# spa opportunities

17 JUNE - 30 JUNE 2011 ISSUE 114

Daily news & jobs: www.spaopportunities.com

### Six Senses contract is terminated

TOM WALKER

Six Senses has confirmed that its management agreement for the Six Senses Sanctuary resort in Phuket, Thailand will terminate on 31 July 2011.

The resort, on the island of Naka Yai in Phuket, is owned by Thai property company Erawan, which has 13 three to five-star hotel and resort properties in South-East Asia.

A spokesperson for Six Senses, told Spa Opportunities: "Six Senses Resorts & Spas and the owner of Six Senses Sanctuary in Phuket have ended the management agree-

ment relating to Six Senses Sanctuary."

The resort will close for redevelopment work and refurbishment on 1 August and will reopen on 30 September with a new operating company which is yet to be announced.

Erawan has strong relationships with US-based hotel giant Marriott and French hotel



The resort will close for a two-month redevelopment on 1 August  $\,$ 

group Accor. All its other hotels and resorts are operated by these two groups.

The change leaves Six Senses with three Soneva resorts, four Evason properties and seven Six Senses resorts, along with 20 other city, hotel, airport and on-board spas and resorts in Asia, the Middle East and Europe.



The hotel will be housed in a former convent

### 2012 launch for Orient-Express' Peruvian hotel

TOM WALKER

Orient-Express Hotels has announced that Palacio Nazarenas – a 55-suite hotel housed in a former palace and convent in Cuzco, Peru – is to open its doors in early summer 2012.

Facilities at Palacio Nazarenas will comprise a full-service spa boasting four single treatment rooms and a double treatment room with private hot tub. Treatments are inspired by Inca and Andean cultures and use indigenous Peruvian ingredients.

### Minnie Mouse spa plans for Disneyland hotel

TOM WALKER

A Minnie Mouse-themed spa is among the new facilities unveiled at Disneyland Resort's Disneyland Hotel in Anaheim, California, US.

The spa will be joined by a Mickey Mouse-themed facility in late 2011 located close to the hotel's pool.

New dining locations will also be developed as part of the upgrade, which forms part of a two-year transformation of the Disneyland Hotel.

For children, the revitalised pool area incorporates the Monorail Slide Pool with two waterslides.

### RAK acquires Banyan Tree resort

PETE HAYMAN

Ras Al Khaimah Hotels and Tourism Development Authority (RAKTD), part of the Ras Al Khaimah government, has acquired Banyan Tree Al Wadi, one of the first desert resorts in the United Arab Emirates.

The purchase, from Rakeen Development, is central to the government's 10-year tour-ism development strategy and forms part of RAKTD's action plan to invest millions of dollars into hotels and tourism schemes in a bid to quadruple visitor numbers to the state.

Facilities at Banyan Tree Al Wadi, which is located in Wadi Khadeja, include a 3,960sq m (42,625sq ft) Asian-inspired spa with



The Al Wadi desert resort first opened in April 2010

10 treatment pavilions, a hammam and hydrotherapy facilities including a vitality pool.

Also on offer is an activity centre; a kids' club; Al Hamra Golf Club; a falconry mews; and horse and camel stables, along with a private beach club and meeting space.

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Annual subscription rates are UK £31,

Europe £41, Rest of world £62, students UK £16.

Spa Opportunities is published fortnightly by The Leisure Media Company Limited, Portmill House, Portmill Lane, Hitchin, Herts SG5 1DJ, UK and is distributed in the USA by SPP, 75 Aberdeen Road, Emigsville, PA 17318-0437. Periodicals postage paid @ Manchester, PA POSTMASTER Send US address changes to Spa Opportunities, c/o PO Box 437, Emigsville, PA 17318-0437. The views expressed in print are those of the author and do not necessarily represent those of the publisher The Leisure Media Company Limited. All rights reserved. No part of this publication may be reproduced, stored in a retrieval system or transmitted in any form or by means, electronic, mechanical, photocopying, reco or otherwise without the prior permission of the copyright holder. Printed by GC Print Solutions plc. ©Cybertrek Ltd 2011 ISSN 0952/8210

### Amble acquires island resort site

#### ΡΕΤΕ ΗΔΥΜΔΝ

Amble Resorts has announced its plans to create an ecologically-responsible resort in Belize after acquiring an 80-acre (32.4-hectare) site on the island of Long Caye.

The operator said the location's proximity to some of the world's best diving sites – such as The Great Blue Hole, made famous by Jacques Cousteau – made it ideal for a resort scheme. In addition to offering opportunities for divers, the island also boasts a nature

reserve and bird sanctuary. Plans for the new resort include 30 hotel rooms, 100 holiday homes and a spa.

A restaurant and other services are earmarked as part of the proposals for Long Caye, which is the second acquisition by Amble following its purchase of Isla Palenque, Panama, in 2008.



The 80-acre development site is located on Belize's Long Cave island

Blake Ross, director of the site's former owner, Long Caye Belize, said: "We are excited about our partnership with Amble Resorts – sustainability is at the heart of our shared mission. We know Amble will continue to do the same, while welcoming visitors who come to experience the paradise that is the Lighthouse Reef."

### Radisson Blu to Jaunch Ukraine ski resort

PETE HAYMAN

The Rezidor Hotel Group has confirmed that it will launch a new Radisson Blu resort at the Bukovel ski resort in Ukraine.

Located in the Carpathian Mountains, the new Radisson Blu Resort, Bukovel is set to feature more than 250 rooms and a 2,000sq m (21,528sq ft) spa.

Facilities at the spa and wellness complex will incorporate a large indoor swimming pool; saunas; fitness and treatment rooms; and steamrooms.

### DLL unveils plans for £12m Farnham club

#### PETE HAYMAN

UK-based health club David Lloyd Leisure (DLL) has announced plans for a new 6,000sq m (64,583sq ft) fitness facility in Farnham, Surrey, which feature the group's largest Amida Spa.

The £12m development will be located next to Farnham Rugby Club and include a 1,013sq m (10,904sq ft) spa area with six treatment rooms offering therapies and massages.

Other Amida Spa facilities will include four sauna rooms; a relaxation area; a nail studio; a spray tanning salon; and experience rooms, as well as outdoor sauna

cabins and a spa pool.

Elsewhere, the club will comprise eight outdoor tennis courts and an on-site physiotherapy

The health and fitness centre will include DLL's largest Amida Spa

and osteopathy clinic, as well as a multi-purpose sports hall. A 25m swimming pool and separate children's pool; a 470sq m (5,059sq ft) are also planned.



### Mandara spa for Pullman Gurgaon

TOM WALKER

Spa giant Steiner Leisure has secured a contract to operate a spa at the Pullman Gurgaon Central Park hotel, located in New Delhi. India under its Mandara Spa brand.

The 284-bedroom hotel is scheduled to open in July and will be managed by Accor Hotels. The contract to run the spa has been signed for a 10-year term. The spa will feature unique signature treatments by Mandara Spa, offering both local and Balinese treatments.



Two further massage pavilions will be located within the spa garden outdoors.



The spa will feature unique signature treatments developed by Steiner

Leonard Fluxman, chief executive of Steiner Leisure, said: "We are looking forward to opening our second spa location in India and continuing to expand our collaboration with Accor Hotels.

Steiner currently operates 69 land-based spas - as well as 151 spas aboard cruise ships.

The hotel will be on the 'European side' of the city

### New Turkish site for Renaissance Hotels

PETE HAYMAN

Renaissance Hotels, the upscale brand owned by Marriott International, has confirmed plans to open a new 212-room property overlooking the Bosphorus in Istanbul early next year.

The hotel is under construction and is to be operated under a franchise agreement with Polat Holdings AS. It will be situated on the European side of Istanbul. Renaissance Istanbul Bosphorus Hotel will incorporate spa and fitness facilities including Turkish baths; an indoor swimming pool; a sauna area; and steamroom.

Amy McPherson, president and managing director of Marriott International in Europe, said: "Turkey is an important market for us in our overall development strategy as we move towards doubling our portfolio in Europe by 2015."

The new property will join the seven existing Marriott International hotels in Turkey, which includes the new Edition Istanbul hotel and the soon-to-open JW Marriott Hotel Ankara.

### Rezidor to open new Park Inn properties

PETE HAYMAN

The Rezidor Hotel Group (RHG) has announced plans to open new Park Inn properties in Lagos, Nigeria, and Novosibirsk, Russia, by Q1 2014.

Construction work is already underway on the Park Inn Lagos, Apapa hotel, which will offer 125 bedrooms; an outdoor swimming pool; and a wellness centre.

The Lagos property will also feature an all-day dining restaurant; a sports bar; and 330sq m (3,552sq ft) of meeting space. It is earmarked to open in the first quarter of 2013. Meanwhile, Park Inn Novosibirsk will boast 150 bedrooms.

### Grand Solmar resort unveiled in Mexico

ΡΕΤΕ ΗΔΥΜΔΝ

Solmar Hotels and Resorts has officially opened the new Grand Solmar Land's End Resort and Spa on the southern tip of the Baja Peninsula in Cabo San Lucas.

Dallas, US-based architects HKS and interior designer Arquitectura De Interiors worked on the new resort, which is the family-owned operator's fifth property in Cabo San Lucas.

Guests at the 119-suite resort will be able to use Playa Grande's Thalassotherapy spa

centre, which provides a therapy programme devised by France's Dir La Bonadiere in 1865.

The spa brings in seawater from the Mar De Cortes - regarded as one of the richest bodies of water in the world - and offers treatments to



The resort's thalassotherapy spa uses the surrounding sea as a source

relieve stress and enhance tranquillity. Other facilities include oceanfront restaurants, a health club and an outdoor pool, while guests will also be able to use the services on offer at neighbouring Solmar properties.

### IHG to launch three new Chinese academies

ΡΕΤΕ ΗΔΥΜΔΝ

InterContinental Hotels Group (IHG) is to launch three new academies in China as part of efforts to develop new talent for the country's hospitality industry. The operator unveiled its first Chinese IHG

Academy in Shanghai five years ago to cater for the accelerated growth in the sector and to meet demand for talented workers.

IHG has already revealed plans to double its presence in China with 150 new hotels over the next five years.

### Former Playboy CEO Christie Hefner joins Canyon Ranch

TOM WALKER

Christie Hefner, daughter of Playboy founder Hugh Hefner, has joined Tucson, US-based wellness group Canyon Ranch.

Hefner was until 2009 chair and CEO of Playboy Enterprises and since her departure from Playboy has acted as a consultant to Canvon Ranch.

She has been named executive chair of Canyon Ranch Enterprises, a new division that has been established to extend the company's activities beyond the on-property activities of its resorts and SpaClub facilities.

Under Hefner, the new division will focus on creating a branded media presence and other new business ventures.

She said: "I'm very excited to be working with Canyon Ranch in this new capacity.

"The interest in health and wellbeing is great and growing."

Canyon Ranch has destination health resorts in Tucson, Arizona; Lenox, Massachusett; and recently opened Canyon Ranch Hotel & Spa in Miami Beach.



The Chapter Hotel spa has four treatment rooms

# Montpellier Chapter Hotel launches luxury day spa

TOM WALKER

Chapter Hotels has opened a day spa at its Grade II-listed Montpellier Chapter Hotel in Cheltenham, UK. The spa boasts four treatment rooms with all treatments being supplied by Aromatherapy Associates.

The spa's signature treatment is the Chapter & Verse, a 170-minute 'top-to-toe' experience which includes a full body massage and facial.

Chapter Hotels are part of Swire Hotels, which owns and operates the House Collection portfolio of hotels – including Opposite House in mainland China and The Upper House and EAST in Hong Kong.

### Waikiki Edition owner files lawsuit

PETE HAYMAN

Law firm Bickel and Brewer has confirmed that M waikiki LLC - the owner of the Waikiki Edition Hotel in Honolulu, Hawaii - has filed a lawsuit against Marriott and hotelier Ian Schrager.

The action relates to claims that the 353-room hotel had been a "failure" on the grounds of gross mis-management and Marriott's inability to launch the Edition brand. At the

launch of the Edition brand in 2007, it had been anticipated that nine properties would have opened in the first year. However, there are currently just two Edition hotels worldwide. M Waikki LLC is now seeking tens of millions of US dollars worth of damages, as well as the removal of Marriott from a management agreement for the Waikki Edition Hotel.

William A Brewer III of Bickel and Brewer said: "We believe that promises made over the



The Waikiki Edition Hotel is located in Honolulu, Hawaii

launch of Edition were broken – leaving our client with significant damages which have been compounded by Marriott's inability to effectively manage this property."

The claim against Ian Schrager alleges that he was not involved with the development of the Walkiki Edition Hotel project – despite contractual obligations to the contrary. Schrager had been working in partnership with Marriott to roll out the Edition brand.

### First ESPA Life spa opens at Corinthia

TOM WALKER

Spa management and skincare company ESPA is set to unveil its first ESPA Life wellness concept spa at the 294-bedroom Corinthia Hotel London, UK.

Spread over four floors and covering 3,300sq m (35,500sq ft), the spa is hailed by the company as "a leading voice in the next generation of spa".

It will boast a fully integrated wellness approach
- including revolutionary lifestyle programmes delivered by holistic by

style programmes delivered by holistic health professionals and influential specialists – alongside a luxury spa experience.

ESPA Life has been designed by GA Design and boasts 15 treatment 'pods', a private spa suite, a thermal floor, a spa lounge serving healthy food and a gym.



The spa will offer comprehensive lifestyle programmes for its guests

The thermal floor, with Klafs equipment, includes a 9m swimming pool; vitality pool with air and water massage jets, sauna; steamroom; an ice fountain; experience showers and heated relaxation beds.

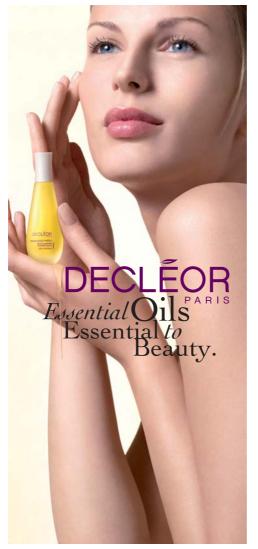
There will also be a Daniel Galvin-branded hair salon and a dedicated nail salon.

### NH Hotels secures deal with HNA Group

PETE HAYMAN

NH Hotels has entered into a "major strategic agreement" with China-based HNA Group, which the Spain-based operator said would strengthen its "financial solvency". HNA Group has acquired a 20 per cent stake and two members on the board of NH Hotels as part of the €431.6m (£386.2m) deal.

It was also revealed that the two companies could establish a hotel management company in China, which would see NH Hotels manage some of HNA Group's existing properties.



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# Florence to introduce accommodation tax

TOM WALKER

City authorities in Florence, Italy, have announced plans to introduce a new accommodation tax based on EUR (£0.87) per person, per night, per star of category from 1 July. The levy would apply for up to a maximum number of nights, with hoteliers responsible for submitting receipts to the authorities at City Hall on a monthly basis. Under 10s will be exempt.

It had been thought that a reduction or abolition of coach permits for groups staying in the city would offset the impact of the new tax, although such plans have yet to be confirmed.

The move has been criticised by the European Tour Operators Association (ETOA), which said that Florence had put the the industry in an "impossible situation".



The spa's interior mimics the look of champagne

# Milanese spa introduces 'bubble design'

TOM WALKER

The Atomic Spa Suisse in Milan, Italy, has won the US Interior Design magazine's 2010 Best of Year Beauty, Spa, Fitness title for its interior design. The spa uses more than 1,200 mirrored bubbles to 'make it stand out from the norm'.

Created to look like champagne bubbles rising to the top of a glass, the "melted metal drops" are attached to the walls and ceilings all over the spa, sparsely at the entrance and becoming denser the further you go in.

The feature was just one of several at the 600sq m (6.4,88q ft) spa that helped it to clinch the award. The man responsible is Italian architect Simone Micheli. He said the accolade is 'quite fitting' as the spa is housed within Boscolo Exedra – an eclectic, ultramodern hotel – in the fashion capital of Milan (see Spa Business Issue 2 201, p. 60).

# Starwood outlines China plans

TOM WALKER

Starwood Hotels and Resorts Worldwide has unveiled its ambition to unveil one new hotel every two weeks in China as part of an aggressive expansion into the country.

The Chinese market is now the company's second largest behind the US, with more than 70 existing properties and a pipeline in excess of 90 hotels. Eight of Starwood's nine brands currently have a Chinese presence, with 35 Sheraton Hotels and Resorts open

and a further 40 to launch - including sites in Chongqing and Huzhou.

Four Points by Sheraton is planning to add to its existing 12 Chinese sites with a further 13 – primarily in second and third tier cities, as well as "tertiary markets". Meanwhile, the Westin brand has a pipeline of 13 new hotels



Starwood is looking to expand its Sheraton brand rapidly in China

to add to the existing portfolio of 11. Three new St Regis-branded hotels are due to open this year.

The Astor Hotel in Tianjin is set to be the first of five hotels to open under The Luxury Collection, while W Hotels is to expand its presence from one to five properties as

### Naturist spa retreat opens in Birmingham

PETE HAYMAN

Clover Spa and Hotel, a retreat for naturists and those looking to "try the lifestyle for the first time", has opened in Birmingham, UK.

The spa at the seven-bedroom boutique hotel includes an Aspen sauna; steamroom; outdoor hot tub; cold plunge pool; heated stone loungers; and foot spa.

Two treatment rooms offer a wide range of beauty and body therapies, including manicures, pedicures and aromatherapy massages, as well as holistic treatments such as Reiki.

### Marriott pipeline to focus on new markets

PETE HAYMAN

Marriott International has announced that its global pipeline of nearly 50 hotels and resorts to open over the next four years will be focused on emerging business and leisure markets.

The operator is planning to open 24 new locations in the Asia-Pacific region; nine in Africa and the Middle East; 12 in the Americas; and four in the European market.

Six hotels are earmarked to open this year, including the 364-room Jaipur Marriott Hotel in India, which will feature a signature Quan spa, seven restaurants and a nightclub.

The 720-room Shanghai Marriott Hotel City Centre in China will feature a spa and a fitness centre, while the 319-room Guangzhou Marriott Hotel Tianhe will open this autumn.



The hotel giant will concentrate on growing markets – especially in Asia

Elsewhere, the 199-room Rayong Marriott Resort and Spa will be situated on the Gulf of Thailand and feature a spa; a fitness centre; a kids' club and a water sports pavilion.

The 295-room Shanghai Marriott Luwan and the 392-room Haikou Marriott Resort and Spa – both in China – will also open this year, the latter including a spa and tennis courts.



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### **DIARY DATES**

#### 18-20 JUNE

### International Esthetics, Cosmetics and Spa Conference

Las Vegas Conference Center, Las Vegas, Nevada, US

This trade exhibition features skincare, wellness and equipment companies, plus conferences. It is co-located with the Beauty Show Las Vegas.

Tel: +1 203 383 0516 www.iecsc.com/lv

### 23 JUNE

### Forum HOTel & SPA

The Ritz Hotel, Paris, France A networking event and conference for leaders in the spa and hospitality sectors. Tel: +33 1 43 21 05 69 www.parishotspa.com

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### 23-24 JUNE Buxton Spa Forum

### Buxton, Derbyshire, UK

The Buxton Spa Forum, Spa responsibility & sustainability event takes place at the University of Derby's Campus in Buxton, which has a great and long spa history and is renowned for Buxton Spa Water. The two-day event will include a number of key note speakers and a roundtable discussion on medical spas.

Tel: +44 1332 594606

#### 28-29 IUNE

### Spa & Resort/Medical Aesthetics Expo & Conference New York

Jacob K. Javits Convention Center, New York, US

The expo will give spa professionals the tools to move their spa business forward by providing networking opportunities.

Tel: +1 609 759 7606

www.spaandresortexpo.com

### 24-26 JULY Cosmoprof North America

Mandalay Bay, Las Vegas, Nevada, US This international beauty and cosmetics fair – now in its ninth year – attracted 700 exhibitors and 25,000 visitors in 2010. Tel: +1 480 281 0424

www.cosmoprofnorthamerica.com



#### **13-14 AUGUST**

### Sydney International Spa & Beauty Expo Conference

Sydney Convention & Exhibition Centre, Sydney, Australia

One of Australia's largest spa and beauty trade events.

Tel: +61 2 9422 2535

www.internationalbeautyexpo.com.au

### 17-18 AUGUST

### SPLASH! New Zealand Pool and Spa Trade Expo

Wellington Town Hall, Wellington New Zealand

The exhibition provides the opportunity to launch new products, network, come face to face with spa professionals, meet the press and build brand awareness.

Tel: +61 2 9660 2113 www.splashnzexpo.co.nz

#### 28-30 AUGUST

### Brazilian Spa Congress Sheraton Hotel Sao Paulo, Brazil

The largest spa event in the country aims to attract both local and international professionals and will be held jointly with the Medical Travel Meeting Brazil.

Tel: +55 11 2307-5595

www.congressodespas.com.br

### 7-10 SEPTEMBER SPATEC North America Fall

Ritz Carlton Laguna Niguel, California, US A four-day forum featuring one-to-one 20-minute meetings between corporate spa owners, directors and design/management companies and suppliers.

Tel: +1 603 529 0077

www.mcleaneventsinternational.com

### 12-14 SEPTEMBER European Spa Exhibition & Summit

### Porte de Versailles, Paris, France

Founded in 2007, this benchmark event mostly targets hotel professionals and covers the challenges in setting up and managing a spa. It is held in parallel with the Beyond Beauty trade show.

Tel: +33 1 44 69 95 69 www.beyondbeautyparis.com

### 8-19 SEPTEMBER

#### Olympia Beauty

#### Olympia, London, UK

The latest styles, products and collections from beauty suppliers around the UK. Tel: +44 1959 569867

www.olympiabeauty.co.uk

### 25-27 september Wellness Asia Exhibition

### NSIC Exhibition Grounds, Okhla, New

### Delhi, India This show combines wellness industry

products, services and technologies. It is aimed at Indian and international professionals in the spa, beauty and healthcare industries. Tel: +91 11 450 555 00

www.wellnessasiaexpo.com

#### 6-7 october

#### **Natural Beauty Summit America**

Sheraton New York Hotel, New York, USA An event which promises to bring together some of the leading and most influential executives in the natural beauty sector to debate and discuss major industry issues. Tel: +33 1 44 69 95 65

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OPINION

### **Training trends**

We asked Joanne Berry from Bellus Academies for an insight into what is currently trending within the spa training sector

n the past five years, the field of medical and specialized esthetics, together with massage and bodywork, have continued to boom, requiring estheticians and massage therapists to seek out continued, advanced education.

Many schools and academies are now offering advanced training programmes to meet the needs of this rapidly increasing segment, and the demand for highly qualified estheticians and therapists.

The introduction of these courses will further serve and support our industry and contribute to its growth for the future. Some of the trends that I've seen include qualified spa therapists wishing to gain international certification such as ITEC or CIDESCO. People are now more open to traveling around the globe to work in different countries to boost their career opportunities. With worldwide medical tourism being a current trend and growing rapidly, the need for further training in the areas of wellness and integrative medicine is imperative.



### "Business training has been extremely important in the last two years, especially because of the recession."

Doctors are now stepping in with weekend courses to further educate spa therapists on rehabilitation for their patients and how to treat those who have had extensive surgery in their practices.

Among the increasingly popular programmes that are being offered for spa professionals wanting to expand their skills is oncology massage. The programme aims to give massage therapists a unique offering to work in hospitals and cancer facilities such as infusion centres. These courses broaden their skill set and allows them to not only treat and care for cancer patients but also become an asset to their community by providing alternative holistic health care to their clients.

Meanwhile, as the medical spa industry continues to expand its reach, estheticians are looking to be trained in more advanced procedures such as dermaplaning and advanced cellulite treatments.

Business training has been extremely important in the last two years, especially because of the recession to focus on the sales of retail product and spa services. It's very important for those students who are just getting into the spa industry to have a strong understanding of business and how that immediately correlates to good customer service and sales.

At Bellus, we've implemented this at a foundation level as there is a belief that if spa therapists have a better understanding of business in general, they are better equipped to obtain a job more quickly and build their client database faster. Later this year we will be launching the brand new "Murad Inclusive Health Curriculum", giving spa therapists a certification in Wellness. We will be among the first groups of Academies in the USA to become part of the prestigious University of Inclusive Health network.

This allows us to train our students, alumni, salons and spas in our area in how to treat patients emotionally, topically and internally, a very important part of our industry. We've also experienced growth in the number of estheticians enrolling on our 600 master esthetics programme, which is geared to being equivalent to five years' experience in the industry. This programme is aimed at already licensed estheticians who understand the need for advanced training to enter the medical spa world.



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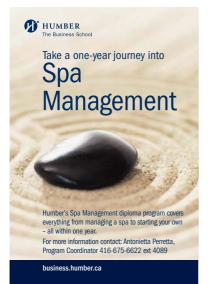
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Clients are invited to enter a unique world of relaxation bringing together the best Spa facilities in the country with a team delivering a client journey to excel in customer service while delivering a variety of Spa therapies. We are looking for experienced therapists and retail specialists, with a passion and determination to ensure that Nirvana Spa remains at the forefront of the Spa market. The Therapists will need to deliver exceptional spa treatments with the highest standards of client care, in beautiful surroundings

### We are looking for

**Full Time and Part Time Retail Specialists** 

- Evening and weekend shifts are a necessity. 3/4 years experience in skincare essentia
- Beauty trained is beneficial but not essential
- Highly driven to achieve targets and maximise sales activity is a must

#### Full and Part Time Therapists to join our expanding team Evening and Weekend shifts are a necessity

- Massage therapist will be considered but will need to be qualified in Reflexology, Swedish massage and aromatherapy massage or holistic therapies
- 3/4 years experience required, ideally from a Spa background
- Only applications with NVO level 3 or Cidesco/Cibtac will be considered due to the nature of the treatments delivered.
- You will ideally live locally (within a 30 min 45 min drive)

Application forms are available from our website: http://www.nirvanaspa.co.uk/controlle/pdfs/Application-Form.pdf

For more details, please email Richard Macklin, General Manager Richard@nirvanaspa.co.uk

### **EXPERIENCED** SPA MANAGER



Spa Verta, recently shortlisted in the Good Spa Guide 2011 is now recruiting an experienced Spa Manager. This role is influential in creating a new level of an urban spa experience, renowned for ensuring an exceptional customer service ethos.

Your challenge is to be commercially aware and generate revenue incomes through maximising sales and memberships. You will work in conjunction with marketing to execute maximum exposure of the Spa. You will be expected to create high standards of client care and therapy treatments, whilst managing and motivating a Spa Supervisor, 2 Therapists and Spa Concierge.

As you will be actively involved in the day to day running of the Spa operation you will ensure the highest standards are delivered and sales targets are regularly monitored and achieved. Effective liaison with product house representatives will play a key focus to ensure the correct level of support, training, incentivisation and promotional activity is addressed and maintained.

### ESSENTIAL REQUIREMENTS

- The successful candidate will have a minimum of 3 years in a similar post. Duty management experience within a similar 4 or 5 star environment is required. Spa or business related qualification
- Strong leadership qualities, commercial business acumen and performance management skills
- Ability to motivate a team, and spear head the sales and front of house teams to ensure maximum sales potential
- Exceptional organisational skills
- Ability to communicate at all levels
- Computer literate

To apply please email current CV to

alison.tod@hotelverta.co.uk

### SENTINEL WE LEISURE TRUST

#### Tender for Beauty Treatment Spa concession within the newly refurbished Waterlane Leisure Centre

Sentinel Leisure Trust is seeking to appoint a suitably qualified and experienced beauty and treatment spa operator for its dedicated Beauty Treatment Spa within Waterlane Leisure Centre, Lowestoft, Suffolk,

Waterlane Leisure Centre is currently being redeveloped, to include a brand new Treatment Spa, and is due to open in December 2011. The development represents a £7.5m investment to create an inclusive, high quality leisure centre in the heart of Lowestoft.

The Treatment Spa has been designed as a large, dedicated suite of high quality rooms to include:

- A large welcome, nail bar and up-sell area, staff store and access to
- treatment rooms, relaxation area and independent unisex toilets Six treatment rooms comprising one double room with shower and 3 single rooms with shower and 2 dry rooms.
- A large alternative treatment room with services provided, to be developed by the successful bidder

stomers of the Treatment Spa will also benefit from the supporting eisure centre facilities including good quality dry changing facilities, a large thermal suite, restaurant, soft play centre, sports hall and swimming pools to be operated by Sentinel Leisure Trust. The leisure centre is expected to attract approximately 2000 visitors per day

Descriptive Documents will be sent out immediately following receipt of expression of interest and a Bidders Meeting and Tour of the site is planned for Thursday 14th July 2011 for those expressing an interest.

Interested parties should register their interest, quoting tender reference TSWL2011, no later than 12 noon on 12th July 2011 to:

Victoria Beck, Chief Executive, Sentinel Leisure Trust, Waterlane Leisure Centre, Lowestoft, Suffolk NR32 2NH

Or email victoria beck@sentinelleisuretrust co uk

Building Team Spirit

### **HEALTH & BEAUTY MANAGERS**

Esporta

Esporta Northwood Riverside & Esporta Chiswick Riverside. Salary c25k

#### WHY JOIN ESPORTA?

Any organisation will claim they are striving to be an employer of choice; At Esporta we are looking to achieve far more than this. At Esporta we seek to build and enhance

careers. Our working environment consistently fosters a culture of member focus and service excellence. When it comes to consistently delivering an experience to our members and building long term lovalty we know we need very special, committed and passionate types of individuals.

As Heath and Beauty Manager you will take ownership for a world class health & beauty facility open to club and non-members.

Your key targets will be ensuring that all safety and hygiene requirements are met; overseeing departmental revenue and profit whilst controlling other performance targets relevant to a senior manager.

Our Therapy rooms and Spa suites cover a wide selection of treatments using a range of FSPA Jessica and St Tronez products

### TO BE SUCCESSFUL IN THIS ROLE WE LOOK FOR:

- Level 3 NVQ a must, CIBTAC and SIDESCO an advantage Highest standards of personal hygiene, grooming and presentation
- Leading and motivating with an open style
- Self starter, open minded, willing to try new ideas Desire to drive change, high energy
- Excellent interpersonal and facilitation skills
- Strong verbal and written communication skills
- Basic statistical knowledge and PC Literate
- Good organisational skills, able to work under time constraints and meet deadlines
- Knowledge of treatments and products

Send your CV and covering letter stating which location you are applying for to careers@esporta.com or apply online at www.spaopportunities.com



service to help assess the suitability of applicants for positions of trust: Esporta complies fully with the CRB Code of practice and the Rehabilitation of Offenders Act 1974 and undertake to treat all applicants for positions fairly. A Disclosure wil be requested for the successful applicant of this role



### **Beauty Therapists**

SOPWELL HOUSE HOTEL, COUNTRY CLUB & SPA

No owell House Hotel, Country Cub & Spa is a prestigious 4 star, 129 before, room, Georgian hotel set amongst 12 acres of beautiful gardness. Dur how restaurants include the relaxing Brasserie, with its own stylish Terrace and our Fine Dinling Restaurant "The Restaurant", which has a modern sophisticated look. We also have two contemporary bars, The Cockall Ber and Terrace Bar. Our Country Club and Spa which consists of 12 treatment rooms, indoor swimming pool, hairdressers, 2 cym areas and studio.

We offer tourrious Spa Breaks and pampering days to improve the well being of our guests. To ensure we can provide the utilimate relaxation experience in holistic therapies, we require qualified Beauty Therapists with a minimum of 2 years experience who take pride in their work to join our hard working professional team. Experience in Clarins and E'Spa products would be preferred, Our Spa team perform a wide range of treatments including waxing, facials, massage, body wraps and Hot Stones treatments. From top to be we provide all manner of treatments including Jessica manicrues and pedicures.

Training is an integral part of our philosophy to ensure you are equipped with the product knowledge and skills required to provide a wider range of treatments to our guests. We require flexibility and a willingness to work on a fulltime basis and during our busiest times i.e. both midweek and weekends.

#### To apply please contact for an application form or email a CV to:

- Lisa.coleman@abhotels.co.uk
- Group Human Resources Manager 01727 750430
- Nicola.bullen@sopwellhouse.co.uk
- Assistant Country Club and Spa Manager 01727 750 721
- Eileen.gibson@sopwellhouse.co.uk Membership Manager 01727 750423

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### ■ Spa Treatment Manager

Company: Shire Hotels Ltd Location: Penrith, Cumbria, UK

### ■ Spa Therapist

Company: Virgin Active Location: Solihull, UK

### ■ Project Manager

Company: EZ-Runner Systems Ltd Location: Copthorne, West Sussex, UK

### ■ Senior Spa Receptionist

Company: One Spa

Location: City Centre Edinburgh

### ■ Spa Membership Sales Advisors

Company: Shire Hotels Ltd

Location: Kettering, Northamptonshire, UK

### **■** Beauty Therapists

Company: Sopwell House Location: St Albans, UK

### ■ Full & Part Time Therapists

Company: Nirvana Spa Location: Wokingham, UK

### ■ Full Time & Part Time Retail Specialists

Company: Nirvana Spa

Location: Wokingham, UK

### ■ Wellness Director

Company: Kamalaya Koh Samui Location: Koh Samui, Thailand

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Company: Homewood Park Location: Bath, UK

### fax back to: +44 (0)1462 433909

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### Loreto resort for Villa Group

TOM WALKER

Mexico-based Villa Group has launched its newest resort, the Villa del Palmar Beach Resort and Spa in Loreto, Mexico.

Located on the town's Baja California South, the resort offers 181 rooms of accommodation, ranging from studios and villas to the Presidential four-bedroom suites. Facilities include a 35,000sq ft (3,300sq m) luxury spa, which is scheduled to open "later in the summer", possibly by September 2011.

The resort will be marketed as an eco-resort and will offer a range of 'ecological activities' such as mountain hiking, climbing and camping. Villa del Palmar is the first property in the Villa Group's planned 1,800-acre development in Loreto, called Danzante Bay.

When completed, it will include seven resort hotels, 240 home sites, additional restaurants



The resort's luxury spa is scheduled to open later this year (September)

and a Rees Jones golf course. The Villa Group was founded in 1984 and is one of Mexico's leading privately owned hotel, resort and real estate development companies.

The group's portfolio includes beachfront destination resorts, vacation ownership, and fractional and full ownership luxury real estate developments.

### Sol Meliá to open first Tanzania hotel

Spain-based hotel operator Sol Meliá has confirmed that it will be opening its first Tanzania property on the island of Zanzibar in August.

The Meliá Zanzibar resort was previously run by the Kempinski chain and will now join the Meliá Hotels and Resorts portfolio under a management agreement.

In addition to 100 rooms. the resort will offer seven villas with private pools and a solarium. Facilities will also include a spa, a beauty and

fitness centre, tennis courts and swimming pools. Meliá Zanzibar will expand the operator's presence in Africa to six properties, adding to the four locations in Egypt and the recentlyopened Meliá Tortuga in Cabo Verde.



The hotel will be located close to Tanzania's famous Zanzibar beach

A Sol Meliá spokesperson said: "91 per cent of the hotels pending incorporation are located outside of Spain, in line with the strategy of geographical product diversification and opening new markets."

### New GM for Conrad Koh Samui

TOM WALKER

Justin Phillips has been appointed as the general manager of Hilton Worldwide's newest

resort, Conrad Koh Samui. With 25 years of experience within the hospitality sector, Australian-born Phillips

most recently worked as general manager at Radisson Resort Fiji Denaru Island.

Located on the secluded south-west tip of the popular island of Koh Samui, Conrad Koh Samui features 80 freestanding pool villas, including 65 one-bedroom villas.

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