MSC Cruises

ECSC Cruise Line Segment: Contemporary

CONTACT INFORMATION	
Head Office Address: MSC Cruises (USA) Inc. 6750 N Andrew Ave, Suite 100, Fort Lauderdale, FL 33309 USA	
Consumer Website	www.msccruisesusa.com
Agent Website / Online Reservation	www.msccruisesagent.com
Reservation #	800-666-9333

2019 COMMISSION STRUCTURE

17% on all cruises

Commission applies to all full fare FIT cruises only. Commission of group bookings is on a case by case basis to take advantage of MSC's group amenities and point system.

Commissions are calculated based on lower berth passengers booked to sail in 2019.

ABOUT THE SUPPLIER

MSC Cruises is the world's largest privately-owned cruise company and the number one cruise line in Europe and South America. The Company sails year-round in the Mediterranean and the Caribbean and offers seasonal itineraries in northern Europe, the Atlantic Ocean, Cuba and the French Antilles, South America, southern Africa, and Abu Dhabi, Dubai and Sir Bani Yas. The MSC Cruises' experience embodies the elegant side of the Mediterranean to create unique and unforgettable emotions for guests, through discovery of the world's cultures, beauties and tastes. Following a EUR 5.7 billion investment endeavour between 2003 and 2013 for the construction of 12 modern cruise ships, MSC Cruises launched in 2014 an industry-unprecedented EUR 9 billion investment plan to build another 11 next-generation mega cruise ships, coming into service between 2017 and 2026. The Company is set to nearly triple its capacity by 2026. MSC Cruises holidays are sold across the globe through a significant distribution network in 67 countries. The Company employs over 17,000 people across the globe, both ashore and on board its ships. The MSC Cruises fleet comprises 13 modern ships: MSC Meraviglia, MSC Preziosa; MSC Divina; MSC Splendida; MSC Fantasia; MSC Magnifica; MSC Poesia; MSC Orchestra; MSC Musica; MSC Sinfonia; MSC Armonia; MSC Opera and MSC Lirica. MSC Cruises feels a deep responsibility for the environments in which it operates and was the first company ever to earn the Bureau Veritas "7 Golden Pearls" for superior management and environmental stewardship. In 2009, MSC Cruises began an enduring partnership with UNICEF to support various programmes assisting children worldwide. So far, more than €6.5 million has been collected in voluntary guest donations.

KEY CUSTOMER DEMOGRAPHIC

- Appeals to all demographics

TOP 6 MAJOR SELLING POINTS

- Genuine Mediterranean-Style
- One-Of-A Kind Itineraries
- Outstanding Entertainment
- The Yacht Club luxury all-inclusive (ship-within-a-ship)
- New World Mediterranean Cuisine
- MSC for Families; Kids Sail Free under 13

MSC Cruises

DESTINATIONS
Europe-Med and Northern Europe (Year round), Caribbean (Year round), Antilles, The Emirates, South America, South Africa, and Ocean Voyages.
Sales Service Toll Free: 1-866-672-0862

Name	Region	Title	Phone	Email
Paulette Williams	Northeast	Sales Support Specialist	954.958.1050	paulette.williams@msccruisesusa.com
Antonia Couvertier	Southeast	Sales Support Specialist	954.958.2032	antonia.couvertier@msccruisesusa.com
Samantha Bornelus	Canada and Hillsborough, Pinellas, Manatee, Sarasota, Charlotte, Lee and Collier Counties	Sales Support Specialist	954.958.1054	samantha.bornelu@msccruisesusa.com
Eric Smith	Northeast and S. California	Sales Support Specialist	954.958.1053	eric.smith@msccruisesusa.com

MSC Cruises

PRIMARY CONTACTS - USA

Name	Region	Title	Email
Denise Reichwein Lees	North East (USA)	Regional Sales Director	denise.reichwein@msccruisesusa.com
Lincoln Mundell	USA	Manager of Online & Strategic Accounts	lincoln.mundell@msccruisesusa.com
Wayne Peyreau	USA	Regional Vice President, Sales	wayne.peyreau@msccruisesusa.com
Magalie Cassidy	USA	Director Sales Support & BDS	maggie.casidy@msccruisesusa.com
Marianne Sequeira	USA	National Account Manager	marianne.sequeira@msccruisesusa.com
Holly Sievers	USA	Manager, Host & Home-based accounts	holly.sievers@msccruisesusa.com
Thomas Muldoon	Central & North Florida (excluding Panhandle)	Business Development Manager	thomas.muldoon@msccruisesusa.com
Beth Cohen	Broward County, Palm Beach County	Business Development Manager	beth.cohen@msccruisesusa.com
Kayla Corbett	Massachusetts, Maine, New Hampshire, Rhode Island, Vermont	Business Development Manager	connie.wallace@msccruisesusa.com
Dimitre Kostov	Oklahoma, Kansas, Missouri, Iowa, Nebraska, South Dakota, North Dakota, Minnesota, Indiana, Ohio,	Business Development Specialist	dimitre.kostov@msccruisesusa.com
Garrett McNamara	Hillsborough, Pinellas, Manatee, Sarasota, Charlotte, Lee and Collier	Business Development Manager	garrett.mcnamara@msccruisesusa.com
Lanisse Dopico	Portions of Wisconsin, Illinois, Michigan, North Carolina, VA and Maryland	Business Development Specialist	lanisse.dopico@msccruisesusa.com
John Smith	Pennsylvania, Delaware, Maryland	Business Development Manager	john.smith@msccruisesusa.com

MSC Cruises

Name	Region	Title	Email
Antonil Del Collado	Dade and Monroe Counties & The Caribbean	Business Development Manager	antonil.delcollada@msccruisesusa.com
Michele Fiorenza	North/South Carolina, Virginia, Alabama & Georgia	Business Development Manager	linda.gruneklee@msccruisesusa.com
Lucy Schnorrbusch	New Jersey	Business Development Manager	lucy.schnorrbusch@msccruisesusa.com
Marleny Antigua	Oregon, Washington, Idaho, Montana, West Virginia, Arkansas, Louisianna, Kentucky, Mississippi, Tennessee	Business Development Specialist	marleny.antigua@msccruisesusa.com
Pamela Patterson	Illinois, Wisconsin	Business Development Manager	pam.patterson@msccruisesusa.com
Glen Cajas	New York City plus Boroughs & Long Island	Business Development Manager	glen.cajas@msccruisesusa.com
Derrick Strother	E. OH, upstate New York, W Oh.	Business Development Manager	derrick.strother@msccruisesusa.com
Rosalie De Los Hoyos	Texas, Hawaii, Alaska, Guam & Northern California	Business Development Specialist	rosalie.deloshoyos@msccruisesusa.com
Debra Ihrig	Southern California (Santa Barbara and below)	Business Development Specialist	debra.ihrig@msccruisesusa.com