



The Cruising Today Product Guide 2013

*Make the most out of Cruise Bookings
and retain happy, repeat clients!*

The purpose of the Cruising Today Product Guide is to assist retail travel consultants and brokers to better match their clients with the best possible cruise experience.

This guide should make it easier for travel professionals to better advise clients through the “which cruise” (or even “why cruise”) process by finding out what the customer wants or expects from their cruise experience — often before they themselves even realise what they are looking for.

Cruise suppliers have commented that it is too often obvious consultants have not ‘qualified’ their clients’ needs because they are asking for too many cruise quotes that are way too dis-similar.

Not only does qualifying cruise clients lead to consultants actually saving time on cruise bookings by reducing unnecessary quoting and workloads, it also creates major opportunities to ‘upsell’.

And then there’s the positive point of not confusing clients with too many meaningless options.

Fitting clients into a wrong cruise experience runs the risk of not only putting them off cruising altogether, but to also put them off the travel agent or broker responsible.

Most important for first-time cruise clients.



Cruise Lines International Association (Australasia) CLIA

Travel Today thanks CLIA members for their assistance in the compilation of this guide.

* Indicates CLIA Australasia member companies.

Qualify prospective cruise clients with a few simple — but important — questions:

- 1** Has the client cruised before?
- 2** What are the client’s expectations of cruising?
- 3** What is the client’s budget range?
- 4** Which is more important . . . Cruising between ports or the ports (destinations) themselves?
- 5** Which is the preferred geographic region?
- 6** When do they want to go and for how long?
- 7** Preferred ship size?
- 8** Preferred cruise ship ‘style’?
- 9** What inclusions do clients expect?
- 10** Does the client have any ‘misunderstandings’ about cruising that need to be corrected?

Useful Information to enhance the use of this Cruising Today Product Guide

CRUISE STYLE DEFINITIONS

Expedition: A taste of adventure to off-the-beaten-path places, generally operated by smaller ships less than 200 passengers. Aimed at the traveller wanting to learn and understand more about a region. Onboard lectures and shore excursions led by expert guides with specialist knowledge enhances the learning experience. A key element of expedition cruising is the extensive use of Zodiac inflatable craft, so ensure clients are fit and agile.

River: An interesting cruise option on smaller ships purpose-built for river travel, ranging from 100 to 200 passengers. All cabins are outside with windows,

many offering balconies. Most cruising is done during the day and the ships usually dock in the centre of towns along the way for guests to explore the local sights. River cruising offers a perfect solution for those clients wanting a mix of relaxation and exploration.

Working Ships: Barge holidays range from self-piloted options similar to a houseboat, to a fully crewed hotel-barge. Well suited to those who want to experience an area in-depth, and for small groups of friends or families. Ferries are typically part of local transport systems allowing direct transit between ports at a much lower cost. For travellers with more

time, a cargo freighter is a totally unique experience. No planned activities other than meals but most provide some basic facilities.

Resort: Classic, contemporary cruising offering great value for money and appealing to all age groups. Typically these are larger ships carrying around 1600 to 6000 passengers. Ships are designed to satisfy a great range of people with something for everyone: from kids' clubs, to adult sports activities, adults-only retreat areas and Las Vegas-style shows. This is by far the most popular style of cruising.

Premium: Similar activities to a contemporary cruise line, but with more upscale amenities and service.

Ships range from mid-sized to large, 500-1600 passengers, with slightly more spacious staterooms and often more elegant decor. A wide range of onboard activities but often more low-key compared to classic cruising. Children are welcome but facilities may not be as extensive as those on resort-style ships.

Luxury: Emphasis is on providing a memorable and unique experience across all facets of the cruise. From impeccable on-board service, fine dining and enticing range of destinations, to exclusive shore excursions. A high crew-to-passenger ratio, butler service, suite accommodation and top of the range facilities, all add to providing the pinnacle in cruising.

CONTACT DETAILS FOR CRUISE PRODUCT SUPPLIERS:

Adventure Canada:

Wild Earth Travel, info@wildearth-travel.com

Affinity Cruises:

Affinity Cruises, vicky@affinitycruises.co.nz

Alaskan Dream Cruises:

Francis Travel Marketing, reservations@francistravelmarketing.co.nz; Wild Earth Travel, info@wildearth-travel.com

Antarctica XXI:

Adventure World, discover@adventureworld.co.nz; Wild Earth Travel, info@wildearth-travel.com; World Journeys, info@worldjourneys.co.nz

Antarpply: Wild Earth Travel, info@wildearth-travel.com

APT Group: APT Group, info@aptouring.com.au

Aqua Expeditions: World Journeys, info@worldjourneys.co.nz

Avalon Waterways: Globus Family, nzreservations@globustours.co.nz

Azamara: Club Cruises:

Royal Caribbean Ltd, nzsales@rcclapac.com

Blue Lagoon Cruises: Blue Lagoon Cruises, sales@bluelagooncruises.com

Captain Cook Cruises:

Captain Cook Cruises, anne@radmarketing.co.nz

Carnival Cruise Line: Francis Travel Marketing, reservations@francistravelmarketing.co.nz

Carnival Cruise Lines (Aust):

Carnival Cruise Lines, nzsupport@carnival.com

Celebrity Cruises:

Royal Caribbean Ltd, nzsales@rcclapac.com

Compagnie du Ponant:

Francis Travel Marketing, reservations@francistravelmarketing.co.nz; Wild Earth Travel, info@wildearth-travel.com

Costa: Cruise World, info@cruiseworld.co.nz

CroisiEurope:

Innovative Travel, info@innovative-travel.com

Cruceros Australis:

World Journeys, info@worldjourneys.co.nz

Cunard: Cunard, sales.support@myccs.co.nz

Delfin River Cruises:

Adventure World, discover@adventureworld.co.nz; Wild Earth Travel, info@wildearth-travel.com

Galapagos Odyssey:

Adventure World, discover@adventureworld.co.nz

Heritage Expeditions:

Heritage Expeditions, info@heritage-expeditions.com

Heritage Line:

World Journeys, info@worldjourneys.co.nz

Holland America Line:

Francis Travel Marketing, reservations@francistravelmarketing.co.nz

Hurtigruten: Discover the World, retailres@discovertheworld.com.au

Iberostar: World Journeys, info@worldjourneys.co.nz

Lindblad Expeditions National Geographic:

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Louis Cruises: Discover the World, retailres@discovertheworld.com.au

Luftner Cruises: Francis Travel Marketing, reservations@francistravelmarketing.co.nz

Metropolitan Touring:

World Journeys, info@worldjourneys.co.nz

MSC Cruises:

MSC Cruises, marketing@msccruises.com.au

Nobel Caledonia:

Wild Earth Travel, info@wildearth-travel.com

Norwegian Cruise Line:

Norwegian Cruise Line, mail@starcruises.com

Ocean Adventures:

World Journeys, info@worldjourneys.co.nz

Oceania Cruises:

Cruise Holidays, cruise@cruising.co.nz

Oceanwide Expeditions:

Adventure World, discover@adventureworld.co.nz

Orient-Express:

World Journeys, info@worldjourneys.co.nz

Orion Expedition Cruises:

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P&O Cruises:

P&O Cruises, sales.support@myccs.co.nz

P&O Cruises World Cruising:

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Pandaw River Expeditions:

Francis Travel Marketing, reservations@francistravelmarketing.co.nz

Polar Latitudes:

Adventure World, discover@adventureworld.co.nz; Wild Earth Travel, info@wildearth-travel.com

Princess Cruises:

Carnival Australia, sales.support@myccs.co.nz

Quark Expeditions:

Francis Travel Marketing, reservations@francistravelmarketing.co.nz; World Journeys, info@worldjourneys.co.nz

Regent Seven Seas Cruises:

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Royal Caribbean International:

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Seabourn:

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Silversea:

Silversea, salesap@silversea.com

Skorpios Cruises:

Adventure World, discover@adventureworld.co.nz; World Journeys, info@worldjourneys.co.nz

Star Cruises:

Star Cruises, mail@starcruises.com

Stella Australis:

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Swan Hellenic: Cruise Holidays, cruise@cruising.co.nz

Tauk: Adventure World, discover@adventureworld.co.nz

Travel Dynamics International:

World Journeys, info@worldjourneys.co.nz

Un-Cruise Adventures:

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Uniworld Boutique River Cruise Collection:

Uniworld Boutique River Cruise Collection, info@uniworldcruises.co.nz

Variety Cruises:

Discover the World, retailres@discovertheworld.com.au

Viking River Cruises:

Viking River Cruise, australia@vikingrivercruises.com

Voyages of Discovery:

Cruise Holidays, cruise@cruising.co.nz

Voyages to Antiquity:

Cruise Holidays, cruise@cruising.co.nz

Windstar Cruises:

Francis Travel Marketing, reservations@francistravelmarketing.co.nz

Zambezi Queen:

World Journeys, info@worldjourneys.co.nz

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NOTE: Printing pages 2 & 3 for reference will make it easier to use the following pages.

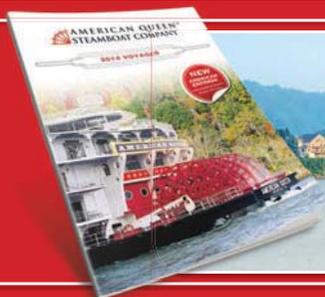
Europe Key:
 1 Mediterranean 2 Scan/Baltic 3 Russia 4 UK 5 Other

Cruise Line & Ship * Indicates CLIA member	Star Rating	Ship Size (pax) Boutique 10-200 Small 200-600 Mid 600-1600 Large 1600+	Ship Style Expedition River Working Ship Resort Premium Luxury	Passenger Profile				Costings			Inclusions						Destinations														
				Couples	Family/Kids	Solo	Average Age	Kids Min Age *selected sailings †varies by region	Singles Loading (%) *varies	Repeat Discount (%) (*selected voyages only)	Seniors Discount (%)	All Taxes & Fees	Shore Excursions	Gratuities	Alcoholic Bevs	Alc Bevs w/Meals	Meals & Entertain	Kids Club	South Pacific	Australia/NZ	Trans-Atlantic	Alaska	Asia-North	Asia-South	Africa	Middle East	Antarctica	World Cruises	Caribbean	USA/Canada	Panama/Cen Am
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APT Group*																															
AMAKatarina	5	Small	River	X	X	50+		150				X	X	X		X	X														3,5
AMALegro	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X														5
AMALyra	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X														5
AMAPrima	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X														5
AMAREina	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X														5
AMASonata	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X														5
AMAVerde	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X														5
AMAVida	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X														5
RV AMALotus	5	Boutique	River	X	X	50+		150				X	X	X	X	X	X				X										
RV La Marguerite	4	Boutique	River	X	X	50+		150				X	X	X	X	X	X				X										
Aqua Expeditions																															
mv Aqua	5	Boutique	Expedition	X	X	40+	7	125					X		X	X	X														X
mv Aria	5	Boutique	Expedition	X	X	40+	7	125					X		X	X	X														X
Avalon Waterways*																															
American Queen	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															
Avalon Affinity	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5
Avalon Angkor	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X				X											
Avalon Artistry II	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5
Avalon Creativity	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5
Avalon Expression	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5
Avalon Felicity	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5
Avalon Illumination	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5
Avalon Impression	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5
Avalon Luminary	5	Small	River	X	X	50+		yes	5	n/a	X	X	X		X	X															5

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Cruise Line & Ship <small>* Indicates CLIA member</small>	Star Rating	Ship Size (pax) Boutique 10-200 Small 200-600 Mid 600-1600 Large 1600+	Ship Style Expedition River Working Ship Resort Premium Luxury	Passenger Profile				Costings			Inclusions						Destinations														
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<i>... continued from previous page</i>																															
Avalon Waterways*																															
Avalon Panorama	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X																5
Avalon Poetry II	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X																5
Avalon Scenery	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X																5
Avalon Visionary	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X																5
Avalon Vista	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X																5
Century Legend	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X						X										
Century Paragon	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X						X										
Isabella II	5	Boutique	River	X	X	50+		yes	5	n/a	X	X	X	X	X																X
ms Kasar Ibrim	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X								X								
MS Mayfair	5	Small	River	X	X	50+		yes	5	n/a	X	X	X	X	X								X								
MV Aria	5	Boutique	River	X	X	50+		yes	5	n/a	X	X	X	X	X																X
Azamara Club Cruises*																															
Azamara Journey	5	Mid	Premium	X	X	50+	12mths	125	n/a	n/a	X	X	X	X	X						X	X	X						X	1,2,3,4,5	
Azamara Quest	5	Mid	Premium	X	X	50+	12mths	125	n/a	n/a	X	X	X	X	X			X	X	X	X	X				X	X	X	X	1,2,3,4,5	
Blue Lagoon Cruises																															
Fiji Princess	4	Boutique	Resort	X	X	30+	14	170	10		X	X	X		X																
Captain Cook Cruises																															
mv Reef Endeavour	4	Boutique	Resort	X	X	30+	5	125			X	X	X		X																X
ps Murray Princess	3	Boutique	River	X	X	50+		125			X	X	X		X																X
Carnival Cruise Lines*																															
Carnival Breeze	4	Large	Resort	X	X	40+	6mths	200			X	X		X	X												X				
Carnival Conquest	4	Large	Resort	X	X	40+	6mths	200			X	X		X	X											X					

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<i>... continued from previous page</i>																																		
Carnival Cruise Lines*																																		
Carnival Dream	4	Large	Resort	X	X	X	40+	6mths	200				X	X	X	X																		
Carnival Ecstasy	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Elation	4	Large	Resort				30+	6mths	200				X	X	X	X																		
Carnival Fantasy	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Fascination	4	Large	Luxury	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Freedom	4	Large	Resort	X	X	X	40+	6mths	200				X	X	X	X																		
Carnival Glory	4	Large	Resort	X	X	X	40+	6mths	200				X	X	X	X																		
Carnival Imagination	4	Large	Resort	X	X	X	20+	6mths	200				X	X	X	X																		
Carnival Inspiration	4	Large	Resort	X	X	X	20+	6mths	200				X	X	X	X																		
Carnival Liberty	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Magic	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Miracle	4	Large	Resort	X	X	X	40+	6mths	200				X	X	X	X																		
Carnival Paradise	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Pride	4	Large	Resort	X	X	X	0+	6mths	200				X	X	X	X																		
Carnival Sensation	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Splendor	4	Large	Resort	X	X	X	40+	6mths	200				X	X	X	X																		
Carnival Sunshine	4	Large	Resort	X	X	X	0+	6mths	200				X	X	X	X																		
Carnival Triumph	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Valor	4	Large	Resort	X	X	X	40+	6mths	200				X	X	X	X																		
Carnival Victory	4	Large	Resort	X	X	X	30+	6mths	200				X	X	X	X																		
Carnival Cruise Lines AU*																																		
Carnival Legend	4	Large	Resort	X	X	X	40+	12mths	200				X	X	X	X	X																	
Carnival Spirit	4	Large	Resort	X	X	X	40+	12mths	200				X	X	X	X	X	X																



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Celebrity Cruises*																																		
Celebrity Century	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X	X	X	X	X							X	X	X	X				
Celebrity Constellation	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X										X	X	X	X				1,2,3,4,5	
Celebrity Eclipse	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X										X	X	X	X				1,2,3	
Celebrity Equinox	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X										X	X	X	X				1	
Celebrity Infinity	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X							X										1	
Celebrity Millennium	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X		X	X								X	X	X				1	
Celebrity Reflection	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X										X	X	X					1	
Celebrity Silhouette	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X										X	X	X					1	
Celebrity Solstice	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X										X	X	X					1	
Celebrity Summit	4	Large	Premium	X	X	X	30+	12mths	200	n/a	yes	X	X		X	X										X	X	X					1	
Celebrity Xpedition	4	Boutique	Expedition	X	X	X	30+	12mths	200	n/a	yes	X	X	X	X	X																	X	
Compagnie du Ponant																																		
L'Austral	5	Small	Luxury	X	X	X	40+	3yrs				X	X	X	X	X								X	X								1	
Le Boreal	5	Boutique	Luxury	X		X	40+	3yrs															X				X						X	
Le Ponant	5	Boutique	Luxury	X	X	X	50+	3yrs				X	X	X	X	X						X											1	
Le Soleal	5	Boutique	Luxury	X	X	X	40+	3yrs				X	X	X	X	X				X													5	
Costa*																																		
Costa Atlantica	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X				X	X												1	
Costa Classica	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X								X									1	
Costa Deliziosa	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X		X					X	X		X							1	
Costa Fascinosa	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X																	X	1
Costa Favolosa	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X																		1
Costa Fortuna	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X																X	1,2,3	
Costa Luminosa	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X																		1,2,3
Costa Magica	4	Large	Premium	X	X	X	0+	6mths	130			X			X	X							X	X									1	

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Cruise Line & Ship <small>* Indicates CLIA member</small>	Star Rating	Ship Size (pax) Boutique 10-200 Small 200-600 Mid 600-1600 Large 1600+	Ship Style Expedition River Working Ship Resort Premium Luxury	Passenger Profile			Costings			Inclusions						Destinations															
				Couples	Family/Kids	Solo	Average Age	Kids Min Age <small>*selected sailings †varies by region</small>	Singles Loading (%) <small>*varies</small>	Repeat Discount (%) <small>(*selected voyages only)</small>	Seniors Discount (%)	All Taxes & Fees	Shore Excursions	Gratuities	Alcoholic Bvgs	Alc Bvgs w/Meals	Meals & Entertain	Kids Club	South Pacific	Australia/NZ	Trans-Atlantic	Alaska	Asia-North	Asia-South	Africa	Middle East	Antarctica	World Cruises	Caribbean	USA/Canada	Panama/Cen Am
<i>... continued from previous page</i>																															
CroisiEurope																															
ms Renoir	4	Boutique	River	X			40+		120+				X	X	X	X	X														5
ms Seine Princess	4	Boutique	River	X			40+		120+				X	X	X	X	X													5	
ms Ste-Odile	4	Boutique	River	X			40+		120+				X	X	X	X	X													5	
ms Symphonie	4	Boutique	River	X			40+		120+				X	X	X	X	X													5	
ms Van Gogh	4	Boutique	River	X			40+		120+				X	X	X	X	X													5	
ms Vasco Da Gama	4	Boutique	River	X			40+		120+				X	X	X	X	X													5	
ms Victor Hugo	4	Boutique	River	X			40+		120+				X	X	X	X	X													5	
ms Vivaldi	4	Boutique	River	X			40+		120+				X	X	X	X	X													5	
rv Indochine	4	Boutique	River	X	X	X	0+						X	X		X	X				X										
Cruceros Australis																															
mv Stella Australis	5	Boutique	Expedition	X	X	X	60+		150					X	X	X	X													X	
mv Via Australis	5	Boutique	Expedition	X	X	X	40+		150					X	X	X	X													X	
Cunard*																															
Queen Elizabeth	5	Large	Luxury	X	X		50+	12mths	180				X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1,2,4	
Queen Mary 2	5	Large	Luxury	X	X		50+	12mths	180				X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	2,3,4	
Queen Victoria	5	Large	Luxury	X	X		50+	12mths	180				X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1,2	
Delfin River Cruises																															
Delfin	5	Boutique	Luxury	X		X							X	X	X	X	X													X	
Delfin II		Boutique	Luxury	X	X		30+						X	X		X	X													X	
Galapagos Odyssey																															
M/Y Galapagos Grand Odyssey		Boutique	Expedition	X			0+						X	X		X	X													X	
M/Y Galapagos Odyssey	4	Boutique	Expedition	X			30+						X	X		X	X													X	
M/Y Galapagos Voyager	3	Boutique	Expedition	X			30+						X	X		X	X													X	



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Nobel Caledonia																																	
Island Sky	5	Boutique	Expedition	X	X	50+				X	X		X	X																			1,2,4
Caledonian Sky	5	Boutique	Expedition	X	X	50+				X	X	X	X	X												X							
Norwegian Cruise Line*																																	
Norwegian Breakaway	5	Large	Expedition	X	X	X	0+	6-12 mths				X		X																			
Norwegian Dawn	4	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Epic	4	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Gem	4	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Getaway	5	Large	Expedition	X	X	X	0+	6-12mths				X		X																			
Norwegian Jade	4	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Jewel	4	Large	Expedition	X	X	X	0+	6-12 mths				X		X																			
Norwegian Pearl	4	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Sky	3	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Spirit	4	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Star	4	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Norwegian Sun	3	Large	Resort	X	X	X	0+	6-12mths†				X		X																			
Pride of America	4	Large	Resort	X	X	X	0+	6mths				X		X																			
Ocean Adventures																																	
MC Athala II	4	Boutique	Expedition	X	X	X	30+							X																			
mv Eclipse	4	Boutique	Expedition	X	X	X	40+							X																			
Oceania Cruises*																																	
Insignia	5	Mid	Premium	X	X	40+			200			X	X	X																			
Marina	5	Mid	Premium	X	X	40+			200			X	X	X																			
Nautica	5	Mid	Premium	X	X	40+			200			X	X	X																			
Regatta	5	Mid	Premium	X	X	40+			200			X	X	X																			
Riviera	5	Mid	Premium	X	X	40+			200			X	X	X																			



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Oceanwide Expeditions mv Plancius		Boutique	Expedition	X			30+						X	X																					
Orient-Express Orcaella	5	Boutique	River	X	X	X	60+							X																					
Road to Mandalay	5	Boutique	River	X	X	X	40+							X																					
Orion Expedition Cruises* National Geographic Orion	5	Boutique	Expedition	X		X	40+		10	n/a	X	X	X		X						X	X			X										
P&O Cruises* Pacific Dawn	4	Large	Resort	X	X		40+	12mths	160		X	X		X	X	X	X	X	X																
Pacific Jewel	4	Large	Resort	X	X		40+	12mths	160		X	X		X	X	X	X	X				X													
Pacific Pearl	4	Large	Resort	X	X		40+	12mths	160		X	X		X	X	X	X	X																	
P&O Cruises World Cruising* Adonia	4	Mid	Premium	X			50+		175		X				X						X	X		X										1,2,3,4,5	
Arcadia	4	Large	Premium	X			50+		175		X				X				X	X			X											1,2,3,4,5	
Aurora	4	Large	Premium	X	X		50+	12mths	175		X				X	X				X	X													1,2,3,4,5	
Azura	4	Large	Premium	X	X		50+	12mths	175		X				X	X																		1,2,3,4,5	
Oceana	4	Large	Premium	X	X		50+	12mths	175		X				X	X											X							1,2,3,4,5	
Oriana	4	Large	Premium	X			50+		175		X				X																			1,2,3,4,5	
Ventura	4	Mid	Premium	X	X		50+	12mths	175		X				X	X																		1,2,3,4,5	
Pandaw River Expeditions rv Indochina Pandaw		Boutique	River	X		X	50+	4yrs	140		X	X			X								X												
rv Kalaw Pandaw	5	Boutique	River	X		X	50+	4yrs	140		X	X			X								X												
rv Kindat Pandaw	5	Boutique	River	X		X	50+	4yrs	140		X	X			X								X												

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<i>... continued from previous page</i>																															
Pandaw River Expeditions																															
rv Orient Pandaw	5	Boutique	River	X	X	50+	4yrs	140																							
rv Pandaw II	5	Boutique	River	X	X	50+	4yrs	140			X	X			X																
rv Sagaing Pandaw	5	Boutique	River	X	X	50+	4yrs	140			X	X			X																
rv Tonle Pandaw	5	Boutique	River	X	X	50+	4yrs	140			X	X			X																
Polar Latitudes																															
Sea Explorer	5	Boutique	Expedition	X	X	40+					X	X			X									X							
Princess Cruises*																															
Caribbean Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X											X	X				2,4
Coral Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X										X			
Crown Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X										X	X					1
Dawn Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X	X	X				X							1,2,3
Diamond Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X	X	X											2,3
Emerald Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X										X	X					2,3
Golden Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X									X	X	X	X	
Grand Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X			X					X	X		X	X	1,2,4
Island Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X									X				
Ocean Princess	4	Small	Expedition	X	X	50+	6-12mths†				X				X				X	X	X					X	X	X	X		1,2,4,5
Pacific Princess	4	Small	Premium	X	X	50+	6-12mths†				X				X			X							X			X	X		1,5
Royal Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X											X	X	X			1,3
Ruby Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X											X	X				1,2
Sapphire Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X		X							X	X	X		
Sea Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X	X	X					X						
Star Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X									X	X	X		
Sun Princess	4	Large	Premium	X	X	50+	6-12mths†				X				X			X		X					X						



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<i>... continued from previous page</i>																																	
Royal Caribbean Int'l*																																	
Radiance of the Seas	4	Large	Resort	X	X	X	20+	12mths	200	n/a	yes	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Rhapsody of the Seas	4	Large	Resort	X	X	X	20+	12mths	200	n/a	yes	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	
Serenade of the Seas	4	Large	Resort	X	X	X	20+	12mths	200	n/a	yes	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	
Splendour of the Seas	4	Large	Resort	X	X	X	20+	12mths	200	n/a	yes	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1,2,3,4,5	
Vision of the Seas	4	Large	Resort	X	X	X	20+	12mths	200	n/a	yes	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	2,3	
Voyager of the Seas	4	Large	Resort	X	X	X	20+	12mths	200	n/a	yes	X	X		X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
Seabourn*																																	
Seabourn Legend	6	Small	Luxury	X	X	X	40+	12mths	150+	n/a	yes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	
Seabourn Odyssey	6	Small	Luxury	X	X	X	40+	12mths	150+	n/a	yes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	
Seabourn Pride	6	Small	Luxury	X	X	X	40+	12mths	150+	n/a	yes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	2	
Seabourn Quest	6	Small	Luxury	X	X	X	40+	12mths	150+	n/a	yes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	
Seabourn Sojourn	6	Small	Luxury	X	X	X	40+	12mths	150+	n/a	yes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	2	
Seabourn Spirit	6	Small	Luxury	X	X	X	40+	12mths	150+	n/a	yes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	
Silversea*																																	
Silver Explorer	6	Boutique	Expedition	X	X	X	40+	6yrs	10+	5*	n/a	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	2,4,5		
Silver Galapagos	6	Boutique	Expedition	X	X	X	40+	6yrs	175	5*	n/a	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
Silver Shadow	6	Small	Luxury	X	X	X	40+	6mths	10+	5*	n/a	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X		
Silver Spirit	6	Small	Luxury	X	X	X	40+	6mths	10+	5*	n/a	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	
Silver Whisper	6	Small	Luxury	X	X	X	40+	6mths	10+	5*	n/a	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1,3,4	
Silver Wind	6	Small	Luxury	X	X	X	40+	6mths	10+	5*	n/a	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1	
Silver Cloud	6	Small	Luxury	X	X	X	40+	6mths	10+	5*	n/a	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	1,2,4	
Skorpios Cruises																																	
Skorpios II	3	Boutique	Expedition	X	X	X	40+	12mths	100	n/a	yes	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	X	

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Star Cruises*																															
SuperStar Aquarius	3	Large	Resort	X	X	X	0+	6mths				X																			
SuperStar Libra	3	Large	Resort	X	X	X	0+	6mths				X																			
Superstar Virgo	4	Large	Resort	X	X	X	0+	6mths				X																			
Stella Australis																															
Stella Australis		Boutique	Expedition	X			40+					X	X																		X
Swan Hellenic																															
Minerva	4	Small	Expedition	X		X	50+		100+	5-10		X	X	X							X	X		X			X				1,2,4,5
Tauck*																															
ms Inspire	6	Boutique	River	X	X	X	40+					X	X	X	X	X	X														4,5
ms Swiss Sapphire	5	Boutique	River	X	X	X	40+		*	n/a	n/a	X	X	X	X	X	X														4,5
ms Treasures	5	Boutique	River	X	X	X	40+			n/a	n/a	X	X	X	X	X	X														3,4
Travel Dynamics International																															
Callisto	5	Boutique	Luxury	X	X		40+						X	X	X	X							X	X	X	X					1
Corinthian	5	Boutique	Luxury	X	X	X	60+						X	X	X	X							X	X	X						1,3,5
Corinthian II	5	Boutique	Luxury	X	X	X	40+						X	X	X	X					X	X	X								1
Yorktown	5	Boutique	Luxury	X	X	X	40+						X	X	X	X									X	X	X				
Un-Cruise Adventures																															
Safari Endeavour	4	Boutique	Luxury	X	X	X	40+					X	X	X	X	X											X	X	X		
Safari Explorer	4	Boutique	Luxury	X	X	X	40+					X	X	X	X	X											X	X	X		
Safari Quest	5	Boutique	Luxury	X	X	X	40+					X	X	X	X	X					X										
Safari Voyager	4	Boutique	Luxury	X	X	X	40+					X	X	X	X	X											X	X	X		
ss Legacy	4	Boutique	Luxury	X	X	X	50+					X	X	X	X	X											X				

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Europe Key:
 1 Mediterranean 2 Scan/Baltic 3 Russia 4 UK 5 Other

Cruise Line & Ship <small>* Indicates CLIA member</small>	Star Rating	Ship Size (pax) Boutique 10-200 Small 200-600 Mid 600-1600 Large 1600+	Ship Style Expedition River Working Ship Resort Premium Luxury	Passenger Profile			Costings			Inclusions						Destinations																
				Couples	Family/Kids	Solo	Average Age	Kids Min Age <small>*selected sailings †varies by region</small>	Singles Loading (%) <small>*varies</small>	Repeat Discount (%) <small>(*selected voyages only)</small>	Seniors Discount (%)	All Taxes & Fees	Shore Excursions	Gratuities	Alcoholic Bvgs	Alc Bvgs w/Meals	Meals & Entertain	Kids Club	South Pacific	Australia/NZ	Trans-Atlantic	Alaska	Asia-North	Asia-South	Africa	Middle East	Antarctica	World Cruises	Caribbean	USA/Canada	Panama/Cen Am	Hawaii
<i>... continued from previous page</i>																																
Un-Cruise Adventures																																
Wilderness Adventurer	3	Boutique	Expedition	X	X	X	40+									X																
Wilderness Discoverer	3	Boutique	Expedition	X	X	X	40+									X																
Wilderness Explorer	3	Boutique	Expedition	X	X	X	40+									X																
Uniworld Boutique River Cruise Collection*																																
Century Legend	5	Small	River	X	X		50+								X																	
Century Paragon	5	Small	River	X	X		50+								X																	
Queen Isabel	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Ambassador	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Baroness	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Beatrice	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Countess	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Duchess	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Empress	5	Boutique	River	X	X		50+								X	X	X	X	X													
River Orchid	5	Boutique	River	X	X		40+								X	X	X	X	X		X											
River Princess	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Queen	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Royale	5	Boutique	River	X	X		50+								X	X	X	X	X													5
River Victoria	4	Boutique	River	X	X		50+								X	X	X	X	X													3
SS Antoinette	5	Boutique	River	X	X		50+								X	X	X	X	X													5
Variety Cruises																																
Galileo	3	Boutique	Resort	X	X		30+			*																						1
Harmony G	4	Boutique	Premium	X	X		30+			*																						1
Harmony V	4	Boutique	Premium	X	X		30+			*																						1
Panorama	4	Boutique	Premium	X	X		30+			*																						1

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Europe Key:
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Cruise Line & Ship <small>* Indicates CLIA member</small>	Star Rating	Ship Size (pax)	Ship Style	Passenger Profile					Costings			Inclusions						Destinations																	
		Boutique 10-200 Small 200-600 Mid 600-1600 Large 1600+	Expedition River Working Ship Resort Premium Luxury	Couples	Family/Kids	Solo	Average Age	Kids Min Age <small>*selected sailings †varies by region</small>	Singles Loading (%) <small>*varies</small>	Repeat Discount (%) <small>(*selected voyages only)</small>	Seniors Discount (%)	All Taxes & Fees	Shore Excursions	Gratuities	Alcoholic Bevs	Alc Bevs w/Meals	Meals & Entertain	Kids Club	South Pacific	Australia/NZ	Trans-Atlantic	Alaska	Asia-North	Asia-South	Africa	Middle East	Antarctica	World Cruises	Caribbean	USA/Canada	Panama/Cen Am	Hawaii	South America	Europe <small>See Key</small>	
... continued from previous page																																			
Viking River Cruises																																			
Viking Njord	5	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Odin	5	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Pride	4	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Rinda	5	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Rurik	5	Small	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			3
Viking Schumann	4	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Skadi	5	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Spirit	4	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Tor	5	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Torgil	5	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Viking Truvor	5	Small	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			3
Viking Var	5	Boutique	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Vikng Sineus	5	Small	River	X	X	50+	12yrs	yes	yes		X	X	X	X	X	X																			5
Voyages of Discovery*																																			
Voyager	3	Small	Expedition	X	X	50+			100+	5-10	X	X			X							X	X	X	X										1,2,3,4,5
Voyages to Antiquity																																			
Aegean Odyssey	4	Small	Expedition	X	X	50+			100+	5	X	X	X		X	X						X	X	X											1,3,5
Windstar Cruises*																																			
Star Pride	4	Small	Luxury	X		50+	8				X				X																				1
Wind Spirit	4	Boutique	Luxury	X		40+	8yrs				X				X	X					X	X						X	X					1,2	
Wind Star	4	Small	Luxury	X		40+	8				X				X	X					X	X						X	X					1,2,4	
Wind Surf	4	Boutique	Luxury	X		40+	8				X				X	X												X						1,2,4	
Zambezi Queen																																			
Zambezi Queen	5	Boutique	River	X	X	X	40+	7	150		X	X			X	X	X						X												



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