



## Your dedicated PONANT Pro Area is here!

We are excited to announce fresh new updates to your PONANT Pro Area, accessible via the PONANT website. Making it easier to navigate and packed with our best-seller destination content and sales materials for you and your whole team!

- |                                    |                                    |
|------------------------------------|------------------------------------|
| ✓ Check live availability          | ✓ Sales & Marketing Tool Kits      |
| ✓ Make and manage bookings online  | ✓ Update agency information online |
| ✓ Exclusive news and announcements | ✓ Special Travel Agent Rates*      |

**LOG IN NOW**

### CONTACT OUR PONANT CONSULTANTS ON

Australia: 1300 737 178 | New Zealand: 0800 767 018 | [reservations.aus@ponant.com](mailto:reservations.aus@ponant.com) | [au.ponant.com](http://au.ponant.com)  
Ground Floor, One Cassins Avenue, North Sydney NSW 2060 | ABN: 35 166 676 517

*For more information on how to use and navigate the Pro Area read our Pro user manual [here](#).*



\* Special travel agent rates only available on select cruises. Contact [reservations.aus@ponant.com](mailto:reservations.aus@ponant.com) to receive a discounted quote or to book.

# CMV placed into administration

**CRUISE & Maritime Voyages** (CMV) has had administrators appointed in the UK, with trading having ceased worldwide including its international sales offices in Australia, France, the USA and Germany.

The CMV Australia website confirms the move, stating that "all bookings that have not taken place are cancelled".

Affected customers are being urged to contact their travel agents in the first instance for further advice and assistance "as they may have made or be able to make alternative arrangements for you".

Clients are also recommended to contact their payment card issuer and advise of the failure and non-supply of the service booked to establish any rights that may exist to obtain a refund. "Furthermore customers should

consider the coverage of any personal travel insurance policies that may be held, as a means of fully or partially recovering the cost of the cruise holiday," the advice states.

If these steps lead only to a partial or no refund, customers are being told to submit a claim for either the full amount or the shortfall to the insolvency process of CMV's parent company, South Quay Travel Limited in the UK.

Customers of the company who are based in the UK may be protected by a bond held by the Association of British Travel Agents, while UK clients may also have purchased flight-inclusive packages which are protected by the UK Civil Aviation Authority's ATOL scheme.

Other creditor claims, including trade and wholesale customers, can be submitted via a proof

of debt form which is available online at [cmvaustralia.com](http://cmvaustralia.com).

CMV operated six vessels, and had previously planned to add two more vessels, currently sailing with P&O as *Pacific Dawn* and *Pacific Aria*, in 2021.

Urgent attempts were made to refinance the business (**CW 16** Jul) but unfortunately the funding required to enable CMV to weather the COVID-19 storm has not been forthcoming, according to CEO Christian Verhounig.

"Only last year CMV was celebrating a record trading year and our first decade in cruising, but the CMV journey has been tragically cut short by this unprecedented global pandemic."

Despite a strong forward booking position "we just could not get the financing deal over the line in time to save this wonderful business," he added.

## Cruise Weekly today

**Cruise Weekly** today features two pages of all the latest cruise industry news, a front cover wrap from **Ponant** and a full page from **Viking**, giving five reasons why travel agents' clients should plan their future travels today.

## Ponant portal

**PONANT** is inviting travel agents to become an expert on the cruise line through its new Ponant Pro Area.

The new one-stop resource gives access to a full range of marketing materials including social media assets, videos, brochures and images.

There's also the new 'Ponant 10s', a series of easy-grab informative 10 minute webinars on all things Ponant.

See the **front page** for more details.

*Regent*

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AN UNRIVALLED EXPERIENCE™

## RETURN with REGENT

### FOR YOUR CLIENTS



**Regent Reassurance:** Cancel up to 15 days prior and receive 100% FCC\*



**Save up to 30%\*** on select voyages



**US\$1,000 Shipboard Credit** per suite



**10% Reduced Deposit**



**Best Price Guarantee**

### FOR YOU



**\$500 Visa Gift Card**

Make a booking before 31 July 2020 on any sailing departing before 31 May 2022 and receive a \$500 Visa Gift Card.\*



**Sell Three & Sail Free**

Book any three suites between 18 May - 31 July 2020 on any 2021/2022 sailing and sail free with Regent.\*

*These incentives are combinable.*

**- BOOK BY 31 JULY 2020 -**

**FIND OUT MORE**

\*Terms and conditions apply. For more information visit [rsc.com/returnwithregent](http://rsc.com/returnwithregent). \*For more information on our Partner Promotions please visit: [www.rsc.com/travelpartnerbonus](http://www.rsc.com/travelpartnerbonus) (\$500 Visa Gift Card) and [www.rsc.com/sail-free](http://www.rsc.com/sail-free) (Sell Three & Sail Free)



**WITH** countries around the world locking down due to the COVID-19 pandemic, the illegal drug trade is beginning to get more inventive, and apparently, more brazen.

A speedboat loaded with hashish recently landed on a beach in Bolonia, sending Spaniards scattering for cover.

An eyewitness saw yellow packages loaded on the boat, which was being pursued by the Civil Guard, with two passengers throwing some of them into the sea before running away.

The Civil Guard confirmed the contents of the packages, and that one of the passengers was arrested.

It is not the only such incident in recent times, with last week seeing seven boats seized in an incident off Costa Blanca, with over three tonnes of hashish captured and 15 arrests made.

It seems even dope dealers in Spain may soon be out of work.

## Victory new charter



**VICTORY** Cruise Lines has announced a charter of upcoming luxury expedition ship *Ocean Victory* (pictured, CW 16 Oct), which will take guests on the cruise line's first Alaskan cruises.

The company is celebrating the new itineraries with a fly, stay and sail package for those booking by 30 Sep, which offers savings of \$7,860 per couple.

The 15-night Alaskan Victory itinerary departs in Jul, Aug and Sep 2021, with a three-night addition with a Rocky

Mountaineer trip also available.

Guests will stay for two nights in the Alaskan town of Sitka before boarding *Ocean Victory* for an 11-night journey to Vancouver.

Destinations include Kake, Petersburg, Wrangell, Prince Rupert, Metlakatla, Misty Fjords, Frederick Sound and Tracy and Endicott Arms.

Guided Zodiac and kayak excursions are complimentary, as are onboard lectures, beverages and gratuities, with the package concluding with a two-night stay in Vancouver.

*Ocean Victory* is built expressly for remote and polar exploration with its swept-back Ulstein X-Bow, and carries just 200 guests.

The clean-fuel ship will boast an infinity pool, jacuzzi, two restaurants, a panoramic observation lounge overlooking the bow, a library, a fitness centre, a spa, a piano bar and 93 staterooms, most of which have private balconies, and all of which have ocean views.

More details on the sailings and the ship available **HERE**.

## Viking gets virtual

**VIKING** is bringing back its virtual information sessions, featuring more destinations and topics.

Starting 29 Jul, subjects will include The Viking Story and Great Lakes of North America.

Taking place each Wed over six weeks, the interactive webinars will offer personal insights from a range of experts.

"Whether your client is new to Viking or an experienced cruiser, with almost 20 different sessions to choose from, there is sure to be a topic to inspire them to start planning their future holiday," said Viking Trade Marketing Manager Erin Kramer.

Each session will run for 45 minutes, and include time for a Q&A, with bonus booking offers to also be available on the day.

**CLICK HERE** for more.

Viking will also be holding a series of introductory, in-person sessions in New Zealand at multiple locations starting from Sep.

**CLICK HERE** for more information.

## Coffee and chill

**CELEBRITY** Cruises is inviting travellers for a "coffee and chat" webinar.

New South Wales Strategic Sales Managers Jessica Jones, Daragh Robbins and Nicole Stojic will take guests through the cruise line's wellness offerings.

Register **HERE**.



Send us your unique cocktail recipes to lift our spirits for our weekly feature.

**CLICK HERE**

Travel Daily



# 5 REASONS YOUR CLIENTS SHOULD PLAN THEIR FUTURE TRAVELS TODAY

We believe the joy of dreaming about, planning and anticipating your next adventure is second only to the journey itself.

Because even the most experienced traveller needs additional peace of mind right now, here are five reasons why your clients should consider planning their next Viking ocean, river or expedition cruise today.

## 1 Our Risk-Free Guarantee

Your clients will have the freedom to change their cruise right up to 24 hours before departure – the most flexible policy of any cruise line – when booked before 31 July 2020.

## 2 Save up to \$5,000 per couple

Now is the time for your clients to take advantage of Viking's incredible cruise offers currently available on a wide selection of our newest and most popular itineraries. Offers end 31 July 2020.

## 3 Secure your clients' preferred cruise

We don't want your clients to miss out on their dream cruise. As travellers forward-plan and re-book, some of the most popular itineraries, departure dates and staterooms are starting to sell out.

## 4 Book now and pay later

Your clients can secure their cruise with a deposit of only \$500 per person, knowing that full payment isn't required until four months prior to departure.

## 5 Lock in 2021-2023 cruises at 2020 prices

With small guest numbers and pent-up demand, prices will rise. Be sure to secure your clients' future cruise at today's price and save.



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