

2017 CRUISE GUIDE

CRUISE
WEEKLY

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Travel  Daily



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current
offers

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25
YEARS
OF
EXPLORATION



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A WORD FROM CLIA

Joel Katz, managing director
CLIA Australasia and Asia

AS WE look towards 2018, cruise travel is expected to continue to grow worldwide, with close to 26 million passengers expected to sail in 2017, a strong surge from 15.8 million just 10 years ago.

Australasia has played a significant part in that growth, with around 20% growth year on year over 10 years.

The cruise industry is responding to global demand and we are highly encouraged by both the short-term and long-term outlook. From 2018-2026 the industry is expected to introduce a total of 81 new cruise ships totalling an estimated investment of US\$51 billion through 2026.

From technological advancements and deployment of new ships to new ports and destinations around the world, the industry continues to respond to desires of today's travellers resulting in steady growth and strong economic impact around the world.

There has never been a better time to be involved in the cruise industry. No-one has to take a cruise. It's the dream of cruising to faraway places, experiencing new things, and getting away from the ordinary, and so much more. It's our job collectively, to help make those dreams come true, and the challenge is to match your client to the right cruise.

As agents, you are the key to make the relationship between the cruise experience and the guest work. Each of the CLIA cruise brands are highly differentiated, and we are constantly exploring new and more effective tools for you to clearly convey the character of each brand to prospective guests, and to match the brand with the guests' needs.

This guide is one such tool, and is designed to provide a reference to some of the diverse cruising options available to your clients. Visit www.cruising.org.au to find out more about the CLIA member cruise lines, and how you can become CLIA accredited.

A note about layout

Please note that the guide has been divided into four different cruising types to allow you to better compare like with like. The coloured tabs on the side of the page represent which section you are looking at and we hope will serve as a tool to help navigate the guide more effectively. Cruise lines have nominated which section they would prefer to be in, when they could possibly be included in more than one.

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CLIA'S NEW MEMBERS HUB: From the latest travel news to cruise line brochures, from ship inspection registration to cruise line promotions & deals and much more, our Members Hub allows you to find information, resources and tools all in one convenient location.

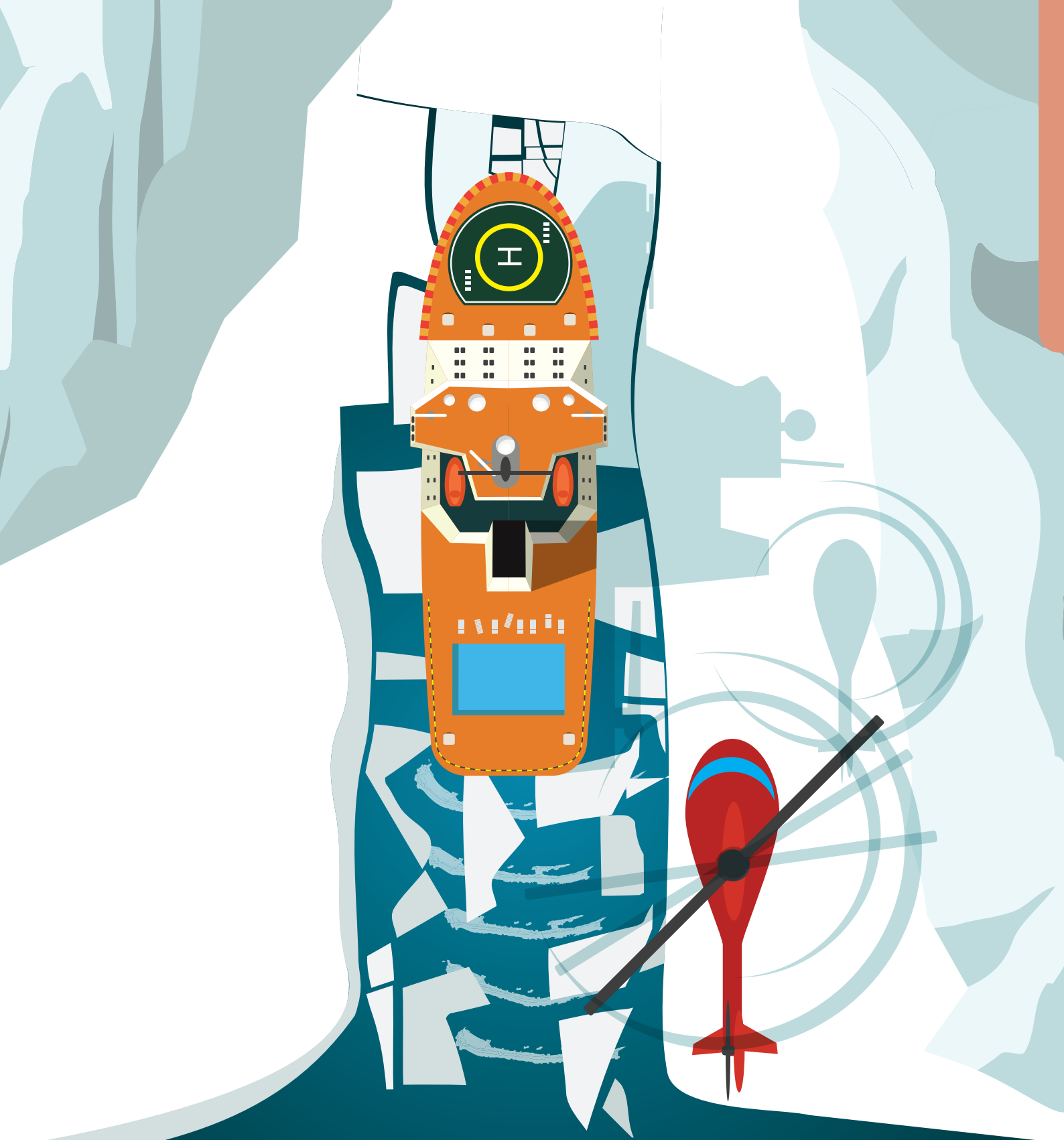
CLIA'S COMPREHENSIVE RESOURCE LIBRARY: Ever wanted to find out what electrical socket a ship has, or whether a ship has a guest laundry? How about the distance between the cruise port and the centre of town? Our exclusive Resource Library can help you with this and so much more...

Other benefits of CLIA membership include:

- ✓ Exclusive use of the CLIA logo on all your marketing material
- ✓ Your name listed on CLIA's Travel Agent search on www.cruising.org.au
- ✓ Member only access to CLIA's Global "Plan A Cruise Month" campaign
- ✓ DISCOUNTED TICKETS to Cruise360, the cruise industry conference event of the year, and the annual Cruise Industry Awards Dinner
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Expedition Cruising



PONANT, the World Leader of Luxury Expedition Cruises has been sailing the seas for nearly 30 years and is currently the only cruise line to sail under the French flag. Embark on a unique concept of sea travel on board intimate and modern luxury expedition ships offering exceptional itineraries combining authentic experiences, cultural encounters, and stops in remote places not accessible by larger ships. Accompanied by experienced guides, lecturers or an Expedition team, time ashore is maximised, with many voyages featuring many UNESCO-listed sites and excursions. On Polar or Tropical Expeditions our fleet of Zodiac® make landing ashore in remote, seldom visited destinations, safe and enjoyable, enabling guests to get up close to nature. With more than 200 expertly created itineraries, you are sure to find a PONANT cruise to suit your travel desires.

Fleet

- 8 small luxury ships & 1 three-mastered classic sailing luxury ship
- Youngest fleet of expedition ships in the world, certified "clean ship": aged 0 to 7 years
- Small, intimate and modern expedition fleet
- Carries between 64 to 264 guests (depending on ship size)

Demographic

- Primarily guests aged 50+ years old
- International guests
- Cosmopolitan world travellers
- Guests looking to truly engage in authentic experiences



Destinations & Seasonality

All 7 continents, more than 80 countries, almost 400 ports of call:

- Antarctica: November to March
- The Arctic: June to September
- Pacific Islands & Oceania including the Kimberley, Melanesia & New Zealand: September to March & July to August
- Asia & Japan: March to June & August to January
- North & Southern Europe including Baltic Sea & the Mediterranean: April to November
- Central & South America: February to April & October to December
- The Caribbean: December to April
- Northern America & Alaska: June to October
- Russia: June & July
- Africa: March, April & November

Accommodation

- 32 to 132 Staterooms & Suites, 95% with private balcony (excl. three-mastered ship)
- French-designed interiors and ambiance
- Luxury amenities, superior comfort & personalised service
- Suites on Deck 6 have a butler

Ship facilities

- Sales Office, Concierge, Reception & Excursion Desks; 2 Restaurants; Open-Air Bar, Pool & Sun Deck; Main & Observatory Lounge; Theatre; Fitness & Well-being Centre; Hairdresser; Medical Centre & Onboard Doctor; Boutique & Photoshop; Library; Marina for direct access to Zodiacs®
- On PONANT's new Explorers ships a multi-sensory underwater lounge & ocean view spa is included
- Please note: Three-mastered ship is smaller with different layout so not all facilities available

Dining and Beverages

- Inspired, refined and varied cuisine, prepared by talented French chefs
- A selection of fine wines that can be ordered from our expert Sommeliers
- One gastronomic restaurant & one grill offering outdoor dining
- Open Bar (excluding premium brands)
- Free 24-hour room service

Entertainment

- Depending on the cruise, lectures from guest speakers or Naturalist Guides
- Themed cruises may include: performances from jazz musicians or opera singers, presentations from chefs and sommeliers or art exhibitions
- Dance shows & film screenings
- Live music in the lounges by duets or pianist

Promos/Discounts

- PONANT Bonus Offer: Earlybird bookings can save up to 30% off cruise rates (will vary according to availability of cruise)
- Back-to-Back Discounts
- No single supplement on many cruises
- Referral Program Discount
- Honeymoon Discount & Bonus Gifts
- Wedding Anniversary Discount
- Group Bookings Discount
- Children & Adolescent Discounts

Agent Incentives and Rebates

- Famil/Educational Opportunities
- Travel Agent Discounted Cruise Rate
- Training Modules & Sales Guide
- Image Library & Video Footage
- Agent & Client Webinars & Events
- National Business Development Managers available for business planning

Passenger Loyalty Program

- PONANT Yacht Club based on the number of cruises
- Exclusive benefits e.g. cruise discounts, onboard credit, free laundry

Inclusions

- All meals & drinks onboard (excluding premium brands)
- Port charges
- 24-hour room service
- Butler for guests on Deck 6
- Onboard lectures & presentations by guest speakers or Naturalist Guides (depending on cruise)
- Zodiac® outings (Expeditions only)
- Evening events & shows

Unique Selling Points

- World Leader of Luxury Expeditions
- Only cruise company in the world sailing under the French flag
- Original itineraries to exceptional destinations
- World's youngest & most modern ships
- Small ships to visit hard to reach areas

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | Bi-Lingual (French & English) spoken, Euro currency |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ Can accommodate groups (up to 30 staterooms maximum) or charter the ship |
| Land connections | Pre & Post Cruise Land Programmes and Transfers |
| Wifi onboard | ✓ |
| Children's facilities | ✓ On selected cruise departures |
| Shore excursions | Expeditions Inclusive and Classic Additional |
| Homeporting in Australia | ✓ <i>L'Austral</i> – December 2017, March 2018, July & August 2018-2019. <i>Le Lapérouse</i> – January - May 2019 |
| CLIA member | ✓ |
| Casino | ✗ |
| Accessibility facilities | ✓ |



CONTACT DETAILS

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Email: reservations.aus@ponant.com
Website: au.ponant.com





SCENIC ECLIPSE – the World's First Discovery Yacht – is the first ocean cruise vessel for Scenic. Launching in the Mediterranean on 31 August 2018, her maiden season will include Antarctica and South Georgia; the Arctic and Fjords; The Americas and Europe.

The 6-star ship, carrying a maximum of just 228 guests and only 200 in the Arctic and Antarctica, will offer guests a level of luxury, discovery, safety and world-class innovation never before bundled into a ship of this size.

Giving guests the opportunity to explore above and beyond what was previously imaginable, the ship's specialist polar discovery team will host the widest array of discovery excursions available in the polar regions.

Offering an average of two discovery experiences per day, the excursions will include explorations by Zodiac, kayak – and even snowshoe – with guests able to venture further than ever before with Scenic Eclipse's on board helicopter[^] and submarine[^].

Experts in their field, the team will use their knowledge to bring you closer to the action, leading excursions onshore, as well as presenting a broad range of fascinating lectures about the areas you will visit.

[^]Additional expense

Fleet

- One 6-star luxury expedition yacht
- Small, intimate vessel
- 228 passengers (200 in the Arctic & Antarctica)

Psychographic

- Primary: Women 50-64
- Secondary: All people 55 years+, self-funded retirees, mid-life households (no children under 16), own their property outright and lived there for 10 years or more, interests: regular travel, current affairs, gardening, theatre, culture and the arts, participate in exercise and active sports, eating out and wine

Destinations & Seasonality

- The Mediterranean (Aug – Sep 18)
- The Americas (Oct – Nov 18)
- Antarctica (Dec 18 – Feb 19)
- The Americas (Mar 19)
- Europe & the Mediterranean (Apr – May 19)
- The Arctic (Jun – Jul 19)

Ship facilities

- Eight spacious lounges and bars
- Four outdoor terraces
- Personal service with an almost 1:1 staff to guest ratio
- One seven-seat helicopter (two in Antarctica)
- One seven-seat submarine
- 14 Zodiacs
- Kayaks and e-bikes
- Snow shoeing, snorkelling and scuba equipment
- A remotely operated underwater vehicle (ROV) with camera
- Spa Sanctuary – 550sqm
- Four indoor and outdoor swimming pools
- Shallow plunge pools and Jacuzzi
- Gym and yoga and pilates studio
- 220 seat theatre

Dining and Beverages

10 on board dining experiences

- Elements, main restaurant featuring Italian, steak and seafood – capacity 109
- Chef's Table, an exclusive degustation dining experience – capacity 8
- Koko's, Asian Fusion – capacity 26
- Sushi @ Koko's, authentic Japanese – capacity 10
- Teppanyaki @ Koko's, private dining with an open Teppanyaki grill – capacity 10
- Lumière, French fine dining – capacity 74
- Azure Bar & Café, relaxed all-day grazing – capacity 65
- Epicure, cooking emporium and culinary school – capacity 8
- Yacht Club, poolside grill, buffet and bar – capacity 128
- In-suite dining with 24-hour room service

Accommodation

- Verandah Suite: 16 suites at 32m²
- Deluxe Verandah Suite: 50 suites at 34m²
- Grand Deluxe Verandah Suite: 30 suites at 40m²
- Spa Suite: 12 suites at 50-52m²
- Panorama Suite: two suites at 110m² including a terrace of 48m²



- Grand Panorama Suite: two suites at 115m², including a terrace of 30m²
- Owner's Penthouse: two suites at 195m², including a terrace of 60m²
- Two-bedroom Owner's Suite: one suite at 245m², including a terrace of 68m²

Entertainment

- Educational lectures based on itinerary destinations

Agent Incentives and Rebates

- Marketing support on Scenic HUB
- Ask your Sales Development Manager for more information

Passenger Loyalty Program

- Scenic Club

Inclusions

- 100% verandah suites
- Unlimited complimentary beverages including mini-bar replenished daily
- All meals on board
- Choice of 10 dining experiences – from casual fare to fine dining
- Eight spacious lounges and bars
- Butler service for every guest
- Scenic Enrich exclusive events
- Scenic Freechoice shore excursions led by expert local guides
- Active discovery excursions by zodiac, kayak, snow shoeing, snorkelling and e-bikes
- Bottled water for all shore excursions and chef-prepared picnics available

- 24-hour in suite dining
- Drinks service to your suite
- Specialist Discovery Team in Polar destinations
- On board entertainment and lectures
- Complimentary Wi-Fi internet[^]
- Complimentary self-service guest laundry
- Return airport transfers at your convenience
- Porterage
- All tipping and gratuities both on board and on-shore

[^] Internet facilities are available on board up to a pre-determined limit per suite at no additional charge.

Unique Selling Points

- World's first discovery yacht
- Truly all-inclusive
- Scenic Enrich
- Discovery Team
- Nth Degree

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ Contact the reservations team |
| Land connections | Some land touring options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ Complimentary to a predetermined limit per suite |
| Children's facilities | ✗ |
| Shore excursions | Inclusive |
| Homeporting in Australia | ✗ |
| CLIA member | ✓ |
| Casino | ✗ |
| Accessibility facilities | ✓ Disabled suites available |



CONTACT DETAILS

Phone: 1300 742 859

Website: www.scenic.com.au





SILVERSEA'S small luxury ships are designed for those who delight in the thrill of discovery while indulging mind and body in the most lavish surroundings imaginable. All accommodations are spacious, ocean-view suites that include butler service, and most include private verandas. Silversea voyages and expeditions sail to over 900 destinations on all seven continents, more than any other cruise line. Our intimate, ultra-luxury ships can sail up narrow waterways into the heart of a city, or tie up right at the pier while others must anchor off shore. And for those who yearn to explore the new and unknown, Silversea Expeditions can transport you to the furthestmost boundaries of the planet. Renowned for culinary excellence and innovative spirit, Silversea's luxury cruises offer a choice of open-seating dining options throughout the fleet, as well as several specialty venues aboard all non-expedition ships. Enjoy the ease, convenience and value of an all-inclusive cruise fare that includes almost all of your discretionary onboard expenses.

Fleet

- Nine luxury ships
- Fleet aged zero to 22 years
- Smaller, intimate vessels
- Carry between 100 and 596 guests

Demographic

- Primarily 45-85 years
- Cosmopolitan world travellers
- Worldwide
- Female skew - Classic
- Male skew - Expedition



Destinations

- All seven continents and over 900 destinations
- Asia: Japan, China, Indonesia, Sri Lanka, India
- Europe: Scandinavia, Britain, Mediterranean
- Africa and UAE
- Pacific islands
- Central and South America: Peru, Chile, Argentina, Brazil
- Arctic and Antarctic
- Australia and New Zealand

Seasonality

- Antarctic: Nov to Feb
- Arctic: Apr to Sep
- Australia and New Zealand: Dec to Mar, Jul to Aug (The Kimberley)
- Mediterranean: Apr to Nov
- Americas: Jan to Jul
- Pacific Islands: Dec to Mar

Ship facilities

- Show Lounge, Casino, Spa at Silversea, Pool, Library & Internet Cafe, Panorama Lounge, The Observation Lounge, Fitness Centre, Connoisseur's Corner, Boutiques, Bar,

Restaurant, La Terrazza, Le Dame, additional restaurants on select ships

Dining and Beverages

- Open-seating dining with a choice of alternatives
- The only Relais & Chateaux restaurant at sea and a partnership with "Slow Food"
- Complimentary beverages
- In-suite dining and 24-hour room service
- Diversity of cuisines offered at eight restaurants (*Silver Muse*)

Accommodation

- Spacious ultra-luxury suites - most with private verandas, and all with Butler Service
- Some of the largest suites at sea, featuring luxurious amenities that can be customised to guest's individual preferences

Entertainment

- Production shows, classical concerts
- Enrichment lectures, culinary & wine experts
- Guest Opera singers and Ballet dancers

Promos/Discounts

- Fly free to Europe & Asia offers available
- Save 5% on select sailings when you book your next Silversea voyage on board
- Save 10% on select sailings with Early Booking bonus
- Fare Guarantee Programme ensures best fares

Agent Incentives and Rebates

- Famil opportunities
- Training modules available for agents
- Ask your Business Development Manager

Passenger Loyalty Program

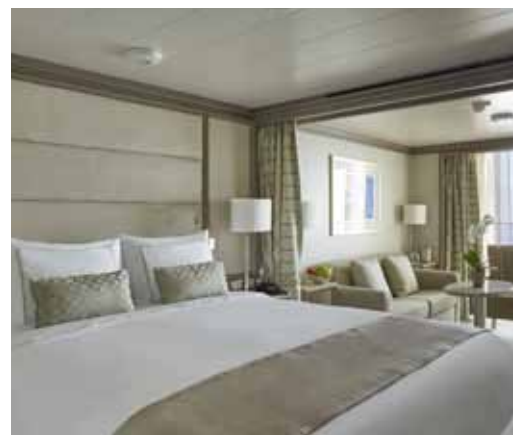
- Venetian Society
- Cumulative points earned based on number of days at sea

Inclusions

- All meals whilst cruising
- All alcoholic beverages included
- Port charges
- Gratuities
- Room service
- Local guided sightseeing
- Shore excursions included (Expedition sailings)

Unique Selling Point

- More dining options than any other ultra-luxury ship (*Silver Muse*)
- Elite vessels were specifically designed for fewer guests, more space and the highest levels of personalised service
- Highest quality ships in the ultra-luxury segment



CONTACT DETAILS

Phone: 1300 306 872

Website: www.silversea.com

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ |
| Land connections | Some land touring options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ Complimentary wifi for every suite - conditions apply |
| Children's facilities | ✓ On <i>Silver Muse</i> only |
| Shore excursions | Expeditions Inclusive and Classic Additional |
| Homeporting in Australia | ✓ <i>Silver Shadow</i> - Dec 2017 and Jan 2018, <i>Silver Whisper</i> - Feb 2018, <i>Silver Muse</i> - Dec 2018 - Feb 2019 |
| CLIA member | ✓ |
| Casino | ✓ Classic fleet only |
| Accessibility facilities | ✓ Disabled suites available |



CORAL EXPEDITIONS is a 33-year-old Australian expedition cruise company. We operate and manage a fleet of three small ships taking guests to some of the most beautiful, yet undiscovered, regions of Asia-Pacific. Over 5,000 travellers from all over the world come to us every year for our relaxed small ship atmosphere and tailor-made itineraries which larger ships cannot replicate.

At a time when the cruise industry is moving to larger and larger ships, we have limited the size of our ships to maximise the expedition experience. Coral Expeditions' cuisine is prepared small batch on board, and while the style is down to earth, it reflects high-quality Australian produce and wine. We operate to Australian standards of safety. We were the first to offer interpretive programmes on our cruises and to employ Expedition Leaders, Guest Lecturers, Marine Biologists, and SCUBA Instructors – a tradition that continues today.



Fleet

- Three purpose built expedition ships
- Fleet aged 12 to 22 years
- Small intimate boutique vessels
- Carry between 42 to 72 passengers

Demographic

- Primarily 45 to 85 years
- Like minded travellers, wanting to actively explore and learn

Destinations

- Kimberley (Australia)
- Cape York & Arnhem Land (Australia)
- Papua New Guinea
- Raja Ampat & Spice Islands (West Papua)
- Tasmania (southern coastline) (Australia)
- Great Barrier Reef (Australia)

Seasonality

- Kimberley (Australia): Mar to Oct
- Cape York & Arnhem Land (Australia): Mar & Oct
- Papua New Guinea: Oct/Nov & Feb
- Raja Ampat & Spice Islands (West Papua): Sept/Oct
- Tasmania (south coast) (Australia): Jan to Mar
- Great Barrier Reef (Australia): all year round

Ship facilities

- Dining Room, Lounge/Lecture Room, reference library, Sun Deck – Explorers Bar, Bars, Xplorer tender vessels (catering to the ships capacity for each shore excursion), zodiacs, kayaks, snorkelling and diving equipment, daily housekeeping and turn down service

Promos/Discounts

- 10% Early Bird Savings on select sailings/ departures
- Save 10% when you book your next Coral Expedition voyage on board

Agent Incentives and Rebates

- Famil opportunities
- Ask your sales executive

Passenger Loyalty Program

- Xplorer's Club
- Membership tier and benefits change based on number of nights at sea
- 5-10% Discount for past passengers

Unique Selling Points

- Small boutique, purpose built expedition ships
- No queues or waiting – our ships are small enough to allow boarding and disembarkation much quicker than larger vessels
- Range of Explorer/Xplorer Tender vessels – operate on hydraulic lift system and cater for all passengers on ship. Unique to Coral Expeditions
- Australian flagged and crewed
- **All** shore excursions included (typically two per day)
- Reach places larger ships cannot access

CONTACT DETAILS

Phone: 1800 079 545
Website: www.coralexpeditions.com
Reservations Email: cruise@coralexpeditions.com
Sales Email: sales@coralexpeditions.com

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English, and Australian Dollars |
| On road sales team | Based in Qld, NSW and VIC (team cover all Australian States), UK/Europe and North America |
| Groups/charters | ✓ |
| Land connections | ✗ |
| Wifi onboard | ✓ Costs apply |
| Children's facilities | ✗ |
| Shore excursions | All inclusive |
| Homeporting in Australia | ✓ |
| CLIA member | Will be soon |
| Casino | ✗ |
| Accessibility facilities | ✗ |



Ocean Cruising



DREAM CRUISES is the first-ever luxury cruise line in Asia that aims to redefine vacation travel with a transformational journey at sea. Debuted in November 2016, Dream Cruises brings our guests inspirational luxury on board and takes them to exciting destinations in & around Asia. For the ultimate luxury cruise experience, Dream Palace features highly-personalised European butler service and special guest privileges. Featuring some of the latest & most unexpected, horizon-expanding experiences on the planet. You can explore deep beneath the ocean in one of the ship's submersible submarines, dance under the stars...and that's just the beginning. Imagine you could visit a different country for every meal of the day. What would you do? Where would your taste buds take you? Offering the best international flavours in both exciting indoor and outdoor venues & indulge in the finest.

Fleet

- Two ships
- Fleet aged – zero to one
- Large sized vessels
- Carrying 3,352 guests

Demographic

- Multigenerational high end travellers

Destinations

- Asia – Singapore, Thailand, Malaysia, Indonesia, Vietnam, Philippines, Japan, China



Seasonality

- Singapore, Thailand, Malaysia, Indonesia: Year round
- Japan, China: July – Nov
- Philippines, Vietnam: Nov – June

Ship facilities

- Restaurants – inclusive & specialty – Bars, Theatre, Show Rooms, Pools, Slides, Gym, Crystal Life Spa Library, Accommodation to suit all tastes & budgets, golf driving nets, basketball courts, putt putt golf, zipline, ropes course helipad, video arcade, Karaoke, casino, duty free retail, 2 x submersibles plus Dream Palace – exclusive Suite Palace.

Dining and Beverages

- Open seating with a choice of inclusive & specialty restaurants including Mark Best Bistro, 24 hour room service. Large promenade deck for seamless indoor/outdoor dining & bar experiences
- Featuring modern, contemporary bars & lounges, with partnerships with Penfolds' Wine Vault, Johnnie Walker Whisky House

Accommodation

- Boasting the best beds & bathrooms at sea, modern, spacious high quality furnishings in all cabin types with high end Italian linens.
- Dream Palace – Exclusive Suite Complex with private restaurant, bar & lounge, private pool & sun deck, 24 hour European Butler Service, complimentary beverages, luxurious amenities, complimentary dining in all specialty restaurants, some of the largest suites at sea

Entertainment

- Production & signature shows, including enrichment programs & guest speakers, roving entertainment at various venues plus Zouk Nightclub & beach

Promos/Discounts

- Save up to 50% when booking early bird period
- Seasonal promotions offering 40-50% off selected sailings
- Suite guests receive inclusive benefits

Agent Incentives and Rebates

- Famil Opportunities
- Ask your Sales Manager

Passenger Loyalty Program

- Dream Elite – Cumulative points earned based on number of days at sea

Inclusions

- Cruise fare
- Port handling fees
- Meals in selected restaurants
- Most entertainment

Unique Selling Points

- The only Premium Luxury Cruise experience based in Asia year round
- Offering highest quality of Service & dining
- Largest range of dining options at sea in Asia, with Michelin Star chefs
- Quality close to home cruise option
- Modern facilities & accommodation, boasting the best beds & bathrooms at sea
- Quality entertainment



CONTACT DETAILS

Email: reservations@dreamcruiseline.com
Website: www.dreamcruiseline.com

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English, Mandarin spoken – SGD & HKD |
| On road sales team | All Australian states |
| Groups/charters | ✓ Ships & venues suitable for all group sizes & charters |
| Land connections | Available when booking via wholesaler |
| Wifi onboard | ✓ Various packages are available |
| Children's facilities | ✓ |
| Shore excursions | Additional charges apply |
| Homeporting in Australia | ✗ |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Various cabins are wheelchair accessible |





NORWEGIAN CRUISE LINE is the innovator in cruise travel with a 50-year history of breaking the boundaries of traditional cruising, offering guests the freedom and flexibility to design their ideal cruise holiday on their schedule with no set dining times, a variety of entertainment options and no formal dress codes. Norwegian offers some of the newest and most contemporary ships at sea with a wide variety of accommodation options, including The Haven by Norwegian®, a luxury enclave with suites, private pools and dining, concierge service and personal butlers.

Fleet

- 16 contemporary cruise ships
- *Norwegian Bliss* cruising Alaska and the Caribbean in 2018
- Fleet aged zero to 18 years
- *Norwegian Jade, Pearl, Dawn, Sun, Gem* and *Pride of America* all refurbished in 2015-2017
- Larger ocean cruisers carrying between 1,936 and 4,266 guests
- Norwegian Edge™ - Fleet investment programme

Demographic

- Affluent explorers – most are over 45 years of age
- Active families – most are under 45 years of age with children in the household aged between 6-17 years old

Destinations

- Asia
- Alaska
- Australia & New Zealand
- Canada & New England
- Central America & Panama Canal
- Caribbean
- Cuba
- Europe
- Hawaii

Ship facilities

- Pool Deck
- Aqua Park (select ships)
- Sports Complex including three story Ropes Course with a Zipline, 2 Planks, 9-hole Mini Golf course, 2-storey Rock Wall, Race Track and Laser Tag (select ships)

- Basketball and Tennis Court
- Video Arcade
- Complimentary Splash Academy youth programme (Kids 3 - 12)
- Entourage Teen Club (Teens 13 - 17)
- Guppies Nursery (Ages 6 months - 2 years)
- Family-friendly activities
- Kid's Pool and Slide
- Duty-free shops
- Mandara Spa and Beauty Salon
- State-of-the-art Fitness Centre
- Theatre with nightly entertainment
- The Waterfront (select ships)
- Adults only Vibe Beach Club (select ships)

Dining and Beverages

- Up to 29 dining options
- Up to three Main Dining Rooms
- Complimentary and Specialty Dining*
- No fixed dining times or pre-assigned seating
- 24-Hour Room Service
- Up to 22 bars and lounges
- Kids 12 and under eat free from the complimentary kids' menu at all specialty restaurants

* Charges apply for Specialty Dining



Accommodation

- Widest range of accommodation at sea
- THE HAVEN BY NORWEGIAN®
- Suite and Penthouse
- Mini-suite and Balcony
- Oceanview and Inside
- Studios

Entertainment

- Entertainment every night of your cruise
- Award-winning Broadway shows and musicals
- World-class acrobats, aerialists, musicians
- Theatrical dining experiences

Promos/Discounts

- Free at Sea* – choose from up to 5 free offers
- Upgrade Advantage offers guests the opportunity to bid a nominal amount to be upgraded to a higher category stateroom

*Limited time only

Agent Incentives and Rebates

- Industry leading commission rewards
- Flexible and easy to use payment options
- Dedicated Sydney Call Centre
- Norwegian Central Travel Agent Platform
- Groups Programme
- Business Development Managers on the road across Australia and New Zealand

Passenger Loyalty Program

- Latitudes Rewards – enjoy benefits such as priority check in, laundry service, free dinners and concierge service across 6 reward tiers

Inclusions

- Complimentary Dining
- Nightly entertainment
- Port charges and taxes
- Gratuities

Unique Selling Point

- No fixed dining times or pre-assigned seating
- Award-winning entertainment
- Up to 29 dining options
- Some of the newest ships in the industry
- A wide range of revolutionary features
- World's Leading Cruise Line 2016 – World Travel Awards
- Voted best Hawaii itinerary 12 years in a row – Porthole Cruise Magazine

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ |
| Land connections | Some land options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ |
| Children's facilities | ✓ |
| Shore excursions | Additional - can be booked prior to departure or on board |
| Homeporting in Australia | ✓ <i>Norwegian Jewel</i> 12 Nov 2017 until 10 Feb 2018 |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ |



CONTACT DETAILS

Sydney Contact Details: 1300 255 200
Website: www.ncl.com





IT'S time to discover a new era of cruising with Royal Caribbean. From innovative onboard facilities and revolutionary superliners to dedicated crew delivering a truly 'Royal' experience – sumptuous food, unique activities, world-class entertainment, enticing destinations and outstanding service – Royal Caribbean has always pushed the boundaries of imagination to create unforgettable cruise holidays. From rock walls on every ship to elegant dining rooms and relaxing spas, the experience onboard is nothing short of incredible, with every moment complemented by Royal Caribbean's signature Gold Anchor Service. Leave what you know behind and let your imagination go.

Fleet

- 24 ships
- Fleet aged zero to 25
- Biggest, most innovative and entertainment-packed vessels in the world
- Carry between: 1,602 guests to 5,492 guests (double occupancy)

Demographic

- Royal Caribbean has something for everyone, from adventure-seeking families and couples to those over 60



FlowRider® Surf Simulator

Destinations

In 2017, Royal Caribbean will visit 256 destinations, in 64 countries, on 6 continents:

- Alaska, Canada & New England
- Caribbean, Bahamas, Bermuda
- Panama Canal, South America
- Mexico
- Hawaii
- Europe
- South Pacific, Australia, New Zealand
- Asia
- Dubai

Seasonality

- Alaska & Pacific Coast: April to September
- Canada & New England: April to December
- Caribbean, Bahamas & Bermuda: Year Round
- Europe: April to December
- Trans-Atlantic, Trans-Pacific & Repositioning: April to December
- Australia/New Zealand/South Pacific: October to April
- Asia: Year Round

Ship facilities

- Entertainment: Aerial, aqua, ice skating & Broadway shows, 3D Movies and more
- Relaxation: Adults-only solarium, VitalitySM Spa & Fitness Centre

- Dining: A range of complimentary and specialty restaurants, including Jamie's Italian by Jamie Oliver
- Accommodation: Interior, Virtual Balcony, Ocean View, Balcony, Suites & Two-Storey Loft Suites
- Kids: Adventure Ocean® Youth Programme with activities for six age groups, DreamWorks Experience
- Onboard Activities: FlowRider® surf simulator, rock-climbing wall, mini-golf, ice-skating rink, pools & whirlpools, bumper cars, waterslides, North Star® viewing capsule, Zip Line, RipCord® by iFLY® skydiving simulator and more

Dining and Beverages

- Complimentary dining: A delicious range of dining options with menus that change daily, complemented with personalised service
- My Time Dining®: Enjoy more flexibility in the Main Dining Room and choose when you would like to dine each night
- My Family Time DiningSM: Kids enjoy their meal within 45 minutes of the first Main Dining Room seating, before heading to the evening's activities
- Specialty Dining: A range of specialty restaurants are available for a small fee, from celebrity-chef inspired restaurant, Jamie's Italian, to Chops Grill Steakhouse, Izumi Asian Cuisine and more

- Beverage Packages: Choice of all-inclusive Deluxe Package, Refreshment Package, Classic Soda Package or bottled water package.

Accommodation

- Selection of Interior, Virtual Balcony, Ocean View and Balcony Staterooms, or Interconnecting Staterooms perfectly configured for family life
- Selection of Suites with more space and a variety of exclusive perks
- Royal Suite Class on Quantum Class ships offers the ultimate retreat at sea. Two-story Loft Suites on Ovation of the Seas provide a dining area, dedicated concierge, a private whirlpool and more

Entertainment

- Broadway-style theatre and musical performances
- Live music and comedy
- Ice-skating shows
- The DreamWorks Experience: see your favourite characters from movies like Shrek®, Madagascar® and Kung Fu Panda™ in parades, 3D movies and more
- Poolside movies

Promos/Discounts

- Save up to 30%* off selected cruises
- Plus, enjoy an additional 10%* off for the month of October to celebrate our 10th Anniversary in Australia and New Zealand
- For further offers, ask your Sales Representative

Agent Incentives and Rebates

- Training modules available for agents
- Ask your Sales Representative

Passenger Loyalty Program

- Crown & Anchor® Society: Cumulative points earned based on number of nights you sail with us, and double points when sailing in a Suite

Unique Selling Point

Only on Royal Caribbean will you find these incredible, state-of-the-art experiences:

- North Star®, FlowRider surf simulator, DreamWorks Experiences, Bionic Bar®, Jamie's Italian by Jamie Oliver, SeaPlex® - largest indoor play space at sea, RipCord® by iFly® skydiving simulator, AquaTheatre, Ice-skating rink and spectacles, Virtual Balcony® Stateroom, Plus more



CONTACT DETAILS

Phone: 1800 754 500
Trade Website: CruisingPower.com.au
Consumer Website: RoyalCaribbean.com.au

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ |
| Land connections | Some land touring options available |
| Wifi onboard | ✓ VOOM - Fastest internet at sea, fees apply |
| Children's facilities | ✓ Adventure Ocean® Youth Programme |
| Shore excursions | Available at an additional cost |
| Homeporting in Australia | ✓ <i>Radiance of the Seas</i> (Oct 17 - Apr 18 & Oct 18 - Apr 19), <i>Explorer of the Seas</i> (Oct 17 - Apr 18 & Oct 18 - Apr 19), <i>Ovation of the Seas</i> (Dec 17 - Mar 18 & Nov 18 - Mar 19), <i>Voyager of the Seas</i> (Oct 17 - Apr 18) |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Disabled suites available |



RipCord® by iFLY®

TAKE your current perception of cruising and kindly set it aside. At Azamara Club Cruises®, we do things a bit differently. No matter where in the world you travel with us, our focus is on making sure you can experience each destination in-depth, and return home enriched with memories. With more late departures (8pm or later) and more overnight stays than other cruise lines, you'll have more time to explore onshore and see destinations come to life after dark.

Our small and luxurious ships are your boutique hotel at sea, taking you to destinations around the world other large ships can't. And with so much included such as house beers, wine and spirits – an Azamara cruise holiday is the only way to travel.



Fleet

- Two boutique-style ships
- Revitalised in 2016
- Relaxed atmosphere
- Capacity of just 690 guests

Demographic

- Primarily 50+
- Couples and solo travellers
- New to cruise, destination-focused travellers

Destinations

- Australia & New Zealand
- Alaska (from 2019)
- Europe
- Asia, Dubai & India
- Caribbean
- Cuba
- North America

Seasonality

- Australia & New Zealand: December-March
- Europe: May - October
- Alaska: May - September
- Asia: September - January
- Caribbean & Cuba: November - April

Ship facilities

- Bars and lounges, casino, duty-free shopping, pool deck, complimentary and speciality dining options, gym, Sanctum Spa, library, cafe

Promos/Discounts

- Early Booking Benefit
- Ask your District Sales Manager for latest offers

Agent Incentives and Rebates

- Famil opportunities
- Training modules available for agents
- Ask your Business Development Manager

Passenger Loyalty Program

- Le Club Voyage
- Rewards include onboard discounts, special events, future cruise savings and more
- Points earned based on number of days at sea and stateroom category
- Annual Le Club Voyage voyage

Unique Selling Point

- Longer stays and more overnights than other cruise lines
- Cruise closer to ports that other large ships can't reach
- House beers, wine and spirits are included in the cruise fare
- Self-service laundry onboard
- Complimentary AzAmazing Evening on most voyages

CONTACT DETAILS

Phone: 1800 754 500

Website: www.azamaracruises.com/en-au

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand. Plus a dedicated Business Development Manager. |
| Groups/charters | ✓ |
| Land connections | Pre and post options available vary by sailing. Some opportunities mid-cruise. |
| Wifi onboard | ✓ Fees apply |
| Children's facilities | ✗ |
| Shore excursions | Fees apply |
| Homeporting in Australia | ✓ <i>Azamara Journey</i> : Feb-Mar 2018, <i>Azamara Quest</i> : Dec-Mar 2018 |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Disabled suites available |



CARNIVAL is The World's Most Popular Cruise Line® with 25 ships operating 3 to 19-day voyages to the South Pacific, Australia, Caribbean, Mexican Riviera, Alaska and Hawaii. Our 26th ship, *Carnival Horizon*, will debut in Europe in April 2018. *Carnival Spirit* has been home-ported year-round in Australia since 2012 and *Carnival Legend* joins her during the summer months.

A Carnival cruise offers not only outstanding value for money, but most importantly, FUN, with features like day and night-time entertainment stage shows, musical performances, kids clubs, waterslides and more. We make our guests feel right at home with comfy accommodations, attentive service, delicious food and drink – while enjoying the experience against the backdrop of some of the world's most beautiful ports.

Fleet

- 26 Ships (with the arrival of *Carnival Horizon* in 2018)

Demographic

- We offer fun, vibrant holidays where families and free-spirited couples reconnect in a lively atmosphere filled with family-friendly activities, waterslides, world class live entertainment, engaging youth programs and delicious dining options

Destinations

Departing from Australia:

- South Pacific – New Caledonia, Vanuatu, Fiji
- Australia – Tasmania, Moreton Island, Great Barrier Reef, Weekend Samplers, Melbourne Cup
- New Zealand, Hawaii, Singapore

Departing from the U.S.A.:

- Mexico, Caribbean, Alaska, Hawaii, Europe, Cuba

Seasonality

- *Carnival Spirit* sails out of Sydney year-round
- *Carnival Legend* is seasonally deployed in Australia from October-April, with sailings departing from both Sydney and Melbourne in 2018

Ship facilities

- Green Thunder waterslide
- Carnival's Twister Waterslide™
- Child-free Serenity™ Retreat
- Award-winning Kids' Programs
- Fitness Centre

Promos/Discounts

- Cruise Sale Weeks – On-Board Credit and half price deposits
- Select Sailings – On-Board Credit and FOC opportunities

Agent Incentives and Rebates

- Famil opportunities (Seminars at Sea)
- Ship tours
- TA rates
- Online training modules available for agents

Passenger Loyalty Program

- VIFP Club (Very Important Fun Person) - Carnival's way of recognising guests who keep on coming back, by offering great benefits that are sure to take your next cruise to the next level of fun.

Unique Selling Points

- More balcony cabins than any other ship home-ported year-round from Sydney
- Interconnecting cabins accommodating 4,5 or 6 guests including balcony to stateroom connections
- 24/7 pizza and ice cream included
- Dining Venues; Blueguana Cantina & Guys Burger Joint included
- 45+ Daily Activities
- Seuss at Sea™ – Bringing the magic of Dr. Seuss to life at sea with a Green Eggs and Ham Breakfast with Cat in the Hat and Friends, a Seuss-a-Palooza parade followed by a book reading
- Lip Sync Battle

CONTACT DETAILS

Phone: 13 31 94

Website: www.goccl.com.au

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English spoken, AUD (sailing from/to Australian ports), USD (Sailing in US and Europe) |
| On road sales team | Covering all Australian states, territories and New Zealand |
| Groups/charters | ✓ Available on request |
| Land connections | Return airport transfers available for purchase |
| Wifi onboard | ✓ Additional costs apply |
| Children's facilities | ✓ |
| Shore excursions | Additional cost |
| Homeporting in Australia | ✓ <i>Carnival Spirit</i> year-round, <i>Carnival Legend</i> Oct-April |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Modified and wheelchair accessible staterooms available |

SINCE our 1989 launch, the symbol 'X' emblazoned on the funnels of our multi-award winning fleet has come to embody our passion for shattering preconceptions of cruise ship design. It's a quest that's brought you the world's only ships with half an acre of real, finely manicured lawns – perfect for picnics or evening concerts under the stars. And now we're doing it again with Celebrity EdgeSM, the first of our revolutionary new class of ships.

No matter where you sail with us, you're certain of an upscale holiday that's refreshingly great value – the kind that only we can deliver. With up to 13 distinctive restaurants onboard, contemporary design at every turn, service that just gets you and a seamless ship-to-shore experience. There's only one cruise line where you can experience modern luxury cruise holidays – Celebrity Cruises.



Fleet

- Nine with one under construction, plus three dedicated vessels in the Galapagos
- Modern, chic and stylish design
- Fleet aged five to 17 years
- Capacity ranges between 16 and 3,046 guests

Demographic

- Primarily 40+
- Couples and solo travellers
- Discerning travellers with interests in food and wine

Destinations & Seasonality

- Australia, New Zealand & South Pacific: October – April
- Europe: May – October
- Alaska: May – September
- Asia, Dubai & India: September – April
- Caribbean: January – December
- Canada & New England: June – October
- Hawaii: September & April
- Galapagos: January – December
- South America: December – March

Ship facilities

- Stylish bars and lounges, casino, duty-free shopping, adults-only solarium, pool deck, Lawn Club, complimentary and speciality dining options, gym, Canyon Ranch Spa, theatre, Persian Garden, sports court

Promos/Discounts

- Go Big Better Best promotion – pick a free perk on almost all cruises
- Ask your District Sales Manager for latest offers

Agent Incentives and Rebates

- Famil opportunities
- Training modules available for agents
- Ask your Business Development Manager

Passenger Loyalty Program

- Captain's Club
- Rewards include onboard discounts, special events, priority boarding and more
- Points earned based on number of days at sea and stateroom category

Unique Selling Point

- The only cruise line with half an acre of real, finely manicured lawns
- Voted Best Premium Cruise Line 9 years running (Travel Weekly US Readers' Choice Awards 2008-2016)
- Signature Event Sailings such as Cannes Film Festival, Carnival in Rio, Edinburgh Military Tattoo and more
- Largest and rarest wine collection at sea
- 85% of staterooms have Balconies (Solstice Class)
- Onboard dining curated by a Michelin-starred Chef

CONTACT DETAILS

Trade website: www.cruisingpower.com.au

Consumer website: www.celebritycruises.com.au

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand. Plus a dedicated Business Development Manager. |
| Groups/charters | ✓ |
| Land connections | Pre and post options available vary by sailing. Limited opportunities mid-cruise. |
| Wifi onboard | ✓ Fees apply unless selected as Go Big Better Best perk |
| Children's facilities | ✓ Kids clubs for ages 3-17 |
| Shore excursions | Variety of excursions available, in majority of ports. Shore excursions are included in Galapagos sailings. |
| Homeporting in Australia | ✓ <i>Celebrity Solstice</i> from October – April |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Disabled suites available |



FROM the moment guests step on board, they'll soon become accustomed to the distinctive and welcoming Cunard service. Our fleet comprises three magnificent ships – *Queen Elizabeth*, *Queen Victoria* and *Queen Mary 2*. Grand in scale yet stylish down to the tiniest detail, each one is a world unto herself.

Naturally British at heart, Cunard continues many fine traditions found on board our liners of the past. Delight in traditional afternoon tea, partake in a flurry on the ballroom floor, or simply relax and unwind on the open decks.

Only on Cunard.

Fleet

- The world's largest ocean liner, *Queen Mary 2*
- Art deco inspired *Queen Elizabeth* and *Queen Victoria*
- Amenities and services of a large ship, with between 2,000 and 2,700 guests.

Demographic

- Primarily 45-85 years
- Seasoned and sophisticated world travellers

Destinations

- Africa and the Middle East
- Asia and South East Asia
- Australia, New Zealand, and the South Pacific
- Canada and the USA
- Caribbean
- Mediterranean, and the Baltics
- Northern Europe and British Isles
- South America
- Transatlantic Crossings

Seasonality

- Australia and New Zealand: February to March
- Alaska: May to June
- Asia: January to April
- Canada and USA: June to September
- Caribbean: October to December
- Europe: March to November
- Transatlantic Crossings: Year round
- World and Grand Voyages: January to May

Ship facilities

- Champagne Bar, Golden Lion british pub, grand ballroom, Casino, Spa and aqua therapy centre, Royal Court Theatre, Library

and internet cafe, Sir Samuel's cafe with Godiva chocolate, Clarendon Fine Art gallery, boutiques, Planetarium, The Verandah restaurant, Princess and Queens Grill suites

*Please note that not all facilities are available on all ships

Promos/Discounts

- Past guests receive 5% discount on select 2018/19 voyages when booking before 31 December 2017
- Bonus on board credit when guests purchase a Future Cruise Deposit on board

Agent Incentives and Rebates

- Famil opportunities
- Ask your Business Development Manager

Passenger Loyalty Program

- Cunard World Club
- Four tiered program based on number of voyages or days at sea

Unique Selling Points

- Pioneers of the round world voyage
- Only cruise line to offer regular eastbound and westbound Transatlantic crossings
- Unique on board and distinctively British experiences such as daily afternoon tea, guests speakers and lecturers, fencing lessons and nightly dancing with big band orchestras

CONTACT DETAILS

Phone: 13 24 41

Website: cunard.com

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ |
| Land connections | Some land touring options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ Internet hours for select Cunard World Club members |
| Children's facilities | ✓ |
| Shore excursions | ✓ Charges apply |
| Homeporting in Australia | ✓ QM2 and QE mid-February to early March 2018. QE full two month homeport season in Feb and March 2019. |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Wheelchair staterooms available |

FOR more than 140 years, Holland America line has been a recognised leader in cruising. The Holland America Line experience is still classic and premium, but energised with new ideas, offering expanded choices and experiences for guests. It's about seeing, tasting, touching and feeling the remarkable moments a Holland America Line cruise offers to each of its guests, every day. The fleet of 14 modern, classic ships offers more than 500 sailings a year to 100+ countries visiting all seven continents so if you are looking for some of the most spacious and comfortable ships at sea, award-winning service, five-star dining, extensive activities and enrichment programs and compelling worldwide itineraries, you've come to the right place.



Fleet

- 14 mid-sized premium ships, with a 15th joining the fleet in 2018 – *Nieuw Statendam*
- From 835 to 2,650 guests

Demographic

- Globetrotting Learners: 50+ years
- Active, engaged couples | Upper/middle income | Eager to discover new places & different cultures

Destinations & Seasonality

All seven continents including:

- Alaska: May to September
- Asia: October to April
- Australia, New Zealand & South Pacific: September to April
- Canada & New England: May to October
- Caribbean: October to April
- Europe: April to November
- Hawaii & Tahiti: December, January, March
- Mexico: December to February
- Panama Canal, South America & Antarctica: April to October
- Grand Voyages: October to April
- Transpacific: April, May, October

Ship facilities

- Dining*: The Dining Room, Pinnacle Grill, Canaletto, Tamarind, Sel De Mer, Grand Dutch Café, Lido Market, Dive In, New York Pizza, Explorations Café, 24-hour In-Room Dining (* may vary by ship)
- Accommodation: Interior, Oceanview, Lanai, Verandah, Suites (* may vary by ship)
- Activities and Entertainment*: B.B. King's Blues Club, Lincoln Center Stage, Billboard

Onboard, Main Stage Show Lounge, BBC Earth Experiences, America's Test Kitchen, Digital Workshop, Greenhouse Spa & Salon, BLEND, Club HAL (* may vary by ship)

- Explorations Central: Explorations Central (EXC™) offers indispensable insights and tips from location experts, and interactive activities and cultural encounters that make journey's more engaging, vivid and meaningful

Promos/Discounts

- Call Holland America Line on 1300 987 323 or visit www.hollandamerica.com for the latest offers

Agent Incentives and Rebates

- Famil opportunities
- Training modules available for agents
- Ask your Business Development Manager

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states |
| Groups/charters | ✓ |
| Land connections | Some land touring options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ Available to purchase in all stateroom & suite categories |
| Children's facilities | ✓ |
| Shore excursions | Additional, available to purchase in all accommodation categories |
| Homeporting in Australia | ✓ <i>ms Noordam</i> , <i>ms Maasdam</i> |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Disabled suites available |

Passenger Loyalty Program

- Mariner Society – cumulative points earned based on number of days at sea
- Suite Bonus – Earn double Cruise Day credits for paying a published fare for a suite or penthouse
- Onboard Spending Bonus – Earn one bonus credit for each US\$300 in eligible onboard purchases

Unique Selling Points

- The destination experts – visiting 500 ports across 100+ countries on seven continents
- Classic style, enriching journeys aboard mid-sized premium ships
- Recognised leader in cruising for 144 years

CONTACT DETAILS

Phone: 1300 987 323

Website: www.hollandamerica.com



A **P&O CRUISES** holiday celebrates the very best of modern Australia with contemporary designs, stylish restaurants, locally sourced produce and talented, home-grown musicians on stage. It's a place where guests can escape from everyday life and focus on what really matters – celebrating good times with family and friends.

Offering 365 days of cruising per year, P&O has everything from long-weekend getaways in your blue backyard to adventures through exotic untouched lands.

In 2017, P&O has welcomed a refurbished *Pacific Dawn* cruising from Brisbane year-round and saw the addition of *Pacific Explorer*, cruising year-round from Sydney.

The continued evolution of P&O Cruises heralds a new era, as reflected in its brand positioning – P&O Cruises, Like no Place on Earth.

Fleet

- Largest based Australian fleet with 5 ships
- Gross Tonnage from 55,820 through to 77,441
- Capacity from 1,260 through to 1,998 guests

Demographic

- Down to earth everyday Australian's and New Zealander's who are looking to celebrate good times with their friends and family.
- Happy and social by nature, they seek great value holidays where everything is taken care of so they can spend more time having a good time with their loved ones.

Destinations

- South Pacific Islands
- Australia
- Papua New Guinea & Solomon Islands
- New Zealand
- Asia

Seasonality

- 365 days of cruising
- Departures ranging from 2 nights through to 16 nights in duration

Ship facilities*

- Facilities across the fleet include: Vast range of Bars, Pubs and Restaurants, Conference space, Fitness centre, Spa, Exercise track, Oasis adults only area, Four age-specific Kids Clubs, P&O Edge Adventure Park, Lawn Bowls, Waterpark and Waterslides, Outdoor Big Screen, Intimate Cinema, Marquee Theatre Lounge, Specialty Dining Restaurants, Duty free shopping, New Zealand Natural Ice Cream, The Pantry, Internet

& WIFI, Laundry services, Late night child minding, Photography studio, Casino.

* Facilities vary by ship

Promos/Discounts

P&O has a Three Fare Structure:

- Go Fare – The 'just go' no frills fare, Ideal for price sensitive clients with firm travel plans
- Value Fare – Ideal for 'new to cruise' guests, with a range of value adds included that change with each new retail campaign. The Value Fare also offers flexible payment and refund policies
- Value Plus Fare – Perfect for guests looking for an all-inclusive experience and flexibility. Value Plus fares include the current retail offer and premium inclusions such as beverage and WiFi packages. The Value Plus Fare also offers flexible payment and refund policies

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English spoken, Australian dollars |
| On road sales team | Located in Australia and New Zealand |
| Groups/charters | ✓ Dedicated P&O Corporate & Leisure Groups teams available for MICE, Charter & Ceremonies at Sea |
| Wifi onboard | ✓ Internet & Wi-Fi packages available for purchase onboard |
| Children's facilities | ✓ |
| Shore excursions | Charges apply, available to pre book via Cruise Control and can also be purchased onboard |
| Homeporting in Australia | ✓ |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Wheelchair accessible and modified rooms are available across the fleet |

Agent Incentives and Rebates

- Flagship Achievers Program
- Flagship College training modules
- Flagship Fare travel agent rates
- Ship inspection opportunities

Unique Selling Points

- More variety than any other cruise line cruising from Australia, with a range of itineraries; Sea Breaks, Islands, Main Events, Australia & NZ, Asia
- Perfectly sized ships, meaning more South Pacific ports and more itineraries
- Quality holiday experience in a modern setting

CONTACT DETAILS

Ph: 13 24 94 (Consumer) 1300 363 706 (Trade)

Consumer website: www.pocruises.com.au

Travel Agents website: flagship.pocruises.com.au

THE 'Come Back New Promise' offers guests new and enriching experiences – like our partnership with award-winning Australian chef and restaurateur Curtis Stone, who brings guests fresh and new culinary creations; the new Princess Luxury Bed, designed for the ultimate night of sleep at sea; creations from master chocolatier Norman Love; our Discovery at Sea™ experiences, award winning excursions and original theatrical productions from Broadway legend, Stephen Schwartz. In September 2018 Princess Cruises will welcome *Majestic Princess*® to Australia. The newest ship to join the fleet is the ultimate in premium cruising. Offering the entire Princess® comforts you've come to know and love, as well as many new features. Plus, you'll be inspired to see and do more with Ocean Medallion™, a truly personalised experience and your portal to amazing cruise holiday possibilities – Available on *Golden Princess* from the 25th October 2018.



Fleet

- 17 Spectacular premium class ships
- Carry between 670 and 3,560 guests

Demographic

- Primarily 45-70 years

Destinations & Seasonality

- Australia and New Zealand: Sep to Apr
- South Pacific: Jan to Jun & Sep to Dec
- Alaska: Apr to Sep
- Mediterranean: Mar to Nov
- Northern Europe: Apr to Oct
- Asia: All year around
- Caribbean: All year around
- Hawaii: Oct to Apr
- South America: Dec to Apr
- Panama Canal: Jan to May & Sep to Dec
- California & Pacific Coastal: Sep to May

Ship facilities

- World-class entertainment, including Broadway style production shows, world-class magicians, comedians and street entertainers
- Main & Specialty Dining Restaurants including Share by Curtis Stone, Sabatini's Italian Trattoria, La Mer Michelin Star French bistro, The Salty Dog Gastro Pub, Crown Grill and Sterling steakhouses, Kai Sushi, Chef's table and the Ultimate Balcony Dining
- New experiences on board and ashore with Discovery at Sea™
- World Class Shopping at Sea
- Pool, hot tubs and The Lotus SPA
- Fitness Center
- Youth and Teen clubs
- Movies under the Stars®

Promos/Discounts

- Select Sailings program available on all departures
- Cruise Sale Weeks – On-Board Credit and 50% reduced deposits

Agent Incentives and Rebates

- Princess Academy training program for agents including graduation cruise for Commodores
- Ship inspections

Passenger Loyalty Program

- Captain's CircleSM, one of the best loyalty programs at sea

Unique Selling Points

- Visiting over 350 destinations worldwide
- Our newest, largest and most luxurious ship *Majestic Princess*® features the Sea Walk®, The Enclave thermal suite®, dining by Michelin Star chefs and more
- Partnership with award-winning Australian chef and restaurateur Curtis Stone
- The new Princess Luxury Bed, designed for the ultimate night of sleep at sea
- New OCEAN technology offering you personalised service

CONTACT DETAILS

Phone: 1300 587 472

Website: princess.com

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, AUD (sailing from/to Australian ports), USD (sailing from international ports) |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ |
| Land connections | Land & Sea holidays available pre or post-cruise in destinations |
| Wifi onboard | ✓ Internet cafe and wifi network available (charges apply) |
| Children's facilities | ✓ Reimagined child and teen centres for cruisers ages 3-17 |
| Shore excursions | Quality shore excursions available at additional cost, best price guarantee |
| Homeporting in Australia | ✓ <i>Majestic Princess</i> ® (Sep 2018 – Mar 2019) <i>Diamond Princess</i> ®, (Nov 2017 – Mar 2018), <i>Golden Princess</i> ® (Sep 2017 – Apr 2019), <i>Sea Princess</i> ® (Nov 2017 – Apr 2019), <i>Sun Princess</i> ® (Sep 2017 – Apr 2019) |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Wheelchair-accessible staterooms available |



STAR CRUISES offers so much more than first class dining and entertainment - it takes you to places where the sun, sea, people and culture blend colourfully well. Cruise the magical waters of South East Asia. Discover a fascinating blend of culture history & adventure as you set sail to explore some of the most enchanting & exotic destinations of the region. Offering informal & flexible dining & attire options allowing guests to enjoy themselves anyway they like. It's designed to be informal, flexible & fun with no set dining times & relaxed dress code. How you spend your time is up to you. There are swimming pools, hot tubs & pampering health spas. When the sun goes down, the stars come out with live entertainment & cocktails. Dance the night away, or simply take a stroll on deck. From your first 'Welcome aboard' you'll experience the warm Hospitality that has become the hallmark of Star Cruises.

Fleet

- Six ships
- Fleet aged 1-18 years
- Small, medium & large sized vessels
- Carry between 64 to 1,870 (lower births)

Demographic

- Multigenerational modern travellers

Destinations

- Asia – Singapore, Thailand, Malaysia, Indonesia, Cambodia, Vietnam, Philippines, Japan, China

Seasonality

- Singapore, Thailand, Malaysia, Indonesia: Year round
- Japan, China: July – Nov
- Philippines, Vietnam, Cambodia: Nov – June

Ship facilities

- Restaurants – inclusive & specialty – Bars
- Theatre, Show Rooms
- Spa & salon
- Pools, Slide
- Gym, Library
- Accommodation to suit all tastes & budgets
- Golf driving nets, basketball courts, putt putt golf
- Helipad
- Video arcade, Karaoke
- Casino
- Duty free retail

Promos/Discounts

- Save up to 50% when booking early bird period
- Seasonal promotions offering 40-50% off selected sailings
- Balcony Guests receive bonus benefits & onboard credit

Agent Incentives and Rebates

- Famil Opportunities
- Ask your Sales Manager

Passenger Loyalty Program

- Genting Rewards – Cumulative points earned based on number of days at sea

Unique Selling Points

- Highest quality of service & dining is our hallmark
- Largest range of dining options at sea in Asia, with Michelin Star chefs
- Perfect way to see Asia with authentic experiences
- Excellent close to home cruising option
- Great introduction to Asia
- Star Cruises takes pride in all cruise hardware and our ships offer the highest quality of amenities & venues

CONTACT DETAILS

Phone: 9212 6288

Website: www.starcruises.com

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English, Mandarin spoken – SGD & HKD |
| On road sales team | All Australian states |
| Groups/charters | ✓ Ships & venues suitable for all group sizes & charters |
| Land connections | Available when booking via wholesaler |
| Wifi onboard | ✓ Various packages are available |
| Children's facilities | ✓ On <i>SuperStar Virgo</i> and <i>SuperStar Gemini</i> |
| Shore excursions | Additional charges apply |
| Homeporting in Australia | ✗ |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Various cabins are wheelchair accessible |

VOTED the world's best cruise line twice by the readers of Travel + Leisure, Viking Cruises operates 4 elegant ocean ships cruising the Baltic, Mediterranean and Americas. In the coming years, Viking's ocean fleet will encompass 6 ships, and include destination-focused itineraries in Australia, New Zealand, Alaska, Canada, India, China and Japan. Viking Cruises boasts a fleet of new, all-veranda, state-of-the-art ocean ships. Each sister ship carries only 930 guests, and is engineered at a scale that allows direct access into most ports. Classified by Cruise Critic as "small ships," the fleet features understated elegance and modern Scandinavian design. You will not find casinos, children or needless distractions on board. Instead, guests will cruise to intriguing and often little-known ports, enjoying ample time ashore, many overnight stays and an included excursion in each port of call. And since a Viking cruise is an inclusive experience, there are no nasty surprises.



Fleet

- *Viking Star* – Maiden Voyage: 2015
- *Viking Sea* – Maiden Voyage: 2016
- *Viking Sky* – Maiden Voyage: 2016
- *Viking Sun* – Maiden Voyage: 2017
- *Viking Spirit* – Maiden Voyage: 2018

Demographic

- Predominately over 50 years of age
- Probably retired or semi-retired
- Discerning – Progressive – Conscious
- Appreciates culture, art and music

Destinations

- Baltic and Northern Europe
- The Americas and the Caribbean
- Mediterranean and the Adriatic
- Asia
- Australia and New Zealand

Seasonality

- Selected departures all year round for 2017/2018/2019

Ship facilities

- Main pool with retractable dome, Infinity Pool, Aquavit Terrace, The Wintergarden, Explorer's lounge, 10 dining venues (all complimentary), Nordic Spa: sauna, hydrotherapy pool and Snow Grotto (all complimentary), Salon, Fitness Centre, Sports Deck, Thorshavn bar, Theatre and 2 Cinemas, Specialty Shops

Promos/Discounts

- For Viking's latest special cruise and air offers please visit: www.vikingcruises.com.au/oceans

Agent Incentives and Rebates

- Famil opportunities
- Viking Vör agent training nights
- Viking training: can be conducted in many creative ways
- Viking marketing resources editable flyers and Facebook tiles
- Ask your Business Development Manager

Passenger Loyalty Program

The Viking Explorer Society:

- Once guests takes a Viking cruise, they become a member of the Viking Explorer Society

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English spoken, US dollars |
| On road sales team | Located in Australia and New Zealand. Contact australia@vikingcruises.com for your local Sales Development Manager's details. |
| Groups/charters | ✓ 8 staterooms required for a group, 16th person travels FREE |
| Land connections | Pre and post cruise extensions available |
| Wifi onboard | ✓ Complimentary and unlimited |
| Children's facilities | ✗ |
| Shore excursions | Included excursions in every port, charges apply for optional excursions |
| Homeporting in Australia | ✓ |
| CLIA member | ✗ |
| Casino | ✗ |
| Accessibility facilities | ✓ Wheelchair accessible, modified rooms available |

- Viking offers credit on future cruises to members. They will receive travel credits based on the amount of time since their last voyage. If they reserve within one year, they receive \$200pp; if they reserve after one year, they receive \$100pp.

Unique Selling Points

- No children, no casinos
- All veranda staterooms
- All inclusive
- Brand new fleet
- Serene Scandinavian spaces
- Small ship cruising: 930 guests
- Destination experts

CONTACT DETAILS

Phone: 138 747

Website: www.vikingcruises.com.au



River Cruising

it's your life, **GO LIVE IT LUXE**



WITH a seemingly endless offering of River Cruise options to share with your customers, Avalon Waterways is passionate to present a truly unique choice in this category that provides a refined indulgence beyond the standard holiday. Avalon strives to offer an extraordinary look at the world, creating the experience where you're welcomed home, with locally inspired dining delights and a choice of your adventure. With their panoramic suites comes a private space like no other, opening up to the world and beyond like never before. Avalon makes the most of its surrounds for guests, inviting the views into each room to drink in each moment. With Avalon, your customers have the opportunity to Go Live it Luxe - and taste the world in the rarest of ways from a truly unique vantage point.

Fleet

- 15 Suite Ships
- 3 Deluxe Ships
- Average vessel age of 3 years
- Vessels carry between 36 – 166 passengers

Demographic

- Typically aged 45-64 or guests 'young at heart'
- People looking to mix with other guests from around the world
- Active Discovery itineraries appeal to guests looking for an interactive experience

Destinations

- Europe
- Southeast Asia
- Peruvian Amazon (*chartered vessel*)
- Galapagos (*chartered vessel*)

Seasonality

- Europe – Apr to Dec
- Southeast Asia – Year-round
- Peruvian Amazon – Jan to Oct
- Galapagos – Feb to Oct

Ship facilities

- SkyDeck with Premium Sunshades and Lounges, Whirlpool, Deck-Games area, Observation Lounge, Panorama Lounge & Bistro, Club Lounge, Sky Bistro, Hair Salon (Spa Treatment Room on Asia cruises), Fitness Centre, Gift Shop and Internet Corner

Dining and Beverages

Food is so much more than filling up. Great food feeds your soul, fuels your passions, shapes your memories... it's another lens through which to

discover new worlds. Meals are expertly crafted by true culinary artisans using only the finest ingredients to showcase local flavours, while regional wines are hand-selected as the perfect meal accompaniment.

- All onboard meals (buffet, a la carte, grill fare, tapas-style)
- Complimentary coffee & tea throughout the day
- Europe: Sparkling wine with breakfast, soft drinks, regional beer & wine with lunch & dinner (spirits available for purchase)
- Asia: soft drinks, local beer & spirits all day, wine with dinner

Accommodation

- Stylish staterooms and suites have been designed to blur the line between where the world ends and room begins. Panorama Suites are 30% larger than the industry standard and feature floor to ceiling wall to wall open air balconies. Beds face the balcony so guests can wake to the passing riverscape. Accommodations also include premium amenities like large bathroom with full shower, Comfort Collection Beds and L'Occitane bath products.



Entertainment

- Europe – Nightly Pianist
- On various itineraries, local artisans perform onboard

Inclusions

- Outside stateroom accommodation
- All meals on board plus drinks (*refer to dining & beverages*)
- Freedom of choice daily included sightseeing with expert local guides
- Onboard lectures, activities & nightly entertainment
- Port charges and gratuities
- Complimentary Wi-Fi

Promos/Discounts

- Vary throughout the year. Often include Single Supplement waivers, cash savings and flight offers

Agent Incentives and Rebates

- Passport to Rewards – for every \$1 spent, receive 1 Passport to Rewards point to exchange for your choice of products on offer
- Earn an extra 2% commission on groups of 8 or more plus take advantage of group FOC rebates
- Supertour – annual Top Achievers trip

Passenger Loyalty Program

- Journeys Club (members receive 5% off any Globus family of brands tour or cruise)

Unique Selling Points

- Relaxed Luxury style of cruise means guests can leave their penguin suits at home
- Avalon Choice – Guests have the freedom to customise their cruise experience
- Active Discovery itineraries allow guests to energetically explore Europe, with activities designed to cater to different fitness levels
- The first in the industry to create open-air balcony suites - where the bed faces the view
- Smaller 110m size vessels allow access to parts of the rivers where other cruise operators cannot
- Themed Departures - Wine Appreciation, Culinary, Beer Tasting, Jazz, Music & Opera, Art & Impressionist, History, Jewish Heritage, Festive Time, Golf, Popular Authors, Garden & Nature



CONTACT DETAILS

Phone: 1300 130 134

Website: avalonwaterways.com.au

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, EUR in Europe and USD in Asia |
| On road sales team | All Australian states |
| Groups/charters | ✓ |
| Land connections | Land touring options available pre or post cruise with Globus, Cosmos & Monograms |
| Wifi onboard | ✓ Complimentary |
| Children's facilities | ✗ |
| Shore excursions | Included Daily |
| Homeporting in Australia | ✗ |
| CLIA member | ✓ |
| Casino | ✗ |
| Accessibility facilities | ✓ Subject to conditions |



AN AUSTRALIAN family-owned company, the essence of APT began in Melbourne in 1927. Now 90 years on, APT offers life-enriching trips to every continent. Through the company's vast industry experience, innovative investments, meticulous planning and unquestionable passion, it has earned a place among Australia's most well-regarded travel companies. Most recently the company won Best River Cruise Operator 2015-2017, Best International Tour Operator 2014-2015, and Best Domestic Tour Operator 2012-2016 at the National Travel Industry Awards. Few others are as adept at matching a style of travel to the vastly differing regions of the world.



Fleet

- **Europe:** *MS AmaVenita, MS AmaReina, MS AmaVerde, MS AmaBella, MS AmaCello, MS AmaDante, MS AmaVida, MS Hebridean Sky, MS Island Sky*
- **Asia:** *RV AmaLotus, RV Samatha, RV Ganges Voyager, Sanctuary Yangzi Explorer, MS Caledonian Sky*
- **Africa:** *Zambezi Queen*
- **South America:** *Delfin II*
- **Australia:** *MS Caledonian Sky, Coral Discoverer, Le Lyrial*
- **Antarctica:** *Le Lyrial*

Demographic

- 55+ (Average age 65 years)
- Travelling companions from Australia
- Retired or semi-retired
- Frequent travellers

Destinations & Seasonality

- **Europe:** April to December
- **Africa:** January to October
- **Asia:** February to December
- **Australia:** April to October
- **New Zealand:** October to August
- **Kimberley:** May to September
- **South America:** January to October
- **Canada & Alaska:** April to September
- **USA:** September to April
- **Russia**
- **Antarctica**

Ship facilities

- Sun deck
- Whirlpool
- Showroom or theatre

- Personalized Butler Service (many suite categories)
- 24hr specialty tea and coffee
- Observation Lounge
- Ship library
- Onboard boutique
- Salon
- Wellness Centre
- Wide range of onboard dining experiences

Agent Incentives and Rebates

- Famil opportunities
- Exclusive ATG VIP program provides rewards to agents
- Top-selling ATG agents eligible for a range of benefits
- Training modules available via weblink for agents
- For further information see <http://brochures.aptouring.com.au/books/msmy>

Passenger Loyalty Program

- **APT Club:** Silver, Gold, Platinum and Diamond members can receive access to exclusive member-only offers, invitations to special events and a free travel kit with personalised itinerary

Unique Selling Points

- Award-winning service
- All inclusive luxury journeys
- A range of once-in-a-lifetime Signature experiences
- See the highlights, while also veering from the tourist trail
- 98% satisfaction rating

CONTACT DETAILS

Phone: 1300 336 932
Email: info@aptouring.com.au
Website: www.aptouring.com.au

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English with Cruise director speaking local language |
| On road sales team | Australia and New Zealand wide 1300 278 278 |
| Groups/charters | ✓ |
| Land connections | Some land touring options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ included |
| Children's facilities | ✗ |
| Shore excursions | Included |
| Homeporting in Australia | ✓ |
| CLIA member | ✓ |
| Casino | ✗ |
| Accessibility facilities | ✓ |



TRAVELMARVEL specialises in premium cruising and touring experiences at exceptional value. As part of the APT Travel Group, the brand has continued to grow significantly and now operates tours and cruises in Europe, North America, Asia, New Zealand and Australia, along with programs in Russia, South America and Africa. Travelmarvel attributes its success to its comprehensive inclusions and price structure which includes a variety of sightseeing opportunities, many meals, drinks with lunch and dinner, excursions and entertainment, transfers, port charges and tipping.

Fleet

- Europe: *Travelmarvel Jewel, Diamond & Sapphire, MS Douro Serenity, MS Kronshtadt, Princess Eleganza*
- Asia: *RV La Marguerite, RV Rajmahal, RV Princess Panhwar*
- South America: *M/V Anakonda, Delfin III*
- Australia: *Coral Princess, Coral Expedition I*
- New Zealand: Holland America Lines premium ships
- Canada & Alaska: Holland America Lines premium ships

Demographic

- 55+
- Travelling companions from Australia and New Zealand
- Retired or semi-retired
- Well-researched travellers

Destinations & Seasonality

- **Europe:** March to December
- **Russia:** May to September
- **Africa:** May to October
- **Asia:** all year
- **Australia:** all year
- **New Zealand:** all year
- **South America:** February to November
- **Canada & Alaska:** April to September
- **USA:** all year

Ship facilities

- Fine dining restaurant
- Main lounge
- Bar
- Sun deck
- Salon
- Fitness Centre
- Wifi & onboard computers

Agent Incentives and Rebates

- Famil opportunities
- Exclusive ATG VIP program provides rewards to agents
- Top-selling ATG agents eligible for a range of benefits
- Training modules available via weblink for agents
- For further information see <http://www.travelmarvel.com.au/>

Passenger Loyalty Program

- **Traveller Club:** Silver, Gold, Platinum and Diamond members can receive access to exclusive member-only offers, invitations to special events and a free travel kit with personalised itinerary

Unique Selling Points

- Premium journeys at exceptional value
- Part of the award-winning APT Travel Group
- A range of once-in-a-lifetime experiences
- See the highlights, while also veering from the tourist trail
- A perfect balance between organised sightseeing and exploration at your own pace

CONTACT DETAILS

Phone: 1300 668 298
Email: info@travelmarvel.com.au
Website: www.travelmarvel.com.au

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English with Cruise director speaking local language |
| On road sales team | Australia and New Zealand wide 1300 278 278 |
| Groups/charters | ✓ |
| Land connections | Some land touring options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ Included |
| Children's facilities | ✗ |
| Shore excursions | Key excursions included select experiences additional |
| Homeporting in Australia | ✓ |
| CLIA member | ✓ |
| Casino | ✗ |
| Accessibility facilities | ✓ |

VIKING CRUISES is the world's largest and most awarded river cruise line operating 64 elegant ships in Europe, Russia, Egypt, Southeast Asia and China. Their itineraries are designed for curious travellers with an interest in geography, culture and history. Viking's innovative, award-winning Longships have set the standard in river cruising: their intimate vessels have all the amenities of a fine hotel, providing the ideal opportunity to unpack once, and comfortably be transported each day to and from your next destination. Viking's extraordinarily well-designed cruises bring guests closer to the cultures of the world. That's why their intimate, inclusive itineraries are designed to help guests explore nuances of the destination: its food, culture, people and customs. While their included and optional shore excursions cover cultural and historic highlights, they also go beyond, sharing The Viking Way with their Local Life, Working World and Privileged Access experiences – opening doors to people and places otherwise difficult to visit.



Fleet

- 64 modern river ships – 51 of them released since 2012

Demographic

- Predominately over 50 years of age
- Probably retired or semi-retired
- Discerning – Progressive – Conscious
- Appreciates culture, art and music

Destinations

- Europe: Rhine, Main, Danube, Seine, Rhône, Douro, Moselle, Elbe, Dordogne, Garonne and Gironde
- Russia: Volga, Neva and Svir
- Ukraine: Dnieper
- China: Yangtze
- Southeast Asia: Mekong
- Egypt: Nile

Seasonality

- Europe: Mar – Dec
- France: Mar – Dec
- Portugal: Mar – Dec
- Russia: May – Oct
- Ukraine: May – Aug
- China: Feb – Nov
- Southeast Asia: Jan – Mar & Jul – Dec
- Egypt: Mar – Apr & Aug – Dec

Ship facilities

Viking Longships:

- The Aquavit Terrace, Restaurant, Bar, Observation Lounge and Bar, Library, 360 Sun deck, Walking Track, Herb Garden, Boutique

*Onboard facilities will differ on other Viking river ships

Promos/Discounts

- For Viking's latest special cruise and air offers please visit: www.vikingrivercruises.com.au/

Agent Incentives and Rebates

- Famil opportunities
- Viking Vör agent training nights
- Viking training: can be conducted in many creative ways
- Viking marketing resources editable flyers and Facebook tiles
- Ask your Business Development Manager

Passenger Loyalty Program

The Viking Explorer Society:

- Once guests takes a Viking cruise, they become a member of the Viking Explorer Society

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English spoken, Euro |
| On road sales team | Located in Australia and New Zealand. Contact australia@vikingcruises.com for your local Sales Development Manager's details. |
| Groups/charters | ✓ 5 staterooms required for a group, 10th person travels FREE *Excludes Portugal, Elbe and Mekong (8 staterooms) |
| Land connections | Pre and post cruise extensions available |
| Wifi onboard | ✓ Complimentary and unlimited |
| Children's facilities | ✗ |
| Shore excursions | Included in every port, charges apply for optional excursions |
| Homeporting in Australia | ✗ |
| CLIA member | ✗ |
| Casino | ✗ |
| Accessibility facilities | ✓ Wheelchair accessible |

- Viking offers credit on future cruises to members. They will receive travel credits based on the amount of time since their last voyage. If they reserve within one year, they receive \$200pp; if they reserve after one year, they receive \$100pp.

Unique Selling Point

- Largest and most modern river fleet
- Viking holds the Grandfather rights to prime docking locations in Europe
- Serene Scandinavian spaces
- All inclusive
- Destination experts

CONTACT DETAILS

Phone: 138 747

Website: www.vikingcruises.com.au



Small Ship Cruising



OCEANIA CRUISES offers an unrivalled experience, featuring The Finest Cuisine at Sea™, a fleet of intimately luxurious ships, and destination-rich itineraries spanning the globe. Seasoned world travellers are drawn to Oceania Cruises' expertly crafted voyages, which call on more than 400 ports across Europe, Asia, Africa, Australia, New Zealand, the South Pacific and the Americas. Spacious and elegant accommodation aboard the 684-guest *Regatta*, *Insignia*, *Nautica*, and *Sirena* and the 1,250-guest *Marina* and *Riviera* invite guests to explore the world in unparalleled comfort and style.

Fleet

- Six mid-size ships
- Carry between 684 and 1,250 customers

Demographic

- Primarily 50+, semi-retired or retired
- Well educated, inquisitive and discerning world travellers
- Enjoy cultural events, fine dining, wines and arts

Destinations

- Destination immersion over 400 destinations
- Spectacular port intensive itineraries
- Europe
- Alaska
- South Pacific
- Australia and New Zealand
- Asia
- Africa
- Canada and New England
- South America
- Caribbean and Panama Canal
- World Cruises

Ship Facilities

- Open seating gourmet dining
- The Culinary Centre – onboard cooking school
- Canyon Ranch Spa club
- Monte Carlo style Casino
- Pool
- Library
- Numerous bars and lounges
- Entertainment Centre
- Artist Loft Enrichment centre
- State of the art fitness centre
- Internet Centre
- Golf putting greens
- Onboard boutiques

Accommodation

- Elegant rooms up to 186 square metres in size
- 85 percent of the staterooms feature private teak verandas
- All staterooms feature LCD TVs, robes and slippers, luxurious Prestige Tranquillity Beds with 700-thread-count Egyptian cotton linen, goose-down pillows and silk-cut Italian duvets

Dining and Beverages

- The Finest Cuisine at Sea™ - curated by world renowned Master chef Jacques Pepin
- Diverse array of gourmet cuisines on offer including: Italian, Asian and French speciality restaurants
- Multiple open seating restaurants, for breakfast lunch and dinner
- Vegetarian, vegan and kosher meals and special diets available upon request
- In suite dining and free room service 24 hours
- Complimentary non – alcoholic beverages
- Alcohol beverage packages available



Entertainment

- Onboard cooking school – The Culinary Centre
- Artist Loft – enrichment centre
- Production shows and critically acclaimed headline entertainers
- Orchestra and classical string quartet
- Jazz nights and live piano music at Martini's
- Wine tasting at *La Reserve*

Promos/Discounts

Bonus: Olife Choice

- Receive free unlimited internet
- Plus select one from a choice of generous amenities including: Free Shore Excursions, Free House Beverage Package or Free Shipboard Credit.
- Combine voyages and save

Agent Incentives and Rebates

- Famil opportunities
- Ship inspections
- Training modules available for agents
- Ask your Business Development Manager

Passenger Loyalty Program

- Oceania Club for past guests
- Receive additional onboard amenities, such as shipboard credits and free Canyon Ranch® spa treatments, free cruises, discounted pricing and other exclusive privileges

Inclusions

- A variety of open-seating gourmet restaurants
- Shuttle service to city centre in ports of call
- Onboard entertainment
- Unlimited Internet
- Pre-paid gratuities
- Port taxes
- Non-alcoholic beverages
- Free room service dining 24 hours a day

Unique Selling Points

- The Finest Cuisine at Sea™ – curated by world renowned master chef Jacques Pepin
- Elegant, casual ambience – no jacket or tie
- Award winning port intensive voyages featuring overnight stays and extended evening port stays



CONTACT DETAILS

Sydney Contact Centre: 1300 355 200
Website: www.oceaniacruises.com

Good to Know

| | |
|--------------------------------|---|
| On board language and currency | English spoken, US dollars |
| On road sales team | Australia and New Zealand |
| Groups/charters | ✓ |
| Land connections | Some land touring options available connecting to certain departures pre or post, or mid-voyage |
| Wifi onboard | ✓ Available free with Olife choice |
| Children's facilities | ✗ |
| Shore excursions | Free shore excursions available with Olife choice Excursion packages available |
| Homeporting in Australia | ✗ |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Disabled suites available |





REGENT SEVEN SEAS CRUISES is The Most Inclusive Luxury Experience™ in the world, with a four-ship fleet that visits more than 460 destinations around the world. It is currently undergoing a US\$125 million fleet-wide refurbishment that will elevate the level of elegance found throughout the fleet to the standard set by *Seven Seas Explorer*®, The Most Luxurious Ship Ever Built™. It's all included aboard this leader in the luxury cruise segment, from highly personalised service and exquisite cuisine and fine wines and spirits, to unlimited shore excursions in every port.

Fleet

- Four intimate, luxurious small ships
- Sizes between 28,550 and 48,075 tonnes
- Carry between 490 – 750 guests

Demographic

- Average age of guests 55+ years
- Loyal, seasoned travellers
- High net worth
- Culture & enrichment seekers

Destinations

- Over 460 ports visited
- Mediterranean, Baltic & Northern Europe
- Alaska
- Asia & Pacific
- Canada & New England
- Caribbean & Tropics
- South America
- Africa
- World Cruise

Ship facilities

- World-famous Canyon Ranch SpaClub®
- World class fitness centre with classes
- Internet Café and WiFi access
- Show Lounge
- Casino gaming
- Heated pool and whirlpools
- Extensive Library
- Duty-free shopping
- Bars & Restaurants

Dining and Beverages

- Open-seating dining with speciality restaurants
- Free unlimited beverages including premium spirits and fine wines, soft drinks, bottled water, coffee & tea
- Complimentary in-suite dining and 24 hour room service, served course-by-course
- A variety of gourmet restaurants specialising in a range of cuisines, including an iconic steakhouse, classic and haute French cuisine, Asian-fusion, authentic Italian, classic Continental dining, and casual indoor and al fresco outdoor dining



Accommodation

- All-suite, all-balcony luxury accommodation – elegant décor with custom-crafted furnishings and marble accents
- Europe king-size bed or twin bed configuration featuring our exclusive Suite Slumber Bed®
- Mini-bar replenished daily – all complimentary
- L'Occitane Mer & Mistral soaps and lotions
- Spacious walk-in-closet or custom built-in closet

Entertainment

- Award-winning Broadway-style performance in an intimate two-tier theatre
- Attend a world class lecture by a respected expert on our onboard enrichment programme
- An exciting variety of live evening music entertainment
- Gourmet Explorer Tours on *Seven Seas Explorer*® – culinary classes in the Culinary Arts Kitchen with a Chef instructor

Agent Incentives and Rebates

- Famil opportunities
- Ship inspections
- Training modules available for agents
- Ask your Business Development Manager

Passenger Loyalty Program

- Seven Seas Society®
- Cumulative points earned based on number of days at sea accrue additional benefits – from priority online shore excursions and dining reservations to FREE garment pressing

Inclusions

- Unlimited shore excursions
 - Unlimited beverages including fine wines and premium spirits
 - Speciality restaurants
 - WiFi access on board
 - Pre-paid gratuities
 - 3-Night Land Programme on select voyages
- BONUS for Concierge Suites and higher:**
- 1-Night Pre-Cruise Hotel Package
 - Transfer between Hotel and Ship

Unique Selling Points

- The Most Inclusive Luxury Experience™
- Intimate Ships
- All-suite, all-balcony accommodation
- All-inclusive, including free unlimited shore excursions and 3-Night Land Programme on select voyages
- Elegant casual dress code



CONTACT DETAILS

Sydney Contact Centre: 1300 455 200
Website: www.rssc.com

Good to Know

| | |
|--------------------------------|--|
| On board language and currency | English spoken, US dollars |
| On road sales team | All Australian states and New Zealand |
| Groups/charters | ✓ |
| Land connections | Three night land programme on select voyages |
| Wifi onboard | ✓ Complimentary Wifi |
| Children's facilities | ✗ |
| Shore excursions | Free and unlimited |
| Homeporting in Australia | ✗ |
| CLIA member | ✓ |
| Casino | ✓ |
| Accessibility facilities | ✓ Disabled suites available |



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