



CONTENTS

A MESSAGE FROM CLIA

Page 01

NEWS YOU CAN USE

Spotlight on 2017 Partner Benefits

Page 02

PUBLIC AFFAIRS UPDATE

CLIA Continues Its Education on the Industry's Environment Efforts

Page 03

TECHNICAL & REGULATORY UPDATE

Webb Institute Tour of Crystal Serenity Asia Pacific Cruise Congress – Baoshan

Page 03

CLIA Welcomes First Regional Cruise Dialogue for the Baltic

Environment Regulatory Developments – Notes from CLIA's Delegation to the 70th Session of the IMO's Marine Environment Protection Committee (MEPC 70)

Page 04

CLIA EVENT OVERVIEW

New Event! CLIA Executive Partner Conference

CLIA Events at Seatrade Cruise Global

Page 05

CALENDAR OF EVENTS

Upcoming Global Events

Page 06

WHAT'S NEW AT CLIA

Page 06

MEMBER SPOTLIGHT

Page 07

PARTNER NEWS

Page 08



A MESSAGE FROM CLIA



A NOTE FROM BO LARSEN & MARLA PHANEUF

Hello,

As you all know, CLIA's mission is to help you succeed by advocating, educating and promoting for the common interests of the global cruise community but, we at CLIA, cannot do it all alone. You, as valuable members, are instrumental in the growth and success of the cruise industry and all your efforts have not gone unnoticed.

Looking towards 2017, CLIA has added many new benefits to the 2017 Executive Partner Member Program. We want to thank you for all for your wonderful feedback on the 2016 Executive Partner Member Program. Your insights have helped us shape the program for 2017. We want to provide you with the best experience and are constantly making updates useful updates to the program for your benefit. You will get to read more about the 2017 program later this newsletter.

Lastly, we hope you are all enjoying this year's Executive Partner Summit and thank you for your valiant support of CLIA and the cruise industry. We look forward to your participation in future events in 2017.

Best,

Marla Phaneuf & Bo Larsen

SPOTLIGHT ON 2017 PARTNER BENEFITS

We are busy planning a fantastic year of opportunities to help you elevate your profile, increase your influence and continue high level engagement with senior cruise industry leaders

Following your insightful and constructive feedback to our 2016 Annual Satisfaction Survey in May we have incorporated as many of your suggestions as possible into our 2017 membership program to enhance and tailor your membership to your business needs.

Here are just a few highlights for next year:

Events & Sponsorship Opportunities

- CLIA Executive Partner Conference | London, February 2017
- CLIA Events at Seatrade Cruise Global | Ft. Lauderdale, March
 - Business on the Beach
 - CLIA Connect Reception
 - Diamond Executive Partner Dinner
- Cruise360 North America | Ft. Lauderdale, April
- Summit At Sea | Hamburg to Southampton, May 9 - 12
- Travel Agent Conference | Southampton, UK, May
- Congressional Cruise Caucus | Washington, DC, May
- Port & Destination Summit | Hamburg, September
- CLIA Europe Annual Cocktail Reception | Hamburg, September
- Cruise360 Australasia | Sydney, September
- Executive Partner Summit | Miami, November
- River Cruise Convention | Amsterdam, November
- Annual Gala Dinners for CLIA Europe, CLIA UK and CLIA Italy

Marketing & Promotional Opportunities:

- 14 New opportunities to access the CLIA Travel Agent network
- Profile listing in 2017 Who's Who Directory
- Feature in monthly CLIA newsletters
- Company recognition on cruising.org
- 2017 Partner tier logo
- Advertising Opportunities in Travel & Cruise Magazine

[Click here](#) to download the preview brochure.

For full listings of all the benefits for your CLIA Partner Community please turn to the following pages of our 2017 brochure:

- P.33 – Port & Destination Community Benefits
- P.35 – Travel & Tourism Community Benefits
- P.38 – Technical & Supply Chain Community Benefits
- P.40 – Professional Services Community Benefits



PUBLIC AFFAIRS UPDATE

CLIA CONTINUES ITS EDUCATION ON THE INDUSTRY'S ENVIRONMENT EFFORTS

This year, CLIA has focused on assisting the cruise community tell the industry's positive story in the area of environmental stewardship. As part of its outreach, CLIA continues to work to educate the public and news media about the cruise industry's environmental efforts. In educating these audiences, CLIA has provided content and contributed to numerous media outlets covering cruise ships and the environment.

Below are some of the pieces on the cruise industry's efforts:

- [For cruise lines, environmental sustainability means good business](#), Huffington Post, op-ed Cindy D'Aoust, president & CEO

- [Marketplace Morning Report](#), Marketplace Radio (10/24/16), interview with Bud Darr, senior vice president technical and regulatory affairs
- [How are Tighter Emissions Regulations Impacting the Global Cruise Liner Industry?](#), S&P Global Platts, interview with Bud Darr, senior vice president technical and regulatory affairs
- [Cruise Lines: Protecting And Preserving The Environment](#), NAPS, CLIA column
- [Cruise Lines Test Baltic Port Reception Facilities](#), The Maritime Executive

Don't forget to take a look at our [environment infographic](#), [environmental efforts video](#) and [2016 sustainability report](#) if you missed them!

TECHNICAL AND REGULATORY UPDATE

WEBB INSTITUTE TOUR OF CRYSTAL SERENITY

CLIA and Crystal Cruises organized a tour of the *Crystal Serenity* for 28 freshmen naval architecture and marine engineering students from [Webb Institute](#) that took place on Sunday, October 2 at the Manhattan Cruise Terminal.

Located in Glen Cove, NY, Webb Institute is a unique, top-ranked undergraduate institution offering one academic option, a double major in naval architecture and marine engineering. The freshmen students and the Academic Dean had the privilege to learn about the ship and its equipment directly from members of the bridge team. Special thanks to Crystal Cruises and the team aboard the *Crystal Serenity* for their efforts in making this tour possible.



ASIA PACIFIC CRUISE CONGRESS – BAOSHAN

CLIA participated in the conference program for Seatrade's Asia Pacific Cruise Congress in Baoshan (Shanghai), China on 11-13, October. Bud Darr, CLIA's SVP for Technical and Regulatory Affairs, gave a formal presentation to government officials on the global cruise industry and its regulatory aspects. He also moderated a panel on Technical and Regulatory Affairs that featured experts from Lloyd's Register (Diamond EP), Royal Caribbean Cruises, Carnival Asia, Shanghai University, Holman Fenwick & Willan (Diamond EP), GE (Gold EP), and the US Vessel Sanitation Program. The subjects covered in the very lively session included Environmental Stewardship, Shipboard Safety, Public Health,

Inspection Activities, and Cyber Security. The event was very well attended, with more than 900 registered delegates, and much was learned through the exchanges between industry and government representatives related to this unique and rapidly growing market. Many other CLIA EP's participated as delegates or speakers at this event that included extensive discussions on shipbuilding, guest satisfaction, and port infrastructure. Senior Executives from a wide range of CLIA Cruise Line Members played prominent roles in the event, including a keynote address from Michael Bayley (RCI) and welcoming remarks from Michael Ungerer (Carnival Asia).

CLIA WELCOMES FIRST REGIONAL CRUISE DIALOGUE FOR THE BALTIC

CLIA Europe, as one of the leading partners of the European Commission's Pan European Dialogue between cruise operators, ports and coastal tourism stakeholders, is pleased to attend and present its vision for the cruise industry in the Baltic region in Copenhagen. The initiative aims to foster solutions for cruise tourism in the region by bringing stakeholders closer together to fully understand and respond to the issues the region faces. The Baltic Sea is the third largest cruise destination in the world generating spending in 2015 of an estimated €708.6 million throughout the region as a result of cruise ships visiting the Baltic ports.

"CLIA member cruise lines see environmental sustainability and the preservation of the marine environment as not only the right thing to do, but also an integral part of their activities," said Marco Digiola Director of Government Affairs at CLIA Europe.

"The cruise industry looks forward to working with the stakeholders' present today to find solutions to common challenges, in order to ensure a prosperous future of cruising and a sustainable maritime economy in the Baltic Region."

The kickoff event has addressed topics like the promotion of the Baltic destinations, the destination management, port/city relation, the provision of adequate port reception facilities for sewage, and more generally the continued development of port infrastructure.



ENVIRONMENT REGULATORY DEVELOPMENTS – NOTES FROM CLIA'S DELEGATION TO THE 70TH SESSION OF THE IMO'S MARINE ENVIRONMENT PROTECTION COMMITTEE (MEPC 70)

The IMO Marine Environment Protection Committee recently took action on several significant environmental regulatory matters during its most recent session, including a decision on the date of implementation of the 0.5% global fuel sulfur cap, adoption of a mandatory data collection system for fuel oil consumption, approval of roadmap for developing a comprehensive IMO strategy on reduction of greenhouse gases from ships and consideration of an alternative timeline for the installation of ballast water treatment systems.

The Committee decided to maintain the existing 2020 date for requiring a reduction in the global fuel sulfur cap from 3.5% to 0.5%. This decision is consistent with the existing regional requirement in the EU Sulfur Directive and the use of both exhaust gas cleaning systems and alternative fuels remain acceptable equivalents for compliance. CLIA co-sponsored a submission to MEPC 70 urging the consideration of appropriate actions to be taken to ensure consistent implementation of the global 0.50% sulfur limit as well as actions that may facilitate effective policies by IMO Member States. The Committee agreed and directed that implementation phase concerns will be further addressed by the Subcommittee on Pollution, Prevention and Response (PPR) during its fourth session in January 2017.

The Committee also adopted a mandatory data collection system for fuel oil consumption. Data collection, as the first of three steps, will begin in 2019, followed by analysis and an IMO decision on whether further measures are needed

to reduce greenhouse gas (GHG) emissions from ships. This three step approach was integrated into a new Roadmap for Developing a Comprehensive IMO Strategy on Reduction of GHG Emissions from Ships. The Roadmap forecasts adoption of an Initial IMO GHG Reduction Strategy in Spring 2018, in order to inform the UNFCCC COP 24 in late 2018. Adoption of a Revised IMO GHG Reduction Strategy will follow in Spring 2023. The approved Roadmap builds on the IMO's existing Energy Efficiency Design Index (EEDI) requirements and the Ship Energy Efficiency Management Plan (SEEMP) requiring a mandatory 30 percent reduction in carbon emission rates by 2025 for new ships.

Based on recent ratifications, the Ballast Water Management Convention will now enter into force in September, 2017. CLIA co-sponsored a submission to MEPC 70 to highlight availability and installation challenges for ballast water treatment systems, as well as potential equipment unreliability issues. A majority of the Committee supported further consideration of an alternative timeline, as suggested, at the next session of MEPC in May 2017 with the possibility of adoption during MEPC 72 (2018).

CLIA's Bud Darr, Donnie Brown and Paul Altena lead the delegation to MEPC 70. Expert technical representatives from CLIA Member cruise lines included Ukko Metsola and Nicholas Rose (RCCL), Emilio Tombolesi and Aubrie Brake (Carnival Corp & plc), Rabih Boudargham (Carnival Cruise Line) and Sergio Castellano and Ryan Allain (MSC).



CLIA EVENT OVERVIEW

NEW EVENT! CLIA EXECUTIVE PARTNER CONFERENCE

This February CLIA will be hosting its first ever Executive Partner Conference. This brand new event combines the popular Port & Destination Forum and Technical & Regulatory Forum for two days of key learning and networking opportunities in the heart of London. With a tremendous variety of companies and organisations from the international cruise port & destination and the technical & regulatory communities attending and speaking, the conference offers the ideal platform for showcasing your business services, products and technologies to a senior level audience of cruise line executives.

For any questions please contact Natalie Hall-Gearing at nhallgearing@cruising.org.



CLIA EVENTS AT SEATRADE CRUISE GLOBAL FT. LAUDERDALE, MARCH

In conjunction with the world's largest cruise industry conference, CLIA Executive Partners have the opportunity to participate in a series of member-only events, providing the opportunity to meet with Cruise Line Executives. In 2016 during Seatrade Cruise Global, Ft. Lauderdale, CLIA hosted three member events; Business on the Beach, CLIA Connect and a special dinner for Diamond Elite, Diamond and new Executive Partners. Business on the Beach offered sweeping views of the ocean, cocktails and an excellent opportunity to network, strengthen and build new relationships with over 300 CLIA Members, both Cruise Line and Executive Partner. The 2016 CLIA Connect was a great chance to network right in the heart of Seatrade Cruise Global in the CLIA Booth & Hospitality Suite.

Over 200 cruise line executives key industry partners and key industry players attended the event from around the world. The special Diamond Dinner is a great chance for Diamond Elite and Diamond members to socialize and network. In addition, it provides a fantastic opportunity for new members to see the benefits of being a CLIA Diamond Elite or Diamond Executive Partner. For sponsorship opportunities or more information, please contact Lane West, lwest@cruising.org.



CALENDAR OF EVENTS

UPCOMING GLOBAL EVENTS



**CLIA UK & Ireland
Annual Dinner**
13 December 2016
Berkshire, England
[Click Here](#)



**Executive Partner
Conference**
February 2017
London, UK
[Click Here](#)



**Seatrade Cruise
Global**
13-16 March 2017
Fort Lauderdale, FL
[Click Here](#)



Cruise360
18-24 April 2017
Fort Lauderdale, FL
[Click Here](#)

WHAT'S NEW AT CLIA

Welcome CLIA Europe Chairman, Kyriakos Anastassiadis

The CLIA Europe General Assembly has voted to appoint Kyriakos Anastassiadis, CEO of Celestyal Cruises, as CLIA Europe Chairman. First appointed to CLIA's European Executive Committee three years ago, Anastassiadis takes over the role from Pierfrancesco Vago, Executive Chairman of MSC Cruises. Anastassiadis takes on the crucial role of representing the views of the smaller CLIA Europe Cruise Line Members like Celestyal, as well as all of its other members when he takes up the role on 1 January 2017.



CLIA Appoints Arnold Donald, CEO of Carnival Corporation & plc. as New Global Chair

Cruise Lines International Association (CLIA) Board of Directors has appointed Arnold Donald, CEO of Carnival Corporation & plc, as Global Chair, effective January 1, 2017. Donald succeeds Adam M. Goldstein, President and COO of Royal Caribbean Cruises Ltd., who has served as CLIA Global Chairman since January 2015.



MEMBER SPOTLIGHT

Holman Fenwick Willan LLP

HFW is a global law firm with a long history of advising the cruise industry. We work with our cruise clients to respond to the legal and operational challenges facing the sector, whether advising on crisis response, regulatory issues or raising finance, negotiating contracts or resolving disputes. With over 470 lawyers in Europe, the Middle East, Asia Pacific and South America, our specialists are able to draw on their direct experience and practical knowledge of working for cruise lines, port operators, airlines, shipyards, banks, insurers, industry associations and other stakeholders to provide a full range of legal services. <http://www.hfw.com/Travel-Cruise-and-Leisure>

holman fenwick willan **hfw**

Oracle Hospitality Cruise

As the market leader in IT solutions for the global cruise industry, Oracle Hospitality Cruise addresses key challenges facing the industry today. Our solutions can be extended and integrated to deliver exceptional guest and crew experiences. Oracle Hospitality cruise solutions are designed to streamline complex vessel operations, improve safety and security, optimize inventory control, streamline food and beverage management, enhance service processes, minimize onboard waste and maximize revenues and overall fleet efficiency. Our technology can help you drive enterprise growth while enhancing cruise-guest engagement and increasing operational efficiency.

ORACLE[®]
HOSPITALITY

MARSS

MARSS develops innovative solutions for asset protection and saving lives using integrated sensor surveillance and proprietary software. In collaboration with key members of the cruise industry, MARSS has developed the MOBtronic man overboard detection and tracking system. MOBtronic is a proven, in-service, automated system that instantly detects, classifies and alerts crew in real time to a human falling overboard a vessel. Following over 3 years of continuous testing on-board operational vessels, MOBtronic has a solid track record with a probability of detection of more than 95% and low average nuisance activation rates (< 2 per week). More information at [MARSS MOBtronic](http://MARSSMOBtronic.com). www.marss.com

MARSS

Port of Skagen

Having successfully completed the 2016 cruise season with 13 calls, Port of Skagen now start the preparations for a record breaking 2017 season. A total of 31 cruise ships calls carrying up to 39,000 passengers are booked for next year making 2017 the biggest cruise season ever in Skagen. We really look forward to welcome first calls by - Independence of the Seas, Aurora, Mein Schiff 6, Vision of the Seas, Seven Seas Explorer, Marina and Serenissima as well as all of our repeat calls, says Cruise Manager Anne Sofie Rønne Jensen. With the amount of cruise ships calls booked for 2017, we are really starting to see the effect of the new cruise facilities inaugurated in 2015, adds CEO Willy B. Hansen, Port of Skagen.


PORT OF SKAGEN

PARTNER NEWS

Amadeus

[Malaysia Airlines boosts 'traveller first' approach with landmark Amadeus technology agreement](#)

AON

[Aon Completes Acquisition of Risk Management Firm Stroz Friedberg](#)

Bermello Ajamil & Partners Europe

[B&A Europe- 2016 Supplier Of The Year Award Winner!](#)

Carey International

[Carey Mobile App Takes Gold at 2016 Travel Weekly Magellan Awards](#)

Cruise Fredericia

[2017 will be the largest cruise season in Fredericia, Denmark until now](#)

Greater Fort Lauderdale Convention and Visitors Bureau

[Broward County Sports Hall Of Fame Announces The Class Of 2016](#)

Holman Fenwick Willan LLP

[Crew of NAHAM 3 released by pirates after over four and a half years in captivity](#)

IBS Software

[IBS Software Services Completes the Brand Integration of HBSi](#)

Mercy Ships

[News from the Ship](#)

Port Canaveral

[Commission Moves Forward With Museum Display And Complimentary Cruise Terminal Parking For Disabled Veterans](#)

PortMiami

[\\$33 million in future State Grant Allocations have been committed to PortMiami – The Expansion Continues](#)

Singapore Tourism Board

[Tink Labs Limited and Singapore Tourism Board ink Memorandum of Understanding to enhance visitor experience in Singapore](#)