

# spa opportunities

8 NOV - 21 NOV 2013 ISSUE 176

Daily news & jobs: [www.spaopportunities.com](http://www.spaopportunities.com)

## L'Oreal likely to become major player in the spa market

The spa industry could gain a major player if recently announced talks by L'Oreal to buy spa brands Carita and Decl  r come to fruition.

L'Oreal has announced it's in negotiations to acquire the two companies from Japan's Shiseido for an estimated   230m (US\$314.3m,   195m).

Shiseido has made its first annual loss, and is looking to focus on its core assets.

L'Oreal said the two spa companies are "inspirational and complementary," and that they grew into two of the world's largest cosmetic providers under Shiseido's management. L'Oreal products division president An Verhulst-Santos said: "Decl  r and Carita are two beautiful, prominent beauty institute brands. Their growth perspectives, especially



L'Oreal is in negotiations to acquire Decl  r and Carita from Shiseido in a   230m deal

internationally, are very promising"

Decl  r was established in 1974 and is now one of the most respected manufacturers and creators of aromatherapy products for spas, while Carita – created in 1945 by sisters Maria

& Rosy Carita – has become known for its high-end pampering and luxurious Maison de Beaut   in Rue Faubourg Saint-Honor  , Paris. The two companies had combined annual sales of around   100m (US\$135.3m,   84.5m) in 2012.

L'Oreal is one of the world's biggest beauty companies, with 72,600 employees, 28 brands and   22.5bn (US\$30bn,   19bn) in sales in 2012.

Industry commentators believe that if the deal goes ahead, L'Oreal will utilise Carita's expertise in hair products to develop

its salon business, while the acquisitions would give the company a strong foothold in the spa market to develop partnerships and directly-operated, branded facilities. Details: <http://lei.sr?a=F2r5Q>

### Phuket wellness retreat opening this month

Point Yamu by COMO, a new luxury resort from COMO Hotels and Resorts, will open in Phuket, Thailand later this month.

Designed by Italy-based Paola Navone, the resort is located at the tip of Cape Yamu and overlooks Phang Nga Bay – a UNESCO World Heritage Site – and the Andaman Sea.

It aims to offer contemporary Thai luxury, and will include a COMO Shambhala wellness retreat and two restaurants.

The resort will also feature 106 rooms and private villas, a 100m swimming pool and a beauty and yoga studio. *Continued on back cover (1)*

### Russia's strict spa regulations relaxed

The strict spa regulations placed on the Russian spa industry have been relaxed after two new federal standards came into force in September, with further rule changes coming in 2014.

The new legislation aims to end spa treatments being characterised as preventative medicine treatments and two new federal standards – SPA: Terms and Definitions and SPA: Service Requirements will now regulate non-medical spa services.

The ruling came into force on 1 September and the change is seen as a breakthrough for the growing spa industry in Russia.

Medical law with regard to spas has not completely changed in the country however, as the obligation for spa facilities to obtain a medical licence to legally provide spa treatments is due



New legislation has relaxed laws on spa operations

to another piece of legislation – The Federal Classifier of Public Services – which contains a list of codes provided for businesses referring to specific types of treatments.

Following the change in medical law in Russia, several spa treatments can now be undertaken without the need for a licence. *Continued on back cover (2)*

GET  
SPA  
OPPS

**Magazine** sign up at  
[spaopportunities.com/subs](http://spaopportunities.com/subs)

**Job board** live job updates  
[spaopportunities.com](http://spaopportunities.com)

**PDF** for iPad, Kindle & smart phone  
[spaopportunities.com/pdf](http://spaopportunities.com/pdf)

**Ezine** sign up for weekly updates  
[spaopportunities.com/ezine](http://spaopportunities.com/ezine)

**Online** on digital turning pages  
[spaopportunities.com/digital](http://spaopportunities.com/digital)

**Instant** sign up for instant alerts  
[at spaopportunities.com/instant](http://spaopportunities.com/instant)

**Twitter** follow us:  
[@spaopps](https://twitter.com/spaopps) [@spaoppsjobs](https://twitter.com/spaoppsjobs)

**RSS** sign up for job & news feeds  
[spaopportunities.com/rss](http://spaopportunities.com/rss)

## CONTACT US

The Leisure Media Company  
Portmill House, Portmill Lane,  
Hitchin, Herts SG5 1DJ, UK  
Tel: +44 (0)1462 431385  
Fax: +44 (0)1462 433909  
e-mail: please use contacts'  
fullname@leisuremedia.com

## Subscriptions

Denise Adams +44(0)1462 471930  
subs@leisuremedia.com

## Editor

Liz Terry +44(0)1462 431385

## Journalists

Aoife Dowling +44(0)1462 471938  
Tom Anstey +44(0)1462 471916

## Products Editor

Kate Corney +44(0)1462 471933

## Design

Ed Gallagher +44(0)1905 20198

## Internet

Dean Fox +44(0)1462 471900  
Emma Harris +44(0)1462 471921  
Tim Nash +44(0)1462 471917

## Associate Publisher

Sarah Gibbs +44(0)1462 471908

## Recruitment, training and tenders

Paul Thorman +44(0)1462 471904  
Simon Hinksman +44(0)1462 471905  
Annie Lovell +44(0)1462 471901  
Jed Taylor +44(0)1462 471914

## Property advertising sales

Simon Hinksman +44(0)1462 471905

## Financial Administrator

Denise Adams +44(0)1462 471930

## Circulation Manager

Michael Emmerson +44(0)1462 471932

## Subscribe to Spa Opportunities:

Online: [www.leisuresubs.com](http://www.leisuresubs.com)  
Email: [subs@leisuremedia.com](mailto:subs@leisuremedia.com)  
Tel: +44 (0)1462 471913  
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, recorded  
or otherwise without the prior permission of the  
copyright holder. Printed by Preview Cromatic Ltd.  
©Cybertrek Ltd 2013 ISSN 0952/8210

## Marriott debuts two new hotels in India

Marriott International's luxury brand JW Marriott Hotels & Resorts is continuing its expansion in India with the opening of two new hotels, in Bengaluru and New Delhi.

JW Marriott Bengaluru overlooks the 300-acre Cubbon Park and features 297 rooms and suites, including a presidential suite.

The Spa by JW offers six treatment rooms, a heated outdoor pool, a pool bar and cabanas as well as a fitness centre and yoga studio.

There are six different dining options, including wine, antipasti and cocktails at Bar Uno; Tuscan fare at Alba; Indian cuisine at Spice Terrace and baked goods and gourmet products at Bengaluru Baking Company.

Other features include 1,000sq m (10,000sq ft) of indoor and outdoor event space.

JW Marriott Hotel New Delhi Aerocity, which has also recently opened, offers 523 guestrooms including a presidential suite.

Located in Aerocity, the area's emerging upscale business and leisure district, the hotel



The JW Marriott Hotel Bengaluru is part of a 62-property portfolio

features the Quan Spa, offering signature spa treatments, a fitness club and an outdoor swimming pool.

There are six restaurants and lounges, including a signature Japanese restaurant.

JW Marriott has 62 properties in 24 countries with an additional 30 expected to open by 2016. The brand plans to double its presence in the Asia region over the next few years with 17 properties currently in operation and another 17 in the pipeline for the future.  
Details: <http://lei.sr?a=f5m2S>

## Stephens: Africa is 'prime' for spa development

Lee David Stephens, general manager of MSpa International – the spa operations arm of the Thailand-based Minor Hotel Group – has said that Africa is one of the most exciting markets with the biggest potential in the spa sector.

Speaking in the Q3 edition of *Spa Business* magazine, Stephens said: "We talk about the BRIC nations, but Africa has huge potential. It has an abundance of natural beauty and although you need to fix the infrastructure and make it accessible, African properties are absolutely waiting to happen."

Although MSpa currently has only three spas in Africa – two in Tanzania and one in Egypt – of 30 potential future projects on its books, 10 are planned to be opened on the continent in countries such as Morocco and Mozambique and in East Africa.

"We're growing very rapidly," Stephens continued. "As we do, our strength and expertise grow so we become even more appealing to owners."

He went on to say that because of the MSpa brand, Minor has been able to expand its



Lee David Stephens is the general manager of MSpa International

portfolio into new destinations worldwide.

"Minor has opened in new markets through spas. We first launched the Anantara brand in China by introducing an Anantara Spa at the PuLi Hotel in Shanghai in 2009. Now we have two resorts in the country with another five in the pipeline. The same thing has happened in the UAE. We opened the Anantara Spa at the Emirates Palace Hotel in Abu Dhabi in 2006 and now there are five more Anantara properties there, the most recent opening in Dubai in September." Details: <http://lei.sr?a=p9L8X>





## Rosewood reveals European hotel

Rosewood Hotels & Resorts has launched a luxury hotel and spa in Holborn, London, UK – marking the group's entry into Europe.

Following a renovation to transform the 1914 Edwardian Belle Epoque building, the original architectural features have been restored including the Grade II-listed street frontage and dome.

Rosewood London features 262 guestrooms and 44 suites, public areas are filled with artwork and books and restaurants offer both classic and contemporary dishes.

The accommodation, event spaces and public areas have been designed by Tony Chi and Associates. Chi also designed Grand Manor House Wing, featuring its own street entrance and accessed via a private elevator. It houses six bedrooms, a dressing chamber, a library, a dining room and sitting rooms spread over 6,318sq ft (587sq m) of living space.

Rosewood's signature Sense Spa is to be unveiled in 2013 with a range of ancient and contemporary therapies. The spa will house six treatment suites, designed with Asia-influenced split bamboo to encourage energy flow from both the walls and floors.



The Edwardian Belle Epoque has undergone an extensive renovation

A double treatment room will offer privacy with separate changing facilities, shower and steamroom, as well as two therapists to perform a range of holistic treatments.

Another highlight of the spa will be the teak and gold leaf relaxation room with individual therapeutic loungers surrounding a central island with water, sliced fruits and herbal teas.

Both male and female changing rooms will offer dry-heat saunas and an amethyst crystal steamroom.

The hotel also includes a fully-equipped fitness suite featuring the latest equipment from Technogym. Details: <http://lei.sr?a=T2c2v>

## Andaz hotel and wellness facility to open in Costa Rica

Hyatt Hotels is set to launch Andaz Peninsula Papagayo in Costa Rica in December this year.

Designed by Costa Rican architect Ronald Zurcher, the resort will feature 153 rooms and 21 suites including four suites with plunge pools. In addition, the resort will house a 11,000sq ft (1,022sq m) Onda Wellness & Spa facility with nine treatment rooms – seven indoor and two outdoor.

Other highlights will include two outdoor infinity pools, three themed restaurants and a range of meeting rooms.



The centre includes 3,200sq m of indoor pools

## Ovavera wellness centre coming to St Moritz, Switzerland in 2014

A new indoor swimming pool, spa and sports centre will open on 5 July 2014 after 26 months of construction work in the resort town of St Moritz, Switzerland.

The Ovavera is themed around the three states of water – gas, solid and liquid – with amenities including a wellness area, pools, a fitness centre, a cross-country ski and outdoor sports centre and a restaurant.

The 1,620sq m (17,437sq ft) wellness area includes a ladies spa, mixed sauna facilities, a relaxation pool and room, six treatment rooms and a wellness bar.

Kneipp hydrotherapy treatments, massages and organic, herbal, stone oven and Finnish saunas are on offer as well as a Rosatschbad (a large spa pool) to provide recreation and relaxation.

The facility offers 3,200sq m (34,444sq ft) of indoor pools, including a 915sq m (9,848sq ft) water area, 25m pool, diving pool, non-swimmers pool, children's pool, outdoor pool with bubble jets and a tower with three water slides.

Ovavera, which is spread over four floors, will be environmentally friendly and was designed by a consortium of architects made up of Switzerland Bearth & Deplazes and Morger + Dettli. Details: <http://lei.sr?a=Q9s6s>

## Hyatt acquires Peabody Orlando for US\$717m

Hyatt Hotels has rebranded The Peabody Orlando as Hyatt Regency Orlando – making it the group's seventh hotel in the greater Orlando area.

Hyatt acquired the hotel from UST Hotel Joint Venture for US\$717m (€521m, £447m) in 2010.

The property is located among Orlando's renowned theme parks and attractions, including SeaWorld, Universal Studios and Disney World and boasts 1,641 guestrooms.

The spa at Hyatt Regency Orlando is a 22,000sq ft (2,044sq m), full service, contemporary retreat. It caters for local visitors and guests and offers a variety of massage, facial, body, waxing and manicure/pedicure treatments.

A private serenity pool will be available to guests before and after their treatments.

For special events, groups and wedding parties, the spa features a variety of celebration spa packages and offers custom design packages tailored to guests' needs.

A hair salon offers stylists, colourists and make-up artists.



Peabody Orlando has been rebranded as Hyatt Regency Orlando

The hotel also offers an 8,000sq ft (743sq m) fitness centre and 1,000sq ft (93sq m) studio classroom for group exercise including Zumba and Boot Camp as well as a studio dedicated to spinning. The fitness centre features two cardio studios and separate strength conditioning and core strength rooms with more than 50 pieces of Cybex Eagle strength equipment and a blend of Cybex and Octane cardiovascular machines. Details: <http://lei.sr?a=f6e4u>

## Ritz-Carlton officially opens in the heart of Tianjin, China

The Ritz-Carlton, Tianjin, a new luxury hotel overlooking the Haihe River in north-east China, has opened.

The hotel offers 277 guestrooms and 53 suites and features a neo-classical style façade designed by the Tianjin Academy of Urban Planning and Design, with interiors created by hospitality designer, Pierre-Yves Rochon.

The Ritz-Carlton Spa offers a collection of therapeutic treatments and features two relaxation lounges and eight large treatment rooms. Facilities include a heated indoor pool with spa pool beds, a whirlpool, steam-rooms, saunas and a yoga studio.

Dining options include four restaurants designed to create destination experiences such as Tian Tai Xuan, which serves contemporary Cantonese creations and Flair lifestyle bar offering south Asia-inspired dishes. Details: <http://lei.sr?a=A5Q7A>



The hotel opens to the public in December 2013

## InterContinental opening ski resort in Davos, Switzerland

The InterContinental Davos, located 1,580m (5,183ft) above sea level in the Swiss Alps, is set to open its doors in December 2013.

The 216-bedroom hotel, which also features 96 apartments and chalets, will include a spa, health and fitness centre, three restaurants, two bars and 1,500sq ft (139sq m) of meeting space.

The 1,200sq ft (111sq m) Alpine Spa includes a sauna and indoor/outdoor pool with the spa concept based on 'rocks and herbs', with herbs from the surrounding mountains used in spa treatments.

Studio Grigio, on the top floor of the hotel, features a trendy lounge bar and destination dining experience. Matsu is a north Asian Stubli with flavours inspired by north Asia. Capricorn is an all-day dining restaurant and Nuts & Co is the hotel bar.

Davos is located in the heart of Swiss ski country and the hotel will be open in time for the winter season. Details: <http://lei.sr?a=a4x7x>

## Minor unveils Anantara Resort in Dubai

Thailand-based Minor Hotels Group has unveiled an Anantara-branded property on the Palm Jumeirah in Dubai.

Owned by Dubai-based Seven Tides Hospitality, the Anantara Dubai The Palm Resort & Spa is inspired by traditional Thai architecture in an Arabian setting. It offers 260 rooms with direct access to the lagoon, 12 beach pool villas, 18 over-water villas and three two-bedroom villas.

The resort's Anantara Spa will open in March 2014 and aims to offer guests an "Asia-inspired sanctuary blending Thai tradition with Arabian mystique".

The spa will boast 16 treatment rooms offering massages inspired by age-old techniques, replenishing scrubs and wraps, facials and full-body treatments.

Facilities will include relaxation areas, European style wet facilities, dry flotation beds, heated ayurvedic tables, private hammam suites and a traditional Thai massage suite.



The resort's spa opens in March 2014 and will boast 16 treatment rooms

There will also be a male and female salon, a nail spa and a fitness centre. The resort will further include an infinity swimming pool, three lagoon pools and spa pools.

There will be seven dining options serving classic Middle-Eastern, international and Mediterranean cuisine. Anantara's Dining by Design is also on offer, allowing guests to choose a location in which to enjoy a candlelit meal. Details: <http://lei.sr?a=C7c5s>

## Fenard outlines how to succeed in spa industry

Spa Strategy's managing partner Elaine Fenard has spoken about what the key points are to running a successful spa operation.

"Benchmarking is crucial – how else can you measure how your business is performing," she says in the *Spa Business Handbook 2013*. "Accountability is essential. Spa executives should not expect things to just happen, they need to make sure someone is leading and that everyone on the team knows the goals and how they can contribute."

She adds: "Operators should seek mentors from both within and outside their circle to avoid tunnel vision. Look at best practices in the industry but outside your area. For example, day spas are far more nimble at getting the message out and using yield management techniques through social media. Hotel spas are better at marketing and PR as they can utilise the hotel's resources. Meanwhile destination spas can offer a variety of services, cross train teams and are experts at integrating health and wellness services." Spa Strategy, the US-based consultancy, has



Elaine Fenard is a managing partner for Spa Strategy

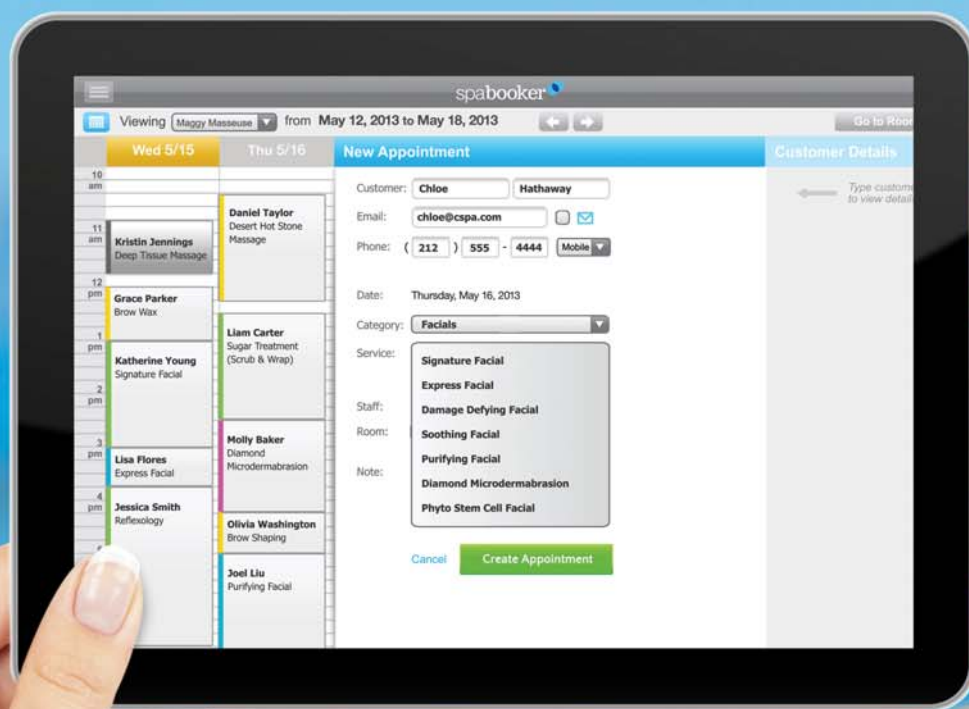
worked on more than 200 spa projects globally, including the brand development of Talise for Jumeirah in the Middle East and the concept for Disney's Laniwai spa in Hawaii.

To read the thoughts and opinions, and learn about the backgrounds of more key figures in the global spa industry, the *Spa Business Handbook 2013* can be ordered online here in print: <http://lei.sr?a=A907e> and viewed online here: <http://lei.sr?a=P3l4j>



# Run Spa Operations On The Go

SpaBooker's web-based management software will run and grow your operations seamlessly with scheduling, online booking, customer management, email marketing, reporting, and much more.



Get your free spa management kit at: [www.spa-booker.com/relax](http://www.spa-booker.com/relax)

**Your Kit Includes:** Spa Management Guide • Spa Software Mistakes • Client Success Stories • Free Spa Consultation

Our Clients

 **Sol Meliá**

 **Hard Rock  
HOTEL**

**Barceló**

**SIX SENSES**  
RESORTS & SPAS

 **Hilton**

Speak to a spa specialist today at +1 866.966.9798

## Expansion planned for UK country spa retreat

Moddershall Oaks, a country spa retreat near Stone in Staffordshire, UK has been granted planning permission to expand its facilities.

The expansion is being part funded through the Rural Development Programme for England, which is jointly financed by DEFRA and the European Union. Altogether the expansion is costing £550,000 (US\$885,000, €641,000).

The project has been conceived by Staffordshire architects Forshaw Greaves & Partners and London-based spa designers, Sparc Studio.

The new facilities include a landscaped outdoor spa garden and courtyard terrace with a vitality spa pool, Finnish kelo sauna cabin, feature showers, an outdoor log fire, spa deli and bar area, and a fireside spa lounge.

In addition to the new spa area, Moddershall Oaks is creating an Express Beauty Suite featuring a treatment bar dedicated to manicures, pedicures, make up classes and product sampling.

The project is expected to be completed



The ESPA spa is housed underneath the Joule hotel

## ESPA arrives in Texas, US, with first branded spa launch

A new multi-million dollar ESPA spa beneath the Joule hotel in Dallas, Texas, US, has officially opened.

The 8,000sq ft (743sq m) ESPA at The Joule is the first ESPA-branded spa in Texas. The extensive facility is set over two floors.

The subterranean level of the spa offers a range of geothermal and heat experiences and there is a new multi-functional treatment room.

Also on offer are six further treatment rooms, sauna and a hydrotherapy pool. Massages, facials, manicures, pedicures and advance skin care treatments are all on offer.

The ESPA brand, based in the UK, now has 20 locations in the US and around 450 worldwide. Details: <http://lei.sr?a=Q7V8e>

# Buenos Aires Four Seasons rebranded

A US\$49m (€35.5m, £30.5m) renovation of Four Seasons Hotel Buenos Aires, which began more than a year ago, is now complete and includes a rebranded spa.

The spa has been renamed Cielo Spa – meaning “heaven” in Spanish. Cielo has been designed with a colour palette of bright white and light blues, rosewood marble, a turquoise crystal reception desk and metal artworks, which resemble the movements of the tango, a theme evoked throughout the hotel.

The spa is naturally lit and has views over the garden. The menu consists of massages, body treatments, facials and salon services. Included is the signature Porteño Tango, a therapeutic massage choreographed to a tango beat to relax the body and mind.

Other highlights include Discovering Argentina therapies which aim to provide “a sensory tour of Argentinian geography.” Experiences include the cold of the Patagonian



The completely renovated Four Seasons Buenos Aires has a rebranded spa

plateau to the hot stones of the north country; the Buenos Aires Walking Tour Foot Massage for tourists exploring the city; and the Polo Massage, which targets the muscles.

General manager Rebeca Selley-Morales said: “This project has been a labour of love. From the big design concepts to the smallest details, everything has been created with our guests in mind.”

Earlier this year, the hotel introduced a new restaurant and bar, opened its new-look lobby and launched its redecorated guestrooms.

Details: <http://lei.sr?a=G7B6H>

## Luca Tettoni remembered by spa community

The spa industry has paid tribute to Italian photographer Luca Tettoni, who passed away in August following a long battle with illness.

Luca was one of the world’s most renowned photographers of Asian fine art, architecture and interiors. He travelled throughout Asia and was known for his expansive knowledge and appreciation for Asian culture and heritage. In the spa industry for his work photographing spas was renowned

Elizabeth Smailes, assistant director of marketing communications at Minor Hotel Group paid tribute, saying: “Tenacious, sometimes challenging yet

usually right, Luca was always happy to share his wealth of knowledge that never failed to captivate and surprise.”

Sophie Bengé, author, journalist and director of glorious London, said: “I absolutely loved this man whom I worked with on *Tropical Spa* 15 years ago.

“From laughing at me for having to take double page spreads of breasts covered in yoghurt, he went on to be the must-have name for spa photography throughout Asia, doing many more



The spa community has paid tribute to Luca Tettoni

books and being hired by spas to shoot their commercial photography.”

Oriele Frank, director of international marketing at spa and skincare brand Elemis, said: “I feel honoured and lucky to have worked with such a talented, feisty, Italian photographer and was saddened to learn of his passing away after a long illness. Thank you Luca for your immense eye for beauty and charismatic character. His images are timeless and will live on in his memory.”

Details: <http://lei.sr?a=d3Y5M>



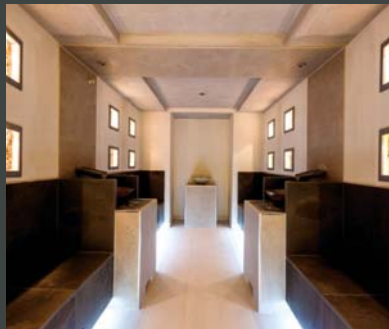
## WORLD-CLASS ARCHITECTS AND SPA CONSULTANTS PREFER INVIION® SPA EQUIPMENT

Its innovative SPA equipment design and SPA technology ensures the enthusiasm of your future guests



Steam bath

© Aqua Dome



Herbal bath

© Waldhotel National Arosa



Sauna

© Splash E Spa Tamaro



Foot reflexology bath

© Hotel Aspen



Treatment pools

© Seet Ken, Four Seasons



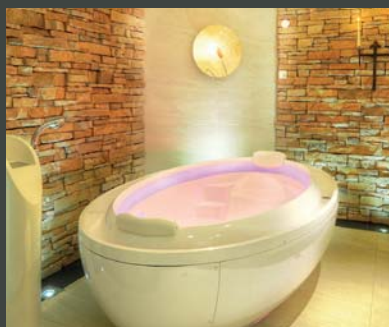
Relaxation

© Hotel Feldhof



4 Senses Lounger

© Hotel Arnica Scuol



Healing Liquid Pool

© Wellnesshotel Cervosa



Holistic Cocooning

© Kempinski Hotel Das Tiroi

# DIARY DATES

**12-13 Nov 2013**

## European Spa Event

Palais Eschenbach, Vienna, Austria

The European Spa Event is organised by Wellness World Business, a B2B magazine of spa, wellness and health in the German speaking area. The event is an opportunity for professionals of the spa, wellness and health tourism branche from all over Europe to come together and listen to keynotes.

Tel +43 1 99 72 733

[www.wellnessworldbusiness.com](http://www.wellnessworldbusiness.com)

**12-13 Nov 2013**

## Spa Life UK

Wyboston Lakes, Bedfordshire, UK

Spa Life exposes spa professionals to new product innovations; industry insights; networking opportunities; and quality management education. It includes the CEO Summit, Spa Life Forum, and UK Spa & Wellness Conference.

Tel: +44 1268 745 892

[www.spa-life.co.uk](http://www.spa-life.co.uk)

**18-19 Nov 2013**

## Live Love Spa

Napa, CA, United States

LIVE LOVE SPA invites guests to spend half day with them to see what a difference this experiential format can make to your spa and bottom line. Visitors can slip into a robe and experience some of the latest facial, body, and nail treatments in a spa setting. The event strives to educate, promote, and connect the spa community and features a platform for spa and wellness companies to showcase the products and services.

Tel +1 949 689 5378

[www.livelovespa.com](http://www.livelovespa.com)

**27-28 NOVEMBER 2013**

## Spameeting Autumn Middle East, India & Russia

Meydan Hotel, Dubai, UAE

A two-day forum of face-to-face meetings between spa suppliers and decision makers from the Middle Eastern, Indian Ocean and Russian regions.

Tel +33 1 44 69 95 69

[www.me.spameeting.com/](http://www.me.spameeting.com/)

**02-04 Feb 2014**

## Spatex 2014

Ricoh Arena

SPATEX 2014 is a UK's dedicated pool and spa trade event. Now in its 18th year, SPATEX is the number one premier Show



Spameeting Autumn Middle East, India & Russia will be held 27-28 November at the Meydan Hotel, Dubai

where those involved in the wet leisure industry either exhibits or visits. The Show include a wide range of sectors in the industry such as pools, spas, saunas or hydrotherapy. Wet leisure, in both the domestic and commercial sectors is represented.

Tel +44 1264 358558

[www.spatex.co.uk](http://www.spatex.co.uk)

**23-24 Feb 2014**

## Professional Beauty London

London ExCeL

Professional Beauty is the event to attend where the new wave of trends are announced. Focused on strategy and business issues, the two day event will host the Professional Spa & Wellness Convention. It aims to give a platform to spa owners and senior managers to share their experiences of operating a successful spa. Running alongside Professional Beauty, the 2014 agenda will see a variety of topics including spa as a business, financial management, tourism as a revenue driver for spas, design and architecture vs practicality.

Tel +44 2073510536

[www.professionalbeauty.co.uk](http://www.professionalbeauty.co.uk)

**15-17 Apr 2014**

## SPATEC Europe

Sheraton Rhodes Resort, in Rhodes, Greece

The event will bring together Europe's spa operators of medium-to-large hotel resort, destination, athletic, medical and day spas to meet with key domestic and international suppliers to participate in a series of one-on-one meetings. Throughout the event, attendees meet spa owners, operators,

directors and suppliers during meals and other planned networking activities.

Tel +380 44 526-90-25

[www.lmt.kiev.ua](http://www.lmt.kiev.ua)

**15-17 Apr 2014**

## International Exhibition of Medical Tourism, SPA and Wellness - Healthcare Travel Expo

EC KyivExpoPlaza

A meeting place for major suppliers of medical and health services, travel industry representatives not only from Ukraine.

Tel +380 44 526-90-25

[www.lmt.kiev.ua](http://www.lmt.kiev.ua)

**10-12 Jun 2014**

## HBA Global Expo

Javits Convention Center 655 W 34th St, New York, United States

HBA is a B2B event that provides personal care and beauty manufacturers with a spectrum of new ingredients, solutions, supplier resources as well as education to help bring new products and innovate concepts to market.

Tel: +1 609 759 4700

[www.ubmlive.com](http://www.ubmlive.com)

**12-13 Jun 2014**

## SPAMEETING ASIA

Sheraton Saigon Hotel & Towers, Hồ Chí Minh-Ville, Vietnam

The event will gather key buyers from Asia and worldwid suppliers from the spa industry. They will hold one-to-one business meetings for buyers and suppliers.

Tel: +33 (0)1 44 69 95 66

[www.itec-france.net](http://www.itec-france.net)





*Science, Experience, Senses.*



*Why Europe's No.1 luxury skin care brand should be your No.1 spa partner?*

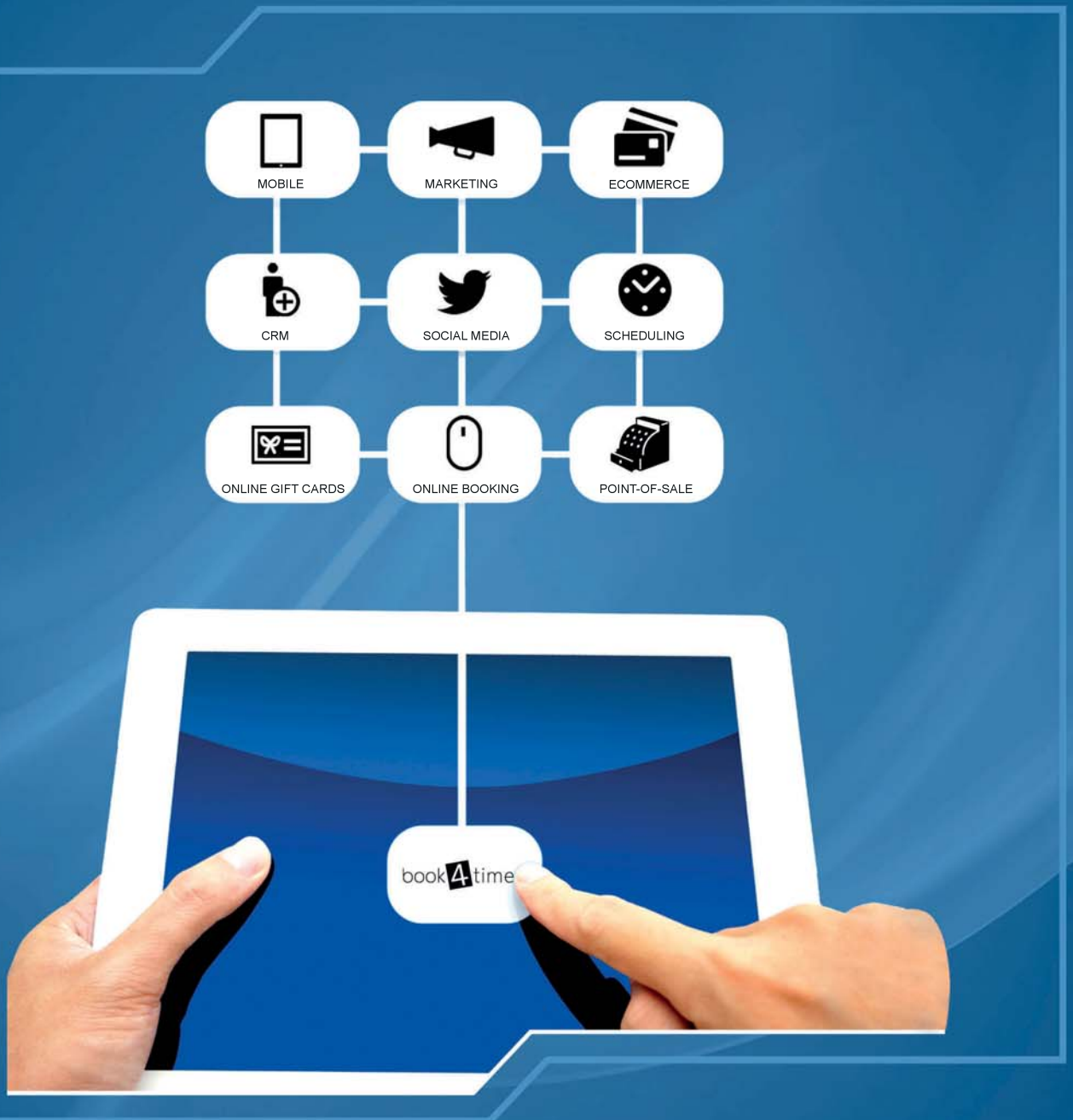
The pioneer of professional beauty treatments, Clarins has, for more than 50 years, been famed for its plant-rich formulas and exclusive manual techniques. The ClarinsPRO range, specifically developed by Clarins laboratories to complement the expertise of our highly trained Beauty Therapists, is the guarantee of immediate, visible results. Discover the new Tri-Active Treatments for face and body, powered by next-generation ClarinsPRO formulas. They're quite simply an unforgettable experience.

Contact: [spa-activities@clarins.net](mailto:spa-activities@clarins.net)

Find all our partner hotels on [www.clarins.com](http://www.clarins.com)

# CLARINS

# SOFTWARE FOR EVERY TOUCH POINT



**SCHEDULE A CONSULTATION TODAY AND CALL OR VISIT US AT  
1-905-752-2590 / [WWW.BOOK4TIME.COM](http://WWW.BOOK4TIME.COM)**



# US consumers interested in wellness

A new survey has revealed that while US consumers are curbing their appetite for hotel restaurants and room service, they appear to be expressing a desire for spa and wellness.

According to PKF Consulting USA's (PKFC) *Trends in the Hotel Spa Industry* report, for the second consecutive year, hotel spa revenues and profits have increased faster than other sources of hotel revenue. Spa department revenue in hotels increased by 5 per cent, comparing favourably with the 2.3 per cent increase in food and beverage revenue, the second largest source of revenue for most hotels.

"Spa revenue initially lagged behind the growth of other revenue sources during the early stages of the recovery," said Andrea Foster, vice president and national director of spa and wellness consulting for PKFC. "However, the 2012 increase in spa revenue is a trend we anticipated would occur. There has been a notable focus shift to wellness, specifically taking better care of ourselves for improved health and quality of life, of which spas are an important part." Massage, skin care and body work



Spa department revenue in hotels increased by 5 per cent in 2012

treatments continue to generate the most revenue at hotel spas. Combined, these services represented 72.6 per cent of total spa revenue at the 125 properties surveyed and grew by 4.7 per cent in 2012.

The report allow hotel spa owners and operators to benchmark their revenue and expense ratios on a per-available-room, per-occupied-room, per-square-foot and per-treatment-room basis. Day spas, destination spas and leased spa operations were not included in the survey.

Details: <http://lei.sr?a=P6g6g>

## First Thann Sanctuary Spa comes to the US

The Castle Hotel & Spa in Tarrytown, New York, US, has announced the opening of its US\$11m (£6.84m, €8m) Thann Sanctuary Spa.

Following an eight-month construction phase, the 8,700sq ft (808sq m) spa features seven treatment rooms and a VIP treatment suite with its own deep tub and private outdoor gazebo; separate locker facilities and steamrooms for men and women; and a women's only relaxation lounge.

Based on the art of natural treatments, Thann uses a unique holistic spa therapy developed in house, and is the first of its kind to be built in the US, with other locations based across Asia. The holistic treatment approach aims to help rediscover inner physical and mental wellness.

The spa is housed in a building made of natural materials, utilising stone walls and minimal exterior openings to blend into its surroundings. It offers an atmosphere of quiet



The Castle Hotel & Spa has opened a new US\$11m Thann Spa

and privacy, supported by architectural screening and protected views.

Treatments on offer include the Thann oil massage, traditional Thai massage and facials. Nan Shiso therapy, Swedish massage and aromatherapy massage. Signature treatments include the Thann Sanctuary Massage – a deep-tissue oil massage, using palm strokes and thumb pressure to relieve muscular pains.

Details: <http://lei.sr?a=j8D2V>



## MANAGING YOUR BUSINESS

Core by premier provides a complete management software suite for the leisure, spa and wellness industry.



MEMBERSHIP ADMIN  
CENTRALISED BOOKING  
STOCK MANAGEMENT  
POINT OF SALE  
MARKETING

Join Premier Software on stand IH125 at the Independent Hotel Show on the 30th and 31st of October



t: +44(0)1543 466580

e: [sales@premiersoftware.co.uk](mailto:sales@premiersoftware.co.uk)

w: [www.premier-core.com](http://www.premier-core.com)





# HOTEL SUMMIT

12th - 13th May 2014  
Heythrop Park  
Oxfordshire

The Hotel Summit will provide you with a platform to enhance your company and share the long-term vision of the hotel, venue and leisure industry by setting tomorrows standards today, and to prepare for future developments, innovations and technology.

Why not network with fellow experts within your specialist field, listen to case studies, meet and discuss ideas with industry service providers, hear personal experiences and find solutions to issues facing this ever changing industry.

Contact **Sharron Fothergill** on  
**+44 1992 374100** or email  
**hs@forumevents.co.uk**

Media Partners:

**ThisWeek  
inFM.com**



www.leisureopportunities.co.uk  
**leisureopportunities**

**HOTEL INDUSTRY**  
MAGAZINE







UCIRVINE | EXTENSION

## Discover a worldwide leader in spa education.

Taught by leading industry experts and offered completely online to accommodate learners worldwide, University of California, Irvine Extension's Spa & Hospitality Management Certificate Program presents cutting edge ways to make your spa stand out in a competitive market.

<http://unex.uci.edu/mkt/campaigns/spaHospitality.asp>

**Build a foundation for success and profit through extensive training in all areas of the spa business, including:**

- Business planning
- Day-to-day operations
- Quality management
- Retailing
- Human resources
- Customer engagement
- Green Strategies

## A CAREER...

... in Health & Safety and First Aid



@nucotraining



Nuco Training Ltd



OVER 15 YEARS TRAINING SUCCESS

- First Aid Instructor qualification - including the NEW Level 3 Award in Education and Training
- Level 3 Assessors qualification
- Level 3 H&S qualification
- Level 2 qualifications in Fire Safety and Manual Handling
- Defibrillation Instructor qualification
- Huge potential in respect of earnings
- Courses held throughout the UK
- Comprehensive ongoing support

Nuco Training Ltd | Tel: 08456 444999 | Email: [sales@nucotraining.com](mailto:sales@nucotraining.com)

### 10-DAY COURSE /

#### Upcoming courses:

DECEMBER: Warrington

JANUARY: Doncaster, Telford, Oxford, Portsmouth, Chatham and Hemel Hempstead

FEBRUARY: Glasgow, Lincoln, Bristol, Telford and Doncaster

- On-site instructor training available at reduced rates

[nucotraining.com](http://nucotraining.com)

nucotraining

AN APPROVED CENTRE WITH AN OFQUAL AND SQA REGULATED AWARDING ORGANISATION



HUMBER

The Business School

## ESTHETICIAN / SPA MANAGEMENT

Learn both sides of the industry - business and wellness.

be more

[business.humber.ca](http://business.humber.ca)



## FREE HANDS-ON TRAINING

HydraFacial MD®  
EDGE-U-CATION™

Visit: [www.hydrafacial.com/freetraining](http://www.hydrafacial.com/freetraining)

# the manor

AN OLD WORLD HOSPITALITY HOTEL

## Luxury Spa and Salon in India – Even Short Term Visit/Holiday welcome

Would you like to visit India for a few months or stay on to work for an International Spa and Salon? We are looking for motivated & well trained Spa Professionals for Full Time as well as Short Term positions at our upcoming Luxury Spa in New Delhi, India.

## Positions: Spa Therapists Hairstylist Colourists Healers of all types

**Location:** New Delhi, India

**Timing:** December/January/February 2013/2013

**Job Type:** Full Time annual contract, Short Term

We are a Spa & Salon in a Luxury Hotel. You will be required carry out treatments on Spa Guests ensuring all treatments are carried out to the highest standards and maintain the five star level of cleanliness required within our Spa. The ideal candidate for our Spa Therapist role will be versed in both Eastern and Western therapies and philosophies. Be of a warm, intuitive, honest, flexible and adaptable nature and possesses a genuine commitment to healing, holistic views and development of their skills within this area.

We anticipate applicants will have relevant experience (Minimum 3 years) as a Therapist/Hairstylist/Colourist/Healer in a reputed Hotel/Spa/Salon with good communication skills. People with multiple skills will be preferred.

### DUTIES AND RESPONSIBILITIES:

- Carries out a range of Treatments to an extremely high standard.
- To drive and achieve service and product sales targets.
- To build and maintain a regular clientele and contribute to the success of the Salon
- Ensure Spa is of a consistent high standard.
- To be a role model to other Therapists.

### SKILLS REQUIRED

- Excellent interpersonal skills.
- High standard of personal appearance.
- Computer literate.
- Self motivated.
- Good team player.

Please email us your current CV along with a recent photograph and current cell number to [vriti.kukreja@oldworldhospitality.com](mailto:vriti.kukreja@oldworldhospitality.com)

Interviews will be carried out initially via telephone or Skype at a mutually convenient time.

## spa opportunities JOBS ONLINE



### ■ Aqua Sana Beauty Therapist

Company: Center Parcs

Location: Woburn, United Kingdom

### ■ Colourists

Company: The Manor

Location: New Delhi, India

### ■ Health and Wellness Director

Company: Atmantan

Location: India

### ■ Spa Receptionist

Company: Dorchester Collection

Location: London, United Kingdom

### ■ Spa Manager

Company: The Domain Bahrain

Location: Manama, Bahrain

### ■ Spa Therapists

Company: The Manor

Location: New Delhi, India

### ■ Receptionist supervisor

Company: Skin Revival Laser Clinic

Location: Huddersfield, United Kingdom

### ■ Healers of all types

Company: The Manor

Location: New Delhi, India

### ■ Spa Therapists

Company: Le Bristol

Location: Paris, France

### ■ CheFandB

Company: Atmantan

Location: India

### ■ Hairstylist

Company: The Manor

Location: New Delhi, India

### ■ Senior Spa Therapist

Company: GLL

Location: Swiss Cottage Leisure Centre, United Kingdom

### ■ Aqua Sana Manager

Company: Center Parcs

Location: Sherwood Forest Holiday Village, Nottinghamshire,

### ■ Gym Manager

Company: Pure Gym Limited

Location: Southampton Central, United Kingdom

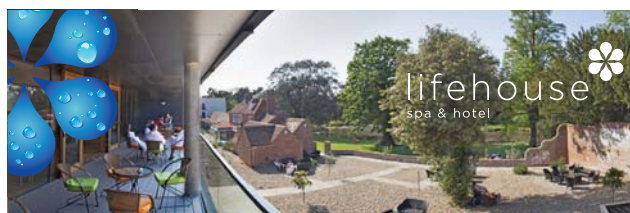
### ■ Personal Trainer

Company: Pure Gym Limited

Location: Camberley, United Kingdom

For more details: [www.spaopportunities.com](http://www.spaopportunities.com)





## Exciting opportunities are available at Lifehouse

Lifehouse Spa & Hotel is an exciting, contemporary health spa, offering a unique, life enriching experience, tailor-made for every guest.

We are currently recruiting for the following position:

### Massage Therapists (varied hours)

The ideal candidates must be eligible to work in the UK and have the following key attributes:

- Ideally Cidesco trained or minimum NVQ/ Diploma Level 3 in Therapy
- Proven Experience within a Spa or Large Salon
- Exceptional Drive & Ambition
- Flexibility to work weekends and evenings essential

Lifehouse offers a very competitive package along with excellent benefits & commission

To apply please contact [hr@lifehouse.co.uk](mailto:hr@lifehouse.co.uk) or visit [www.lifehouse.co.uk](http://www.lifehouse.co.uk)

\*No Agencies\*

*We are looking for extraordinary individuals who can transform the lives of many.*

Destination Spa Management (DSM) in conjunction with their client, Atmantan is currently recruiting for the following senior management positions to join their team and be part of India's first true luxury integrated wellness resort committed to holistic practices for transforming lifestyles

Nestled in the lap of the majestic Sahyadri Range in the Western Ghats of India and only 48km from the city of Pune; Atmantan is spread over 55 luxuriant acres in a valley overlooking the picturesque Mulshi Lake.

### Health & Wellness Director

The Health and Wellness Director will hold overall accountability for Atmantan's wellness offering, responsible for directing, planning, and executing the health and wellness operations across all spa, physiotherapy, fitness, and holistic modalities. This position is also required to have input into the food and beverage offering so as to deliver an integrated wellness approach to Atmantan guests. Additionally, the position will deputize for the General Manager in his absence. This is a perfect opportunity for an experienced wellness practitioner with the right breadth of skills to combine wellness with a senior position in hospitality management.

### CheF&B

The CheF&B will hold overall accountability for Atmantan's food and beverage (F&B) offering, responsible for the planning, production and service of all F&B outlets in-line with the resorts philosophy on healthy and organic cuisine. Additionally the position is responsible for the promotion, marketing, and guest facing service of the F&B offering. This is a perfect opportunity for an innovative Executive Chef, with strong business acumen, who is looking to expand their experience and make a mark on the wellness industry in South Asia.



For more information or to apply for either of these positions please send your resume, cover letter and a recent picture of yourself to [careers@atmantan.com](mailto:careers@atmantan.com)



RECRUITMENT

## spa opportunities forthcoming issues:



22 November 2013

Book by 14 November

6 December 2013

Book by 28 November

13 December 2013

Book by 5 December

TO ADVERTISE

Tel: +44 (0)1462 471908

Email: [spaopps@leisuremedia.com](mailto:spaopps@leisuremedia.com)

SPA LE BRISTOL  
by la prairie



## Spa therapists

### HOTEL DESCRIPTION

Le Bristol Paris' exemplary service and unrivalled elegance make it the hotel of choice in the French capital. The hotel, 5\* Parisian Palace, property of Oetker Collection, is located in the heart of Paris' fashion and arts district since 1925.

### SPA PRESENTATION

Partly bathed in natural light and looking out onto an interior garden, the Spa Le Bristol by La Prairie redefines the art of living at Le Bristol and raises the standards of French luxury. Because Le Bristol only uses the best products to ensure an exceptional experience, the hotel has forged an exclusive partnership for its facial treatments with the prestigious La Prairie brand. This multi-brand spa is equipped with 8 treatment rooms, including two twin rooms, a Russian room and fitness centre.

### PROFILE

Spa Therapists at SPA Le Bristol By La Prairie execute all types of treatments and massages. They provide a high level of personalized quality services to our guests and they also participate in the development of the SPA products.

Graduated of a beautician certificate with additional training in massage, you will have 3 years experiences as a Spa Therapist.

Motivated and passionate for the aesthetic and luxury industry, you are versatile, dynamic, autonomous and a hard worker.

You are fluent in French and English.

For a permanent contract, we offer:

- 2026\ gross per month
- 35 hours per week, 2 days off per week (not the week-end)
- Special bonus each 3 months and several social benefits

We invite you to send a resume and a motivation letter:

[recrutement@lebristolparis.com](mailto:recrutement@lebristolparis.com)



## COMO wellness retreat coming to Thailand

*Continued from front cover (1)*

The wellness retreat, COMO Shambhala, in Phuket, Thailand, will house eight treatment rooms, including one beauty treatment room and a yoga studio offering yoga, pilates and Asia-inspired therapies.

The retreat follows a healthy living philosophy which takes its inspiration from mythological roots: in ancient Buddhist texts, 'Shambhala' refers to a place of bliss.

The concept is that "tranquillity need not be found in any specific location but with the right tools, it can be discovered within oneself, by exploring body, mind and spirit".

COMO Shambhala focuses on hands-on healing combining traditional Eastern techniques with scientific advances. Therapies range from lymphatic drainage to muscular pain to weight loss or anti-ageing skincare.

The retreat houses products from its own wellness lifestyle brand, COMO Shambhala at Home, which includes a range of massage oils, body care, hair care, home and travel products.

The products are based on the principles of aromatherapy, using only pure essential oils. All products are free of Sodium Laurel Sulphate, parabens, silicones and synthetic substances



The COMO retreat follows a Buddhist health living philosophy

including artificial colour and fragrance. In addition, COMO Shambhala At Home produces a capsule collection of yoga and activewear, Balinese silver jewellery and yoga accessories. The company also creates skin, hair and bodycare products.

Point Yamu is COMO's first resort in Thailand outside of Bangkok and it is also the first property designed for COMO Hotels and Resorts by Paola Navone. At Point Yamu, the collaboration sees signature clean lines and pared-back, contemporary style merged with the designer's colourful approach and the use of local materials. *Details: <http://lei.sr?a=r7H3u>*

## Relaxation of Russian spa law a 'real victory'

*Continued from front cover (2)*

The Spa and Wellness International Council (SWIC) has worked on proposing further legislation to allow spa therapists to work without needing a medical licence in Russia.

As a result, nine codes – including spa body treatments, hygienic and cosmetic facials and pedicure and foot care – have been updated by the Federal Regulatory Agency to become non-medical procedures, with those changes coming into force 1 January 2014.

The code for hydro treatments however was declined because of strong opposition from the Russian Ministry of Healthcare.

"We consider the new laws a real victory for the Russian spa and wellness market," said Elena Bogacheva, president of the SWIC. "We will continue to promote international



The legislation stops treatments being labelled as preventative medicine

standards, applicable for all categories of spas, especially for the prospective segment of hotel and resort spas."

The new standards apply to day spas, club spas and hotel spas. Medical spas, including health resorts, are now operating under new regulations issued by the Ministry of Healthcare. *Details: <http://lei.sr?a=r4V7u>*

### Argentina Spa Association

T: +54 11 4468 0879 W: [www.asociacionspa.org](http://www.asociacionspa.org)

### Asia Pacific Spa and Wellness Coalition

T: +65 9777 3204 W: [www.apswc.org](http://www.apswc.org)

### Association of Malaysian Spas (AMSPA)

T: +603 4253 3478 W: [www.amspa.org.my](http://www.amspa.org.my)

### Australasian Spa Association

T: +61 4 3003 3174 W: [www.aspaassociation.com.au](http://www.aspaassociation.com.au)

### Bali Spa and Wellness Association (BSWA)

W: [www.balispawellness-association.org](http://www.balispawellness-association.org)

### Brazilian Spas Association

T: +55 11 2307 5595 W: [www.abcsas.com.br](http://www.abcsas.com.br)

### Bulgarian Union for Balneology and Spa Tourism (BUBSPA)

T: +359 2 942 7130 W: [www.bubspa.org](http://www.bubspa.org)

### China Spa Association

T: +86 21 5385 8951 W: [www.chinaspaassociation.com](http://www.chinaspaassociation.com)

### Association of Spas of the Czech Republic

T: +420 606 063 145 W: [www.jedemodolazni.cz](http://www.jedemodolazni.cz)

### The Day Spa Association (US)

T: +1 877 851 8998 W: [www.dayspaassociation.com](http://www.dayspaassociation.com)

### Estonian Spa Association

T: +372 510 9306 W: [www.estonianspas.eu](http://www.estonianspas.eu)

### European Spas Association

T: +32 2 282 0558 W: [www.espa-ehv.com](http://www.espa-ehv.com)

### Federation of Holistic Therapists (FHT)

T: +44 23 8062 4350 W: [www.fht.org.uk](http://www.fht.org.uk)

### French Spa Association (SPA-A)

W: [www.spa-a.com](http://www.spa-a.com)

### German Spa Association

T: +49 30 24 63 692-0 W: [www.deutscher-heilbaederverband.de](http://www.deutscher-heilbaederverband.de)

### Hungarian Baths Association

T: +36 1 220 2282 W: [www.furdoszovetseg.hu/en](http://www.furdoszovetseg.hu/en)

### The Iceland Spa Association

W: [www.visitspas.eu/iceland](http://www.visitspas.eu/iceland)

### The International Medical Spa Association

T: +1 877 851 8998 W: [www.medicalspaassociation.org](http://www.medicalspaassociation.org)

### International Spa & Wellness Association (ISWA)

T: +49 69 130 25 86 0 W: [www.iswa.de](http://www.iswa.de)

### International Spa Association (ISPA)

T: +1 859 226 4326 W: [www.experienceispa.com](http://www.experienceispa.com)

### Japan Spa Association

W: [www.j-spa.jp](http://www.j-spa.jp)

### Leading Spas of Canada

T: +1 800 704 6393 W: [www.leadingspasofcanada.com](http://www.leadingspasofcanada.com)

### National Guild of Spa Experts Russia

T: +7 495 226 4289 W: [www.russiaspas.ru](http://www.russiaspas.ru)

### Portuguese Spas Association

T: +351 217 940 574 W: [www.termasdeportugal.pt](http://www.termasdeportugal.pt)

### Romanian Spa Organization

T: +40 21 322 01 88 W: [www.romanian-spas.ro](http://www.romanian-spas.ro)

### Samui Spa Association

T: +66 7742 08712 W: [www.samuispaassociation.com](http://www.samuispaassociation.com)

### Serbian Spas and Resorts Association

T: +381 36 611 110 W: [www.serbianspas.org](http://www.serbianspas.org)

### South African Spa Association

T: +27 11 447 9959 W: [www.saspaassociation.co.za](http://www.saspaassociation.co.za)

### Spanish National Spa Association

T: +34 902 1176 22 W: [www.balnearios.org](http://www.balnearios.org)

### Spa Association of India

T: +91 995 889 5151 W: [www.spaassociationofindia.in](http://www.spaassociationofindia.in)

### Spa Association Singapore

T: +65 6223 1158 W: [www.spaassociation.org.sg](http://www.spaassociation.org.sg)

### Spa & Wellness International Council (SWIC)

T: +7 4957640203 W: [www.iswic.ru](http://www.iswic.ru)

### Taiwan Spa Association

W: [www.tspa.tw](http://www.tspa.tw)

### Thai Spa Association

T: +66 2168 7094 W: [www.thaispaassociation.com](http://www.thaispaassociation.com)

### Turkish Spa Association

T: +90 212 635 1201 W: [www.spa-turkey.com](http://www.spa-turkey.com)

### The UK Spa Association

T: +44 8707 800 787 W: [www.spabusinessassociation.co.uk](http://www.spabusinessassociation.co.uk)

### Ukrainian SPA Association

T: +3 8044 253 74 79 W: [www.spaua.org](http://www.spaua.org)