Approved Supplier

Costa Cruise Line

Cruise Line Segment: Contemporary

CONTACT INFORMATION	
Head Office Address:	880 SW 145th Ave, Suite 102 - 33027 Pembroke Pines, FL
Consumer Website:	www.costacruises.com
Agent Website / Online Reservation:	www.costaclick.com www.costacruisemanager.com www.costaextra.com
Reservation #:	Canada: 1-800-Go-Costa USA: 800-GO-COSTA

COMMISSION STRUCTURE

Commission Amount	Item
17%	Cruise Only
10%	On all pre and post packages and insurance

ABOUT THE SUPPLIER

Costa Cruises, Europe's #1 cruise line is the Italian Cruising Company part of the Carnival Corporation & plc, the largest cruise company in the world. For 70+ years, the ships of Costa's fleet have plied the seas of the world being the ambassador of the pleasant mood of Italian hospitality and the true Italian holiday, with delicious food, selected wines, unique shopping experience, completed by a vast selection of Italian famous brands such as Illy coffee, Barilla pasta and Ferrari sparkling wines. Costa's fleet of floating Italian villas, the international mix of our guests, and the warm, welcoming hospitality of our international staff are the perfect complements to the love, laughter and la dolce vita that is key to Cruising Italian Style.

Currently the Costa fleet, the largest in Europe, has a total of 15 ships in service, all flying the Italian flag. Moreover two next-generation cruise ships will be delivered in 2019 and 2020: they will feature a revolutionary "green design" and will be powered by Liquefied Natural Gas (LNG), the world's cleanest burning fossil fuel, representing a major environmental breakthrough. Costa sails worldwide with departures in the Mediterranean, Northern Europe, Baltic Sea, Central America, Africa, Dubai, Far East, Indian Ocean, South America, Caribbean, Around the World and Transatlantic.

There's a whole ship waiting for you: exclusive and comfortable cabins, fitness and wellness areas, restaurants, lounges and bars, plus musical entertainment and different themed parties every evening. The entertainment is for all ages, both on board and on land, and every day you can choose the best way to relax and have fun with others, on your own or with the whole family. And as of January 1, 2014, all of the ships interior spaces (excluding the cigar lounge) have gone **Non Smoking**.

Some ships are large and spectacular and all the more fun, others are smaller with a more personal and intimate ambience on the neoCollection. On whichever Costa ship you choose, you'll cross the most beautiful seas, pass stunning landscapes and see breathtaking views. As soon as you step onboard you will realize what an unforgettable experience your holiday at sea with Costa will be.

Costa embodies the Italian excellence surprising its Guests everyday with unique holiday experiences and unforgettable memories thanks to 19,000 Costa associates worldwide who are passionately working every day to offer "Italy's finest" cruise vacations through 137 different itineraries, 261 destinations and 60 embarkation ports.

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KEY CUSTOMER DEMOGRAPHICS

Clients that enjoy a multicultural/multilingual environment with complete international immersion from start to finish.

Net Income of $125,000+.

Clients that enjoy Unique itineraries.

Specific niches: Wine lovers, foodies, romantics, destination collectors, spa aficionados, history buffs, art lovers, cultural immersion seekers, people watchers and explorers.

TOP 6 MAJOR SELLING POINTS

- Fresh fleet of 15 ships all inaugurated or completely refurbished within the last 10 years.
- Unique itineraries including the neoCollection (neoRivieria, neoRomantica and neoClassica) that offer 'slow' cruising with overnights at some ports.
- Complete children and teen program with Peppa Pig, Princess and Captain for a Day.
- True International ambience and cultural immersion both on and off the ship.
- Full Authentic Italian cuisine from Italy's top chef, Bruno Barbieri featuring an updated dinner menu with fresh local flavors displaying both Northern and Southern Italian cuisine. Other new additions include a Pizzeria venue, a make your own mozzarella bar, Bravo Chef show, Pacific Fusion restaurant and Gelateria featuring 18 ice cream flavors, 12 hot chocolate flavors, Nutella, Italian pastries, etc.
- Samsara Spa Accommodations and Samsara Dining room
- ALL interior spaces (excluding the Cigar Bar) went **NON-SMOKING** as of January 1, 2014.

DESTINATIONS

- Worldwide…. Over 600 departures in the Mediterranean, Northern Europe, Dubai, Far East, Indian Ocean, South America, Caribbean and Transatlantic.
- 250 destinations, 130 itineraries, 56 embarkation ports and 2,200 shore excursions globally
- More 7-night, year-round Europe cruises than any other cruise line

PRIMARY CONTACTS

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