

### Cruise Weekly today

**CRUISE Weekly** today features three pages of all the latest cruise industry news plus a full page from **Viking Cruises**.

### CLIA sales masters

**CRUISE** Lines International Association (CLIA) Australasia will hold its annual Masters Conference on board *Ruby Princess* for a six-day cruise between Sydney to Tasmania.

The event aims to sharpen sales and marketing skills via six sessions overseen by sales motivator Scott Koepf.

Upon completion, agents will receive 100 accreditation points and enter the CLIA Cruise Masters ranks, with prices starting from \$1595ppts for consultants who hold CLIA Ambassador level accreditation.

The event sets sail 02 Nov - for more info **CLICK HERE**.

## New Zealand sets new growth record

**THE** number of New Zealanders hopping on board an ocean cruise in 2018 was a record 112,000 passengers, marking a 14.6% increase on the previous year according to figures in Cruise Lines International Association (CLIA) 2018 Ocean Source Market report for New Zealand.

The result places New Zealand on a faster growth rate than the established cruise markets of the United States (9.4%) and Europe (3.3%), with growth driven primarily by a 20.6% increase in the number of Kiwis cruising the South Pacific, Australia and domestically.

The figures are a timely vindication for Auckland Council's recent approval of plans to improve berthing facilities at the city's Queens Wharf said CLIA Australasia MD Joel Katz.

"Boosting capacity in Auckland will ensure increasing demand



among both New Zealanders and international visitors can be met in the future," he said.

"This, together with the development of a new cruise berth at Lyttelton to serve Christchurch, gives us confidence New Zealand's cruise sector will continue to grow well into the future," Katz added.

The report also revealed the most popular cruise length for Kiwis was eight to 13 days,

the average age of passengers dropped from 52 to 51, and the most popular long-haul destination was Europe/Mediterranean (12.1%), followed by North America/Caribbean/Hawaii (10.6%) and Asia (4.7%).

**Pictured:** CLIA Australasia Managing Director Joel Katz with the Chair of the New Zealand Cruise Association Debbie Summers in Auckland this morning.

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# CRUISE

WEEKLY

Monday 6th May 2019

## CruisePro launches in NZ



Auckland Cruise Port.

### Silversea goes local

**SILVERSEA** Cruises has significantly expanded its portfolio of local entertainment performances, boosting the number of options available to its passengers by 300%.

The cruise line has 112 cultural performances on offer in 2019, with entertainment featuring Caribbean steel drummers and Cambodian Aspara dancers.

### Whale protection

**THE** International Association of Antarctica Tour Operators (IAATO) has agreed to new mandatory measures which aim to prevent whale strikes.

Taking effect on 01 Jul in time for the upcoming 2019/20 season, the move means cruise ships will commit to either a 10-knot speed cap within a specific area of the Antarctic Peninsula, or have an extra watchman on the bridge to monitor and record sightings in the same region.

IAATO Executive Committee Chair, Mark van der Hulst, said the unanimous move was a "proud moment for IAATO and hopefully a defining one for our industry".

Since commercial whaling was banned in 1982 there has been a boom in populations, significantly increasing the chances of collisions with ships.

**CRUISECO** has announced the launch of CruisePRO for the New Zealand market, providing agents access to exclusive CruiseCO groups and selected packages, as well as product priced in New Zealand currency.

The launch means agents can benefit from a range of new features such as being able to process payments into a local bank account and access to a toll-free support number, with local online merchant facilities to be made available imminently.

"New Zealand is the world's fastest growing cruise market, growing at double the rate of the Australian market...CruiseCO is currently investing heavily into technology and business

operations to better support our current and potential members throughout this growth period," said CruiseCO Chief Executive Officer Amanda McClelland.

"CruisePRO is a custom business solution designed to enable business operators to efficiently grow their cruise businesses," she added.

The news arrives on the back of CruiseCO recently holding its annual conference in New Zealand for the first time ever, with Auckland playing host to over 250 member and cruise line delegates.

The launch of CruisePro also coincides with New Zealand's record year of cruise growth posted in 2018 (see P1).

### Cruise Croatia deal

**CRUISE** Croatia by Beyond Travel has announced a range of new deals on select departures around the Dalmatia Islands of Croatia.

A number of eight-day luxury cruises during May, Jun, Jul and Aug have been discounted to \$675 per person, with companion rates also available from \$1,150.

Email [sales@beyondtravel.com.au](mailto:sales@beyondtravel.com.au) for more information.

  
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Find out all that's new on board Uniworld's S.S. *Bon Voyage* in the May issue of *travelBulletin*.

CLICK to read  
*travelBulletin*



## Silversea theft case

A FORMER Silversea Cruises employee has been charged with stealing more than \$3.5m from the luxury cruise line, according to an *SMH* report.

Bookkeeper Mary Ann Abellanoza has appeared in Downing Centre Local Court accused of "deliberate and calculated fraud", allegedly transferring \$3.56 million into seven bank accounts under her control.

The court also heard the actions allegedly took place over a four-year period starting in 2014, with Abellanoza using a downloadable generator to create fake invoices to aid in carrying out the theft.

## Windstar sends two to Aus



**SMALL** ship cruise operator Windstar Cruises will deploy two of its ships to Australia in 2020, VP of Sales Steven Kona Simao told media in Sydney on Fri.

*Wind Spirit* will be the first to arrive down under, calling in at ports in northern Australia as the vessel makes its way to Singapore for a dry dock, followed by the arrival of *Star Breeze* in Nov.

*Star Breeze* will operate departures out of Australia and New Zealand from Cairns, Melbourne, Auckland, Christchurch, including one roundtrip from Melbourne.

*Star Breeze* will be the first of Windstar's all-suite vessels set to undergo a lengthening, engine replacement and renovation under a US\$250m Star Plus initiative which will upgrade 80% of each of the ships.

Following the works, each ship will have an additional 50 suites, cater for a total of 312 passengers, and feature two new dining locations, new retail space, a larger fitness centre and a new spa.

Simao is pictured right with Travel the World Chairman Andrew Millmore in Syd on Fri.

## Scenic confirms *Eclipse* relocation tow

**SCENIC** Luxury Cruises & Tours has confirmed that *Scenic Eclipse* was taken undertow to Lenac shipyard in Croatia in late Apr as part of a scheduled dry dock (CW 03 May).

In a statement provided to *Cruise Weekly*, the cruise line indicated the vessel will remain in dry dock for approximately 10 days during which time standard works will be conducted including degreasing and high pressure washing of the hull, application of final anti-corrosive coats before returning to Uljanik for final preparations.

## Slide strikes name

**CARNIVAL** Cruise Line has called its new green waterslide Green Lightening following a naming comp across NSW.

The name was chosen in homage to the popular Green Thunder waterslide on board *Carnival Spirit*, and will be available to ride when *Carnival Splendor* arrives in Australia this Dec.

Debbie Dye from Cooranbong beat out almost 3,000 entries to score the winning name.

## Cruise Calendar

This week's port calls of cruise ships at various destinations around Australia and New Zealand.

### SYDNEY

*Carnival Spirit* 09 May  
*Pacific Explorer* 10 May

### BRISBANE

*Pacific Dawn* 07 May  
*Pacific Dawn* 11 May

### CAIRNS

*Le Laperouse* 12 May

### DARWIN

*Coral Expeditions 1* 09 May  
*Coral Adventurer* 12 May

### AUCKLAND

*Pacific Aria* 10 May  
*Sea Princess* 10 May



## HOW deep is your love?

Well, for customers at Sea Life Melbourne Aquarium the question can now be answered in a literal sense with special underwater marriage proposal services now available.

The new romantic service allows guests the opportunity to surprise their partner by popping the question, with assurances the experience will likely go swimmingly.

Once the question is popped, then the champagne can be popped afterwards too.

The underwater proposal is priced from \$499 per person.



CRUISE  
WEEKLY

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