

# Carnival Corp priority for Brisbane terminal

## EXCLUSIVE

**CARNIVAL** Corporation ships will be allocated almost a third of the berthing slots at the new Brisbane cruise terminal (**CW** 26 Oct) under a proposed "take or pay" agreement with the Port of Brisbane Pty Ltd (PBPL) which will help underwrite the project.

Details of the deal have been revealed in a joint application by Carnival and the Port of Brisbane to the Australian Competition and Consumer Commission (ACCC), seeking authorisation for the pact.

"In order to support PBPL's significant investment and ensure that the proposed development is commercially viable, Carnival will be bound by take or pay obligations, providing a guaranteed customer base and revenue stream," the Carnival/PBPL application states.

"In return, PBPL will provide to Carnival certain priority berthing

rights, subject to the common user principles set out in the agreements."

The filing claims that without the pacts the Port would not have the "incentive or ability" to make the necessary investment in the project, while Carnival would not have the incentive to guarantee a sufficient base level of business to make the facility viable.

The companies had sought urgent interim authorisation for the deal, however this afternoon the ACCC announced it did not believe an interim authorisation was necessary.

The ACCC says it will instead make a determination on the authorisation in the first half of 2018, with a draft determination expected in Jan.

The new terminal will be able to accommodate the growing number of large cruise liners that are currently unable to dock at



Brisbane's Portside wharf & have to operate from the Grain Wharf at Fisherman Islands where there are no appropriate passenger and tourism facilities, and only 30 available spots per annum.

Being able to cater to the large ships will provide a significant contribution to the Brisbane economy, the application argues.

It says the development "will result in significant public benefits that will far outweigh any potential lessening of competition" due to the deal.

Carnival brands will be allocated 100 "Foundation Berthing Days"

annually, along with the ability to purchase additional Priority Berthing Days - but the limitation that it cannot be allocated more than four Foundation and Priority Berthing days in a week or 18 berthing days in a month.

The filing said common user principles will "guarantee access to other cruising companies, including during peak season".

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# CRUISE



Thursday 2nd November 2017

## Sherry joins NAB

**CARNIVAL** Australia exec chairman Ann Sherry has been enlisted as a non-executive director of National Australia Bank (NAB), effective 08 Nov.

Prior to joining Carnival Australia in 2007, Sherry spent 12 years with Westpac, where she was ceo Westpac NZ; ceo Bank of Melbourne and group exec, people & performance.

NAB chair Ken Henry said she "brings extensive banking and business skills together with a deep understanding of how to drive the right culture, community engagement & customer focus".

Sherry is also currently a non-executive director for Sydney Airport, the Palladium Group, Infrastructure Victoria, Australian Rugby Union, Tourism & Transport Forum, the Museum of Contemporary Art & Cape York Partnerships.

## P&O NRL incentive

**P&O** Cruises is offering travel agents the chance to be at WA's first ever double-header game in Round 1 of the 2018 NRL Telstra Premiership season under its latest incentive.

Running this month, the incentive will give away 50 tickets to the season opener, along with accom at the Crown Towers Perth, a welcome reception party, return coach transfers from hotel to stadium and a \$1,000 Visa Gift Card to use towards travel expenses.

The game will see the Bulldogs tackle the Storm and the Rabbitohs vs the Warriors.

Prizes will be awarded based on the highest net revenue sold during Nov using a valid Polar Online login and linked to a valid CCN.

Bookings must be made via Polar Online.

For more details, **CLICK HERE**.

## Virgin Voyages' big reveal



**VIRGIN** Voyages announced its first ship will be adults-only and released renders of the vessel (**pictured**) in a flashy keel laying ceremony in Genoa, Italy.

The company said the decision to be 18+ "was driven by feedback from future sailors and travel professionals, who are looking for a more elevated and premium experience, with a few Virgin style surprises".

Virgin Group founder Sir Richard Branson and Virgin Voyages president and ceo Tom McAlpin arrived on stage "in true Virgin style," via a 200ft crane drop.

McAlpin said the ship was "designed to feel more intimate and connected to the sea," with 86% of cabins featuring a sea terrace and 93% an ocean view.

Virgin Voyages revealed its ship's bow will be adorned by a mermaid design inspired by figureheads on historic vessels and designed by London-based artist Toby Tinsley.

The line has also inked a deal with Scanship to explore development of technology which will aim to reduce ocean discharge by turning waste into energy.

The cruise line has three vessels under order with Fincantieri, with the first to arrive in PortMiami in 2020 for her inaugural season sailing to the Caribbean.

Virgin Voyages has opened registration for access to a pre-sale before Virgin Voyages goes on general sale, at the price of a \$500 refundable deposit.

See [www.virginvoyages.com](http://www.virginvoyages.com).



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### Le Laperouse details

PONANT'S local office has celebrated the release of the 2019 Kimberley season voyages, which include deployment of *Le Laperouse*, one of the line's new expedition ships (**CW Tue**).

The vessel will be launched mid-2018 and will be deployed in Australian, Melanesian and New Zealand waters as part of its inaugural season.

It will operate nine 10-night expedition voyages from May-Aug, exploring the Kimberley highlights, including Zodiac trips with the expedition team up rivers and under waterfalls.

"This will provide Australians and New Zealanders with the opportunity to sail on one of the world's newest ships featuring the very latest in maritime technology, safety



and environmental sensitivity," said Monique Ponfoort, vice president Asia Pacific.

"We are all excited by the prospect of settling into the underwater lounge, Blue Eye, with its world-first underwater glass windows, to see what maritime creatures the world reveals," she added.

Prices lead in at \$8,870ppts incl a 30% discount currently available - call 1300 737 178.

### Eclipse shore excursions



SCENIC has unveiled details of the shore excursions which will be offered to *Scenic Eclipse* passengers during the vessel's inaugural season.

A highlight is the opportunity to spend Christmas Day 2018 exploring South Georgia Island, during the 21-day Falkland Islands, South Georgia and Antarctica itinerary.

The excursion will bring guests close to the thousands of king penguins which live on the island.

During the voyage guests will also be able to retrace the steps of explorer Sir Ernest Shackleton, whose first arrival point was the east side of South Georgia Island.

Passengers on the 11-day Ultimate Arctic journey in 2019 will be offered a range of wildlife-

themed excursions where they will search for Svalbard reindeer and polar bears and look for the Arctic terns and skuas.

*Scenic Eclipse* will offer Scenic's Freechoice and exclusive Scenic Enrich excursions, including on the 11-day Discover the British Isles, where guests will be able to enjoy a morning or afternoon tea with local nobility, Lord and Lady Dunleath, at their home.

Freechoice activities available include a gourmet tasting tour in Akureyri with local family businesses and an exploration of the Westman Islands - home to Iceland's largest puffin colony.

Fares on the 11-day Ultimate Arctic, departing Bergen on 26 Jun, start from \$17,745ppts, incl an early payment discount.



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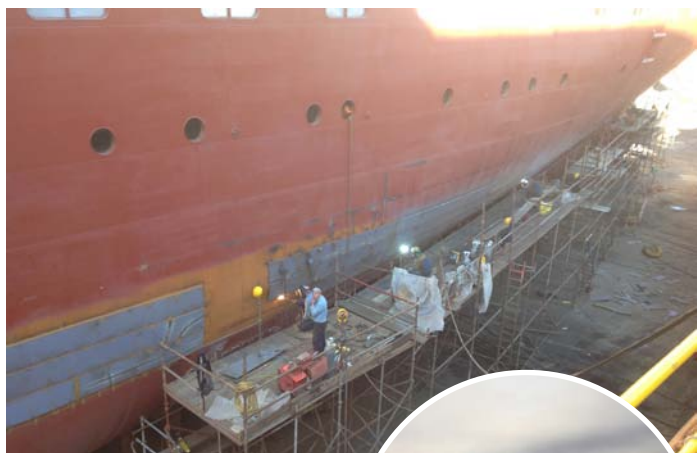


# CRUISE



Thursday 2nd November 2017

## Silver Cloud ice-class reno



**SILVERSEA** Cruises has released a first glimpse at the transformation of *Silver Cloud* to an ice-class vessel.

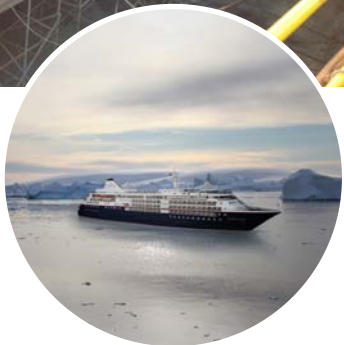
The move will see the ship, which was the first to launch Silversea Cruises' fleet in 1994, join the line's expedition fleet.

*Silver Cloud's* multimillion dollar refurbishment has seen the ship fitted with a strengthened ice-class hull.

"*Silver Cloud's* new hull provides the combined strength and manoeuvrability required to explore polar waters and will allow her to navigate through ice floes and pack," Silversea Cruises md Asia Pacific Amber Wilson said.

"She will also offer new standards in luxury, style and comfort and some of the largest suites available in expedition cruising."

*Cloud* will have a capacity of



200 passengers in polar regions and 254 in non-polar regions.

The vessel was also fitted with new navigational equipment including solar and thermal imaging technology to increase visibility over the ice during navigation and a system to navigate at slow speed to allow for more precise manoeuvring in the presence of ice.

It will offer a polar sea kayak program led by dedicated kayak guides, complimentary fully-escorted shore programs and a fleet of 16 Zodiacs.

More photos on **FACEBOOK**.

## 2017 CRUISE GUIDE

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### Brooklyn terminal

**THE** Brooklyn Cruise Terminal is set to be expanded and modernised thanks to a US\$17.2m cash injection from Ports America & the Brooklyn Borough Administration.

Brooklyn Borough president Eric Adams said the funds "will have a tremendous impact on attracting more ships, revamping operations, and creating maritime jobs."

The expanded terminal will help attract tourism to Red Hook and surrounding suburbs and make way for improved capacity and connectivity.

### Puget Sound cruise

**AMERICAN** Cruise Lines has announced two new Puget Sound itineraries for 2018.

Both cruises operate roundtrip from Seattle and include a five-day Highlights of Puget Sound voyage and the 11-day Grand Puget Sound.

The additions triple the American Cruise Lines offering in the Pacific Northwest region of the USA, and follow the announcement that the company is sending its newest ship, *American Constellation* to Alaska for the 2018 season.

See [americancruiselines.com](http://americancruiselines.com).

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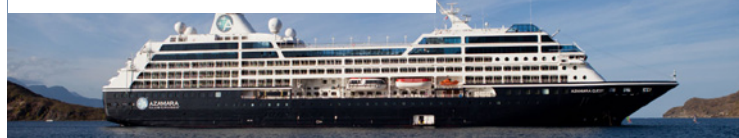
# CRUISE

WEEKLY

Thursday 2nd November 2017

Learn the highlights of the cruise summer season in the November issue of *travelBulletin*.

CLICK to read *travelBulletin*



## FACE-2-FACE: Alice Ager

BDM NSW/ACT Regent Seven Seas Cruises



### 1. What motivates you in your career?

Being challenged and learning new skills. I'm competitive, so winning brings pleasure!

### 2. Most common assumption people make about your job?

The assumptions are usually correct - I am having fun! I love the social aspect of being a bdms & selling something I believe in.

### 3. What is the key to building great relationships with travel agents?

Being true to your word and having personal accountability. If I say I am going to do something, you have my word it will be done.

### 4. Biggest challenge facing the industry?

We seem to have fewer challenges than most but in Sydney it's obviously infrastructure. I also think the environmental footprint of our industry, as with all industries, will become a greater challenge in the future.

### 5. My next cruise will be?

The *Norwegian Jewel* from Sydney cruising over to New Zealand with the family in Jan next year.

### 6. Your best fam trip?

I had an incredible time on

board *Seven Seas Explorer* this year with a fun bunch of travel agents and their partners who I now count as true friends that I will know forever.

### 7. What is your advice for up-and-comers?

Be curious and have some fun at work. Do as much as you can to see the big picture. Sales people spend time with marketing, finance, reservations so the bigger perspective on your business, the more engaged you will be.

### 8. When not at work, how do you spend your time?

We have two sport obsessed boys at home and I am the manager of our cricket team and involved in our local rugby union club. Go the Roos! You will also find me in the kitchen - I love feeding people.

### 9. Celebrity you'd like to cruise with?

I am not a big fan of celebrity culture, but I can't overcome my girl crush on Beyonce.

### 10. Favourite cruise destination?

Anywhere in Asia where there is great food and shopping!

## Costa Venezia coin

**COSTA** Cruises has held the traditional coin ceremony for the 5,260-passenger *Costa Venezia*, which will begin sailing in 2019.

The vessel is the first vista-class ship to be designed and built for China and will offer an on board experience which reflects Venice's food, entertainment, music and art.

Following the completion of *Costa Venezia*, it will sail a world cruise from Italy-China.

## Ama wellness prog

**AMAWATERWAYS** will expand the wellness program tested onboard *AmaLyra* earlier this year to six ships next year.

The offering includes morning stretches, jogging, yoga, cardio/core strengthening, resistance band workouts and circuit training.

It will be available on *AmaCerto*, *AmaPrima*, *AmaSonata*, *AmaDante* and *AmaDolce* in 2018.

## MEL port open

**THE** Port of Melbourne will commence its first set of Port Open Day boat tours from later in the month.

Separate days for Docklands and Williamstown departures are on the program this year with a \$5 charge per passenger in place.

Tours start from 26 Nov.

## CCL appoints

**CARNIVAL** Cruise Line has appointed Richard Pruitt to the position of vice president, environmental operations, effective 20 Nov.

Pruitt will focus on the company's environmental programs & practices.

He most recently founded RMP Sustainability, a company providing consulting services on environmental equipment.

## Brochure spotlight Scenic - Christmas 2018/19

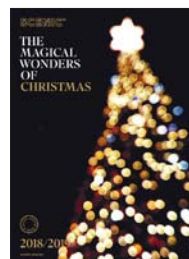
### SCENIC'S

The Magical Wonders of Christmas brochure packs in a range

of cruises and land tours across Scenic's worldwide destinations.

Highlights include the 16-day Christmas Wonderland venturing from Amsterdam to Budapest, where passengers will spend Christmas sailing from Wurzburg to Nuremburg and ring in the New Year in Vienna.

CLICK HERE to view the brochure online.



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## Ponant US boost

**PONANT** has followed the appointment of Edie Rodriguez (**CW** 24 Oct) with an expansion of its US sales force including the addition of Theresa Gatta as vp sales, North America and Ellen McIlvaine as director of business development for Pacific Northwest.

## Norwegian Cruise Line talent call out

**NORWEGIAN** Cruise Line Holdings (NCLH) has put the call out for some home-grown Aussie talent, as it kick starts a series of entertainment auditions in Sydney.

About 60% of the talent will be sourced locally for *Pricilla, Queen of the Desert* which will be appearing on board soon.

Australian performers are also sought for Regent Seven Seas Cruises and Oceania Cruises, working within the company's dedicated division looking after musicals, acrobats, Broadway shows and more.

**Pictured** are: Steve Odell, svp and md Asia Pacific NCLH; Robert Herteinstein, director of Entertainment Production for Norwegian Creative Studios and Ben Angell, vp marketing, NCLH Australia.



**THERE** was plenty of typically Virgin fanfare at the keel laying ceremony of the first Virgin Voyages vessel in Italy this week (see **page 2**).

As well as arriving via a crane, Virgin founder Richard Branson broke out the blowtorch to weld a ceremonial coin into the keel in an event which he described as a "ship-tease".

The puns kept coming, with Branson confirming the vessels would be called "Ladyships" in a nod to the line's British heritage, and in another piece of creative marketing he described what most of us call balconies as "sea terraces".

He also told potential cruisers to leave the kids at home, with the first Virgin Voyages ship designated as adults-only.

Branson appeared to be quite excited about the prospects for the line, despite telling **Cruise Weekly** earlier this year he had "never been interested in going on a cruise ship myself" (**CW** 06 Jul).

## Win an Aurora Expeditions cruise

This week, Aurora Expeditions, is giving readers the chance to win a free trip for 2 onboard a 2018 expedition worth up to **US\$21,200** per person. You can choose from one of the below expeditions:

- 18 day "In Shackleton's Footsteps" 7-24 March 2018 – Weddell Sea, South Georgia & Falklands
- 15 day "Sub-Antarctic Safari" 24 March-7 April 2018 – Falkland Islands & South Georgia

To enter, tell us in 25 words or less why Aurora Expeditions is the perfect choice for your clients wanting an authentic, small ship expedition cruise to the Polar regions. The winner will have the most creative entry. Send your entry to [auroraexpeditions@traveldaily.com.au](mailto:auroraexpeditions@traveldaily.com.au)

To improve your entry, here are some helpful research tools:

- Visit the website - [auroraexpeditions.com.au](http://auroraexpeditions.com.au)
- Order your copy of the 18/19 expedition guide from Tifs - [tifs.com.au](http://tifs.com.au)



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## PBPL platinum member

**BRISBANE** is in the spotlight this week with the much-welcomed announcement by Premier Palaszczuk that construction is set to commence on the Port of Brisbane Pty Ltd's International Cruise Terminal at Luggage Point.

This is exciting news for our industry as a dedicated mega-cruise ship terminal in Brisbane will help to open up more east coast itineraries making it easier for cruise ships to choose Australia as a destination. Brisbane will also become a gateway for trips into Cairns giving passengers the opportunity to visit the Great Barrier Reef which is a must-see site for int'l travellers.

In line with this announcement, we are also delighted to welcome Port of Brisbane Pty Ltd (PBPL) as a platinum member of the Association.

This now means ACA has representation from all major city and regional ports throughout Australia.

PBPL is investing \$158m to help deliver this facility for the city with its estimate that the new terminal could deliver up to \$1.3b in expenditure into the Brisbane economy over the next two decades.

It will also mean increased job growth in both the construction and cruise sectors.

The terminal will be set over two levels connected to a 200M long wharf with two air bridges for passenger traffic.

There are also plans for interesting public spaces and good transportation access.

Construction on the terminal is expected to begin in mid-2018 and take around a year to complete.