

ACA's new chair

THE Australian Cruise Association appointed Grant Gilfillan, ceo of the Port Authority of NSW, as chair during its AGM on Fri.

Gilfillan takes over from Stephen Bradford, who stepped down from the role at the expiry of his term after serving for three years.

CEO Jill Abel said with ACA's focus "being firmly on destination development including all important infrastructure needs, the timing is perfect for Grant to continue the great work undertaken by Stephen and the management committee".

Jay McKenzie of Bob Wood Cruises was also appointed to the committee and Julie O'Brien from Tourism & Events Queensland continues in her role as deputy chair of the Australian Cruise Association.

Countdown on for *Majestic Princess*

TOMORROW marks one year until Princess Cruises' 3,560-passenger *Majestic Princess* sails into Sydney.

The 330m-long vessel will be the largest Princess ship to sail in Australian waters when it arrives on Sat 15 Sep 2018.

During the 2018/19 season, *Majestic Princess* will offer 16 cruises to destinations including Fiji, New Zealand and Tasmania as well as two positioning voyages between Shanghai and Sydney, and Sydney and Hong Kong.

"*Majestic Princess* is nothing short of magnificent and her arrival highlights Princess' perpetual popularity with Australian and New Zealand cruisers," said Stuart Allison, vice president Australia & New Zealand, Princess Cruises.

"The countdown officially begins, in just twelve months we'll be welcoming our newest,



most stylish and most luxurious flagship to our shores," he said.

The vessel offers 13 dining options, including two restaurants with menus designed by Michelin star chefs – Harmony by chef Richard Chen and La Mer by chef Emmanuel Renaut.

More than 80% of *Majestic Princess*' 1,780 staterooms include balconies.

Majestic Princess was tailor-made for the Chinese market and officially named by Chinese basketballers Yao Ming & Ye Li in Jul (*CW* 11 Jul).

Cruise Weekly today

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

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CRUISE



Thursday 14th September 2017

Coastal Trading change?



THE Govt has introduced a bill that would ease up restrictions on superyacht charters in Australia, paving the way for more expedition ships to visit and stay longer in local waters.

If passed, the amendment to the Coastal Trading (Revitalising Australian Shipping) Act 2012 would remove the prohibitive costs related to the importation of a vessel and reduce the required number of chartered voyages from five to one.

The move would essentially

make it cheaper and easier for superyacht operators to do business in Australia.

It's estimated superyachts currently generate around \$1.96b annually and with the proposed reforms could contribute an additional \$1.12b to the Australian economy by 2021.

Last week Ponant chairman Sarina Bratton called for a change to the act, highlighting "many companies that would love to call Australia home but they can't" (*CW* 07 Sep).

Agents indulge in France



VIKING Cruises welcomed 17 agents from Australia & NZ on board *Viking Heimdal* and *Viking Delling* last month.

Agents sailed the eight-day Lyon and Provence itinerary, cruising Avignon to Lyon.

During the fam, the two groups participated in excursions to Les Arenes amphitheatre and the Pont du Gard and tapped into their artistic side at an Arles painting class.

They also explored Avignon's Palace of the Popes and indulged in the capital of French gastronomy, Lyon, where they tasted Beaujolais wines, went truffle hunting and saw how

chevre cheese is made.

The groups also experienced Viking's Culture Curriculum onboard program of lectures, port talks and performances and destination-focused dining.

Pictured are: Roger Koller, Gregor & Lewis Bespoke Travel; Lance Mumby, Your Travel & Cruise; Jeanine Long, Noosa Cruise and Travel; Leon Hill, bdsm Queensland Viking Cruises; Trish Searle, Suncity Travel; Michelle Douglas, Just Cruises; Megan Laureau, Helloworld Travel Toowoomba City; Carolyn Price, API Travel; Jennifer Thomson, Seniors Holiday Travel and Cyd Bulwinkle, Savenio.



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Irma recovery begins

THE South Florida cruise terminals which were forced to close ahead of Hurricane Irma have now reopened while cruise lines are moving to help with relief efforts.

PortMiami operations are back to normal, along with Port Everglades, Port Canaveral, Port Tampa Bay, Port of Jacksonville and Port of Palm Beach.

Carnival Cruise Line has launched a humanitarian relief effort, with 11 of its ships making 36 deliveries throughout the region during upcoming sailings, while Royal Caribbean has cancelled cruises on *Majesty of the Seas* to use the ship for humanitarian efforts.

RCI will swap calls to St Maarten, St Thomas and Key West for alternative ports until the islands have fully recovered.

Norwegian Cruise Line's ships sailing from Miami will resume



normal operations this weekend and MSC Cruises' *MSC Divina* will operate a West Caribbean cruise out of Miami from Sat.

Adventure of the Seas made a St Maarten call to deliver supplies and pick up 300 evacuees earlier this week (pictured).

MEANWHILE, CLIA has joined a total of 12 travel associations calling for donations to the Destination Disaster Recovery Fund to help communities affected by Hurricane Harvey and Hurricane Irma.

Princess' 4th Royal

STEEL has been cut at Fincantieri's shipyard in Monfalcone for a yet-to-be-named Princess Cruises ship.

The vessel is due to be delivered at the end of 2019 and will be the fourth Royal class ship for the line.

Fincantieri said in a statement the 4,250-passenger ship would represent "a new technological benchmark in Europe and worldwide for its innovative layout, the outstanding performances and the top quality of its state-of-the-art technology".

CMV's new md

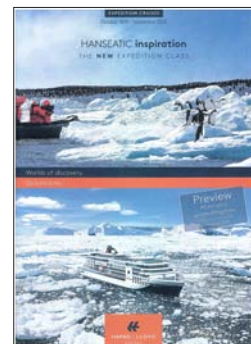
CRUISE & Maritime Voyages (CMV) Australia has appointed Dean Brazieras as its new md.

The news follows the resignation of Grant Hunter who decided to step down to pursue a new career opportunity overseas.

Brazier joins CMV after working as head of special projects with Phil Hoffmann Travel for nine years.

He previously owned and managed Driveline Europe in the UK and sold the company after 17 years.

Brochure spotlight Hapag-Lloyd Cruises - Expedition 2019/20



HAPAG-LLOYD'S route preview for *Hanseatic inspiration*, due to debut in 2019, has been released.

The brochure details itineraries to destinations including Cape Verde, South America, Antarctica, The Amazon and the Arctic.

It provides a first look inside the ship, showcasing the cabins and suites and details info on the ship's public areas including the knowledge studio and lounge.

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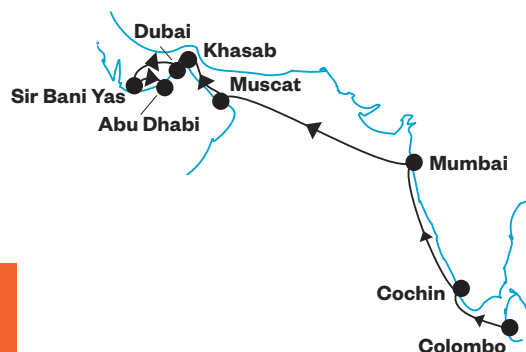
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CRUISE

WEEKLY

Thursday 14th September 2017



FACE-2-FACE: Walter Nand

BUSINESS development mgr
NSW/ACT, Avalon Waterways,
Globus family of brands.



1. What motivates you in your career?

I love representing a quality product and company and sharing with as many people as possible the ways they can enjoy a fantastic holiday experience.

2. Most common assumption people make about your job?

That reps spend most of our day swanning around and having long lunches. The reality is we work long hours including many evenings and weekends. It is definitely a career choice and not just 'a job'.

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

Know your product, be honest, open & reliable & make sure you always follow up.

4. Biggest challenge facing the industry?

Third rate operators with a first-class online presence. This leads to negative holiday experiences and taints the industry. Hopefully this will also result in highlighting the value of using a qualified and experienced travel agent.

5. Advice for up-and-comers?

Make sure you are honest with yourself, your employer, your

colleagues and your clients and you will enjoy one of the best & most rewarding careers you can have – being a travel rep.

6. My next cruise will be...

Hopefully the Avalon Waterways Galapagos Islands Cruise.

7. Favourite cruise destination?

Avalon Waterways' Central European Experience (Paris to Prague).

8. Celebrity you'd like to cruise with?

Sir Graham Henry (the former All Blacks Coach) so I could talk to him about what it takes to lead a team to two successive world cups.

9. Favourite thing to do in port?

Getting 'lost' down the alleys and laneways in the small European towns and villages. It has led to some fantastic discoveries and experiences.

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

Spending time with my family, watching rugby and riding my Triumph motorcycle with good mates.

Keneally on Silver

AUSTRALIAN author

Thomas Keneally will sail on Silversea Cruises' world cruise on *Silver Whisper* in 2018 as a guest lecturer.

Keneally will board the 13-day leg from Sydney to Bali and present about his personal life and experiences.

The journey departs Sydney on 20 Feb and prices lead in at \$12,200 per person twin share.

Regent seeks name

REGENT Seven Seas Cruises is calling on guests and travel agents to name a ship which will enter its fleet in 2020.

Three lucky participants in the naming competition will win a suite aboard the christening voyage.

Names for the new ship must be submitted by 29 Sep.

To make a suggestion or for more info, [CLICK HERE](#).

Costa steel cutting

CONSTRUCTION is underway on *Costa Smeralda*, the first of two Costa Cruises ships to be powered by liquefied natural gas (LNG) - touted as "the cleanest burning fossil fuel".

A steel cutting ceremony was held for the vessel yesterday at a Meyer shipyard in Turku, Finland, with the unit set to enter service from Oct 2019.

The 6,600-passenger *Costa Smeralda* will sail in the Western Mediterranean and bookings are scheduled to open early 2018.

A sister ship to *Costa Smeralda* will be delivered by Meyer Turku in 2021.

Parent company of Costa Cruises, Carnival Corporation, currently has a total of seven LNG-powered ships on order, starting with AIDA Cruises' *AIDAnova*, due in 2018 (**CW** 07 Sep).



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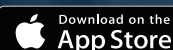
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Aqua trio savings

AQUA Expeditions is offering clients the chance to save 10% off published rates when combining a cruise with a stay at either Soneva Kiri or The Siam Hotel in Thailand.

The special promotion is valid for bookings for three-, four- or seven-night itineraries in Indochina on *Aqua Mekong*.

Travel dates for the offer are 06 Oct to 24 Nov and 17 Aug to 27 Nov 2018, excluding black out dates.

The 10% offer is valid for use on the same trip.

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Bicton takes on Riviera



TWO Cruise agents from Bicton Travel in Perth recently sailed aboard Riviera Travel's *Lord Byron* river cruise ship for an eight-day faml along the Rhone.

Michele Fraser and Dani Armstrong (**pictured**) experienced Riviera's Burgundy, The River Rhone and Provence itinerary between Lyon, Chalon and Avignon in the south of France.

Fraser said the fact that tips were not included automatically

in the price would appeal to Australians as they could decide whether and if they wanted to tip.

The company recently launched its first campaign targeted at the Australian market after being established in 1984 in the UK.

Riviera Travel is distributed through Cruiseco & Cruise Traveller, with all of its products only available through agents.

Fares for the eight-day cruise in 2018 start at \$2,099pp.

Hapag to drydock Europas this month

HAPAG-LLOYD Cruises' *Europa 2* and *Europa* will both be refreshed in drydock.

Europa 2 began her renovation at the Hamburg shipyard Blohm+Voss yesterday and will emerge 27 Sep, when works will begin on *Europa* through to 13 Oct.

The Herrenzimmer bar on Deck 4 on *Europa 2* will be redesigned and renamed Collins, the Jazz Club will be called Club 2 and The Belvedere on Deck 9 will be given a makeover.

Europa's spa area will be redesigned and equipped with the latest treatment facilities, the 36 suites without verandas will be fitted with new bathrooms and an Azipod drive-motor computer replaced.

The works will take place as part of scheduled maintenance, which will also include technical upgrades.



ONE Gold Coast couple celebrated their 100th cruise this week aboard Carnival Cruise Line's *Carnival Spirit*.

Mark and Leanne Weston have sailed the high seas for 40 years after taking their first trip on the *Fairstar* to the Pacific Islands.

The Westons also became the first couple to become Carnival Diamond Members in 2014, having spent over 300 nights on board the line.

Mark Weston said the atmosphere, offerings and staff as well as the life long friends you make on board made cruising so special to him and his wife.

The couple said, "No matter what age you are, try some new adrenaline rush activities such as the Green Thunder waterslide".



**CLIA
UPDATE**

with Joel Katz
MD, CLIA Australasia

Plan a Cruise Month

OCT is CLIA's global Plan a Cruise Month, and we are already being inundated with enthusiastic members sharing their plans for this exciting campaign.

PACM is a multi-faceted campaign uniting the cruise community on a global scale and is designed to generate widespread awareness of cruise travel and to encourage consumers to book cruises.

CLIA Cruise Lines will be upping the ante with their marketing which will align with key PACM messaging, and CLIA member agents will have access to exclusive discounts and promotions from a variety of CLIA Cruise Line members via the Members Hub.

CLIA will be driving ongoing media coverage and consumers will be encouraged to book a cruise holiday during PACM by connecting with a CLIA cruise specialist travel agent.

CLIA Member Travel Agents have access to an array of PACM resources via the members' area of the CLIA website – it is then up to you to take advantage of these tools and drive the PACM messaging using your own marketing channels.

Once again, CLIA will reward member agents who customise and leverage the Plan a Cruise Month campaign in creative ways with some fabulous prizes including cruises.

If you are not yet a CLIA member and would like to participate in PACM, please visit www.cruising.org.au to sign up or give us a call on 02-9964 9600.



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