

THE FLORIDA-CARIBBEAN CRUISE ASSOCIATION MAGAZINE

Third Quarter 2006







# Caribbean Cruising

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## FCCA Member Lines

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The beach is just the beginning...

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Michele, always an animal lover finds a new friend at the Platinum Conference in Colombia.

"Endurance is one of the most difficult disciplines, but it is to the one who endures that the final victory comes."

Summer is passing again, and the lengthy, sunny days accompaning it are almost gone. This is the time of year where time itself slows, whether you're in the Caribbean, Mexico or South/Central/North America. These are the days where endurance finds itself tested. The heat almost seems to persuade you to engage in the lackadaisical summer mentality.

Though occasional time off work is vital for rejuvenation, immersing into that mindset becomes an option. But we know that it isn't the first horse

out of the gates that triumphs; it is the one that stays steadfast and resolute. We learn through reflections of the past; we seek progression through preparation for the future. By establishing and illustrating our goal, we have a defined destination.

Now that the finish line is in the distance, it is time to run the race. It is time to return to work refreshed, revitalized and ready. It is time to teach your organization the direction and pace to run.

The FCCA Conference is the ideal place to reinvigorate your organization, by clarifying the cruise industry's goals and infusing enthusiasm into your organization to help you achieve your goals. It provides the opportunity to meet those who can assist your race, people who will share knowledge, experience and training. The cruise executives from the Florida-Caribbean Cruise Association's Member Lines look forward to seeing you and your staff at the FCCA Caribbean Cruise Conference & Trade Show in the Cayman Islands, October 31 – November 3, 2006.

This Conference issue of Caribbean Cruising highlights a couple of the FCCA's most recent events/activities: Platinum Associate Members' trip to Colombia and highlights of a Platinum Members new tour...Explora Caribe. A glimpse of our own future is seen in the FCCA Conference and Trade show article. Also included are articles illuminating features: the Free Stay Program and Royal Caribbean Internationals ship building program.

I believe that there is a direct correlation between the success of an organization and the vision, commitment and passion of its leader(s). The FCCA's goal is to positively impact these individuals, so that they may pass this advancement on to the cruise industry and destinations. I hope to see all of you in the Cayman Islands, where their renowned turtles can teach us how to run this race.

Respectfully yours,

Michele M. Paige



# FCCA Platinum Conference in Colombia



he Florida-Caribbean Cruise Association and Platinum Associate Members were able to witness the reasons behind Cartagena's recent and rapid tourism rise. Barraged by skepticism and stereotypes, hindered by misconstructions and preconceived petrifaction, this luscious land has been lying dormant for far too long. But the people have awakened and intend to enlighten the visitors of their passion; they long

to show the love of their land and the lengths they will extend themselves to win tourists over.

As the attendees disembarked on June 28th, 2006, they would immediately feel this engaging environment. A feeling of significance would also overwhelm them, as the people of Cartagena knew the importance of the imminent events. Once exiting the airport, the bare ground was an astonishing sight; a

red carpet was almost expected to accompany the press present.

Once everyone had boarded the bus, a guided ride brought the group to the stunning Santa Teresa Hotel, which had been transformed from a convent. After ample time to settle in and unpack, one of the most rewarding activities took place. The coach transported everyone to the Juan Felipe Gomez Orphanage, where they participated in presenting the presents. After the largesse had been distributed accordingly, the group observed the operations of the orphanage.

Because of the orphanage and the foundation, more than 1,100 lives have been saved. They aren't just lowering the infant mortality rate; they provide free medical care for adolescent mothers and their babies.

In addition to the gifts, clothes and supplies, they now had a new piece of equipment: a water fountain, compliments of the FCCA Foundation. The group was then rewarded with a cocktail party at Plazoleta del Santa Teresa,



FCCA Security Operations Committee meets with (left to right) Andres Pastrana, U.S. Ambassador for Colombia, Nicolas Francis Curi Vergara, Mayor of Cartagena, and Alvaro Uribe Velez, President of Colombia during the Platinum Advisory Meetings.

Platinum Members & Cruise Executives celebrating the Miami Heats NBA Championship at the Platinum Conference.

provided by Maritime Agencies of Cartagena.

The next day differed for many, but provided adventure and enjoyment for everyone. For some, it began with a complimentary breakfast and quickly turned into a scenic, historic city tour. Everyone then reunited during lunch at Club de Pesca. Many returned to the hotels in order to get well rested for the eventful night ahead of them, but some took the opportunity to join Michele Paige on her spontaneous shopping tour.

The group then gathered at the Heredia Theatre. Through the speeches of Luis Guillermo Plata, President of Proexport; Andres Pastrana, U.S. Ambassador of Colombia, and Nicolas Francis Curi Vergara, Mayor of Cartagena, insight about the country's current state of affairs was gained; their exponential growth was demonstrated; their vital role throughout an abundance of industries was exemplified.

The city of Cartagena even bestowed the key to the city to none other than FCCA's own Michele Paige, she also received the "Passion Award".

The passion of Colombia was then personified throughout the rest of the night. Upon exiting the theater, there was a congregation of dancers present to surprise and amaze. When the ensemble seemed complete with their performance, they found their way into the crowd and selected people at random. After a brief dance, they spread the exuberance and festivities to the streets. Accompanied by the dancers, the group made their way down the old

city main street. The spectators then became the spectacle, as residents made their way outside to watch the passing parade. Though some opted against walking and rode aboard the horse and buggy, everyone arrived at the same destination — San Ignacio Rampart, where dinner was then served. Of course — no meal is complete without a show, and the Country Image Campaign provided just that. After the Beauty Pageant contestants made their elegant promenade, more dancers took the stage to grant another glimpse at Colombian culture.

Friday would prove to have the most professional feel to it. It started off normally, with complimentary breakfast in both hotels, but the executives and Platinum Members then found their way over to the Santa Teresa. The business



Graham Davis - Princess Cruises, in one-on-one meeting with Platinum Members from Panama.

functions began with one-on-one meetings between Members and Executives. As these personal processes came to a close, the FCCA PAMAC meeting began preparation. Included in this was necessary security precaution, as there would be a very important participant: Alvaro Uribe Velez, President of Colombia. Rick Strunck, Director of Itinerary Planning, Norwegian Cruise Line shares some of the advantages, "For me, the time spent recently in Cartagena, Colombia with the FCCA's Platinum members served a duel purpose. It was obviously an excellent opportunity for a hands-on evaluation of a potential destination for NCL's cruise ships. However, of equal importance was the opportunity to spend quality "face-time" with some of the more influential operators in the Caribbean. I feel it's extremely beneficial for both the cruise executives and the Platinum members to share, firsthand, their concerns, insights, opinions and the latest developments within the industry... especially when these discussions take place in a beautiful Caribbean destination like Cartagena!"

Once the business aspect had been covered, the group was once again free to appreciate the affable ambience. The

group was first transferred to el Hotel de Americanas for a scrumptious lunch with a beach view. From the hotel, a variety of selections were available—ranging from a Bay cruise, a tour of the fortifications of Cartagena, or returning to the appropriate hotel. The night was then saturated with celebration. It began on board a pirate ship with entertainment to engage the audience, and to start the night's festivities.

As the newly-appointed pirates disembarked, they found a welcoming party and a greeting band. As they helped themselves to drinks, more speeches were heard from Luis Guillermo Plata, President of Proexport and Andres Pastrana, U.S. Ambassador of Colombia. As a bodacious buffet became available, the group found their way down to the port's dining hall.

Though the next day signified the oncoming completion of the trip, it offered the both of best worlds; activity and tranquility were both within reach. There were two morning tours offered, both of which offered exploration. The more passive of the two was a trip to the Botanical Gardens and the World of Reptiles, and the more active escapade consisted of a snorkeling and diving

trip. The afternoon and evening provided the opportunity to get to know the land at a more personal level, as it granted sufficient free time to form a customized farewell.

Robert Giangrisostomi, Senior Deputy Executive Director of the Canaveral Port Authority sheds his thoughts, "Thank you for all your hard work for the Cartagena Trip. It was just wonderful in every aspect. I am sure everyone enjoyed the trip and the President and his government did a most superb job educating all of us on the tremendous advancements Colombia has made in the areas of Tourist Development and Safety and it is my firm belief that this will become a major port of call in the future for all cruise lines. Cartagena is beautiful and has a rich history that has lived on through the centuries and it is amazing that so much of the Spanish architecture and fortresses still remain in pristine condition after 500 years. This was truly a port of call to remember. Please express my gratitude to President Uribe for a most successful and worthwhile visit."

The flight home provided time to reflect on the copious opportunities presented in Colombia – the land of passion. It let them think back on the vivaciousness contained throughout every action and function. This was another trip in which the conjunction of work and pleasure was seamless. Though it wasn't just the usual crowd that made this trip spectacular, the people of Cartagena realized the impact this event would hold, and they intended to make a lasting impression. They provided live examples of the extent that they would exert in order to appease Platinum Members, Cruise Executives, cruise passengers, or any other visitors to their country.



Third Quarter 2006 — Caribbean Cruising 7











Most business events aren't characterized by acts of philanthropy, but this happened to be the case in FCCA's Platinum Event in Cartagena, Colombia. Amidst the business and pleasure, the attendants were able to fit in a great act of charity, making an effort to assist the Juan Felipe Gomez Escobar Foundation.

Founded in March, 2001, this organization has had two areas of concern: saving lives and educating adolescent mothers. More than 1,100 people owe their lives to the Crib Sponsor Program, which reduced the death rate from 47.4% to 6.8% in just 4 years. Through this program, free medical care is offered to adolescent mothers and their infants, and over 6,480 patients have taken advantage of this feature during the last 7 months!

Since teaching one to fish proves much more rewarding, the foundation offers education to adolescent mothers. Through the Adolescent Mothers Program (AMP), 620 girls have already received psychological support and training in beauty, cooking, and sewing. There is also the Adolescent Mothers Alumni Program (AMAP), which selects outstanding participants from the AMP and gives advanced guidance

in computer skills and first aid; some were even chosen to be part of Johnson & Johnson "Bright Minds" program and are now enrolled in college. Workshops which show how to generate income through bakeries, candy shops, and "kiosks" are also available.

In order to support the efforts, the Platinum group went to the orphanage bearing presents and promise. As the largesse was presented, there was a palpable sense of exuberance and graciousness, not longing and despair as one might expect to see. As the clothes, food, and nursery items were distributed, not a single soul tried to take advantage of the generosity; each mother accepted only what was meant for them and requested nothing more. After the 10 boxes of gifts were given out, they did receive an additional item: a water fountain, which was the gift they requested.

From talking to the myriad of mothers, it was obvious that many of them could excel if only presented opportunity. Through the joint efforts of the FCCA and the Juan Felipe Gomez Escobar Foundation, it is clear that chances and breaks will find their way. These families have hope and so much more.



# New Platinum Associate Members www.f-cca.com





### Deliver It, Inc.

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Deliver It, Inc. has been representing shipping lines calling on the U.S. Virgin Islands since 1979. We are prepared to represent any cruise line calling on St. Thomas, St. John or St. Croix.

Our services include berth scheduling, line handling, U.S. Customs clearances, Immigration services, crew and passenger assistance, trucking, warehousing, spares procurement, underwater repair, F&B provisioning, bunkering, freight and mail consolidation and forwarding via both ocean and air carriers.



### Mark Scot Corporation

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Extensive resources in developing and sourcing corporate gift programs and advertising specialty programs which include a full range of custom apparel. Our resources include domestic & overseas suppliers. Our on-site South Florida distribution center encompasses a complete e-commerce operation. Services include website set-up & maintenance, sourcing, purchasing, customer service, warehousing, shipping & fulfillment.



### River Consulting

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River Consulting is an international full-service Management, Consulting and Engineering firm with practical knowledge and know-how on five continents. With more than 25 years of experience, River understands Clients' business challenges and evaluates, engineers and designs Solutions to strengthen their competitive position and increase their long-term success.



# Cruise **Terminals**





In New Orleans, every day is a celebration. Our unique culture, cuisine and music offer the perfect prelude or conclusion to a cruise to the Western Caribbean.

Not even Hurricane Katrina could erase our competitive edge. The French Quarter, the Garden District, the Arts District, swamp tours and plantation homes still have the same allure for cruise passengers.

By 2008, New Orleans will have three full-service cruise terminals. Our new terminal and parking facility will be completed before the end of 2006, and another terminal is on the drawing boards.

Come experience the factors that continue to make New Orleans a great destination, including:

- 10 million visitors each year
- 47 million people within a day's drive
- International airport 17 miles away
- 30,000 hotel rooms within a short walk
- Full service ship support and services















# Cruise Industry News & Platinum Highlights-



# **Governor Taps Port Canaveral CEO for New Seaport Security Council**

J. Stanley Payne, CEO of Port Canaveral, is among 10 leaders selected to serve on Governor Bush's newly created Seaport Security Standards Advisory Council.

The diverse panel of port, tourism, and law enforcement leaders will review the current security measures enacted in 2001 to determine what changes are needed to protect Florida's ports from terrorism, drug trafficking, and cargo theft.

The Council also will provide a formal review process for regulation disputes.

"Port Canaveral is a key seaport for our state and I look forward to my Office and the Council benefiting from the expertise of Mr. Payne," says William Janes, Director of the Office of Drug Control and the chairperson of the Council. Seaport security is a part of the mission of the Office of Drug Control.

Payne and the other nine panel members will serve four-year terms.

"Florida ports have worked hard to achieve compliance with state standards," Payne says. "The Council will be instrumental in making our security efforts more effective and efficient. My appointment will give Port Canaveral a voice in that crucial process."

### **Staying Put for Another Year**

Carnival Cruise Lines made an announcement today that was good news for the city of Mobile.

The announcement was that Carnival has exercised their option for a third year to homeport *Holiday* at the Alabama port for 4- and 5-night cruises. This will keep the ship there through 2007.

Carnival seems to think Mobile is a wonderful partner. In the announcement, Carnival president Bob Dickinson said, "Consumer response to 'Fun Ship' cruising from Mobile aboard the *Holiday* has been exceptional. We are very pleased to extend our contract with the city - a valued business partner - and continue offering fun, affordable vacations from one of the cruise industry's finest terminal facilities."

Carnival's VP of market planning, Terry Thornton said, "We believe that our ships are deployed in a way that enables us to generate the best results for our total fleet. Mobile is an important piece to that puzzle, and is a good 'fit' for the Holiday. We are still working on developing this homeport and creating higher levels of demand. Even though we have operated in excess of 100% occupancy, we would like to improve on the rates." Thornton cruise said. Nonetheless, he said that so far, Carnival views their operation at Mobile as very successful and they are happy with the way things are going.

### Carnival Cruise Ships to Make 27 Trips to Colombia in 2007

Princess Cruises ships will make 27 trips to the Colombian Caribbean port of Cartagena in 2007, President Alvaro Uribe's press office said in a recent statement. Princess Cruises is a unit of Carnival Corp. (CCL). Each ship will carry about 2,000 tourists each.

Cruise lines are resuming docking in the colonial port of Cartagena as Uribe's get-tough policy against guerillas and criminal violence has led to a dramatic improvement in security conditions.

Carnival's announcement follows a similar decision from its competitor, Royal Caribbean Cruises Ltd. (RCL)

Royal Caribbean's chief executive, Richard Fain, said in May his company will take about 76,000 passengers to Cartagena in 2007 and 2008.

"You know the importance for the port, for the taxis, for the restaurants, for the jewel shops, for everybody in the city," Uribe said in the speech to cruise businessmen gathered in Cartagena for a congress.

Each cruise passenger spends between \$75 and \$100 per day in the ports they stay in, according to Royal Caribbean's estimates.

The President said other companies also decided to include the city in their itineraries.

The lower crimes, kidnappings and violence in general in the country are encouraging tourists to visit Colombia. A total of 937,000 foreigners visited the country last year, up 20% from 2004 and much higher than the 566,092 that arrived in 2002, according to Colombia's Commerce, Industry and Tourism Ministry.

# NCL To Build Up To Three New Third Generation Cruise Ships

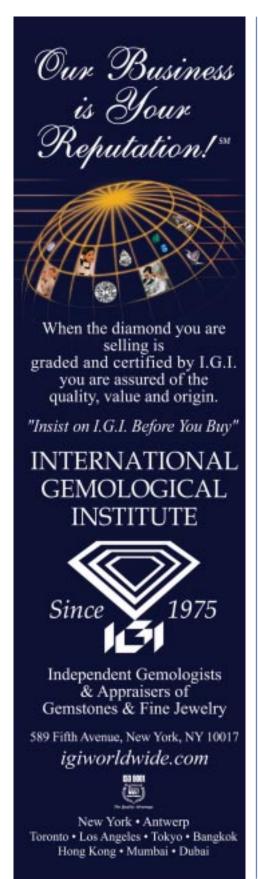
Cruise operator NCL will spend \$2.8 billion on two new ships and possibly a third, part of the ongoing makeover of its fleet, the Miami-based company said recently.

Aker Yards of France will build two ships for the company's Norwegian Cruise Line brand; the 4,200-passenger ships will be delivered in the fourth quarter of 2009 and second quarter of 2010. The contract provides an option for a third ship to be finished in 2011.

NCL's President and CEO, Colin Veitch said in a press release: "This order is a strong statement of our confidence in the North American cruise



# Cruise Industry News & Platinum Highlights-



industry and NCL's leading role in it. Our U.S. flag start-up costs have obscured, for the past two years, the attractive financial returns on the international fleet of ships that we have built since Star Cruises bought NCL. All our growth from now on will be in this strongly profitable sector of our fleet, and will take us well past the goal we set ourselves of having the youngest fleet in the industry and a transformed financial profile by 2010."

# FCCA Customer Service Workshops Target St. Lucia

The Florida-Caribbean Cruise Association recently partnered with the Saint Lucia Air and Sea Ports Authority (SLASPA) the Ministry of Tourism and Carib Travel in Saint Lucia to host a two and a half day training workshop for three hundred industry personnel on the island. On July 25, Adam Ceserano instructed the participants on innovative ways of improving their services in the areas of courtesy, professionalism and marketing.

Speaking at the opening of the workshop SLASPA's Tourism Officer Dona Regis described the occasion as a red letter day for Cruise in the St. Lucian community. She expressed SLASPA's gratitude to the FCCA for taking the initiative in helping the government of St. Lucia ensure that customer service training has a training benchmark across the sector.

According to Regis "the increasing evidence of the significant impact of the cruise industry in the Caribbean, the training of front-line workers becomes a critical factor in maintaining St. Lucia's image as the destination of choice for many."

The morning workshop for Tour opera-

tors, vendors and customer service workers was formally opened by St. Lucia's Tourism Minister Hon. Philip J. Pierre. He took the opportunity to reaffirm government's commitment to ensure a favorable environment for the growth and development of the cruise tourism industry.

The second workshop for Taxi operators was officially opened by Hon. Felix Finnesterre, Minister of Communications, Works, Transport & Public & Public Utilities. In his welcome he made an impassioned plea for continued collaboration between the FCCA and the destination countries for the mutual benefit of all.

According to the Minister, the positive forecast for the 2006 cruise season is even more reason for the FCCA's partnership with SLASPA and the Ministry of Tourism, as these three organizations work assiduously to help the Caribbean maintain its rank as the dominant cruise destination.

Workshop participants for both sessions indicated a high level of satisfaction with the training, which they received.

# Cruise Industry Associations, CLIA and ICCL, to Merge

Driven by continued growth in the industry and cruising's ever widening share of the leisure travel market, the cruise industry recently announced the merger of two long-standing and respected trade organizations. New York-based Cruise Lines International Association (CLIA) will merge with Washington, DC-based International Council of Cruise Lines (ICCL), forming an expanded organization representing major cruise lines and more than 17,000 travel agents selling cruises. The merged organization will con-

# Cruise Industry News & Platinum Highlights — www.f-cca.com

tinue to be called CLIA, and, after a transition period, is expected to move its headquarters to Miami.

Current CLIA President Terry Dale will lead the expanded trade association as President and CEO. Dale has headed CLIA for nearly three years, during which time many highly successful outreach and education initiatives have been launched. Previously, Dale worked as Executive Vice President of NYC and Company, New York City's Convention and Visitors Bureau.

"The synergy and shared energy, skill and experience created by this merger will help us immeasurably in broadening and strengthening our support of both our cruise line and travel agency members and communicating the benefits and value of a cruise," said Andy Stuart, CLIA Chairman and Norwegian Cruise Line's Executive Vice President of Marketing, Sales and Passenger Services.

The merger was the outcome of an independent study commissioned by the industry, which recommended that a combined operation would be more effective and efficient in accomplishing both organizations' goals.

"As the cruise industry continues to grow as a global force in the international travel market, it becomes increasingly important that the industry speak with one strong, clear voice," said Richard D. Fain, ICCL Chairman and Chairman and CEO of Royal Caribbean Cruises Ltd. "This merger is a logical next step for our industry."

The expanded structure will incorporate the existing functions of both the CLIA and ICCL organizations, including agent training, education and research; marketing; consumer and public education; industry and government relations; issues management; safety and environment; and public health. Staff from both groups will manage the combined operation.

"With the combined resources of both organizations, our job of promoting cruising will be considerably easier," said Dale. "We also have the opportunity to significantly enhance our ability to serve the travel-agent community, consumers and the cruise industry."

### Royal Carribbean Announces Purchase of Pullmantur S.A.

In a move to further expand its European and Latin American operations, Royal Caribbean Cruises Ltd. recently announced its agreement to purchase Pullmantur S.A., a Madridbased cruise and tour operator. Royal Caribbean expects the acquisition to be completed by the fourth quarter of 2006, subject to regulatory approvals.

Pullmantur, formed in 1971, is the largest cruise operator in Spain. It has two primary business interests: cruises and tour operations. Its cruise division consists of five ships operating in Europe and Latin America. Its tour operations sells travel packages to Spanish guests - including hotel and flights - primarily to Caribbean resorts, and sells travel packages to Europe aimed at Latin American customers. Pullmantur also has a small air business that operates three aircraft in support of its cruise and tour. Pullmantur has offices in Spain and Portugal, with approximately 2,600 employees, and will be Royal Caribbean's wholly-owned first European brand. Royal Caribbean has obtained a committed bridge facility to support the purchase. As part of the transaction, Pullmantur will be withdrawing from all Cuba-related activities prior to closing.





# BULDING FOR FUTURE





said Richard D. Fain, Royal Caribbean Chairman and CEO. "We've introduced several new configurations, giving guests the freedom to choose from different stateroom sizes and price ranges." They now offer families six ways to be together beyond triple and quad stateroom categories, including the Presidential Family Suite, at 1,215 square feet, which sleeps 14 and features four bedrooms, four baths and an 810-square-foot outdoor living area with whirlpool, wet bar and *al fresco* dining table.

Since the families may not have a particular predilection for staying in the room, there are many services and activities that cater to families. The younger guests can enjoy Royal Caribbean's award-winning Adventure Ocean Program. From science experiments and Adventure Art by Crayola® crafts projects to sports tournaments and dance parties, guests 3 to 17 years of age have a full social calendar. Teens, in particular, have plenty of space to call their own with three, exclusive areas just for them – Fuel nightclub, The Living Room hangout and the Back Deck sundeck. In addition, Freedom of the Seas features the line's Aqua Babies and Aqua Tots playtime programs developed by partner Fisher-Price®, Inc. for cruisers ages six months to 36 months and their parents. The parents may enjoy the jungle-themed, adult-only Solarium, which provides many opportunities—from spending a lazy afternoon in a hammock to enjoying underwater music while swimming in the central pool.

"Freedom of the Seas" combined pool area is 43 percent larger than on our Voyager-class ships, giving us the ability to create three distinctive spaces to appeal to our varied audiences," said Richard D. Fain, Royal Caribbean Chairman and CEO. The pools have also become more of an attraction, and it seems appropriate that they're providing passengers with fun in the water while on the water.

Though the ocean may be serene, there will be enough waves in the FlowRider® surf simulator to hang ten. The 32-footwide by 40-foot-long FlowRider® generates a thin sheet of water that flows over the ride surface, creating a wave-like

shape. Similar to swimming against a current in a stationary lap pool, riders surf or body board against a wave like waterflow of 34,000 gallons per minute, carving turns and trying tricks. Fortunately, wipeouts prove far less brutal, as the innovative design even includes a composite surface, similar to a trampoline, which provides a cushion to absorb the impact of falls.

Descending from the aft sports court on Deck 13 down to Deck 12, the FlowRider® is surrounded by plenty of space for spectators to cheer on their friends, family and fellow cruisers. After guests sign up, instructors walk them through a required safety session with tips for a successful ride. For kids who can't wait to get a jump on the action there is a daily surf camp from 8-9a.m. that teaches FlowRider® lessons. An adjacent sports bar features flat-panel TV's with a live feed of the surf park action, while a sports boutique offers surfing gear and wear.

Another highlight, and one of the most spectacular spaces on *Freedom of the Seas*, is the H2O Zone, a colorful wonderland of large, brightly hued sculptures that double as interactive fountains that spray, sprinkle and spurt water in every direction.

The oversized sculptures depict family members of all shapes and sizes, including the family dog, and give guests numerous ways to get soaked – and soak each other – by turning wheels, setting off sensors and dodging dumping buckets. The sculptures are spread throughout a large, central wading area that also includes a number of spray cannons, water jets and ground gushers.

In one corner of the water playground, a circular pool shoots a current of water in a river around a central island. Guests float with the flow as they are misted by one of the fountain sculptures. Next to the circular pool, a shallow pool, fed by a flamingo-shaped fountain, creates a secluded space for the ship's youngest cruisers. At the back of the park, a rectangular swimming pool is flanked by wading



# TAKE A GLANCE AT AN EXOTIC LAND.





Guatemala is a country with a very diverse setting that offers a wide range of interests to include the dramatic archaeological sites that portray the vestiges of the Maya culture, Spanish colonial towns, a modern metropolis, mountain lakes surrounded by towering volcanoes in a landscape with rushing rivers that meander through lush forests then past cattle, coffee, banana and sugar plantations towards the Pacific and Atlantic coasts. All this landscape encompasses a diverse population speaking many Maya languages as well as Spanish.

A myriad of colorful textiles are available that are hand woven to make the costumes worn by the different ethnic population of the villages throughout the country.

Guatemala has two ports, on the Atlantic you will find Santo Tomas de Castilla and on the Pacific Puerto Quetzal. Both ports house a Terminal to receive cruise passengers with entertainment, shopping for local textiles, jade jewelry, a wide variety of tour options and facilities to try the local delicacies and beverages.



FOR MORE INFORMATION
CONTACT YOUR TRAVEL AGENT
www.visitguatemala.com

Ultimate Freedom of Movement



At Carib Travel, we understand your need for freedom of movement and offer a specialist travel management approach.

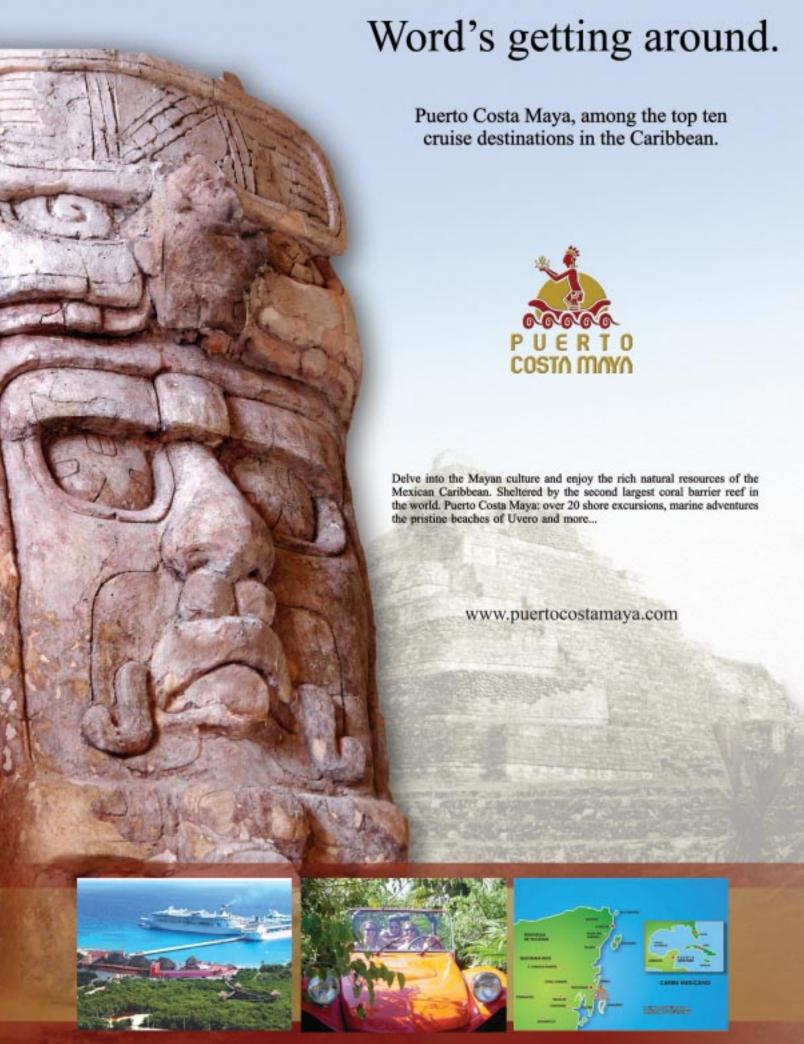
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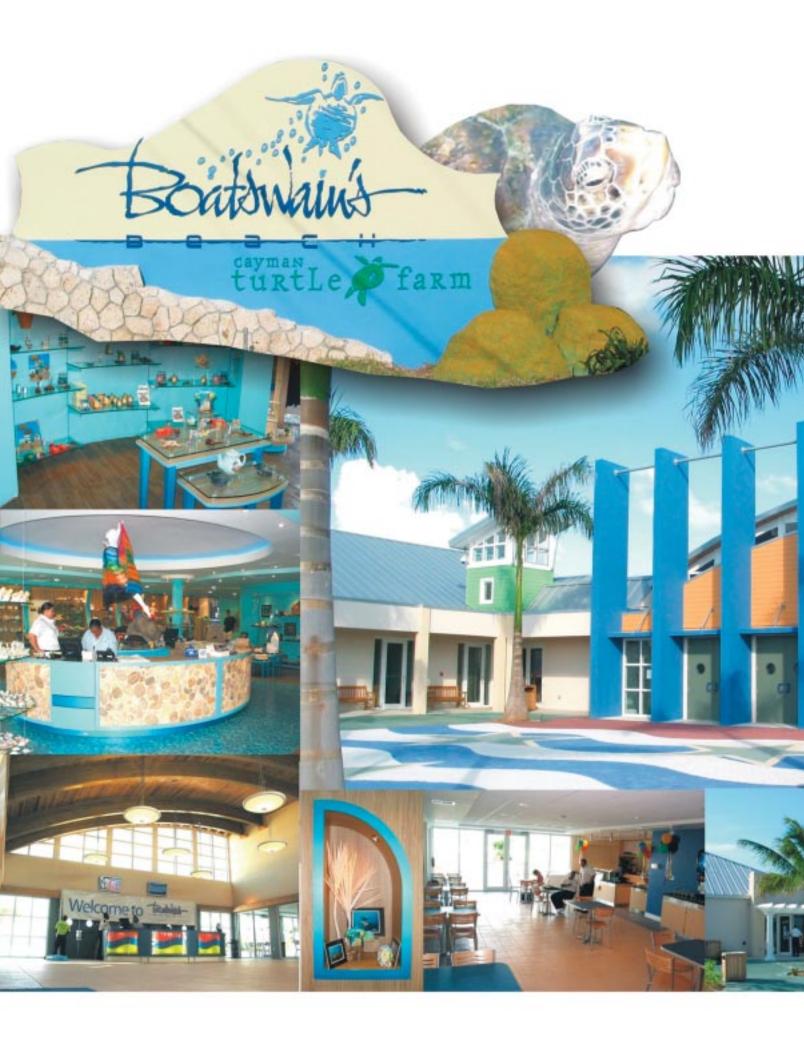
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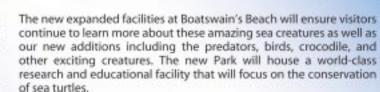
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# Quench your thirst for adventure! Go ahead – take the plunge!



New for 2006, Cayman's largest and most eagerly anticipated tourist attraction - Boatswain's Beach - will open its doors. Pronounced 'Bo-suns' Beach, this one-of-a-kind, 23-acre adventure marine park promises to become one of the most exciting in the Caribbean.

The park offers visitors a unique opportunity to swim and snorkel with fish and other marine life in its 1.3 million gallon salt water lagoon. Guest can also peer into a predator tank and come nose to nose with sharks and eels. For those less adventurous, wander through the beautiful free-flight bird aviary or stroll down an historic Caymanian street complete with porch side artisans. Children and adults alike will delight in interacting with starfish, urchins and crabs at the touch pool. Everyone will enjoy the experience of the finest Caymanian cuisine at a variety of locations throughout the Park – including a full service restaurant.

For those wanting to take a little of Boatswain's Beach home, 18 shopping kiosks are located throughout the park, as well as a 3,500-square-foot Boatswain's Beach retail centre located in the reception building.

As part of the emphasis on Cayman's heritage, the historic Cayman Turtle Farm will make its new home within Boatswain's Beach. The only one of its kind in the world, the Turtle Farm is home to over 14,000 green sea turtles, ranging in size from six ounces to six hundred pounds each. Visitors can tour an actual working farm, which is both educational and entertaining, and turtles are available for guests to hold for an amazing and unique photo opportunity.

The Cayman Turtle Farm has held a long-standing tradition of releasing some of the turtles that have been bred at the Farm. This tradition was initially inspired by the Cayman Turtle Farm's commitment to both its conservation initiatives of ensuring the continuation of the species and of the on-going research that will help biologists learn more about turtle migration and nesting behavior. Visitors to the island can have the opportunity to actively participate in an annual turtle release. This is a once-in-a-lifetime experience and those interested in participating should send an email to info@boatswainsbeach.ky for more information.

The Turtle Farm breeds the green sea turtle, named for the green color of the fat deposits inside its skin. Other turtle species exhibited on the farm include the loggerhead turtle, the kemps ridley, and the beautifully patterned hawksbill turtle.

### Some interesting facts and figures for turtle watchers include

- It takes 15 50 years for a Green Sea Turtle to reach maturity
- · After several years, male turtles begin to develop longer tails
- Green Sea Turtles will hatch 60 days after the eggs are laid
- An adult Green Sea Turtle can stay under water for 12 hours while sleeping
- · Only female Sea Turtles will come ashore to nest
- Male Sea Turtles rarely return to land after crawling to the sea as baby turtles
- At nesting time, females will travel thousands of miles to the beach of their birth to lay eggs
- · Sea Turtles have sharp, sometimes serrated jaws, but no teeth
- Sea Turtles may live to be 100 years old
- Sea Turtles are the world's largest reptile (by weight)
- Sea Turtles can migrate thousands of miles in the course of a year

Until the new Boatswain's Beach opens in 2006, tours of the Cayman Turtle Farm continue. They are self-guided and take approximately 20 - 30 minutes to complete. The Farm is wheelchair accessible. The Farm is open seven days a week, from 8am to 5pm. Cost: Adults US\$7.50 and Children US\$4.00. The Farm is located on Northwest Point Road in West Bay just 8 miles from George Town.

Boatswain's Beach will launch its membership club in the near future providing everyone with the opportunity to receive continuous updates, discounts, travel opportunities, and many other exciting membership-only activities at the Park. For information on the club, and to receive updates and press releases on the Park, contact marshaebanks@boatswainsbeach.ky.

For more details on the Cayman Turtle Farm, visit www.turtle.ky For more details on Boatswain's Beach, visit www.boatswainsbeach.ky



# Creating Strong Bonds with Industry Partners

The FCCA Caribbean Cruise Conference and Trade Show is the only place where all industry

players come to analyze trends, discuss current issues, and establish and foster relationships with dozens of cruise executives from the FCCA Member Lines. Located in the Cayman Islands, the 13th annual event will prove to accomplish

these goals, along with providing many additional features and functions.

Past participants have already marked their calendars for October 31 – November 3, 2006. However, if you have never attended the annual FCCA Conference and Tradeshow, or have not had an opportunity to participate in recent years, please consider that the FCCA Conference is structured to facilitate interaction among cruise industry partners, address topics of mutual interest, create business opportunities and develop additional ways to work together. This unique forum permits information and idea exchange to enable participants to establish and develop business and social relationships with cruise executives from the FCCA Member Lines, who become dedicated to you and your company.



2005 Conference Opening Ceremony in St. Kitts.

and Tradeshow will offer five stimulating roundtable instructive discussions led by a multitude of industry experts and guest speakers-specialists in marketing, sourcing, shore excursions and operations shed insight to the topics. These workshops represent the spirit of mutual understanding, joint problem solving and col-

The FCCA Conference

laboration to create a win-win situation.

Some topics workshops include:

### Port/Destination Experience

This workshop will illustrate how the overall arrival experience in a destination affects the individual guest not participating in an organized tour. Panelists will share their success stories and outline steps taken to assure a positive, desirable port experience for all guests.

### Shore Excursion/Tour Operations Q&A

Cruise Line representatives will initiate audience discussion focusing on new tour operators, those that



Workshop attendees during the FCCA Conference and Trade Show.

One-on-one meeting with cruise line executives.

are currently doing business with the lines and those that wish to break into the business. It provides the methods of engaging a business relationship with a cruise line.

### Purchasing Q&A

This workshop offers a wealth of information for delegates, as it will revolve around audience participation. Cruise Line Executives will be on hand to give their expert advice and answer any purchasing/sourcing related questions.

### FCCA Operations Highlights

The FCCA recognizes the vital importance of the Caribbean to the cruise industry and seeks to build cooperative relationships with each destination. We are committed to the development of productive bilateral partnerships to maximize the significant benefits of cruise tourism and create a win-win situation for all. This workshop will highlight the full range of services the FCCA provides to its partners and illustrate how destinations have utilized

these services to benefit their growth/improvement in the industry.

Effective Strategies in Competing for Consumer Discretionary Spending

This session will discuss branding, marketing/advertising, website distribution and others.

### Post Hurricane Response-Lessons Learned

With the Caribbean region's experience with hurricanes, this topic is on the forefront of the business and government sectors mind. While there is no "one fits all" emergency response plan, this workshop will expound on communication and recovery measures. The panel's purpose is to stress on communication with the destinations post hurricane, safety of life, recovery and developing some "Best Practices" in the Emergency Planning process. Examples of the benefits of proper preparedness post hurricane will be shared, and we will show how working together in an Emergency Recovery can benefit all stake holders in the business of Caribbean Tourism.



Probably the most popular feature of the event, however, is the opportunity for networking. There will be numerous occasions to engage in this vital tool; nearly two-dozen activities will offer it. The Conference enables the establishment and progression of business and social relationships by providing an exclusive amicable ambience and an engaging business setting. With events ranging from the FCCA Golf Tournament to the Business Card Exchange Cocktail Party, you would be hard-pressed to not find an atmosphere that kindles conversation, albeit business or pleasure.

Perpetuating the comfortable, relaxed theme of the event, Informal Breakout Sessions are available. These one-on-one meetings enable delegates to privately meet with some of the industry's top cruise executives on a personal basis in order to discuss their product, service or destination.

tion. The executives shed valuable knowledge and experience on how to break into the industry, further establish their status in the industry, or increase

the share of cruise business.

As in years past, the FCCA Conference will offer a Trade Show—a premier opportunity and the perfect vehicle to

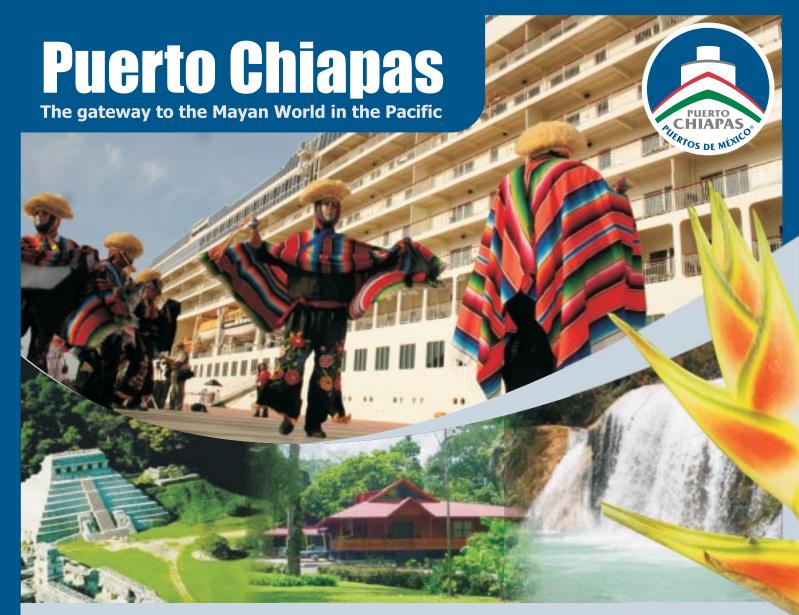
introduce your products, showcase your services or promote your destination to the Member Lines of the FCCA. This year's exhibition will sell out early, as it has been proven successful and gained popularity through the years. There are a limited amount of booths, and they are on a first-come-first-serve basis.

The Caribbean region is the premier destination for the cruise industry, accounting for nearly a 50% of the market. As this is the largest share in the cruise industry market, and since the FCCA Member Lines account for more than 95% of the

cruise vessels sailing in Caribbean and Mexican waters, it isn't difficult to deduce the significance of establishing and maintaining cooperative linkages between the cruise lines and cruise industry partners in the region.

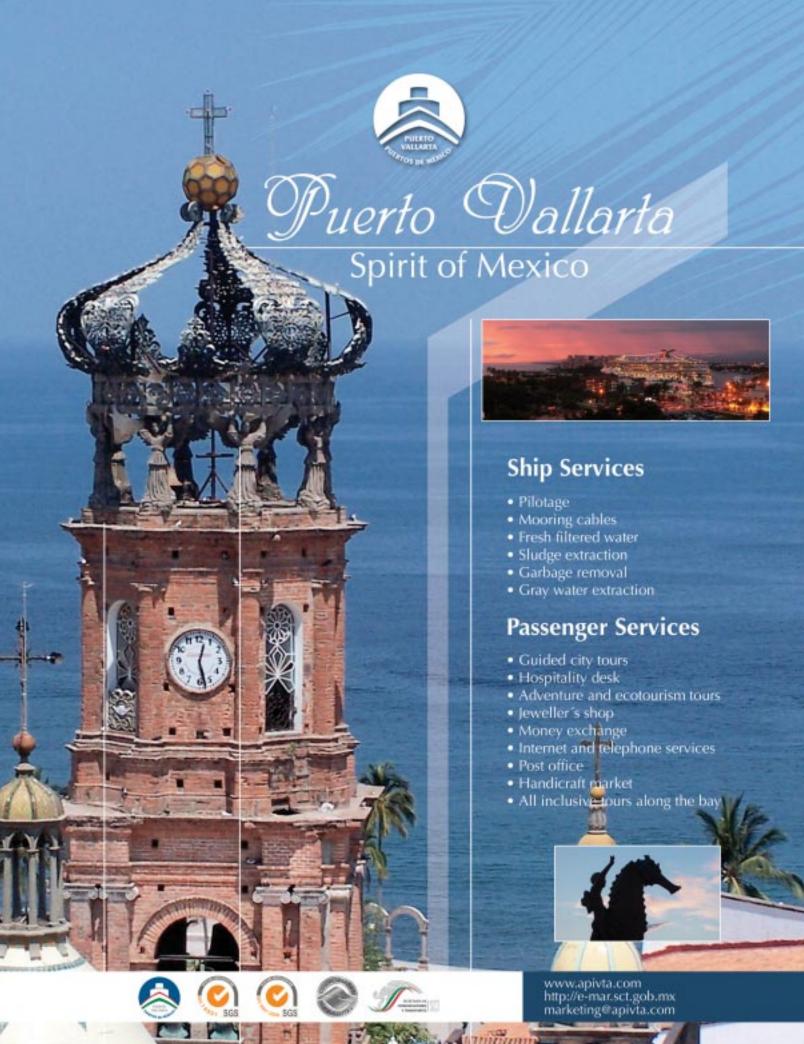
The time is now to increase communication and forge stronger relationships, and the Conference is the means to the end. The Member Lines of the FCCA are committed to maximizing the success of the companies, people and destinations.

They wish to see advancement of those who are willing to work together to meet the needs of this dynamic industry. Join us in the Cayman Islands to further pursue progression.



"The newest destination in the Pacific"





# FCCA Workshops

# How to Prepare Your Business to Benefit From the Cruise Lines

With five months left in the preparation for the 13th Annual Florida-Caribbean Cruise Conference and Trade Show, the Cayman Islands Government, in an unprecedented step towards preparing the business community for this important event, hosted several training workshops in June. Representatives from the FCCA, the Cayman Islands Department of Tourism and the Cayman Islands Investment Bureau collaborated with the Honorable Charles E. Clifford, Minister for Tourism, Environment, Investment and Commerce, to create these unique workshops, entitled "How to prepare your business to benefit from the cruise lines".

The Minister opened the workshops by indicating his hope that the panel of experts would empower and prepare local companies to meet the FCCA decision makers in October.



FCCA Delegation with Honorable Charles E. Clifford, Minister for Tourism, Environment, Investment and Commerce, at the event.

The FCCA teamed up Amilcar "Mico" Cascais, the Director of Tour Operations for Carnival Cruise Lines and Graham Davis, Manager of the Caribbean and Atlantic Shore Operations of Princess and Cunard Cruises, to assist Cayman in realizing the imminent and infinite possibilities offered by the upcoming Conference. They formed a powerful industry triad that would prove perfect for delivering the information to allow astronomical improvements for the local tourism economy.

Their mission was to enlighten new tour operators to the



Attendees at the workshop learning new ways to improve their profitability.

guidelines of an important process, one which would allow them to market their business on board the cruise lines. Mr. Cascais and Mr. Davis brought extensive experience relating to the subject matter — insight to the process of presenting tours to the cruise lines. Through this education, new tour operators are able to gain access to one of the most profitable and promising industries; one which brings millions of people to their destination; an opportunity of contacting the multitude of passengers that plan to visit their country, and hopefully eventually their tour. The curriculum didn't just include the necessary steps to take by the tour operators, but also elucidated upon the cruise lines' desires and actions and how to prove the product perpetuates them.

Mr. Cascais and Mr. Davis shared invaluable information on how companies should approach the cruise lines to do business. They stressed the importance of preparing comprehensive proposals inclusive of insurance, fees and descriptions of services and products. They encouraged companies to have patience in the proposal review process and shared tips on how to negotiate with the cruise lines once the proposals had been reviewed.

Ultimately, the cruise executives delivered what the Minister of Tourism asked - step by step instructions on how to organize potential new tours and activities, how to prepare proposals for the cruise executive's consideration and even how to follow up for maximum effectiveness.

"My goal is to ensure that local residents already in business or those considering a new venture in cruise tourism have the best chance of success. To that end, it is important that we prepare new entrants to cruise tourism as early as possible to do business with the cruise industry and to help them take advantage of the opportunities available to them when the Cayman Islands hosts the 13th Annual FCCA Caribbean Cruise Conference and & Trade Show later this year" said Hon. Charles Clifford, Minister for Tourism, Environment, Investment & Commerce.

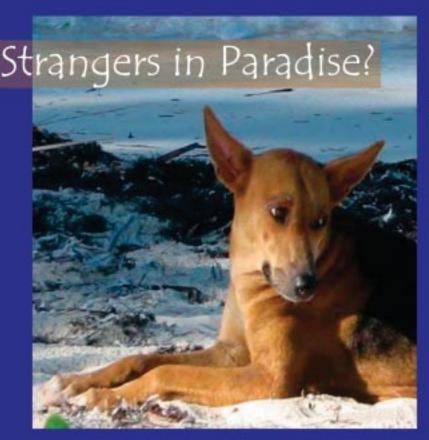
Local speakers included Ms. Pilar Bush, Cayman Islands Director of Tourism, and Dr. Dax Basdeo, Director of the Cayman Islands Investment Bureau (CIIB). Ms. Bush provided information on visitor expectations, trends in the tourism industry and key areas for further development.

Ms. Bush explained to the audience that the Cayman Islands Department of Tourism had recently embarked on a research study to explore consumer experiences and perceptions of the Cayman Islands, particularly as compared to other Caribbean destinations. She noted that this study revealed a number of opportunities for development in Cayman, and these key

areas for development included WaterSports Activities, Soft Adventure/Nature-based Activities, "Edutainment" for Adults and/or Families (i.e. Interactive Culinary Demonstrations, Interactive Marine Themed Experiences, History & Culture Series), Performing Arts & Musical Theatre, Locally made products – arts, crafts, food products, Unique Retail, Land based Sports, Wedding & Photography for Cruise Passengers, Support Services, and Transportation Services for the Eastern Districts of Grand Cayman.

Dr. Basdeo walked the participants through the key steps to launching and establishing a successful business in the Cayman Islands. The CIIB Director also defined the role of the Investment Bureau and explained how it could help with developing proposals for the cruise lines.

Each presentation was followed by a question and answer session. The Government initiative informed the attendees that through executing simple characteristics, like uniqueness, value and patience, one can gain myriads of new markets and consumers. The workshops were well received by the local community as demonstrated by the attendance.



# Caribbean animals need your help!

DID YOU KNOW that more than 80 organizations are working throughout the Caribbean islands to improve conditions for animals?

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"Over the years, Grand Cayman has become extremely well known in the travel market and has built a reputation of being a wonderfully exotic and romantic place to visit, making it a very desirable destination for cruise guests," tells Larry Stauffer, Manager, Shore Excursions and Island Recreation, Disney Cruise Line. Stauffer adds, "Grand Cayman truly has it all, from breathtaking scenery to incredible cuisine and a rich cultural history. One of the greatest stand-out attractions in the Cayman Islands is the opportunity to experience some of the best scuba diving and snorkeling in the world. Guests who enjoy water sports rave about the coral reefs. In addition, the people who work in the tourism industry in Grand Cayman are great professionals. It is the combination of these features that make it a truly wonderful port destination."

The Cayman Islands, site of the upcoming FCCA Caribbean Cruise Conference, is one of the strongest destinations in the Caribbean, alluring vacationers with coral-decked underwater vistas, white sand beaches, and fascinating natural outdoor attractions. Mico Cascais, Director of Tour Operations for Carnival Cruise Lines, acknowledges the strength of the Cayman Islands as a cruise destination. "The Cayman Islands is a unique place, very flat, but beautiful beaches, and strategically located between Jamaica and Cozumel for western Caribbean itineraries."

As Patrick Schneider, Account Manager, Shore Excursions - Royal Caribbean International, claims, "Having Grand Cayman on an itinerary will sell a cruise, and it falls into place on any 7 day run out of Florida, Texas or the Southeast. It naturally fits and also has a good name."

The community takes great pride in sharing their idyllic island home – and it shows. The motto "Tourism Together" characterizes the attitude that the tourism-based businesses take toward their responsibility to provide visitors with a great experience. In 2005 tourism drew almost two million visitors to the islands, representing about 50% of gross domestic product. Steve Nielsen, Vice President of Caribbean and Atlantic Shore Operations, Princess Cruises, mentions, "There's been a shift in demand to go to the Cayman Islands because they offer friendly people, tourist attractions and natural beauty. There's been continual growth in the past 25 years. Caymanians have a high standard of living, as they have strong economic drivers: banking, insurance, and tourism."

In this environment, residents such as Robert Hamaty, Proprietor of Tortuga Rum Company, have thrived on the economic growth that tourism brings. "We're in a great geographic location and cruise ships love the Cayman



Islands because of its safety, minimal crime situation compared to other destinations, our strong economy, and cleanliness," he says.

The Hamaty family started out selling rum cakes from a family recipe in 1984. They now boast a booming business with 17 retail locations and franchises in Barbados, Jamaica, and Bahamas, plus sell their products onboard 108 cruise ships. They attribute much of their success to the cruise industry.

"Cruise ships are such an important part of the economy of the Cayman Islands; after 9/11 if we didn't have the cruise ships here, our merchants would have suffered considerably worse."

Cruise ship growth is up. Last year we received 1.8 million visitors by cruise ship, and the 2006 number is projected at 2.3 million. In anticipation of this growth, the Cayman Islands partnered with the FCCA to enhance its port

facilities. The Annual FCCA Conference is the perfect opportunity to recognize that alliance. Nielsen said, "We are looking forward to the 13th annual FCCA Conference at Grand Cayman, as we appreciate our long-term partnership."

The Agreement signed on August 19, 2003, saw the Cayman Islands and the FCCA as partners in the construction of a new

cruise ship facility in downtown George Town. The alliance was nearly 2 years in the making and attests to the strength of the FCCA-Cayman relationship.

"There is now a dedicated cruise terminal for tenders and passengers," said Nielsen, "allowing more room in the existing facilities to accommodate the current number of passengers calling at Grand Cayman." Kirk Hendricks, owner of Kirk Sea Tours, which operates many of the shore excursions

in Grand Cayman, shares, "The new Royal Watler Cruise Ship Terminal is an exciting development for vendors and tour operators because it provides for better customer service, and a more organized dispatch."

Robert Hamaty, who is also the ex-chairman of the port improvement and beautification committee, supports the new facility. "The Royal Walter Cruise Terminal has created 200 ft. of tender pier

with a nice covered area, retail shopping facilities, bathrooms, large area for picking up tourists, and a bus terminal."

Excursion options in the Cayman Islands seem virtually endless. According to Schneider, "The biggest attraction on Grand Cayman is Stingray City. It's the basis of tours for around 40% of all tourists to the island." An exceptional





number of stingrays gathered at the site only about ten years ago when North Sound fishermen came to clean their fish in the calmer, shallower waters just over the reef. Enterprising dive masters began hand-feeding them and the creatures became passive to humans. The water level ranges from 12 feet to waist deep, and visitors can safely swim and interact with the rays.

Home to over 16,000 sea turtles, the Cayman Turtle Farm at Boatswain's Beach is the only green sea-turtle farm in the world. When Columbus first discovered the island, he called it "Las Tortugas" for the flush of turtles in the area. In fact,

the first business here was replenishing sailors' ship supplies of turtles, which eventually nearly depleted the animals' population in the islands. The conservationist haven was established to bolster the endangered species; they hatch 8,000 turtles a year.

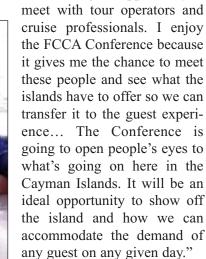
Visitors are encouraged to explore the mangroves by kayak, snorkel or dive through reefs and shipwrecks, relax by the warm, placid water at 7-Mile Beach, try a vast array of

water sports from windsurfing to water-skiing, and deep-sea fish for tuna, wahoo, and marlin. The Cayman Islands is known for spectacular scuba diving and snorkeling, and boast 159 dive sites. History lovers can soak up local culture at Pedro St. James Historic Site. Outdoor types can appreciate the island's natural beauty at Queen Elizabeth II Botanic Park, or the Mastic Reserve, one of the last remaining examples of the Caribbean's dry, subtropical forest.

There are also underwater sightseeing excursions available, like the Atlantis Submarines, first launched in the Cayman Islands in 1985, with US coast guard-approved, battery-powered, non-polluting submarines that dive over 100 feet deep. Another option is the unique Seamobile, a bubble sub that seats two and is piloted from the outside. The Seamobile pro-

vides 360-degree views; passengers can communicate with the pilot to help steer, and the craft dives as deep as 150 feet.

The 13th Annual FCCA Caribbean Cruise Conference and Trade Show, October 31st-November 3rd, will be an ideal opportunity to discover these and other facets of the Cayman Islands tourism industry. "It's great that the Department of Tourism is sponsoring the Conference. It will showcase what the Cayman Islands has to offer to the cruise executives and the industry. The FCCA Conference gives the local operators a chance to show what they offer," Hamaty declares. Schneider concurs, "The Conference is a great opportunity to





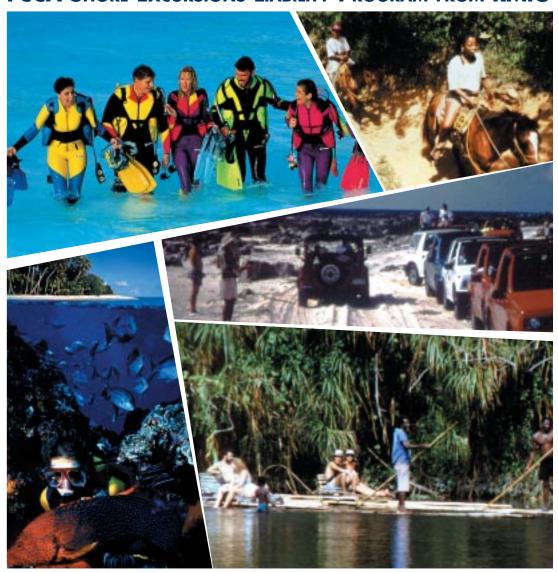
Cascais attests to the benefits of the Conference, "Any FCCA function offers a tremendous opportunity to showcase what the destinations have to everyone from CEO's to marketing reps... the FCCA raises the bar very high in terms of offering opportunities to serve the cruise industry... Attendees return every year because they get such success and enjoyment from the Conference."

Stauffer summarizes his expectations for the event, "The FCCA Conference is all about the opportunity to partner and benchmark with others in the industry. It is a tremendous growth opportunity for attendees at all levels, and I am certainly looking forward to the opportunity to meet new leaders and dignitaries in the Caribbean, particularly those who will be hosting the Conference from the Cayman Islands."



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### FCCA Foundations' 2006 Poster Competition

When the FCCA asked what would have a beneficial environmental impact, thirteen destinations answered with a resounding voice. But this reply emitted no sound; it was in the form of something more natural: art. The 2006 Children's Poster Competition showcased artistic ability, creativity, and their consciousness of the world around them. Apart from an impressive turnout, 2006 proved to be one of the most difficult years to judge. The talent from both groups was an overwhelming, but pleasant, experience.

The categories hopefully struck home to the participants and granted them not only awards, but awareness. Students were encouraged to create a poster that visually depicted at least three ways they could help protect the environment and promote the knowledge among students. The goal is to effectively educate effect

and significance of environmental protection. Each country showcased the work of their finalists. There is a rigorous judging process conducted in three rounds for this competition, originating in the local schools, from the country's selection committee, and ending with the FCCA's Judging Panel. Selection of the winners was a difficult feat, as all of the works portrayed effective, sound ideas coupled with masterful technique. However, winners had to be chosen; Trifon Simmons of Nevis' St. Thomas Primary triumphed in the Junior Division (ages 12 and younger), and 15-year-old Sabrina Romulue of St. Lucia's Castries Comprehensive Secondary School brought the gold home with her for the senior division.

Mr. Simons and Ms. Romulue both received an educational scholarship of US \$2,500 for their achievements. Both were also welcomed aboard one of the member line ships, where their prizes, plaques, food, and more awaited them. Norwegian Cruise Line catered Trifon Simmons' ceremony, with his classmates and faculty on the *Norwegian Majesty*, and Sarbrina Romulue, along with others, celebrated while experiencing Royal Caribbean International's *Serenade of the Seas*. Though any participants was a winner, there were other awarded applicants. In the Junior Division, Bianca Blanchard from Haiti won second place, with 10-year-old Kalya Jones from Belize taking an impressive third place. The Senior Division runner-ups were



(Second from left) Senior winner Sabrina Romulue of St. Lucia.



(Left) Junior winner Trifon Simmons of Nevis.

Attainea Toulon from Dominica, who took 2nd, and fourteen-year-old Amelia Layne. For their efforts, they received US \$1,500 and \$1,000, respectively. Additionally, the FCCA awarded US \$500 for art supplies to the schools of the first, second, and third place winners, with all other finalists receiving US \$200.

Ms. Romulue of St. Lucia's poster, entitled "Your Environment Reflects You," illustrates both the negative and positive aspects of the environment. The trees signify growth and development and take the form of a man and woman to represent the people of the land. There are two of the same features, which enhance the idea of how the good and bad practices affect the environment. The poster touches on such subjects as the importance of nature, deforestation, proper garbage disposal, and the protagonists and antago-

nists of the marine environment.

Mr. Simmons Nevis' work, "Preserving our Environment" shows spectacular insight from someone only twelve years old. It touches base upon the detriments harming homeostasis on both the land and sea. It portrays the effects on the animals and shows solutions. It advocates an active, aggressive stance by demonstrating the impact an individual can make, but it also exemplifies the malevolence some take toward nature. It is almost calling out in duress that the right path must be selected.

The FCCA thanks all participants for their hard work and looks forward to seeing more dazzling displays. It's true that every participant was a winner, and the knowledge gained is always a worthy requite. Even those whose work never left the local level still deserve mention, and they are encouraged to try again next year. Persistence is necessary in order to attain something you may desire.

This competition definitely portrays plethoric perks, but many of the participants weren't in it solely for the money. This was an opportunity to bring awareness to others around the globe; these children were able to present their ideas, along with their skill, to the masses. The Ministries of Tourism have expressed their interest in the competition. Next year's event will prove even more innovative and beneficial, and the children will submit tantamount treasures.



### An Undiscovered Destination for Tourist....

Located on the northeastern of the Caribbean coast of Colombia and at the foothill of the highest coastal mountain range in the world, "La Sierra Nevada", Santa Marta has a dry climate with an average temperature of 82°F and a population of 410,309 friendly people. Founded in 1525 by Rodrigo de Bastidas, it is the oldest city on continental America, providing visitors a mix of history, Indian cultural heritage, charming people and an extraordinary diversity of landscapes and beaches.

The city proudly displays the signs of its past represented in ancient buildings and military constructions, including la Quinta de San Pedro Alejandrino, an 18th century villa where the Liberator Simon Bolivar died in 1830. Today the villa is divided in three main tourist attractions: the main house, which maintains its original from and period pieces, a second house remodeled to accommodate the Bolivarian Museum of Contemporary arts and the Tayrona Museum.

Those seeking cultural Indian heritage will find La Ciudad Perdida ('Lost City') a 14th century city built high in the Sierra Nevada de Santa Marta, the world highest coastal mountain at 18,942 foot (5,775 meters), it is one of the largest pre-Columbian towns discovered in the Americas. Its stone constructions are a vivid reminder of the high level of cultural and architectural development of its builders.

Unexploited paradises are found nearby the city, where more than 3,000 hectares of land and coast forming the bays of The Parque Tayrona. In this national park and ecological preserve the bays named Neguanje, Concha, Cinto, and Arrecifes provide visitors a unique encounter with nature. Within the park is the important archaeological site of Pueblito where direct descendants of the ancient Tayrona Indians may be found.

In addition to the above attraction, Santa Marta provides cruise lines with a top of the line port. Located at latitude 11° 15' North and longitude 74°13' West, the port serves users 24 hours a day all year round, with seven docks with an average depth ranging from 40 to 80 feet and berths 94 to 250 meters in length. The Port of Santa Marta offers safe storage services at its warehouses and yards, and was the first Colombian Maritime Terminal Port to attain International Certification under ISO 9000.

In other words, what Santa Marta has to offer is a magical encounter where colonial history, archaeological and ecological sites, Indian heritage, and multicolored beaches mix to provide your passengers an opportunity to experience great diversity in a single place.

COME AND DISCOVER THE MAGIC OF SANTA MARTA.

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Jamaica Sanju Chatani schatani@cwjamaica.com 876-974-2414

#### American Guard Services, Inc.

U.S.A. Sherif Assal sherif@americanguardservices.com 310-645-6200

#### Antigua Pier Group Ltd.

Antigua, B.W.I. Hilson Baptiste cwfrasier@candw.ag 268-462-0787

#### **Appleton Estate Rum Tours**

Jamaica Judy Schoebein appleton@infochan.com 876-963-9215

#### **Aruba Cruise Tourism**

Aruba, N.A. Kathleen Rojer Kathleen.Rojer@aruba.gov.aw 011-297-583-3648

#### **Aruba Ports Authority**

Aruba, N.A. John Seraus aruports@setarnet.aw 011-29758-26633

#### **Atlantida Cozumel**

Mexico Annika Bratt annikabratt@comcast.net 305-774-1448

#### **Atlantis Adventures International**

U.S.A. Laura Martin Imartin@atlantissubmarines.com 954-779-1095

#### **Bak-A-Bush Adventures**

Belize Thomas Wilson bakabush@btl.net / ivybabelize@hotmail.com 011-501-223-5194

#### Beaumont Park Ltd.

St. Kitts Michael Martin mmartin@beaumontpark.kn 869-465-1627

#### **Bel-Cruise Company Limited**

Belize, C.A.
Antonio Novelo
belitur@btl.net / tncruises@yahoo.com
011-501-227-2255

#### **Belize Tourism Board**

Belize, C.A. Anthony Mahler anthony@travelbelize.org 011-501-223-1913

#### Bermello-Ajamil & Partners, Inc.

U.S.A. Mark Ittel mittel@bermelloajamil.com 954-627-5106

#### Bridgetown Cruise Terminals, Inc.

Barbados, W.I. Rovel Morris rmorris@bridgetowncruiseterminals.com 246-431-0386

#### Caribbean Cruise Shipping & Tours Ltd.

Jamaica Lee Bailey ccstours@cwjamaica.com 876-952-2007

#### Caribbean Tours International, Ltd

Turks & Caicos Seamus Day jillrmccall@yahoo.com 649-231-2849

#### Cartagena de Indias Cruise Ship Terminals

Colombia Giovanni Benedetti csamudio@sprc.com.co 011-575-650-2209

#### **Cayman Islands Department of Tourism**

Cayman Islands Pilar Bush pbush@caymanislands.ky 345-949-0623

#### CH2M Hill Ltd.

U.S.A. Phillip Crannell pcrannel@ch2m.com 561-515-6566

#### **Chukka Caribbean Adventures**

Jamaica Norma Bailey-Moore norma@chukkacove.com 876-972-2506

#### **CMP Princeton Inc.**

U.S.A. Michael Kazakoff mkazakoff@cmpprinceton.com 609-759-4700 EX 319

### Colombian Government Trade Bureau - Proexport

Colombia Maria Claudia Lacouture mlacouture@proexport.com.co 305-374-3144

#### Continental Shipping, Inc.

Puerto Rico
Daniel Threadgill
operations@continentalshipping.com
787-725-2532

#### Corporacion de Costas Tropicales - Colon 2000

Republic of Panama Augusto Terracina augusto@colon2000.com 011-507-227-2000

#### Cox & Company Limited

St. Lucia, W.I. Matthew Beaubrun coxco@candw.lc 758-456-5000

#### Cruise Guatemala

Guatemala, C.A. Fernando Aguilar faguilar@seniorales.com 011-502-2379-5778

#### Cruise Ship Excursions Inc.

U.S.V.I. Judy Reeve csxadam@viaccess.net 340-775-5055

#### Cruise Solutions Belize Ltd.

Belize, C.A.
David Gegg
david@shorexbelize.com
011-501-223-0748

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#### Deliver It, Inc.

USVI Steve Vasaturo shipagent@deliveritvi.com 340-776-8660

#### **Diamonds International**

Barbados Jacob Hassid jacobh@dibarbados.bb 212-308-3600

#### **Dolphin Cove Limited**

Jamaica Marilyn Burrowes mburrowes@cwjamaica.com 876-974-5335

#### **Dominica Port Authority**

Dominica, W.I. Benoit Bardouille domport@cwdom.dm 767-448-4431

#### Ensenada Cruiseport Village SA De CV

Mexico Javier Rodriguez gonzalez.christabel@enseit.com 011-52-646-178-8801

#### Fort Street Tourism Village Ltd.

Belize, C.A. James Nisbet jnisbetfstv@btl.net 011-501-223-7789

#### Freeport Harbour Company (Bahamas)

Bahamas Chris Gray newbold.derek@fcp.com.bs 242-350-8058

#### Fun Sun Inc.

Dominica, W.I. Norman Pennycooke funsuninc@cwdom.dm 767-448-6371

#### **Fury Catamarans**

Mexico Peter Norquoy operations@fury-catamarans.com 011-52-987-872-5145

#### Geo. F. Huggins & Co. (G'da), Ltd

Grenada George Menezes hugship@caribsurf.com 473-440-9150

#### **Guatemala Tourist Commission**

Guatemala Ana Smith asmith@inguat.gob.gt 011-502-2421-2870

#### H.H.V. Whitchurch & Co., Ltd.

Dominica, W.I. Gerry Aird shipping@whitchurch.com 767-448-2181

#### **Harbor Bunkering Corporation**

Puerto Rico Fernando Rivera fernandorivera@optistreams.net 787-723-1182

#### **Honduras Institute of Tourism**

Honduras Thierry De Pierrefeu Midence presidencia@iht.hn 011-504-222-2124

#### Jacksonville Port Authority U.S.A.

Anthony Orsini tony.orsini@jaxport.com 904-630-3020

#### **Key Properties Ltd.**

Antigua, B.W.I. Cameron Fraser keyproperties@candw.ag 268-461-4557

#### Mark Scot, Inc.

U.S.A. Gina Hartley gina@markscot.com 954-630-8622

#### Ministry of Tourism of Dominican Republic

Dominican Republic Felix Jimenez fjimenez@sectur.gov.do 809-221-4660

#### Mobile Alabama Cruise Terminal

U.S.A. Albert St. Clair astclair@shipmobile.com 251-338-7447

#### **Mobile Bay Convention & Visitors Bureau**

U.S.A. Leon Maisel Imaisel@mobile.org 251-208-2007

#### Operadora Aviomar S.A. de C.V.

Mexico Octavio Molina Casares omolina@aviomar.com.mx 011-52-987-872-5444

#### Original Canopy Tour - OCT Enterprises Ltd.

USA Rick Graham rgraham@canapytour.com 305-433-2241

#### Panama Canal Railway Company

Panama
David Starling
info@panarail.com
011-507-317-6070

### Panama Ports Company - Cristobal Cruise Terminal

Panama Alejandro Kouruklis ballesteros.liza@ppc.com.pa 011-507-433-7990

#### Panama Tourism Bureau (IPAT)

Panama Ruben Blades mharrington@ipat.gob.pa 011-507-270-2890

#### Pelicanos Tours S.A. de C.V.

Mexico Sergio Briceno Vargas sergiobv@pelicanos.com.mx 011-52-987-869-1144

#### Plava Mia Grand Beach Park

Mexico Rogelio Molina Casares euribe@playamia.com 011-52-987-872-9030

#### **Port Canaveral Authority**

U.S.A. Robert Giangrisostomi bobbyg@portcanaveral.org 321-783-7831

#### Port Everglades

U.S.A. Carlos Buqueras portevergladescruise@broward.org 954-523-3404

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U.S.A. Bill Johnson portofmiami@miamidate.gov 305-371-7678

#### **Port of New Orleans**

U.S.A. Robert Jumonville jumonviller@portno.com 504-528-3230

#### Port of Norfolk Virginia

U.S.A Stephen k

Stephen Kirkland stephen.kirkland@norfolk.gov 757-664-1048

#### **Port of San Diego**

U.S.A. Rita A. Vandergaw rvanderg@portofsandiego.org 619-686-6388

#### Promociones Turisticas Mahahual Puerto Costa Maya

Mexico Cesar Lizarraga clizarraga@puertocostamaya.com 011-52-998-267-7700

#### **Puerto Rico Tourism Company**

Puerto Rico Janice Colon jcolon@prtourism.com 787-721-2400

#### **River Consulting**

U.S.A. Mike McFadden glucci@riverconsulting.com 281-677-9400

#### **Royal Marine Insurance Group**

U.S.A. William Roversi bill@RMIG.US 305-477-3755

#### S.E.L. Maduro & Sons (W.I.) Inc.

St. Maarten Hubert Leo Chance hlchance@maduro.org 011-599-54-23063

#### Sand Dollar Sports

Mexico John Flynn sds@sanddollarsports.com 011-52-987-872-0793

#### Sea Miles LLC

U.S.A. Tom Armstrong tom.armstrong@seamiles.com 954-567-4671

#### SSA Mexico SA de CV

Mexico Luis Vallarta luis.vallarta@ssamexico.com 011-52-314-331-1000

#### St. Christopher Air & Sea Ports Authority

St. Kitts
Donald Cable
scaspail@caribsurf.com
869-465-8121

#### St. Lucia Air & Sea Ports Authority

St. Lucia, W.I. Vincent Hipployte regisd@slaspa.com 758-452-2893

#### St. Maarten Ports Authority (SMPA)

St. Maarten Keith Franca Smpa1shh@sintmaarten.net 011-599-542-2307

#### St. Maarten Sightseeing Tours

St. Maarten Samir Andrawos laconm@caribresorts.com 954-653-0081

#### St. Maarten Tender Services N.V.

St. Maarten Sir Robert Velasquez sirbobby@bobbysmarina.com 011-599-542-2366

#### St. Thomas Skyride/Tramcon Inc.

U.S.V.I. Murray Pridham mpridham@gmail.com 340-774-9809

### St. Vincent & The Grenadines Port Authority

St.Vincent & The Grenadines Paul Kirby portsvg@caribsurf.com 784-456-1830

#### **Suburban Transportation**

U.S.A Teresa Ondrejcak terihome@accessvi.com 440-846-9291

#### Tall Ships

Barbados,W.I.
Denis Roach
tallships@sunbeach.net
246-430-0900

#### **Tampa Port Authority**

U.S.A. Greg Lovelace glovelace@tampaport.com 813-905-5123

#### The Rendezvous Tour Company

St. Martin lan Gurr rendezvoustours@hotmail.com 011-590-590-77-1053

#### The West Indian Company Ltd. (WICO)

St. Thomas, U.S.V.I. Edward Thomas ethomas@wico-ltd.com 340-774-1780

#### Tour Co-Op of Puerto Rico

Puerto Rico Carlos Bauza info@tourcoop.net 787-762-7155

#### **Tropical Shipping**

U.S.A. Mary Udry mudry@tropical.com 561-881-3900

#### **Virgin Islands Port Authority**

U.S.V.I. Darlan Brin info@viport.com 340-774-1629



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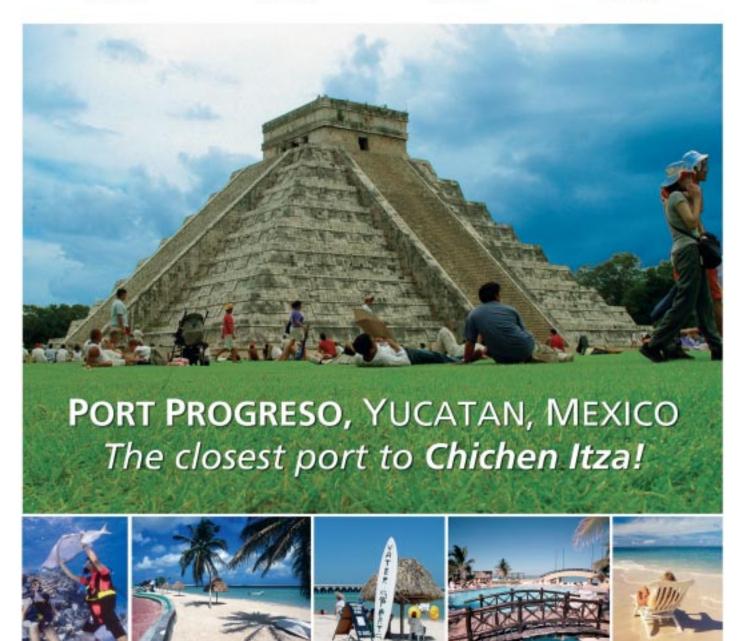
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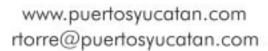
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Accessible Ventures Transportation of St.

Maarten N.V.

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Barbuda Council Tourism Board

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Bermuda Department of Tourism

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Grand Amazon Turismo Ltda.

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Gray Line Tours Nicaragua

Gray Line Tours Costa Rica

Gray Line Tours Belize

Gray Line Tours Guatemala

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Jag Inc.

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Jamaican Butterfly Garden Ltd.

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JCAL Tours, Ltd.

Jem Travel & Tours

Jimmy Buffett's Margaritaville Caribbean

Johns Hall Adventure Tour/Plantation

Johnson's Stables & Garage Ltd.

**Jolly Mariner Tours** 

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Jose Santiago Inc.

Jungle Trekking Adventures and Safaris Inc.

JUTA Tour Co. Ltd.

Karavan Turizm Seyahat Ve Nakliyat A.S.

Karpaten Turism

Kayak Nature Tours, Ltd.

Kelly's Tours at the Virgin Islands

Kelly's Watersports

Kim'Arrin Cruise Services

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Kirk Sea Tours Ltd. / Ironshore Cayman

**Knapsack Tours** 

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Landry & Kling, Meetings at Sea

Las Tortugas Adventures Inc.

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Malibu Beach Club & Visitor Centre

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Martinique Tourism Authority

Maryland Port Administration

Mase, Gassenheimer & Lara, P.A.

Maxi Taxi Association

Mayaguez-Las Marias Consortium

Mesoamerica Travel S.A. - Honduras

Metropolitan Stevedore Company

Meyer Agencies Ltd.

Ministry of Tourism - Haiti

Ministry of Tourism, Youths & Sports

Misener Marine Construction, Inc.

Montego Bay Chamber of Commerce & Industry

Mother Ocean Foundation Inc.

Mount Gay Rum Tour and Gift Shop

Nature Island Dive

Nature Island Taxi Association (NITA)

Nautica Maya, S. de R.L. de C.V.

Nautilus Cayman Ltd.

Navigator Travel & Tourist Services Ltd.

**Nevis Tourism Authority** 

New England Fast Ferry Company, LLC

Oasis Divers and Water Sports

Ocean Adventures Inc.

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Professional Training National Institute (INAFORP)

Puerto Chiapas

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Rain Forest Aerial Trams

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Rancho Tierra Bonita

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Regale International Travel Co., Ltd.

Reid's Premier Tours Ltd. Resort Adventure Centers, Inc.

Rios Tropicales

Rise Again Tours and Taxi, Inc.

River Raft Limited Roatan Island Tours Roger Albert Voyages Romney Associates

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S.E.L. Maduro & Sons (Aruba) Inc. S.E.L. Maduro & Sons (Curação)

S.M.T.A. (Societe Manutention Transports Agency)

Safari Tours (Bahamas) Ltd

Sarl Spring (Plantation Mont Vernon)

Screaming Reels
Sea Blaster Tours
Sea Bridge International
Sea Island Adventures

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Singh's Taxi

Skylimit Travel Services

SkyMed International

SL Horsford & Co. Ltd.

Snuba/Sea Trek

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South Carolina State Ports Authority

Spirit of the West

St. Ann Chamber of Commerce

St. Ann Development Company, Ltd.

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St. Kitts-Nevis-Anguilla Trading & Dev. Co. Ltd.

St. Maarten Harbour Holding Co.

St. Maarten Park

St. Maarten Port Services N.V.

St. Maarten Taxi Services

St. Thomas Swimming Assoc., Inc.

St. Thomas Taxi Association

Stansfeld Scott Inc.

Stingray City (Antigua) Limited

STT Ship Chandling

Sulivan Shipping Services Limited

Sun & Fun Tours, Rotan

Sunbound

Sunbury Great House

**Sunsation Tours** 

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Sunshine Holidays Ltd. DBA Travel Unlimited

Sunshine Tours, S.A. de C.V.

Suntrek Tours Inc.
Super Jewelers

Surfside AquaSports Ltd.
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Swiss Travel Service

Sysco Food Service of South Florida

Taber Tours Inc. Tabyana Beach

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The Caymanian Land and Sea Cooperative

Society Limited

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The Port Authority of Jamaica

The Sun Pillow, LLC

The Tour Company Cayman Ltd.
Thomas Gregor Associates
Thriller Powerboat Tours

TIDCO-Tourism & Industrial Dev. Co. of

Trinidad & Tobago

Total Guest Satisfaction Tours (Total Gusto)

Tour Adventures (Watapana Tours)
Tour Operator Guatemala Mayan Trip

Tours for Nature Ltd.
Tourism Corp Bonaire

Transmares S.A.

Transportation Services, of St. John Inc.

Travel Executives

Tri-Sport

Trinidad & Tobago Sightseeing Tours

Tropical Tour Tropical Tours Tropical Tours, S.A. Tropicana Tours

Tura Turizm - Sea Mer Tours

Turinter S.A.

Turismo Caleta, S.A. de C.V.

Turismo Cocha Turismo Intersol Turismo Marina

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Turu Ba Ri Tropical Park

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Ultramar Express Dominicana

Union De Tronquistas

United Shipping Company (Nassau) Limited United Tour Guides Co-op of Puerto Rico

V.I. Equicare

V.I. Taxi Association/Tours and Travel Inc.

Vallarta Adventure
Vallarta Shore Excursions

Viajes America

Virgin Islands Ecotours
Walkerswood Jerk Country

Welltec Intl. Wild Tours

Wind and Sea Ltd.

World Tours & Cruises Ltd.

Wrave Ltd.

**Xotic Adventures Limited** 

Y.S. Falls



### THE FRIENDLIEST ISLAND UNDER THE SUN!

THE DUTCH
AND THE FRENCH...TWO
CULTURES...ONE ISLAND

37 MAGNIFICENT BEACHES AND A WORLD OF ACTIVITIES

A TREASURE TROVE
OF DUTY-FREE SHOPPING

SIZZLING NIGHTLIFE

A FUSION OF CARIBBEAN And European Gourmet Delicacies









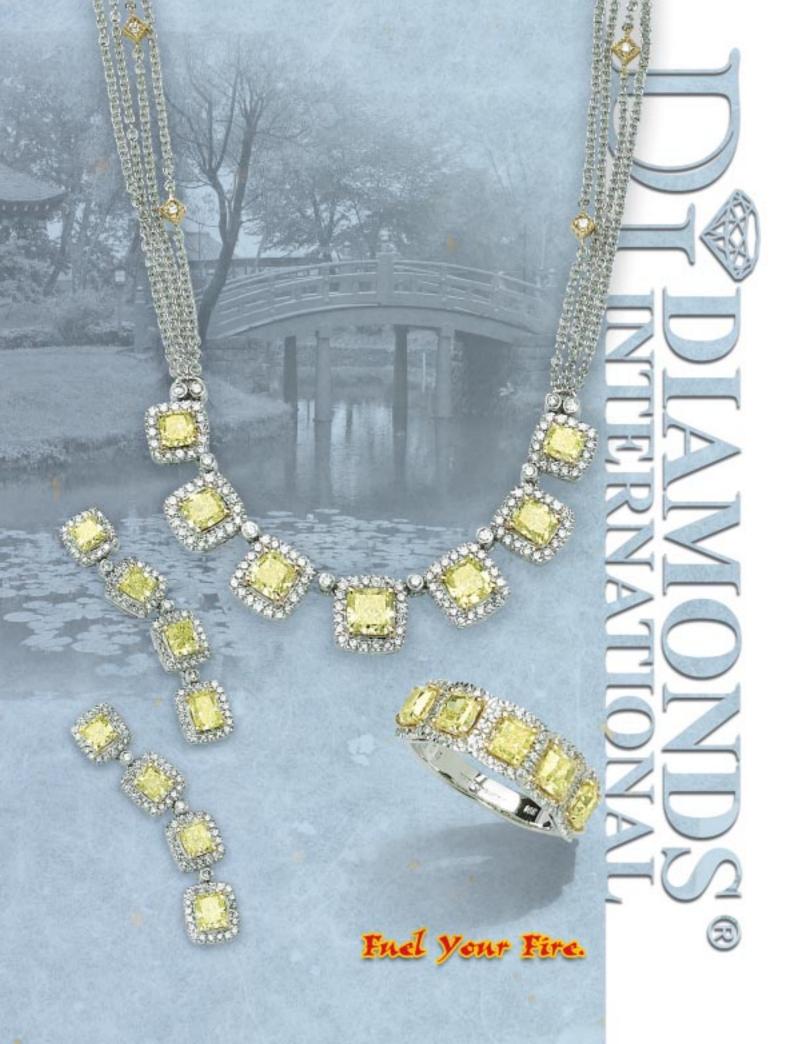
SUN-DRENCHED BEACHES, RED-HOT CASINOS, BALMY BREEZES, REMNANTS OF A COLOURFUL PAST, A KALEIDOSCOPE OF BRIGHTLY PAINTED HOUSES, PICTURESQUE STREETS... EXPERIENCE A REAL TROPICAL ISLAND PARADISE.

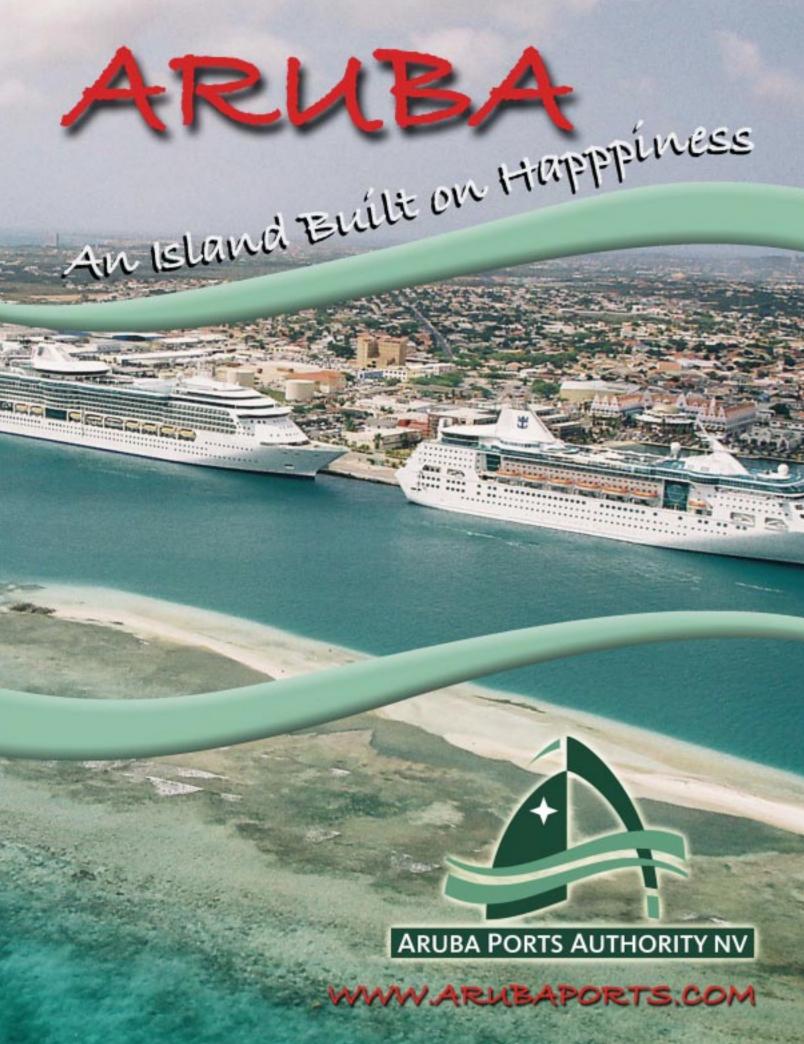
MAKE SURE YOUR NEXT CRUISE DOCKS IN ST. MAARTEN!

WWW.ST-MAARTEN.COM

### 2006, The Year of the Dog =

According to Chinese horoscope 2006 is the year of the dog. Specifically, people born on January 29 to February 17 are under the sign of the fire-dog. They are on a sure course to friendship and love. Very well liked, their social circle is broad and their love life is full of energy and fire. The firedog is a lovebird!





# Freestay Bringing 'Good Things' to Vacationers in the Caribbean

The Freestay Caribbean cruise-conversion program has been endorsed by the tourist community, including business leaders, government officials, tourist promotion boards and Hotel Associations in 13 destinations – including Barbados, Cozumel and Cartagena, Columbia where the program will soon debut.

"We anticipate that extending the Freestay Caribbean program to Belize and Mexico will have a positive economic and

social impact on the Western Caribbean region" said Al McNab of Hyde Shipping. "The program's success in other island nations leads us to feel confident that it can facilitate increased tourism which will certainly boost the local economy for these ports."

The program has matured well in Antigua, Belize, Dominica, Grenada, Jamaica,

St. Kitts, St. Lucia, St. Maarten, St. Croix and St. Thomas USVI. Program participants work with program sponsor Tropical Shipping and their island officials to design and distribute special coins to cruise passengers.

The Freestay Caribbean 'Come Back And Stay In The Caribbean' program capitalizes on the history of doubloons, like those thrown to the thousands of parade-goers during the world-renowned Mardi Gras festivities in New Orleans, where the coins are minted for each destination.

Each coin is etched with a famous landmark or logo of the island or country it represents, the Freestay Caribbean website address and the U.S. toll-free number for the Ministry or Board of Tourism.

Barbados, which launches the program this year, has chosen parliament buildings as their landmark.

The coins can be used to obtain specific discounts and other

travel incentives from participating hotels, restaurants and other vendors. Those incentives are published on the program's website, www.freestaycaribbean.com, which grows right along with the program.

The website, which has a fresh, new look after a recent facelift, has seen more than a 1% increase in overall traffic since May 2005. That translates to more than 1.4 million hits and 35,000 visits in the past year.



Michele M. Paige at the opening of the Freestay program in Cozumel, Mexico with the Mayor of Cozumel, Lic. Gustavo Ortega Joaquin and Jennifer Nugent-Hill from Tropical Shipping.

Destinations such as Antigua, Belize and Grenada who work with their partners are seeing successes along the way.

Officials in Antigua, who are having a re-launch of the program this year, have worked the program right along with island vendors and have testified to the program's success.

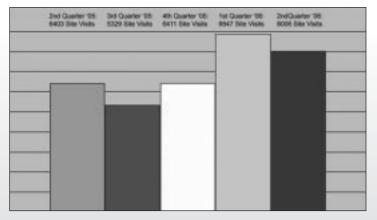
"I am urging more hotels and other tourism partners such as restaurateurs and entertainment providers to prepare special offers and become members of the Freestay Caribbean promotion," Lorraine Headley, Director General of Tourism for Antigua and Barbuda, said in the May edition of CaribbeanNetNews.com

Antigua's partners include The Admirals Inn, Galley Bay, Grand Pineapple Beach Resort, St James's Club and Chez Pascal. Each has its own page on the freestaycaribbean.com website and all have seen a more than 2.5% increase in overall traffic to their pages from this time last year.

Galley Bay's webpage received 78 hits in the month of June this year compared to 12 hits in June 2005. That's a 5.5% increase in traffic in just 12 months to the Antiguan retreat's Freestay webpage. In like manner, Chez Pascal has seen a 6.14% increase in traffic during the same time-frame, jumping to 50 hits in June 2006 from 7 in the same month of 2005.

October 23-26, 2007

As illustrated in the chart below, the Freestay Caribbean website recorded its highest rate of internet activity in the first and second quarters of 2006, with the second quarter of 2006 seeing an almost 8% increase in activity from the same quarter of 2005.



The success of the Freestay Caribbean program is dependent not only upon website activity, but also on the efforts of member islands and individual participants to work the program in person and on the internet to everyone's fullest advantage.

More vacationers are choosing more Caribbean destinations more frequently, and Freestay Caribbean understands the economic opportunities that brings to each of the participating destinations.

From 2003 through 2005, the number of visitors to the Caribbean has grown by a total of 19%, according to the 2006 Caribbean Trends in the Hotel Industry report from PKF Hospitality Research, which is the research affiliate of PKF Consulting, a consulting and real estate firm specializing in the hospitality industry.

"I am often asked by hoteliers and tour operators, Why is Tropical Shipping so supportive of the tourism industry when we are not in the business of tourism?" My answer is always the same, ... "We are in the business of tourism," said Tropical Shipping's Assistant Vice President of Government Affairs, Jennifer Nugent-Hill.

"The growth of the Freestay Caribbean cruise conversion program into a real partnership with the Caribbean Hotel Association and the Florida-Caribbean Cruise Association is one of the many positive aspects of the program.

(Tropical Shipping President) Rick Murrell's commitment to the sustainability of Caribbean tourism is a real commitment. The fact that we have extended the Freestay program to include other ocean cargo carriers in countries where our competitors also do business is quite telling.

"But we know that when the economies of the Caribbean islands grow, so will all of our individual companies. We are grateful that Seaboard and Hyde Shipping support the program in Belize, Cozumel, Jamaica and soon in Cartagena, Colombia.

"We know that support says that they also recognize that it makes good business sense as well. Their willingness to support this positive effort to help maintain the key economic driver for most of the islands can only be categorized as a good thing to do. This program is a good thing."

**Tropical Shipping** 

The Leader In Shipping To The Bahamas And The Caribbean For More Than 40 Years

### FCCA Upcoming Events

Oct. 31-Nov. 3, 2006

November 2, 2006

Platinum Associate Membership Advisory Council Luncheon at the FCCA Conference, Cayman Islands

FCCA Associate/Platinum Membership Tour & Luncheon at the FCCA Conference, Cayman Islands

FCCA Associate/Platinum Membership Tour & Luncheon at the FCCA Conference, Cayman Islands

January 25-28, 2007

Platinum Associate Membership Advisory Council Cruise aboard Disney Cruise Line, Wonder

Platinum Associate Membership Advisory Council Bar-B-Que at the residence of Michele M. Paige, President, FCCA

March 14, 2007

13th Annual FCCA Foundation for the Caribbean Gala Dinner & Entertainment Extravaganza, American Airlines Arena, Miami, Fl.

June 4-5, 2007

Platinum Associate Membership Advisory Council Conference, Guatemala

14th Annual FCCA Caribbean Cruise Conference & Trade Show, Cozumel, Mexico





The Florida Aquarium



Gulf Beaches

## ONE HOT SPOT!

#### In Tampa, The Point Of Departure Is A Destination In Itself.

As passengers discover all that our port and the area have to offer, Tampa is becoming the new dynamo among cruise towns.

For starters, Cruise Terminal 3 has just been completed. It offers more than 100,000 square feet to accommodate Tampa's largest cruise ships. And Cruise Terminal 2 doubled in size to 85,000 square feet. Together with Cruise Terminals 6 and 7, Tampa's cruise facilities are efficient, secure, have plenty of parking and offer speedy processing and handling.

Next door to the terminals, joining The Florida Aquarium and the St. Pete Times
Forum, is Channelside –

an urban entertainment complex with movie theatres, an IMAX, restaurants and shopping. All this, just steps from the gangways, and only minutes from historic Ybor City and downtown Tampa. Also, the port is just 15 minutes from Tampa's renowned international airport.

Venture a few miles from the port and you'll find loads of activity, culture and entertainment.

To learn more about all we have to offer, call 800-741-2297 or 813-905-PORT. And remember, although tourism in Tampa Bay is really heating up, we think you'll find we're actually a pretty cool place.



Busch Gardens



Performing Arts Center



Universal Studios

TAMPA PORT AUTHORITY

# St. Vincent & the Grenadines Looks Toward the Future

Recognizing the growing importance of the tourism sector to the economy of St. Vincent and the Grenadines, the Government of St. Vincent and the Grenadines has been engaged in the sustainable development of this sector with support from the European Commission since 1998.

A National Tourism Sector Strategic Plan for was developed in 2002. This was followed in 2004 by a Tourism Development Consultancy which produced a Tourism Master Plan along with a proposal to develop a National Park System and to strengthen the National Parks Authority, as well as the design of twenty (20) designated tourism recreational sites.

The twenty (20) recreational sites will be developed in accordance with the site development and management plans for each designated site. Most of the work at the sites relates mainly to the building of Welcome Booths, Toilets, Parking, Picnic facilities and Trails Access.

The project is expected to develop and spread the benefits of the tourism sector through the implementation of the plan for the development, management and operation of all designated sites.

#### St Vincent and the Grenadines Tourism Development Project

- Funded by the European Union
- EU Contribution EUR 5,000,000
- Local Counterpart EUR 740,000/EC\$19,897,882

#### The Twenty (20) designated sites are as follows:

- Falls of Baleine
- Dark View Falls
- Vermont Nature Trail
- Cumberland Nature Trail
- Layou Petroglyph Park
- Botanic Gardens
- Trinity Falls
- Wallilabou Falls
- Fitzhughes Heritage Centre
- Cumberland Beach Recreation Centre

#### Five sites Highlighted:

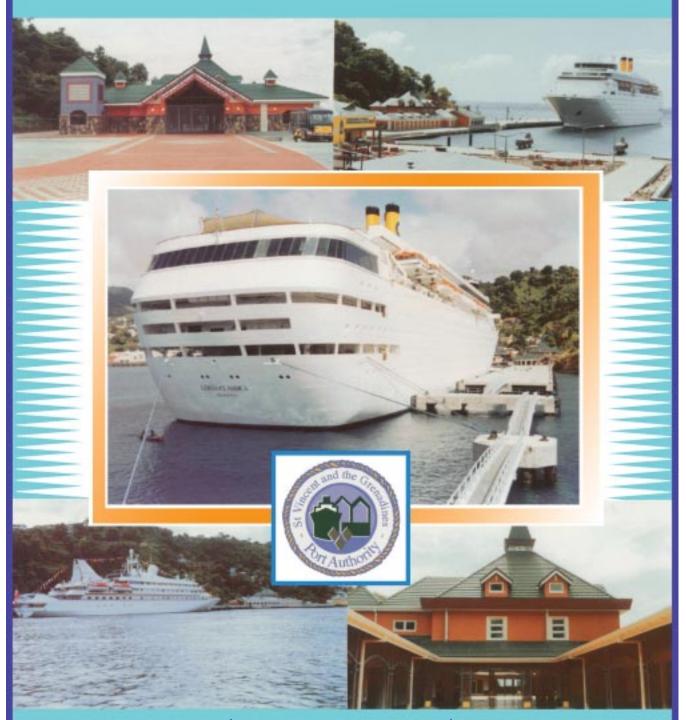
- Falls of Baleine
- Dark View Falls
- Botanic Gardens

- Number of sites twenty (20)
- Duration of Project 42 months
- Final date for execution December 31, 2009
- · Owia Salt Pond
- Youroumei Heritage Village
- Soufriere Cross Country Trail
- Rabacca River
- Black Point Tunnel
- Argyle Recreation Park
- Rawacou Beach/Recreation Area
- Belmont Lookout
- Fort Murray
- Tobago Cays Marine Park
- · Rawacou Beach/Recreation Area
- Black Point Tunnel

#### The design and supervision of development work on the sites expected to run from - August 2006 - December 2008

- Falls of Baleine August 2006-July 2007
- Dark View Falls August 2006-July 2007
- Botanic Gardens August 2006-December 2007
- Rawacou Beach/Recreation Area August 2006-July 2007
- Black Point Tunnel August 2006-July 2007

### "Kingstown Cruise Terminal • St. Vincent & the Grenadines"



St. Vincent's Kingstown Cruise Terminal is the Caribbean's newest destination.

Managed Jointly by the St. Vincent & the Grenadines Port Authority and the private sector, the purpose-built terminal contains a full range of services including Customs and Immigration, a tourist information office, no fewer than 26 shops and retail outlets, a terrace café, rest rooms, post office, and telephone and fax facilities.

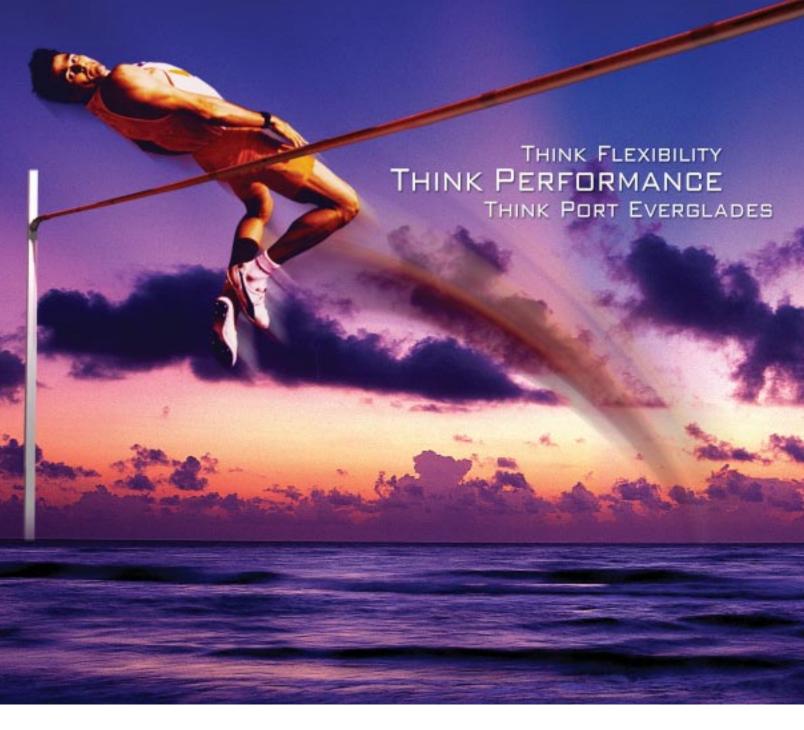
Beyond the terminal building is a pick up/set down area for 50 taxis/minibusses as well as parking for tourist busses.

The cruise terminal has two berths:

- ◆ The North Berth accommodates cruise ships up to 260 meters in length overall and 70,000 gross registered tons with a maximum draft of 9.75 meters
- ◆ The South Berth is for smaller vessels up to 100 meters in length 4,500 grt and

5.6 meters in draft. The terminal has its own purpose-built landing stage for cruise passengers arriving by tender from a ship at anchor.

Upper Bay St. Box 1237, Kingstown Tel.: 784-456-1830 Fax: 784-456-2732 E-mail: port-svg@caribsurf.com



#### HIGH-END SOLUTIONS FOR THE CRUISE INDUSTRY.

Some push the bar. We set it. That's why accelerating your business growth even more isn't really a stretch. Not with Port Everglades. Your ships and guests leave from one of 11 first-rate terminals. On-site cruise services managers will attend to your every need. Fast connections are right next door at Fort-Lauderdale-Hollywood International Airport—the nation's fastest growing airport for three consecutive years. And a hub of major highways is minutes away. Ultimate location. Maximum convenience. Unrivaled service. Why do 17 cruise lines currently call Port Everglades home? We believe it has a lot to do with moving onward...and upward.

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With a change of name comes a change of pace. Sergio Briceño and Pelicanos Tours has been a well-established tourism entity, but there are always improvements to be made. Though the past organization wasn't irreparable, a tune-up was in order and will be accomplished through much more than a name change. Explora Caribe is an eco-adventure tour company, one which entertains and educates. Their new tour definitely gives more than just an industrial face-lift.

It's almost proper for a company's transformation to permit a complete conversion. The newly established Temazcal encounter is more than just a Mayan tribute; it seems more like a portal to the time of their reign, a glimpse and understanding of their beliefs and rituals. As the body, mind, and soul slowly soothe, they open themselves to this experience and process. It seems almost ironic to desire a return to cave dwelling. We were meant to pass that stage of progression thousands of years ago, but now tranquility is found in mankind's original abode.

Even before the voyage begins, knowledge about Mayan history, beliefs, and rituals is presented by the cultural guide along the way in the van. Upon arrival, the stage is set by an authentic Mayan speaking in their native tongue. Though the words may go without understanding, the message appears quite lucid: an experience of a lifetime is about to commence. As the guide brings you to this natural lair, it first seems that you have invaded some ancient ritual. There's no certainty if the ceremony would continue without your presence, but an inherent interloping feeling is not present; there is a sense of security and belonging.

Once you step into the sauna, which is constructed similarly to the cave's limestone formations, pain and worry evaporate

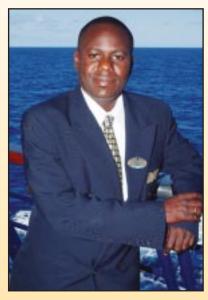
like the water. In addition to the pouring of water and herbs on the lava rocks, the guide provides ritualistic and refreshing splashes of water while issuing words that can only be understood on a different level. As the lights go out and the percussion persists, it's almost like reaching a state of nirvana. Peace is reached as impurities are washed away. The spirit and soul seem sublime through the song, meditation, and prayer; the body and the skin are purified, while the mind is rejuvenated.

After the Temazacal comes the cave's counterpart to the cleansing: the cenote, which is a natural, refreshing fresh water pool. The dive in, or gradual descent via ladder, is even more sensational because of the previous passage. The crystal clear water, which is constantly fed by underground rivers, is as clear as a mirror and showcases the limestone formations beneath. Both the look and feel is utterly revitalizing.

If every tour is even remotely as remarkable as the tantalizing Temazacal experience, Sr. Briceño will have no problem fulfilling his expectations, "Our goal is to surprise the guests with an experience above and beyond their expectations in all aspects of the tour. We understand that each happy customer brings four new ones and that one unhappy customer takes away 20, so we really want to give our guests an outstanding tour; we give a learning adventure, an opportunity to experience the many different aspects of Mexico in an exciting way. Each tour incorporates different aspects of the specific port's charm, character, history, natural beauty, relaxation and or adventure all in one." The experience does more than illustrate the company's goal; it is almost a mission statement in itself.

### Faces in the Industry

#### Derrick Euin Celebrity Cruises



Trinidad & Tobago

Derrick Euin is from Trinidad and Tobago, and has been working for Celebrity since November 2001. He began his career on cruise ships as a cleaner, and has steadily worked his way up the career ladder to become Resident DJ onboard Celebrity's *Mercury*.

Derrick's first job with the company was onboard Celebrity's *Century*. Today, he describes his job as entertaining and socializing with the guests, and ensuring their "full musical satisfaction." He also is a member of the activities staff and undertakes other duties, such as poolside events and meeting and greeting the guests when they disembark and embark the ship in *Mercury's* ports of call.

Derrick says that meeting people and seeing the guests enjoying themselves are the highlights of his job.

A "Shining Star" award winner in 2005, Derrick would like to continue working for Celebrity and try to see as many as possible of the wonderful destinations that Celebrity ships visit. He also would like to continue being a DJ and playing the guests' favorite tunes, as this is the job he enjoys the most.



Spend an Evening with the Stars... The Cruise Executives of the FCCA Member Cruise Lines!

> Wednesday ~ March 14, 2007 Miami, Florida

The 13th Annual FCCA Foundation for the Caribbean Gala Dinner & Entertainment Extravaganza Call the FCCA to reserve your seat today!

# A World Class Partnership... Across Mexico





### Ship Profiles



**Inaugural Cruise:** July, 2006 Shipyard: Chantiers de l'Atlantique Shipyard Location: France Country of Registry: Panama **Cruising Speed:** 23 knots

Size & Capacities

**Tons:** 113,000 Length: 964 feet Passengers: 2,550

Crew: 987



Accommodations

Suites with Balcony: 18 Cabins with Balcony: 809 Ocean view cabins: 173 Inside cabins: 275

**Facilities** 

Decks: 13 Pools: 2 Jacuzzis: 4

**Nationality of Crew** 

International

**Deployment** 

Eastern Mediterranean



**Inaugural Cruise:** May, 2006

Shipyard: Meyer Werft

Shipyard Location: Bremerhaven, Germany

**Country of Registry: USA Cruising Speed:** 25 knots

Size & Capacities

**Tons:** 93,500 Length: 965 feet

Maximum Draft: 27 feet

Passengers: 2,466 Crew: 1,100



Accommodations
Suites with balcony: 178 Ocean view with balcony: 362 Ocean view without balcony: 243

Inside cabins: 405

**Facilities** 

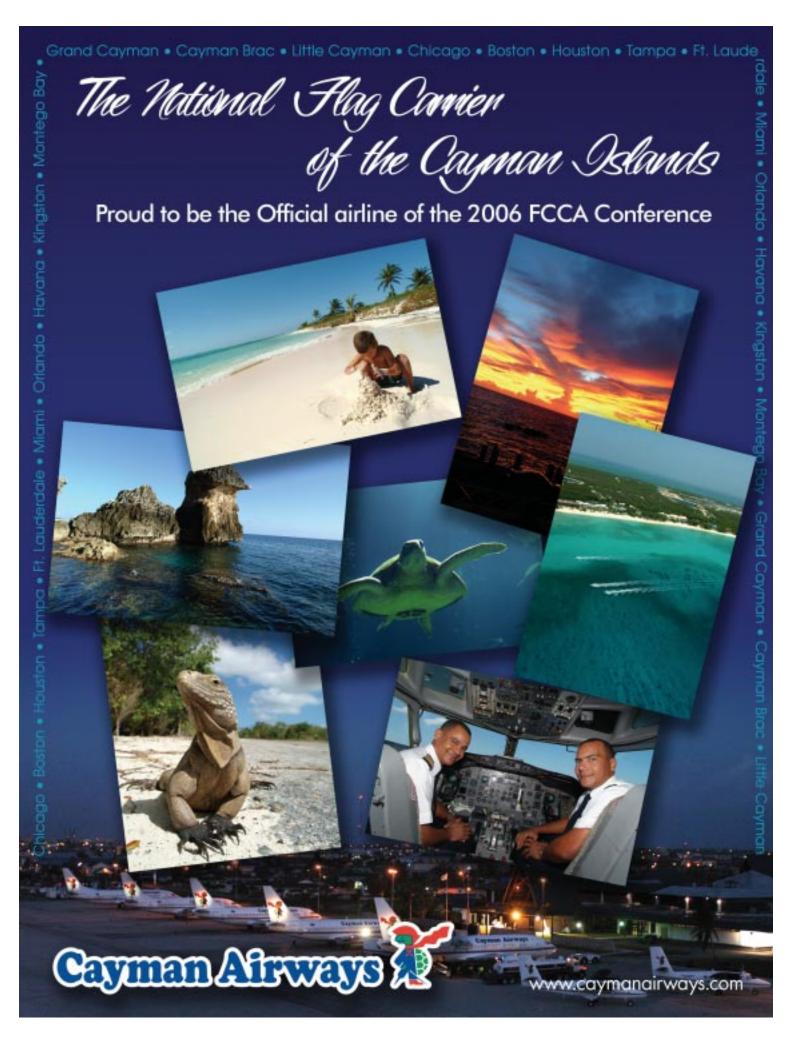
Decks: 15 Pools: 3 Hot Tubs: 6

Nationality of Crew

American

**Deployment** 

Hawai'i



# Around The Caribbean



FCCA delegation meets with (Right) Hon. Keith Mitchell, Prime Minister of Grenada.



(Second from left) Caribbean Special Olympics Executive Director, Candilla Berment underlined FCCA Foundation's major sponsorship.



FCCA Foundation check presentation to
Earthcare (Bahamas environmental organization)
onboard Carnival Cruise Lines,
M/S Sensation.



CTO - Caribbean Tourism Organization and CHA - Caribbean Hotel Association representatives meet with FCCA delegation.



FCCA Security Operations Committee meets with Belize Minister of Foreign Affairs and Tourism, Godfrey Smith (Fifth from right).



FCCA Delegation meets with Virgin Island Port Authority Board.



Security Operations Committee meets with Governor of Quintanna Roo, Javier Felix Gonzalez Canto (left of Michele Paige) & Lic. Federico Ruiz, Secretary of Tourism of Cozumel (right of Michael Ronan).





A PASSION FOR SERVICE

OZUMEL - The Island of swallows and adventurous spirits











© CALICA/ PLAYA DEL CARMEN - Discover the hidden beauty of ages past











© COSTA MAYA- Experience diverse and untouched natural terrains











PROGRESO- Explore the gateway to the Mayan World









