

CRUISE

WEEKLY

PLAN A CRUISE
MONTH

Cruise Month

Thursday 27 Oct 2016

Cruise Weekly today

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

RCL Espresso rollout

ROYAL Caribbean Cruises in the US is rolling out the next phase of its global agent reservation system, Espresso.

New functions will allow American agents to create and book headquarter group space, simplify groups management and add a group amenity points redemption feature.

The phase will be implemented locally soon.

Whitsundays boost

TOURISM Whitsundays says the region expects a 70% growth in cruise passenger arrivals over the coming cruise season, on the back of 50,000 arrivals on 43 ships last financial year.

Eclipse lures new market

SCENIC'S reputation for developing high-end products has been brought to the fore again, with its biggest single investment in 30 years luring a new clientele to the Australian travel company.

Still a month out from cutting steel on its maiden ocean cruise liner, *Scenic Eclipse*, sales for the 'World's First Discovery Yacht' are "exceeding" targets, says Scenic's acting executive general manager Aleisha Fittler.

What the luxury travel company wasn't expecting was for *Eclipse* to open up a new and 10 year younger demographic of first-time traveller - the soft adventurer - in the 45-55 age bracket.

Speaking exclusively with **CW** at Scenic's 30th anniversary trade celebration in Sydney last night, Fittler revealed *Eclipse's* polar itineraries in particular, have proven to be very popular.

"Probably the biggest surprise

is how well the Arctic is selling, especially so far out, because the Arctic sailings don't begin until 2019. The pick-up has been amazing," Fittler commented.

Bookings on *Scenic Eclipse* have been spread across all markets, however Aussies - who have a greater tendency to book very early - led the charge to snap-up preview pricing earlier this year.

She also confirmed to **Cruise Weekly** that *Scenic Eclipse* has already undergone a number of "enhancements" since the preview program, including increasing the vessel's size.

Originally planned to be 165m in length and 16,500-tonnes, *Eclipse* has been bulked up to 168m and 17,000-tonnes for added comfort.

Fittler said some spaces on the ship will now be larger than originally planned, emphasising expectations "will be absolutely exceeded at main launch".

Arnold will be back

PRESIDENT and ceo of Carnival Corporation, Arnold Donald has had his contract extended by one year, until Oct 2017.

The executive's long-term incentives have been modified, replacing "certain detailed compensatory provisions" with long-term incentive awards which "shall be determined by the boards of directors in their discretion".

According to a SEC filing, the contract is now "subject to automatic annual renewals", unless either party provides at least 90 days of written notice.

Wollongong maiden

ON SUN, *Radiance of the Seas* will sail into Port Kembla, NSW marking the first time a passenger vessel will visit the port.

Royal Caribbean has scheduled at least two more visits to the destination for Dec and Jan.

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Get the low down on the best suites sailing from Sydney in the October issue of *travelBulletin*. **CLICK HERE** to read

Disney 2018 opens

DISNEY Cruise Line has opened bookings for its sailings in early 2018, introducing the new destination of Bonaire, a Dutch island off Venezuela's coast.

The new addition is part of a seven-night itinerary that departs San Juan, Puerto Rico on 28 Jan and is followed by three seven-night cruises to the Southern Caribbean in Jan.

The season will see three Disney ships in Port Canaveral, operating three-, four- and seven-night itineraries, while in Miami, *Disney Magic* will sail four- and five-night voyages to the Bahamas, along with five-night Western Caribbean cruises.

For more details, **CLICK HERE**.

And the hero is...

ROYAL Caribbean Int'l has selected Brittany Affolter as *Harmony of the Seas'* godmother.

On 10 Nov, Affolter will break a bottle to officially name the ship.

The cruise line received nearly one thousand applicants for its search to find an educator "who is inspiring South Florida's next generation to dream big, think differently and challenge the status quo".

Affolter works in Teacher Leadership Development for Teach For America Miami-Dade, which supports at-risk and low-income students, along with tutoring children, working to become a mentor for children in foster care and completing her masters in educational leadership. See royalhometownhero.com.

Scenic's first \$2m agency



SCENIC has honoured helloworld Miranda as the first travel agency to book \$2 million worth of its cruises and tours in a single calendar year to date.

The southern Sydney store

notched up a healthy quota of group bookings and repeat travellers, with a major portion going to Scenic's luxury "Discovery Yacht" *Eclipse*, to launch in 2018.

Scenic national sales manager Emma Davie said other agencies were poised to break the \$2 million barrier in the near future.

Pictured at Scenic's 30th birthday celebrations last night are: Emma Davie, Scenic; Kylie Cameron, manager and Gada Selim, owner, helloworld Miranda manager and Scenic gm sales and marketing Michelle Black.

Sherry's sidekick

CARNIVAL Australia's executive chairman Ann Sherry is on the hunt for a part time executive assistant (EA).

The role, three days a week, would involve support beyond traditional diary management and email management.

"As an extension of Ann Sherry's office (and her second brain!), thinking and acting on her behalf, you will be a motivated self-starter with a high level of initiative, resilience and a friendly 'can do' attitude," the EA job advertisement reads.

For more, **CLICK HERE**.

Oceania brochures

A NEW collection of Oceania Cruises brochures are now available for order.

The new releases are The Best of Europe 2017, North America 2017-18, The Exotics 2017-18, and The Tropics 2017-18, which is accompanied by Savor the World.

Chimu expedition

ANTARCTICA operator, Chimu Adventures has launched a new sail and ski expedition for highly skilled skiers.

The 28-day 'Ski Antarctica' will explore the icy continent from skis, kayaks and the deck of the expedition yacht, *Icebird*.

Priced at \$35,205pp, the adventure departs Ushuaia in Argentina on 19 Nov, 2017, visit www.chimuadventures.com.

CRUISE WEEKLY

On location on *Carnival Spirit*

Today's issue of CW is coming to you courtesy of Carnival Australia as we report from the 2016 World's Leading Cruise Lines Summit.

TODAY we are jumping on board *Carnival Spirit* alongside over 200 agents for the three-night 2016 World's Leading Cruise Lines Summit.

Over 200 agents will be updated on Carnival Australia's seven brands, plus Fathom and be informed by panel session on topics including food, entertainment & destinations.

Reps joining the cruise include Carnival vice president Australia & NZ Jennifer Vandekreeke; Princess vp Australia & NZ Stuart Allison; Cunard senior vp Simon Paethorpe and HAL/Seabourn Australia sales manager Tony Archbold.

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Singles cruise to Cuba

US ORGANISER of hosted singles cruises, SinglesCruise.com has teamed up with Fathom to offer the site's first singles immersion cruise to Cuba.

Departing Miami on 25 Jun, 2017, the seven-night itinerary leads in at US\$2,022pp.

See www.singlescruise.com.

CLIA agents master sales at sea



NEARLY 40 Aussie and Kiwi cruise agents honed their sales skills at sea during the CLIA Australasia Masters Conference.

Sailing on *Pacific Eden* for seven nights, the group was involved in on board conference sessions led by US-based travel industry trainer, business coach and motivational speaker Scott Koepf.

The sessions focused on applying advanced sales and marketing techniques to the cruise retail industry.

Between business, participants and their partners explored the vessel and the Papua New Guinea

ports of Alotau, Kitava, Kiriwina, and Conflict Islands.

Consultants who successfully complete post-conference work-based assignments will earn themselves the elite Master Cruise Consultant accreditation.

The agents are **pictured** above.

Paul Gauguin lectures

A COLLECTION of Wildlife Discovery Series lecturers will feature aboard Paul Gauguin Cruises' 2017 voyages, under a partnership with the Wildlife Conservation Society (WCS).

For a full list of speakers involved in the Wildlife Discovery Series, **CLICK HERE**.

Uniworld deal

UNIWORLD is offering a saving of \$5,550pp on its 15-day 'Portrait of Majestic France' itinerary between Paris and Bordeaux when booked and deposited by 04 Nov.

Sailing aboard the *Joie de Vivre* and *River Royale*, the cruise is available from \$6,799pp starting departing 23 Jul, 2017.



THE Cruise Weekly team celebrated 400 years since Dutch explorer Dirk Hartog landed on the west coast of Australia at Shark Bay with a crunch - thanks to Holland America Line.

HAL commemorated the event with a delivery of delicious spiced cookies (**pictured**) to the **CW** office (64 Talavera Rd, Macquarie Park, NSW), noting the cruise line's rich Dutch heritage.



MEANWHILE, Crystal Cruises is enlisting extreme runner Dane Rauschenberg to run a full marathon on board *Crystal Serenity's* 06 Dec Mind, Body & Spirit themed cruise.

He will complete approximately 96 laps around the 360-degree Promenade Deck, becoming the first to run a marathon at sea.

Le Boat France guide

EUROPEAN river and canal boat specialist Le Boat has released a 100-page guide to the Canal du Midi in the south of France.

The guide offers details on food and wine, local markets, historic buildings and events, with town profiles, maps and sections on when to go and how to plan.

Le Boat is offering earlybird deals on 2017 bookings made by 30 Nov, including 12% off 1-4 star boats and 5% off five star boats.



Jill Abel - CEO

ACA Update



ACA's industry input

Our Association is being increasingly called upon to provide critical input to important working groups focused on meeting the needs of the growing cruise industry. In addition to providing updates to state tourism meetings, including access working groups, I was called upon recently to be the guest speaker at the National Tourism Minister's Meeting attended by Minister Steve Ciobo, State and Territory Tourism Ministers & ceos. This gathering gave me the opportunity to provide a perspective on the scope & future of the industry & to highlight the importance of the itinerary & destination experiences for cruise pax.

It also allowed me to encourage the consideration of issues such as:

- Inclusion of cruise passenger numbers in the International and National Visitor Surveys
- Introduction of more user friendly cabotage/taxation regulations
- Greater alignment of state legislations to build consistent operating procedures for cruise lines
- Increased incentives for crew to disembark and add to the economic input of ship visits

I am excited to report that Ports Authority NSW is already increasing its focus on crew visitation and recently added to its successful Discover Balmain/Rozelle program which services arrivals into the White Bay terminal. The authority is currently trialling a free shuttle bus service to Balmain's retail district giving crew the opportunity to explore the local area. Free Wi-Fi is also being provided.

Crew expenditure is an important economic benefit to the industry and it's great to see these efforts being initiated by our members.

Cruise Weekly is Australia's leading travel industry cruise publication. An industry-focused PDF edition of Cruise Weekly is published every Tue and Thu, and there's also a consumer-facing email newsletter published each Wed - sign up free at www.cruiseweekly.com.au.

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