

# 2020 CRUISE GUIDE





# CHOOSE YOUR CRUISE WITH AN EXPERT

CruiseCO are the largest and broadest distributor of cruise product in the Southern Hemisphere. Established in 2000 and with a membership base of over 250 travel agencies spanning Australia and New Zealand, we provide Members access to over 50 cruise brands worldwide whilst creating exclusive products to help Members drive their businesses.

EXPERIENCE THE  **cruisePRO** DIFFERENCE



Enjoy exclusive access to 500+ unique fly/stay/cruise holiday packages, or, design your own! CruisePRO empowers CruiseCO Members to deliver the perfect holiday for their customer every time.

CruisePRO is a custom booking platform designed to meet the unique needs of CruiseCO Members, providing a one-stop-shop solution for cruise. Seamlessly providing access to thousands of exclusive group allocations across all major cruise brands, Members are able to deliver unique holiday experiences via packages which cannot be matched.

**FOR MORE INFORMATION ON MEMBERSHIP AND BENEFITS,  
EMAIL [SALES@CRUISECO.COM.AU](mailto:SALES@CRUISECO.COM.AU)**



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Travel Daily



## FROM THE PUBLISHER

Bruce Piper, publisher of *Cruise Weekly*, *travelBulletin* and *Travel Daily*

WELCOME to our biggest cruise guide ever. With Australia and New Zealand's stable economies a stark contrast to conditions in other parts of the world, it's no wonder that cruise lines from across the globe continue to focus their efforts on Australasia.

CLIA global figures indicate that cruisers who booked through travel

agents had higher satisfaction and repeat rates, and we hope that this guide will help to continue that trend.

The huge array of product being showcased here shows there truly is a "cruise for everyone" and we expect the industry will make the most of this opportunity to build their businesses.

Happy selling!

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# The most experienced Australian polar operator

Contact us  
for current  
offers!



## Very Small Ships



Among the smallest ships in expedition cruising

Average 126 passengers per voyage

## Over 27 Years Experience

27+

Very experienced polar operator

Pioneered by renowned mountaineer Greg Mortimer

## Advanced Expedition Ships



First passenger ship with the unique X-Bow® design

Unique expedition ship features

## Australian Ethos



Australian owned

Relaxed and friendly environment onboard

## Maximum Experience



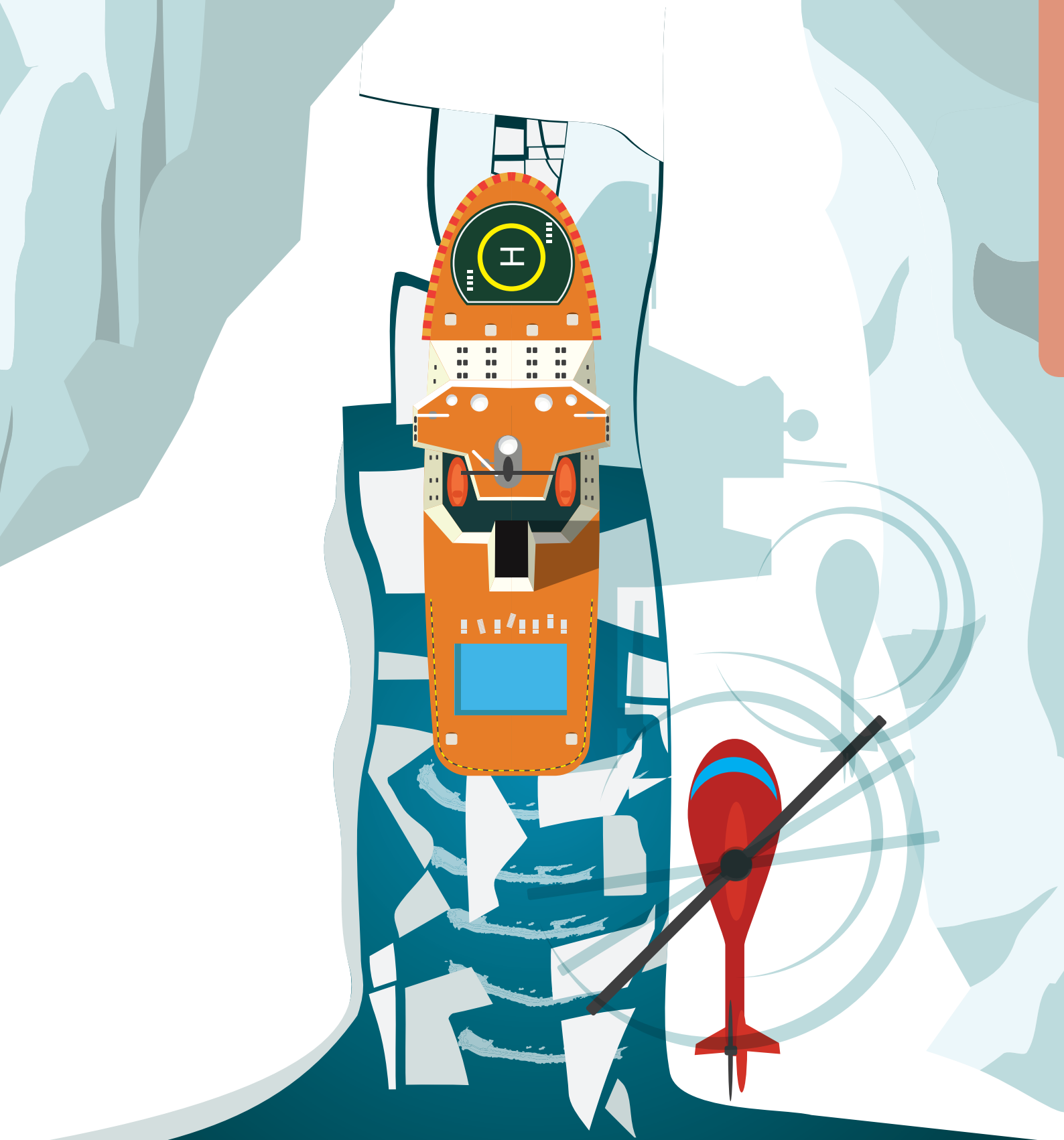
Most extensive activities program

Maximise your time on shore, average 2 excursions per day\*

\*Excludes sea days

For more information and to book, contact your preferred wholesaler or Aurora Expeditions:  
1800 637 688 [agents@auroraexpeditions.com.au](mailto:agents@auroraexpeditions.com.au) [www.auroraexpeditions.com.au](http://www.auroraexpeditions.com.au)





# Expedition Cruising



**APT'S** Small Ship Expedition Cruising is all about uncovering the world's hidden treasures in typical APT style. This style of cruising provides a chance to discover destinations that few have visited before. Dock right in the middle of town or use Zodiacs to explore normally inaccessible locations. These cruises feature the services of an expert APT Expedition Leader and Team including naturalists and historians. Operated in conjunction with our partner Noble Caledonia, our intimate vessels have a maximum capacity of just 118 guests, experience an unparalleled intimate atmosphere.

### Fleet

- *MS Island Sky, MS Caledonian Sky and MS Hebridean Sky*
- Maximum passenger capacity of just 118 guests
- All ships contain Zodiac craft for exploration
- Small, intimate vessels

### Demographic

- 55+
- Travelling companions from Australia
- Retired or semi-retired
- Frequent travellers
- Adventurous and worldly travellers



### Destinations

- Kimberley
- Arnhem Land
- Northern Europe
- Japan
- Antarctica\*
- New Zealand
- PNG

### Ship facilities

- Main Lounge & Bar
- Main Restaurant
- Lido Deck Restaurant
- The Club
- Library
- Observation Deck

### Dining and Beverages

- One sitting with free seating in Main Restaurant
- Option to dine on the Lido Deck during favourable weather
- Beverages served at your discretion all day

### Accommodation

- All-suite accommodation
- Some of the largest entry-level suites
- All suites have ocean views
- All suites feature a sitting area
- Some suites feature private balconies
- Molton Brown toiletries

### Entertainment

- Varied nightly entertainment
- Presentations by naturalists and historians

### Promos/Discounts

- Fly Free offers available
- Companion Fly Free offers available
- Fly Business Class offers available
- Air Credit offers available

### 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, among other great benefits

\*Ponant charter



### Agent Incentives and Rebates

- Customise marketing material, track your sales, access to sales tools and bookings on brand NEW Trade Website ATG Connect
- Exclusive ATG VIP Partner Program; rewarding and recognising travel agents
- Hosted educational opportunities and self-educational rates
- Top selling consultants invited to our annual Top Achievers Reward Trip
- Group benefits on select product and itineraries
- Consultant training and access to a dedicated Business Development Manager

### Inclusions

- All meals included on board, with a selection of wine, beer, soft drinks and juices as well as tea and coffee served at your discretion
- Tipping, wi-fi and airport transfers included

### Unique Selling Points

- THE SMALL SHIP EXPERIENCE – Venture where larger ships cannot aboard APT's award-winning expedition ships as one of only 118 guests
- TAILOR-MADE SHORE EXCURSIONS– All small group excursions are included and hosted by knowledgeable local guides
- EXPEDITION TEAM – Learn about the landscapes, culture, history and wildlife of the places you visit with an expert Expedition Team of up to 10 members
- ALL-INCLUSIVE LIFESTYLE – All meals and a range of beverages on board
- Maximum 118 guests (59 suites)
- Features some of the largest suites for ships of their size
- All ships have been recently refurbished
- Included one-in-a-lifetime Signature Experiences
- A range of Freedom of Choice™ Sightseeing Inclusions
- 98% satisfaction rating



#### CONTACT DETAILS

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 Email: [info@aptouring.com.au](mailto:info@aptouring.com.au)  
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 Facebook: [facebook.com/aptouring](https://www.facebook.com/aptouring)  
 Twitter: @aptouring  
 Instagram: @aptouring

### Good to Know



On board language and currency	English with Cruise director speaking local language, local currency
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
Wi-fi onboard	✓
Children's facilities	✗
Shore excursions	✓
Homeporting in Australia	✓
CLIA member	✓
Casino	✗
Accessibility facilities	✓





**IF YOU'RE** curious about the world around you, and freedom from the crowds is your idea of luxury, Coral Expeditions is your cruise line. A voyage with Coral Expeditions is crafted to discover the remote corners and the hidden magic of your destination. Not confined to a strict schedule, we are able to listen to the winds and tides to enhance your expedition itinerary. Immersive experiences and shore visits are enabled by our Xplorer tender vessels, zodiacs, and the expertise of our expedition team. From the wind-swept southern shores of New Zealand and Tasmania, to the tropical waters of Cape York and Papua New Guinea, and the majestic coastline of The Kimberley, you'll enjoy our personalized service and warm Australian hospitality on every cruise you take with us. For 34 years, we have taken like-minded guests from around the world closer to remote places, cultures, and nature.

### Fleet

- 4 purpose-built expedition ships
- Fleet aged from 0 to 22 years
- Small, intimate boutique vessels
- Between 42 and 120 guests

### Demographic

- Expedition: 45 – 80 years
- Adventure seeking travelers, wanting to learn and explore



### Destinations & Seasonality

- The Kimberley – April to October
- Cape York & Arnhem Land – March and October
- Papua New Guinea – October and November
- Raja Ampat & Spice Islands – December and January
- Tasmania – January to March
- Great Barrier Reef – year round
- New Zealand – December
- The South Pacific – December
- Islands of Indonesia & Sulawesi – February to April
- Small Islands of the Indian Ocean – January to March

### Ship facilities

- Open-seat dining
- Expansive indoor and outdoor lounge spaces
- Open bridge
- Presentation lounge
- Reference library
- Gym (on *Coral Adventurer* & *Coral Geographer*)
- Multiple bar areas including the panoramic Explorer Bar
- Xplorer tender vessels

### Dining & Beverages

- Delicious modern cuisine is created using fresh, locally-sourced produce. Open-seat dining allows guests to mingle and relax. Sundeck BBQs, sunset drinks, and seafood feasts are also on the menu
- A curated cellar features a selection of exceptional Australian red wines, as well as aged Tasmanian whiskies

### Accommodation

- Spacious staterooms – many with private balconies
- Bridge Deck Balcony Suites with horizon baths

### Entertainment & Activities

- Shore discovery
- Remote beach exploration
- Activities in each location such as hiking, swimming, kayaking or wildlife and bird spotting with our expert guides
- Cultural experiences and discovery
- Onboard lectures, workshops, and screenings



## Inclusions

- All meals, chef-prepared on board
- Alcoholic beverages with lunch and dinner service (except on Great Barrier Reef cruises)
- All port charges, gratuities, and entrance fees
- Room service
- All regular shore excursions, including kayaking, hiking, and cultural activities
- Lectures and workshops
- Snorkelling and introduction to Scuba diving with equipment

## Promos/Discounts

- Earlybird discounts on selected departures
- Save 10% when you book your next Coral Expeditions cruise on board
- Save when you combine adjoining cruises

## Agent Incentives and Rebates

- Ask your sales representative

## Passenger Loyalty Program

### Xplorers Club

- Club membership level and benefits increase based on number of days at sea
- % discount depending on tier level
- Complimentary 7-night cruise for milestone Platinum guests

## Unique Selling Points

- Small, boutique expedition ships, purpose-designed for adventure cruising with fewer guests, expansive spaces, personalized service and warm Australian hospitality.
- No queues or waiting – small groups enable easy and flexible exploration
- Unique Xplorer tender vessels allow walk-on boarding directly from the main deck
- Australian flagged and crewed
- All shore excursions included (additional options are available at cost in some destinations)
- We can explore and visit remote places inaccessible to larger vessels.
- Intimate, flexible itineraries
- No hidden charges



## CONTACT DETAILS

Phone 1800 079 545


Website: [www.coralexpeditions.com](http://www.coralexpeditions.com)

Reservations email: [cruise@coralexpeditions.com](mailto:cruise@coralexpeditions.com)

Sales email: [salesmgr@coralexpeditions.com](mailto:salesmgr@coralexpeditions.com)

 [www.facebook.com/coralexpeditions](https://www.facebook.com/coralexpeditions)

 @CoralExpedition

 @coralexpeditions

## Good to Know

On board language and currency	English spoken, Australian dollars
On road sales team	QLD-based team visits all Australian states, UK/Europe, and US
Groups/charters	✓
Land connections	✗
Wi-fi onboard	✓ Costs apply
Children's facilities	✗
Shore excursions	Included, additional options available at cost
Homeporting in Australia	✓ All ships
CLIA member	✓
Casino	✗
Accessibility facilities	✗





**FOUNDED** in 1990 by social entrepreneur Bruce Poon Tip, G Adventures is a small group adventure travel operator offering more than 700 tours in 100 countries, on all seven continents. Our Polar vessel, the *G Expedition*, provides an intimate small-ship cruising experience, with only 134 guests, 53 crew and 14 expedition staff on board. Following a 2009 refit and 2015 engine upgrade she boasts state-of-the-art technology and is uniquely equipped to meet the demands of polar cruising. With extraordinary adventures in Antarctica, the Arctic and Norway, G Adventures offers life-changing tours at the ends of the Earth. Because our world deserves more you.

### Fleet

- *G Expedition*
- Ice class: Swedish/Finnish 1B
- Large fleet of Zodiacs with four-stroke engines
- Small, intimate ship with a maximum of only 134 passengers

### Demographic

- Multi-generational travellers, with an average age of 55
- Mix of solo travellers, couples and groups



- Well-travelled, interested in stunning landscapes, wildlife and conservation
- Interested in an intimate and affordable small ship experience

### Destinations & Seasonality

- Antarctica: October to March
- The Arctic/Norway: May to September

### Ship facilities

- 360-degree observation deck, forward deck and raised viewing platforms
- Albatross Dining Room, serving international cuisine and large enough to accommodate all passengers in one sitting
- Sundeck barbecue area
- Polar Bear Pub
- The Lounge
- Library
- Fitness centre and sauna
- Heated mudroom
- Medical clinic and English-speaking doctor

### Dining and Entertainment

- All meals included on board
- Two bars
- Option to dine at the sundeck barbecue area (weather permitting)
- Live entertainment on selected nights

### Accommodation

- Six cabin categories, ranging from quad-share to double suite
- Spacious cabins with either ocean-facing windows or portholes
- Private ensuite bathroom in all cabins

### Promos/Discounts

- Earlybird Booking Bonus on launch of new sailplan each year (approx. March)
- Keep up to date with all G Adventures' promotions via our online booking system, Sherpa



### Agent Incentives and Rebates

- Agent discounts available on some trip styles, ask your Global Purpose Specialist (GPS) for details
- Monthly G-TV webinars
- Expedition training opportunities with your local GPS
- Access to Asset Library for marketing purposes

### Passenger Loyalty Program

- Travellers receive a 5% discount for their next trip upon completing their post-tour evaluation
- Dedicated status program to recognise our frequent travellers who have completed five or more trips with us and provide them with an elevated service experience

### Inclusions

- Regular Zodiac excursions (weather permitting)
- Camping on the ice on selected Antarctica trips available at additional cost
- Kayaking on selected Antarctica and Arctic trips available at additional cost
- Included excursions and hikes for all fitness levels in Norway
- Daily briefings, lectures and Q&As with naturalists, scientists and photographers
- On-board photographer in residence
- Complimentary G Expedition parka and reusable water bottle included with every tour
- Rubber boot hire included
- Chance for passengers to participate in citizen science research projects

### Unique Selling Points

- 100% guaranteed departures
- No single sex supplement – solo travellers will be paired with a same-sex roommate
- More than 130 years of cumulative experience on board the *G Expedition*
- 10:1 passenger to expert ratio
- Expert insight from on-board expedition leaders and scientists
- Respected members of the AECO – Association of Arctic Expedition Cruise Operators – and the IAATO – International Association of Antarctic Tour Operators



#### CONTACT DETAILS

Call: 1300 654 986  
 Email: [experience@gadventures.com](mailto:experience@gadventures.com)  
 Website: [gadventures.com.au](http://gadventures.com.au)  
 [www.facebook.com/gadventures](https://www.facebook.com/gadventures)  
 [@gadventures](https://twitter.com/gadventures)  
 [@gadventures](https://www.instagram.com/gadventures)

### Good to Know

On board language and currency	English spoken, USD
On road sales team	6 Global Purpose Specialists (GPS) across Australia
Groups/charters	✓
Land connections	Some small group land tour options available pre- and post-trip
Wi-fi onboard	✓
Children's facilities	✗
Shore excursions	Included, some experiences additional
Homeporting in Australia	✗
CLIA member	✗
Casino	✗
Accessibility facilities	✗





**BUILDING** on 126 years of Norwegian pioneering heritage, Hurtigruten is the world's largest expedition cruise company and a global leader in expedition travel.

Our rapidly growing fleet of custom-build expedition ships takes modern-day adventure travellers to the world's most spectacular destinations led by expert expedition teams with a passion for nature and conservation.

Get up close and personal with wildlife, culture and incredible scenery – from the penguins of Antarctica in the south to the polar bears of Svalbard in the north – all in the comfort of our beautifully equipped and designed ships.

Hurtigruten has the greenest fleet in the world, and sustainability is a part of every detail of our operation. The first cruise line to ban single use plastics, our focus on energy use, waste, water and recycling means that when you cruise with Hurtigruten, the only thing left behind is your footprint.

### Fleet

- 15 ships, including two new hybrid vessels, the *MS Roald Amundsen* and *MS Fridtjof Nansen*
- Greenest fleet in the world, with sustainability at the core of its operations
- Ship capacity ranges from 91 cabins on the *MS Lofoten* to 265 cabins each on our two new hybrid ships

### Demographic

- Hurtigruten's premium experience attracts passengers aged 45 + with a spirit of adventure, a passion for conservation and a love of wildlife and nature



### Destinations

- Norway, Svalbard, Greenland, Iceland, Northwest Passage, Alaska, Antarctica, South and Central America, Europe

### Seasonality

- Antarctica: October to March
- Svalbard: May to September
- Greenland and Iceland: June to September
- Norway expeditions: April to June
- Norway coastal voyages: Daily departures
- Northwest Passage: August
- Alaska and Canada: May to August
- North America and Central America: April, May, September
- South America: April and October
- Europe Atlantic Coast: September

### Ship facilities

- On-board, fully-equipped science centres, libraries and lecture theatres
- Expert and experienced expedition teams
- Wellness centre, sauna, pool, hot tubs, indoor and outdoor running track (depending on ship)
- Complimentary wi-fi for all guests on expedition voyages

### Dining and Beverages

- Hurtigruten's local and seasonal menus are created using ingredients sourced from the destinations we travel to
- Hurtigruten's main dining room, Aune, offers an international menu with a Norwegian twist in stylish surroundings with spectacular views
- Find international food from burgers to kebabs and dumplings at casual diner Fredheim
- Fine dining restaurant Lindstrøm features refined, modern Nordic cooking with a Norwegian flavour

### Accommodation

- Hurtigruten's ships feature stylish contemporary Scandinavian design and premium facilities
- Selection of Polar inside, Polar outside, Arctic superior and Expedition suites
- All exterior cabins on *MS Roald Amundsen* and *MS Fridtjof Nansen*, many with private balconies. Aft suites feature private outdoor hot tubs with spectacular views




**Entertainment**

- Young Explorer program
- Science Center
- Lectures and workshops
- Library
- Photography centre


**Promos/Discounts**

- Regular offers via Hurtigruten.com.au
- Classic Norwegian Coastal Voyages offer a Northern Lights promise – if the Northern Lights do not appear on your cruise to Norway, another 6- or 7-day Classic Voyage will be offered free of charge\*

\*Subject to terms and conditions


**Agent Incentives and Rebates**

- Enquire with your sales representative


**Passenger Loyalty Program**

- The complimentary 1893 Ambassador program is available to all guests who have travelled with Hurtigruten on a journey of at least three nights or longer and includes offers on our voyages and exclusive on-board benefits


**Unique Selling Points**

- Hurtigruten offers travellers the opportunity to travel with meaning. A world leader in sustainable explorer travels, our premium experience is designed for travellers with a love of nature, adventure and a desire for authentic, immersive experiences
- At Hurtigruten we leave the smallest environmental footprint possible, making sure the extraordinary destinations we visit will be there for generations to come


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**Good to Know**

On board language and currency	Language: English, Norwegian, German; Currency: NOK, Euro, US, British Pounds. Mastercard & Visa accepted
On road sales team	✗
Groups/charters	✓
Land connections	Day trips and pre- and post- tour itineraries
Wi-fi onboard	✓
Children's facilities	Young Explorers program on selected ships
Shore excursions	Itinerary dependant, some at additional cost
Homeporting in Australia	✗
CLIA member	✗
Casino	✗
Accessibility facilities	✓ Accessible cabins, some land excursions





**PONANT**, the World Leader of Luxury Expeditions & Small Ship Cruises has been sailing the seas for more than 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 modern, small luxury expedition ships, limited to only 270 guests, offering exceptional itineraries combining authentic and enriching 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 and wildlife. With many expertly created itineraries to choose from, you are sure to find a PONANT cruise to suit your travel desires.

### Fleet

- 10 small luxury expedition ships, 1 three-masted classic sailing yacht & 1 hybrid luxury polar exploration vessel
- Youngest fleet of expedition ships in the world: aged 0 to 9 years
- Sustainable fleet that has been internationally awarded with "Clean Ship"
- Small, intimate and modern expedition fleet
- Carries between 36 to 270 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
- PONANT Kids Club voyages make these cruises ideal for families



### Destinations & Seasonality

PONANT visits all 7 continents:

- Antarctica & Sub Antarctic Islands: November to March
- The Arctic: May to September
- Pacific Islands & Oceania including the Kimberley, Melanesia, Polynesia & New Zealand: January to December
- Asia, Japan, Indian Sub-Continent & Persian Gulf: October to May
- Northern Europe including the Baltic Sea: April to September
- The Mediterranean, Adriatic & Aegean Seas: April to November
- Caribbean & Latin America: September to April
- Northern America & Alaska: June to October
- Russia: June to September
- Africa, Persian Gulf & the Indian Ocean including the Seychelles and Madagascar: September to April

### Accommodation

- 18 to 135 staterooms & suites, 95% with private balcony (excluding three-masted ship)
- French-designed interiors and ambiance
- Luxury amenities, superior comfort & personalised service
- Selected suites have a Butler (not available on three-masted yacht)

### Ship facilities

- Reception, concierge, excursion & sales desks; 2 restaurants; open-air bar, pool & sun deck; Main & Observatory Lounge; Theatre; fitness & well-being centre; hairdresser; medical centre & onboard doctor; boutique & photo shop; library; marina for direct access to Zodiacs®
- PONANT's new Explorers ships also feature a multi-sensory underwater lounge, infinity pool & ocean view spa
- PONANT's new Hybrid Luxury Polar Exploration Vessel also features a snow room, indoor pool and winter garden
- Please note: three-masted ship is smaller with a different layout so not all facilities available

### Dining and Beverages

- Inspired, refined and varied cuisine, prepared by talented French chefs
- A selection of wines that can be ordered from our expert sommeliers
- One gastronomic restaurant & one grill offering outdoor dining
- Open Bar (excluding premium brands)
- Complimentary 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)
- Welcome offer
- 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
- 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)
- Safety & port charges
- Complimentary wi-fi & 24 hour room service
- Selected suites have a Butler (not available on three-masted yacht)
- 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
- Enriching & authentic itineraries to exceptional destinations
- World's youngest, modern expedition ships
- Small-sized ships, able to visit remote & hard to access areas



## CONTACT DETAILS

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 Facebook: [www.facebook.com/ponant](https://www.facebook.com/ponant)  
 Twitter: [@ponant\\_cruises](https://twitter.com/ponant_cruises)  
 Instagram: [@croisieres\\_ponant](https://www.instagram.com/croisieres_ponant)

## 🌐 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
Wi-fi onboard	✓ Unlimited & complimentary wi-fi
Children's facilities	✓ All ships except <i>Le Ponant</i>
Shore excursions	Expeditions: Inclusive and Classic: Additional Cost
Homeporting in Australia	✓ <i>Le Lapérouse</i> – December 2019, January, April to September 2020 and <i>Le Bellot</i> – December 2020
CLIA member	✓
Casino	✗
Accessibility facilities	✓





**FOR** three decades, Quark Expeditions® has been the leader in polar adventure travel. With the most diverse fleet of polar-class ships, the largest selection of itineraries, and the most exciting portfolio of adventure activities in the industry, Quark Expeditions continues to push the frontiers of polar exploration, providing travellers with access to the most remote places on Earth – and delivering unmatched experiences in these awe-inspiring regions.

Specializing exclusively in voyages to the Antarctic and the Arctic, Quark Expeditions stands apart from other providers. Led by the most experienced, knowledgeable and seasoned team in the industry, Quark Expeditions upholds the expeditionary spirit on which it was founded, sharing with its guests a desire to explore the farthest reaches of the polar regions while upholding a firm commitment to protecting the pristine polar environments they visit.

### Fleet

- From small expedition ships to authentic icebreakers, Quark Expeditions offers the largest fleet of polar-class vessels in the industry
- Each ship carries fewer than 200 passengers
- Ships are optimized for sailing in the polar regions
- Two brand new luxury vessels will complement our already robust polar fleet: *World Explorer*, which just set sail on its maiden voyage, and *Ultramarine*, our purpose-built polar ship which will launch in our 2020-21 sailing season

### Demographic

- Primarily 55+, however younger demographics are continuing to grow
- International

### Destinations & Seasonality

- Quark Expeditions specializes in voyages to the Arctic and Antarctica. Polar is all we do.
- Antarctica and Sub Antarctic islands: November – April
- Russian Arctic: June – August
- Spitsbergen: June – August
- Greenland: September – October
- Canadian Arctic: August – September

### Ship amenities

- On every ship: lecture theatre, world class restaurant(s), reception, optimal wildlife viewing space, polar library, gym, Zodiac fleet, polar boutique
- On *50 Years of Victory*: hot air ballooning
- On *World Explorer*: walking track, spa, balcony for every suite, state-of-the-art waste management system
- On *Ultramarine*: spa, quick-deploy Zodiacs, two twin engine helicopters, technologically-advanced waste management system

### Dining and Beverages

- International chefs serving up world-class cuisine
- Outdoor dining on every vessel
- Beer and wine included with dinner
- Afternoon canapés
- Complimentary juice and soft drinks any time

### Accommodation

- 61 – 102 cabins and suites
- Many cabin categories offer walk-out balconies
- Premium amenities and comfort offered across our fleet

### Entertainment

- All voyages offer presentations from expert guides
- Many voyages feature special guest presentations
- Quark Expeditions offers the most robust portfolio of adventure options in the industry. From sea kayaking to helicopter flightseeing, there is something for everyone



### Promos/Discounts

- Early Booking Bonus with savings up to 25% (will vary according to season and availability)
- Consecutive Voyages Savings: Combine two or more consecutive voyages and enjoy an additional 5% savings.
- No single supplement on many voyages
- Twin and Triple share cabins available for solo travellers

### Agent Incentives and Rebates

- Familiarization and educational opportunities
- Discounted agent rate
- Partner Resource Centre
- Agent and client webinars and events
- Global Business Development Managers

### Passenger Loyalty Program

- Shackleton Club: all returning passengers receive a 5% discount on all future Quark Expeditions

### Inclusions

- All meals, snacks, soft drinks and juices on board
- Beer and house wine with dinner
- All shore landings as per the daily program
- Leadership throughout the voyage by our experienced Expedition Leader
- All Zodiac transfers and cruising as per the daily program
- Formal and informal presentations by our Expedition Team and special guests as scheduled
- Zodiac excursions
- Quark Expeditions parka to keep

- Waterproof expedition boots on loan for shore landings
- Coffee, tea and cocoa available around the clock

### Unique Selling Points

- The leader in Polar Adventure for three decades
- Most experienced expedition team in the Expedition industry
- Polar fleet consisting of small ships that allow us to explore the remote polar regions – which are often inaccessible to larger ships
- Most robust portfolio of adventure options in the industry
- Consistently pushing the boundaries of discovery to offer innovative itineraries to hard-to-reach areas
- Our recently launched sustainability program ensures every aspect of our company is committed to preserving the polar regions we explore



### CONTACT DETAILS

Phone: 1800 812 855

Website: [www.quarkexpeditions.com](http://www.quarkexpeditions.com)

 [www.facebook.com/QuarkExpeditions](https://www.facebook.com/QuarkExpeditions)

 @QuarkExpedition

 @quarkexpeditions

### Good to Know

On board language and currency	English spoken, USD
On road sales team	Australia, North America, Latin America, Europe
Groups/charters	✓
Land connections	✓
Wi-fi onboard	✓
Children's facilities	✗
Shore excursions	Included- additional paid options available
Homeporting in Australia	✗
CLIA member	✗
Casino	✗
Accessibility facilities	✓



# SCENIC°ECLIPSE



Scenic Eclipse

**SCENIC ECLIPSE** – the World’s First Discovery Yacht™ – is the first ocean cruise vessel for Scenic. Launched in Reykjavík on the 16 August 2019, her maiden season will include the Americas from East Coast USA to the Caribbean and South America, Antarctica, Europe, the Arctic and Fjords. Designed to deliver the ultimate experience of a lifetime for only 228 guests, only 200 in the Arctic and Antarctica, *Scenic Eclipse* has set a new benchmark in ultra-luxury cruising – marrying luxury, and discovery with the ultimate in innovation and sustainability, and giving guests the opportunity to explore above and beyond what was previously imaginable.

*Scenic Eclipse* features 114 all-verandah suites ranging in size from 32m<sup>2</sup> to 247m<sup>2</sup>; 10 dining experiences – from Asian Fusion, French fine dining, a chef’s table to all day poolside casual fare. The 550m<sup>2</sup> Senses spa has a state of the art gym and separate yoga and Pilates studio. Two six-guest on board helicopters and one six-guest submarine capable of depths of nearly 300m along with a state-of-the-art theatre for entertainment and lectures provide guests the opportunity for discovery and exploration. Butler service for all guests and an almost 1:1 guest-to-staff ratio ensure a personalised on board experience.

## Fleet

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

## Demographic

- Primary: 45-64
- Secondary: Travellers 55 years+, highly educated/white collar careers, representing most affluent population, well-travelled, physically active with healthy lifestyles
- Interests: regular travel, current affairs, business and finance, design and technology, theatre, culture and the arts, food and wine

## Destinations & Seasonality

- Europe: Apr – Jun
- Arctic: Jun – Aug
- The Americas: Sep – Nov
- Antarctica: Nov – Mar

## Ship facilities

- Spacious lounges and bars
- Outdoor terraces
- Personalised service with an almost 1:1 staff to guest ratio
- Two on board helicopters
- One submarine
- Zodiacs
- Kayaks and e-bikes
- Snorkelling and scuba equipment
- Senses SPA – 550m<sup>2</sup>
- Indoor and outdoor swimming pools
- Shallow plunge pools and Jacuzzi
- Gym and yoga and Pilates studio
- 122 seat theatre

## Dining and Beverages

- 10 on board dining experiences including:
- 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 32m<sup>2</sup>
- Deluxe Verandah Suite: 50 suites at 34m<sup>2</sup>
- Grand Deluxe Verandah Suite: 30 suites at 40m<sup>2</sup>
- Spa Suite: 12 suites at 50-52m<sup>2</sup>
- Panorama Suite: two suites at 110m<sup>2</sup> including a terrace of 48m<sup>2</sup>
- Grand Panorama Suite: two suites at 115m<sup>2</sup>, including a terrace of 30m<sup>2</sup>
- Owner’s Penthouse: two suites at 195m<sup>2</sup>, including a terrace of 60m<sup>2</sup>
- Two-bedroom Owner’s Suite: one suite at 245m<sup>2</sup>, including a terrace of 68m<sup>2</sup>



## Entertainment

- Educational lectures based on itinerary destinations

## Promos/Discounts

- Earlybird booking offers

## Agent Incentives and Rebates

- Marketing support on Scenic HUB
- Agent Academy – sales training modules
- Agent webinars & events
- Famil/educational opportunities
- Sales Development Managers available 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
- Beverage service to your suite
- Specialist Discovery Team in Polar destinations
- On board entertainment and lectures
- Complimentary wi-fi internet<sup>^</sup>
- Complimentary self-service guest laundry
- Return airport transfers at your convenience
- Porterage
- All tipping and gratuities both on board and on-shore

<sup>^</sup> Internet facilities are available on board up to a predetermined 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, USD
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
Wi-fi onboard	✓ Complimentary to a predetermined limit per suite
Children's facilities	✗
Shore excursions	Included
Homeporting in Australia	✗
CLIA member	✓
Casino	✗



Scenic Eclipse, Koko's Asian Fusion Restaurant

## CONTACT DETAILS

Phone: 1300 742 859

Website: [www.scenic.com.au](http://www.scenic.com.au)

[www.facebook.com/scenicau](https://www.facebook.com/scenicau)

[@scenic\\_au](https://twitter.com/scenic_au)

[@scenic\\_au](https://www.instagram.com/scenic_au)



Scenic Eclipse, Senses Spa

**FOR** over 27 years, Australian-owned Aurora Expeditions has led small-group, expedition-style travel to the world's most spectacular and remote wilderness areas. In 2019 Aurora Expeditions redefined expedition cruising with the launch of purpose built expedition ship, the *Greg Mortimer*, a ship designed by expeditioners for expeditioners. Aurora Expeditions also confirmed a second ship will be built to follow.

The *Greg Mortimer* is the most innovative expedition ship and has been built with the latest features including the X-Bow®, a revolutionary feature that provides improved stability in rough seas, faster speed and reduces environmental impact; custom-designed hydraulic platforms, sea-level Zodiac platforms for efficient loading off the ship and much more!



### Fleet

- The brand new *Greg Mortimer* ship with another ship to follow in 2021
- Maiden voyage late October 2019
- Small-ship, purpose-built expedition vessels
- Average passenger capacity 126 (up to 160 berths available for charters)

### Demographic

- Age primarily 45+
- Couples, solo travellers^, groups and multi-generational
- Well-travelled, adventure seekers, enjoy discovering remote & off-the-beaten-track destinations

^no single supplement charged if willing to share, conditions apply.

### Inclusions

- Fully-serviced accommodation in your chosen stateroom or suite
- Shore excursions, guided walks, Zodiac cruises and some activities
- An experienced team of destination specialists, activity leaders and guides
- Lecture program by our team of experts
- Daily breakfast, lunch, dinner, afternoon tea and snacks. House wines, beer and soft drinks included with dinner
- Captain's Welcome and Farewell drinks including four-course dinner, house-cocktails, house beer and wine, non-alcoholic beverages
- Complimentary 3-in-1 polar jacket on polar voyages or complimentary dry bag backpack\*
- Complimentary loan of muck boots

\*Varies per voyage

### Agent Incentives and Rebates

- Famil opportunities
- Training workshops, webinars and information evenings
- Contact your Business Development Manager

### Passenger Loyalty Program

- The Aurora Expeditions loyalty program consists of three tiers of membership: Bronze Adventurer, Silver Explorer and Gold Pioneer

### CONTACT DETAILS

Contact your preferred wholesaler or Aurora Expeditions  
 Phone: 1800 637 688  
 Email: [agents@auroraexpeditions.com.au](mailto:agents@auroraexpeditions.com.au)  
 Website: [www.auroraexpeditions.com.au/travelagents](http://www.auroraexpeditions.com.au/travelagents)  
 Facebook: [www.facebook.com/auroraexp](https://www.facebook.com/auroraexp)  
 Instagram: [@aurora\\_expeditions](https://www.instagram.com/aurora_expeditions)

### Destinations

- Antarctica, the Arctic, South/Central & North America and Europe

### Seasonality

- Antarctica: late October – March
- Arctic: May – October
- Latin America: April – May

### Ship facilities

- Observation lounge, viewing platforms, state-of-the-art lecture theatre, dining room, 2 bars, ship shop, two jacuzzis/ plunge pools, library, gym, sauna/wellness centre, change room/ mudroom, activity launching platform, Zodiac loading platforms and medical clinic

### 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-voyage
Wifi onboard	✓ Available at a cost
Children's facilities	✗
Shore excursions	Included in the voyage price*
Homeporting in Australia	✗
CLIA member	✓
Casino	✗

\*Unless specified otherwise





**ON THE** new expedition class of Hapag-Lloyd Cruises, experiences set the course. Guests will discover the world like never before on spectacular routes far from the familiar: with its shallow draught and PC6, the highest ice class designation for passenger ships, *HANSEATIC inspiration* will cruise safely to the polar regions as well as warmer destinations such as the Amazon and Azores. Hapag-Lloyd Cruises will also be returning to the Great Lakes of North America in 2020/21, made possible by the design of retractable bridge wings, enabling the ship to pass through the narrow locks in this region. On expeditions – in small groups accompanied by knowledgeable crew and experts – Zodiacs are lowered into the water several times a day to observe wildlife more closely. *HANSEATIC inspiration*, launched in October 2019, is setting new standards in expedition cruises.

### Fleet

- 4 small purpose built expedition ships (*HANSEATIC inspiration* for the international, English-speaking markets)
- *HANSEATIC inspiration* maiden voyage: October 2019
- Looking to achieve 5-star standards
- Guest capacity 230 (199 for Antarctic and Spitsbergen expeditions)
- Crew approximately 175

### Demographic

- Affluent 45+
- Couples, solo travelers, groups
- Well-travelled, like-minded explorer seekers who look for remote and off-the-beaten-track destinations in a first-class atmosphere

### Destinations & Seasonality

- Antarctica: November to March every year
- South America & Amazon: April 2020
- South Africa: April 2021
- Western & Northern Europe: May 2021
- The Arctic: June to September 2021
- Great Lakes: October 2021

### Ship facilities

- Inspiration Walk (deck tour at the bow), two extendible glass balconies, marina for warm-water sports activities, 17 on-board Zodiacs, Ocean Academy (knowledge lab), multifunctional lounge, Observation Lounge, large pool area with a flexible canopy, whirlpool, Sports Club, OCEAN SPA wellness area, three restaurants, boutique, library, changing room, hospital

### Promos/Discounts

- On all Antarctic cruises, the surcharge for single travellers is only 20% (cat. 1 - 8)
- Early booking discount of 5% on the cruise-only price available for a range of cruises
- Combination discount for several cruises in a row
- Children up to and including 11 years of age travel free, discounts for children from 12 to 15 years of age (when staying in the same cabin/suite of one or two full-paying adults)

### Agent Incentives and Rebates

- Seminar cruise opportunities
- Training workshops
- Partner portal AGENT COMPASS

### Passenger Loyalty Program

- Hapag-Lloyd Cruises Club with a bonus miles programme: miles can be converted into price reductions or on-board credits

### Unique Selling Points

- Crew and scientists with worldwide expertise
- Numerous Zodiac rides and landings (inclusive)
- Highest ice class for passenger ships (PC6)
- International gourmet cuisine (full board) & meals in the specialty restaurants included
- Gratuities, harbour fees, airport fees (for charter flights) included
- From July 2020, 100% of our annual fuel requirement will be met with low-pollutant marine gas oil

#### CONTACT DETAILS

Phone: +49 40 30703070  
 Email for reservations: [service@hl-cruises.com](mailto:service@hl-cruises.com)  
 Email Int. Sales Manager: [sales@hl-cruises.com](mailto:sales@hl-cruises.com)  
 Website: [www.hl-cruises.com](http://www.hl-cruises.com)  
 Agent website: [www.hlc-agentcompass.com](http://www.hlc-agentcompass.com)  
 Facebook: [www.facebook.com/HLCruisesInt](https://www.facebook.com/HLCruisesInt)  
 Twitter: @HLCruisesInt  
 Instagram: @hapaglloydcruses

### Good to Know

On board language and currency	German and English spoken, EUR
Groups/charters	✓
Land connections	✓ individual programmes arranged by our Travel Concierge Service (for a fee)
Wi-fi onboard	✓ Available at a cost
Children's facilities	✗
Shore excursions	Zodiac rides and landings free of charge; land programmes subject to charges
Homeporting in Australia	✗
CLIA member (in Europe)	✓
Casino	✗
Accessibility facilities	✓

**AN EXPEDITION** with Silversea luxury cruises is unlike any other form of travel – thrilling, awe-inspiring and humbling all at the same time. It takes you to some of the most remote regions of the planet and shows them to you intimately. But it's not just about wildlife or mountains. It's about immersing yourself in the culture, landscape and habitat of a region with the help of experts who can illuminate all you see. From the lush rainforests of the equatorial Pacific to the polar extremes at the very edge of the world, our expedition ships sail to all seven continents. You can explore pelagic wonderlands, admire volcanic plateaus gushing with geysers, or enter the realm of the Polar Bear. But no matter where you go, you'll enjoy a uniquely immersive experience, expanding your global perspective and prompting you to re-evaluate what really matters. And rest assured – no creature comfort will be denied on an expedition cruise with Silversea.



### Fleet

- 5 luxury, purpose built expedition ships
- Ships refurbished approximately every two years, however are constantly receiving small updates
- Ships between 4,077 and 16,800 tons
- Guest capacity from 100 to 254
- Staff to guest ratio average 1:1.4
- Complimentary wi-fi
- Gratuities always included

### Demographic

- Expedition: 55 (destination dependent – younger for some regions)
- Cosmopolitan world travellers
- Biggest markets: 1. USA, 2. UK, 3. AUNZ

### Destinations

- 1,000 destinations worldwide, growing every year
- All 7 continents
- 140+ countries

### Seasonality

- Antarctic: Jan, Feb, Nov & Dec
- Arctic: Jun to Oct
- Northern Europe & British Isles: May
- South & Central America: Mar, Oct & Nov
- Pacific Islands: May & Nov
- Asia: May

### Ship facilities

- Presentation lounge, spa, pool, library, Panorama and/or other observation lounges, fitness centre, boutiques on larger expedition ships & bars

### Promos/Discounts

- Contact your BDM for up to date promotional information and travel agent incentives

### Agent Incentives and Rebates

- Famil & ship inspection opportunities
- Training modules available for agents
- Travel agent rates
- Ask your BDM for more information

### Passenger Loyalty Program

- Venetian Society
- Cumulative points earned based on number of days at sea
- % discount depending on status
- Additional in-suite amenities & shipboard activities (i.e. champagnes, fruit baskets, laundry, pressing, canapes, dinner invitations

with captain etc.)

- Complimentary voyages in veranda suites for varying milestones reached over 350 days

### Unique Selling Points

- Elite vessels were specifically designed for fewer guests, more space and the highest levels of personalised service
- More destinations visited, more overnights in port and late night departures than any other cruise line


#### CONTACT DETAILS

Phone: 1300 306 872

Website: [www.silversea.com](http://www.silversea.com)

 [www.facebook.com/SilverseaCruises](https://www.facebook.com/SilverseaCruises)

 @silversea

 @silverseacruises

### Good to Know

On board language and currency	English spoken, USD
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
Wi-fi onboard	✓ Complimentary wi-fi for every suite – conditions apply
Children's facilities	✗
Shore excursions	All Zodiac® cruising, shore and sea tours hosted by expedition guides, and enrichment lectures included
Homeporting in Australia	✗
CLIA member	✓
Casino	✗
Accessibility facilities	✓ Disabled suites available on <i>Silver Cloud</i> only





# Ocean Cruising



Deluxe Suite balcony on *Vasco da Gama*

**CRUISE & MARITIME VOYAGES** (CMV) is one of Australia's leading independent cruise lines, offering a traditional, British cruise experience and exceptional value.

Over the past 10 years, the cruise line has become known for its relaxed, convivial ambience, exacting standards, and high levels of attentive personal service aboard each of its small to mid-sized ships.

CMV sails to over 280 destinations worldwide, including closer-to-home cruising around Australia, extended escapes to Northern Europe, Grand Voyages to Asia, Africa and South America and majestic World Cruises.

### Fleet

- Small to mid-sized ships.
- Australia: *Vasco da Gama* (multi-generational)
- International: *Columbus*, *Magellan*, *Marco Polo*, *Astoria* (adult only)
- Carrying between 550 and 1,400 guests

### Demographic

- Aged 50+
- Keen explorers and budget savvy travellers
- Primarily couples and solo travellers with dedicated single cabins on all ships

### Destinations

- Australia & New Zealand: Southern Australia, Western Australia, East Coast, Tasmania and Auckland
- Africa
- Asia & India
- South America
- Mexico & The Caribbean
- Greenland & Iceland
- The Norwegian Fjords
- The Northern Lights
- The British Isles
- The Baltics & St Petersburg
- Spain & Portugal

### Seasonality

- Australia: December to February
- Southeast Asia: February
- World Cruise & Grand Voyages: January to May and October
- Northern Europe: Year round
- Northern Lights: October & February to March

### Ship facilities

- Swimming pools
- Jade Wellness Spa and Fitness Centre

- Sports facilities
- Bars, lounges and nightclub
- Theatre/show lounge
- Library
- Casino
- Cinema (selected ships)
- Card room
- Shops

### Dining and Beverages

- Inclusive & specialty restaurants, including modern European, Mediterranean, Asian-fusion, Indian and steakhouse
- Buffet restaurant
- Local Australian and New Zealand beers and wines on *Vasco da Gama*
- Beverage packages available with CMV Additions Packages, from \$24pp per night including gratuities and other privileges

### Accommodation

- Inner, Oceanview and Suites
- Balcony cabins (selected ships)
- Up to 150 dedicated single cabins



*Vasco da Gama's* Waterfront Mediterranean Restaurant



### Entertainment

- Big show productions, guest acts, cabarets and classical interludes
- Guest speakers
- Live music
- Quizzes and trivia
- Daytime activities

### Promos/Discounts

- Buy One Get One Free early booking specials
- Buy One Get One Half Price and up to 60% off selected cruises
- Save up to 50% on dedicated single cabins

### Agent Incentives and Rebates

- Commission paid on full cruise fare, inclusive of fees, taxes and port charges
- Ship tours & famil opportunities
- Special Travel Agent cruise fares for self-famils
- Exceptional group benefits, including enhanced commission and free cabins
- Experienced and dedicated sales and business development team based all over Australia
- Local Australian Reservations Team
- Local Australian marketing support team
- Book and manage bookings online

### Passenger Loyalty Program

- Columbus Club: 4 tiers of membership based on the number of nights travelled. Benefits include; exclusive status benefits, discounts, cocktail parties and more

### Inclusions

- Comfortable, spacious accommodation
- All meals in main restaurants and buffet
- Captain's cocktail parties on 6+ night cruises
- Access to all onboard facilities, including swimming pools & gym
- Onboard entertainment and guest speakers

### Unique Selling Points

- Stylish small to mid-sized ships that can access more remote ports
- Traditional British cruise experience
- Exceptional value
- Attentive, personal service
- Australian and European destination specialists
- Dedicated single cabins

### Good to Know

On board language and currency	English spoken, AUD on <i>Vasco da Gama</i> , GBP on <i>Columbus</i> , <i>Marco Polo</i> , <i>Magellan</i> and <i>Astoria</i>
On road sales team	Australia and New Zealand
Groups/charters	✓
Land connections	Transfers to/from London Victoria Coach Station and Tilbury Cruise Terminal (supplements apply)
Wi-fi onboard	✓ Supplements apply
Children's facilities	✗
Shore excursions	Additional (supplements apply)
Homeporting in Australia	✓
CLIA member	✗
Casino	✓
Accessibility facilities	✓ (Selected ships)



Double Balcony Cabin on *Columbus*

#### CONTACT DETAILS

Phone: 1300 307 934

Email: [sales@cmvaustralia.com](mailto:sales@cmvaustralia.com)

Website: [www.CMVAustralia.com](http://www.CMVAustralia.com)

 [www.facebook.com/CMVAUS](https://www.facebook.com/CMVAUS)

 [www.facebook.com/groups/CMVAgentInsiders](https://www.facebook.com/groups/CMVAgentInsiders)



*Vasco da Gama's* pool deck



**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.

Our attentive crew take great pride in making your stay on board unforgettable, focusing on those little details that make a difference. Feel everyday concerns slip away as you ease into a day of blissful relaxation or begin to explore the many experiences that await you. You could try something new with Cunard every day and never experience it all.

### Fleet

- *Queen Mary 2*
- *Queen Elizabeth*
- *Queen Victoria*
- In 2022, a fourth ship will be added to our magnificent fleet
- Amenities and services of a large ship, with just 2,000 to 2,700 guests

### Demographic

- Primarily 45+ years
- Seasoned and sophisticated world travellers



### Destinations & Seasonality

- Africa and the Middle East: January, April, November
- Alaska: June to August
- Japan and South East Asia: February to May, September to November
- Australia, New Zealand and the South Pacific: November to March
- Canada and the USA: June, September, October
- Caribbean: November to December
- Mediterranean: September to October
- Northern Europe and British Isles: March to November
- South America: alternating years, January to February
- Transatlantic crossings: Year round
- World and Grand Voyages: January to April

### Ship facilities

- Grand Ballroom
- Royal Court Theatre
- Spa and Aqua Therapy Centre
- Swimming Pools and Whirlpools
- Gym and Sports Deck
- Library and internet café
- Casino
- Clarendon Fine Art gallery
- Boutiques

- Planetarium
- Several bars and lounges
- Included and alternative restaurants
- Night Club

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

### Dining and Beverages

- Steakhouse at The Verandah
- Britannia Restaurant – Main dining room for breakfast, lunch and dinner
- Princess and Queens Grill Restaurant – exclusive for Princess and Grill Suite guests
- Kings Court (*QM2*) and Lido (*QE* and *QV*)
- Golden Lion pub
- Carinthia Lounge
- Complimentary 24-hour room service
- Afternoon Tea
- Commodore Club
- Gin & Fizz Bar
- Yacht Club

### Accommodation

- A selection of Inside, Oceanview and Balcony staterooms
- Princess and Queens Grill Suites with private restaurants and lounge
- Wheelchair accessible staterooms
- Single oceanview staterooms



### Entertainment

- Spectacular musical, comedy, dance and drama productions
- Cunard Insights – Talks, seminars and discussions by well-known historians, explorers, politicians and scientists
- Daily film screenings
- Live music around the ship includes jazz ensembles, classical recitals and singers

### Promos/Discounts

- Past guests receive 5% discount on select 2020/2021 voyages when booking before 31 December 2019
- Bonus on board credit when guests purchase a Future Cruise Deposit on board

### Agent Incentives and Rebates

- Famil opportunities
- Cruise Sale Weeks
- Select Sailings
- Ask your Business Development Manager

### Passenger Loyalty Program

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

### Inclusions

- Accommodation: with en-suite bathrooms, tea and coffee making facilities, in-stateroom entertainment and twice daily Steward service
- Dining: Breakfast, lunch and dinner in the main restaurants, and daily Afternoon Tea in the Queens Room and King Court/Lido

restaurants, 24 hour room service and buffet options are available

- Entertainment: Live music, productions shows, guest speakers
- Activities: competitions, quizzes, dance or craft classes. Use of the swimming pools, whirlpools, gym and sports deck/courts. Use of the on board library, puzzles and card room

### Unique Selling Points

- Pioneers of the round world voyage
- Only cruise line to offer regular eastbound and westbound Transatlantic crossings
- Unique onboard and distinctively British experiences such as daily Afternoon Tea, guest speakers and lecturers, fencing lessons and nightly dancing with big band orchestras
- Cunard's legendary and distinctive White Star Service

### 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
Wi-fi onboard	✓ Internet hours for select Cunard World Club members
Children's facilities	✓
Shore excursions	Additional
Homeporting in Australia	✓ Homeport season from December 2019 to March 2020 and November 2020 to March 2021
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Wheelchair accessible staterooms available




#### CONTACT DETAILS

Phone: 13 24 41

Website: [cunard.com](http://cunard.com)

 [www.facebook.com/cunard](https://www.facebook.com/cunard)

 @cunardline

 @cunardline





**EXPERIENCE** a new age in luxury cruising. Dream Cruises aims to redefine cruising with inspirational luxury and transformational journeys at sea.

From the moment you step on board our luxury vessels, *Genting Dream*, *World Dream* and the new *Explorer Dream*, you'll be enveloped by authentic culture and heartfelt hospitality. Embark on a journey featuring some of the finest and unexpected experiences from around the world. Dance under the stars, savour international flavours, have fun in the waterslide park, or indulge in some exclusive pampering at Crystal Life spa.

While there is no denying these ships are bursting with entertainment and excitement, you'll also find plenty of space for some much-needed relaxation. Dream Cruises range of staterooms offer a haven of calm; balancing modern convenience with total tranquillity. Drift off to sleep each evening wrapped in the comfort and luxury of the 'dream beds', thanks to a unique combination of high quality mattresses, silky smooth sheets, bouncy duvets and a mountain of pillows.

For guests looking for a little more exclusivity – tucked away in its own special enclave – The Palace is an area composed of two Palace Villas and a series of elegantly furnished Suites. Unwind with private facilities, exclusive privileges and the finest hospitality.

### Fleet

- Three ships
- Fleet aged – one to three
- Mid & large sized vessels
- Carrying 1,856 – 3,352 guests

### Demographic

- Multi-generational travellers
- Travellers seeking immersive, authentic experiences and affordable luxury

### Destinations

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

### Seasonality

- Singapore, Thailand, Malaysia, Indonesia: Year round
- Japan, China: Jul – Nov
- Philippines, Vietnam: Nov – Jun
- Australia, New Zealand: Oct – Feb

### Ship facilities

- Restaurants – inclusive & specialty – Bars, Theatre, Show Rooms, Pools, Waterslide Park, Gym, Crystal Life Spa, Library, Accommodation to suit all tastes & budgets, basketball courts, putt putt golf, zipline, ropes course, helipad, video arcade, Karaoke, casino, duty free retail, plus The Palace – exclusive Suite complex

### Dining and Beverages

- Open seating with a choice of inclusive & specialty restaurants including Prime Steakhouse & Seafood Grill by Mark Best, 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.
- The Palace – Exclusive Suite Complex with private restaurant, bar & lounge, private pool & sun deck, 24 hour European Butler Service, complimentary beverages, selected shore excursions, bespoke enrichment program, 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 earlybird 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 and spend on board

### Inclusions

- Cruise fare
- Port handling fees
- Meals in selected restaurants
- Most entertainment
- Gratuities (for bookings made after 21 August 2019)

### 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

Phone: (02) 9212 6288  
 Website: [www.dreamcruiseline.com](http://www.dreamcruiseline.com)  
 Email: [aus.sales@starcruises.com](mailto:aus.sales@starcruises.com)  
 Facebook: [www.facebook.com/DreamCruisesAustralia](https://www.facebook.com/DreamCruisesAustralia)  
 Instagram: [@dreamcruiseline](https://www.instagram.com/dreamcruiseline)

### Good to Know

On board language and currency	English, Mandarin spoken – SGD, HKD & AUD
On road sales team	All Australian states
Groups/charters	✓ Ships & venues suitable for all group sizes & charters
Land connections	Available when booking via wholesaler
Wi-fi 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





MSC Cruises is the world's largest privately-owned cruise line and market leader in Europe, South America, South Africa and the Arabian Peninsula. From the mix of cultures to the variety of onboard activities, guests will enjoy the benefits of award winning entertainment, Michelin Star Chef cuisine and outstanding facilities. MSC Cruises operates with the greatest respect for the world's oceans and is on an ongoing journey to further develop innovative ways of lowering the impact of its cruise passengers. 83 countries visited. 225 itineraries worldwide. 211 port of call. Welcoming more than 170 nationalities.

### Fleet

- 19 highly innovative & elegantly designed ships
- Youngest fleet at sea

### Demographic

- Multi-generational
- Families
- Couples

### Destinations

- Mediterranean
- Northern Europe
- Caribbean & West Indies
- USA & Canada
- Dubai & Abu Dhabi
- Far East
- South America
- South Africa
- Grand Voyages
- World Cruises

### Ship facilities

- Pool decks, gym and sport facilities
- Aqua Park (selected ships)
- Zipline (selected ships)
- Video game arcades

- Yacht Club – exclusive 'ship within a ship' (on selected ships)
- Baby Club (under 3 years)
- Mini Club (from 3-6 years)
- Juniors Club (from 7-11 years)
- Young Club (from 12-14 years) and Teen Club (from 15-17 years)
- Aurea Spa Health & Beauty treatments
- Award winning entertainment, inc Cirque du Soleil (on selected ships)
- Movies

### Dining and Beverages

- Complimentary dining in main restaurants and 20 hour gourmet buffet
- On board specialty restaurants on selected ships (charges apply)
- Beverages packages available to suit

### Accommodation

- Interior, oceanview, balcony, suite
- Cluster cabins, accommodating up to 10 people
- Family cabins – oceanview or balcony
- Suite cabins – Duplex, suite with whirlpool, Grand suite, two-bedroom suite
- Exclusive Yacht Club Suites – Royal, Executive & Family, Deluxe and Inside suites (available on selected ships)

### Entertainment

- Broadway-style theatre shows
- Cirque du Soleil at Sea shows, created exclusively for MSC Cruises (on selected ships)
- Daytime activities includes sports tournaments, arcade games, dance classes, arts and crafts classes
- Night time activities include cocktail functions, themed parties, karaoke
- Partnership with Lego® Group, offering family-orientated entertainment with LEGO themed games and activities
- See website for all entertainment options

### Promos/Discounts

- Children under the age of 12 cruise free, only paying port charges on selected departures
- Over selected dates and destinations the free age for children may rise to under 18 years, only paying port charges
- Young & Young discount for guests aged between 18-29 sharing the same cabin
- Seniors Club discount for guests aged over 65 years sharing the same cabin





#### CONTACT DETAILS

Australia phone: 1300 028 502  
 New Zealand phone: 0508 4278 473  
 Website: [www.msccruises.com.au](http://www.msccruises.com.au) | [www.msccruises.co.nz](http://www.msccruises.co.nz)

[www.facebook.com/msccruisesaustralia](https://www.facebook.com/msccruisesaustralia)  
 @msccruisesau  
 @msccruisesofficial

### Agent Incentives and Rebates

- MSC Book – easy access to create and manage client bookings 24/7
- Business Development Executive’s servicing Australia and New Zealand
- Agent rate – 20% discount off cabin price + upgrade\*

### Passenger Loyalty Program

- MSC Voyagers Club – discounts, on board offers, cocktail parties, priority boarding and disembarkation and more
- Status match – allows passengers who have memberships with other loyalty programmes to gain benefits from their first cruise

### Inclusions

- All meals in selected main restaurants & 20 hour buffet
- Captain cocktail parties, gala nights
- Access to on board facilities, including pools, gym, mini golf, library, whirlpools, sunbeds
- Award winning Broadway style entertainment
- Port charges

### Unique Selling Points

- Sailing year round Mediterranean and Caribbean
- Leaders in the international cruise market – know how to cater for all markets
- Exclusive partnership with Cirque du Soleil at Sea (selected ships)

- Exclusive partnership with Martha Stewart (Caribbean)
- Unique “Flexiporting” – Guests can choose their embarkation port
- Intimate cruising on a large ship – MSC Yacht Club
- The Grands – MSC’s unique combination cruises: Grand Mediterranean with included transfer from Genoa to Venice (or vice versa), Grand Northern
- Status Match – gain benefits from guests very first cruise
- Exclusive private island: Ocean Cay MSC Marine Reserve, Bahamas

### Good to Know

On board language and currency	English spoken, USD or Euro depending on the cruise
On road sales team	Australia and New Zealand: 1300 028 502
Groups/charters	✓
Land connections	Transfers from airport/port available in the Caribbean and West Indies, South America, Mediterranean, Northern Europe, Arabian Peninsula and South Africa
Wi-fi onboard	✓ Additional cost
Children’s facilities	✓
Shore excursions	Can be pre-purchased prior to boarding or onboard, agent commissionable
Homeporting in Australia	✗
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Handicapped cabin available





**NORWEGIAN CRUISE LINE** is the preeminent fly-cruise operator, with a 52-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. NCL 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

- 17 contemporary cruise ships
- Youngest fleet cruising Alaska
- Fleet aged zero to 21 years
- *Norwegian Jade, Norwegian Pearl, Norwegian Dawn, Norwegian Sun, Norwegian Gem, Norwegian Joy, Norwegian Jewel, Norwegian Spirit* and *Pride of America* all refurbished in 2015-2020
- 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

- Africa
- Alaska
- Asia
- Australia & New Zealand
- Bahamas and Florida
- Canada & New England
- Central America & Panama Canal
- Caribbean
- Europe
- Hawaii
- Mexican Riviera
- South America
- Repositions

### Ship facilities

- Pool Deck
- Aqua Park (select ships)
- Sports Complex including three-storey ropes course with a zipline, two planks, nine-hole mini golf course, two-storey rock wall

- Largest race track at sea (selected ships)
- 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 20 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**

- Wide range of accommodation at sea
- The Haven by Norwegian®
- Suite and Penthouse
- Mini-suite and Balcony
- Oceanview and Inside
- Studios – solo travellers
- Interconnecting staterooms

**Entertainment**

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

**Promos/Discounts**

- Free at Sea\* – choose 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 Points**

- Fly-cruise focus
- World’s Leading Cruise Line 2018 – World Travel Awards
- Voted best Hawaii itinerary – Porthole Cruise Magazine
- Europe’s Leading Cruise Line 2019 – World Travel Awards
- No fixed dining times or pre-assigned seating
- Award-winning entertainment
- Up to 20 dining options
- Some of the newest ships in the industry
- A wide range of revolutionary features including the largest race track at sea

**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
Wi-fi onboard	✓
Children’s facilities	✓
Shore excursions	Additional – can be booked prior to departure or on board
Homeporting in Australia	✓ Norwegian Jewel 1 Dec 2019 until 14 Feb 2020
CLIA member	✓
Casino	✓
Accessibility facilities	✓



**CONTACT DETAILS**

Phone (Sydney contact centre): 1300 255 200  
 Phone (NZ): 0800 969 283  
 Website: www.ncl.com  
 Facebook: www.facebook.com/norwegiancruiseline  
 Twitter: @cruisenorwegian  
 Instagram: @norwegiancruiseline





**WITH** 18 ships, more than 150 itineraries sailing to 7 continents that call at more than 380 ports around the world, Princess Cruises® is truly the leader when it comes to exploring the globe. As the destination expert, Princess brings the local experience to guests – onboard with specially designed programs and onshore during curated excursions that change the way guests see the world.

Further growth is on the horizon, with the 2020-21 season featuring the local debut of the spectacular 3560-guest MedallionClass™ *Regal Princess*®, the return of *Majestic Princess*®, *Sapphire Princess*® and *Pacific Princess*®, and record cruise seasons in Sydney and Adelaide, carrying more guests than ever onboard 6 ships on itineraries sailing from Sydney, Perth (Fremantle), Adelaide, Melbourne, Brisbane and Auckland.

With the launch of *Sky Princess* and the arrival of *Enchanted Princess* in 2020, followed by the debut of the sixth Royal-Class vessel for Princess Cruises in 2021 and also two new Liquefied Natural Gas (LNG) powered ships on order, accommodating approximately 4,300 guests with expected delivery in 2023 and 2025, Princess Cruises® will bring its new ship order to five ships in six years.

### Fleet

- 18 spectacular premium class ships
- Carry between 670 and 3,660 guests
- MedallionClass™ experience providing our guests an elevated personalised service



### Demographic

- Primarily 45-70 years
- Guests who want to discover new places, experience new cultures, learn more about the world they don't see everyday, make new friends and share new memories.



### Destinations & Seasonality

Princess Cruises visits all 7 continents:

- 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<sup>+</sup>
- New experiences on board and ashore with Discovery at Sea™
- World class shopping at sea
- Pool, hot tubs and The Lotus Spa
- Fitness Centre
- Kids and teen clubs
- Movies under the Stars®

+Charges apply



### Dining and Beverages

- Freshly prepared gourmet cuisine, including partnerships with six award-winning chefs and Wine Sommelier award
- Traditional formal dining each evening in the main dining rooms
- À la carte breakfast, lunch and dinner in the main dining rooms
- Casual breakfast, lunch and dinner in the Horizon Court
- Specialty restaurant SHARE, award-winning chef Curtis Stone's restaurant, on board *Sun*, *Emerald* and *Ruby Princess*<sup>†</sup>
- Burger and Hot Dog Grill and Pizzeria
- Sterling Steakhouse<sup>†</sup>
- Sabatini's (Italian specialty restaurant)<sup>††</sup>
- Anytime dining



### Accommodation

- Spacious, elegantly appointed staterooms, many with a private balcony
- Twin beds easily converted to queen-size on request
- Air-conditioned with private en-suite and complimentary toiletries
- In-house TV offering news, movies, information channels and music selection





### Entertainment

- Princess Theatre with musical productions, shows and guest artists
- Vista Show Lounge with live entertainment and dancing
- Live bands
- Movies Under the Stars: open-air amphitheatre showing movies day and night

### 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

### Inclusions

- All main meals onboard
- Some non-alcoholic beverages
- Most entertainment
- Onboard accommodation



### Guest Loyalty Program

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

### Unique Selling Points

- Number 1 cruise line in Australia & New Zealand\*
- MedallionClass™ experience
- Visiting over 380 destinations worldwide
- Local departures
- Partnership with award-winning Australian chef and restaurateur Curtis Stone
- The Princess Luxury Bed, designed for the ultimate night of sleep at sea
- Captain's Circle™ Loyalty Program

\*As voted by Cruise Passenger Magazine, Best Ocean Cruise Line Overall 2015-2018

### 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
Wi-fi onboard	✓ Internet cafe and wi-fi network available (charges apply)
Children's facilities	✓ Reimagined kids and teen centres for cruisers ages 3-17
Shore excursions	Quality shore excursions available at additional cost, best price guarantee
Homeporting in Australia	✓ <i>Ruby Princess</i> ® – 2019, <i>Golden Princess</i> ® – 2019, <i>Sea and Sun Princess</i> ® – 2019 & 2020, <i>Majestic Princess</i> ® – 2019 & 2020, <i>Regal Princess</i> ® – 2020, <i>Sapphire Princess</i> ® – 2020 and <i>Pacific Princess</i> ® – 2020
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Wheelchair-accessible staterooms available



#### CONTACT DETAILS

Phone: 1300 587 472

Website: [princess.com](http://princess.com)

 [www.facebook.com/PrincessCruises](https://www.facebook.com/PrincessCruises)

 @PrincessCruises

 @princesscruises





A ROYAL Caribbean® cruise is like no other holiday in the world. This is embracing island life in the Pacific. This is discovering first-at-sea innovations like skydiving in the middle of the ocean or watching world-class entertainment to rival Broadway. This is savouring culinary delights or simply relishing the blissful sea breeze. The experiences are endless as the memories. When it comes to unforgettable onboard experiences, we know how to raise the bar. On all of our 26 ships, you'll discover never-before-seen innovations, extraordinary entertainment and delicious dining options – things that make the difference between a good holiday and an incredible one. Take your pick of more than 256 dream destinations in 64 countries on six continents. And with our vast range of shore excursions, you can dive deeper into unique history, art, landscape and culture to unlock extraordinary adventures in every place we visit. The experience onboard is nothing short of incredible, with every moment complemented by Royal Caribbean's signature Gold Anchor Service® which is the unique level of attention we give to every guest. Wherever you are onboard you'll love the extra-special service that takes care of the big things, the small things and everything in between.

### Fleet

- 27 ships
- Fleet aged zero to 27
- Biggest, most innovative and entertainment-packed vessels in the world
- Carry between: 1,602 guests to 5,518 guests (double occupancy)

### Demographic

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



### Destinations

In 2019/2020, Royal Caribbean will visit more than 256 dream destinations, across 64 countries on 6 continents:

- Australia, New Zealand & South Pacific
- Asia
- Europe
- Caribbean & The Bahamas
- North America, Alaska, Canada & Hawaii
- South America & Panama Canal
- Transatlantic & Transpacific

### 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
- 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, laser tag and much 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 GrillSM 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
- AquaTheatre shows including acrobatics, choreographed swimming and high-diving
- Poolside movies and so much more

### Promos/Discounts

- For the latest offers & deals please refer to RCI Homeport, Cruising Power or ask your Sales Manager

### Agent Incentives and Rebates

- Travel Agent rates available through Cruising Power
- Training modules available for agents
- Ask your Sales Manager

### 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 Points

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

- North Star® observation capsule, FlowRider® surf simulator, Bionic Bar®, SeaPlex® – the largest indoor active space at sea including bumper cars and roller-skating, RipCord® by iFLY® skydiving simulator, Virtual Balcony Stateroom<sup>SM</sup>, AquaTheatre, ice-skating rink and spectacles, Jamie's Italian by Jamie Oliver, Two70® trans-formative entertainment venue plus much more



### CONTACT DETAILS

Phone: 1800 754 500  
 Trade booking website: CruisingPower.com.au  
 Travel agent portal: www.rcihomeport.com.au  
 Consumer website: RoyalCaribbean.com.au  
 Facebook: www.facebook.com/RoyalCaribbean  
 Twitter: @royalcaribbean  
 Instagram: @royalcaribbean

### 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
Wi-fi 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 19 – Apr 20 & Nov 20 – Apr 21), <i>Serenade of the Seas</i> (Oct 20 – Apr 21), <i>Ovation of the Seas</i> (Oct 19 – Apr 20 & Oct 20 – Mar 21), <i>Voyager of the Seas</i> (Nov 19 – Apr 20 & Oct 20 – Apr 21)
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Disabled suites available





**VIRGIN VOYAGES** is an irresistible Adult-by-Design experience at sea where tranquility meets curiosity.

With its inaugural season scheduled for 2020, Virgin Voyages' first ship *Scarlet Lady* was designed to reflect a yacht's sleek luxury. Featuring spaces by some of the top names in contemporary design, *Scarlet Lady* will be a sanctuary at sea for the 18+ traveler.

Putting a twist on luxury, which the company refers to as *Rebellious Luxe*, Virgin Voyages will offer incredible value for its Sailors with all restaurants, group fitness classes, soft drinks, gratuities, wi-fi and many more surprises included within the voyage fare.

Come see how Richard Branson does cruises.

### Fleet

- *Scarlet Lady*, due to set sail April 2020
- Ship 2, 3 & 4 to come in 2021, 2022 and 2023

### Demographic

- Virgin Voyages has set out to create a completely new kind of holiday at sea. Our Sailors are not interested in a traditional cruise. They may never have considered cruising at all OR they might have tried it but are looking for something different.

- They want an experience designed for adults that feels luxe. But that doesn't mean marble for miles, formal nights or butlers with white gloves. They love high design, cool vibes, and great restaurants. They seek out one-of-a-kind experiences balancing indulgence with a healthy dose of wellness. They delight in rock star service from interesting, authentic people. They don't want to think about how much money everything adds up to while on holiday. Abbreviated versions of theater shows or seeing general city highlights from the seat of a coach is not for them.

- VIP Sun Deck & Bar
- Gym
- Wellbeing Zone
- 2 x Pools
- Mani & Pedi Bar
- Tattoo Parlor
- Private Karaoke
- Casino & Gaming Lounge
- Spa
- Medical Centre

### Dining and Beverages

- 20+ eateries, all included in voyage fare
- No buffet restaurants
- All basic beverages included in voyage fare

### Destinations & Seasonality

- Caribbean: January to December

### Ship facilities

- Outdoor Yoga
- Jogging Track
- Group fitness area
- Cabanas

### Accommodation

- Modern, yacht-inspired aesthetic and clever cabin technology make for more than just a space to live (or sleep)





## 🎪 Entertainment

- Unexpected Entertainment. Our events aim to transform you, our performers will surprise you, and our shows will constantly delight you. Featuring nightclub, Poolside oasis, The Beach Club at Bimini, Live Performance Space, Private Karaoke, Record Shop and more to be revealed

## 💰 Agent Incentives and Rebates

- To be announced

## 🎟 Passenger Loyalty Program

- To be announced

## 🍹 Inclusions

- Staying hydrated is a must for well-being at sea (and we prefer our Sailors feel their best), so enjoy any Basic Bewvies on us

including water (still and sparkling, of course), non-pressed juice, soda, sachet tea and drip coffee if you need a boost. Since wi-fi is as essential as water to us, count that in, too. Entertainment experiences, also included. Plus, we'll cover restaurant dining, tips and group fitness classes, too!

## 🏆 Unique Selling Points

- The Perfect 10: Nothing in our fare is non-commissionable. You'll earn on everything you sell – that's why we call It The Perfect 10



### CONTACT DETAILS

Phone: Enquiries contact TraveltheWorld on 1300 857 037  
 Email: [reservations@traveltheworld.com.au](mailto:reservations@traveltheworld.com.au)  
 Website: [www.virginvoyages.com](http://www.virginvoyages.com)  
 Facebook: [www.facebook.com/virginvoyages](https://www.facebook.com/virginvoyages)  
 Twitter: @VirginVoyages  
 Instagram: @virginvoyages

## 🌐 Good to Know

On board language and currency	English spoken, USD
On road sales team	via TraveltheWorld, nationally
Groups/charters	✓
Land connections	✗
Wi-fi onboard	✓ included
Children's facilities	✗
Shore excursions	Additional
Homeporting in Australia	✗
CLIA member	✓
Casino	✓
Accessibility facilities	✓



**CARNIVAL** Cruise Line is the largest cruise line in the world, over five and a half million guests choose the fun of a Carnival cruise every year. *Carnival Splendor* joins the Australian fleet in December 2019. Sailing from Sydney, she will become the newest and largest ship home ported year-round in Australia. Currently home ported in Sydney, *Carnival Spirit* will reposition to her new home of Brisbane in October 2020, sailing year-round from the Sunshine State. Designed with fun in mind and featuring over 45 activities to enjoy each day, Carnival offers families and couples fun, memorable holidays at a great value.



### Fleet

- 26 ships with 3 new builds on the way from 2019 to 2022

### Demographic

- Carnival caters to a wide range of free-spirited, fun-loving families and couples across all generations

### Destinations

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

### Seasonality

- *Carnival Spirit* sails out of Sydney year-round, Melbourne seasonally from January to March 2020 and will be home ported year round in Brisbane from October 2020.
- Replacing *Carnival Spirit* in Sydney, *Carnival Splendor* will be the newest and largest home ported year-round ship in Australia from December 2019

### Ship facilities

- Carnival Waterworks™ featuring signature Thrill slides, Twister Waterslide™ and SplashZone with mini racing-slides
- Award-winning Kids' Programs

- 16 bars and lounges including RedFrog Rum bar, Blueguana Tequila Bar, Alchemy Bar, Comedy Club, Nightclub & Sports Bar
- Cloud 9™ Spa and Fitness Centre
- Dive-In Movies
- Mini Golf & Sports Court

### Promos/Discounts

- Cruise Sale Weeks – offering additional on board credit and half price deposits
- Select Sailings – additional on board credit and FOC opportunities for groups of 16 or more (min 8 cabins)

### Agent Incentives and Rebates

- Famil opportunities (Seminars@Sea)
- Ship tours
- Travel agent rates

### 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
Wi-fi onboard	✓ Additional costs apply
Children's facilities	✓
Shore excursions	Additional cost
Homeporting in Australia	✓ <i>Carnival Splendor</i> and <i>Carnival Spirit</i> year-round
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Modified and wheelchair accessible staterooms available

### 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 their next cruise to the next level of fun

### Unique Selling Points

- Guy's Burger Joint, Masala Tiger (Tandoori), Blueguana Cantina (Mexican) at no extra charge
- 24/7 pizza and ice cream included
- Child-free Serenity™ Retreat

### CONTACT DETAILS

Phone: 13 31 94

Website: [www.goccl.com.au](http://www.goccl.com.au)

[www.facebook.com/CarnivalOz](https://www.facebook.com/CarnivalOz)

@carnivaloz

@carnivalcruiselineau





**THERE'S** a distinct difference when you travel the world with Celebrity. A world where the bar is made of ice, the top deck of grass and a world that has been experienced to be understood. You'll notice it on every cruise, on every ship, every time. The proof is in the details that create the foundation for your modern luxury experience. Extraordinary destinations. Culinary excellence. Intuitive service. Luxurious accommodations and stunning design. That's what makes your holiday distinctly, extraordinarily, Celebrity.

*Celebrity Edge*® marked a turning point in ship design and is the latest cruise ship to be added to the Celebrity Cruises fleet. Completely breaking away from tradition, *Celebrity Edge*® has a unique outward-facing design where innovative outdoor and indoor spaces connect you more closely to the sea. From the Magic Carpet to the private plunge pools in our Edge Villas, Infinite Verandas to the Rooftop Garden, we've created the most refined ship at sea with revolutionary new spaces.

### Fleet

- Twelve in total, of which two are dedicated vessels in the Galapagos – *Celebrity Xpedition*® & *Celebrity Flora*SM. Another under construction – *Celebrity Apex*SM, due for delivery in April 2020
- Modern luxury, chic and stylish design
- Fleet aged 0 to 19 years
- Capacity ranges between 100 and 3,046 guests

### Demographic

- Primarily 40+
- Couples and solo travellers
- Discerning travellers with interests in the modern luxury experience, fine cuisine & an exceptional award-winning wine cellar

### Destinations & Seasonality

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

### Ship facilities

- Stylish bars and lounges, including the ice-topped martini bar on Solstice Class ships, casino, adults-only solarium, Lawn Club, gym, Canyon Ranch Spa® plus so much more

### Promos/Discounts

- Sail Your Way promotion – choice of fare options from cruise only to all-inclusive fares with multiple perks such as Unlimited wi-fi, onboard spending money or a Classic Beverage Package
- Ask your Sales Manager for the latest offers

### Agent Incentives and Rebates

- Travel Agent rates available through Espresso
- Training modules available for agents
- Ask your Sales Manager

### Passenger Loyalty Program

- Captain's Club – earn points based on number of days at sea and stateroom category to enjoy benefits like onboard discounts, upgrade opportunities & more!

### 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	Pre and post options available vary by sailing. Limited opportunities mid-cruise.
Wi-fi onboard	✓ Fees apply unless selected as a 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, <i>Celebrity Eclipse</i> ® arriving in November 2020 for her first local season
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Disabled suites available

### Unique Selling Points

- The only cruise line with half an acre of real, finely manicured lawns
- Voted Best Premium Cruise Line 10 years running (*Travel Weekly* US Readers' Choice Awards 2008-2017)
- Largest and rarest wine collection at sea
- Onboard dining curated by a Michelin-starred chefs

### CONTACT DETAILS


Phone: 1800 754 500


Trade booking website: [www.cruisingpower.com.au](http://www.cruisingpower.com.au)

Travel agent portal: [www.rcihomeport.com.au](http://www.rcihomeport.com.au)

Consumer website: [www.celebritycruises.com/au](http://www.celebritycruises.com/au)

 [www.facebook.com/CelebrityCruises](https://www.facebook.com/CelebrityCruises)

 @CelebrityCruise

 @celebritycruises

A P&O CRUISES holiday is cruising Australian Style, with contemporary designs, stylish restaurants, locally sourced produce and talented, home-grown musicians on stage. P&O Cruises offers over 80 unique itineraries to spectacular destinations. From 2-5 night short breaks, to longer 7-18 night itineraries sailing through the stunning South Pacific, Australia, New Zealand and Asia. Whether you're travelling with the family, a partner, or friends, there is something for everyone. You'll discover exceptional dining & bar options ranging from Asian fusion, Italian, modern Australian, seafood and celebrity chef dining at Luke Mangan's Salt Grill or A Taste of Salt restaurants. There's activities ranging from lawn bowls to waterparks, waterslides, ziplines and more. Plus, knowing Aussies love a laugh, on every cruise you'll find comedy and the best late night comedy shows at sea. Discover why a P&O Cruise is Like No Place On Earth.



### Fleet

- Australian based fleet with 3 ships (until October 2020). *Pacific Adventure* to join fleet in 2020 and another ship to join in 2021
- Capacity ranging from 1,260 to 3,200 guests (lower berths)

### Demographic

- Everyday Australians and New Zealanders
- Couples, families and groups

### Destinations

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

### Seasonality

- Offering 365 days of cruising from Australia
- Departures from 2 to 18 nights in duration

### Ship facilities\*

- Facilities across the fleet include: range of bars, pubs & restaurants, conference space, fitness centre, Elemis spa, exercise track, Oasis adults only area, four Kids Clubs, P&O Edge Adventure Park, lawn bowls, waterpark and waterslides, outdoor big screen, intimate cinema, Marquee Theatre Lounge, specialty dining restaurants/cafes, 24-hour room service, duty free shopping, New Zealand Natural Ice Cream, internet & wi-fi, laundry services, evening child-minding, casino, photography studio

\* not all facilities available on all ships

### Promos/Discounts

P&O has a Three Fare Structure:

- Go Fare – The No Frills 'just go' fare, ideal for price sensitive clients with firm travel plans
- Value Fare – offers included value adds in line with retail campaigns, and flexible payment and refund options. Ideal for 'new to cruise' guests
- Value Plus Fare – includes retail campaign value adds, payment/refund flexibility and additional inclusions such as beverage and wi-fi packages. Perfect for guests looking for a more inclusive holiday experience

### Agent Incentives and Rebates

- Flagship Achievers Program
- Flagship College training modules
- Travel agent rates
- Ship Inspection opportunities

### 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
Wi-fi onboard	✓ Internet & wi-fi packages available for purchase onboard
Children's facilities	✓
Shore excursions	Charges apply, available to pre-book via Cruise Control or purchased onboard
Homeporting in Australia	✓
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Wheelchair accessible and modified rooms are available across the fleet

### Unique Selling Points

- Cruising for over 85 years, P&O are specialists in the South Pacific pioneering new destinations across the region and offering fabulous holidays to idyllic locations
- Offering a distinctly Australian style of cruising experience with contemporary designs, stylish restaurants, locally sourced produce and talented, home-grown musicians on stage
- Offering more destinations, more homeported ships and more itineraries, including more Short Break getaways than any other cruise line in Australia

#### CONTACT DETAILS

Ph: 13 24 94 (consumer) 1300 363 706 (trade)  
 Consumer website: [www.pocruises.com.au](http://www.pocruises.com.au)  
 Travel agents website: [flagship.pocruises.com.au](http://flagship.pocruises.com.au)  
[www.facebook.com/POCruises](https://www.facebook.com/POCruises)  
 @pocruises  
 @pocruises





**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 sail to over 1,000 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. 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.

### Classic Fleet

- 6 luxury ships, 2 to be delivered before 2021, taking the entire fleet (including expedition to 12)
- Ships refurbished approximately every two years, however are constantly receiving small updates
- Ships between 17,400 and 40,700 tons
- Guest capacity from 296 to 608
- Staff to guest ratio average 1:1.4
- Complimentary wi-fi
- Gratuities always included

### Demographic

- Classic: 50+
- Cosmopolitan world travellers
- Biggest markets: 1. USA, 2. UK, 3. AUNZ

### Destinations

- 1,000+ destinations worldwide, growing every year
- 140+ countries

### Seasonality

- Australia and New Zealand: Dec to Apr
- Mediterranean: Apr to Oct
- Northern Europe & the British Isles: May to Sep
- Alaska: May to Sep
- Central America & Caribbean: Oct to Apr
- Pacific Islands: Feb, Mar, May & Nov

### Ship facilities

- Show lounge, casino, spa, pool, library & internet cafe, Panorama Lounge, the Observation Lounge, fitness centre, Connoisseur's Corner, boutiques & bars

### Promos/Discounts

- Contact your BDM for up to date promotional information and travel agent incentives

### Agent Incentives and Rebates

- Famil & ship inspection opportunities
- Travel agent rates
- Ask your BDM for more information

### Passenger Loyalty Program

- Venetian Society
- Cumulative points earned based on number of days at sea
  - % discount depending on status
  - Additional in-suite amenities & shipboard activities (i.e. champagnes, fruit baskets, laundry, pressing, canapes, dinner invitations with captain etc.)

### 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
Wi-fi onboard	✓ Complimentary wi-fi for every suite – conditions apply
Children's facilities	✓ On <i>Silver Muse</i> only
Shore excursions	Additional
Homeporting in Australia	✓ <i>Silver Muse</i> : Dec 2019 – Apr 2020
CLIA member	✓
Casino	✓
Accessibility facilities	✓ Disabled suites available

- Complimentary voyages in veranda suites for varying milestones reached over 350 days

### Unique Selling Points

- Elite vessels were specifically designed for fewer guests, more space and the highest levels of personalised service
- More dining options than any other ultra-luxury ship (*Silver Muse*, *Silver Moon* & *Silver Spirit*)
- More destinations visited, more overnights in port and late night departures than any other cruise line

#### CONTACT DETAILS

Phone: 1300 306 872  
 Website: [www.silversea.com](http://www.silversea.com)  
[www.facebook.com/SilverseaCruises](https://www.facebook.com/SilverseaCruises)  
 @silversea  
 @silverseacruises

**VOTED** the world's best cruise line four times by the readers of *Travel + Leisure*, Viking Cruises operates 6 elegant ocean ships cruising the Baltic, Mediterranean, Americas, Australia, New Zealand, Alaska, Canada, India, China and Japan. 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: 2017
- *Viking Sun* – maiden voyage: 2017
- *Viking Orion* – maiden voyage: 2018
- *Viking Jupiter* – maiden voyage: 2019
- *Viking Venus* – maiden voyage: 2021

## Demographic

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

## Destinations

- Scandinavia and Northern Europe
- The Americas and the Caribbean
- Mediterranean
- Asia
- Australia and New Zealand
- Africa

## Seasonality

- Selected departures all year round for 2019/2020/2021

## Ship facilities

- Main pool with retractable dome, Infinity Pool, Aquavit Terrace, The Wintergarden, Explorer's lounge, 8 dining venues (all complimentary), Nordic Spa: sauna, hydrotherapy pool and Snow Grotto (all complimentary), Salon, Fitness Centre, Sports Deck, Torshavn 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](http://www.vikingcruises.com.au/oceans)

## Agent Incentives and Rebates

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

## 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](http://www.vikingcruises.com.au)

 [www.facebook.com/VikingAUNZ](https://www.facebook.com/VikingAUNZ)

 @vikingcruises

 @vikingcruises

## Good to Know

On board language and currency	English spoken, US dollars
On road sales team	Located in Australia and New Zealand. Contact <a href="mailto:australia@vikingcruises.com">australia@vikingcruises.com</a> for your local Commercial Manager's details.
Groups/charters	✓ 8 staterooms required for a group, 16th person travels FREE
Land connections	Pre and post cruise extensions available
Wi-fi 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





# River Cruising



**AN AUSTRALIAN** family-owned company, the essence of APT began in Melbourne in 1927. Now more than 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 2015-2019 and Best Domestic Tour Operator 2012-2016 and 2018-2019 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 AmaDolce, MS AmaLyra, MS AmaMagna*
- Russia: *MS Valentina*
- Vietnam & Cambodia: *RV AmaMekong*
- Myanmar: *RV Samatha*
- Africa: *Zambezi Queen*
- South America: *Delfin II*

### Demographic

- 55+
- Travelling companions from AU, NZ & UK
- Luxury & adventurous travellers



### Destinations & Seasonality

- Europe: March to December
- Africa: January to October
- Vietnam & Cambodia: July to April
- Myanmar: September to February
- Russia: July to September

### Ship facilities

- Sun deck
- Pool or whirlpool (excluding Russia)
- Gold and Silver butler service (select ships and suites)
- 24hr tea and coffee
- Lounge and Bar
- Ship library
- Gift shop
- Wellness centre

### Dining and Beverages

- All inclusive a la carte fine dining
- All inclusive beverages including a range of wine, beer, spirits, soft drink, juice, tea and coffee on board the cruise. In Europe, Premium wine is also served with dinner. In Russia, enjoy beer, wine and soft drink served with lunch and dinner on board the cruise
- Choice of onboard dining experiences
- Room service (select ships and suites)

### Accommodation

- A selection of Twin Balcony, Panoramic Balcony & Window Suites

### Entertainment

- Onboard entertainers
- Informative lectures

### Promos/Discounts

- Fly Free offers available
- Companion Fly Free offers available
- Fly Business Class offers available
- Air Credit offers available
- Solo offers available
- Exclusive APT Club benefits

### 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, among other great benefits



### Agent Incentives and Rebates

- Customise marketing material, track your sales, access to sales tools and bookings on brand NEW Trade Website ATG Connect
- Exclusive ATG VIP Partner Program; rewarding and recognising travel agents
- Hosted Educational opportunities and self-educational rates
- Top Selling Consultants invited to our annual Top Achievers Reward Trip
- Group Benefits on select product and itineraries
- Consultant training and access to a dedicated Business Development Manager

### Inclusions

- An all-inclusive river cruise with all the details taken care of
- Small group sightseeing included with a range of hand-picked experiences exclusive to APT
- Enjoy Freedom of Choice sightseeing, allowing you to personalise your holiday to suit your preferences
- Expert services of an APT Cruise Director and insight from local guides
- Sail on APT's luxurious river ships with multiple dining options, lounge, bar and sun deck
- Spacious twin balcony suites available on select ships with an indoor and outdoor balcony
- All meals plus a range of complimentary beverages on board
- Tipping, wi-fi and airport transfers included

### Unique Selling Points

- APT has been voted best River Cruise Operator from 2015-2019 at the NTIA awards
- APT prices are all inclusive including transfers, port charges, gratuities, meals and sightseeing
- APT has a 98% satisfaction rating from travellers
- APT Club offer members a range of exclusive benefits
- APT offers Freedom of Choice sightseeing and exclusive Signature Experiences
- Earn 2 Qantas Points per AU\$1 spent on APT Luxury River Cruise holidays\*
- Luke Nguyen is APT's ambassador and hosts tours through Asia



### CONTACT DETAILS

Phone: 1300 336 932  
 Email: [info@aptouring.com.au](mailto:info@aptouring.com.au)  
 Website: [www.aptouring.com.au](http://www.aptouring.com.au)  
 Facebook: [facebook.com/aptouring](https://www.facebook.com/aptouring)  
 Twitter: [@aptouring](https://twitter.com/aptouring)  
 Instagram: [@aptouring](https://www.instagram.com/aptouring)

### Good to Know

On board language and currency	English, EUR/USD or local currency
On road sales team	Australia and New Zealand wide: 1300 278 278
Groups/charters	✓
Land connections	Land touring options available connecting to certain departures
Wi-fi onboard	✓
Children's facilities	✗
Shore excursions	✓
Homeporting in Australia	✗
CLIA member	✓
Casino	✗
Accessibility facilities	✗





**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 experience laid back luxury – and taste the world in the rarest of ways from a truly unique vantage point.

### Fleet

- 16 Suite Ships
- Average vessel age of 5 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*)
- India (*chartered vessel*)

### Seasonality

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

### Ship facilities

- SkyDeck with premium sunshades and lounges, whirlpool, deck-games area, Observation Lounge, Panorama Lounge & Bistro, Club Lounge, Sky Bistro, 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. Plus with our FlexDining, guests can choose when & where they dine!

- All onboard meals (buffet, a la carte, grill fare, tapas-style)
- Complimentary coffee & tea throughout the day
- Made to order picnic lunch boxes for on-shore exploring
- 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*)
- Avalon Choice daily included sightseeing; Classic, Discovery or Active – 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

- Welcome Back Credit (past passengers can earn up to \$275 per person on Globus family of brands tours or cruises)

### Unique Selling Points

- Relaxed luxury cruising offers a home away from home feel with attentive and personal service
- Avalon Choice – Guests have the freedom to customise their cruise experience
- Active & Discovery itineraries allow guests to explore Europe through enlightening and active experiences suited to their interests and fitness levels
- YourWay extensions offer seamless ways of extending your holiday before or after your cruise
- 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, Beer Tasting, Music, History, Jewish Heritage, Festive Time, Culinary, Photography, Garden & Nature



#### CONTACT DETAILS

Phone: 1300 130 134  
 Website: [avalonwaterways.com.au](http://avalonwaterways.com.au)  
[www.facebook.com/AvalonWaterwaysAustralia](https://www.facebook.com/AvalonWaterwaysAustralia)  
[@avalonwaterways](https://www.instagram.com/avalonwaterways)

### 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	YourWay options available pre or post cruise with Globus, Cosmos & Monograms
Wi-fi onboard	✓ Complimentary
Children's facilities	✗
Shore excursions	Included daily
Homeporting in Australia	✗
CLIA member	✓
Casino	✗
Accessibility facilities	✓ Subject to conditions





Scenic Sapphire, Avignon, France

**SCENIC'S** 5-star boutique ships sailing the European waters and the Mekong and Irrawaddy Rivers are designed with the guest in mind. Featuring luxuriously appointed suites that are amongst the largest in the world of river cruising, boasting elegant lounge areas, spacious bathrooms (stocked with luxury bath products) and queen size Scenic Slumber Beds.

Diverse and delicious food experiences are one of the highlights of your Scenic tour. From your first coffee of the day to that last relaxing nightcap, from your mini-bar or late night room service, you'll be spoilt for choice. Our chefs draw inspiration from the regions you travel through so all our food is seasonal and regional as well as freshly prepared and delicious.

Both on board and on shore, luxury comes as standard with Scenic. From transfers and tips, to exclusive Scenic Enrich events, and your choice of Scenic Freechoice excursions. From the daily restocked minibar, sumptuous meals and all-day everyday beverages, everything is covered on your trip of a lifetime.

## Fleet

- 12 x 5-star Scenic Space-Ship
- 2 x boutique luxury ships in South East Asia

## Demographic

- Primary: 45-64
- Secondary: All people 55 years+, highly educated/white collar careers, well-travelled, physically active and healthy lifestyle, interests: regular travel, current affairs, business and finance, design and technology, theatre, culture and the arts, food and wine.

## Destinations & Seasonality

- Europe: Apr – Dec
- South East Asia: July – May

## Ship facilities

- Scenic Sun Lounges
- Spacious lounges and bars
- Outdoor terraces
- Personal service with an 1:1 staff to guest ratio in Asia and 1:3 in Europe

- On board dining options, from casual to fine dining
- Scenic Culinaire – on board cooking school, on selected cruises in France
- E-bikes – electronically assisted bicycles, on selected cruises in Europe
- Butler service for all guests
- Exclusive Scenic Tailormade available on selected cruises in Europe
- Cruise Directors to guide and assist
- Complimentary wi-fi
- All tipping and gratuities included
- Wellness Centre on selected cruises
- Fitness Centre

## Dining and Beverages

- Multiple on board dining options, from casual to fine dining
- Complimentary beverages all day, every day
- Scenic Culinaire – on board cooking school, on selected cruises in France
- Room service to all suites
- Mini-bar fully restocked daily, including snacks
- Water provided for all onshore excursions

## Accommodation

Europe – may vary on ship:

- Standard Suite – 15m<sup>2</sup>/160ft<sup>2</sup>
- Private Balcony Suite – including Scenic 'Sun Lounge' – 19m<sup>2</sup>/205ft<sup>2</sup>
- Private Deluxe Balcony Suite – including Scenic 'Sun Lounge' – 21m<sup>2</sup>/225ft<sup>2</sup>
- Junior Suite – including Scenic 'Sun Lounge' – 23m<sup>2</sup>/250ft<sup>2</sup>
- Royal One-Bedroom Suite – including Scenic 'Sun Lounge' – 44m<sup>2</sup>/475ft<sup>2</sup>
- Royal Balcony Suite – including Scenic 'Sun Lounge' – 33m<sup>2</sup>/360ft<sup>2</sup>
- Royal Owner's Suite – One bedroom suite including Scenic Sun Lounge – 48m<sup>2</sup>/520ft<sup>2</sup>

South East Asia – may vary on ship

- Deluxe Suite – including Scenic 'Sun Lounge' – 32m<sup>2</sup>/344ft<sup>2</sup>
- Grand Deluxe Suite – including Scenic 'Sun Lounge' – 40m<sup>2</sup>/430ft<sup>2</sup>
- Royal Panorama Suite – including Private Outdoor Terrace – 70m<sup>2</sup>/753ft<sup>2</sup> or 80m<sup>2</sup>/861ft<sup>2</sup>



## Entertainment

- Educational lectures based on itinerary destinations
- Local entertainment will vary from region to region

## Promos/Discounts

- Early Payment discounts
- Air Credit discounts
- Welcome home offers
- Group booking discounts

## Agent Incentives and Rebates

- Marketing support on Scenic HUB
- Agent Academy – Sales Training Modules
- Agent Webinars & Events
- Famil/Educational opportunities
- Sales Development Managers available for more information

## Passenger Loyalty Program

- Scenic Club

## Inclusions

- 100% luxury suites
- Unlimited complimentary beverages\* including mini-bar replenished daily
- All meals on board
- On board dining options, from casual to fine dining
- Spacious lounges and bars
- Butler service available for every guest
- Scenic Enrich exclusive events

\*excluding a small number of fine and vintage wines, champagnes and spirits

- Scenic Freechoice shore excursions led by expert local guides
- Exclusive Scenic Tailormade available on selected cruises in Europe
- E-bikes – electronically assisted bicycles, on selected cruises in Europe
- On board entertainment
- Complimentary wi-fi
- Complimentary guest laundry
- Return airport transfers
- All tipping and gratuities both on board and on-shore

## Unique Selling Points

- Truly all-inclusive
- Luxury Suites
- Scenic Enrich Experiences
- Tailormade App available for self-touring
- Nth Degree

## Good to Know

On board language and currency	English spoken, USD in South East Asia, EUR in Europe
On road sales team	All Australian states and New Zealand
Groups/charters	✓ Contact the reservations team
Land connections	Land touring options available connecting to certain departures pre or post-cruise
Wi-fi onboard	✓ Complimentary
Children's facilities	✗
Shore excursions	Included
Homeporting in Australia	✗
CLIA member	✓
Casino	✗
Accessibility facilities	✓ Disabled suites available



Scenic Butler Service

## CONTACT DETAILS

Phone: 1300 742 859

Website: [www.scenic.com.au](http://www.scenic.com.au)

[www.facebook.com/scenicau](https://www.facebook.com/scenicau)

[@scenic\\_au](https://twitter.com/scenic_au)

[@scenic\\_au](https://www.instagram.com/scenic_au)

Scenic Aura, Pool & Bar, South East Asia





**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, Russia, North America, Asia, New Zealand and Australia, along with programs in 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 onboard, excursions and entertainment, transfers, port charges and tipping.

 **Fleet**

- Europe: *TravelMarvel Polaris, Jewel & Diamond, MS Douro Serenity, MS Rossia, Princess Eleganza*
- Asia: *RV Apsara, RV Rajmahal, RV Princess Panhwar, Century River Cruises*
- South America: *MV Santa Cruz II, Delfin III, Holland America Line's Zaandam and Westerdam*
- Australia: *Coral Adventurer*
- Canada & Alaska: Holland America Lines premium ships
- Antarctica: *MV Ocean Atlantic*
- Egypt: *MS Royal Lily*

 **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
- Antarctica: January
- Asia: all year
- Australia: all year
- New Zealand: all year
- South America: February to November
- Canada & Alaska: April to September
- Egypt, Jordan and Israel: September to April

 **Ship facilities**

- Fine dining restaurant
- Main lounge
- Bar
- Sun deck
- Salon
- Fitness Centre
- Wi-fi & onboard computers on most ships

 **Dining and Beverages**

- Most meals are included onboard your TravelMarvel River Cruise

 **Accommodation**

- Premium accommodation onboard all ships.
- European Gems river ships include the brand-new *TravelMarvel Polaris* (Contemporary ship) and newly refurbished *TravelMarvel Jewel* and *Diamond* (Classic ships)
- The *RV Apsara* is a new ship to TravelMarvel for the 2020/21 Vietnam & Cambodia season

 **Entertainment**

- Dedicated Entertainment & Activities Coordinators on board

 **Promos/Discounts**

- Fly Free offers available
- 2 for 1 airfare offers available
- Air Credit Offers available
- Save Dollar Discounts





 **Agent Incentives and Rebates**

- Customise marketing material, track your sales, access to sales tools and bookings on brand NEW Trade Website ATG Connect
- Exclusive ATG VIP Partner Program; rewarding and recognising travel agents
- Hosted Educational opportunities and self-educational rates
- Top Selling Consultants invited to our annual Top Achievers Reward Trip
- Group Benefits on select product and itineraries
- Consultant training and access to a dedicated Business Development Manager

 **Inclusions**

- Expert services of a TravelMarvel Cruise Director
- Key Sightseeing with local guides
- Unique 'Insider Experiences' for an in-depth discovery
- Most meals and select beverages included
- Transfers, port charges and tipping



 **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 cruising and touring at exceptional value
- Part of the award-winning APT Travel Group
- More choice, freedom and flexibility
- Explore all the must-see sights
- A perfect balance between organised sightseeing and exploration at your own pace
- 98% satisfaction rating from travellers

 **Good to Know**

On board language and currency	English, EUR/USD or local currency
On road sales team	Australia and New Zealand wide: 1300 278 278
Groups/charters	✓
Land connections	Some city stay and land touring available connecting to selected departures pre or post-voyage
Wi-fi onboard	✓
Children's facilities	✗
Shore excursions	Key excursions included select experiences additional
CLIA member	✓
Casino	✗
Accessibility facilities	✗



**CONTACT DETAILS**

Phone: 1300 668 298  
 Email: [info@travelmarvel.com.au](mailto:info@travelmarvel.com.au)  
 Website: [www.travelmarvel.com.au](http://www.travelmarvel.com.au)  
 Facebook: [facebook.com/travelmarveltours](https://www.facebook.com/travelmarveltours)  
 Twitter: @TravelMarvel\_TM  
 Instagram: @travelmarveltours



# le boat

Who's on board?

**IF YOU'VE** never been on a self-drive canal boat holiday before, the concept is simple: we provide you with a boat, which will be your home and transport for the duration of your holiday. Pick it up from one of the many Le Boat bases situated along some of the most beautiful waterways in Europe and Canada, and the rest is entirely up to you. Go where you want; do as you please. The only requirement is that you return it back to the base on time. No boating experience or licence necessary! A boating holiday is free from itineraries and schedules, so you can do whatever you want and stop when and wherever takes your fancy along the route. Cook and dine on board or eat at a nice waterside restaurant. Boating is a lot of fun and a most relaxing way of getting about. It slows you down and allows you to appreciate the surroundings and drink in the scenery. It provides you with an ever-changing view, delivers nature and wildlife to your door and entices you to amazing towns and villages.



## Fleet

- Whether you are a large group of friends or a single couple, our impeccably maintained fleet has a boat for every party-size and budget

## Demographic

- Sharing a self-drive canal boat with friends and discovering new places to see and new things to do each day is not only great fun, but it's affordable too. Also fun for families of all ages, a boating holiday with children is a great way of combining activity and relaxation in a totally different kind of way

## Destinations

- We operate in 17 unique destinations across 9 countries, so we know we have the perfect holiday for everyone. Choose between France, England, Scotland, Ireland, Canada, Italy, Netherlands or Belgium

## Seasonality

- Europe: 1 April to 14 October
- Canada: 15 May to 12 October

## Canal boat facilities

- Think about your river cruiser as your home on the water, fully equipped with all the amenities of home, including a large and well decorated interior
- The price includes the hiring of the boat and its equipment (kitchen gallery equipment, utensils, etc.), towels and linen for all passengers, a boat handling demo, technical support, on-board cruising information & locks fee.

## Promos/Discounts

- Visit our website for more information on current special offers – [www.leboat.com.au](http://www.leboat.com.au)

## Agent Incentives and Rebates

- Famil/educational opportunities
- Agent discounts
- Dedicated sales team in Sydney

## Passenger Loyalty Program

- Le Boat Captains' Club

## Unique Selling Points

- No prior boating experience or licence necessary
- Your boat acts as both your transport and accommodation for the duration of your holiday, which means it is cost-effective
- Opportunity to enjoy a slower pace of life cruising along Europe and Canada's peaceful waterways

### CONTACT DETAILS


Phone (AU): 1800 118 940


Phone (NZ): 0800 449 891

Email: [sales@leboat.com.au](mailto:sales@leboat.com.au)

Website: [www.leboat.com.au](http://www.leboat.com.au)

 [www.facebook.com/LeBoatAustralia](https://www.facebook.com/LeBoatAustralia)

 [@leboatvacations](https://twitter.com/leboatvacations)

 [@leboatvacations](https://www.instagram.com/leboatvacations)

## Good to Know

On board language and currency	Currency will be dependent on which destination you choose to cruise in
On road sales team	Dedicated sales team in Sydney
Groups/charters	✓
Land connections	For customers to arrange at their own discretion
Wi-fi onboard	✓ Optional paid extra
Children's facilities	✗
Shore excursions	Customers can arrange and pay for these at their own discretion wherever available
Homeporting in Australia	✗
CLIA member	✗
Casino	✗
Accessibility facilities	✗





**WE EXPLORE** Europe's great waterways, from the Rhine and the Danube to the Rhone and the Seine, on all-inclusive, intimate riverboat journeys, with exclusive cultural experiences onshore.

Our custom-crafted riverboats have less passengers, meaning an intimate ambiance and personalised service. We put an unparalleled team of Tauck directors onboard every ship to make every moment of your cruise easy. All gratuities, entertainment, admissions, tastings, on-tour transportation, transfers upon arrival and departure, the services of our professional Tauck Directors – are all covered in one upfront price.

### Fleet

- *Ms Andorinha* – new custom river boat welcoming just 84 guests
- *Ms Inspire, Savor, Joy and Grace* – maximum of 130 guests
- *Ms Emerald, Sapphire, Esprit and Treasures* – maximum of 98 guests

### Demographic

- Primarily 50-55+, Well-educated, affluent couples
- Savvy Individuals who have worked hard and travelled well
- Individuals interested in culture, current events and the arts
- Sophisticated travellers with high standards
- Solo travellers who like feeling included in every way
- Knowledge-seekers and explorers looking to expand their horizons
- FIT's read to give escorted travel a try
- Multi-generational families and friends

### Destinations

- Danube, Rhine, Rhone, Seine and Duoro

### Seasonality

- April – October

### Ship facilities

- Two indoor dining venues, fitness and massage centre, putting green, plunge pool, Jacuzzi, bicycles for complimentary use on shore, bars and lounges

### Unique Selling Points

- 1 Cruise Director and 3 Tour Directors on every cruise on every departure
- One upfront price includes premier hotels (on cruise/tour itineraries) that are ideally located, all private shore excursions in many cities a choice of excursions, all meals and alcoholic beverages onboard including top shelf beverages, all gratuities, port charges and airport transfers upon arrival and departure.
- Commission on full cruise price (including port charges)
- We never discount, and never go on sale so price remains the same no matter when you book
- Exclusive Access...events that sparkle with cultural treasures, from gala dinners in private palaces, castles and chateaux to wine tastings in private vineyards, exclusive music performances, culinary artisans and so much more

### Promos/Discounts

- Solo savings: No single supplement in category 1 on all Tauck river cruises

### Agent Incentives and Rebates


- Famil opportunities
- Online training program available for agents
- A team of dedicated Sales Manager available for any questions or concerns
- Agent Benefits available to Academy Graduates

#### CONTACT DETAILS


Phone: 1300 732 300

Email: [reservations@tauck.com.au](mailto:reservations@tauck.com.au)

Website: [www.tauck.com.au](http://www.tauck.com.au)

 [www.facebook.com/taucktravel](https://www.facebook.com/taucktravel)

 @tauck

 @taucktravel

### Good to Know

On board language and currency	English spoken, USD
On road sales team	All Australian states and territories
Groups/charters	✓
Land connections	✓
Wi-fi onboard	✓ included
Children's facilities	✗
Shore excursions	Included with choice
Homeporting in Australia	✗
CLIA member	✓
Casino	✗
Accessibility facilities	✓

**VIKING CRUISES** is the world's largest and most awarded river cruise line operating 73 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

- 73 modern river ships – 60 of them Longships

## 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: Mar – Nov
- Southeast Asia: Jan – Mar & Jul – Dec
- Egypt: Jan – May & 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](http://www.vikingrivercruises.com.au)

## Agent Incentives and Rebates

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


## Unique Selling Points

- 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](http://www.vikingcruises.com.au)

 [www.facebook.com/VikingAUNZ](https://www.facebook.com/VikingAUNZ)

 @vikingcruises

 @vikingcruises

## Good to Know

On board language and currency	English spoken, Euro on Viking Longships, currency will differ on other Viking river ships
On road sales team	Located in Australia and New Zealand. Contact <a href="mailto:australia@vikingcruises.com">australia@vikingcruises.com</a> for your local Commercial Manager's details.
Groups/charters	✓ 5 staterooms required for a group, 10th person travels FREE <small>*Excludes Portugal (8 staterooms)</small>
Land connections	Pre and post cruise extensions available
Wi-fi 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





# Small Ship Cruising



**FOR** more than 30 years, Aranui Cruises has been taking guests on a regular 3,800km roundtrip voyage from Tahiti to the Marquesas to showcase some of the most remote islands in the world. Aranui's mixed cargo and passenger vessel *Aranui 5* offers a vital lifeline to the outside world, with crew delivering supplies to the six inhabited islands – Hiva Oa, Nuka Hiva, Ua Pou, Ua Huka, Tahuata, and Fatu Hiva – while guests disembark to explore. The cruise line also offers an annual voyage to Pitcairn and is adding new Discovery Cruises to the Society Islands and Cook Islands from 2021.

### Fleet

- One dual purpose passenger-freighter vessel – *Aranui 5*
- 126m long, nine decks, 254-passengers
- Launched December 2015

### Demographic

- Couples aged in their 50s, 60s and 70s
- Solo travellers aged above 40
- Couples or groups celebrating milestones
- Frequent cruisers looking for something different



- Well-travelled people seeking a soft adventure off-the-beaten-track with modern comforts
- Mostly Australians, New Zealanders, Americans and Europeans (French/German/Swiss)

### Destinations

French Polynesia and surrounds:

- The Marquesas Islands via the Tuamotu and Society Islands
- Pitcairn via the Tuamotu and Gambier Islands
- Starting in 2021, the Cook Islands via the Australs and a dedicated Society and Tuamotu islands cruise

### Seasonality

- Year-round: *Aranui 5* departs Papeete every few weeks
- 20 scheduled cruises in 2020 including one Pitcairn voyage
- 21 scheduled cruises in 2021 including 18 Marquesas Islands cruises, one Pitcairn voyage, one Society Islands cruise and one Cook Islands cruise

### Ship facilities

*Aranui 5* may be a freighter at heart, but it has all the mod cons of a modern cruise ship:

- Informal, family-style restaurant
- Three bars including Veranda Bar overlooking the aft and the Sky Bar overlooking the cargo deck
- Medical centre and a doctor on each voyage
- Self-serve laundry and a complimentary laundry service
- Wi-fi is available for an additional cost
- Conference room, lounge and library
- A boutique
- Swimming pool
- Gym and spa
- A tattooist is available on some voyages

### Dining and Beverages

- Breakfast, lunch and dinner is served in the ship's casual restaurant
- Meals ashore include a Marquesas feast and picnic on a Bora Bora island
- During Polynesian themed nights, local food is served on the pool deck
- Complimentary French wine is served with lunch and dinner onboard
- Complimentary tea and coffee is available



## Accommodation

- Accommodation includes dormitories (sleeping 4-8 pax), ocean view staterooms (porthole window) and premium and deluxe suites
- Most rooms feature a private balcony
- All rooms are air conditioned
- A Presidential Suite offers 41m<sup>2</sup> of luxury on the top deck

## Entertainment

- The Aranui Band plays in the Veranda Bar
- Weaving, dancing, ukulele and cooking workshops
- Traditional tribal "Haka" and dance performances
- Parties on the pool deck, lectures and fashion parades

## Promos/Discounts

- Each year Aranui offers a low season special and a discounted cruise for seniors

## Passenger Loyalty Program

- Past passengers receive an onboard credit of AUD \$350



## Inclusions

- All meals onboard and ashore
- Excursions at every port (worth approximately \$2,000) with local English-speaking guides
- Two free laundry services
- French wine with lunch and dinner onboard

## Unique Selling Points

- With local crew, cuisine and culture, Aranui offers the most authentic way to see Tahiti
- Aranui's crew enjoy mingling with guests and sharing their culture
- One of the few remaining cargo cruise experiences in the world
- The only regular visitor to the Marquesas Islands
- Aranui's regular 13-day voyage offers a great value and easy way to discover nine French Polynesian islands across three contrasting archipelagoes
- It's cruising done differently – the Aranui way

## Good to Know

On board language and currency	English spoken, Credit card for onboard purchases, Polynesian francs available at reception and in ports
On road sales team	✗
Groups/charters	✓
Land connections	Contact a wholesaler for packages
Wi-fi onboard	✓ Available at additional cost
Children's facilities	✗ But children factored into onboard activities
Shore excursions	Included
Homeporting in Australia	✗
CLIA member	✗
Casino	✗
Accessibility facilities	While there are lifts and accessible cabins, guests require a degree of mobility to disembark in most ports



## CONTACT DETAILS

Phone: +613 9449 3778

Email: [info@aranuicruises.com.au](mailto:info@aranuicruises.com.au)

Website: [www.aranuicruises.com.au](http://www.aranuicruises.com.au)

[www.facebook.com/AranuiCruises](https://www.facebook.com/AranuiCruises)

[@aranuicruises](https://www.instagram.com/aranuicruises)

[@aranuiadventure](https://www.instagram.com/aranuiadventure)





**OCEANIA CRUISES** offers an unparalleled 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 450 ports across Europe, Asia, Africa, Australia, New Zealand, the South Pacific and the Americas. Spacious and elegant accommodations aboard the 684-guest *Regatta*, *Insignia*, *Nautica*, and *Sirena* and the 1,250-guest *Marina* and *Riviera* invite guests to explore the world in unrivalled comfort and style. With the dramatic re-inspiration of Oceania's R-Class ships under OceaniaNEXT, guests can expect every experience onboard the newly designed ships to be enhanced and rejuvenated.

## Fleet

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

## Demographic

- Primarily 50+, semi-retired or retired
- Well educated, inquisitive and discerning world travellers
- Connoisseurs who appreciate fine dining, wine, art, cultural events, extraordinary service and elegant surroundings

## Destinations

- Destination immersion in over 450 destinations
- Spectacular port intensive itineraries featuring overnight visits and extended evening port stays
- Exclusive 'Go Local' tours that embed guests in the fabric of local communities
- Europe
- Alaska
- South Pacific
- Australia and New Zealand
- Asia
- Africa
- Canada and New England
- South America
- Caribbean & 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 186m<sup>2</sup> 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
- Proud to offer the most extensive and creative plant-based menus at sea and cater to special diets upon request
- In suite dining and free room service 24 hours
- Complimentary non-alcoholic beverages
- Alcohol beverage packages available



Re-inspired Penthouse Suite



## 🎪 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 free 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
- Exclusive 'Go Local' tours featuring visits to homes and traditional businesses
- The most extensive plant-based menus at sea



## CONTACT DETAILS

Sydney contact centre: 1300 355 200

New Zealand phone: 0800 625 691

Website: [www.oceaniacruises.com](http://www.oceaniacruises.com)

Facebook: [www.facebook.com/oceaniacruises](https://www.facebook.com/oceaniacruises)

Twitter: @oceaniacruises

Instagram: @oceaniacruises

## 🌐 Good to Know

On board language and currency	English spoken, USD
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
Wi-fi 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** offers an unrivalled experience with a five-ship fleet that visits more than 450 destinations around the world. Every luxury is included, and the cruise line's fares include all-suite accommodation, the largest collection of free, unlimited shore excursions, unlimited internet access, highly personalised service, exquisite cuisine, fine wines and spirits, prepaid gratuities, and one-night, pre-cruise hotel package for guests staying in Concierge-level suites and higher. In 2020, a new ship will join the fleet – *Seven Seas Splendor™*, luxury perfected.

### Fleet

- Five 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 450 ports visited
- Mediterranean, Baltic & Northern Europe
- Alaska
- Asia & Pacific
- Canada & New England
- Caribbean & Tropics
- South America
- Africa
- World Cruise
- Antarctica

### Ship facilities

- The Spa
- World class fitness centre with classes
- Internet Café and wi-fi 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*® and *Seven Seas Splendor*™ – 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
  - Wi-fi 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

- An unrivalled experience with every luxury included
- Intimate & luxurious 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

Phone: 1300 455 200 (AU)  
0800 625 692 (NZ)

Website: [www.rssc.com](http://www.rssc.com)

 [www.facebook.com/regentsevenseascruises](https://www.facebook.com/regentsevenseascruises)

 @regentcruises

 @regentcruises

## Good to Know

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





**ARE** you a traveller who favours small groups over big crowds, cares less more about making authentic connections, need a cruise that is 180 degrees from ordinary? Our perfectly sized ships make it possible to flip the script on cruising. Free yourself from crowds and indulge all your senses, especially your sense of wonder. Experience cultures in ways that are personal and authentic, with the power to change your perspective. With fewer than 312 guests, our ships are large enough to pamper, yet small enough to explore secluded coves and docks in the heart of charming villages, sparkling cities and remote islands.

### Fleet

- 3 x Sailing Yachts & 3 x Power Yachts
- Between 148 and 312 guests onboard

### Demographic

- Well educated, affluent, 45-70yrs
- Primarily married couples or small groups of couples travelling together
- Professionals, business owners
- Families with older children (at least 8yrs+)
- Young at heart
- Previous river cruisers
- Appreciate high quality, but aren't status driven
- Want unique experiences and access to the uncommon
- Socially connected – like to meet new people

### Destinations

Windstar sails to nearly 70 countries, calling on more than 255 ports in:

- Alaska
- Asia
- Australia & New Zealand
- Canada & New England
- Caribbean & Mexico
- Costa Rica & Panama Canal
- Mediterranean & Northern Europe
- Tahiti & South Pacific
- Transoceanic

### Ship facilities

- Relaxed upscale style, encouraging comfort over formality
- Windspa
- Yacht Club Sandwich & Espresso Bar (*Wind Surf* only)
- Compass Rose (*Wind Surf* Only)
- Terrace & Pool Bars
- Lounge & Library
- Fitness Centre
- Pool & Hot Tub
- Signature boutique shop
- Access to our Watersports Platform\*

\* Only when at anchor and subject to port authority approval, weather & safety conditions

### Dining and Beverages

- Multiple open seating restaurants – cuisine prepared à la carte
- Signature Onboard Barbeque
- Complimentary Windstar Destination Discovery Events (on select itineraries)
- The Official James Beard Foundation Cruise Line
- Complimentary 24-hour room service
- All non-alcoholic beverages, including speciality teas and coffees, are included
- 2 optional beverage packages – Topmast Discoveries Beer & Wine or Captain's Exclusive Beverage Package

### Accommodation

- Thoughtfully designed, well-appointed Oceanview Stateroom & Suites
- Fine count Egyptian cotton linens
- L'Occitane® bath amenities and waffle-weave robes and slippers
- More room for storage than you've ever imagined finding on a ship

### Entertainment

- Access to our Watersports Platform\* that opens directly from the back of our ships and includes complimentary kayaks, paddleboards, water trampolines, and water skis
- Shore excursions (additional cost)
- Guest Lecturers
- Windstar Signature Expeditions on select itineraries (additional cost)
- Live music & entertainers onboard
- Cooking demonstrations & local market tours
- Open Bridge
- Wi-fi (additional cost)
- In room flat screen TVs, DVD player

### Promos/Discounts

- Special rates & benefits for group travel
- Keep an eye out for our Flash Sales! Red hot fares for a limited time only



**Agent Incentives and Rebates**

- Special agent incentives – rewards, famils, ship inspections
- Agent special reduced rates
- Agent Resources

**Passenger Loyalty Program**

Windstar Yacht Club offers returning guests

- 5% savings on most cruise fares
- NEW! Additional 5% Welcome Home discount on select cruises when you book within 60 days of disembarkation from a qualifying cruise
- Complimentary one-category standard stateroom or suite upgrade at onboard check-in\*
- Private onboard member cocktail reception
- Invitation to dine with the Captain or Ship's Officers
- Exclusive onboard gift
- US\$100 referral gift for you and each referred friend

\* Stateroom and Suite upgrades are based on availability and confirmed at onboard check-in

**Inclusions**

- Ocean views from all beautifully appointed staterooms or suites
- All meals, in all venues
- Signature Sail Away to Vangelis' "1492 Conquest of Paradise"
- Champagne welcome reception
- Market Tours with the Chef\*
- Cooking demonstrations and tastings
- Learning how to sail with the Captain or officers on our Open Bridge

\* In most regions

**Unique Selling Points**

- Attentive friendly service, experience pampered, personal attention with a crew who knows guest names and happily anticipates their wants and needs
- Banish cliché, toss aside regimen, steer clear of stuffy with intimate and welcoming ambience onboard. Casually elegant freedom is the overriding principle aboard ship. No jackets, ties or formal gowns are required. Open seating and restaurant choices for meals. The freedom to do as much or little as you like
- Far From the Crowds, our small ships means the ability to visit small intimate ports, enjoy access to smaller, more intimate ports of call. There are no lines, no waiting, and the space to be alone or gather with others. Onshore, enjoy the experiences of small group excursions and longer stays in port



**CONTACT DETAILS**

Phone: 1300 749 875  
 Email: [reservations@windstar.com.au](mailto:reservations@windstar.com.au)  
 Website: [deals.windstar.com.au/windstar/](http://deals.windstar.com.au/windstar/)  
 Facebook: [www.facebook.com/windstarcruisesaustralia](https://www.facebook.com/windstarcruisesaustralia)  
 Twitter: @windstarcruises  
 Instagram: @windstarcruises

**Good to Know**

On board language and currency	English spoken, USD
On road sales team	Australia wide
Groups/charters	✓
Land connections	✓ At an additional cost
Wi-fi onboard	✓ At an additional cost
Children's facilities	✗
Shore excursions	At an additional cost
Homeporting in Australia	✓ New for 2020
CLIA member	✓
Casino	✗
Accessibility facilities	✗



**AZAMARA** has always taken travellers far beyond the shoreline to unrivaled destinations with longer stays in port and overnights on board so they can fully immerse themselves, experience more and explore further<sup>SM</sup>. As Azamara's passion for Destination Immersion<sup>®</sup> experiences evolves, we now venture further ashore than any other cruise line with the largest selection of pre and post cruise land programs in the industry. We now offer an enhanced collection of 180+ land programs spanning across 40+ countries, each led by a reputable independent travel expert. We are very excited to venture further ashore, so you can step deeper into the destinations we take you and experience the heart of local life by both land and sea. From safaris in Kenya to culinary journeys through the Spanish countryside, we'll take you further inland than ever before.

And with so many inclusive amenities such as house beers, wine and spirits – an Azamara cruise holiday is the only way to travel.



### Fleet

- Three boutique-style ships
- *Azamara Journey*<sup>®</sup> and *Azamara Quest*<sup>®</sup> revitalised in 2016, followed by *Azamara Pursuit*<sup>SM</sup> which joined the fleet in August 2018
- Relaxed atmosphere
- Capacity of approximately 700 guests

### Demographic

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

### Destinations & Seasonality

- Antarctica
- Australia, New Zealand & South Pacific: January – March
- Europe: March – November
- Asia, Dubai & India: September – May
- Caribbean: November – May
- Transoceanic: November – May
- North, Central & South America: November – April
- Africa: November – March

### Ship facilities

- Bars and lounges, casino on *Azamara Journey*<sup>®</sup> until October 2020 only, duty-free shopping, pool deck, complimentary and speciality dining options, gym, Sanctum Spa, library, cafe

### Promos/Discounts

- Last Minute Voyages
- Extended Voyages – Back-to-back benefits
- Ask your District Sales Manager for latest offers

### Agent Incentives and Rebates

- Trade Agent rates available through Cruising Power
- Training modules available for agents

### 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 Points

- Longer stays and more overnights than other cruise lines – we now offer the largest selection of pre and post cruise land programs in the industry with over 180 land programs

### 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.
Wi-fi onboard	✓ Fees apply
Children's facilities	✗
Shore excursions	Fees apply. AzAmazing Evening <sup>®</sup> complimentary
Homeporting in Australia	✓ <i>Azamara Journey</i> <sup>®</sup> : Jan - Mar 2020; <i>Azamara Pursuit</i> <sup>SM</sup> : Dec 2020 - Feb 2021
CLIA member	✓
Casino	✓ Not available on <i>Azamara Quest</i> <sup>®</sup> or <i>Pursuit</i> <sup>SM</sup>
Accessibility facilities	✓ Disabled suites available

spanning across 40+ countries

- Docking downtown with access to ports that other large cruise ships cannot reach
- House beers, wine and spirits are included in the cruise fare
- Bottled water, soft drinks, speciality coffees and teas
- Self-service laundry onboard
- Complimentary AzAmazing Evening<sup>®</sup> on most voyages
- Voted 2018 Best Itineraries and Shore Excursions (Cruise Critic Editors' Picks Awards)

#### CONTACT DETAILS

Phone: 1800 754 500

Trade booking website: [www.cruisingpower.com.au](http://www.cruisingpower.com.au)

Travel agent Portal: [www.rcihomeport.com.au](http://www.rcihomeport.com.au)

Consumer website: [www.azamara.com/en-au](http://www.azamara.com/en-au)

[www.facebook.com/AzamaraVoyages](https://www.facebook.com/AzamaraVoyages)

@azamara

@azamaravoyages





**OFFERING** a revolutionary collection of uncommon travel experiences that go far beyond all-inclusive luxury, Crystal offers elegant, enriching journeys by Ocean to see UNESCO wonders from the Mediterranean to Asia; by River to discover Europe's legendary Danube and Rhine; by Yacht to navigate iconic harbours in the Seychelles, Arabia and beyond; and by Expedition to explore remote locales, from the Arctic to the Antarctic and faraway lands in between. Modern and sophisticated, yet infused with a classic heritage, the Crystal Experience is defined by a stunningly stylish fleet of extraordinary design, epic land adventures and a level of acclaimed service simply unrivalled in luxury travel today.

### Fleet

- Two ocean-going ships, *Crystal Symphony®* and *Crystal Serenity®*, are the stewards of the line's award-winning reputation
- Four all-suite, impeccably designed identical river ships – *Crystal Bach*, *Crystal Debussy*, *Crystal Mahler* and *Crystal Ravel* – sailing the legendary waterways of Europe.
- One boutique yacht, *Crystal Esprit*, designed for in depth exploration of idyllic island playgrounds
- One expedition yacht, launching August 2020 – *Crystal Endeavor* – sailing the Russian Far East, Asia-Pacific, the Antarctic and Northeast Passage

### Demographic

- Affluent 45+, multi-generational travellers, couples and solo travellers

### Destinations & Seasonality

- Europe: March to December
- New England & Canada: September to October
- Antarctica
- Asia & South Pacific: January to April
- Australia & New Zealand: October to April

### Ship facilities

- Crystal Cruises (Ocean):
- Onboard amenities feature acclaimed restaurants including specialty restaurants by Nobu; Feng Shui-inspired spa and full-service salon; onboard enrichment & entertainment; and optional Destination Discoveries ashore
- Crystal River Cruises:
- All-suite, butler-serviced accommodations with innovative panoramic-balcony windows, full-service spa and fitness centre,

Michelin-inspired cuisine and complimentary Destination Discoveries ashore

Crystal Yacht Cruises:

- 62-guest, all-suite, butler-serviced accommodations, Michelin-inspired cuisine, complimentary water toys including kayaks, snorkelling gear and more

Crystal Expedition Cruises:

- 200-guest, all-suite, all-verandah, butler-serviced accommodations, specialty restaurants, team of expedition leaders, zodiacs and complimentary use of water toys

### Agent Incentives and Rebates

- Famil opportunities

### Passenger Loyalty Program

- Crystal Society membership

### Good to Know

On board language and currency	English spoken, USD on ocean and yacht expeditions, Euro on river voyages
On road sales team	Team of BDMS cover all Australian states and New Zealand
Groups/charters	✓
Land connections	Pre and post hotel and land experiences
Wi-fi onboard	✓ Complimentary
Children's facilities	✓ Ocean ships only
Shore excursions	Included on river, yacht and expedition Additional on ocean voyages
Homeporting in Australia	✗
CLIA member	✓
Casino	✓ on ocean ships and expedition's <i>Crystal Endeavor</i>
Accessibility facilities	✓ on ocean ships

### Unique Selling Points

- An unrivalled standard of six-star service
- Complimentary select fine wines, champagne and premium spirits
- Complimentary gratuities and wi-fi
- Michelin-inspired cuisine and specialty restaurants (Ocean & Expedition)
- Complimentary Destination Discoveries (River, Yacht, Expedition)

### CONTACT DETAILS


Phone: +61 2 8074 6500 | 1300 059 263 (AU) | 0800 600 108 (NZ)


Website: [www.crystalcruises.com.au](http://www.crystalcruises.com.au)

Reservations email: [res.anz@crystalcruises.com](mailto:res.anz@crystalcruises.com)

Sales email: [sales.anz@crystalcruises.com](mailto:sales.anz@crystalcruises.com)

 [www.facebook.com/crystalcruises](https://www.facebook.com/crystalcruises)

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 @crystalcruises

**WELCOME** on board 'freedom that takes you places'. In the past, luxury was not casual and casual was not luxury. Hapag-Lloyd Cruises' *EUROPA 2* is different. Guests enjoy smart casual travel and a discerning lifestyle in a modern, relaxed atmosphere – with no formal attire, fixed mealtimes or traditional seating plans in the restaurants on board the best cruise ship in the world according to the Berlitz Cruise Guide 2019. With a maximum of 500 guests, enjoy individually tailored service and the highest level of personal space – and an exceptionally luxurious ratio of crew to passengers. *EUROPA 2* combines the comfort of an exclusive resort with the flexibility of a yacht that can also visit small harbours and places off the beaten tracks. Great route diversity opens up whole new opportunities to discover unforgettable destinations.



### Fleet

- 2 small luxury cruise ships (*EUROPA 2* for the international, English-speaking markets)
- Built 2013; refurbished every two years
- Rated 5-stars-plus according to Berlitz Cruise Guide for the past 6 years
- Guest capacity 500
- Crew approx. 370
- All-suite outside from 35m<sup>2</sup> to 114m<sup>2</sup> in size, all with private verandas

### Demographic

- Affluent 45+
- Multi-generational travellers, couples, solo travellers, groups

### Destinations & Seasonality

- Mediterranean: April 2020, July – September 2020/2021
- Western & Northern Europe: April – July 2020/2021
- Caribbean: September – November 2020
- Oceania: November 2020 – January 2021
- Asia & Indian Ocean: January – March 2021
- Africa: March – April 2021

### Ship facilities

- Seven gourmet restaurants, six different bars, two-deck theatre, large OCEAN SPA and fitness area (personal trainer available), two golf simulators (on-board PGA golf pro), culinary school, Kids' and Teens' Club, large pool area with retractable roof and whirlpool, art gallery, boutique and jeweller, library, hospital, on-board Zodiacs, bikes, snorkeling equipment, stand-up paddle boards, tablets

### Promos/Discounts

- Early booking discount of 5% on the cruise-only price available for a range of cruises
- Combination discount for several cruise itineraries linked in a row
- Children up to and including 11 years of age travel free, discounts for children from 12 to 15 years of age (when staying in the same suite of one or two full-paying adults)

### Agent Incentives and Rebates

- Seminar cruise opportunities
- Training workshops
- Partner portal AGENT COMPASS

### Passenger Loyalty Program

- Hapag-Lloyd Cruises Club with a bonus miles programme: miles can be converted into price reductions or on-board credits

### Good to Know

On board language and currency	German and English spoken, EUR
Groups/charters	✓
Land connections	✓ Individual programmes arranged by our Travel Concierge Service (for a fee)
Wi-fi onboard	✓ Complimentary one hour per person per day
Children's facilities	✓
Shore excursions	Zodiac rides and landings free of charge; land programmes subject to charges
Homeporting in Australia	✗
CLIA member (in Europe)	✓
Casino	✗
Accessibility facilities	✓

### Unique Selling Points

- Casual luxury at the highest level
- A maximum of 500 guests and more room per passenger than on any other cruise ship
- Mini bar with soft drinks and beer included (refilled daily), Nespresso machine, 24-hour suite service, butler service in certain categories
- Seven gourmet restaurants included
- 1,000m<sup>2</sup> OCEAN SPA and fitness area including a fantastic ocean view
- Gratuities & harbour fees included

#### CONTACT DETAILS

Phone: +49 40 30703070

Email for reservations: [service@hl-cruises.com](mailto:service@hl-cruises.com)

Email Int. Sales Manager: [sales@hl-cruises.com](mailto:sales@hl-cruises.com)

Website: [www.hl-cruises.com](http://www.hl-cruises.com)

Agent website: [www.hlc-agentcompass.com](http://www.hlc-agentcompass.com)

 [www.facebook.com/HLCruisesInt](https://www.facebook.com/HLCruisesInt)

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 @hapaglloydcrises





**SEADREAM** Yacht Club was established in 2001 and is a family-owned Norwegian company.

"It's Yachting, Not Cruising", defines SeaDream. On board it is casual but elegant, and the amazing crew deliver impeccable and personalised service that encourages guests to become dedicated SeaDreamers.

The mega motor yachts, *SeaDream I* and *SeaDream II* have achieved the industry's highest accolades. The much anticipated *SeaDream Innovation*, will no doubt redefine global yachting as its sails to all seven continents beginning in September 2021.

Itineraries are designed to call on the most intimate ports, harbours and yachting playgrounds that larger ships cannot reach.

SeaDream seeks to avoid crowds, queues and PA announcements. Guests can do as much or as little as they choose.

SeaDream guests feel like they are on their own private yacht.

### Fleet

- *SeaDream I*
- *SeaDream II*
- Each yacht has 56 staterooms and can accommodate up to 112 passengers
- *SeaDream Innovation* will launch Sep 2021 with 110 suites and up to 220 passengers

### Demographic

- Average age 50
- Well-travelled and like-minded
- Usually working or semi-retired
- Enjoy no fuss but attentive service. Guests tend to prefer boutique hotels, many have their own boat, and many may not have thought cruising was for them

### Destinations & Seasonality

- *SeaDream I* and *SeaDream II*:
  - Mediterranean: May – October
  - Caribbean: November – April
  - Wine Voyages throughout the year
- *SeaDream Innovation* will visit all seven continents including polar areas

### Ship facilities

- All ocean view staterooms and suites
- *SeaDream Innovation* will offer balconies.
- Swimming pool and jacuzzi, golf simulator, gym
- Complimentary use of mountain bikes and water toys including motorised
- All guests can be seated at the one time either in the Dining Salon or al fresco on deck
- Spa accredited with Thai Spa association
- Yoga and tai chi daily
- Piano bar and small casino
- *SeaDream Innovation* will have a helicopter and seaplane

### Promos/Discounts

- Best rates are those on the SeaDream website [www.seadream.com](http://www.seadream.com) – always best to book early

### Unique Selling Points

- 1:1 crew to guest ratio
- Visit small ports
- Award winning cuisine – a la carte and freshly prepared
- Selected wines and bar drinks included
- Sleeping under the stars
- Movies under the stars
- Gratuities included
- No queues!

### Passenger Loyalty Program

- SeaDreamers receive advance information of sailings before they are released online and are invited on the Presidents voyages

### CONTACT DETAILS

General enquiries: Julie Denovan +61 2 9958 4444 / 0417 224 9377 / [jdenovan@seadream.com](mailto:jdenovan@seadream.com)  
 Tollfree access to reservations in Miami and Oslo at start and end of our day  
 Phone (tollfree AU): 1800 217 902  
 Phone (tollfree NZ): 0800 004 028  
 Website: [www.seadream.com](http://www.seadream.com)  
 [www.facebook.com/SeaDreamYC](https://www.facebook.com/SeaDreamYC)  
 @seadreamyc  
 @seadreamyc

### Good to Know

On board language and currency	English spoken, USD
On road sales team	Sales team covers Australia & NZ
Groups/charters	✓ Ideal for Birthday events, multi-generational family groups and corporate incentives
Land connections	✗
Wi-fi onboard	✓ Additional cost
Children's facilities	Ideal for well-travelled children. No babysitting or kids' program.
Shore excursions	Available at additional cost
Homeporting in Australia	✗
CLIA member	✓
Casino	✓
Accessibility facilities	✓

**SMALLER** ships mean bigger experiences. Our small ships are big on individualised service, special touches and comfort, making you feel like a welcomed guest the moment you come aboard. Intimate spaces invite conversation or quiet contemplation as you like. It's the little things that make a Tauck small ship cruise personally rewarding... Fewer guests on board affords the opportunity for personalised service – our all-included shore excursions, with our Tauck directors and local guides, provide unique access and immersion in a cultural journey. How you see the world matters. It's a big world. And sometimes, it takes a small ship to see it clearly.



### Fleet

- *Le Laperouse, Le Champlain, Le Durmont d'Urville, Le Bellot*
- *Le Boreal, L'Austral, Le Soleal, Le Lyril*
- *Le Ponant*
- *Wind Star, Wind Surf*
- *Star Pride, Star Breeze, Star Legend*
- *Isabella II, Santa Cruz II & Silver Galapagos*

### Demographic

- Primarily 50-55+
- Savvy, sophisticated individuals who have worked hard and travelled well with high standards
- Individuals interested in culture, current events and the arts
- Solo travellers who like feeling included in every way
- Experienced cruise-takers
- Knowledge-seekers and explorers looking to expand their horizons
- FIT's ready to give escorted travel a try
- Multi-generational families and friends

### Destinations & Seasonality

- Japan: April – May
- Alaska: August
- Central America: January – March
- Antarctica: December – February
- Arctic: June – July
- Galapagos: January – December
- Northern Europe: May – October
- Mediterranean: April – October
- North America: September – October

### Ship facilities

- Will vary depending on the ship but in general bars and lounges, spa and fitness centre, speciality and casual dining options, swimming pool and hot tub, library, café are available on most ships. Blue Eye underwater lounge exclusive to *Le Laperouse, Le Champlain, Le Duromt d'Urville* and *Le Bellot*

### Promos/Discounts

- Group savings: Book 10 or more people on the same river cruise and the 11th travels free

### Agent Incentives and Rebates

- Famil opportunities
- Online training program available for agents
- A team of dedicated Sales Manager available for any questions or concerns
- Agent Benefits available to Academy Graduates

### Good to Know

On board language and currency	English spoken, currency varies depending on the ship
On road sales team	All Australian states and territories
Groups/charters	✓
Land connections	Complimentary arrival & departure transfers
Wi-fi onboard	✓
Children's facilities	✗
Shore excursions	Included – all private for Tauck guests only
Homeporting in Australia	✗
CLIA member	✓
Casino	✗
Accessibility facilities	Depends on the ship

### Unique Selling Points


- Uncommon access to areas that larger ships cannot reach, experiences at the best time of day to avoid crowds.
- All-inclusive cruising – opportunities to personalise your journey with shore excursions that appeal to your unique interests.
- One upfront price includes premier hotels that are centrally located, all shore excursions, exquisite meals and drinks, all gratuities, airport transfers upon arrival and departure,
- 40-264 guests aboard Tauck's yachts and expeditionary vessels
- Travel with local guides & onboard experts

#### CONTACT DETAILS

Phone: 1300 732 300

Email: [reservations@tauck.com.au](mailto:reservations@tauck.com.au)

Website: [www.tauck.com.au](http://www.tauck.com.au)

 [www.facebook.com/taucktravel](https://www.facebook.com/taucktravel)

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