were hotly contended across a strong field of candidates.

The finalists are:

Cruise Agency of the Year, Australia - Bicton Travel, Bicton, WA; Cruiseabout, Turrumurra, NSW; Our Vacation Centre, Helensvale, QLD; Ozcruising, Philip, ACT and Phil Hoffmann Travel, Glenelg, SA.

Cruise Agency of the Year, NZ- Cruiseabout, Ponsonby; Cruise Republic, Auckland; iCruise, Auckland; United Travel, Tower Junction, Christchurch; and Lets Cruise, Auckland.

Cruise Consultant of the Year, Australia - Mario Cufone, Phil Hoffmann Travel, Glenelg SA; Madonna Dwyer, Travelworld, Helensvale QLD; Roland Kautzky, Cruiseabout, Port Melbourne, VIC; Phil Smethurst, Bicton Travel, WA and Robert Watson, Cruiseabout, Turrumurra, NSW.

Cruise Consultant of the Year, NZ - Kate Flynn, HWT Timaru; Sue Grigg, Cruiseabout, Ponsonby; Vanessa Platt, iCruise, Auckland; Mark Smith, Lets Cruise, Auckland; and Sandra Toland, United Travel, Tower Junction.

Rising Star, Australia - Jamii-Lee Alpen, Ozcruising, Phillip, ACT; Melanie Birch-Inwood, Travelworld, Newcastle, NSW; Maria Hobbs, Just Cruises, Brisbane; and Gary McCabe, Ozcruising, Phillip, ACT.

Rising Star, NZ - Helen Mahoney, Lets Cruise, Auckland; Adem Ozkan, Mondo Travel, Orewa; and Debbie Shaw, World Travellers, Warkworth.

Agency Promotion of the Year, Australia - Bayview Travel, Brighton, VIC; Cruisescene, North Ryde, NSW; and Just Cruises, Brisbane.

Agency Promotion of the Year, NZ - Manly United Travel; Travelsmart Nelson; and United Travel Hamilton.

Network Promotion of the Year, Australasia - Cruiseabout (Australia); Escape Travel (Australia); and Mondo Travel (New Zealand).

RCL's cruising for excellence

RCL Cruises is giving agents the chance to win themselves one of three ultimate cruise prizes simply by completing all three training modules in its e-learning program 'Cruising for Excellence', and in the process earning themselves an 'Admiral' title.

The Cruising for Excellence online 3D e-learning program allows agents to explore and learn about the key selling points of the ships in the three Royal Caribbean Cruise brands: Royal Caribbean International, Celebrity Cruises and Azamara Club Cruises, as if they were themselves onboard.

Completion of each module will earn agents a Captain title for that particular cruise line, and when all three Captaincies are bestowed, the participant becomes an Admiral.

To be in the running for the current cruise prizes, agents must become Admirals by 12 Mar 2012.

Prizes up for grabs include a cruise for two on Royal Caribbean International, a cruise for two with Celebrity Cruises and a voyage for two with Azamara Club Cruises

To register and complete the modules, see www.cruisingforexcellence.com.au.

Win a cruise with Uniworld

AGENTS who make a Uniworld booking between 01-29 Feb will go into the draw to win a spot on an amazing eight-day famil to Germany, Austria and Hungary departing Budapest on 22 Apr onboard the *River Beatrice* along the Danube.

See www.uniworldcruises.com.au.

Mellor to head up NZ sales

ANN Mellor has been appointed to head up MSC Cruises' New Zealand sales team.

No stranger to the company, Mellor worked for MSC half a decade ago, and has spent the past five years working for "another travel company in Auckland".

Discussing Mellor's return to the family fold, Lynne Clarke, managing director of MSC Cruises Australia and New Zealand said "Ann's wealth of knowledge would be "valuable to our continued expansion within the market."

"An additional benefit is Ann's knowledge of our company and our ships as well as her ability to sell to the whole market encompassing both FIT and group business," she added.

Cruise Weekly is Australia's favourite online cruising publication. In production since 2007, **Cruise Weekly** is published each Tuesday, with a further travel industry update each Thursday.

Cruise Weekly is free and is sent to subscribers via email as an Adobe Acrobat PDF document.

Sign up for a free subscription at www.cruiseweekly.com.au.

PO Box 428, West Ryde, NSW 1685

Phone: 1300 799 220 Fax: 1300 799 221

Publisher/Managing Editor: Bruce Piper
Editor: Louise Goldsbury

Assistant Editor: Amanda Collins

Contributors: Roderick Eime, Chantel Long and Guy Dundas

Email: info@cruiseweekly.com.au

Cruise Weekly is part of the **CRUISE** **WEEKLY** **Travel Daily Group:**

Advertising and Marketing: Lisa Martin and Magda Herdzik

Email: advertising@cruiseweekly.com.au

Business Manager: Jenny Piper

Email: accounts@traveldaily.com.au



Cruise Weekly is a publication of **Cruise Weekly** Pty Ltd. All content fully protected by copyright. Please obtain written permission to reproduce any material. While every care has been taken in the preparation of **Cruise Weekly** 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 comment is taken by Bruce Piper.