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\*Always Included™ Pricing Packages apply to sailings booked and departing on or after 17 November 2020, excluding Galapagos cruises, in an Inside through AquaClass stateroom ("Eligible Bookings"). All guests in an Eligible Booking who choose the "Always Included" pricing package will receive a Classic Beverage Package and Service Charges, plus an unlimited Surf Internet package for the 1st and 2nd guest. All guests in a stateroom must choose the same pricing package. Visit [celebritycruises.com/au](https://www.celebritycruises.com/au) or [celebritycruises.com/nz](https://www.celebritycruises.com/nz) for complete details. ©2020 Celebrity Cruises Inc. Ships' registry: Malta and Ecuador.



### Cruise Weekly today

Cruise Weekly today features four pages of all the latest cruise industry news plus a front full page from **Celebrity Cruises**.

### Carnival out longer

**CARNIVAL** Cruise Line has extended its ongoing pause in operations to include all Australian *Carnival Splendor* voyages until 02 Mar 2021.

*Carnival Spirit* departures out of Brisbane had already been suspended until late Jun next year, with the company offering affected passengers on either vessel the choice of a full refund or a future cruise credit which includes a bonus of up to \$900 on-board credit.

The future cruise credit option will automatically be applied if a refund is not opted for by 31 May 2021.

## Celebrity “always included” pricing

**CELEBRITY** Cruises says it’s ushering in a new era of simplified pricing for its voyages, with a new approach called “Always Included”, meaning every fare will now include wi-fi, drinks and gratuities.

The move is effective for all bookings from 18 Nov, with the company saying it puts to an end the days of “confusing promotions, complicated add-ons and limited time offers”.

Celebrity Cruises President and CEO, Lisa Lutloff-Perlo (pictured), said “everything we do at Celebrity is driven by the desire to redefine what today’s luxury looks and feels like, with experiences modern travellers want”.

“Today, nothing is more luxurious than when things are extra simple and extra special... we wanted to bring that big wonderful feeling of ‘everything is taken care of’ to life for our



guests,” she said.

The new pricing concept offers unlimited drinks including classic cocktails, wines by the glass, beer, soft drink, specialty coffees, juices and bottled water, as well as free unlimited wi-fi for social media, email and the web.

Service charges are also included, although these were already part of Celebrity fares for the Australian and NZ markets.

There’s also the option to add-on an “Elevate” package which offers unlimited premium drinks and shore excursions worth up to US\$200 per person, or the ultimate “Indulge” package which also adds unlimited streaming wi-fi and up to US\$400 per person in on-board credit.

All guests in the all-suite The Retreat part of the ships will receive the Indulge package at no additional charge.

Celebrity’s Always Included pricing is available for all new bookings on any of the line’s cruise offerings apart from Galapagos voyages.

Celebrity has also reinvented its Captain’s Club loyalty program to offer new perks and special on-board experiences to members.

For more details of the new Always Included program see [thecelebritycommitment.com.au](http://thecelebritycommitment.com.au).

More on today’s **cover page**.

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## NCLH plans US trial cruises by Jan

**NORWEGIAN** Cruise Line Holdings (NCLH) believes it could be operating trial voyages in US waters under the new Centers for Disease Control (CDC) protocols (*CW* 02 Nov) as early as Jan 2021, but CEO Frank Del Rio has stressed that “it’s not a race”.

Speaking at a third quarter results announcement overnight, which confirmed a US\$677 million loss for the three months to 30 Sep, Del Rio said NCLH would “continue to collaborate with the CDC on next steps to relaunch operations with a shared goal of protecting the health and safety of our guests, crew and the communities we visit”.

“While we have a long road of recovery ahead of us, we are

encouraged by the continued demand for future cruise vacations, especially from our loyal past guests, across all three of our brands.”

Despite limited marketing efforts bookings continue to come in, with sales for voyages in the second half of 2021 currently in line with historical ranges, the company said, while pricing is in line with pre-pandemic levels even after taking into account the “dilutive impact of future cruise credits,” the company noted.

NCLH’s monthly average cash burn rate for the third quarter was approximately US\$150 million, and it is projecting a higher rate of approximately US\$175 million per month for the

fourth quarter, due to additional costs related to the prospective return to service of its ships.

“We are focused on positioning the company to not only withstand an extended COVID-19 disruption but to emerge from this period with a clear path for long-term financial recovery,” said Executive Vice President & Chief Financial Officer Mark Kempa.

“Our swift actions to adapt to this unprecedented environment by reducing costs, conserving cash and enhancing our liquidity profile will bolster our efforts to navigate through COVID-19, relaunch our vessels and, over the longer-term, optimise our balance sheet and resume our consistent track record.”

## Record month for Cruise Traveller

**FOLLOWING** the opening of Tradewind Voyages’ inaugural *Golden Horizon* season earlier this month, small ship cruise specialist Cruise Traveller is seeing its best booking month of the year - even stronger than the early part of 2020, prior to the pandemic’s onset.

*Golden Horizon* will launch in Mar, and will make her way to Australia for the southern summer, with Cruise Traveller selling 14 packages around the country from Dec 2021 to Feb 2022, ranging in length from 14-73 nights.

Cruise Traveller Managing Director Craig Bowen said the unique new cruise experience available on *Golden Horizon* had been eagerly embraced by Australian consumers and travel agents alike.

Bowen said Cruise Traveller had partnered with Tradewind with a view to post-pandemic demand for the offering, faith that is now paying off.

*Golden Horizon* will be the world’s largest square-rigged sailing vessel, and although equipped with conventional propulsion is able to spend much of its voyages simply powered by the wind.

Bowen noted that to give passengers additional peace of mind, all payments for bookings are placed in a trust account until the sailing date.

## Viking team looking extremely boo-tiful

**THE** Viking Cruises office in Sydney became somewhat of a frightening place last month, with the team making the most of Halloween to frighten the living daylight out of each other.

Of course it wasn’t all about witches, ghouls and zombies, with a couple of shirtless Nordic warriors sporting the company’s trademark horns also roaming the corridors - along with what looks like a bride, a cuddly koala and even a Donald Trump lookalike - enough to scare the wits out of anyone.



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## Viking cashed up

**VIKING** Cruises has taken on a cash infusion from its existing shareholders, with US\$500 million being provided by TPG Capital and the Canada Pension Plan Investment Board.

Founder Torstein Hagen welcomed the additional equity, saying "over 40 years in the cruise industry have taught me that challenging times such as these are often also times of great innovation and opportunity.

"This infusion of capital will prepare us for future opportunities to continue developing our business."

The investment followed the announcement of plans to install full-scale COVID-19 laboratories right across the Viking ocean fleet (**CW** 03 Nov) which will have the capacity for daily testing of all 930 passengers on board, plus crew.

## Ocean cruisers to convert?

**RIVIERA** Travel River Cruises research has found 34% of ocean cruisers are considering a river cruise next year.

Of that number, 79% were more likely to take a river cruise than an ocean cruise next year.

The study identified some of the concerns ocean cruisers may have, including sea days and the number of passengers on board.

It showed that for 84%, fewer fellow passengers was key to their preference to a river cruise, while being docked at a destination every day was an important consideration for more than 50%.

Riviera Travel Executive Vice President Sales and Marketing North America Marilyn Conroy said there was an opportunity to showcase the benefits of river cruising to ocean-only cruisers, whereas in the past there had been little crossover, with ocean accounting for a significantly

larger share of the market.

"Our intent is to highlight that river cruising shares many of the aspects of cruise travel they love with additional benefits that address some of the concerns they may have about ocean cruising when ships begin to sail again," she said.

"They don't have to look away from cruising altogether - instead, they can look toward rivers as a fantastic alternative."

The study comes with Riviera having recently launched a range of Christmas season river cruises in Europe for Dec 2021, with a number of solo supplement-free departures available (**CW** 29 Oct).

A total of 19 Christmas, New Year and Yuletide market cruises have been released, with departures starting from \$1,339 per person and highlights including five-day Yuletide Markets sailings in Germany.

## Hurtigruten \$11k Antarctica package

**HURTIGRUTEN** Cruises is offering its 2022 and 2023 voyages in the Antarctic packaged with flights from Australia and/or New Zealand from just \$10,999 per person twin share.

The all-inclusive offer, which was revealed in this month's issue of *Cruise Weekly's* sister publication *travelBulletin* (**CLICK HERE**), includes both international and local charter flights, transfers, pre- and post-hotel accommodation, a premium onboard drinks package, free wi-fi and an expedition kit.

Three Hurtigruten vessels will operate the season, including its new "hybrid" *MS Roald Amundsen* and *MS Fridtjof Nansen* alongside the newly upgraded *MS Fram* - more info on 1300 322 062.

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\*Valid for departures between October 2021 to March 2023. 'From' price based on RS cabin on 7/3/22 departure. Book by 18 December, 2020. Departure Cities: SYD/MEL/BNE/AKL/CHC. Other T&Cs apply.

NSW's south coast gives plenty of options for travellers experiencing the stunning destination on a road trip. Read more in the November issue of *travelBulletin*.

travelBulletin

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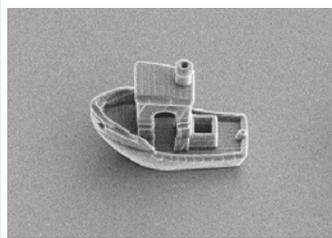


**WE'RE** not exactly sure why, but scientists in the Netherlands have used a 3D printer to create the world's smallest boat.

The "Benchy" boat (pictured) is a structure sometimes used to test the effectiveness of 3D printers, with the cute little vessel made with the help of an electron microscope.

At just 30 micrometres in length, it's about a third the thickness of a human hair, meaning it's unlikely to be taking to the high seas any time soon.

However it was created by focusing a laser through a droplet of water, meaning the little ship has already been on its first tiny voyage.



## Oceania incentive

**OCEANIA** Cruises is offering up-front bonus commission to agents who make bookings on its newly released 2022 Europe & North America collection (**CW** 05 Nov).

A trade incentive launched today offering an A\$150 e-gift card for each booking, with the incentive available to retail and wholesale partners in Australia and New Zealand for bookings confirmed 12-18 Nov.

The deal is valid for sailings departing from 01 Jul 2021, and is not applicable for group booking transfers, while a range of other value-adds are on offer including 50% off deposits and an inclusive OLife Choice package.

"During the past few months we have been working hard to provide our valued trade partners with the inspiration and support they need to offer their clients compelling promotions and bright new adventures," said Oceania VP Australia/NZ Jason Worth.

"This trade incentive is a way for us to share our new collection of voyages and say thank you to our Oceania community," he said.

Reservations open tomorrow, with a marketing toolkit **HERE**.

## Royal extends suspension to Feb

**ROYAL** Caribbean

International this morning advised trade partners it was extending its current cruise pause in Australia and New Zealand to include all sailings departing on or before 31 Jan.

"This is to allow guests booked on January sailings to make alternative holiday arrangements," the company said, noting that it was continuing to work closely with local health and government authorities towards a shared goal of a healthy return to service.

A range of options are available for disrupted cruisers, including a 100% refund, the ability to take a 125% future cruise credit or "lift & shift" existing bookings to another qualifying cruise in 2021/2022 with cruise fare and promotions protected.

Travel agent commission is also protected on bookings, no matter which option is taken.



## A Wave of Good News

**THE** last week has brought our industry encouraging news. On Thursday the IMO and the WTO issued a joint statement "seeking to encourage the cruise industry and governments to continue their efforts to enable cruise ship operations to resume safely." They highlighted the importance of the cruise sector to job creation and the world economy.

This comes on the heels of the CDC issuing a Framework for Conditional Sailing Order and the continual opening of borders in Australia as our states and territories report minimal new case numbers.

There is some exceptional work being done by industry associations and cruise lines here and around the world to plan our safe re-start to cruising.

ACA member, Viking Cruises for example has been the first to announce the installation of PCR (considered gold standard) testing labs on their ships enabling regular COVID testing.

Initiatives such as these will provide the confidence our government needs to lift the cruise suspension currently in place until December 17 and allow for the industry to begin its journey to re-start in Australia.

The icing on the cake is yesterday's news that Pfizer is getting highly encouraging results with their vaccine development.

Much to hope for as we close out a year we will be happy to put behind us.

Submit your  
cocktail recipes!

We want your recipes from around the world for our weekly feature.

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## Crystal to Corinth

**CRYSTAL** Cruises has announced a range of Corinth and Suez Canal expedition yacht voyages for 2021.

The 62-passenger *Crystal Esprit* will embark from Dubrovnik for Aqaba on 01 Apr 2021, and will pass through Sharm El-Sheik, Safaga, Delphi and Santorini, before it reaches the two canals.

An optional post-cruise program will see guests visit Petra - details on 1300 059 260.