



MARCO POLO & OCEAN COUNTESS 2012 CRUISE COLLECTION

Your
guide to
cruising
made
easy



SCENIC NO FLY CRUISING HOLIDAYS FROM
LONDON TILBURY, NEWCASTLE, EDINBURGH LEITH
HULL, LIVERPOOL & GLASGOW GREENOCK



CRUISES FOR GROUPS

With the ever increasing popularity of cruising holidays, adding cruises to your current group tour programmes will generate additional income from the generous level of commission offered for cruise bookings.

There are already many coach and tour operators successfully selling cruises to their customers, so if you are looking to earn extra revenue to boost your profit margins, just add cruise holidays to your product range. If you're currently selling cruises, then you already know about the huge benefits and want to sell more. With our guidance, support and superb value for money prices, selling cruises to groups has never been easier.

OUR COMMITMENT TO YOU

- Access to the best prices on ex-UK cruise market
- No minimum group numbers required
- Simplified booking process
- Flexible cabin allocations
- Deposits paid only when a booking is confirmed
- Minimised travel to / from ports around the UK
- Choice of comfortable cabin accommodation
- Delicious full board cuisine with dining options
- Superb daily entertainment and guest lectures
- Wide range of on-board leisure facilities
- First rate service from an attentive crew
- Exciting cruise itineraries and ports of call

DON'T FORGET - YOU CAN ALSO SELL CRUISES TO YOUR PRIVATE GROUPS.

We are happy to produce personalised leaflets to promote cruises to your customers. Let us know how we can help - call us today.

MARCO POLO

- Gross tonnage 22,080grt
- 800 passengers
- Built 1965 – Rebuilt 1993
- 8 passenger decks • 4 lifts
- Electrical current 110/220v (some cabins have European two pin sockets and some have international two pin sockets)
- International Officers and Crew
- British and International cruise staff and entertainers
- Child free (over 16 years)
- Two restaurants offering formal and informal dining
- Jade Wellness Centre and Gym
- Swimming pool and three whirlpools
- Library and card room
- Internet café
- Marco Polo Show Lounge

Four lounges:

Captain's Club, Palm Garden, Columbus Lounge and Scott's Bar

Sailings from London Tilbury, Newcastle and Leith



Who do I recommend a Cruise & Maritime Voyages cruise to?

• **Target market aged 60 plus**

Suitable for couples or groups of friends in the 60 plus market. Marco Polo is a child free ship (over 16 years only).

• **New to cruise / experienced cruisers**

Great for new to cruise customers because it is an easy cruise product to book. No complicated pricing structures, discounts and extra surcharges to consider. Also great as a cheaper holiday for experienced cruisers who enjoy more than one cruise a year.

• **British**

Targeted predominantly for the British market with GBP Sterling currency onboard, English speaking crew and British Cruise Director and hosts.

• **Culture / Destination**

Our destination intensive itineraries offer great experiences of many cultural destinations including Fjords, St Petersburg, Tallinn, Copenhagen and other famous cities and destinations.

• **Independent / Organised**

A perfect cruise for travellers booking on the strength of the itinerary that enjoys many organised tours to make the most of their visit.

• **Enjoy good company**

Ideal for customers looking to travel in good company. Many of our customers meet come good friends.

OCEAN COUNTESS

- £3 million refurbishment in Winter 2009/10
- Gross tonnage 17,593grt
- 800 passengers
- Built 1975
- 7 passenger decks • 2 lifts
- Electrical current 110/220V (European two pin socket)
- International Officers and Crew
- British and International cruise staff and entertainers
- Children welcome (no special facilities for children)
- Two restaurants offering formal and informal dining
- Hair and Beauty facilities
- Heated swimming pool and two whirlpools
- Library and card area
- Internet facilities

Three lounges:

Hollywood Show Lounge, Tower Piano Bar and Hamptons Pool bar

Regional sailings from Hull, Liverpool, and Greenock



GETTING STARTED

1. Choose your cruise from the Cruise calendar
2. Call our dedicated Groups Cruise Team on
0845 375 2318
3. We will check availability for your chosen cruise
4. A cabin allocation spread across the cabin categories will be agreed
5. We will discuss the selling options available to you, acting as the Principal or Agent.
Please call for more information.
6. Decide how you will be promoting and marketing your chosen sailing(s)
7. We can provide posters/flyers/images/content to assist with your marketing plans
8. Receive contract, sign and return agreement and advise transport costs/selling price
9. Advertise your chosen sailing(s)
10. Sell cabins from agreed allocations and send through a booking update & cruise deposits to secure booking (via email/post/fax/telephone)
11. Booking received, confirmation invoice sent out to acknowledge booking
12. Take more bookings and make more money!

Remember, the CMV Groups Department is always on hand to assist you from start to finish through the whole booking process

• Enjoy the theatre / entertainment

Very high standards of entertainment on offer featuring west end style shows – Joseph, Queen's We Will Rock You, The Swing Show and many more plus guest speciality acts and cabaret performances.

• Prefer small ships

The advantages of small ships include the facility to visit remote ports of call, less time to disembark, creating that community feel onboard and becoming a valued customer not just a number!

• On a budget

Prices are based on affordability and value. The cruise fare includes all food, entertainment, accommodation and port taxes. There is no need to pay extra to dine in our alternative restaurant.

• Don't like to fly

Most cruises depart from UK featuring six UK ports – London Tilbury, Leith, Liverpool, Hull, Newcastle and Falmouth plus Dublin. A cruise holiday from your customer's doorstep without baggage restrictions.

Marco Polo and Ocean Countess are not suitable for passengers with special mobility needs. There are many raised door seals that can restrict passenger's movement about the ship. Both ships cannot accept wheelchair passengers or electric scooters; however passengers can bring foldable wheelchairs to store in their cabins for shore use.

Marco Polo Cruise Calendar 2012

Sails	From	Cruise Title	Code	Nts	Price*
02 April	Tilbury	Easter Cruise	P211	8	£809
10 April	Tilbury	Britain's Maritime Heritage	P212	7	£669
17 April	Tilbury	Springtime Fjordland	P213	6	£589
23 April	Tilbury	British Isles Discovery	P214	9	£859
02 May	Tilbury	Diamonds & Canals	P215	4	£379
06 May	Newcastle	Majestic Fjordland	P216	7	£689
13 May	Newcastle	Treasures of the British Isles	P217	10	£1,029
23 May	Newcastle	Highland and Islands	P218	5	£479
28 May	Leith	Diamond Jubilee British Isles	P219	9	£929
06 June	Leith	Baltic Cities & St. Petersburg	P220	12	£1,239
18 June	Leith	Fjordland Splendour	P221	8	£819
26 June	Leith	North Cape & Midnight Sun	P222	10	£1,069
08 July	Tilbury	Emerald Isle Discovery	P223	12	£1,239
20 July	Tilbury	Treasures of the British Isles	P224	10	£1,029
30 July	Tilbury	Baltic Capitals & St. Petersburg	P225	12	£1,239
11 August	Tilbury	The Azores & Madeira	P226	15	£1,429
26 August	Tilbury	Majestic Fjordland	P227	7	£719
02 September	Tilbury	British Isles Discovery	P228	9	£959
11 September	Tilbury	French Leave	P229	9	£859
20 September	Tilbury	Amsterdam & Antwerp Weekend	P230	3	£299
23 September	Tilbury	Baltic Capitals & St. Petersburg	P231	12	£1,139
05 October	Tilbury	Great European Waterways	P232	5	£489
10 October	Tilbury	Mediterranean Gold	P233	14	£1,329
27 October	Tilbury	Amsterdam Weekender	P234	2	£199
29 October	Tilbury	Marco Polo Mystery Cruise	P235	3	£299

Ocean Countess Cruise Calendar 2012

Sails	From	Cruise Title	Code	Nts	Price*
21 April	Hull	Springtime Fjordland	C201	6	£589
27 April	Hull	Majestic Fjordland	C202	7	£689
04 May	Hull	Bank Holiday Break	C203	4	£399
08 May	Hull	Majestic Fjordland	C204	7	£689
15 May	Hull	Fjordland Splendour	C205	8	£819
23 May	Hull	Springtime Gardens	C206	6	£619
29 May	Liverpool	Diamond Jubilee Experience	C207	8	£819
06 June	Liverpool	Fjordland Splendour	C208	8	£819
14 June	Liverpool	Celtic Explorer	C209	4	£409
18 June	Liverpool	Spain, Portugal & Morocco	C210	12	£1189
30 June	Liverpool	Party Cruise	C211	1	£109
01 July	Greenock	Majestic Fjordland	C212	7	£719
08 July	Greenock	Iceland & Northern Isles	C213	10	£1069
18 July	Greenock	Canary Islands & Madeira	C214	13	£1339
31 July	Greenock	Scottish Islands & Faroes	C215	4	£429
04 August	Greenock	Party Cruise	C216	1	£109
05 August	Liverpool	Fjordland Splendour	C217	8	£819
13 August	Liverpool	Baltic Capitals & St. Petersburg	C218	12	£1239
25 August	Hull	Majestic Fjordland	C219	7	£689
01 September	Hull	Scandinavian Cities	C220	7	£689
08 September	Hull	Autumn Gardens	C221	6	£619
14 September	Liverpool	British Isles Discovery	C222	9	£929
23 September	Liverpool	Celtic Explorer	C223	4	£409
27 September	Liverpool	Spain, Portugal & Morocco	C224	12	£1139
09 October	Liverpool	Canary Islands & Madeira	C225	13	£1289



Marco Polo



Ocean Countess



*Lead prices per person are valid for bookings until 31 December 2011 and based on 2 adults sharing a Standard Twin Inner Cabin (Category 1) subject to availability

What our clients say...

We have been operating Marco Polo cruises for our groups for many years and we're very happy with the service provided by ICT. Their booking system is very simple and efficient, backed by a helpful sales team, always on hand to answer any queries that we may have.'

Nicola, Woods Coaches, Leicestershire

'After eight years running my own coach holidays we set sail earlier this year aboard the Marco Polo on the 'Amsterdam Mini Cruise' and loved this wonderful little cruise ship, with superb dining, quality entertainment in all the bars, cosy cabins and a fantastic show every night. I'm looking forward to adding the 'Majestic Fjordland' cruise in my next brochure.'

Malcolm, Buckitt Tours for Happy Holidays