



# **CLIA 2012 Industry Sourcebook**

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## **ABOUT THIS SOURCE BOOK**

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The Cruise Lines International Association (CLIA) is pleased to present this guide as a reference tool for journalists and professional researchers. The 2011 Cruise Industry Source Book profiles CLIA's 26 member cruise lines and contains general information about CLIA, its history and purpose.

Each cruise line profile features the names of company principals and spokespersons, with phone numbers and e-mail addresses. Also included are descriptions of each line's history and philosophy, as well as the destinations served by each company.

The Source Book lists CLIA member-line ships in two ways: by individual company and by ship. In addition, it provides the names and phone numbers of key contacts at the other North American cruise industry associations – the Florida-Caribbean Cruise Association, the North West CruiseShip Association and the Alaska Cruise Association.

The information contained in this guide was provided by the cruise lines and the associations. We welcome your feedback and appreciate hearing your comments.

If you need additional information on CLIA, please contact Lanie Morgenstern, CLIA's director of communications, at (754) 224-2202 or [lmorgenstern@cruising.org](mailto:lmorgenstern@cruising.org). Or, contact CLIA's public relations agency, M. Silver Associates, at (212) 754-6500.

## WHAT IS CLIA?

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The nonprofit Cruise Lines International Association (CLIA) is North America's largest cruise industry organization. CLIA represents the interests of 26 member lines and is engaged in travel agent training, research and marketing communications to promote the value and desirability of cruise vacations, and counts as members 14,000+ North American travel agencies and agents. CLIA also participates in the regulatory and policy development processes for the industry while supporting measures that foster a safe, secure and healthy cruise ship environment. In addition, CLIA features a structured Executive Partner program with important strategic cruise industry suppliers, shipyards, and ports.

CLIA carries out objectives and activities on behalf of the collective membership. Senior management from member lines comprise executive, managing and marketing committees, and also numerous committees involving the operation of the CLIA vessels, such as environmental, technical & regulatory, and the Cruise Ship Safety Forum, which provide guidance and support for the association and its cruise line and travel agency members.

CLIA is consistently rated the most professional and effective organization of its kind for its support of the travel agency community and for the quality of its sales training programs. CLIA's training consists of classroom seminars, Internet-based courses and video training. The association's most comprehensive training is its *Cruise Counsellor Certification Program*, which requires agents to successfully complete compulsory courses and exams, attend cruise conferences and conduct ship inspections, among other activities.

In addition to its training programs, CLIA conducts extensive research and engages in strategic public relations and promotional activities that advocate cruise vacations. CLIA's extensive portfolio of research projects include a 2011 edition of the bi-annual Market Profile Study, which tracks changing cruise demographics and consumer trends; The 2012 Cruise Industry Update, which covers growth statistics, capacity changes, deployment and industry trends; ; and the annual North American Economic Study, which tracks and analyzes the cruise industry's continued growth and contributions to the U.S. economy.

CLIA established a Travel Agent Advisory Board (TAAB) in 2004 to enhance its educational training, marketing support and travel industry representation services. TAAB members serve a two-year term and include professionals from virtually every type of cruise-selling operation, from independent home-based retailers to regional brick-and-mortar locations to online agencies.

To further facilitate greater communication between its member travel agents and cruise industry officials, CLIA sponsors an annual conference, **cruise3sixty**, that combines the best elements of a travel show with educational and professional development programming, plus hands-on technology training and one-on-one appointments with cruise-line officials.

## FACTS ABOUT CLIA

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- A. CREATED:** July 7, 1975, by approval of the U.S. Federal Maritime Commission. The International Council of Cruise Lines (ICCL) merged with CLIA and adopted the CLIA name in January 2007.
- B. MEMBERSHIP:**
- 26 cruise lines that represent a majority of the cruise capacity marketed in North America
  - 14,000+ travel agencies and agent members
  - Approximately 100 Executive Partners, important strategic industry suppliers and ports
- C. MISSION:** To promote the value and desirability of cruise vacations while supporting measures that foster a safe, secure and healthy cruise ship environment
- D. OFFICE:**
- Florida Office**
- Cruise Lines International Association  
910 SE 17th St., Suite 400  
Fort Lauderdale, FL 33316  
Telephone: (754) 224-2200  
Fax: (754) 224-2250
- Washington, D.C. Office**
- Cruise Lines International Association  
2111 Wilson Boulevard, 8th Floor  
Arlington, VA 22201  
Tel: (703) 522-8463  
Fax: (703) 522-3811
- E. WEB SITE:** [www.cruising.org](http://www.cruising.org)
- Designed for consumer, travel agent and press inquiries, CLIA’s Web site is considered the Internet’s most comprehensive cruise travel resource.
  - Featured are profiles of member cruise lines, answers to the most-often-asked questions on cruising, a locator for names of CLIA-member travel agencies and travel agent associates, news releases on the latest news in the cruise industry, links to CLIA member lines and a destination guide showcasing hundreds of worldwide ports of call.
  - For media inquiries, a “Pressroom” contains news releases and industry statistics, plus an e-mail link to CLIA’s PR team.
  - CLIA-member agencies have exclusive access to the CLIA Travel Agent Center which provides the latest training and sales information. Also, member agencies and associates receive a free listing and specialty profile in the travel agency

locator section; this search feature enables consumers to find their nearest CLIA-member agency and certified *Cruise Counsellor*.

- CLIA-member cruise lines and the Executive Partners have exclusive access to the CLIA Regulatory section, which provides information about upcoming events, as well as technical & regulatory information.

**F. KEY PERSONNEL:**

Christine Duffy, president and CEO  
Robert Sharak, executive vice president, marketing and distribution  
J. Michael Crye, executive vice president, technical and regulatory affairs  
Capt. Ted Thompson, senior vice president, technical and regulatory affairs  
Bernie Blomquist, director of training  
Bud Darr, director of environmental and health programs  
Stan Deno, director of operations  
Lanie Morgenstern, director of communications  
Tom Hohman, CFO  
Gaye Stewart-Loudis, director of membership  
Michael McGarry, vice president of public affairs

**G. PUBLIC RELATIONS**

**AGENCY:**

M. Silver Associates Inc.

NEW YORK

747 Third Avenue, 23<sup>rd</sup> Floor

New York, NY 10017-2803

Telephone: (212) 754-6500

Fax: (212) 754-6711

## **PROFILE OF THE U.S. CRUISE INDUSTRY**

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The cruise industry is the fastest growing segment of the travel industry – achieving more than 2,800 percent growth since 1970, when an estimated 500,000 people took a cruise. Industry estimates are that 14.8 million people took a cruise vacation in 2010, with a total of 16.3 million passengers estimated to sail in 2011.

But that's not all. CLIA reports that the cruise industry's total economic benefit to the U.S. economy was \$37.85 billion in 2010. The cruise industry generated nearly 329,943 American jobs, and direct spending by cruise lines and passengers on U.S. goods and services exceeded \$18 billion.

The cruise industry's growth is also reflected in its expanding guest capacity. From the year 2000 through 2011, 143 new ships were built and entered into the CLIA fleet and 14 vessels (13 new and 1 re-introduced) will debut in 2012.

This strong growth has fueled the continuing evolution of the cruise vacation experience. Over the years, cruise lines have expanded itineraries to include more diverse ports of call and convenient embarkation ports and have also introduced innovative onboard amenities and facilities, including cell phone access, Internet cafes and wireless fidelity (Wi-Fi) zones, rock-climbing walls, bowling alleys, surfing pools, multi-room villas, multiple themed restaurants and expansive spas, health and fitness facilities that easily rival land-based options.

The cruise industry's commitment to adding new capacity is based on cruising's tremendous growth potential. Because only approximately 24 percent of U.S. adults have ever taken a cruise vacation, there remains an enormous untapped market.

Cruise lines cater to a diverse demographic mix. Cruisers average 48 years of age, with above-average (\$97,000) annual household income. Cruise vacations attract travelers from every state in the nation and from every province in Canada. The states producing the most cruise passengers are Florida, California, Texas, Massachusetts, New York, Pennsylvania, New Jersey, Illinois, Arizona and Georgia.

Ninety percent of all cruise vacations are booked through travel agents, and cruise sales account for more than half of all vacation sales among travel agents.

## **CLIA LEADERSHIP & COMMITTEES**

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### **Executive Committee**

#### **Chairman**

Howard Frank, Carnival Corporation & plc

Gregg Michel, Crystal Cruises

Christine Duffy, Cruise Lines International Association

Karl Holz, Disney Cruise Line

Pier Francesco Vago, MSC Cruises

Kevin Sheehan, Norwegian Cruise Line

Jan Swartz, Princess Cruises

Adam Goldstein, Royal Caribbean International

Richard Fain, Royal Caribbean International

#### **CLIA Board of Directors**

Rudi Schreiner, AMAWATERWAYS

Charles B. Robertson, American Cruise Line/Pearl Seas Cruises

Patrick Clark, Avalon Waterways

Larry Pimentel, Azamara Club Cruises

Micky Arison, Carnival Corporation & plc

Howard Frank, Carnival Corporation & plc

Gerry Cahill, Carnival Cruise Lines

Daniel Hanrahan, Celebrity Cruises

Maurice Zarmati, Costa Cruise Lines N.V.

Christine Duffy, Cruise Lines International Association

Gregg Michel, Crystal Cruises

Peter Shanks, Cunard Line

Karl Holz, Disney Cruise Line

Stein Kruse, Holland America Line

Hans Rood, Hurtigruten

Richard Sasso, MSC Cruises

Kevin Sheehan, NCL

Bob Binder, Oceania Cruises

Richard Bailey, Paul Gauguin Cruises

Alan Buckelew, Princess Cruises

Mark Conroy, Regent Seven Seas Cruises

Richard Fain, Royal Caribbean International

Adam Goldstein, Royal Caribbean International

Rick Meadows, Seabourn Cruise Line

Bob Lepisto, SeaDream Yacht Club

Manfredi Lefebvre d'Ovidio, Silversea Cruises Ltd.

Guy Young, Uniworld Grand River Cruises

Larry Kaye, Kaye, Rose & Partners, LLP (Executive Partner Representative)

Hans Birkholz, Windstar Cruises

## Florida-Caribbean Cruise Association (FCCA)

11200 Pines Blvd., Suite 201

Pembroke Pines, FL 33026

Contact: Michele M. Paige, President

Tel: (954) 441-8881; Fax: (954) 441-3171

E-mail: [info@f-cca.com](mailto:info@f-cca.com)

Web site: [www.f-cca.com](http://www.f-cca.com)

### Description of Services:

The Florida-Caribbean Cruise Association (FCCA) is a not-for-profit trade organization composed of 14 Member Cruise Lines operating more than 100 vessels in Floridian, Caribbean and Latin American waters. Created in 1972, the FCCA's mandate is to provide a forum for discussion on tourism development, ports, tour operations, safety, security and other cruise industry issues. By fostering an understanding of the cruise industry and its operating practices, the FCCA seeks to build cooperative relationships with its partner destinations and to develop productive bilateral partnerships with every sector. The FCCA works with governments, ports and all private/public sector representatives to maximize cruise passenger, cruise line and cruise line employee spending, while enhancing the destination experience and the amount of cruise passengers returning as stay-over visitors. Some of the ways the FCCA works with our cruise-oriented destination partners include:

- **Port Improvements** – The FCCA provides technical assistance on port expansion, including input on port and pier design, improvements and new services being planned.
- **Research** – Research is conducted and provided to destination partners in an effort to create a better understanding of cruise passengers, improve the landside product delivery and maximize the benefits of cruise tourism.
- **FCCA Outreach Program** – FCCA training seminars provide destination partners with valuable information regarding cruise passengers—their wants, needs and habits—to enable the destinations to maximize the impact of cruise tourists in their country. The FCCA has two core training programs:
  - *Service Excellence – Cruise Passengers Equal Profits*: A workshop on the importance of excellent customer service and the economic impact of the cruise industry. A happy guest not only spends more money, but also will return again and again, thereby producing greater profits and converting cruise passengers into return stay-over guests.
  - *Taxi Pride*: This presentation is geared toward taxi drivers, tour operators and vendors providing ground transportation. This entertaining and informative workshop focuses on three main areas: courtesy; professionalism and marketing; and rules and safety.
- In addition, the FCCA has designed outreach programs per destinations' requests, including, but not limited to, the following areas: cleaning beaches/roads, painting schools/hospitals/orphanages, hurricane clean-up, visiting elderly, community projects and volunteering at hospitals.

### Associate Membership:

The FCCA has designed a two-tier membership program—the Platinum Associate Membership Program and the Associate Membership Program for destination partners and private organizations impacted by cruise tourism to cultivate an even closer, direct working relationship with the FCCA Member Lines.

Members gain access to Exclusive meetings and luncheons; Access to up-to-date research and statistical studies; Savings on registration fees for the annual FCCA Cruise Conference & Trade Show; Entrance exclusive VIP parties and events during Cruise Shipping Miami; Assistance with setting meetings; Discount on Global Tour Operator Insurance program; Complimentary registration for FCCA events and functions.

## **FCCA Foundation:**

The FCCA Foundation provides a tangible mechanism for the cruise industry to fund a range of humanitarian causes in the Caribbean and Latin America region. In its 17 years of existence, the Foundation has assisted thousands of citizens by providing millions in funding to causes and charities throughout the regions. Programs include:

- **Holiday Gift Project** – The FCCA reaches out to the Caribbean and Latin American destinations by providing gifts to children in foster homes or institutions where holiday gifts would not ordinarily be possible. The gifts are delivered on Member Lines' vessels to the destinations, where the children enjoy a holiday party in their honor. In 2011, 30 destinations participated in the program, with over 6,000 children receiving holiday gifts.
- **Children's Essay and Poster Competitions** – The FCCA orchestrates these competitions in order to further the education of the youth in the FCCA's destination partners by learning and thinking about their destinations' involvement in the cruise industry and allowing an opportunity for practical problem solving. There are junior (12 years and under) and senior (13-16) divisions, each receiving prizes of 1<sup>st</sup>-3<sup>rd</sup> place of 3,000; 1,500; and 1,000, respectively, for themselves and their schools, along with a \$200 award for every finalist submitted by their countries. The first place recipients also receive functions in their honor, and the essayists read their work in front of some of the industry's most important players at the FCCA Conference & Trade Show Opening Ceremony.

## **Foundation Events** (*every penny raised goes to humanitarian causes in the Caribbean and Latin America*):

- **FCCA Online Auction** – This project, which takes place in December each year, is open to anyone with a valid e-mail address. The auction allows guests to bid on items ranging from vacation packages, to artwork, jewelry and sports memorabilia donated by the cruise lines and our partners throughout the Caribbean and Latin America.
- **FCCA Gala** – The Gala was created by the Member Lines 16 years ago to enable cruise executives and industry partners to gather on a social level and establish new relationships or enhance existing ones. Attendees dine with the cruise executive of their choice, giving them the opportunity to foster a better relationship with their table host.
- **FCCA Golf Classic** – This annual golf tournament has become an important resource for meeting top executives in an exclusive, casual atmosphere. Play in a foursome hosted by a cruise executive and contribute to a worthy cause.

## **FCCA Magazines and Publications:**

- *Cruising Magazine* – Published quarterly, *Cruising* is the official magazine of the FCCA and cruise industry. It serves to educate and bring about an understanding of the cruise industry's inner-workings. With a distribution of over 18,000 magazines via the Internet and direct mailings, *Cruising* offers advertisers optimal access to over 13,000 travel agents and the decision-makers in the marine operations, marketing and strategic planning departments of the major cruise lines, while also providing cruise executives and the Caribbean and Latin American public and private sectors with information.
- *Cruise Destinations* - This is a special publication distributed at events hosted by the FCCA and our Member lines.
- The *Highlight Issue* - Features a who's who in the cruise industry and contains cruise executive profiles, along with information on the FCCA Member Lines. A valuable tool, the *Highlight Issue* is essential when dealing directly with the cruise industry.
- *Membership Directory* - The FCCA directory contains a complete listing of all FCCA Associate and Platinum members, as well as cruise line executives and all Ministers of Tourism within partner destinations.
- *Conference Program* and *Gala Program* - Delegates who attend these functions receive comprehensive programs packed with useful FCCA schedules, information and accomplishments.

## **FCCA Cruise Conference & Trade Show:**

For many cruise executives and destinations, suppliers and tour operators, this is the premier industry event of the year, an opportunity to meet in a roundtable format with key players to analyze industry trends and discuss current issues. The FCCA Conference brings together over 100 cruise executives and 1,000 industry partners. For 2012, the Conference will be held in Curaçao on Oct. 1–5. As the FCCA proceeds into tomorrow, they will remain steadfast in their mission to create win-win partnerships between the cruise lines and cruise destinations throughout the greater Caribbean and Latin American region.

## **North West & Canada Cruise Association**

1111 W. Hastings Street, Suite 100  
Vancouver, BC V6E 2J3  
CANADA

Contacts: Greg Wirtz, President, Donna Spalding, Director Administration; Alix Drabek, Administrative Coordinator  
Tel: (604) 681-9515; Fax: (604) 681-4364  
E-mail: [nwcca@nwcruiesship.com](mailto:nwcca@nwcruiesship.com)  
Web site: [www.nwcruiesship.com](http://www.nwcruiesship.com)

### **Description of Services:**

The North West & Canada Cruise Association (NWCCA) is as a regional trade association of the member cruise lines that operate in the Pacific Northwest including Alaska, Hawaii, Washington State and British Columbia, in addition to ports in Quebec and Atlantic Canada. We support the success of our member cruise lines by building positive relationships and partnerships with communities, government agencies and industry in these regions.

On behalf of our members, NWCCA plays a leading role in the following areas:

### **Security**

NWCCA undertakes all passenger and baggage screening operations at the Vancouver cruise ship terminals, in cooperation with the U.S., Canadian and international agencies responsible for the establishment of security standards for passenger vessels. We ensure compliance with all international maritime standards established to maintain shipboard security.

### **Environmental Stewardship**

The cruise industry has incorporated strict waste management policies and practices into its operations to meet both North American regulations and international agreements. The industry observes -- and in many cases exceeds -- all international and national standards designed to protect the environment. NWCCA, on behalf our member cruise lines, works closely with regulatory agencies in the development of sound regulations, policies and voluntary agreements.

### **Government & Community Relations**

As an advocate for our member cruise lines, NWCCA develops strong partnerships in the communities involved with cruise tourism. We support economic and environmental studies related to the industry, and we collaborate with government agencies to ensure a competitive regulatory environment that facilitates economic growth.

The member cruise lines of NWCCA are Carnival Cruise Lines, Celebrity Cruises, Crystal Cruises, Disney Cruise Line, Holland America Line, Norwegian Cruise Line, Princess Cruises, Regent Seven Seas Cruises, Royal Caribbean International and Silversea Cruises.

## **Alaska Cruise Association**

360 K Street, Suite 300  
Anchorage, AK 99501

Contacts: John Binkley, president; Rod Pfleiger, membership & community relations; Lalanya Downs, public relations; Michael Tibbles, government relations.

Tel: (907) 743-4529; Fax: (907) 743-4553

E-mail: [info@akcruise.org](mailto:info@akcruise.org)

Website: [www.akcruise.org](http://www.akcruise.org)

### **Description of Services:**

The Alaska Cruise Association (ACA) is an Alaska-based, not-for-profit organization, established to build strong partnerships between local businesses, communities and cruise companies. Led by lifelong Alaskan John Binkley, our goal is to work with businesses and public leaders to improve community relationships, increase economic benefits for Alaskans and address environmental concerns. Our job is to listen, to educate and to establish mutually beneficial relationships and opportunities.

### **Environment:**

From aggressive onboard recycling programs to utilizing the latest waste water purification technologies, Alaska cruise companies are committed to maintaining a safe and healthy environment. ACA members have invested millions of dollars to improve the environmental performance of vessels and have voluntarily adopted higher standards than those required by law. New technology such as smokeless gas-turbine engines, state-of-the-art wastewater management systems and cleaner burning, low-sulfur fuels are helping to eliminate waste and air emissions.

Alaska has some of the strictest environmental and safety regulations in the country. These are enforced by state and federal agencies including the Alaska Department of Environmental Conservation, U.S. Environmental Protection Agency, the U.S. Coast Guard and International Convention of Safety of Life at Sea (SOLAS) among others.

### **Operations:**

ACA members operate approximately 28 ships from May to October with departures from Los Angeles, San Francisco, Seattle and Vancouver. But unlike many destinations, Alaska's cruise business isn't limited to port communities. Cruise passengers in Alaska travel throughout the state on land-based tours or on their own, pre- or post-cruise. Cruise companies invest millions of dollars each year in land-based construction, equipment and infrastructure improvements.

The current member cruise lines of the ACA are Carnival Cruise Lines, Celebrity Cruises, Crystal Cruises, Disney Cruise Line, Holland America Line, Norwegian Cruise Line, Oceania, Princess Cruises, Regent Seven Seas Cruises, Royal Caribbean International and Silversea Cruises.

## CLIA MEMBER LINES

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As of January 1, 2012

AMAWATERWAYS

American Cruise Lines

Avalon Waterways

Azamara Club Cruises

Carnival Cruise Lines

Celebrity Cruises

Costa Cruises

Crystal Cruises

Cunard Line

Disney Cruise Line

Holland America Line

Hurtigruten

Louis Cruises

MSC Cruises

Norwegian Cruise Line

Oceania Cruises

Paul Gauguin Cruises

Pearl Seas Cruises

Princess Cruises

Regent Seven Seas Cruises

Royal Caribbean International

Seabourn Cruise Line

SeaDream Yacht Club

Silversea Cruises

Uniworld Boutique River Cruises

Windstar Cruises

## **AMAWATERWAYS**

21625 Prairie Street

Chatsworth, CA 91311

(818) 428-6198; (800) 626-0126

Web site: [www.amawaterways.com](http://www.amawaterways.com)

### **Chief Executive(s):**

Rudi Schreiner, President

Kristin Karst, Executive Vice President

Jimmy Murphy, Chairman

### **Chief Operations Executive:**

Jon Burrows, Vice President, Operations

### **Chief Business Development Executive:**

Ron Santangelo, Vice President, Business Development

### **Chief Marketing Executive:**

Rob Rothmann, Vice President, Marketing

### **Sales Executive:**

Gary Murphy, Vice President, National Accounts

### **Public Relations Contacts:**

Matt Kovacs, Blaze PR, [mkovacs@blazepr.com](mailto:mkovacs@blazepr.com)

### **Spokespersons:**

Rudi Schreiner

## **Company Profile**

Award-winning AMAWATERWAYS provides luxurious, all-inclusive river cruise vacations on the great waterways of Europe, Russia, Vietnam & Cambodia and Africa. With an innovative product and rapidly-growing fleet of newly-built custom-designed ships, the line enjoys a well-deserved reputation as the leader in river cruising. In 2012, AMAWATERWAYS will operate 13 luxurious vessels, including nine on the Danube, Rhine, Main, Mosel and Rhone rivers. Joining the fleet in 2012 is the spectacular *AMACERTO*, featuring “Twin Balcony” staterooms, multiple dining options and a heated outdoor swimming pool. AMAWATERWAYS will expand to Africa with the addition of the “Africa Safaris and Wildlife Cruise” program in 2012, where guests can experience 4 nights on the Chobe River onboard the *ZAMBEZI QUEEN* (2009).

## **Cruise Areas & Seasons**

**Winter:** Europe and Vietnam/Cambodia

**Spring:** Europe, Russia, Vietnam/Cambodia

**Summer:** Europe, Russia, Vietnam/Cambodia and Africa

**Fall:** Europe, Russia, Vietnam/Cambodia and Africa

## **Customer Profile**

AMAWATERWAYS appeals to a sophisticated, upscale clientele looking for an intensive cultural experience with the all-inclusiveness of a floating luxury hotel.

<b>Fleet</b>		
NAME	GROSS TONS	BERTHS*
AMABELLA	N/A	161
AMACELLO	N/A	148
AMACERTO	N/A	164
AMADAGIO	N/A	150
AMADANTE	N/A	148
AMADOLCE	N/A	148
AMAKATARINA	N/A	212
AMALEGRO	N/A	150

AmaLotus	N/A	124
AMALYRA	N/A	148
AMAVERDE	N/A	161
LA MARGUERITE	N/A	92
ZAMBEZI QUEEN	N/A	28
<i>*Basis two</i>		

### **Cruise News to Use in 2012**

AMAWATERWAYS continues to lead the way in river cruising with its expanding fleet of custom-designed luxurious vessels. In Europe, the AMAWATERWAYS fleet includes the AMAVERDE (2011), AMABELLA (2010); AMADOLCE and AMALYRA (2009); AMADANTE and AMACELLO (2008); AMALEGRO (2007) and AMADAGIO (2006). Each vessel features an array of amenities and complimentary extras you won't find elsewhere, such as: spacious staterooms with French balconies or revolutionary "Twin Balconies"; plush down bedding; complimentary high-speed Internet and Wi-Fi; first-run hit Hollywood movies; complimentary wine, beer and soft drinks with dinner, gourmet dining in multiple venues (AMABELLA, AMAVERDE, AMACERTO); nightly entertainment; complimentary small group shore excursions tailored to passengers' desired walking pace; guided bicycle tours and much more.

In 2012, AMAWATERWAYS will introduce AMACERTO in Europe; the ZAMBEZI QUEEN on the Chobe in Africa, bringing its total fleet to 13 luxurious vessels. With more than 20 different itineraries to choose from, the river cruise vacation of a lifetime awaits with AMAWATERWAYS!

## AMERICAN CRUISE LINES

741 Boston Post Rd., Ste 200  
Guilford, CT 06437  
(203) 453-6800 (800) 814-6880  
Website: [www.americancruiselines.com](http://www.americancruiselines.com)

**Chief Executive:** Charles Robertson, chairman and CEO  
**Senior Marketing Executive:** Timothy Beebe, vice president, marketing  
**Senior Sales Executive:** Susan Shultz, director, sales  
**Public Relations Contacts:** Britt Rabinovici, public relations manager  
(203) 453-6800, [rabinovici@americancruiselines.com](mailto:rabinovici@americancruiselines.com)  
**Spokespersons:** Timothy Beebe

### Company Profile

American Cruise Lines carries passengers to the best of America aboard the newest fleet of small ships in the industry. Traveling smooth inland waterways and magnificent rivers, destinations include the most historic, culturally unique and scenic areas in the United States. All departure ports are conveniently located near major airports, creating an easy and relaxing travel experience. And now, with the recent expansion to the Pacific Northwest and to the Mississippi River in 2012, passengers can experience the best of the American rivers aboard authentic paddlewheelers *Queen of the West* and *Queen of the Mississippi*, a brand-new paddlewheeler currently under construction. Additionally new for 2012 is Alaska's Inside Passage offered on the *American Spirit*, the newest small-ship in Alaska. With American Cruise Lines, passengers will discover the treasures that have made America a place of true beauty.

The onboard experience is as important as the onshore experience so American Cruise Lines takes special care in providing the best in service, accommodations, entertainment, dining, all in an elegant yet comfortable environment. Passengers can expect exceptional cuisine prepared by chefs who have extensive culinary credentials and training from some of the most prestigious culinary institutes. Carefully selected experts provide informal lectures, open discussions and activities that bring local history, nature and culture alive with their knowledge and passion for American heritage. These enlighteners, naturalists and historians also lead shore excursions while in port to give our guests behind the scenes tours of some of American's best-kept secrets and favorite treasures.

Passengers appreciate not only the personalized service that has become the hallmark of American Cruise Lines, but also all the advantages of the small ship cruise experience. They are well-traveled individuals looking for a destination-focused adventure where they will have the opportunity to explore the history, culture, natural scenery and wildlife of the unique ports visited. With no more than 150 guests onboard, passengers experience each port of call, up close and personal, all while enjoying the camaraderie of fellow travelers.

### Cruise Areas & Seasons

**Winter & Spring:** Florida, Georgia, South Carolina, North Carolina, Alaska, Mississippi River, Columbia & Snake Rivers

**Summer:** Maine, Massachusetts, Rhode Island & Chesapeake Bay (Maryland & Virginia), Columbia & Snake Rivers (Oregon & Washington), Mississippi River, Alaska

**Fall:** Hudson River (New York), Chesapeake Bay (Maryland & Virginia), Columbia & Snake Rivers (Oregon & Washington), Mississippi River

### Customer Profile

American Cruise Lines attracts affluent and very well educated individuals who seek culturally and historically enriching experiences. They appreciate the intimate and relaxed country club atmosphere onboard small ships. Passengers are discerning travelers ages 50+ with a high net worth, well traveled, in the top 2% of the most affluent North Americans, who wish to visit the fascinating, close to home ports that large ships can't even dream of reaching.

<b>Fleet</b>		
NAME	GROSS TONS	BERTHS*
American Glory	1,300	49
American Spirit	2,000	100
American Star	2,000	100
Independence	2,300	104
Queen of the West	2,500	120
<b>NEW SHIP</b>		
Queen of the Mississippi (08/12)	TBD	150
*Basis two		

### **Cruise News to Use in 2012**

- Brand-new Mississippi paddlewheel ship, *Queen of the Mississippi*, currently under construction for delivery in August 2012. This ship will feature all of the latest technology in safety and comfort while maintaining the Victorian appearance of riverboats past. The new ship will also boast the largest staterooms (equipped with sliding glass doors, large opening picture windows and private balconies) in the industry. The first new overnight sternwheeler built for the Mississippi in nearly 20 years, *Queen of the Mississippi* will operate over the entire Mississippi River System, with the option of cruising at significantly higher speeds to make more itineraries possible with longer visits to the river towns.
- American Cruise Lines to cruise Alaska's Inside Passage beginning June 2012. This breathtaking itinerary will take passengers closer than ever to the Great Land – its culture, history, wildlife, terrains and famous glaciers, all in the comfort of the *American Spirit*, the newest ship in Alaska.

## AVALON WATERWAYS

5301 South Federal Circle  
Littleton, CO 80123  
(877) 797-8791  
Web site: [www.avalonwaterways.com](http://www.avalonwaterways.com)

**Chief Executive:** Patrick Clark, managing director  
**Senior Sales Executive:** Paula Hayes, vice president, sales for the Globus family of brands  
**Public Relations** Melanie Gravdal, E.D.A. Public Relations  
**Contacts:** 847.420.8808, [melanie@eda-pr.com](mailto:melanie@eda-pr.com)  
**Spokesperson:** Patrick Clark, managing director

### Company Profile

Award-winning Avalon Waterways offers travelers the youngest, most innovative fleet of ships in Europe, China, Southeast Asia, Egypt and the Galápagos. Our travelers have inspired us to utilize more than 80 years of travel expertise to design the best river cruise experience possible. We've taken everything special about river cruising and made it even better—down to the last detail. Our views are panoramic and spaces large and inviting; comfort is king and dining both personal and flexible. And, thanks to our partnership with Globus, our itineraries are legendary. Every element of the Avalon cruise experience on all of our ships has been specially engineered for today's cruiser. From contemporary ship decor and lighting to quality finishes, we haven't missed a single detail. Offering travelers rooms with incredible views is a "must" in river cruising, thanks to the awe-inspiring, natural and historic landscapes that float by. And, eighty-five (85) percent of our staterooms, fleet-wide, feature floor-to-ceiling windows and all of our public spaces offer sweeping scenics of each destination. In addition, our award-winning Avalon Deluxe Staterooms, standard throughout our fleet, measure 172-square feet (15 percent larger than the industry average), providing cruisers room to relax, unwind and take in the views.

While offering the best and newest ships in the industry is a great advantage of Avalon, it's not the only ingredient that makes our cruises unique. We tailor experiences too. It's not easy to be an expert on everywhere, and thanks to Avalon's relationship with Globus and 200 support staff on the ground in dozens of countries around the world, our cruisers are privy to the finest all-inclusive land programs available. We transform tourists into travelers and storytellers and help them truly experience each destination with guided sightseeing in every port (complete with headsets), daily port lectures, VIP access into key destinations, no waiting in lines and great cultural immersion, bringing history to life, thanks to highly skilled, 'best-in-the-business' Cruise and Tour Directors. Avalon Waterways has garnered some of the industry's most prestigious honors: Among them, the river cruise company was voted as one of the top Small-Ship Cruise Lines in *Travel + Leisure's* 2009, 2010 and 2011's World's Best Awards, chosen as the "Best Value in River Cruising" by *Arthur Frommer's Budget Travel* and featured in *Condé Nast Traveler's* Gold List the last three years. Avalon Waterways is part of the Globus family of brands.

### Cruise Areas & Seasons

**March - November:** Europe (Seine, Saone, Rhone, Rhine)

**April - October:** Asia (Yangtze)

**April - December:** Europe (Danube, Main-Danube Canal)

**May - October:** Europe (Moselle)

**September – February:** Southeast Asia (Mekong)

**Year-round:** Egypt (Nile), South America (Galápagos Islands)

## Customer Profile

Avalon Waterways appeals to seasoned travelers interested in a more intimate, all-inclusive vacation experience that couples the leisurely pace of a cruise with the experiential benefits of a land vacation. Our ships offer all of the personal touches American travelers look for in a contemporary hotel, providing passengers a home away from home while sailing along the waterways in the heart of dozens of countries worldwide. And, Avalon's award-winning land programs ensure that travelers come away having truly experienced the destination.

<b>Fleet</b>					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Avalon Affinity	N/A	69	Victoria Anna	N/A	158
Avalon Creativity	N/A	70	Victoria Jenna	N/A	89
Avalon Felicity	N/A	69			
Avalon Imagery	N/A	85			
Avalon Luminary	N/A	69	<b>NEW SHIPS</b>		
Avalon Scenery	N/A	69	Avalon Angkor (9/12)	N/A	16
Avalon Panorama	N/A	83	Avalon Vista (5/12)	N/A	83
Avalon Tapestry	N/A	82	Avalon Visionary (5/12)	N/A	64
Avalon Tranquility	N/A	85	MS Kasr Ibrim (1/12)	N/A	65
M/V Santa Cruz	N/A	44	MS Mayfair (1/12)	N/A	74
*Basis two (Red: Not new ships; New to our fleet)					

## Cruise News to Use in 2012

### **FROM BOW TO STERN: THE SUITEST SHIPS IN RIVER CRUISING**

In 2012, Avalon Waterways is unveiling two more Suite Ships: The *Avalon Vista* and *Avalon Visionary*. Joining the *Avalon Panorama*, with these new vessels, Avalon offers cruisers a proprietary Panorama Suite<sup>SM</sup> design to maximize the river cruise experience. In addition to boasting 17 Avalon Deluxe Staterooms on the lower deck (measuring 172-square feet), the *Panorama* features 64 newly designed Panorama Suites, positioned on the top two decks, showcasing a full, 200-square feet of living space. This Suite space comes complete with a large seating area adjacent to a floor-to-ceiling, **Wall-to-Wall Panoramic Window** that opens wide at 7-feet. When open, the nearly 11-foot wide by 7-foot tall window transforms the entire Suite into the category's **first Open-Air Balcony<sup>SM</sup>**. With a focus on bringing the beauty of Europe inside, Avalon's Open-Air Balconies offer our travelers a fresh air, Panoramic Cruising experience complete with epic views, in every weather condition, without compromising room space.

### **HERE THERE AND EVERYWHERE.**

Avalon Waterways is preparing to invite travelers aboard three new ships on four new itineraries in Egypt and Southeast Asia in 2012.

In Southeast Asia, Avalon Waterways will unveil the *Avalon Angkor* on the Mekong River in 2012. Named after Angkor Wat and featuring only 16 staterooms, this is the first- and only- passenger ship built to cruise all the way from Ho Chi Minh City to Siem Reap, eliminating seven hours of drive-time on land for travelers. Aboard the *Angkor*, Avalon takes cruisers to difficult-to-reach villages, providing them a unique experience with immersive access into the diverse cultures and histories found in Vietnam and Cambodia

Designed and constructed by traditional craftsmen, the *Avalon Angkor* has a colonial charm and is hand-finished in brass and teak. This ship delivers an amazing indoor/outdoor experience for cruisers. Its Avalon Deluxe Staterooms measure 172-square feet and open to the outside with floor-to-ceiling, sliding glass doors and balconies, so cruisers will never miss the passing scenery.

Avalon Waterways will sail the *Avalon Angkor* on a NEW 14-day *Fascinating Vietnam, Cambodia & The Mekong River* itinerary from Ho Chi Minh City to Bangkok (priced from \$3,819).

In 2012, Avalon Waterways is also enhancing our cruising experience in Egypt by chartering the *MS Mayfair*, a five-star ship that is one of the newest vessels on the Nile today and the *MS Kasr Ibrim*. Named after the ancient citadel, this deluxe ship sails Lake Nasser – a new waterway for Avalon. With these ships come three NEW Egypt itineraries: 9-day *Highlights of Egypt* (priced from \$2,606); 12-day *The Pyramids, Lake Nasser & Nile Highlights* (starting at \$3,441) and 13-day *Egypt & the Nile in Depth* (priced from \$3,538).

**PASSION. INSPIRATION. ENRICHMENT.**

Thanks to increased demand for “passion travel,” in 2012, Avalon Waterways is expanding its popular wine-, music- art- and holiday-vacations to include legacy themes with a ***NEW Jewish Heritage*** and ***NEW European History & Politics cruises***.

In 2012, Avalon is also encouraging cruisers to drive their personal enrichment by experiencing ports on two wheels (from the seat of a bicycle). Adding to our already robust roster of activities, we have partnered with bicycle tour specialists in Amsterdam, Maastricht, Lyon, Durnstein and Breisach for optional, guided excursions.

## AZAMARA CLUB CRUISES

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**Senior Sales Executive:** Edie Bornstein, vice president, sales and marketing  
**Public Relations Contact:** Tracy Quan, director, brand communications  
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**Spokesperson:** Tracy Quan

### Company Profile

Azamara Club Cruises is a destination-immersive cruise line for upmarket travelers who want to not only see the places and cultures they visit, but to live them. Azamara's two intimate, 694-guest ships, *Azamara Journey* and *Azamara Quest*, with a combination of 353 suites and staterooms, offer a boutique European hotel ambience with extraordinary service, fine cuisine and wines from around the world, and wellness and vigor programs, all while sailing to a host of destinations larger ships can't reach. Azamara Club Cruises sails in Europe, Asia, the Panama Canal, Transatlantic, and the less-traveled islands of the Caribbean, with more overnight and late-night stays in every region.

*Azamara Journey* and *Azamara Quest* offer concierge-style amenities, including fresh-cut flowers, fresh fruit, About Rose toiletries, use of Frette cotton robes, plasma TVs and plush European bedding. Also featured are world class spa treatments with the finest therapists and aestheticians. For meals, guests have a choice of one of two specialty restaurants: Mediterranean-influenced Aqualina and a stylish steak and seafood restaurant Prime C, the main dining room, or the casual dining venue. Most of all, with one staff member for every two guests, Azamara's personal service is unparalleled.

### Cruise Areas & Seasons

Azamara Club Cruises is adding exciting new Asia itineraries in 2012 including Sri Lanka and Myanmar. Azamara is also offering cruises to annual events and festivals such as the world-famous Carnival in Rio in February of 2012 and the Grand Prix in Monaco in May.

### Customer Profile

Azamara Club Cruises appeals to the upscale small-ship traveler interested in immersive destination experiences.

Fleet		
NAME	GROSS TONS	BERTHS*
Azamara Journey	30,277	694
Azamara Quest	30,277	694
* Basis two		

### Cruise News to Use in 2012

- *Azamara Journey* and *Azamara Quest* offer an experience that focuses on destination immersion, and extraordinary service, cuisine and wine.
- In 2012 Azamara Club Cruises will call at 181 ports in 57 countries throughout the Mediterranean Sea, Northern Europe, South America, India and the West Indies, including to some of the most sought after events worldwide,

such as the Monaco Grand Prix, Rio's Carnaval, the Floriade in the Netherlands or the 52<sup>nd</sup> Annual Moldejazz Festival in Norway

- Playing off its heavy emphasis on fine cuisine, Azamara Club Cruises will expand its focus on wine to include vintages from boutique wineries around the world. Guests will have the opportunity to taste high quality wines that may be unavailable at home, because the selected vineyards produce a strictly limited quantity each year, distributed primarily locally. The featured wines will be offered complimentary at lunches and dinners on every sailing, to all guests.
- Fifty-one percent of all Azamara Club Cruises port calls in 2012 feature late night and overnight stays in port, providing time for guests to enjoy a more immersive experience and take advantage of night tourism in destinations where the nightlife is even more vibrant than the day's.
- Azamara Club Cruises was honored with six 2011 Magellan Awards by Travel Weekly, the national newspaper of the travel industry. The cruise line's distinct Personalities Trade Advertising Campaign and the redesigned website AzamaraClubCruises.com received *Gold* in the Cruise Ship Advertising/Marketing Campaign and the Website category, respectively. Additionally, Azamara's 2011-12 Extended Voyages Brochure and the 2011 Destination Guide each received a top recognition for Direct Mail pieces.
- Azamara Club Cruises has partnered with Assouline, fine books, to feature the Drawing Room by Assouline, where guests can find more than 200 titles of the publisher's fine illustrated books, luxury editions and gift line dedicated to fashion, photography, art, travel and design. Assouline's extensive collection of books also will be available for guests to purchase, with some titles immediately available on board.

## CARNIVAL CRUISE LINES

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**Spokesperson:** Jennifer de la Cruz

### Company Profile

Carnival Cruise Lines has earned its position as the world's largest and most popular cruise line by offering more of what consumers desire in a vacation – a wide variety of on-board choices, and a fun, relaxed atmosphere, along with outstanding value and beautiful destinations – at one all-inclusive price.

Carnival is constantly striving to develop new and exciting on-board experiences that cater to its wide-ranging clientele. Its newest ship, the 130,000-ton Carnival Magic, embodies the line's commitment to innovation, with such features as the RedFrog Pub, a Caribbean-inspired watering hole featuring its own private label beer, Cucina del Capitano, an Italian family-style restaurant that brings the heritage of Carnival's captains to the table, and SportSquare, an expansive outdoor recreation complex featuring the first-ever outdoor fitness area and ropes course on a cruise ship. Other features include a WaterWorks aqua park, a Serenity adults-only retreat, and a stunning indoor/outdoor café and live entertainment venue called Ocean Plaza.

The company recently unveiled its most ambitious program to date, Fun Ship 2.0, which will transform the line's on-board experience through branded spaces and celebrity partnerships. The \$500 million initiative includes partnerships with George Lopez, who will serve as the line's creative director for comedy and enhance the fleetwide Punchliner Comedy Clubs, and Food Network personality Guy Fieri, who developed a new free burger venue called Guy's Burger Joint. Fun Ship 2.0 also includes the new EASPORTS Bar, *Hasbro*, *The Game Show*, offering larger-than-life adaptations of the brand's iconic games and several exciting new food, beverage and entertainment concepts. Fun Ship 2.0 debuted on Carnival Liberty and will be added to a number of ships over the next few years.

Carnival, the family cruise leader, expects to carry a record 710,000 kids this year and continues to upgrade its top-rated children's programs - Camp Carnival (ages 2-11), Circle "C," (12-14), and Club O2 (15-17), each offering expansive facilities, age-appropriate activities and highly trained staff.

Carnival also continues to provide consumers with a wide variety of close-to-home departure points, including new year-round departures from New York aboard the Carnival Miracle and its first-ever extended series of voyages from Boston aboard the Carnival Glory. Carnival operates from 19 North American homeports – the most in cruising – providing consumers with a convenient, cost-effective means for embarking on their "Fun Ship" cruise.

### Cruise Areas & Seasons

**Seasonal:** Alaska, Hawaii, New England, Canada, Panama Canal, Europe and Bermuda  
**Year-round:** Caribbean, Mexican Riviera, Bahamas, Pacific Islands and New Zealand

## Customer Profile

Carnival’s “Fun Ships” offer an exciting, value-packed vacation experience that appeals to guests of all ages and backgrounds. With its distinctive shipboard ambiance, wide range of formal and casual dining options, captivating entertainment, and diverse activities, the line expects to carry a record 4.4 million guests in 2012.

<b>Fleet</b>					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS *
Carnival Conquest	110,000	2,974	Carnival Magic	130,000	3,690
Carnival Destiny	101,353	2,642	Carnival Miracle	88,500	2,124
Carnival Dream	130,000	3,646	Carnival Paradise	70,367	2,052
Carnival Ecstasy	70,367	2,052	Carnival Pride	70,367	2,052
Carnival Elation	70,367	2,052	Carnival Sensation	70,367	2,052
Carnival Fantasy	70,367	2,056	Carnival Spirit	88,500	2,124
Carnival Fascination	70,367	2,052	Carnival Splendor	113,500	3,006
Carnival Freedom	110,000	2,974	Carnival Triumph	102,000	2,758
Carnival Glory	110,000	2,974	Carnival Valor	110,000	2,974
Carnival Imagination	70,367	2,052	Carnival Victory	102,000	2,758
Carnival Inspiration	70,367	2,052	NEW SHIP		
Carnival Legend	88,500	2,124	Carnival Breeze (June 3, 2012)	130,000	3,690
Carnival Liberty	110,000	2,974			

*\*Basis two*

## Cruise News to Use in 2012

**Debut of New Carnival Breeze** – Currently under construction at the Fincantieri shipyard in Italy, the 3,690-passenger Carnival Breeze is set to debut June 3, 2012, with a 12-day voyage from Venice, then launch a series of 12-day Mediterranean cruises from Barcelona. Following a 15-day transatlantic crossing, Carnival Breeze will launch a port-intensive six- and eight-day Caribbean year-round cruise schedule from Miami beginning November 24, 2012. Carnival Breeze will offer a host of guest-pleasing facilities and features, including a RedFrog Pub, Cucina del Capitano, and SportSquare, along with a 22,750-square-foot Cloud 9 Spa, a 270-square-foot Seaside Theatre poolside LED screen, and more than 19,000 square feet of space dedicated to children and families.

**\$500 Million Fun Ship 2.0 Enhancement Program Unveiled** – Carnival has unveiled its most ambitious program to date, Fun Ship 2.0, which will transform the line’s on-board experience through branded spaces and celebrity partnerships. The \$500 million initiative includes partnerships with George Lopez, who will serve as the line’s creative director for comedy and enhance the fleetwide Punchliner Comedy Clubs, and Food Network personality Guy Fieri, who developed a new free burger venue called Guy’s Burger Joint. Fun Ship 2.0 also includes EASPORTS Bar, a new sports bar concept with the leading sports video game manufacturer; *Hasbro, The Game Show*, offering larger-than-life adaptations of the brand’s iconic games; two new poolside bars – the Caribbean-inspired RedFrog Rum Bar and the Mexican-themed BlueIguana Tequila Bar; Alchemy Bar, a “cocktail pharmacy” with interesting drink flavors and ingredients; BlueIguana Cantina, a casual dining venue offering tacos and burritos; and Playlist Productions, which combines live performances with LED special effects to set a new standard in seagoing productions. Rounding out the initiative is a partnership with celebrity song master DJ IRIE, who will develop the first shipboard DJ academy at sea. Many of these enhancements debuted on Carnival Liberty and will be added to other ships over the next few years.

**Carnival Glory to Operate Series of Voyages from Boston** - For the first time, Carnival will operate an extended schedule of voyages from Boston with a series of round-trip four- and five-day eastern Canada cruises aboard Carnival Glory beginning in June 2012. Carnival will be the only cruise line offering short cruises from Boston to

eastern Canada. Carnival Glory will depart Thursdays from the recently refurbished Black Falcon Cruise Terminal on four-day “long weekend” cruises to Saint John, and Mondays and Saturdays on five-day voyages to Halifax and Saint John. The program will operate June 10 to July 26, 2012.

**Year-Round Cruises From New York Aboard Carnival Miracle** - Carnival will launch a year-round program of eight-day cruises to the Caribbean and Bahamas from New York beginning in April 2012 – the line’s first year-round sailings from that port. On this schedule, Carnival Miracle will offer three uniquely different eight-day itineraries that visit a diversity of beautiful islands throughout the Caribbean and Bahamas. The itineraries include Eastern Caribbean departures to San Juan, St. Thomas and Grand Turk; Bahamas sailings featuring the private Bahamian island of Half Moon Cay, Grand Turk and Nassau; Bahamas/Florida cruises with port calls to Port Canaveral (Orlando), Nassau and Freeport.

## CELEBRITY CRUISES

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**Spokesperson:** Elizabeth Jakeway

### Company Profile

Celebrity Cruises' iconic "X" is the mark of modern luxury, with its cool, contemporary design and warm spaces; dining experiences where the design of the venues is as important as the cuisine; and the amazing service that only Celebrity can provide, all created to provide an unmatched experience for vacationers' precious time. In addition to offering vacations visiting all continents, Celebrity also presents immersive cruisetour experiences in Alaska, Australia/New Zealand, Canada, Europe and South America. One of the fastest-growing major cruise lines, Celebrity is one of five cruise brands operated by global cruise vacation company Royal Caribbean Cruises Ltd. (NYSE, OSE: RCL). Noted as the top large-ship line in 2011 *Condé Nast Traveler's* annual Readers' Choice Awards, Celebrity's fleet currently consists of 10 ships, with an additional Solstice Class ship, *Celebrity Reflection*, scheduled to join the fleet in Fall 2012.

Every Celebrity cruise is a multidimensional experience designed to provide a unique experience for vacationers. From its robust Celebrity Life onboard activities program to the exotic AquaSpa by Elemis, from Celebrity's trendsetting, spa-inspired AquaClass accommodations to award-winning cuisine, from Riedel comparative wine workshops to an outstanding array of shore and land excursions to complement every cruise, it's little wonder that the readers of *Condé Nast Traveler* voted Celebrity the world's best large-ship cruise line.

### Cruise Areas & Seasons

Celebrity Cruises sails in Alaska, Asia, Australia/New Zealand, Bermuda, California, Canada/New England, the Caribbean, Europe, Hawaii, the Pacific Coast, Panama Canal, South America. In addition, the line's 92-guest megayacht, *Celebrity Xpedition*, offers exotic travel experiences year-round in the Galapagos Islands. Celebrity also offers immersive cruisetour experiences in Alaska, Australia/New Zealand, Canada, Europe and South America.

### Customer Profile

Celebrity Cruises appeals to affluent vacationers ages 35 and up with household incomes of USD \$100,000 plus. Celebrity guests are primarily U.S. residents, but growing percentages are from Canada, Europe and Latin America as well.

Fleet					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Celebrity Century	71,545	1,814	Celebrity Solstice	122,000	2,850
Celebrity Constellation	91,000	2,038	Celebrity Silhouette	122,400	2,886
Celebrity Eclipse	122,000	2,850	Celebrity Xpedition	2,842	92
Celebrity Equinox	122,000	2,850	NEW SHIPS		
Celebrity Infinity	91,000	2,050	Celebrity Reflection (2012)	126,000	3,030

Celebrity Millennium	91,000	2,050	
Celebrity Summit	91,000	2,038	
*Basis Two			

### Cruise News to Use in 2012

- Celebrity Cruises has a new Solstice Class ship - *Celebrity Silhouette* debuted in July 2011. Slated to join the Solstice Class in 2012 is the 3,030-guest *Celebrity Reflection*. The Solstice Class' new AquaClass<sup>SM</sup> category of veranda accommodations offers its guests unlimited access to Celebrity's AquaSpa by Elemis Relaxation Room and the Persian Garden, and exclusive access to Blu, a Mediterranean-themed specialty restaurant. The 2012 debut of *Celebrity Reflection* will introduce the line's first-ever "AquaClass Suites," each with 300 square feet of luxurious interior design and spacious 79-square-foot verandas, including all exclusive amenities associated with Celebrity's AquaClass accommodations. 85 percent of staterooms on the Solstice Class ships have verandas, and all staterooms are equipped with flat-screen TVs, smarter storage and closet space, spacious bathrooms, and plush bedding. The ships offer wireless Internet access throughout. Three of Celebrity's Solstice Class ships offer guests the opportunity to experience the first-ever at-sea hot glass studio, presented in collaboration with the world-renowned Corning Museum of Glass. Solstice Class ships also feature The Lawn Club – real, growing grass in an innovative country club environment, where guests can play lawn games, practice golf putting, or simply feel the grass between their toes. *Celebrity Silhouette's* highly anticipated debut introduced exciting, new venues, including The Lawn Club Grill, The Porch, The Alcoves and The Hideaway. By the end of 2012, Celebrity's fleet will offer a total of 45 specialty restaurants, several of which were designed by noted designer Adam Tihany.
- Building on Celebrity's \$140-million Solsticizing initiative, *Celebrity Infinity* emerged from its three-week Solsticizing on Dec. 3, 2011. One of the most ambitious revitalization initiatives in the history of the cruise industry, Solsticizing introduces popular and unique Solstice Class venues to Celebrity's Millennium Class vessels, including the line's trendsetting, spa-inspired AquaClass staterooms with a wide array of soothing amenities; the stylish specialty restaurant, Blu; "Qsine," the "uniquely unordinary" specialty restaurant introduced on *Celebrity Eclipse* in 2010 and most recently, *Celebrity Silhouette*; the hip Celebrity iLounge, which made Celebrity the industry's first Authorized Apple Reseller; Café al Bacio & Gelateria replacing the Cova Café; and an entirely new and ultimately fleetwide bedding program, "eXhale.," mattresses designed exclusively by Reverie – a leader in the field of luxury bedding. Each of Celebrity's Millennium Class ships will be Solsticized at Grand Bahama Shipyard in Freeport, Bahamas – *Celebrity Summit* will emerge from Solsticizing in January 2012 and *Celebrity Millennium* in May 2012.
- In designing *Celebrity Reflection*, the cruise line has announced plans to introduce Celebrity's first "Signature Suites," and the jaw-dropping "Reflection Suite." *Celebrity Reflection's* five Signature Suites offer a 441-square-foot stateroom area, a 118-square-foot veranda, and floor-to-ceiling windows and veranda doors. Each Signature Suite can accommodate a maximum of four guests, and is located in a private area of the ship's 14<sup>th</sup> deck. In a private location near Celebrity's new Signature Suites, the Reflection Suite is the line's first two-bedroom suite, with a total of 1,636 square feet as well as a 194-square-foot veranda. The Reflection Suite can accommodate up to six guests, and includes a sea-view bathroom extending out over the edge of the ship, a veranda tub and a breathtaking panoramic view from the wraparound veranda. In addition, Celebrity has partnered with Reverie to introduce the Reverie Dream Sleep System. The system enables iPod technology hardware to act as a remote control for the sleep system and select appliances around the room. Reflection Suite, Signature Suites and Penthouse Suite guests are provided an iPad in each accommodation so they can enjoy this innovative technology.
- In the winter of 2012-13, Celebrity's 3,030-guest *Celebrity Reflection* will sail its inaugural Caribbean season. Joining *Celebrity Reflection* will be Celebrity's recently inaugurated *Celebrity Silhouette* (July 2010) offering alternating, exotic Caribbean itineraries, including a different Western Caribbean lineup, replacing calls to Roatan, Honduras and Costa Maya, Mexico with calls to Labadee, Haiti and Falmouth, Jamaica. Six Celebrity ships will sail the Caribbean during the winter of 2012-13, including four Solstice Class vessels and two fully Solsticized Millennium Class vessels – *Celebrity Summit* and *Celebrity Constellation*.

- *Celebrity Millennium* - which will be Solsticized in May 2012 - will introduce the cruise line's first-ever season in Asia during the winter of 2012-13. Vacationers will have the opportunity to explore the Far East in style, including nine countries new to the brand – Vietnam, Thailand and China, among others. The Solsticizing initiative will usher in a variety of the most popular Solstice Class venues onboard *Celebrity Millennium*, including a new slate of AquaClass staterooms – the industry-first, spa-inspired accommodations. The inaugural Asia season includes a series of 14-night cruises visiting Singapore; Hong Kong, China; Bangkok, Thailand; Ho Chi Minh City, Vietnam; Halong Bay, Vietnam; and Bali, Indonesia.
- The flagship of the Solstice Class, the award-winning *Celebrity Solstice* will expand the cruise line's presence in the Eastern Hemisphere by sailing to Australia and New Zealand for the winter of 2012-13. The 2,850-guest vessel will transition from its 2012 summer Mediterranean season to Australia/New Zealand via the Suez Canal, through Southeast Asia, and then arrive in Sydney, Australia in December 2012. The first of Celebrity's iconic Solstice Class will offer guests a series of 12- and 13-night open-jaw sailings between Sydney and Auckland, New Zealand; and a circumnavigation of Australia, including two open-jaw sailings between Sydney and Perth (Fremantle)
- Celebrity Cruises has modified a portion of its European sailings in 2012, and introduced a series of "Immersive Europe Wine Cruises" designed to appeal to wine enthusiasts, as well as those who love the beauty and culture of the top-producing wine regions in Europe. The new wine cruises will replace several of the line's previously announced Holy Land and Greek Isles/Turkey sailings from Istanbul in 2012. *Celebrity Constellation*, Solsticized in 2010, will present the 12-night wine-themed cruises highlighting Celebrity's award-winning culinary program. The Solstice Class ship will depart from Southampton, England, and visit several countries, including France, Spain, Portugal and the Canary Islands.

## COSTA CRUISES NORTH AMERICA

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**Spokespersons:** Ruben Perez, Scott Knutson

### Company Profile

Costa Cruises, which boasts more than 60 years of history, is the largest Italian group in tourism and the number-one cruise company in Europe. Its fleet, Europe's largest and most advanced, comprises 15 ships in service and two on order from Fincantieri shipyards. By 2014 the Costa fleet will number 17 with total guest capacity of approximately 50,000.

Costa Cruises has been certified by Italian Shipping register RINA with the B.E.S.T.4, an integrated system of voluntary certification of corporate compliance with the highest standards governing social accountability, environment, safety and quality.

Costa Cruises also is an official partner of the World Wildlife Fund Italy for the protection of the marine eco-regions of the Mediterranean, the Greater Antilles and Brazil.

### Cruise Areas & Seasons

**Seasonal:** Eastern & Western Caribbean, South America, Bahamas, Russia, Fjords, Baltic and North Cape, Transatlantic, Red Sea and Dubai, and Indian Ocean.

**Year-round:** Canary Islands, Eastern & Western Mediterranean, Far East

### Customer Profile

Costa appeals to honeymooners, families and seniors. The Caribbean cruisers are 35-plus with a household income of \$75,000-plus; European cruise travelers are 35-plus with a household income of \$100,000, college-educated, well-traveled and destination-oriented.

Fleet					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS *
Costa Allegra	28,500	820	Costa Mediterranea	86,000	2,112
Costa Atlantica	85,600	2,112	Costa Pacifica	114,500	3,012
Costa Classica	53,000	1,308	Costa Serena	114,500	3,000
Costa Concordia	114,500	3,000	Costa Victoria	75,000	1,928
Costa Deliziosa	92,700	2,260	Costa Voyager	24,400	840
Costa Favolosa	114,500	3,012	NEW SHIPS		
Costa Fortuna	102,600	2,716	Costa Fascinosa (May 2012)	114,500	3,012
Costa Luminosa	92,700	2,260	Costa neo-Romantica (Feb)	56,000	1,578

			2012)		
Costa Magica	102,600	2,718	Unnamed (Oct. 2014)	132,500	3,700
<i>*Basis two</i>					

### Cruise News to Use in 2012

- COSTA FASCINOSA:** Costa's newest flagship has been designed as a tribute to all things that fascinate with a central theme inspired by famous films and conceived by architect Joseph Farcus. The Amarcord Atrium will exemplify the ship's theatrical grandeur with a series of diamond-shaped chandeliers. The ship features a Samsara Spa, complete with exclusive spa accommodations, a Nuovomondo 4D Cinema, golf simulator, Grand Prix race car driving simulator and PS3 areas on board, including on-demand PS3 games in cabins. Costa Fascinosa also will feature the finest Italian and international cuisine at five restaurants: the à la carte Club Restaurant, the Samsara wellness eatery, the self-service buffet with dishes typical of the places visited during the cruise and traditional Mediterranean delicacies in the two main restaurants.
- EXTENDED 10-NIGHT CARIBBEAN CRUISES:** In Dec. 2011, Costa will begin offering 10-night Caribbean sailings on Costa Atlantica. Sailing round-trip from Miami, Fla., port calls include Nassau or Freeport, Bahamas; Ocho Rios, Jamaica; Grand Cayman; Roatan, Honduras, and Cozumel, Mexico. The extended itineraries enable guests to visit more of the Caribbean's most popular destinations in one voyage while enjoying the refined European ambience Costa is known for on board. With more than 80 shore excursions offered throughout the cruise, guests are able to explore the diverse Caribbean lifestyle through exhilarating boat rides, world-class snorkeling or relaxing guided tours through historic towns.
- DEBUT OF neoROMANTICA:** In Nov. 2011, Costa Romantica entered dry dock to undergo a 90 million euro renovation and restyling, and will re-emerge as Costa neoRomantica. The extensive makeover includes adding two half-deck extensions, 111 new standard cabins and suites with private balconies. Costa neoRomantica will embody all the amenities of a modern Costa ship including a wine and cheese bar, coffee and chocolate bar, Italian pizzeria, cabaret lounge, nightclub and Costa's branded Samsara Spa. The restyled ship will debut Feb. 20, 2012, in Savona, Italy, where it will set off on a series of 11-day cruises to Spain, Morocco, the Canary Islands and Madeira. In Sept. 2012, Costa neoRomantica will depart on a 107-night Grand Cruise from Italy to Australia and New Zealand, one of the most popular round-the-world voyages offered by Costa.
- RETURN TO THE RED SEA:** After being officially transferred from Iberocruceros and undergoing a \$3.44 million renovation, Costa Voyager will be sailing weeklong cruises in the Red Sea throughout 2012. The 24,000 gross-ton Costa Voyager features three restaurants, four bars, a theater, wellness center with gym, treatment rooms, sauna and Turkish bath, swimming pool, disco, shopping center and Squok Club for children. Costa Voyager will sail seven-night Red Sea cruises calling at destinations in Egypt, Israel and Jordan. The ship's technical characteristics make Costa Voyager especially suitable for cruising the Red Sea, allowing calls at some of the most culturally rich and scenic ports in the region. Excursions organized by Costa include visits to a natural oasis in the Negev desert, the fortress of Masada and tours of the pink city of Petra.
- EXPANDING CRUISE SERVICE IN CHINA:** Costa Crociere has established the cruise industry's first wholly owned foreign enterprise (WOFE) in China. The new company will be located in Shanghai, Costa's home port city in China, offering commercial and financial services such as marketing, ticketing and collection to local travel partners and passengers. In 2006, Costa became the first cruise company to enter the Chinese cruise market. Since then, Costa has worked closely with local government authorities to continuously propel the development of the Chinese cruise industry and act as a market pioneer in opening up new prospects. WOFE is Costa's new instrument for developing business in China and enhancing its commitment to long-term development in the Chinese market. Costa is one of the most recognized and popular tourism brands in the country and by October 2011 more than 170,000 Chinese passengers had traveled on Costa ships.

## CRYSTAL CRUISES

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**Senior Sales Executive:** Jack Anderson, senior vice president, marketing & sales  
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**Spokesperson:** Mimi Weisband

### Company Profile

Crystal Cruises' reputation for excellence is grounded in more than a decade of prestigious accolades. In 2011, the luxury line was voted, for an unprecedented 18<sup>th</sup> year, "Best" in its category (Mid-Size) by the readers of *Condé Nast Traveler*, and for the 16<sup>th</sup> consecutive year, the "World's Best Large-Ship Cruise Line" by the readers of *Travel + Leisure* magazine, making it the only cruise line, resort or hotel to ever have achieved such a record. The ultra-luxurious *Crystal Symphony* and *Crystal Serenity* feature elegantly-appointed staterooms (most with private verandahs), an array of dining options (Italian and Asian alternative restaurants, including the only Nobu Matsuhisa cuisine at sea), award-winning entertainment, innovative learning centers, and state-of-the-art, Feng Shui-designed spa and fitness facilities.

### Cruise Areas & Seasons

- **Winter:** World Cruise, Australia, Asia, Panama Canal/Caribbean, South America
- **Spring:** Japan, Transatlantic, Northern Europe, Mediterranean
- **Summer:** Western Europe, Mediterranean, Baltic, Black Sea, North Cape, British Isles
- **Fall:** Panama Canal, Mediterranean, New England/Canada, Mexican Riviera, South Pacific, Australia
- **Holiday:** Caribbean, Australia/New Zealand

### Customer Profile

Crystal Cruises' affluent multi-generational guests appreciate fine service, quality, design and attention to detail in all aspects of their lifestyles and travel experiences. Approximately 70 percent are from the United States and Canada and 30 percent are international.

Fleet		
NAME	GROSS TONS	BERTHS*
Crystal Serenity	68,870	1,070
Crystal Symphony	51,044	922
* Basis two		

### Cruise News Highlights to Use in 2012

**NEW All-Inclusive** – Beginning with Crystal's **2012 spring** Trans-Atlantic sailings, complimentary fine wines, champagne, premium spirits and pre-paid gratuities for housekeeping, bar and dining staff will be included on all voyages...along with the myriad of other amenities, services and activities that are *always* included.

**NEW, Overnight-Packed Itineraries:** 182 ports. 59 countries. 20 maiden calls. 60 itineraries worldwide lasting 7-19 days, with 86% of them including at least one overnight stationed somewhere stunning.

**Maiden Calls:** Panama City, Panama; Newcastle, Australia; Buzios, Ilha Grande, Paraty, Sao Paulo/Santos and Itajai, Brazil; St. Jean-de-Luz, French Basque; Saint-Pierre/Miquelon, France; Ponza, Italy; Leknes/Lofoten, Norway; Klaipeda, Lithuania; Sept-Îles, Quebec; Magdalen Islands, Gulf of Saint Lawrence; Saint-Pierre and Miquelon, French Republic/Newfoundland; Ponce, Puerto Rico; Heimaey and Akureyri, Iceland; Bonifacio, Corsica; and Palamos, Spain.

**Less Visited Ports-of-Call:** European cruises include harbors Crystal rarely visits, such as Riga, Latvia; Sochi, Russia; Ravenna, Italy; Zadar, Croatia; Argostoli, Kefalonia; Agadir, Morocco; and Bodrum, Turkey.

**Strategic planning** has most cruises beginning with a shipboard overnight stay in port -- to enhance the ease and value of traveling with Crystal. By adding more overnights at embarkation, travelers only have to unpack once and get even more time to experience a culture.

**Posh Redesign** – Just months after Crystal Serenity’s award-winning remodel, many of Crystal Symphony’s signature lounges, theatres and children’s areas will undergo a major redesign in June. In the past 2 years, Crystal has invested more than \$50 million in its vessels.

**Experiences of Discovery Theme Cruises:** Jazz, Wine & Food, Film & Theatre, Big Band & Ballroom Dance, Emerging Artists, Golf, Floral Design, NFL Legends, and Ocean Views panels for world affairs discussions.

**The Ultimate Vintage Room Experience:** Offered just one to two times each year...One incredible 7-course feast created by Michelin-starred chefs with impossible-to-purchase wine pairings chosen by the world’s top wine professionals...for just \$1000 (approximately) per person.

**Fascinating luminaries share their lives:** TV host **Regis Philbin**, baseball legend **Hank Aaron**, best-selling author **Jeffrey Archer**, U.S. Olympic ice skating gold medalist **Dorothy Hamill** and more...

#### **Giving Back**

**You Care, We Care:** Crystal has committed to offering a complimentary voluntourism opportunity on every cruise -- designed to help guests “give back” to communities on Crystal itineraries worldwide, while simultaneously providing a culturally immersive experience. New programs help:

- *Teach kids to read at a literacy center in Singapore*
- *Create a needed vegetable garden at a Cambodian orphanage*
- *Assist barrio residents with urban farming projects in Colombia*

**Clean the World:** Through this ongoing partnership, Crystal offloads unused soap and bottled amenities that are then sterilized and repackaged into hygienic cleaning products for donation to impoverished communities in more than 40 countries around the world.

## CUNARD LINE

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**Spokespersons:** Peter Shanks, Brian O'Connor

### Company Profile

Only one name evokes the pleasures reminiscent of the Golden Age of Ocean Travel: Cunard Line. Proudly continuing a tradition that began in 1840, flagship *Queen Mary 2* sets the standard for luxurious amenities and accommodation. Maintaining the tradition of its Cunard and White Star Line predecessors, *Queen Mary 2* is the only ship offering regularly scheduled Transatlantic service between New York and Southampton, England. *Queen Victoria* offers the very best of the heritage and traditions of Cunard, along with some exciting innovations and at-sea “firsts” including private viewing boxes in the Royal Court Theatre, a *Cunardia* museum, fencing programme and a two-storey library featuring an elegant spiral staircase. *Queen Elizabeth* pays homage to the art deco décor period, and features related artwork and finishes throughout the ship. The ship also offers unique Cunard elements—such as The Verandah restaurant offering French cuisine, the Garden Lounge inspired by the glass houses at Kew Gardens, the Games Deck featuring paddle tennis, bowls and croquet, and the first Fortnum & Mason shop at sea. All Cunard ships feature the celebrated Queens Grills and Princess Grills Suites and exclusive dining.

### Cruise Areas & Seasons

- **Spring:** Transatlantic, Canary Islands, Iberia, Scandinavia, Baltic, Mediterranean, Europe, United Kingdom, United States
- **Summer:** Transatlantic, Mediterranean, Scandinavia, Baltic, Europe, United Kingdom, Canada & New England
- **Fall:** Transatlantic, Canada/New England, Caribbean, Mediterranean, Canary Islands, Iberia, Europe
- **Winter:** World Voyages, Canary Islands, Iberia, Caribbean, Panama Canal, Hawaii, Mexico, Europe, United States

### Customer Profile

Cunard Line caters to sophisticated, well-seasoned travelers who enjoy the finer things in life. The classic liners attract like-minded guests who enjoy the Cunard hallmarks of impeccable White Star Service, fine dining, sumptuous surroundings, civilized adventure and the legacy of historic voyages and Transatlantic travel.

Fleet					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Queen Elizabeth	92,000	2,092	Queen Victoria	90,000	2,014
Queen Mary 2	151,400	2,592			
* Basis two					

### Cruise News to Use in 2012

#### Cunard Line Receives Top Honours

Cunard Line's world-renowned Princess & Queens Grills Suites received top honours fleet-wide in the *2012 Berlitz Complete Guide to Cruising & Cruise Ships*. Flagship **Queen Mary 2**, **Queen Elizabeth** and **Queen Victoria** swept first, second and third place, respectively, among the "Top 10 Large Resort Ships," placing Cunard as the leader of the luxury large ship category. In addition, Cunard has once more been recognized by *Porthole Cruise Magazine* readers in the 13th Annual Reader's Choice Awards for offering the "Best Transatlantic Itineraries," "Best On Board Educational Programmes" and, for the ninth year in a row, "Best World Cruise Itineraries."

### Feel Famous Campaign

Cunard's new **FEEL FAMOUS. SAIL CUNARD.** campaign, launched in Fall 2011, continues to roll out the red carpet for guests in 2012 with a dedicated Web site at [FeelFamousCunard.com](http://FeelFamousCunard.com) where consumers can view special Feel Famous Fares as well as an epic streaming video. New brochures and a newly re-mastered *Legendary Liners, Unforgettable Voyages* DVD, along with Feel Famous Fares, are also available through [Cunard Preferred Travel Agents](#) by calling 1-800-528-6273.

### Dressing Up Survey

Cunard commissioned an online survey – "Getting Decked Out: Attitudes about Dressing Up" – that measured the attitudes of 1,500 U.S. residents about dressing up. The survey revealed that more than half of the respondents enjoy dressing up five or more times a year, and nearly 60 percent said they desire more opportunities to dress up. Dressing up made respondents feel "attractive," "sophisticated" and "elegant" and, much to the delight of Cunard, dressing up on a cruise vacation is favored over a land vacation.

### Weddings

Cunard Line is now offering guests the opportunity to be married on board for the first time in its 171-year history. Elegant nuptials aboard flagship **Queen Mary 2**, **Queen Victoria** and **Queen Elizabeth** will commence after the *World Voyages* have been completed in Spring 2012. Wedding Packages ensure an unforgettable, truly romantic event, including the ceremony performed by the ship's Captain, the services of an On Board Wedding Coordinator, and White Star Service bellmen to escort the Bride to the ceremonial room. Also included are wedding invitations, thank you cards, a choice of elegant venues, fresh floral arrangements, pressing service for bridal attire, and champagne breakfast in bed. Priority embarkation, luggage delivery and disembarkation for the bridal couple are also included. To personalize the special day, guests may also choose from a host of additional finishing touches. Consumers may download the *Cunard Weddings* brochure by visiting [www.cunard.com/weddings](http://www.cunard.com/weddings), or call a dedicated Cunard Wedding Planner at 1-800-728-6273 for further information.

### Queen Mary 2 Refit

Cunard's flagship completed a 14-day refit in December 2011 that required thousands of workers replacing the equivalent of almost ten football fields of carpet, and manufacturing about 18 square miles of fabric into over 6,000 individual items. Refurbishments included new carpeting, curtains and bedding for all 1,310 staterooms; a complete redesign of the Golden Lion Pub with upgraded flat screen televisions; an extensive refurbishment of the first Canyon Ranch SpaClub at Sea, plus new exercise machines and improved features in the Beauty Salon; a new, lighter carpet design in the Queens Grill and Princess Grill restaurants; a new carpet design and additional white leather furnishings in the Commodore Club lounge; and new carpets and soft furnishings in Sir Samuel's and the Veuve Clicquot Champagne Bar.

### 2012 - 2013 Voyages Programme

**Queen Mary 2** continues to sail her legendary *Transatlantic Crossings* in 2012, including 19 classic seven-day voyages between New York and Southampton and six nine-day extended *Crossings* between New York and Hamburg. **Queen Mary 2** also offers voyages to the Baltic, Norway and the North Cape, the Atlantic Isles and Iberia, as well as a return to the Mediterranean including maiden calls in Malaga and Valencia, Spain. All of these European itineraries can be combined with a *Transatlantic Crossing* on either side to create a *Grand Voyage* – offering North American guests the chance to sail to Europe roundtrip from New York. After her annual *Getaway* for the 4 July holiday, **Queen Mary 2** returns to New York in fall 2012 for two Canada and New England voyages – including one with an overnight stay in Quebec – and a *Holiday* sailing to the Caribbean.

**Queen Elizabeth** takes over the successful fall Mediterranean programme with 12-day Mediterranean voyages that begin and end in Athens, Venice or Rome. Featuring eight unique itineraries, **Queen Elizabeth's** Mediterranean

season commences with a nine-day voyage from Southampton to Rome on 28 August and concludes with the 10-day voyage from Rome (overnight) to Southampton on 29 November. In 2012, this popular offering has been further enhanced with two voyages to the Holy Land – including calls in Jerusalem, Galilee and Alexandria – as well as more voyages to the Greek Isles and Black Sea including. Prior to that, **Queen Elizabeth** also takes guests on a series of voyages roundtrip from Southampton to Norway, the Baltic and her second circumnavigation of the British Isles.

New for **Queen Victoria** in 2012 is a 20-day voyage to the Black Sea and Turkey as well as maiden calls in Casablanca, Morocco and Constanza, Bulgaria. Early in 2012, **Queen Victoria** reprises her successful *Americas* season with a series of Panama Canal transits between Los Angeles and Fort Lauderdale, as well as voyages to Hawaii. Some of **Queen Victoria**'s other returning itinerary favorites include the seven-day *Fjords and Waterfalls* voyages to Norway, the 14-day *St. Petersburg & Baltic Explorer* (with an overnight in St. Petersburg), the 17-day *Adriatic Discovery* and an enhanced *Mediterranean Gems* itinerary that adds an additional day for a 13-day voyage.

### **Royal Academy of Dramatic Art (RADA)**

RADA now goes beyond **Queen Mary 2**'s Royal Court Theatre with several dynamic and interactive offerings. Street theatre is performed at different locations around the ship as RADA actors costumed as characters from Chaucer's *The Canterbury Tales* or Shakespeare's *Much Ado About Nothing* travel through the public areas to re-enact a short scene. During *Transatlantic Crossings*, a RADA actor sits in an armchair in the Grand Lobby to read a bedtime story surrounded by a small group of guests. The Passion & Piano offering combines passionate poetry heightened by piano accompaniment, and Jazz Poetry features the actors performing rhythmic, jazz and rap poetry accompanied by the Mark Hodgson Trio. In addition, RADA conducts a series of writing and storytelling workshops for guests.

### **Juilliard School Jazz Appreciation Workshops**

Musicians from The Juilliard School of Jazz are returning to **Queen Mary 2** during her 2012 *Transatlantic Crossings* season, and new this year are a series of Jazz Appreciation Workshops with Juilliard musicians. The workshops comprise listening to music, demonstrations of different types of instruments, jazz history and open discussion. These workshops are in addition to the popular performances as well as *Cunard Insights* sessions offering two different illustrated talks on the famed performing arts school, its history to present day, and its influence on the drama and music world.

Voyage dates featuring the Juilliard School of Jazz include 4 and 29 May, 17 June, 25 July, 3 August and 14 October.

**Queen Mary 2** is also planning a Big Band Voyage with the Juilliard Jazz Orchestra featuring about 16 musicians, on the 5-day *Fourth of July Getaway* voyage on 1 July, roundtrip from New York with calls to Boston and Halifax.

### **Royal Astronomical Society**

The Royal Astronomical Society aboard **Queen Mary 2** is also returning for the 2012 *Transatlantic Crossings* season. Voyage dates are 22 May; 10, 24 June; 6, 27 July; 21 August; 14 September; 2, 28 October; and 20 November.

## DISNEY CRUISE LINE

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### Company Profile

Disney Cruise Line combines the magic of Disney with the lure of ocean travel. The Disney Cruise Line vacation allows families to reconnect, adults to recharge and kids to immerse themselves in worlds of fantasy only Disney can create. From theaters featuring live musical spectaculars, to luxurious spas for adults, to innovative children's activities rich with Disney storytelling, the Disney ships offer a unique vacation experience that every member of the family feels was created exclusively for them. Disney Cruise Line operates the *Disney Magic*, the *Disney Wonder* and the *Disney Dream*, with the *Disney Fantasy* debuting March 31, 2012.

### Customer Profile

Disney Cruise Line developed the blueprint for family cruise vacations. Disney's creative spirit and legendary service create extraordinary and personalized experiences that cater to the unique vacation needs of every family member.

Fleet		
NAME	GROSS TONS	PASSENGERS
Disney Magic	83,000	2,700
Disney Wonder	83,000	2,700
NEW SHIPS		
Disney Dream (2011)	128,000	4,000
Disney Fantasy (2012)	130,000	4,000
* Basis two		

### Cruise News to Use in 2012

- The *Disney Fantasy*, departing on her maiden voyage March 31, 2012, will bring to life many of the innovative features guests love on her recently launched sister ship, the *Disney Dream*, including an AquaDuck water coaster, magical children's areas, world-class entertainment, delightful dining, retreats for adults and immersive experiences for guests of all ages with beloved Disney stories and characters. But new design elements and guest experiences will give the *Disney Fantasy* an identity all its own:

- “**Animation Magic**” at Animator’s Palate brings the magic of Disney animation into the dining room. In this dinner-time show, guests’ drawings are brought to life onscreen when Mickey leads them in a march across the screens around the dining room. The animation of the drawings becomes increasingly more elaborate, and then the drawings step into scenes from beloved Disney movies and skip, skate and dance side-by-side with characters such as Mickey Mouse, Jiminy Cricket, Cinderella and Snow White.
- Adult guests step into a world that’s all their own at **Europa – a nighttime entertainment district** exclusively for guests 18 and older. La Piazza is a lounge that draws inspiration from Italian cities and their decorative outdoor plazas; Skyline is a chic bar that provides ever-changing birds-eye views of stunning European city skylines; O’Gill’s Pub is a rollicking Irish bar with modern-day twists; Ooh La La is inspired by an elegant French boudoir adorned with velvet tufted walls, Victorian furniture and Louis XIV-style chaise lounges; and The Tube transports guests to a vibrant metropolitan club via the London Underground.
- Guests can splash and play in the **AquaLab** – a brand-new water play area with pop jets, geysers and bubblers. While kids scramble to plug leaky pipes and walls by covering holes with their hands, water leaks and sprays from the Ducky Dinghy, suspended overhead. As the boat fills a fish pops his head out of a bucket and everyone gets delightfully drenched.
- “**Wishes,**” presented exclusively aboard the Disney Fantasy, is a spectacular musical journey that combines a heartfelt story, an enchanting score and lavish production numbers. Special effects, including a fireworks finale, bring excitement to the stage as the cast of “Wishes” performs original songs and classic Disney tunes with a contemporary twist.
- “**Disney’s Aladdin – A Musical Spectacular,**” a fast-paced musical comedy, re-creates on stage classic scenes and songs from the animated Disney film “Aladdin.” Guests laugh along with the wise-cracking Genie, root for Aladdin as he battles the evil Jafar and get whisked away in a heartfelt moment as Jasmine and Aladdin soar on a magic carpet ride. Special effects, illusions, mechanical wizardry and state-of-the-art projections are all part of this Broadway-style production.
- At **Bibbidi Bobbidi Boutique**, aspiring young princesses receive the full fairy tale treatment with pixie-dusted makeovers. They are greeted at this special salon by their very own Fairy Godmother-in-training who transforms them with magical makeovers such as the Disney Diva, the Pop Princess or the Fairy Tale Princess. On pirate party nights aboard the *Disney Fantasy*, Bibbidi Bobbidi Boutique transforms into the Pirate’s League, where swashbuckling boys, girls and grownups can get ready for the pirate life.
- “**The Case of the Stolen Show,**” a new adventure game starring The Muppets, takes guests on an interactive quest around the ship. The mission: to help The Muppets find their missing props so they can take the stage for a big performance. Guided by a map and using a unique game card that is held up in front of select pieces of Enchanted Art, guests unveil clues that help identify the culprit and find the missing props.
- At **Royal Court restaurant**, guests are immersed in the lavish surroundings of an elegant dining room fit for a grand palace. Royal Court takes design inspiration from the classic Disney films “Cinderella,” “Snow White,” “Beauty and the Beast” and “Sleeping Beauty.” Décor features ornate details and custom furnishings and fixtures that incorporate iconic symbols from the films – glass slippers, apples, roses and tiaras.
- The *Disney Fantasy* will sail out of Port Canaveral on seven-night Caribbean itineraries – alternating eastern (St. Maarten and St. Thomas) and western (Grand Cayman, Costa Maya, Cozumel). Special Eastern Caribbean sailings in November and December 2012 stop at St. Thomas and San Juan, Puerto Rico. All *Disney Fantasy* itineraries include a stop at Disney’s private island, Castaway Cay.
- The *Disney Dream* will sail three-, four- and five-night cruises from Port Canaveral to the Bahamas and Disney’s private island, Castaway Cay. Five-night itineraries include two stops at Castaway Cay.
- For the first time ever, Disney Cruise Line will set sail from three new ports in 2012 – New York, Seattle and Galveston, Texas – making the Disney family cruise vacation more accessible to guests around the country.

- Beginning May 25, 2012, the *Disney Magic* will sail from **New York** – including eight-night cruises to the Bahamas and five-night cruises up the New England coast to Canada plus two-night cruises that will give a sampling of the Disney Cruise Line experience over a weekend. Beginning Sept. 22, 2012, the *Disney Magic* will sail seven-night cruises from the Port of **Galveston** to the Western Caribbean (Grand Cayman and Mexico’s Costa Maya and Cozumel).
- The *Disney Wonder* will sail seven-night Mexican Riviera cruises from the Port of Los Angeles and seven-night cruises from the Port of **Seattle** to Tracy Arm, Skagway, Juneau and Ketchikan, Alaska, as well as Victoria, British Columbia. Additionally, the *Disney Wonder* will sail four seven-night Pacific Coast cruises from Los Angeles, calling on San Francisco, San Diego and Ensenada, Mexico. For the first time, the *Disney Wonder* will offer two special voyages to Hawaii from Los Angeles, calling on Hilo; Kahului, Maui; Honolulu, Oahu; Nawiliwili, Kauai and Ensenada, Mexico.

## HOLLAND AMERICA LINE

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<b>Senior Sales Executive</b>	Richard D. Meadows, CTC, executive vice president, marketing, sales & guest programs
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<b>Spokesperson:</b>	Sally Andrews

### Company Profile

Marking its 139th year in business in 2012, Holland America Line continues to be the industry's premium cruise leader, delivering unsurpassed value, exclusive itineraries and renowned service. Holland America Line's fleet of 15 ships offers nearly 500 cruises to 320 ports of call in more than 100 countries and to all seven continents.

Fleetwide, the company features Signature of Excellence enhancements, totaling more than \$566 million, that showcase the Culinary Arts Center presented by *Food & Wine* magazine – a state-of-the-art onboard show kitchen where more than 60 celebrated guest chefs and culinary experts provide cooking demonstrations and classes, the Explorations Café powered by *The New York Times*, teens-only activity areas, Digital Workshops powered by Microsoft Windows, and all new stateroom amenities highlighted by flat-panel TVs and plush Euro-top Mariner's Dream Beds.

Winner of 19 consecutive "Best Overall Cruise Value" awards from the World Ocean & Cruise Liner Society, Holland America Line excels in service, amenities and special programs. Known for consistent and attentive service, its ships have one of the highest staff-member-to-guest ratios in the cruise industry. Spacious staterooms average 25 percent larger and verandahs twice as large as those on other lines' ships. As You Wish dining allows guests to choose either traditional pre-set seating and dining times, or a completely flexible dining schedule. Dining choices include formal elegance; alternative specialty dining in the Pacific Northwest-themed Pinnacle Grill; casual fare in the Canaletto, serving Italian cuisine; Slice, an all-day pizzeria; and complimentary 24-hour room service -- while new Signature-class ships also feature Tamarind, serving pan-Asian cuisine.

### Cruise Areas & Seasons

- **Spring:** Pacific Northwest, Alaska, Caribbean, Canada & New England, Transatlantic, Mediterranean, Mexico, Hawaii, Panama Canal, Asia, Bermuda
- **Summer:** Alaska, Baltic, Western Europe, Canada & New England, Transatlantic, Mediterranean, Bermuda
- **Fall:** South America, Panama Canal, Caribbean, Mediterranean, Transatlantic, Canada & New England, Pacific Northwest, Hawaii, South Pacific, Amazon, Mexico, Australia/New Zealand, Bermuda
- **Winter:** Grand World Voyage, Caribbean, Australia/New Zealand, Asia, Panama Canal, South America, Mexico, Hawaii, South Pacific, Antarctica

### Customer Profile

Holland America Line customers seek luxury, comfort and predictability, but not regimentation in their cruises. They are experienced travelers and first-time cruisers who appreciate the five-star service provided by the world's premium cruise leader. Guests enjoy Holland America Line's spacious, elegant ships; sophisticated five-star dining; gracious, unobtrusive service; extensive enrichment programs and activities; and compelling worldwide itineraries.

<b>Fleet</b>					
NAME	GROSS TONS	BERTHS *	NAME	GROSS TONS	BERTHS*
Amsterdam	62,735	1,380	Ryndam	55,819	1,260
Eurodam	86,273	2,104	Statendam	55,819	1,260
Maasdam	55,575	1,258	Veendam	57,092	1,350
Nieuw Amsterdam	86,273	2,106	Volendam	61,214	1,432
Noordam	82,318	1,924	Westerdam	82,348	1,916
Oosterdam	82,305	1,916	Zaandam	61,396	1,432
Prinsendam	37,983	835	Zuiderdam	82,305	1,916
Rotterdam	61,214	1,404			
<i>*Basis two</i>					

### **Cruise News to Use in 2012**

#### **HOLLAND AMERICA LINE EXPANDS CULINARY EXPERIENCE ABOARD SHIPS**

With an evolving menu to include vegetarian dishes, recent development of its Culinary Council and exclusive partnership with the famed Le Cirque restaurant, Holland America Line continues to be an industry leader in culinary initiatives. **The Holland America Line Culinary Council** is composed of celebrated chefs from around the world that meet and discuss the direction of the premium line's culinary initiatives. The group also provides signature recipes to be featured in all dining venues on all 15 ships. The Culinary Council members include Council Chairman and Holland America Line's Master Chef Rudi Sodamin, along with renowned international chefs Jonnie Boer, David Burke, Marcus Samuelsson, Jacques Torres and Charlie Trotter. Holland America Line now also features **An Evening at Le Cirque** in the Pinnacle Grill one evening on each cruise. Working with Le Cirque's Executive Chef Craig Hopson, the line re-created the legendary eatery's whimsical ambiance and award-winning dining experience on board — from serving the cuisine on fanciful orange Le Cirque china to featuring the restaurant's famous crème brûlée. Menu offerings, wine selections, table decorations and the restaurant setting will be tailored to create an authentic Le Cirque dining experience. A new vegetarian menu also will be launched in 2012.

#### **SUSTAINABLE SEAFOOD PROGRAM LAUNCHED WITH AMSTERDAM IN ALASKA**

In April 2011, Holland America Line announced the roll out of its new sustainable seafood program which adopts environmentally responsible purchasing practices and features menus that showcase sustainable seafood. Working in conjunction with the Marine Conservation Institute – a Washington State partner in promoting sustainable and compatible use of the oceans – Holland America Line's sustainable seafood program emphasizes adopting sustainable seafood purchasing practices. Currently 11 ships operate under the new guidelines. The company plans to extend the program worldwide across the 15-ship fleet over the next year. The line has provided sustainable seafood specifications to all of its seafood suppliers and modified its procurement process to achieve its goal of all seafood items being responsibly sourced.

#### **INCREASING CAPACITY DOWN UNDER AND IN ASIA IN 2012**

Holland America Line is increasing its capacity Down Under by almost 25 percent and will cruise with two ships in 2012 — ms Oosterdam and ms Volendam. With itineraries ranging from 10 to 58 days, cruises will visit more than 50 ports in Australia, New Zealand and the South Pacific islands of Vanuatu and Fiji in the South Pacific. One highlight of the cruising season is a complete circumnavigation cruise of Australia aboard ms Volendam. Likewise, cruises to Asia are increasing – with calls in Vietnam, Thailand, China, Korea and Japan – due to the increased capacity and flexibility of the ships now in the region.

#### **IMMEDIATE ACCESS TO STATEROOM WHEN EMBARKING**

Holland America Line has launched a new Stateroom Direct Service program across its fleet that simplifies the boarding process to give guests immediate access to their staterooms upon embarkation. Under the program, staterooms will be ready as early as 11:30 a.m., and cruisers will no longer have to check their carry-on bags and wait in public areas while their staterooms are being prepared. Additionally, arriving guests will receive their luggage earlier, allowing them more

time to unpack and settle into their rooms. Guests also will have the opportunity to enjoy lunch at their leisure in the line's Lido restaurant, which features a full-service buffet.

**VOLUNTOURISM: CRUISE WITH PURPOSE SHORE EXCURSIONS**

Introduced in Juneau in 2009, exclusive Cruise with Purpose shore excursions turn vacation time into an exciting give-and-take opportunity — combining traditional tour content with a chance to provide meaningful volunteer efforts on shore excursions. The Marine Wildlife Research Exploration tour takes guests on an exploration vessel out of Auke Bay to look for and help document individual humpback and orca whales by their tail “fingerprints” and record their songs using an underwater microphone. Participants also collect water samples, trawl for plankton and record ocean temperature readings. All collected data and water samples are contributed to the body of research maintained by Alaska Sea Grant's Marine Advisory Program. At a secluded cove or shoreline, guests also learn from a naturalist-guide about flora and fauna as they help pick up any non-native debris in support of the Alaska Marine Conservation Alliance's efforts. Holland America Line offers other Cruise with Purpose tours from sea turtle releases to flora research collections.

# HURTIGRUTEN

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**Spokespersons:** Rolf Logan and other executives depending on topic

## Company Profile

Hurtigruten offers a wide range of year-round options for travelers who are looking for the unusual and unique – soft adventures, enriching destinations and excursions, and local interaction within the comfort of an upscale cruise environment. Besides continuing a century-long tradition of year-round sailings along Norway’s stunning fjord-filled west coast, Hurtigruten offers deluxe expeditions to some of the world’s most untamed regions including Antarctica, Greenland and the Arctic (Spitsbergen) as well as fall and spring sailings to European countries. Guests will experience astonishing scenery, unique wildlife and truly native cultures. Hurtigruten’s 119-year history has made them an expert in offering a wide range of year-round travel opportunities for those who seek the unusual and extraordinary while still enjoying the creature comforts of a fabulous cruise vacation.

## Cruise Areas & Seasons

- **Year-round:** Norwegian fjords
- **October-March:** Antarctica (including Argentina and Chile)
- **May-August:** Spitsbergen (the Arctic) and Greenland
- **Spring and Fall:** Western Europe, the Baltics and Norway

## Customer Profile

Mature market, seasoned upscale traveler who wants a learning experience, soft adventure, and to visit unspoiled remote destinations rich in history/culture, intimate encounters with nature, rejects glitz, and wants value for their money. For passengers seeking alternatives to traditional cruise experiences, interested in niche-products and the smaller ships.

Fleet			Fleet		
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Fram	11,647	318	Nordnorge	11,384	457
Kong Harald	11,204	483	Nordstjernen	2,191	149
Lofoten	2,661	155	Polarlys	11,341	479
Midnatsol	16,151	644	Richard With	11,205	466
Nordkapp	11,386	464	Trollfjord	16,140	646
Nordlys	11,204	475	Vesteralen	6,261	302
Finnmarken	15,530	628			
<i>*basis two</i>					

## Cruise News to Use in 2012

- Hurtigruten and NRK (Norwegian Broadcasting Company) now hold the Guinness World Record for “Longest Live TV Documentary” as a result of their 134-hour, non-stop broadcast of Hurtigruten’s classic itinerary along Norway’s west coast. The airing was viewed by nearly six million people in 148 countries including nearly three quarter of the Norwegian population. Highlights of the documentary can be viewed at: <http://bit.ly/htnlive>.
- **Norway:** new for 2102 is the “Arctic Awakening” – a program on the Coastal Voyage that immerses guests in the local culture with fisherman coming aboard and lectures and a range of excursions that work to bring guests and locals together.
- **Greenland:** Hurtigruten’s Greenland offers breathtaking nature – mountain formations, wildlife, icebergs and glaciers – and, utilizing visits to Greenlandic communities and settlements, a deeper understanding of the Inuit people’s heritage and culture. Three itineraries – nine, 12 and 14 days -- explore the western coast of this massive island, visiting small villages as well as rarely visited regions. Highlights feature walking tours of Inuit towns with tongue-twisting names -- Qeqertarsuaq, Ukkusissat, Ilulissat and Uummannaq; abundant wildlife that includes numerous species of whales, seals (numbering about 2 million), walruses, polar bears, musk oxen, Arctic foxes and hundreds of bird species.
- **Antarctica:** to satisfy increasing demand for this consistently popular Hurtigruten destination, the line has doubled the number of departures on its “Classic Expedition” for the 2012 season. Travelers, enchanted by the tuxedo-suited greeters that welcome them to the “White Continent,” soon learn that penguins are just a small part of the experience. At the center of these voyages are a range of landings with up-close views of wilderness – chinstrap penguins on Half Moon Island, the ring-shaped volcanic caldera of Deception Island and the splendor of Paradise Bay – and access to lesser visited areas such as Cuverville Island, home to the largest Gentoo penguin colony in the peninsula, and Neko Harbor, one of the few ports where landing on the Antarctica mainland is allowed. Multiple departures of the five 10- to 19-day itineraries run November through February, beginning and ending in the lively capital of Buenos Aires.
- **Spitsbergen:** located midway between Norway and the North Pole, Spitsbergen is the largest island in the Svalbard archipelago and offers no roads to link communities - making Hurtigruten's sailings the best way to take in the remote vistas. Polar bears reign supreme amidst a landscape of towering glaciers, spectacular fjords, Arctic deserts, the Midnight Sun, sharing the region with a wealth of both marine and land animals and migratory birds. Guests choose from three distinct eight-day Spitsbergen itineraries, all on the highly-regarded ***MS Fram***.
- **Europe:** an array of countries and experiences are available aboard the ***MS Fram*** as it travels along the coast of Europe during its spring and fall sailings. The spring schedule offers a trio of possibilities: a 10-day “Easter Voyage” from Lisbon, Portugal to Hamburg, Germany, visiting Spain, France and the Channel Islands on the way; an 11-day “Spring Adventure” exploring Norway's west coast and many of its most stunning fjords, ending in Oslo; and the 9-day "Pearls of the Baltic" -- Copenhagen, Helsinki, St. Petersburg, Estonia and Bornholm.
- **Hurtigruten** has announced a strategic cooperative agreement with Revelex Corporation – a leader in travel technology solutions – on implementing a one-stop booking strategy for travel agents. Agents will be able to book their client’s Hurtigruten cruise, land options, air needs, optional excursions and hotels on a dynamic booking platform. As a company that has always placed a strong emphasis on the travel agent relationship, Hurtigruten sees this as an added value to the agent, enabling them to assist their customer with all aspects of the booking process.

## LOUIS CRUISES

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<b>President:</b>	Costakis Loizou
<b>SVP, Sales &amp; Marketing:</b>	Charis Papacharalambous
<b>Official Company Representative:</b>	Mr. Nicholas Filippidis (For Managing Committee Meetings) <a href="mailto:nfilippidis@louiscruises.gr">nfilippidis@louiscruises.gr</a>
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### Company Profile

With 25 time-honored years in cruising throughout the Mediterranean and 75 years of award winning history in tourism, **Louis Cruises** offers an unparalleled cruise experience onboard its celebrated fleet of destination-friendly cruise ships, featuring LOUIS MAJESTY and LOUIS CRISTAL as the vessels for its Eastern Mediterranean programs.

Louis Cruises takes extra care to design itineraries that include the best ports in their best seasons allowing ample time to enjoy their uniquely individual charms coupled with meticulously planned shore excursions for a truly insightful look into each destination. The line's vessels transport passengers, both literally and figuratively, to the lands of philosophers and dreamers -- from the grandeur of Ancient Greece and the legendary Greek Isles to the treasures of Turkey and beyond! Sailing with Louis Cruises, travelers can expect a complete destination experience, timely arrivals, flexible and imaginative itineraries, smooth embarkation and disembarkation, fascinating shore excursions, and unparalleled Greek hospitality for a lifetime of enriching memories.

An award-winning cruise line, Louis Cruises has been named Passenger Line of the Year by Lloyd's List, the foremost authority in shipping worldwide. Another important recognition for Louis Cruises came from the Greek Edition of Conde Nast Traveler, the world's premier travel magazine, whose readers voted the company as the best cruise operator. Such prestigious awards demonstrate the company's commitment to excellence and reward the entire Louis Cruises team who continue to strive to provide travelers with life enriching experiences on each and every cruise for a true...Sea of Memories.

Louis Cruises' itineraries can be booked on-line at [www.louiscruises.com](http://www.louiscruises.com) or through most major tour operators in the U.S. and Canada that pay commissions to travel agents and offer the convenience of one stop service for air/land and cruise services (commissions offered by tour operators may vary).

### Cruise Areas & Seasons

Louis Cruises sails from mid-March to mid-November throughout the Aegean and Mediterranean.

### Customer Profile

- 45-50% of Louis Cruises guests in the Eastern Mediterranean (Aegean- Greek Islands and Turkey cruise itineraries) are active, affluent, well-educated North Americans.
- Average passenger age is 57 with higher than median family incomes and appreciation for a more intimate and casual country-club atmosphere of smaller vessels with average capacity of under 1,200 passengers. Senior citizens represent a high percentage of our customers but they are not the majority.
- Louis Cruises' guests expect timely arrivals, flexible and unique itineraries, smooth embarkation and disembarkation procedures and fascinating shore excursions. They chose to spend most of their time on land

exploring ancient sites, unspoiled but rich in history and culture cities, fashionable ports of call and interacting with friendly, vibrant and hospitable local residents.

- Although most of the line’s passengers are seasoned travelers and have sailed on larger cruise ships, surprisingly Louis Cruises also cater to many first time cruisers that have selected a cruise as an extension to their comprehensive air/land tour package of Athens and the classical sites of mainland Greece.
- Louis Cruises target audience also includes special interest and affinity groups and niche markets such as Alumni; Educational; Religious; Senior Bank Clubs; Family Reunions, Weddings at Sea, etc.

<b>Fleet</b>		
NAME	GROSS TONS	BERTHS *
mv Louis Cristal	25,611	960
mv Louis Majesty	40,876	1462
<i>*Basis two</i>		

### **Cruise News to Use in 2012**

**LOUIS CRUISES** is showcasing new programs and popular favorites for 2012. With 25 time-honored years in cruising throughout the Mediterranean and 75 years of award-winning history in tourism, **LOUIS CRUISES** features **LOUIS MAJESTY** and **LOUIS CRISTAL** as the vessels for its Eastern Mediterranean programs that are scheduled to perform a variety of itineraries from March to November in 2012.

Highlights of two NEW programs **LOUIS MAJESTY** will perform include:

**4day/3night “Greece and Turkey”** (March 2012 departures) – Commencing and concluding in Athens’ Port of Piraeus, travelers sail to Istanbul in Turkey for a full day to explore this enchanting city, before heading to Izmir. From Izmir, travelers can visit Pergamum, the main center together with Alexandria of the Hellenistic civilization in the East and capital of the Roman province of Asia;

**4day/3night “Aegean Legends”** (departures starting in April 2012) -- Sailing from Athens, Mykonos is the first stop in Greece’s Cycladic Islands known for beautiful beaches, whitewashed buildings, tiny churches, windmills, shops and cafes. The adventure continues with a morning in Turkey’s Kusadasi, gateway to Ephesus, then an afternoon to explore the Greek Island of Patmos. Sailing along, travelers enjoy a full-day stay in Santorini, a village perched on the edge of an ancient volcano, before returning to Athens the following morning.

**LOUIS MAJESTY** will also perform the **5day/4night “Jewels of the Aegean”** cruises starting in March 2012. **LOUIS CRISTAL** will perform the very popular **8day/7night “Greece and Turkey”** itinerary, presenting **weekly departures** throughout the 2012 **LOUIS CRUISES** sailing season.

**Also new for 2012**, guests sailing onboard these vessels can now more fully experience the sights, sounds and tastes of Greece and the picturesque Greek islands on their next Mediterranean journey with Louis Cruises’ new a la carte dining option aboard the Louis Majesty and Louis Cristal that features mouthwatering Greek fusion cuisine. The new “Thalassa” restaurants are owned and operated by Christoforos Peskias, a renowned Greek Celebrity TV Chef & Restaurateur, and feature traditional Greek and Cypriot dishes that have been masterfully prepared with a modern twist. Open for dinner only, cruise passengers onboard the Louis Majesty and Louis Cristal can experience this new alternative dining option for the price of \$29.00 per person, per meal.

## MSC CRUISES

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**Chief Executive:** Richard E. Sasso, president & CEO  
Nicola Gargiulo, executive vice president  
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Ian Patterson, managing director, Canada  
**Public Relations Contacts:** Gail Nicolaus, director, marketing, public relations & customer service  
**Spokesperson:** Richard E. Sasso

### Company Profile

At MSC Cruises we draw upon our rich Mediterranean heritage to offer travelers a truly international experience. The fourth largest and fastest-growing cruise line in the world, our fleet encompasses 12 magnificent vessels. We offer a diverse array of departure ports and shore excursions as we sail year-round in the Mediterranean and seasonally in Northern Europe, the Caribbean, South America, South Africa, and now, Abu Dhabi and The Emirates.

What's more, our family-owned cruise line offers a signature Kids 11 & Under Sail Free program all year long. Onboard, you'll discover a cosmopolitan atmosphere with the opportunity to meet travelers from around the world. We're known for acclaimed international entertainment, the exotic MSC Aurea Spa and Mediterranean cuisine.

MSC Yacht Club, our ship-within-a-ship, offers luxury suites complete with Butler service. This private haven features an opulent 24-hour Concierge lobby, lounge, pool and bar, dining room and complimentary wines and spirits. Overall, travelers with MSC Cruises discover genuine Italian hospitality and *lo spirito*—the spirit—of the Mediterranean from beginning to end.

### Cruise Areas & Seasons

**Winter:** Caribbean, Bahamas, Central and South America, the Mediterranean, South Africa, and Abu Dhabi and The Emirates.

**Spring, Summer & Fall:** Palermo/Sicily, Tunisia, Spain, France, Greek Islands, Portugal, Malta, Croatia, Ukraine, Turkey, Balearic Islands, Greece, Italy, Abu Dhabi & The Emirates, United Kingdom, Northern Europe and the Baltic's, Transatlantic and Positioning.

### Customer Profile

Guests range in age from their early 30's to 70's. MSC Cruises attracts couples, friends, families and multi-generational vacationers who appreciate European style and service and an international mix of guests while visiting popular as well as unusual and unique destinations.

Fleet			Fleet		
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
MSC Armonia	58,600	1,554	MSC Poesia	93,300	2,550
MSC Fantasia	137,936	3,274	MSC Sinfonia	58,600	1,544
MSC Lirica	59,000	1,560	MSC Splendida	133,500	3,274
MSC Melody	35,140	1,064	MSC Magnifica	92,400	2,518
MSC Musica	92,400	2,550	NEW SHIP		

MSC Opera	59,000	1,712	MSC Divina (05/12)	140,000	3,502
MSC Orchestra	92,400	2,550			
*basis two					

### **Cruise News to Use in 2012**

- *MSC Poesia* offers a variety of eastern and western Caribbean itineraries during the winter 2011-12 season. As one of the line's newer Panamax ships, *MSC Poesia* can host 2,550 guests and has more than 242,000 square feet of public area and 85 percent outside accommodations (65 percent of the total accommodations will have balconies) and specialty restaurants – Kato Sushi Bar and L'Obelisco.
- All of the fleet's 11 ships will be in the Mediterranean region at some time in 2012, with two of its newest vessels, *MSC Fantasia* and *MSC Splendida*, sailing year round. Guests can select from a variety of Mediterranean itineraries, with cruises of varying lengths (from weekend cruises to 11-night itineraries) and port calls. The line will also have ships sailing the shores of Northern Europe and South America.
- MSC Cruises added the United Arab Emirates to its 2011-12 winter cruise destinations, with *MSC Lirica* sailing 7-night cruises from Abu Dhabi and Dubai.
- *MSC Divina*, the sister ship to *MSC Splendida* and *MSC Fantasia*, joins the fleet in May 2012 as MSC Cruises' largest vessel, with 1,739 staterooms and 3,502 passengers. The ship will feature four restaurants, an 18,298-square foot MSC Aurea Spa, 1, 603-seat theater and a garden pool that allow guests to experience an extraordinary view of the sea.
- *MSC Divina* will be the third in the Fantasia class to feature the MSC Yacht Club, a "ship-within-a-ship" with 69 suites on *MSC Divina*. With MSC Yacht Club accommodations, guests indulge in comfort and convenience, from their own personal Butler trained to complimentary wines and spirits available any time of the day in the MSC Yacht Club's exclusive lounges and pool area.
- MSC Cruises now features MSC Aurea Spa Suites on Fantasia class ships. Similar to the luxurious MSC Yacht Club accommodations, the MSC Aurea Spa Suites provide an elegant retreat in proximity to the MSC Aurea Spa, with guests also receiving an array of spa services included in the cruise fare.
- In 2011, MSC Cruises earned Porthole Magazine's Readers' Choice Award for "Best Onboard International Experience" for the second year in a row.
- MSC Cruises continued to earn awards in 2011, including the Travel Weekly Gold Magellan Award for Cruise Ship/Contemporary Cruise Ship Category for *MSC Magnifica*, Travel Weekly Silver Magellan Award for Cruise Ship/Luxury Ship category for *MSC Fantasia*, and Cruise Critic 2011 Cruisers' Choice Awards, #2 staterooms in the "Large Ship" Category for *MSC Splendida*.
- The line received an excellent rating (4 out of 5) for nine of its ships in the fleet by Berlitz Guide Complete Guide to Cruising and Cruise Ships in 2010.
- MSC Cruises was named Top 10 Cruises in 2010 by Sherman's Travel for "Best New Domestic Itinerary"-onboard *MSC Poesia* for her Canada/New England cruises.

## NORWEGIAN CRUISE LINE

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### Company Profile

Norwegian Cruise Line is the innovator in cruise travel with a 45-year history of breaking the boundaries of traditional cruising, most notably with the introduction of Freestyle Cruising which has revolutionized the industry by allowing guests more freedom and flexibility. Today, Norwegian has 11 purpose-built Freestyle Cruising ships providing guests the opportunity to enjoy a relaxed cruise vacation on some of the newest and most contemporary ships at sea. The Company has reached an agreement for two 143,000-gross ton vessels for delivery in 2013 and 2014.

Since 1999, Norwegian has launched 11 new ships – Norwegian Sky (reflagged into the U.S. registry and renamed Pride of Aloha in 2004, returned to the international fleet in July 2008), Norwegian Sun, Norwegian Star, Norwegian Dawn, Norwegian Spirit, Pride of America, Norwegian Jewel, Norwegian Jade (formerly Pride of Hawai`i), Norwegian Pearl, Norwegian Gem and Norwegian Epic. Norwegian's 11 ships, with more than 26,000 berths, represent approximately 11 percent of the overall cruise capacity in North America in terms of berths.

Norwegian launched Norwegian Epic, its largest and most innovative ship, in June 2010. The 4,100-passenger ship features world-class entertainment including Blue Man Group, Cirque Dreams & Dinner, Legends in Concert, The Second City and Howl at the Moon. Norwegian Epic incorporates many innovations including new types of accommodations – the largest Villas suite complex at sea, comprising 60 suites and villas on two private decks; the Studio staterooms for the solo traveler; and spa and family-friendly accommodations. The ship also boasts unique nightlife options with the first Ice Bar at sea; an expansive Aqua Park with the only tube slide and largest bowl slide at sea - The Epic Plunge; a 33-foot high, 64-foot wide extreme rock climbing wall and the first ever rappelling wall at sea; the most bowling lanes at sea with six in two venues; a mixed-use sports deck with the ability for guests to engage in eight different athletic activities; as well as three separate kids' and teen activity areas. In addition, Norwegian Epic offers the next generation of Freestyle Dining with more than 20 dining choices and 20 bars and lounges.

### Cruise Areas & Seasons

- Seasonal: Alaska, Bahamas and Florida, Caribbean, Bermuda, Canada and New England, Mexican Riviera, Pacific Coastal, Panama Canal and Transatlantic
- Year-round: Bahamas, Europe, Hawai`i, Caribbean (from New Orleans)

### Customer Profile

Norwegian is a mainstream cruise line appealing to a broad audience of all ages. Norwegian guests want to enjoy their cruise on their terms with the freedom and flexibility typically found at land-based resorts.

Fleet					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Norwegian Dawn	92,250	2,244	Norwegian Spirit	75,338	2,018

Norwegian Epic	155,873	4,100	Norwegian Star	91,740	2,240
Norwegian Gem	93,000	2,394	Norwegian Sun	78,309	1,936
Norwegian Jade	93,000	2,402	Pride of America	81,000	2,138
Norwegian Jewel	93,000	2,376	NEW SHIPS		
Norwegian Pearl	93,000	2,394	Norwegian Breakaway	144,017	4,000
Norwegian Sky	77,104	2,002	Norwegian Getaway	143,500	4,000
<i>*Basis two</i>					

## **Cruise News to Use in 2012**

### **Norwegian Cruise Line Selects Names for New Ships**

Norwegian Cruise Line (“Norwegian”) has selected the winning names for its two new Freestyle Cruising® ships: Norwegian Breakaway, launching in April 2013, and Norwegian Getaway, launching in April 2014. The names were selected as the culmination of its “Norwegian’s Cruising for Names” contest held in conjunction with national newspaper USA Today. Norwegian felt these names best reflected the innovation of the brand along with the freedom and flexibility of the line’s signature Freestyle Cruising and invoked the feeling that these ships will provide a “break” at sea from the stress of everyday life. Breakaway is defined as “a departure or break from routine or tradition” and Getaway is defined as “a place where one escapes for relaxation, vacation, etc.”

### **Norwegian Breakaway**

Mayor Michael R. Bloomberg and Norwegian Cruise Line CEO Kevin Sheehan announced that Norwegian Cruise Line’s new state-of-the-art 4,000 passenger ship, Norwegian Breakaway, will make New York City her year-round home port. Beginning in May 2013, Norwegian Breakaway—which will be the largest ship ever to home port in the City—will replace Norwegian Star, and embark on a minimum of 88 cruises from the Manhattan Cruise Terminal through March 31, 2015. Norwegian Breakaway will be 144,017 gross tons and is scheduled for delivery in April 2013. Following inaugural events, the ship will sail a series of 22 seven-day cruises from New York to Bermuda beginning May 12, 2013 through Oct 6, 2013. Departing on Sundays, the ship will spend three full days in Bermuda, along with three days at sea. Norwegian Cruise Line also announced that pop icon and America’s most popular living artist, Peter Dinklage, has been commissioned to paint the signature hull artwork for the Norwegian Breakaway. This is the first time Norwegian has asked a well-known artist to paint the hull artwork on one of its ships.

### **Norwegian Expands Nickelodeon at Sea Program**

Norwegian Cruise Line and Nickelodeon announced the expansion of their exclusive partnership, extending the popular family entertainment and programming from two to three ships with the addition of Norwegian Gem, beginning in February 2012. Nickelodeon-themed family events, shows and activities were first introduced in April 2010 on Norwegian Jewel and in July 2010 on Norwegian Epic.

### **New 2012-2013 Deployments**

- *Norwegian Epic* will sail seven-day Eastern Caribbean cruises from Miami through April then return to Europe to sail the Western Mediterranean.
- *Norwegian Dawn* will homeport in Boston sailing seven-day cruises to Bermuda.
- *Norwegian Spirit* homeports in New Orleans year-round through April 2012 then will be sailing a Grand Mediterranean cruise from Barcelona.
- *Norwegian Gem* will sail seven-day Bermuda cruises from New York from May through September 2012.
- *Norwegian Jade* will be sailing from Venice on seven-day Greek Isles cruises and seven-day Adriatic, Greece and Turkey cruise.
- *Norwegian Jewel* will sail seven-day Bahamas & Florida cruises from New York from February through April 2012 (excluding four Canada & New England cruises in September and October).
- *Norwegian Star* begins cruising from Tampa sailing seven-day Western Caribbean cruises.
- *Norwegian Sun* sails from Orlando to the Eastern and Western Caribbean in the winter 2012. In addition, *Norwegian Sun* will sail nine-day Baltic cruises round-trip from Copenhagen, Denmark. This is the first time the company has cruised from Copenhagen.

## OCEANIA CRUISES

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**Chief Executives:** Frank Del Rio, chairman and CEO, Prestige Cruise Holdings  
Kunal S. Kamalani, president, Oceania Cruises

**Senior Marketing Executive:** James Rodriguez, senior vice president, sales and marketing

**Senior Sales Executive:** Michael Hirsch, senior vice president of sales

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**Spokesperson:** Gary Gerbino

### Company Profile

A leader in destination cruising, Oceania Cruises offers gourmet cuisine, gracious service and award-winning itineraries at an exceptional value. Five-star menus are crafted under the watchful eye of renowned master chef, Jacques Pépin, the line's executive culinary director. Travelers cruise the world aboard the elegant 684-guest *Regatta*, *Insignia* and *Nautica*, the 1,250-guest *Marina*, and debuting in April 2012, *Riviera*, a sister ship to *Marina*. *Riviera* will feature 625 elegantly appointed and custom-crafted accommodations that are among the largest at sea, ranging from 174 to 2,000+ square feet. Her top suites will exude residential elegance and feature furnishings from Ralph Lauren Home and designs by Dakota Jackson of New York and S.B. Long Interiors of Greenwich, CT. The ship will also feature a Lalique-designed grand lobby, 10 dining venues and numerous bars and lounges. Facilities will include a full-service Canyon Ranch SpaClub, innovative Bon Appétit Culinary Center, swimming pool and hot tubs.

### Cruise Areas & Seasons

Australia & New Zealand, China & Southeast Asia, India & Africa, Greek Isles & Mediterranean, Black Sea, Scandinavia & Russia, Canada & New England, the Caribbean, South & Central America, and Panama Canal.

### Customer Profile

Oceania Cruises appeals to sophisticated Baby Boomers in search of world-class cuisine, unparalleled personal service, and an enriching, in-depth, destination-oriented experience.

Fleet		
NAME	GROSS TONS	BERTHS*
Insignia	30,277	684
Marina	66,000	1,250
Nautica	30,277	684
Regatta	30,277	684
NEW SHIPS		
Riviera (04/12)	66,000	1,250
* <i>Basis Two</i>		

## Cruise News to Use in 2012

- When Oceania Cruises' debuts its highly anticipated new ship, *Riviera*, in April 2012, the line will strengthen its position as a leader in the upper-premium cruise market. At 66,000 tons and carrying 1,250 guests, *Riviera* will feature an unparalleled number of specialty dining options for a mid-size ship, sophisticated and spacious accommodations, a world-class spa and one of only two hands-on cooking schools at sea – the other is found onboard her sister ship *Marina*, which launched in January 2011.
- Oceania Cruises has chartered its 684-guest *Insignia* to Hapag-Lloyd Cruises of Germany for two years, effective April 2012, at the conclusion of her currently published schedules.
- *Riviera's* inaugural schedule begins with a 12-day Maiden Voyage April 24 from Piraeus to Istanbul. From April 24 through Nov. 29, 2012, *Riviera* will offer 12 distinctive itineraries on a total of 20 voyages, calling on ports in France, Italy, Greece, Spain, Portugal and Turkey as well as Israel, Croatia, Cyprus, Montenegro, Morocco and Monaco, with maiden calls in Cephalonia (Argostoli), Motril (Granada) and La Palma in the Canary Islands. Many of the itineraries feature overnight calls, affording an in-depth, enriching destination experience and allowing travelers to immerse themselves in the cuisine, culture and history of that port. Following the Mediterranean sailings, *Riviera* will then cross the Atlantic to the Caribbean where she will operate a series of winter cruises.
- New for 2012, Oceania Cruises will offer theme cruises for the first time. The new "Signature Sailings" are comprised of nine voyages exploring culinary, wine, music and health & wellness themes. Guests will enjoy seminars, hands-on classes, concerts, wine tastings and more. Depending on the voyage, Chef Jacques Pépin, up-and-coming jazz musicians, and noted editors will be special guests.
- **2012 European Collection:** For the first time, Oceania Cruises will operate four ships in Europe on more than 72 sailings, from April through December 2012. Featuring 41 distinct itineraries, including first-ever voyages to Greenland, *Regatta*, *Nautica*, *Marina* and *Riviera* will cover the continent in depth, calling at 145 different ports of call, 12 of which are new for 2012. New ports include Akureyri, Iceland; Cephalonia for Argostoli, Greece; Batumi, Georgia; Cartagena, Spain; Cherbourg, France; Motril for Granada, Spain; Horta, Azores; Qaqortoq, Greenland; La Palma, Canary Islands; Vigo for Santiago de Compostela, Spain; Tasiilaq for Ammassalik Island, Greenland and Trapani, Sicily.
- **2012-2013 Winter Collection:** Oceania Cruises' Winter Collection, features voyages from September 2012 through May 2013 with 22 new itineraries and 15 new ports of call plus all-new Grand Voyages ranging from 23 to 71 days. *Riviera* will make her inaugural forays to the idyllic islands of the Caribbean. Her sister ship, *Marina*, explores the paradise of the South Pacific and the bold landscapes of Australia and New Zealand, sailing to intriguing locales such as the mystifying Easter Island for the first time. *Nautica* returns to the fabled shores of Africa and Asia. *Regatta* lingers amidst the glorious fall foliage of New England and Canada before heading south for the winter to the vibrant coasts of South America.

## PAUL GAUGUIN CRUISES

Paul Gauguin Cruises  
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Web site: www.pgcruiises.com

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Diane Moore, Executive Vice President  
Oscar Abello, Vice President, Product Planning and Revenue Management

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**Spokesperson:** Richard Bailey, Diane Moore

### Company Profile:

Paul Gauguin Cruises, Inc. operates the m/s *Paul Gauguin*, the renowned, award-winning, 5-star plus, luxury cruise ship built specifically to sail the waters of Tahiti, French Polynesia and the South Pacific. Since its maiden voyage in 1997 *The Gauguin* has been the longest continually operating year-round luxury cruise ship in the South Pacific. No other ship in history has offered this level of single-destination focus and expertise on a year-round basis for such an extended period of time. Paul Gauguin Cruises is committed to providing an unequalled luxury cruise experience uniquely tailored to the unparalleled wonders of Tahiti, French Polynesia and the South Pacific. Our numerous World's Best awards demonstrate our dedication to guest satisfaction, excellence, quality and value.

### Cruise Areas & Seasons:

Sailing year round in Tahiti, French Polynesia and the South Pacific

### Customer Profile:

- Experienced and affluent traveler
- Frequent cruiser
- Well-educated
- Active and involved, particularly in charity and cultural organizations
- Heavily influenced by destination and itinerary

Fleet		
NAME	GROSS TONS	BERTHS*
m/s Paul Gauguin	19,200	332
* Basis two		

### Cruise News to Use in 2012

- World-renowned oceanographer and environmentalist **Jean-Michel Cousteau** will join four sailings in 2012 – **May 23, July 11, November 20 and the second week of the December 1, 2012, sailing** – providing

lectures with videos of his work and accompanying guests on several dives throughout the cruise. Also available during June through August and select holiday cruises for a nominal fee of \$299 per child is Mr. Cousteau's "Ambassadors of the Environment Youth Program," introducing young travelers (ages 9-17) to the natural wonders of French Polynesia through interactive, hands-on experiences with island ecosystems.

- Celebrated **Chef Jean-Pierre Vigato**, Chef Propriétaire of the two-star Michelin-rated Restaurant *Apicius* in Paris, will prepare gourmet dishes and offer culinary demonstrations featuring his gastronomic techniques on the **June 23, 2012**, *Tahiti & the Society Islands* sailing.
- For all 2012 sailings, guests can enjoy 50% off standard cruise fares PLUS free roundtrip airfare from Los Angeles (an additional value of up to \$2,700 per couple). Take advantage of these great savings on all Tahiti and French Polynesia cruises in 2012, including *Tahiti & the Society Islands* (7 nights), *Society Islands & Tuamotus* (10 nights), *Cook Islands & Society Islands* (11 nights), and *Marquesas, Tuamotus & Society Islands* (14 nights).
- Legendary celebrity **Chef Art Smith**, Oprah Winfrey's personal chef for 10 years, will join the **March 3, 2012**, *Cook & Society Islands* sailing, bringing his culinary expertise onboard *The Ganguin* with a variety of cooking demonstrations and culinary excursions. He will also host a special event for Tahitian children demonstrating cooking techniques and lessons from his award-winning charity, Common Threads, not for profit.
- Perfect for food and wine lovers, artist **Guy Buffet**, famous for his whimsical portraits of chefs, waiters and restaurant scenes, will join **all December 2012 sailings**, where he will conduct lectures and art demonstrations. His famed paintings will also be available for purchase, signed by the artist himself.
- Hosting a special cocktail party and "town hall" meeting for guests on the **March 31, 2012**, *Tahiti & the Society Islands* sailing is **Diane Moore, President of Paul Ganguin Cruises. Richard Bailey, President and CEO of Pacific Beachcomber**—French Polynesia's leading luxury hotel and cruise operator—and **Chairman of Paul Ganguin Cruises**, will host the same aboard the **April 7, 2012**, sailing to the *Marquesas, Tuamotus & Society Islands*, as well as the **September 1, 2012**, sailing to the *Australs & Society Islands*. He will also be available for informal conversation with guests throughout the cruise.

#### **2012 Sailing Schedule Highlights:**

- **South Pacific Discovery:** Introducing a new 20-night hotel-and-cruise journey to Australia, New Caledonia, Fiji, Tonga, Cook & Society Islands. Departing January 23, 2012, guests enjoying the exclusive package are invited to explore the shores of nine distinctive islands in five archipelagos on a single voyage.
- **Island of Whales:** Departing September 1, 2012, the ship's new *Australs & Society Islands* cruise sails to Rurutu, the "Island of Whales," at the height of whale-watching season.
- **Fiji, Tonga, Cook & Society Islands:** Departing October 27, 2012, and November 20, 2012, *The Ganguin* sets sail on a new journey taking guests not only to the Cook and Society Islands, with their unique cultures and striking views, but also to the remote isles of legendary Fiji and intriguing Tonga.

## PEARL SEAS CRUISES

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**Hotel Service & Operations:** H. Anthony Severn, vice president  
**Public Relations Contacts:** Laura Oncea  
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**Spokesperson:** Laura Oncea

### Company Profile

Pearl Seas Cruises is building new luxury passenger ships for world service. These new ships will each carry 214 passengers. The first ship, *Pearl Mist*, is scheduled to begin cruise service in 2012. The *Pearl Mist* will begin with international cruises in the Canadian Maritimes, St Lawrence Seaway, Great Lakes, Nova Scotia, Newfoundland and New England, and followed later in the year with itineraries in the Caribbean.

Pearl Seas Cruises ships have been designed for the smaller more intimate luxury market offering “Luxury Adventure™.” The ships have innovative modern designs including state of the art technologies and modern amenities; including a spa, elevators to all five decks, Internet access throughout the ship, oversized suites (302-580 square feet), all with private balconies and large opening picture windows offering spectacular views. Every stateroom is fitted with many modern conveniences and amenities expected by the discerning traveler. The ship will be fully stabilized, and meet the newest and most stringent safety and environmental standards. The atmosphere is relaxing and inviting, much like that of a fine private club.

### Cruise Areas & Seasons

**Spring, Summer & Fall:** Canadian Maritimes, New England, Newfoundland, St Lawrence Seaway, Great Lakes  
**Fall & Winter:** Caribbean, Leeward Islands, Windward Islands, British Virgin Islands, US Virgin Island, Panama Canal, Central America.

### Customer Profile

Pearl Seas Cruises is for the discerning traveler generally ages 40+ with a high net worth, well traveled and well educated, in the top 5% of the most affluent North Americans who wish to visit the fascinating ports that large ships can't even dream of reaching.

Fleet		
NAME	GROSS TONS	BERTHS*
NEW SHIPS		
Pearl Mist (2012)	6,000	214
*Basis two		

### **Cruise News to Use in 2012**

- Innovative new vessels will have elegant public rooms and luxurious accommodations amid a relaxing and inviting onboard ambiance.
- Facilities include a spacious dining salon offering one unhurried sitting, several lounges, a well-stocked library and a state-of-the-art spa.
- The ships' spacious suites (each measuring 302-580 square feet) will all feature flat-screen satellite TV and DVD player, individual climate control, Internet access and private balconies with large picture windows that actually open.

## PRINCESS CRUISES

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**Senior Sales Executive:** Jan Swartz, executive vice president, sales, marketing and customer service  
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 Karen Candy, manager, media relations  
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**Spokesperson:** Jan Swartz

### Company Profile

One of the best-known names in cruising, Princess Cruises is a global cruise and tour company operating a fleet of 16 modern ships renowned for their innovative design and wide array of choices in dining, entertainment and amenities, all provided in an environment of exceptional customer service. A recognized leader in worldwide cruising, Princess sails to destinations around the globe on itineraries ranging in length from seven to 107 days. The company is part of Carnival Corporation & plc.

### Cruise Area & Seasons

- **Spring: Caribbean** Hawaii/Tahiti, Mexico, Asia, Panama Canal, South America, South Pacific
- **Summer:** Alaska, Europe, South Pacific/Asia, Hawaiian Islands, South Pacific
- **Fall:** Caribbean, Canada/New England, Hawaiian Islands, Holy Land, Mexico, Asia, Panama Canal, South America, Africa/India, Tahiti & French Polynesia, West Coast
- **Winter: Caribbean** Africa/India, Australia/New Zealand, Mexico, Panama Canal, South America, world cruise
- **Year Round:** Australia & Pacific

### Customer Profile

Princess Cruises offers a wide spectrum of passengers a relaxed and rejuvenating retreat at sea. The line carries 1.3 million passengers each year to more than 300 ports around the world.

Fleet					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Caribbean Princess	113,000	3,080			
Coral Princess	92,000	1,970	Ruby Princess	113,000	3,080
Crown Princess	113,000	3,080	Sapphire Princess	116,000	2,670
Dawn Princess	77,000	1,990	Sea Princess	77,000	1,990
Diamond Princess	116,000	2,670	Star Princess	109,000	2,590
Emerald Princess	113,000	3,080	Sun Princess	77,000	1,990
Golden Princess	109,000	2,590	Ocean Princess	30,277	680
Grand Princess	109,000	2,590	NEW SHIPS		

Island Princess	92,000	1,970	Royal Princess	141,000	3,600
Pacific Princess	30,277	680	Unnamed (spring 2014)	141,000	3,600
<i>*Basis two.</i>					

### **Cruise News to Use in 2012**

- **Royal Princess Debuts in 2013** – The new 141,000-ton, 3,600-passenger Royal Princess will debut in spring 2013, the first of two new-generation ships for Princess currently being built by Italy’s Fincantieri shipyard. The ship’s prototype design will be an evolution of Princess’ classic style, while including some new features and expanded signature spaces. Among the new design elements is an over-water SeaWalk, a top-deck glass-bottomed enclosed walkway extending more than 28 feet beyond the edge of the vessel. Royal Princess will also feature a new adults-only pool surrounded by seven plush private cabanas that appear to be floating on the water. Two additional pools will flank a tropical island that will offer pool seating by day, and by night will become an outdoor dance club, complete with a dazzling water and light show. Princess’ signature adults-only haven, The Sanctuary, will be expanded both in size and amenities. The popular poolside theater, Movies Under the Stars, will play a starring role mid-ship with an expanded size and high-definition viewing. All Royal Princess’ outside cabins will feature balconies, bringing the percentage of balconies on the ships to 80 percent of all staterooms. When it debuts in May 2013, the ship will be the largest in the Princess fleet.
- **Princess Returns to Galveston** – For the first time since 2007, a Princess Cruises ship will again set sail from the port of Galveston, Texas offering cruises to the sunny Western Caribbean. Crown Princess will offer 19 departures from Galveston between December 22, 2012 and April 27, 2013. The seven-day roundtrip Western Caribbean itinerary features ports of call at Costa Maya, Mexico; Roatan, Honduras; Belize City, Belize; and Cozumel, Mexico.
- **Largest Europe Season** – The largest Europe deployment in Princess history, the 2012 season offers a wide selection of sailings through the timeless cities of the Mediterranean, the splendor of Scandinavia and Russia and the intriguing ports of Northern Europe. The season features seven ships sailing on 57 itineraries to 116 destinations, including Caribbean Princess’ European debut and new 14-day Baltic and 16-day Land of the Midnight Sun routes. And 12-day Mediterranean and Greek Isles cruises will continue to offer overnight stays in one of the continent’s most sought-after destinations – Venice.
- **Zumba at Sea** – Zumba® Fitness, the exhilarating dance-fitness program that blends red-hot international music and contagious choreography, is rolling out to the entire Princess Cruises fleet. By January 2012 staff members on all Princess ships will have completed the official training to become licensed Zumba instructors, giving passengers on all vessels an opportunity to join the hip-shaking fun. Princess is the only line to offer Zumba at sea and the classes have quickly become among the most popular activities on board.
- **New Cruisetours** – Princess will introduce three new land tour options as part of the land/sea cruisetour program in 2012-13. In Europe, passengers can now combine their Princess cruise with a river cruise along the timeless Rhine River between Basel and Amsterdam, or they can opt for a tour of magnificent Lake Como and take in the splendors of Switzerland. A new tour “Down Under” offers the opportunity to travel on the historic Ghan Railway from Adelaide into the Outback, following a train originally traveled by Afghan cameleers.
- **Solar Eclipse Cruise** – A special cruise itinerary especially for viewing the total solar eclipse that will occur in northern Australia on November 14, 2012. This roundtrip from Sydney sails north to the ports of Brisbane, Willis Island (scenic cruising), Port Douglas, Airlie Beach and then heads off the coast for scenic cruising to view the eclipse in its area of totality. Dawn Princess departs on November 6, 2012.
- **More California Coastal Itineraries** – Due to popular demand, Sapphire Princess will sail on additional departures of a seven-day California Coastal itinerary cruising roundtrip from Los Angeles. The itinerary, revised for the 2012 season, offers passengers an overnight in San Francisco, plus calls in Santa Barbara,

Catalina, San Diego, and Ensenada. Sailings depart on October 8 and October 13, 2012; March 30, April 6, April 13, April 27 and May 4, 2013.

- **Sapphire Princess Revitalized** – Sapphire Princess will undergo an extensive drydock in January 2012 to become the final ship in the Princess fleet to receive the line’s signature features, including the Movies Under the Stars poolside theater; The Piazza atrium featuring the International Café, Vines wine bar and the new Alfredo’s pizzeria. The ship has also recently debuted The Sanctuary, an adults-only oasis of tranquility with plush loungers and attentive Serenity Stewards. Sapphire Princess will debut her new features in February, 2012.
- **New Sailings from San Francisco** – Passengers will have a variety of cruise options departing from “the City by the Bay” with cruises to Mexico, Hawaii, Alaska, the Panama Canal and an extended Hawaii, Tahiti & South Pacific sailing on Sea Princess that sails from San Francisco to Sydney on a 27-day voyage across the Pacific with calls at Honolulu, Maui (Lahaina), Bora Bora, Tahiti, Pago Pago, Auckland, Christchurch, and Dunedin, with scenic cruising through Fiordland National Park. The sailing departs on September 20, 2012.
- **“Escape Completely Radio” on Pandora** – To help passengers stay connected between cruises and offer them a unique way to remember the feeling of being on a Princess Cruise, the line has launched an exclusive radio station on Pandora internet radio. Available at [www.princess.com/radio](http://www.princess.com/radio), the station features three musical options, each based on the type of music played in the public areas aboard Princess ships. The “Relax” station plays soothing easy listening, the “Rejuvenate” station offers more lively, up-tempo sounds, and “Escape Completely Radio” features a blend of relaxing tunes and energizing tracks.
- **World Cruise VIP Speakers** – On January 13, 2012, Pacific Princess sets sail on a 107-day journey around the world, and joining the ship will be a variety of celebrated speakers who will share their experiences, and enthrall passengers with stories about the golden age of Hollywood, modern-day filmmaking, or life in outer space. Among the speakers scheduled to appear onboard are screen idol Tab Hunter; “Leave it to Beaver” star Jerry Mathers; “The Love Boat’s” Gavin MacLeod; legendary Disney Imagineer Rolly Crump; Suzanne Lloyd, granddaughter of silent film star Harold Lloyd; Oscar-nominated Filmmaker Leslie Iwerks and Space Shuttle Astronaut Robert C. Springer. In addition, a variety of expert lecturers will join the cruise to inform passengers on topics such as World War II history and computer forensics.
- **New Smoking Policy** – Beginning January 15, 2012, Princess ships will have a new onboard smoking policy, with smoking no longer allowed in passenger staterooms or on balconies. The new policy reflects changing customer preferences and the move around the globe – from North America to Europe – to further restrict areas where smoking is allowed.

## REGENT SEVEN SEAS CRUISES

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Mark Conroy, president, Regent Seven Seas Cruises

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**Senior Sales Executive:** Randall Soy, senior vice president sales

**Public Relations Contact:** Gary Gerbino, vice president, corporate communications  
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**Spokesperson:** Mark Conroy, Gary Gerbino

### Company Profile

Regent Seven Seas Cruises is the world's most inclusive luxury cruise line. Fares include all-suite accommodations, round-trip air, highly personalized service, acclaimed cuisine, fine wines and spirits, sightseeing excursions in every port, a pre-cruise luxury hotel package and gratuities. Three award-winning, all-suite vessels (most with private balcony) – *Seven Seas Navigator*, *Seven Seas Mariner*, and *Seven Seas Voyager* – are among the most spacious and luxurious at sea. With some of the highest space-per-guest ratios in the cruise industry, accommodations onboard the intimate Regent Seven Seas Cruises' ships include such requisite amenities as down comforters, fine Egyptian cotton linens, flat-screen televisions, DVD players, and Wi-Fi access. By spring 2012, Penthouse and higher-category suites aboard all three ships will be equipped with iPads.

### Cruise Areas & Seasons

- **Winter (Jan-Mar/Apr):** Australia, New Zealand, South Pacific, Asia, Mediterranean, Caribbean, Central America, Bermuda, Panama Canal, South America
- **Spring/Summer (April-Oct):** Alaska, Mediterranean, Northern Europe,
- **Fall (Oct/Nov-):** Mediterranean, South America, Central America, Caribbean, New England, Canada, Australia, New Zealand, Asia, South Pacific

### Customer Profile

Destination, quality, service and value for luxury are key factors when choosing a cruise for Regent Seven Seas Cruises' target guests. These experienced travelers, ages 55+, are well-educated with a household income of \$200,000+ or with a high net worth.

<b>Fleet</b>		
NAME	GROSS TONS	BERTHS*
Seven Seas Mariner	50,000	700
Seven Seas Navigator	33,000	490
Seven Seas Voyager	46,000	700
* Basis Two		

## Cruise News to Use in 2012

- Recently rated among the “World’s Best Cruise Line” by readers of *Condé Nast Traveler* magazine and “Best Luxury Cruise Experience” by Virtuoso®, Regent Seven Seas Cruises offers the most inclusive ultra-luxury product in the marketplace. Every voyage includes a complimentary pre-cruise stay at a deluxe hotel including breakfast, airport-hotel and hotel-ship transfers; as well as free round-trip air, all-suite accommodations, gourmet cuisine served in open-seating restaurants, fine wine and premium spirits, free and unlimited shore excursions, gratuities and taxes.
- **Concierge-level amenities:** Beginning with the 2012 summer season, guests in categories E and above on *Seven Seas Mariner* (beginning April 2, 2012) and *Seven Seas Voyager* (beginning April 16, 2012) and category D and above on *Seven Seas Navigator* (beginning May 30, 2012) will receive the following exclusive concierge services:
  - Upgraded pre-cruise luxury hotel package
  - Priority online reservations on free, unlimited shore excursions
  - Priority online reservations in the specialty restaurants *Prime 7* and *Signatures*
  - 15 minutes of free phone calls and 60 minutes of free Internet access per suite
  - 25% off premium wine and liquor purchases
  - 10% off pre- or post-cruise hotel or land packages
  - 10% off Regent Choice shore excursions
  - In-suite binoculars, coffee brewer and cashmere blanket
  - Regent Seven Seas Cruises special gift
- *Seven Seas Voyager* emerged from dry dock in September 2011 with elegantly renovated suites and public areas, completing the third phase of the ultra-luxury line’s multi-phase, fleet-wide Seven Seas Signature initiative.
- The **2012 Summer Collection** new and noteworthy elements include three Grand Voyage itineraries, three complimentary pre-or post-cruise land programs and 12 new ports of call.
  - *Seven Seas Voyager* will offer 12 sailings across the Mediterranean and 11 voyages to Northern Europe.
  - *Seven Seas Mariner* calls on the Mediterranean’s most popular ports-of-call with overnights in Barcelona, Venice, Tel Aviv, Monte Carlo and Istanbul.
  - *Seven Seas Navigator* returns to Alaska before sailing beginning its popular New England and Canada series of cruises at the height of the fall foliage.
- 2012-2013 **Winter Collection** boasts new ports of call, five Grand Voyages with exclusive amenities, a new Western Australia cruise, and Business Class upgrades from just \$999 each way.
  - *Seven Seas Voyager* will offer five Grand Voyages, ranging from 54 to 143 nights and departing Rome, Bali, Auckland and Beijing. From December 2012 through April 2013, *Seven Seas Voyager* visits Australia, New Zealand, Thailand, Bali, Vietnam, India, China and Japan. A new 21-night Western Australia cruise, departing December 19, 2012, features maiden calls at Exmouth, Fremantle (Perth), Geraldton and Kangaroo Island.
  - *Seven Seas Mariner’s* “Circle South America” explores many of the Continent’s most popular ports-of-call with a 72-night voyage, roundtrip from Miami departing January 7, 2013. Four shorter South America voyages ranging from 12 to 24 nights focus on the Panama Canal, Chilean Fjords, Brazil, Argentina and the Amazon.
  - *Seven Seas Navigator* voyages to the tropics will now operate roundtrip from Miami, from November 2012 through April 2013, with 16 Eastern and Western Caribbean cruises.

## ROYAL CARIBBEAN INTERNATIONAL

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**Spokesperson:** Tracy Quan

### Company Profile

Royal Caribbean International is a global cruise vacation company with 22 ships in service. Royal Caribbean is known for innovative ships offering unexpected features such as a 3-D movie screen, rock-climbing walls, ice-skating rinks, in-line skating tracks, bungee trampolines, boxing rings and surfing simulators. In 2011, the line announced it will invest approximately \$300 million to bring the latest innovations to the cruise line's ships across the fleet and introduce the highest guest-rated programs from its award-winning Oasis-class ships.

The cruise line appeals to couples, singles and families who want to do, see and experience more on their cruise vacation. Royal Caribbean offers a wide range of activities and amenities for guests of all ages. Its complimentary *Adventure Ocean Youth Program* features programming for kids ages three through 17. In addition, the line's partnership with Fisher-Price, Inc. provides play sessions for infants and toddlers ages six to 36 months and their parents.

Royal Caribbean's *Explorations!* shore excursion program ensures that guests have unforgettable experiences in each port of call. Excursions range from historical and city tours to adventurous outings, including hiking, biking, kayaking, dog sledding, ice climbing, scuba diving, flight-seeing and rappelling.

Royal Caribbean offers itineraries ranging from three to 14 nights in length and takes guests on outstanding adventures to more than 261 destinations throughout the Caribbean, Europe, Alaska, Canada, Mexico, Hawaii, Bermuda, the Panama Canal, Asia, Australia, New Zealand and South America. In addition, the line has two private destinations: CocoCay, a private island in the Bahamas; and Labadee, a beach paradise on the island of Haiti. Royal Caribbean International also offers unique cruisetour vacations in Alaska, Asia, Australia, Canada, Europe, South America and New Zealand.

### Cruise Areas & Seasons

- **Seasonal:** Alaska, Hawaii, New England, Canada, Europe, Australia, New Zealand, Asia and South America
- **Year-round:** Caribbean/Bahamas and Europe
- **Spring:** Bermuda, Alaska, Hawaii, Australia, New Zealand, Europe (Mediterranean, British Isles/Norwegian Fjords, Transatlantic, Scandinavia/Russia)
- **Summer:** Bermuda, Alaska, Europe (Mediterranean, British Isles/Norwegian Fjords, Transatlantic, Scandinavia/Russia)
- **Fall:** Bermuda, Canada/New England, Hawaii, Europe (Mediterranean, British Isles/Norwegian Fjords, Transatlantic, Scandinavia/Russia), Asia, Australia, New Zealand and South America
- **Winter:** Hawaii, Mexico (Riviera), Asia, Australia, New Zealand and South America

## Customer Profile

Royal Caribbean typically appeals to couples and singles in their 30s to 50s as well as family vacationers. Guests are active travelers looking to see, do, and experience more on vacation.

Fleet					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Adventure of the Seas	137,276	3,114	Mariner of the Seas	138,279	3,114
Allure of the Seas	220,000	5,400	Monarch of the Seas	73,937	2,390
Brilliance of the Seas	90,090	2,112	Navigator of the Seas	138,279	3,114
Enchantment of the Seas	82,910	2,252	Oasis of the Seas	252,282	5,400
Explorer of the Seas	137,308	3,114	Radiance of the Seas	90,090	2,112
Freedom of the Seas	154,407	3,634	Rhapsody of the Seas	78,491	1,998
Grandeur of the Seas	73,817	1,950	Serenade of the Seas	90,090	2,112
Independence of the Seas	154,407	3,634	Splendour of the Seas	69,130	1,804
Jewel of the Seas	90,090	2,112	Vision of the Seas	78,340	2,000
Legend of the Seas	69,130	1,804	Voyager of the Seas	137,276	3,114
Liberty of the Seas	154,407	3,634			
Majesty of the Seas	74,077	2,350	*Basis Two		

## Cruise News to Use in 2012

- Royal Caribbean International will invest approximately \$300 million to bring the latest innovations to the cruise line's ships across the fleet and introduce the highest guest-rated programs from its award-winning Oasis-class ships. The revitalizations, planned through 2014, will offer guests a greater variety of new onboard dining and entertainment options, pervasive Wi-Fi, iPod docking stations, and many more amenities, to deliver even more of the "WOW" aboard all Royal Caribbean ships sailing worldwide.
- The Royal Advantage revitalizations began with *Radiance of the Seas* in May 2011, and were followed by *Splendour of the Seas* in November. In 2012, revitalizations are scheduled for Vision-class ships including *Rhapsody of the Seas* (March 2012) and *Grandeur of the Seas* (May 2012), as well as Radiance-class *Serenade of the Seas* (November 2012). Each ship will enter dry dock for approximately one month and re-emerge as even better versions of the ships that guests love, complete with new dining venues, entertainment options, technology enhancements and more.
- Royal Caribbean International continues to deliver the Royal Advantage with the transformation of the elegant and popular Centrum found aboard its Vision-Class ships. Beginning with *Splendour of the Seas*, the Centrum with its sweeping views and central location on the ship reemerged from an extensive revitalization as a new chic and sophisticated venue featuring enriching daytime activities, dazzling nightly entertainment and jaw-dropping aerial spectacles. The Centrum's Champagne Bar also was reinvented, unveiled as a new venue – the R Bar – featuring a sophisticated 1960s vibe, complete with iconic furnishing and signature cocktails mixed by a savvy and personable mixologist.
- Royal Caribbean International marked another industry first with the introduction of iPad mobile digital devices in every stateroom onboard the newly revitalized *Splendour of the Seas*. With a touch of the screen, guests can access the daily Cruise Compass of events and activities; personal daily itineraries, including shore excursions; monitor their onboard account; order room service; view restaurant menus; access the internet; and watch movies. The iPads will be available beginning mid-February 2012 on *Splendour of the Seas* before being extended to all Vision-class ships when each undergoes revitalization in the following two years.

- Offering so many delicious onboard dining options, Royal Caribbean International announced a variety of new food and beverage offerings in 2011 including the selection of James Beard Award-winning chef Michael Schwartz to create new menus for its upscale dining venue, 150 Central Park aboard *Oasis of the Seas*. Additionally *Oasis of the Seas* is now home to the second Starbucks a sea.

## SEABOURN

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### Company Profile

Seabourn is consistently ranked among the world's top travel choices by professional critics and the discerning readers of prestigious travel publications such as Departures, Travel + Leisure and Condé Nast Traveler. Its stylish, distinctive cruising vacations are renowned for:

- Six intimate ships with just 104 or 225 suites
- Unique itineraries visiting must-see cities and hidden gems where larger ships cannot follow
- Intuitive, gracious service provided by a staff passionate about pleasing our guests
- Spacious all-suite accommodations with sweeping ocean views – many with verandas
- Gourmet dining experiences as fine as the best restaurants anywhere
- Fine wines poured with lunch and dinner and open bars throughout the voyage

Carrying just 208 to 450 guests each, Seabourn ships also offer guests an array of value-packed *Signature Delights* on board, such as open bars including wines, spirits and champagne; soothing *Massage Moments* for guests on deck; truly finer dining; designer soaps from Hermes and L'Occitane; *Pure Pampering* suite amenities and therapeutic bathing experiences by Molton Brown, London; *Seabourn to a Tea* fine estate teas and blends served on board; free water sports from the ship's fold-out marina; *Movies Under the Stars*; *Caviar in the Surf* beach barbecues and more. Tipping is neither required nor expected.

Innovative options include Seabourn's *Personal Shopper* excursions with a local expert by private car; *Personal Valet* luggage shipping service from home to suite and back; and a staff of knowledgeable destination experts to help guests plan custom or private arrangements ashore in ports of call.

In 2012, travelers can experience voyages on *Seabourn Quest*, *Seabourn Odyssey* which debuted in 2009, as well as *Seabourn Sojourn*, which debuted in London on June 6, 2010. Hailed as "game-changers for the luxury segment," *Odyssey*, *Sojourn* and *Quest* carry just 450 guests each in 225 ocean-view suites, 90% with private verandas. Among their innovative features is an 11,400-square foot, indoor/outdoor spa facility – the largest on any luxury vessel. They also feature four dining venues, including outdoor casual dining, six bars and lounges and extensive areas of open deck. *Quest* will also sail a 116-day World Cruise starting in January 2013.

### Cruise Areas & Seasons

- **Summer:** Mediterranean; Scandinavia. Russia; Norwegian Fjords
- **Spring:** South America; India, Arabia; Western Europe; Mediterranean; Caribbean; Panama, Belize, Costa Rica; Transatlantic; Amazon
- **Winter:** Arabia, Thailand, Vietnam; Malaysia; South America; Caribbean; Panama, Belize, Costa Rica
- **Fall:** Western Europe, Mediterranean, Spain, India & Arabia, Transatlantic, North America
- **Christmas Holiday:** Caribbean; Thailand, Vietnam; Indonesia/Australia; South America

## **Customer Profile**

Seabourn satisfies an affluent, well-traveled clientele who want the “best of the best” and seek “trophy experiences” in exceptional destinations. Ideal prospects may be frequent guests at exclusive hotels, restaurants, resorts, and upscale tours, who may have not considered a cruise vacation because they are unaware of Seabourn’s intimate, ultra-luxury alternative cruising style.

<b>Fleet</b>		
NAME	GROSS TONS	BERTHS*
Seabourn Legend	10,000	208
Seabourn Odyssey	32,000	450
Seabourn Pride	10,000	208
Seabourn Spirit	10,000	208
Seabourn Sojourn	32,000	450
Seabourn Quest	32,000	450
* Basis two		

## **Cruise News to Use in 2012**

- *Seabourn Odyssey, Sojourn and Quest*– “game-changers for the luxury segment.”
- World’s Best Small-Ship Cruise Line – *Travel + Leisure* 2009, 2010, 2011 “World’s Best Awards.”
- Best Small-Ship Cruise Line – 2010, 2011 *Condé Nast Traveler* Readers’ Choice Awards
- Highest-rated cruise line – *Departures* Luxury Survey (AmEx Platinum & Centurion cardmembers).
- *Condé Nast Traveler* Gold List –honored on every annual edition 1994-2011.
- Never an extra charge for alternative dining.
- SM and CDMA mobile phone service lets guests use their own compatible phones and numbers.
- Seabourn’s *Personal Shopper*<sup>SM</sup> shore services with private car and expert shopping guide.
- *Vintage Seabourn*<sup>SM</sup> premium wines pre-purchase program.
- Flat-screen TVs, music system and movies in all guest suites.
- Award-winning Web site features virtual ship tour, videos.
- Innovative small-plates tasting menus nightly at Restaurant 2 – more casual alternative dining.
- Wi-Fi Internet access in all suites and most public areas.
- Exclusive *Personal Valet*<sup>SM</sup> luggage shipping service – from home to suite and back.
- An extra 10 percent Combo Savings above EBS for booking two cruises up to 17 days.
- Grand Voyage Savings of up to 50 percent for combined voyages of 18 or more days.

## SEADREAM YACHT CLUB

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**Spokesperson:** Adrienne d’Annunzio

### Company Profile

SeaDream Yacht Club is the yachting venture by Norwegian entrepreneur Atle Brynestad, who earlier founded Seabourn Cruise Line. In 2001 he founded SeaDream Yacht Club and now serves as its Chairman. Bob Lepisto is President of the Florida-headquartered SeaDream Yacht Club. The company operates *SeaDream I* and *SeaDream II*, twin, ultra-luxury mega-yacht cruisers that operate on mostly seven-day sailings in the Caribbean, the Mediterranean and the Amazon. The yachts are not only ideal for discerning travelers seeking an unstructured experience but also for small meetings, incentive groups and individual family gatherings. They are available for full charter. SeaDream Yacht Club has been honored with numerous awards and accolades from authoritative publications worldwide. Highly notable among these is:

The Berlitz Complete Guide to Ocean Cruising and Cruise Ships. Since they began sailing under the SeaDream banner, *SeaDream I* and *II* shared the top Five Star Club award in this renowned guidebook. Berlitz guide author Douglas Ward created a special category--- “Utterly Exclusive”--- for only three vessels he said were above luxury. Of the three, two were *SeaDream I* and *II*.

### Cruise Areas & Seasons

- **Summer:** May through October sail the Mediterranean
- **Spring:** Caribbean, Transatlantic
- **Winter:** November through April sail the Caribbean & Amazon
- **Fall:** Mediterranean, Transatlantic
- **Year-End Holidays:** Caribbean

### Customer Profile

Affluent, sophisticated, active and young at heart. SeaDream guests range in age from 30s to 70s, with the average being 49 years old. Offering mainly 7-night itineraries, it appeals to those experienced cruisers who might still be in the workforce with limited leisure time. Those with more time may combine itineraries into 14-day or longer voyages.

Fleet		
NAME	GROSS TONS	BERTHS*
SeaDream I	4,260	112
SeaDream II	4,260	112
* Basis two		

## Cruise News to Use in 2012

- Received Berlitz 5-Star Rating 2003-2011, & 2012
- Named “World’s Best Small Ships” in the Condé Nast Traveller - Readers’ Travel Awards 2011 (Britain)
- Named *SeaDream I* #1 for Service, Small Ship category in the 2011 Cruise Critic - Cruisers’ Choice awards.
- Placed # 1 in Notable Ships category in the Frommer’s 2011 Guide to Cruises and Ports of Call.
- Awarded “Number One for Service” in 2010 Kreuzfahrt Guide (Germany)
- Named “Best Passenger Yacht Experience” in Porthole Magazine’s 2010, Editor-in-Chief Awards
- Named as having the Best Small Ships (under 200 passengers) in The Zagat Survey 2009
- Received Condé Nast Traveler Gold List & Travel + Leisure Worlds’ Best Award 2004 - 2007
- “It’s Yachting, Not Cruising”
  - Inclusive
  - Gourmet dining
  - Exquisite service
  - Flexible schedules and itineraries
  - Intimate ports-of-call
  - Overnight stays in key ports
  - No formal dress code – yacht casual attire
  - SeaDream Spa – 8 Thai massage therapists
  - “Caviar and Champagne Splash” (This is a proprietary designation)
  - Balinese DreamBeds
  - Water sports marina – wave runners, sail boats, water skiing, kayaks
  - Mountain bikes, golf simulator
  - Gratuities included
- Exciting Transatlantic voyages with guest lecturers.
- Intimate ports-of-call that larger cruise ships cannot reach.

## SILVERSEA CRUISES

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### Company Profile

Silversea is a cruise company reflecting generations of maritime and travel experience. In the early 1990s, the Lefebvre family of Rome, former owners of Sitmar Cruises, conceived and organized a unique cruise company pledging to build and operate the highest quality ships in the ultra-luxury segment. The name "Silversea" was chosen because it connotes quality and luxury as well as capturing the romance and special sensations of the sea.

Silversea launched its first ship, *Silver Cloud*, in 1994, followed by *Silver Wind* in 1995, *Silver Shadow* in 2000 and *Silver Whisper* in 2001. The fleet was purpose-built for the ultra-luxury market, establishing a new class of smaller, intimate vessels that could slip into more exotic ports off the beaten path. These elite vessels were specifically designed for fewer guests, more space and the highest levels of personalized service, delivered by Italian officers and European staff. All-ocean view suites, most with private veranda, and open seating dining options so guests dine when, where and with whom they desire, add to the very special ambiance created onboard. But what is also unique is that they incorporate the favorite amenities found on larger ships, such as an elaborate show lounge featuring nightly entertainment, casino, spa and state-of-the-art fitness facility.

Silversea has been voted "World's Best" by the readers of *Condé Nast Traveler* (nine times), *Travel & Leisure* (seven times), and rated Number-One luxury cruise line by high-net-worth consumers in the 2008 Luxury Brand Status Index.

The company's first expedition ship, *Prince Albert II*, debuted in June 2008, heralding the beginning of a new mode in exploration cruising -- where an ultra-luxurious ambiance is just as important as an exotic and enriching itinerary.

December 2009 marked the arrival of *Silver Spirit*, a new 36,000-GRT, 540-guest, ultra-luxury vessel that serves as the flagship of Silversea's six-ship fleet.

In 2011, the expedition ship name was changed to *Silver Explorer* to better reflect the fleetwide luxury and more clearly describe the adventurous style of cruising unique to this vessel.

### Cruise Areas & Seasons

- Mediterranean (Spring/Summer/Fall)
- Northern Europe, Baltic & Arctic Circle (Summer)
- Far East & South Pacific (Winter/Spring)
- South America & Antarctica (Fall/Winter)
- Alaska & Pacific Coast (Summer)
- Amazon, Caribbean & Panama Canal (Fall/Winter/Spring)
- Africa & India (Fall/Winter)
- Australia & New Zealand (Winter)

## **Customer Profile**

Affluent travelers accustomed to the finest hotel and resort accommodations. Travelers interested in experiencing enriching adventures and intriguing destinations, in an atmosphere of luxurious comfort and gracious service.

<b>Fleet</b>					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
Silver Explorer	6,072	132	Silver Spirit	36,000	540
Silver Cloud	16,800	296	Silver Whisper	28,258	382
Silver Shadow	28,258	382	Silver Wind	17,400	298
* <i>Basis Two</i>					

## **Cruise News to Use in 2012**

### **Silversea Launches New Entertainment Program**

Silversea has launched a totally revamped entertainment program created exclusively for the company's ships by Choozi Entertainment.

In a move away from traditional production shows, the new concert-style concept features an outstanding cast of classically trained vocalists and musicians performing a lively celebration of music from Motown to opera to pop and rock. The star-studded cast and production team are headed by visionary director and choreographer Christopher Childers and his sister, Suzanne Childers.

The new shows feature a unique blend of music that follows the decades and offers Silversea guests distinct choices in their entertainment options.

### **Silversea Debuts 19 New Overland Tours in 2012**

In 2012, Silversea Cruises is adding 19 new mid-voyage land adventures. In total, the company will offer more than 50 specially tailored overland excursions. Unlike a partial-day shore tour, these single- or multiple-day inland adventures offer inquisitive travelers more time to enjoy an interactive and immersive experience with the people, history, wildlife and natural attractions that lie just beyond the ports of call.

From the Amazon to Zululand, glaciers to deserts, ancient ruins to modern wonders, Silversea offers an eclectic collection of overland adventures. You can witness the spectacular sand dunes of the Namib Desert, climb the steps of the Potala Palace in Tibet, or observe a passing herd of elephants while you sip tea on the veranda of a colonial manor house in South Africa.

### **Silversea Announces 20 Voyages in 2012 to Feature Relais & Châteaux L'École des Chefs" Cooking School**

Silversea Cruises is pleased to announce that 20 voyages in 2012 will feature the exclusive "Relais & Châteaux L'École des Chefs" interactive cooking school.

Silversea enjoys the privilege of featuring the only Relais & Châteaux L'École des Chefs cooking school at sea. The innovative program -- which is offered completely free of charge -- provides guests with a special culinary curriculum, including hands-on instruction, and entertaining events hosted by Silversea culinary trainer David Bilsland, a former instructor at the prestigious Le Cordon Bleu culinary school in London. He

presents a program developed in collaboration with Jacques Thorel, the owner of L'Auberge Bretonne and a consulting Grand Chef Relais & Châteaux.

The curriculum for each of these cruises is carefully designed to celebrate the cultural flavor of the ship's itinerary. Highlights include specialized workshops covering a range of topics from basic knife skills and kitchen terminology to sauces and baking; cooking demonstrations with wine pairings and interactive Q&A sessions; lively cooking competitions between Chef Bilslund and the ship's own culinary team; a "Lunch and Learn" event offering small groups of guests a chance to sample a delicious meal of specially prepared dishes; and inspired "Take It Home" recipes that will give guests an edge when entertaining at home.

Also offered on certain voyages, when the itinerary permits, is a "Market to Plate" experience that provides an escorted tour of a local market followed by a cooking class, and a "Culinary Outing," an instructor-escorted excursion to a local restaurant, hotel or other venue where guests can enjoy a unique culinary exploration.

### **Silver Shadow Gets Major Makeover**

*Silver Shadow* completed a major refurbishment where extensive renovations were made to most areas of the ultra-luxury ship. Echoing the sophisticated contemporary design themes and warm color palettes of Silversea's newest ship, *Silver Spirit*, some of the highlights of the *Silver Shadow* makeover include:

- **New Look for Suites:** All carpets, headboards, curtains and veranda furniture were completely replaced. The sofas and chairs feature new upholstery. Each suite has a new mattress custom-made exclusively for Silversea. The mattress features an individual spring system with a soft and firm side that can be reversed to suit each guest's preference. There is also a new memory pillow top that covers the mattress when configured as a queen-sized bed. The larger suites (Owner's, Grand, Royal and Silver) have also been outfitted and a new state-of-the-art Bang & Olufsen home audio system.
- **Refreshed Public Areas:** La Terrazza, the Bar, Panorama Lounge, Reception area, Card Room and Conference Room received new upholstery, carpeting, curtains and wall treatments. New carpet was laid in the Observation Lounge. The Spa features new wood flooring with new tiling and wall décor in the treatment rooms. The Restaurant's hardwood floor was completely reconditioned and polished and the chairs dressed in new upholstery. An upgraded sound system was added to the Show Lounge, Panorama Lounge and La Terrazza. New carpet was installed in all corridors, landings and staircases.
- **Upgraded Outdoor Spaces:** The jogging track features all-new synthetic turf, and the pool area has been outfitted with new deck furniture, plus a new sound and light system for evening entertainment and outdoor shows. The pool itself has been upgraded inside and out with new tiles. A large awning was installed over the outdoor dining section of La Terrazza, along with new outdoor furniture. And the Pool Grill, sporting a new awning as well, will become The Grill for evening dining featuring the popular new Black Rock cooking concept that debuted aboard *Silver Spirit*.

## UNIWORLD BOUTIQUE RIVER CRUISES

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### Company Profile

Uniworld River Cruises Inc., headquartered in Los Angeles, was founded in 1976 and was the first river cruise company to focus on the North American traveler. The introduction of all English-speaking river cruises, meals catering to the North American market, pre- and post-extension land programs—all standard offerings today—were the result of innovations introduced by Uniworld. In addition, Uniworld was the first cruise operator to enter many new destinations, including Russia, Ukraine, and Portugal. The company was acquired in 2004 by The Travel Corporation, a highly successful and diversified travel company.

With the financial backing of The Travel Corporation, Uniworld has and continues to make significant capital investments in new ships, product upgrades, and innovative program enhancements. Uniworld opened an office in Basel, Switzerland, as well as satellite offices in the Netherlands and France to ensure complete control over every aspect of product delivery: nautical, hospitality, and land operations. While many of Uniworld's competitors subcontract out their operations, Uniworld made the decision to invest heavily in owning and operating the majority of its ships, which allows the company to have complete control over its entire operation.

Uniworld has a fleet of ten company-owned and operated ships in Europe, as well as charter partnerships in Russia, Egypt, Portugal, China, Vietnam, and Cambodia. Uniworld's fleet has been designed and decorated by the Red Carnation Hotel Collection design team. Red Carnation's award-winning collection of family-run, world-class hotels is renowned for its expertise in operating luxury boutique hotels and a sister company to Uniworld. In recent years, the renowned Red Carnation design team has personally overseen every detail of Uniworld's European ships, helping to create stunning, welcoming interiors. The close synergy shared between Uniworld and Red Carnation has resulted in unparalleled levels of quality of service and stylish luxury, allowing Uniworld to offer the very finest river cruising experience available.

Uniworld's guests enjoy an intimate, boutique cruise experience onboard luxuriously appointed river cruise ships with five-star inclusions. With an average capacity of 130 guests and a ratio of one highly trained crew member to every three guests, Uniworld provides award-winning service and has been recognized as one of the world's best small ship cruise lines in surveys published by both *Condé Nast Traveler* and *Travel + Leisure*. Uniworld's superb food and beverage program—awarded by Zagat as the only river cruise company to receive high standards in dining—has been created by Bernhard Zorn, Uniworld's certified Global Master

Chef, who ensures his team of world-class chefs prepare a wonderful selection of dishes using fresh local produce available from the destinations of each itinerary. Further, Uniworld’s distinctive wine program was developed by Red Carnations renowned sommelier from their Relais & Châteaux member hotel.

Onshore, Uniworld ensures the best quality included excursions hosted by expert English-speaking local guides who use state-of-the-art Quietvox headset systems to enhance guests’ sightseeing experience. All of Uniworld’s itineraries and excursions are planned by Uniworld employees who physically investigate every aspect of each itinerary to ensure the highest level of delivery throughout each cruise.

### **Cruise Areas & Seasons**

Uniworld currently offers over 500 departures sailing on 13 rivers in 20 countries throughout Europe, Russia, Egypt, China, Vietnam, and Cambodia.

### **Customer Profile**

Uniworld’s clientele is a mix of educated and experienced travelers along with a growing number of younger couples and individuals with interests in culture, history, food/wine, and the arts.

<b>Fleet</b>					
NAME	GROSS TONS	BERTHS*	NAME	GROSS TONS	BERTHS*
S.S. Antoinette	N/A	164	River Royale	N/A	132
River Ambassador	N/A	120	River Victoria	N/A	206
River Beatrice	N/A	162	Douro Spirit	N/A	124
River Baroness	N/A	120	River Saigon	N/A	60
River Countess	N/A	134	Victoria Anna	N/A	268
River Duchess	N/A	134	Victoria Jenna	N/A	378
River Empress	N/A	134	Victoria Sophia	N/A	208
River Princess	N/A	132	River Tosca	N/A	82
River Queen	N/A	132	Prince Abbas	N/A	140
* Basis Two					

### **Cruise News to Use in 2012**

#### **New Itineraries in 2012**

Uniworld will introduce its most extensive collection of itineraries ever with four new programs in Europe and Asia:

- **Gems of Germany, Belgium & the Netherlands with Floriade:** Brussels to Cologne, 8 Days
- **Grand Treasures of Europe with Floriade:** Brussels to Prague, 17 Days
- **Timeless Wonders of Vietnam, Cambodia & the Mekong:** Ho Chi Minh to Hanoi, 15 Days
- **Grand Asia & the Mekong:** Beijing to Hanoi, 24 Days

#### **Uniworld Upgrades Hotels in Asia and Egypt**

When traveling through Asia, guests will enjoy world-class properties such as The Ritz-Carlton, Sofitel, Shangri-La, and Intercontinental. In Egypt, guests will stay at the Four Seasons Cairo at Nile Plaza.

### New Ships in 2012 and 2013

Uniworld will introduce the beautiful *River Saigon* along the Mekong River in January 2012. This new ship with only 30 staterooms will provide the ultimate in cruising comfort. In 2013, Uniworld will continue its legacy of innovative ship building with the launch of the *River Orchid* along the Mekong.

### Uniworld Innovates

Uniworld has been the first to market with a number of innovative initiatives in the river cruising segment, such as *al fresco* dining, Family-Friendly Cruises, and its Epicurean Adventurer Program™. In 2012, Uniworld will launch several new programs that allow travelers to customize their river cruise experience like never before. These programs are included in the price of Uniworld's river cruises in Europe, and they include:

- **Choice Is Yours™**: Travelers who have previously visited a destination will have additional included guided excursions to choose from, so they can experience new gems.
- **Go Active**: For travelers who crave a more active adventure, Uniworld has preselected the best local opportunities to explore the outdoors with complimentary bicycles and Nordic walking sticks.
- **Gentle Walking**: Guests who prefer a more relaxed pace and would like to have more time to linger, can join a slower-paced group with its own English-speaking local guide.
- **Exclusive Excursions**: These are customized excursions available only to Uniworld's guests, including special wine tastings in castles with royalty, guided art tours, archaeological visits, and so much more.
- **Epicurean Adventurer Program™**: On 17 itineraries, Uniworld offers our exclusive Epicurean Adventurer Program, which is designed to take guests deeper into the wonderful world of food and wine.
- **Multigenerational Family-Friendly Cruises**: Those clients who wish to share the gift of travel with their younger family members, can enjoy "Burgundy & Provence" and "Paris & Normandy" with family-friendly dates and pricing.

## WINDSTAR CRUISES

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### Company Profile

Windstar Cruises operates a fleet of three luxury sailing yachts that explore the hidden harbors and secluded coves of the world's most treasured destinations in Europe, the Greek Isles, the Baltic, Caribbean, Costa Rica and the Panama Canal, cruising to nearly 50 nations, calling at 100 different ports. A voyage on a Windstar luxury cruise feels like your own private yacht – luxurious amenities, gourmet cuisine, exceptional service, the world's most exotic and unique ports of call, and the exhilarating thrill of actually sailing the high seas – an experience you won't find with any other luxury line.

Yacht staterooms and suites all have ocean views and are furnished with Bose SoundDock speakers for Apple iPod Nanos, flat screen televisions, luxury linens and mattresses, Egyptian cotton towels, waffle-weave robes and slippers, L'Occitane amenities, fresh fruit and flowers. *Wind Surf's* suites also include an extra bath, flat screen television and sitting area, and bridge suites offers everything in a suite, along with the additional luxury of a spacious private living room and relaxing whirlpool spa.

Dining is all about choice and highlights the local cuisine of regions traveled. Guests enjoy culinary wonders in The Restaurant and Candles Grill on all three yachts, along with Degrees and Le Marché on *Wind Surf*. The Restaurant showcases world-class menus prepared by Windstar's expert culinary team. Degrees features fresh and seasonal preparations of Mediterranean cuisine with authentic ingredients and cooking techniques. Dine under sail at Candles, enjoying water views, exquisite sunsets and star-filled skies or poolside at seafood bar Le Marché, for the freshest catch of the day.

Windstar offers certified organic O SPA London products and services from London's famed The OnboardSpa Company in each of the yacht's WindSpa. A variety of certified organic spa rituals, salon services and fitness programs are available to guests. Water sports enthusiasts will appreciate the up-close and personal views of the world's most dramatic coastlines with Windstar's complimentary waterskiing, windsurfing, sailing, ski-tubing and kayaking from the ship's aft Marina Deck (when ship is at anchor, subject to local restrictions and weather conditions). After a day on shore, a dip in the pool or whirlpool is a perfect retreat before dinner. In the evening, unwind with a glass of wine and live music in the Lounge or try a hand of blackjack in the Casino.

### Cruise Areas & Seasons

- **Fall:** Europe, Greek Isles, Transatlantic
- **Winter:** Costa Rica, Caribbean, Panama Canal

- **Spring:** Costa Rica, Caribbean, Panama Canal, Transatlantic
- **Summer:** Europe, Baltic, Greek Isles

### **Customer Profile**

Windstar passengers seek upscale luxury accommodations, but desire a casually elegant atmosphere. Cruisers range in age from 40s to 70s, average income \$175,000-plus. They are professionals, experienced travelers and first-time cruisers. Windstar is couples-oriented, perfect for honeymooners, anniversary celebrants and adult family reunions. Windstar handles a good amount of charter and incentive travel business each year.

<b>Fleet</b>		
NAME	GROSS TONS	BERTHS*
Wind Spirit	5,703	148
Wind Star	5,703	148
Wind Surf	14,745	312
* Basis two		

### **Cruise News to Use in 2012**

#### **Windstar’s \$18 Million Fleet Refurbishment Plan**

Windstar recently announced an \$18 million fleet refurbishment plan, the most extensive in Windstar’s history. These enhancements will offer guests a luxurious “boutique yacht vacation” experience that is “180 Degrees from Ordinary.” Each yacht will receive stylish, new furniture, upholstery, art, lighting, wall coverings, carpeting, ceiling finishes, window treatments, and floor coverings, elevating the look and feel to ultimate luxury at sea, providing an unparalleled guest experience.

#### **New 2012 Itineraries**

Windstar’s new 2012 voyage collection allows guests an even greater discovery of the world’s most legendary places and hidden harbors. From the diverse cultures of the Caribbean to the natural wonders of Panama and Costa Rica – from the mysterious countries of Russia and Turkey to the breathtaking landscapes of Norway and Sweden. Each voyage is artfully planned to bring guests closer to the adventure, history and romance of each destination.

Windstar’s new itineraries in 2012 are: Passage Through Panama, Flavors of the Caribbean, Classic Mediterranean, Glitter and Glam of the Rivas, Islands of Italy, Treasures of Northern Europe, Capitals of Scandinavia, and Best of the Baltic.

#### **New Hotel and Land Packages**

Now a Windstar cruise can become a complete vacation with our new hotel and land packages. The packages allow guests to enjoy legendary cities and a renowned hotel before or after their sailing and are available pre- or post-cruise for 1, 2, or 3 nights in the following cities: Athens, Greece; Bridgetown, Barbados; Barcelona, Spain; Colón, Panama; Istanbul, Turkey; Le Havre, France; Lisbon, Portugal; Nice, France; Oslo, Norway; Rome, Italy; San José, Costa Rica; Marigot, St. Martin; Philipsburg, St. Maarten; Stockholm, Sweden; and Venice, Italy.

Windstar’s small-group land packages are a great way to extend a Windstar cruise on shore and provide intimate escorted group tours that are expertly crafted complete with sightseeing, transfers, accommodations, portage, and daily breakfast. The land packages are available in: Monteverde, Costa Rica; Tortuguero, Costa Rica; Barcelona, Spain; Rome, Italy; Venice, Italy; Athens, Greece; and Istanbul, Turkey.

## THE CLIA FLEET

## By Member Line

As of January 1, 2011

### AMA WATERWAYS

ms Amabella  
ms Amacello  
ms Amadagio  
ms Amadante  
ms Amadolce  
ms Amakatarina  
ms Amalegro  
ms Amalotus  
ms Amalyra  
ms Amaverde  
ms La Marguerite  
ms Swiss Pearl

### AMERICAN CRUISE LINES

American Glory  
American Spirit  
American Star  
Independence  
Queen of the Mississippi (2012)  
Queen of the West

### AVALON WATERWAYS

Avalon Affinity  
Avalon Angkor (2012)  
Avalon Creativity  
Avalon Felicity  
Avalon Imagery  
Avalon Luminary  
Avalon Panorama  
Avalon Scenery  
Avalon Tapestry  
Avalon Tranquility  
Avalon Visionary (2012)  
Avalon Vista (2012)  
ms Kasr Ibrim  
ms Mayfair  
M/V Santa Cruz  
Royal Lotus  
Victoria Anna  
Victoria Jenna

### AZAMARA CLUB CRUISES

Azamara Journey

**CARNIVAL CRUISE LINES**

- Azamara Quest
- Carnival Breeze (2012)
- Carnival Conquest
- Carnival Destiny
- Carnival Dream
- Carnival Ecstasy
- Carnival Elation
- Carnival Fantasy
- Carnival Fascination
- Carnival Freedom
- Carnival Glory
- Carnival Imagination
- Carnival Inspiration
- Carnival Legend
- Carnival Liberty
- Carnival Magic (05/11)
- Carnival Miracle
- Carnival Paradise
- Carnival Pride
- Carnival Sensation
- Carnival Spirit
- Carnival Splendor
- Carnival Triumph
- Carnival Valor
- Carnival Victory

**CELEBRITY CRUISES**

- Celebrity Century
- Celebrity Constellation
- Celebrity Eclipse
- Celebrity Equinox
- Celebrity Infinity
- Celebrity Mercury
- Celebrity Millennium
- Celebrity Reflection (2012)
- Celebrity Silhouette
- Celebrity Solstice
- Celebrity Summit
- Celebrity Xpedition

**COSTA CRUISES**

- Costa Allegra
- Costa Atlantica
- Costa Classica
- Costa Concordia
- Costa Deliziosa

Costa Fascinosa (2012)  
Costa Favolosa  
Costa Fortuna  
Costa Luminosa  
Costa Magica  
Costa Marina  
Costa Mediterranea  
Costa Pacifica  
Costa Romantica  
Costa Serena  
Costa Victoria

**CRYSTAL CRUISES**

Crystal Serenity  
Crystal Symphony

**CUNARD LINE**

Queen Elizabeth  
Queen Mary 2  
Queen Victoria

**DISNEY CRUISE LINE**

Disney Dream  
Disney Fantasy (2012)  
Disney Magic  
Disney Wonder

**HOLLAND AMERICA LINE**

Amsterdam  
Eurodam  
Maasdam  
Nieuw Amsterdam  
Noordam  
Oosterdam  
Prinsendam  
Rotterdam  
Ryndam  
Statendam  
Veendam  
Volendam  
Westerdam  
Zaandam  
Zuiderdam

**HURTIGRUTEN**

Fram  
Kong Harald  
Lofoten  
Midnatsol  
Nordkapp

Nordlys  
Nordnorge  
Nordstjernen  
Polarlys  
Richard With  
Trollfjord  
Vesteralen

#### **LOUIS CRUISES**

Ms Louis Cristal  
Ms Louis Majesty

#### **MSC CRUISES**

MSC Armonia  
MSC Divina (2012)  
MSC Fantasia  
MSC Lirica  
MSC Magnifica  
MSC Melody  
MSC Musica  
MSC Opera  
MSC Orchestra  
MSC Poesia  
MSC Sinfonia  
MSC Splendida

#### **NORWEGIAN CRUISE LINE**

Norwegian Dawn  
Norwegian Epic  
Norwegian Gem  
Norwegian Jade  
Norwegian Jewel  
Norwegian Pearl  
Norwegian Sky  
Norwegian Spirit  
Norwegian Star  
Norwegian Sun  
Pride of America  
Norwegian Breakaway (2013)  
Norwegian Getaway (2014)

#### **OCEANIA CRUISES**

Insignia  
Marina  
Nautica  
Regatta  
Riviera (2012)

#### **PAUL GAUGUIN CRUISES**

ms Paul Gauguin

**PEARL SEAS CRUISES**

Pearl Mist (2012)

**PRINCESS CRUISES**

Caribbean Princess  
Coral Princess  
Crown Princess  
Dawn Princess  
Diamond Princess  
Emerald Princess  
Golden Princess  
Grand Princess  
Island Princess  
Ocean Princess  
Pacific Princess  
Ruby Princess  
Sapphire Princess  
Sea Princess  
Star Princess  
Sun Princess  
Royal Princess (spring 2013)  
Unnamed (spring 2014)

**REGENT SEVEN SEAS CRUISES**

Seven Seas Mariner  
Seven Seas Navigator  
Seven Seas Voyager

**ROYAL CARIBBEAN INTERNATIONAL**

Adventure of the Seas  
Allure of the Seas  
Brilliance of the Seas  
Enchantment of the Seas  
Explorer of the Seas  
Freedom of the Seas  
Grandeur of the Seas  
Independence of the Seas  
Jewel of the Seas  
Legend of the Seas  
Liberty of the Seas  
Majesty of the Seas  
Mariner of the Seas  
Monarch of the Seas  
Navigator of the Seas  
Oasis of the Seas  
Radiance of the Seas  
Rhapsody of the Seas  
Serenade of the Seas

Splendour of the Seas  
Vision of the Seas  
Voyager of the Seas

**SEABOURN**

Seabourn Legend  
Seabourn Odyssey  
Seabourn Pride  
Seabourn Quest  
Seabourn Sojourn  
Seabourn Spirit

**SEADREAM YACHT CLUB**

SeaDream I  
SeaDream II

**SILVERSEA CRUISES**

Prince Albert II  
Silver Cloud  
Silver Shadow  
Silver Spirit  
Silver Whisper  
Silver Wind

**UNIWORLD BOUTIQUE RIVER CRUISES**

Douro Queen  
River Ambassador  
River Baroness  
River Beatrice  
River Countess  
River Duchess  
River Empress  
River Princess  
River Queen  
River Royale  
River Tosca

**WINDSTAR CRUISES**

Wind Spirit  
Wind Star  
Wind Surf

## THE CLIA FLEET

## By Ship

As of January 1, 2012

Adventure of the Seas	Royal Caribbean International
Allure of the Seas	Royal Caribbean International
American Glory	American Cruise Lines
American Spirit	American Cruise Lines
American Star	American Cruise Lines
Amsterdam	Holland America Line
Avalon Affinity	Avalon Waterways
Avalon Angkor (2012)	Avalon Waterways
Avalon Creativity	Avalon Waterways
Avalon Felicity	Avalon Waterways
Avalon Imagery	Avalon Waterways
Avalon Luminary	Avalon Waterways
Avalon Panorama	Avalon Waterways
Avalon Scenery	Avalon Waterways
Avalon Tapestry	Avalon Waterways
Avalon Tranquility	Avalon Waterways
Avalon Visionary (2012)	Avalon Waterways
Avalon Vista (2012)	Avalon Waterways
Azamara Journey	Azamara Club Cruises
Azamara Quest	Azamara Club Cruises
Brilliance of the Seas	Royal Caribbean International
Caribbean Princess	Princess Cruises
Carnival Breeze (2012)	Carnival Cruise Lines
Carnival Conquest	Carnival Cruise Lines
Carnival Destiny	Carnival Cruise Lines
Carnival Dream	Carnival Cruise Lines
Carnival Ecstasy	Carnival Cruise Lines
Carnival Elation	Carnival Cruise Lines
Carnival Fantasy	Carnival Cruise Lines
Carnival Fascination	Carnival Cruise Lines
Carnival Freedom	Carnival Cruise Line
Carnival Glory	Carnival Cruise Lines
Carnival Imagination	Carnival Cruise Lines
Carnival Inspiration	Carnival Cruise Lines
Carnival Legend	Carnival Cruise Lines
Carnival Liberty	Carnival Cruise Lines
Carnival Magic	Carnival Cruise Lines
Carnival Miracle	Carnival Cruise Lines
Carnival Paradise	Carnival Cruise Lines
Carnival Pride	Carnival Cruise Lines
Carnival Sensation	Carnival Cruise Lines

Carnival Spirit	Carnival Cruise Lines
Carnival Splendor	Carnival Cruise Lines
Carnival Triumph	Carnival Cruise Lines
Carnival Valor	Carnival Cruise Lines
Carnival Victory	Carnival Cruise Lines
Celebrity Century	Celebrity Cruises
Celebrity Constellation	Celebrity Cruises
Celebrity Eclipse	Celebrity Cruises
Celebrity Equinox	Celebrity Cruises
Celebrity Infinity	Celebrity Cruises
Celebrity Mercury	Celebrity Cruises
Celebrity Millennium	Celebrity Cruises
Celebrity Reflection (2012)	Celebrity Cruises
Celebrity Silhouette	Celebrity Cruises
Celebrity Solstice	Celebrity Cruises
Celebrity Summit	Celebrity Cruises
Celebrity Xpedition	Celebrity Cruises
Coral Princess	Princess Cruises
Costa Allegra	Costa Cruises
Costa Atlantica	Costa Cruises
Costa Classica	Costa Cruises
Costa Concordia	Costa Cruises
Costa Deliziosa	Costa Cruises
Costa Fascinosa (2012)	Costa Cruises
Costa Favolosa	Costa Cruises
Costa Fortuna	Costa Cruises
Costa Luminosa	Costa Cruises
Costa Magica	Costa Cruises
Costa Marina	Costa Cruises
Costa Mediterranea	Costa Cruises
Costa Pacifica	Costa Cruises
Costa Romantica	Costa Cruises
Costa Serena	Costa Cruises
Costa Victoria	Costa Cruises
Crown Princess	Princess Cruises
Crystal Serenity	Crystal Cruises
Crystal Symphony	Crystal Cruises
Dawn Princess	Princess Cruises
Diamond Princess	Princess Cruises
Disney Dream	Disney Cruise Line
Disney Fantasy (2012)	Disney Cruise Line
Disney Magic	Disney Cruise Line
Disney Wonder	Disney Cruise Line
Douro Queen	Uniworld Boutique River Cruises

Emerald Princess	Princess Cruises
Enchantment of the Seas	Royal Caribbean International
Eurodam	Holland America Line
Explorer of the Seas	Royal Caribbean International
Fram	Hurtigruten
Freedom of the Seas	Royal Caribbean International
Golden Princess	Princess Cruises
Grand Princess	Princess Cruises
Grandeur of the Seas	Royal Caribbean International
Independence	American Cruise Line
Independence of the Seas	Royal Caribbean International
Insignia	Oceania Cruises
Island Princess	Princess Cruises
Jewel of the Seas	Royal Caribbean International
Kong Harald	Hurtigruten
Legend of the Seas	Royal Caribbean International
Liberty of the Seas	Royal Caribbean International
Lofoten	Hurtigruten
Maasdam	Holland America Line
Majesty of the Seas	Royal Caribbean International
Marina (01/11)	Oceania Cruises
Mariner of the Seas	Royal Caribbean International
Midnatsol	Hurtigruten
Mississippi Riverboat (2012)	American Cruise Lines
Monarch of the Seas	Royal Caribbean International
Ms Amabella	AMA Waterways
ms Amacello	AMA Waterways
ms Amadagio	AMA Waterways
ms Amadante	AMA Waterways
ms Amadolce	AMA Waterways
ms Amadouro	AMA Waterways
ms Amakatarina	AMA Waterways
ms Amalotus	AMA Waterways
ms Amalyra	AMA Waterways
ms Amaverde	AMA Waterways
ms Kasr Ibrim	Avalon Waterways
ms La Marguerite	AMA Waterways
ms Mayfair	Avalon Waterways
ms Paul Gauguin	Paul Gauguin Cruises
ms Swiss Pearl	AMA Waterways
MSC Armonia	MSC Cruises
MSC Divina (2012)	MSC Cruises
MSC Fantasia	MSC Cruises
MSC Lirica	MSC Cruises

MSC Magnifica	MSC Cruises
MSC Melody	MSC Cruises
MSC Musica	MSC Cruises
MSC Opera	MSC Cruises
MSC Orchestra	MSC Cruises
MSC Poesia	MSC Cruises
MSC Sinfonia	MSC Cruises
MSC Splendida	MSC Cruises
M/V Santa Cruz	Avalon Waterways
mv Louis Cristal	Louis Cruises
mv Louis Majesty	Louis Cruises
Nautica	Oceania Cruises
Navigator of the Seas	Royal Caribbean International
Nieuw Amsterdam	Holland America Line
Noordam	Holland America Line
Nordkapp	Hurtigruten
Nordlys	Hurtigruten
Nordnorge	Hurtigruten
Nordstjernen	Hurtigruten
Norwegian Dawn	Norwegian Cruise Line
Norwegian Epic	Norwegian Cruise Line
Norwegian Gem	Norwegian Cruise Line
Norwegian Jade	Norwegian Cruise Line
Norwegian Jewel	Norwegian Cruise Line
Norwegian Pearl	Norwegian Cruise Line
Norwegian Sky	Norwegian Cruise Line
Norwegian Spirit	Norwegian Cruise Line
Norwegian Star	Norwegian Cruise Line
Norwegian Sun	Norwegian Cruise Line
Oasis of the Seas	Royal Caribbean International
Ocean Princess	Princess Cruises
Oosterdam	Holland America Line
Pacific Princess	Princess Cruises
Pearl Mist (2012)	Pearl Seas Cruises
Polarlys	Hurtigruten
Pride of America	Norwegian Cruise Line
Prince Albert II	Silversea Cruises
Prinsendam	Holland America Line
Queen Elizabeth	Cunard Line
Queen Mary 2	Cunard Line
Queen of the Mississippi	American Cruise Lines
Queen of the West	American Cruise Lines
Queen Victoria	Cunard Line
Radiance of the Seas	Royal Caribbean International

Regatta  
Rhapsody of the Seas  
Richard With  
River Ambassador  
River Baroness  
River Beatrice  
River Countess  
River Duchess  
River Empress  
River Princess  
River Queen  
River Royale  
River Tosca  
Riviera (2012)  
Rotterdam  
Royal Lotus  
Ruby Princess  
Ryndam  
Sapphire Princess  
Seabourn Legend  
Seabourn Odyssey  
Seabourn Pride  
Seabourn Quest  
Seabourn Sojourn  
Seabourn Spirit  
SeaDream I  
SeaDream II  
Sea Princess  
Serenade of the Seas  
Seven Seas Mariner  
Seven Seas Navigator  
Seven Seas Voyager  
Silver Cloud  
Silver Shadow  
Silver Spirit  
Silver Whisper  
Silver Wind  
Splendour of the Seas  
Star Princess  
Statendam  
Sun Princess  
Trollfjord  
Veendam  
Vesteralen

Oceania Cruises  
Royal Caribbean International  
Hurtigruten  
Uniworld Boutique River Cruises  
Oceania Cruises  
Holland America Line  
Avalon Waterways  
Princess Cruises  
Holland America Line  
Princess Cruises  
Seabourn  
Seabourn  
Seabourn  
Seabourn  
Seabourn  
Seabourn  
SeaDream Yacht Club  
SeaDream Yacht Club  
Princess Cruises  
Royal Caribbean International  
Regent Seven Seas Cruises  
Regent Seven Seas Cruises  
Regent Seven Seas Cruises  
Silversea Cruises  
Silversea Cruises  
Silversea Cruises  
Silversea Cruises  
Silversea Cruises  
Royal Caribbean International  
Princess Cruises  
Holland America Line  
Princess Cruises  
Hurtigruten  
Holland America Line  
Hurtigruten

Victoria Anna  
Victoria Jenna  
Vision of the Seas  
Voyager of the Seas  
Volendam  
Westerdam  
Wind Spirit  
Wind Star  
Wind Surf  
Zaandam  
Zuiderdam

Norwegian Breakaway (spring 2013)  
Norwegian Getaway (spring 2014)  
Royal Princess (spring 2013)  
Unnamed (spring 2014)

Avalon Waterways  
Avalon Waterways  
Royal Caribbean International  
Royal Caribbean International  
Holland America Line  
Holland America Line  
Windstar Cruises  
Windstar Cruises  
Windstar Cruises  
Holland America Line  
Holland America Line

Norwegian Cruise Line  
Norwegian Cruise Line  
Princess Cruises  
Princess Cruises