

# spa opportunities

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## Sepielli leads spa design at landmark Florida hotel

Spa consultant and designer Sylvia Sepielli is leading the US\$8m (€7.1m, £5.2m) renovation of a 20,000sq ft (1,858sq m) spa at The Breakers, Henry Flagler's historic hotel in Palm Beach, Florida.

Sepielli, who has just finished work on England's Gainsborough Bath Spa, is working in conjunction with Peacock + Lewis architects and landscape architect Gregory Lombardi Design on the indoor/outdoor spa. It will include 17 treatment rooms and a private courtyard and is set to open in November of this year.

Sepielli said she took her design inspiration from the landmark hotel's rich history.

"I just let the building tell me what it wanted to happen," she told *Spa Opportunities*. "I thought about how timeless the hotel is, and I wanted to reflect its Italian roots, but not replicate them."



The Breakers was built in 1926 and modelled after Italy's Villa Medici

The result is what Sepielli calls "modern Italian," and features clean lines, a relaxed style, artisan elements and "50 shades of white."

"I describe it as 'Armani's beach house,'" she said. "I wanted the feel to be quietly elegant

– very relaxed and comfortable, but suitable to the locale and the historical aspects of the building."

First built in 1896 by Standard Oil Company magnate Henry Flagler – who built Florida's east coast railroads – The Breakers hosted US presidents, European nobility, and notable families such as the Rockefellers, Vanderbilts and Carnegies in its early days.

After fires destroyed both the original building and a subsequent rebuild, today's hotel was built in 1926 and modelled after the Villa Medici in Rome – 75 artisans were even brought from Italy to complete the ceilings of the 200ft (61m)-long

lobby and first-floor public rooms.

"The artisan work that was done in the early 20s makes for such an unexpected pleasure when you walk into that building," said Sepielli. (cont. on back cover)

### Spas in the GCC set to increase 27 per cent

Independent research company Intelligent Spas has released its first Spa Development Pipeline Report, which identified 139 spa developments that are proposed to enter the Gulf Cooperation Council (GCC) in the Middle East between 2015 and 2019, potentially increasing spa numbers in the region by 27 per cent.

Saudi Arabia has the highest industry growth potential, with spa numbers increasing 34 per cent by 2018. Oman's spa industry is set to increase by 23 per cent between now and 2018, and Dubai hosts the highest number of spas in the GCC.

Details: [http://lei.sr?a=A2D5w\\_S](http://lei.sr?a=A2D5w_S)

### Ivanka Trump spa to be 'game-changing'

New York-based Robert D. Henry Architects are working on Ivanka Trump's flagship spa in development at The Old Post Office in Washington, D.C., and part of the property's US\$200m (€144.4m, £119m) redevelopment.

The spa will be a prototype introducing Ivanka Trump's "unique positioning within spa and wellness," said Henry, and will be rolled out in the Trump collection of existing hotels, as well as future properties.

"Ivanka has mandated that this be a game-changing wellness project establishing a new benchmark for the wellness industry," said Henry.

Spa consultant WTS is also working directly with Ivanka Trump and Trump Hotel Collection on their new spa strategy for both existing and new spas within the Trump Hotel Collection.



Ivanka Trump's flagship spa is set to open in 2016

"WTS and Bob Henry Architects are working closely on the creative concept and design elements for the legendary OPO in Washington DC," said Kim Matheson, senior vice president at WTS. The firm will also be the management company of choice for The Spa by Ivanka Trump, said Matheson.

Details: [http://lei.sr?a=q4D9u\\_S](http://lei.sr?a=q4D9u_S)

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## India's Shangri-la boasts wellness floor

The 397-bedroom Shangri-La Bengaluru has opened in Bangalore, India, with a nine-treatment room Chi The Spa.

The hotel's entire third floor is designed as a fully-equipped wellness floor, and includes a health club, sauna, steamroom and whirlpool, plus dedicated ayurveda room.

The spa's entrance features a brass sculpture, fashioned to resemble a blooming flower and flaming sun, while treatments are a fusion of chi techniques and ayurveda, inspired by the seven chakras and the five elements of the body.

Spa suites and treatment rooms include their own private bath, shower, steam, relaxation lounge and changing and vanity areas. A dedicated ayurveda room offers a host of ayurvedic treatments, including Udhwartana, Shirodhara, Pinda and Sweda, and the spa also includes a VIP couples suite.

The spa's interior showcases curated Asian artefacts, warm woods and specially designed ambient lighting. Other wellness activities at the hotel include weekly yoga sessions and



Treatments are a fusion of chi techniques and ayurveda treatments

the Run Well programme – a running tour of nearby Bangalore Palace or Cubbon Park, accompanied by a health club associate.

Designed by Adarsh Design Studio in Bangalore and with interior design by Singapore-based Wilson Associates, the 19-storey Shangri-La Hotel, Bangalore features a 9m (30ft) high lobby with nine cylindrical chandeliers, each weighing nearly half a ton, as well as imposing marble columns with intricate Indian motifs.

Details: [http://lei.sr?a=A4cZ\\_S](http://lei.sr?a=A4cZ_S)

## History inspires ESPA London offering

The InterContinental London – The O2 has partnered with ESPA for its new spa, operated by The Arora Group and set to open in Q4 2015.

The Spa at InterContinental London – The O2 will be located on the ground floor of the 18-storey hotel, and will include eight treatment rooms.

The 1,000sq m (10,764sq ft) spa will include a relaxation room, sauna and steamroom, along with a 17m (56ft) indoor swimming pool complete with whirlpool, cannon neck massage jets and poolside loungers.

The spa's aesthetic draws on the hotel's location within historic Royal Greenwich and local influences of the East India Trading Company, with bespoke printed mosaic tiles, rugs and delicate die-cut pendant lighting inspired by the area's trading of porcelain and silks as far back as the 18th century.

The spa also includes exotic textures and materials, such as gold gilt and



The spa includes exotic textures and materials, such as gold gilt

blue pearl granite, as well as heavy timbers inspired by Greenwich's historic naval ships and merchant dock yards.

"We've taken great care with the design of the spa to create a real oasis of calm that invites guests and members to sink into the depths of the space, like an underwater cavern," said Hasham Soliman, general manager of the hotel.

Details: [http://lei.sr?a=4g3K5\\_S](http://lei.sr?a=4g3K5_S)





## Floating river boat spa adds garden

Montreal, Canada's famous floating spa, Bota Bota, has added a 5,000sq ft (465sq m) spa garden with a pool, hot tub, cold bath, steam bath, solarium, rest areas, outdoor fireplace and yoga platform.

Designed by Montreal-based MU Architecture, the Bota Bota Gardens is "an oasis of relaxation" between the boat-spa, the Saint-Lawrence River, and the railway.

"The idea was to double the capacity and to expand the experience outdoors," said architect Jean-Sebastian Herr. "We wanted to create something different, but we wanted to make something that connected as well. The corridors, rooms and spaces in the spa are all fairly narrow because it's in a boat. We wanted our project to be completely the opposite – more bright, open and green – but still merge with the spa."

MU Architecture designed a series of green steps that gradually link the boat and the ground, and chose shipping containers – which could be brought in by barge – as the



Shipping containers pay tribute to the spa's unique river location

main elements of construction. The containers were in reference to the spa's river location and also frame the garden with views of the surrounding grain silos, the architecturally unique housing community Habitat 67, the Old Port and the skyscrapers of the city.

"We wanted to bring that industrial feel with the containers and metal, but give it a more natural feel with the wood so that it merges with the environment," said architect Charles Cote. **Details:** [http://lei.sr?a=t8q7v\\_S](http://lei.sr?a=t8q7v_S)

## Hartling developing second T&C spa

Resort and real estate developer The Hartling Group is opening The Shore Club next year, a 110-suite resort in the Turks & Caicos that will include a luxury spa.

The Hartling Group also developed and manages the Turks & Caicos property The Palms, which includes a 25,000sq ft (2,323sq m) spa.

Building on the success of The Palms, the Spa at The Shore Club will offer the same quality experience, but with a slightly different variation on focus, Sue Nickason, a spokesperson for The Hartling Group, told *Spa Opportunities*.

Designed by Angel Stewart and architect Rafael Amuchastegui, who also designed The Spa at The Palms, the Shore Club's spa will be slightly more organic in design, and feature more couples-based amenities, said Nickason.

The resort will pay tribute to the salt history in the Turks & Caicos, using salt in the architecture, and also in the spa treatments.



The Shore Club Turks & Caicos pays tribute to the island's salt history

Set to open to residents in early 2016 and then to resort guests in mid 2016, The Shore Club Turks & Caicos is nestled in a private setting on the Long Bay Beach of Providenciales and includes 820ft (250m) of beachfront. Designed by RAD Architecture in traditional Barbadian style, The Shore Club also includes 36 residential units as well as six villas. **Details:** [http://lei.sr?a=r2j2c\\_S](http://lei.sr?a=r2j2c_S)

## Report uses TripAdvisor to name popular luxury brands

Consulting agency Luxury Branding has published a new report that shows the world's most popular luxury hotel brands, compiled using data on travel feedback site TripAdvisor. The study analysed the reviews of nearly 1,600 hotels across 59 global brands; the results represent the opinions contained in 2.25 million reviews.

According to the report, The Ritz-Carlton is the world's most popular luxury hotel brand. Others in the top 10 include (in order) Oberoi Hotels & Resorts; Raffles Hotels & Resorts; Langham Hotels and Resorts; Rocco Forte Hotels; Dorchester Collection; Capella Hotels and Resorts; Park Hyatt; Shangri-La Hotels and Resorts; and Armani Hotels & Resorts.

"These findings may surprise quite a few in the industry, but the brands' guests have spoken, and now they're being heard," said Piers Schmidt, founder of Luxury Branding. **Details:** [http://lei.sr?a=z7r8E\\_S](http://lei.sr?a=z7r8E_S)



Bill Barczy and Tracie Wertz of A la Mode

## Universal Companies acquires retail resource A la Mode

Spa supplier Universal Companies has acquired A la Mode Partners, a retail resource focused on spa retail products and marketing. A la Mode Partners CEO Tracie Wertz and chief marketing officer Bill Barczy bring a collective 40 years of retail and product expertise to Universal Companies, and will help provide retail strategies for the retail spa environment.

"A la Mode is a perfect fit for Universal Companies, and we are thrilled to welcome them," said Universal Companies CEO Brenda Elliott. "Bringing Tracie and Bill on board will enhance our mission of delivering innovative spa solutions to maximise our customers' success."

A la Mode offers four levels of consulting services, from complimentary assessment to full-blown, custom corporate consulting. **Details:** [http://lei.sr?a=m4w3z\\_S](http://lei.sr?a=m4w3z_S)

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## Two de Savary properties get spas

Lana de Savary and her husband, international entrepreneurial businessman Peter de Savary, are building bespoke, intimate new spas at two of their quintessentially English countryside hotels.

"The whole idea is to be completely different than a large spa," said Peter de Savary. "We think small is better than big, and less is more."

The de Savarays are building a £1m (US\$1.5m, €1.3m) spa at The Old Swan & Minster Mill in the Cotswolds, set to open in June 2016 and available only to hotel guests.

"The concept is a spa boutique, with a very artistic, creative, attractive vibe," said de Savary. "It's all about an overall lifestyle experience, where you can enjoy the whole ambiance."

De Savary said having a private spa only for guests is a way to keep things less busy, and less crowded. He wants the experience to be "charming, user-friendly, not intimidating – and not just for women." The spa will include both indoor and outdoor components, with five indoor treatment rooms and two to three gazebo tents on the terrace for



The Old Swan & Minster Mill will get a £1m bespoke, intimate spa

treatments when the weather is nice. It will also feature a refreshment area with custom-blended juices and spa lunches.

"The spa is very much on a relaxation theme," Peter de Savary explained.

The de Savarays are also planning a new spa at their hotel in Devon, England, The Cary Arms, which is currently undergoing a £1.5m (€2m, US\$2.3m) expansion – also adding six chic beach huts and three Riviera villas, all on the water's edge with views across Lyme Bay. The Cary Spa is set to open in May 2016.

*Details: [http://lei.sr?a=q9m5D\\_S](http://lei.sr?a=q9m5D_S)*

## Tadawul Tower to house spa

Spa Creators is working on a spa and leisure development in the Tadawul Tower, future home of the Saudi Stock Exchange, which is due to open in late 2016.

The 750sq m (8,073sq ft) spa is designed for the exclusive use of the occupants of the building, and will include separate men's and women's spas. The men's spa will include a vitality pool, steamroom, sauna, experience showers, several treatment rooms and a large fitness centre. The women's spa includes similar facilities, but is about a third of the size.

Suppliers have not yet been decided, said Alistair Johnson, managing director of Spa Creators, as they are still working through the design phase.

This is the first Middle Eastern project for the UK-based spa designer and developer.

"Spa Creators have been developing a strong reputation for spa and leisure design and development in the UK, and this is now being recognised internationally," said Johnson. "With the use of modern technology, the world is becoming smaller, and our company is extending its services and looking to grow the international markets."



The Tadawul Tower is the future home of the Saudi Stock Exchange

Owned by Riyadh Investment Company, the 41-storey Tadawul Tower is designed by Tokyo-based Nikken Sekkei architects, and won the International Property Award 2013 for the Best International High-rise Architecture.

*Details: [http://lei.sr?a=Z6y2M\\_S](http://lei.sr?a=Z6y2M_S)*





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# CLARINS



**JANNITA MOSSE**  
Founder, SpaTree

**T**he Chinese Spa sector is currently lacking professional trained people who are qualified to work in an international spa environment. There is an urgent need for accredited spa studies in the country.

This becomes evident when looking closer into the Chinese spa market. We need an understanding both of what Chinese clients are asking for as well as in which way students are planning their futures within the spa industry.

The spa market in China is showing a rapid expansion of foreign spa operators and major hotel brands. According to the World Travel & Tourism Council (2013), China will rank as one of the biggest travel and tourism economies in the world by the end of 2017. Also, there is a strong growth in the field of traditional Chinese therapies, which have been gaining wide acceptance around the world.

When looking into the profile of Chinese consumers, McKinsey & Company's *Luxury Without Borders* report found that these clients are young, urban and spending high for premium quality. They 'vote with their wallet' and demand the newest and most unique – and this translates into spa therapies.

SpaTree, a consultancy in spa education, has conducted a survey among 64 students about career planning and opportunities in the spa industry. Currently, 90 per cent of spa training in China is conducted by in-house or product-house training.

When asking students about the selection they make in further studies, all 64 students (100 per cent) said they are looking for accredited diploma studies, since they feel an accredited diploma will guarantee a strong career in the near future – while a certificate will not.

As a result of the above mentioned findings, the Chinese spa industry is facing major challenges in recruiting enough spa talent, and finds itself in a situation where the market has to compete with international best practices.

SpaTree is trying to fill the gap by setting up an accredited spa academy in China, and is in the early stages, setting up talks with partners and hotel schools.

## Four Seasons reviving Bogota classic

The Four Seasons is opening the Hotel Casa Medina Bogota this month in Colombia, after a renovation of the iconic Santiago Medina Mejia-designed 1946 hotel. The hotel will also feature an intimate, four-treatment-room spa and a 71sq m (764sq ft) fitness centre.

Born in Medellin and educated in Paris, Mejia salvaged architectural treasures from the demolished colonial convents of San Agustín and Santo Domingo to build Casa Medina. Mejia used stone columns, flooring and hand-carved wooden doors from the convents to build what was then an exclusive enclave of apartments, and also personally oversaw the crafting of intricate wrought iron details to enhance the historic elements.

Architect Milena Vargas and designer Lauren Rotette have worked on the 2015 transformation, which includes 62 rooms



The Hotel Casa Medina Bogota dates from 1946 and will include a spa

and suites. The rooms feature colonial-style beamed ceilings and fireplaces.

"I am among those who remember Casa Medina fondly, so it's both an honour and a pleasure to reintroduce this very special hotel as a signature Four Seasons experience," said general manager Luis Argote.

Details: [http://lei.sr?a=F7R9e\\_S](http://lei.sr?a=F7R9e_S)

## Steiner opens Chavana Spa in Maldives

Spa operator Steiner Leisure has launched a new Chavana Spa at the remote Adaaran Prestige Vadoo resort in the Maldives.

Surrounded by the dazzling turquoise waters of the Indian Ocean, the Adaaran-operated island resort features 50 water villas and is accessible by speedboat.

The new Chavana Spa is situated over two floors; featuring a welcoming reception and retail area, two double treatment rooms, two single treatment rooms and an open-air terrace for relaxation. The spa's range of signature body treatments, facials and packages are said to be "inspired by the freshness of a Balinese garden." The spa plans to introduce products and therapies from Elemis (which is also owned by Steiner) early next year.

Chavana is the four-star sister brand to Steiner's Mandara offering and aims to provide "a quality spa experience at a reasonable price." The latest spa is the third Chavana location to open in the Maldives in the past 18 months, following launches at the Cinnamon Hotels-operated Chaaya Reef



The new Chavana Spa plans to introduce products from Elemis

Ellaidhoo, as well as at the surfing-themed Adaaran Select Hudhuranfushi.

"We are very pleased to continue our collaboration with Adaaran Resorts in the Maldives, and to continue providing exceptional spa services to our guests," said Jeff Mathews, president and chief operating officer of Mandara Spa Asia.

Steiner Leisure recently signed a definitive merger agreement with private equity firm Catterton – a deal worth approximately US\$925m (€799m, £599m).

Details: [http://lei.sr?a=c6F3f\\_S](http://lei.sr?a=c6F3f_S)





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# DIARY DATES

**13-16 October 2015**

**Piscina & Wellness Barcelona**

Gran Via Venue, Barcelona, Spain

International aquatic exhibition that also hosts seminars, conferences and discussion sessions with a focus on spa and wellness. This year's event includes a showcase spa.

Tel: +34 93 233 200

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

**14-16 October 2015**

**Anti-Ageing & Spameeting Asia**

Sofitel Wanda, Beijing, China

Asian spa supplier and buyer 'speed dating' meetings held alongside China's beauty and anti-ageing medicine exhibition. The event includes an exhibition, a conference program and one-on-one meetings.

Tel: +33 1 44 69 95 65

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

**19-21 October 2015**

**ISPA Conference & Expo**

Mandalay Bay Resort & Casino, Las Vegas, Nevada, US

The International Spa Association's annual gathering is a key date for spa professionals in the US and beyond. It offers presentations on topics such as business strategy, customer service and management, plus an expo on some of the latest spa and beauty products to enter the market.

Tel: +1 859 226 4326

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

**20-21 October 2015**

**Independent Hotel Show**

Olympia West, London, UK

Luxury boutique hotel operators peruse some of the UK's finest product and service providers at this show. More than 300 exhibitors and 100 speakers are featured, plus a destination spa that brings together suppliers and talks from the health and wellness sectors.

Tel: +44 (0)20 7886 3065

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

**3-5 November 2015**

**Spa & Wellness International Congress**

Renaissance Hotel, Minsk, Russia

Association-led congress that helps shape the Russian spa industry. The event includes education, networking, conferences, competitions, round-table discussions and consultancy sessions.

Tel: +7 (903) 198 0773

[www.lswic.ru](http://www.lswic.ru)



Attendees at last year's Spameeting Middle East

**6-8 December 2015**

**Spameeting Middle East**

Dubai, UAE

Set meetings of 30 minutes that put spa suppliers in front of distributors and those heading up new developments.

The 14th edition of the event will see the

launch of The Conference Programme on 6 December, a move designed to allow spa professionals from the region to benefit from learning about new trends in spa operations.

Tel: +33 1 44 69 95 65

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

**5-8 November 2015**

**5th Balkan Spa Health & Wellness Summit**

Thermana Lasko Thermal Spa, Slovenia

Spa professionals from the Balkans exchange ideas and network. The goal is to create a basis of co-operation and development in spa, wellness and medical tourism in the Balkans. The Summit is organised each year by a different Balkan country.

Tel: +386 3 544 21 11

[www.balkanspasummit.org](http://www.balkanspasummit.org)

**10-11 November 2015**

**Spa Life UK**

Holiday Inn, Stratford upon Avon, UK

Includes a spa supplier/buyer forum, conference and product showcase. Featuring a combination of exposure to new product innovations, shared industry insights, networking opportunities and management education. Also includes a champagne reception with gala dinner and the Good Spa Guide awards.

Tel: +44 (0)1268 745892

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

**11-13 November 2015**

**Cosmoprof Asia**

Hong Kong Convention & Exhibition Centre, Hong Kong

Asian business-to-business show covering spa products and equipment as well as the beauty, haircare, natural health, perfumery and cosmetics sectors. This year marks the event's 20th anniversary.

Tel: +852 2827 6211

[www.cosmoprof-asia.com](http://www.cosmoprof-asia.com)

**13-15 November 2015**

**Global Wellness Summit**

The St Regis, Mexico City, Mexico

A top event for spa and wellness professionals worldwide, the Global Wellness Summit brings together leaders and visionaries to positively impact and shape the industry's future. The theme for the ninth summit is Building a Well World, and Dr. Deepak Chopra heads up a list of high-profile presenters.

Tel: +1 212 716 1205

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





# GLOBAL WELLNESS SUMMIT

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# Independent Hotel Show

## Ideas, Inspiration and Innovation

The Independent Hotel Show, presented by Rate Gain, returns to Olympia this October (20-21) with a packed two days of networking, new business ideas, advice and insight for anyone involved with the luxury, boutique and independent hotel sector.

Featuring a wealth of expert hoteliers, respected journalists and on-the-money industry analysts, the show includes two dedicated theatres – the Business Theatre and the Innovation Stage sponsored by CLEAN and UKHA – delivering 16 free-to-attend seminars and panel discussions. Learn how to shape and steer your business to success, tap into new trends and initiatives and hear first-hand from some of the biggest names in the business.

All the sessions cover a diverse mix of insight and advice to help build and grow a successful hotel business. From marketing and sales support, business, investment and growth insight, design and technology trends, through to staff and service best practice, the programme will tackle the hottest topics in the sector.

Key speakers at 2015's show include; Fiona Duncan of The Telegraph, James Lohan of Mr & Mrs Smith, Carrie Wicks of Firmdale Hotels, Jules Pearson of The Hoxton and Ed Purnell of the Hotel Marketing Association.

In addition – and new for 2015 – is the Independent Think Tank, a smaller, more in-depth gathering of industry professionals,



who will debate the issues affecting today's independent hotelier. There will also be an expanded and spruced-up Destination Spa Talks programme, featuring a range of key speakers and sessions, including

Tammy Kenyon of Limewood.

Bursting with ideas and inspiration, product launches and promotions, this year's Independent Hotel Show will also feature a carefully selected line-up of over 300 premium exhibitors from across the hotel supply chain. From bathrooms, spas and wellbeing, fabrics and furniture to entertainment, food and drink, the show offers the biggest and most diverse collection of suppliers, covering all the essentials needed to run a successful and profitable hotel.

Discover the latest in design from luxury fabric specialists Kobe UK and leading bedroom experts And So To Bed. Put lighting into the spotlight with designer and manufacturer Vaughan Ltd, and tap into some fabulous new tableware from LSA International. Soak up bathroom design inspiration from luxury suppliers C.P. Hart and Hansgrohe, then immerse yourself in the latest in spa innovation from Alpha Wellness Sensations and Rigo Spa Ltd. Sky Business will be showcasing their latest innovations in hotel entertainment, whilst Electrolux Professional will offer advice on hotel white-goods to match your individual needs.





## Spa pops up in micro community

Massage and body treatment practice Wonder Woman Wellness has launched a pop-up office at the pioneering Washington, D.C. tiny house community Micro Showcase.

Founded by Brian Levy, Micro Showcase has a growing display of micro structures – all under 350sq ft (32.5sq m). Micro Showcase's mission is to explore how to live well – sustainably – and to bring together architects, designers, planners, developers, contractors and “doers” who design, build and live micro.

Wonder Woman Wellness's pop-up spa is located in the 288sq ft (26.75sq m) Studio Shed – built by Levy as a multi-use, communal property in the tiny house community.

“The design challenge here was to be everything else: woodshop, metal shop, bike repair and store, large dining room, guest space, fireplace lounge, recording studio, and meditation space,” said Levy. “It can be all those things, although not simultaneously.”

Beandrea July, owner of Wonder Woman Wellness, has spent a decade in



Wonder Woman Wellness owner Beandrea July at the tiny house spa

the healing arts, but started her own business last year. She hopes the tiny house pop-up will inspire others in the industry.

“One of the biggest barriers (to starting your own business) is real estate and getting into a space,” she said.

“Micro Showcase makes perfect sense for my business, because I don't need that much space to operate,” July continued. “Plus being on the grounds feels like being in nature, even though you're in the heart of the city. It's a unique experience that clients cannot get anywhere else in DC.”

*Details: [http://lei.sr?a=p3S9x\\_S](http://lei.sr?a=p3S9x_S)*

## Study: people in the UK feeling more positive about their lives

An increasing number of people in the UK are feeling positive about their lives, according to a report by the Office for National Statistics (ONS).

Figures from the Personal Well-being in the UK, 2014/15 show that reported personal wellbeing has improved every year since 2012, when data were first collected. On average, people in the UK rated their life satisfaction as 7.6 – on a scale from zero to 10 – in the financial year ending 2015.

“We often talk of how the country is doing, usually in economic terms,” said Office of National Statistics director of wellbeing Glenn Everett. “Today's figures address how people are feeling about their lives. Overall, people are generally rating their lives higher than they did four years ago.”

Everett added, however, that – just as with economic wealth – the inequality gap is continuing to get wider.

*Details: [http://lei.sr?a=zzv5K\\_S](http://lei.sr?a=zzv5K_S)*

## Le Meridien opens in Western Ghats

Le Meridien has opened the Mahabaleshwar Resort & Spa in India's scenic Western Ghats mountains, a few hours' drive from Mumbai.

The resort features a 5,070sq ft (471sq m) Explore Spa by Le Meridien with eight treatment rooms, including a large couple's room with a freestanding soaking tub.

Located in its own two-storey building, the Explore Spa includes a hammam, vichy shower, sauna, steam areas and a full-service beauty salon.

Treatments include a vichy scrub, wine and honey wrap, four-hand choreography massage, chakra art, and prickly pear butter wrap. Spa dining includes fresh juices and smoothies, specialty coffees and healthy snacks.

The spa's aesthetic uses a soothing white decor, including white marble tile floors and striking rattan seating. The spa aims to have a bright, uplifting energy, and uses sensual but upbeat music not typically paired



The spa aims to have a bright, uplifting energy and uses white decor

with a luxury spa, the company said. The hotel includes 122 guestrooms, and is the first Le Meridien resort in India. Other wellness facilities include a fitness centre, lagoon-style swimming pool and rooftop infinity pool.

“Le Meridien and India share a passion for culture, the arts and cuisine,” said Brian Povinelli, global brand leader for Le Meridien and Westin.

*Details: [http://lei.sr?a=9p7P5\\_S](http://lei.sr?a=9p7P5_S)*



Donald J. Trump, left, with Hary Tanoesoedibjo and Liliana Tanoesoedibjo of MNC Group

## Trump Hotels building two resorts in West Java and Bali

Trump Hotels is partnering with Indonesian investment firm MNC Group to develop resorts in Bali and West Java, Indonesia.

The six-star Lido, West Java location will include a “wellness destination spa” along with an 18-hole Ernie Els championship golf course, a Lifestyle Country Club, and high-end residential villas and condominiums. Details of the spa are not yet available.

Trump Hotels is also developing an “opulent resort and residential development in Bali” on the southwest coast.

“As we continue to strategically grow the Trump Hotel Collection, we seek only the world's most desirable destinations,” said Donald Trump Jr., executive vice president of development and acquisitions of The Trump Organization.

*Details: [http://lei.sr?a=s5A4V\\_S](http://lei.sr?a=s5A4V_S)*



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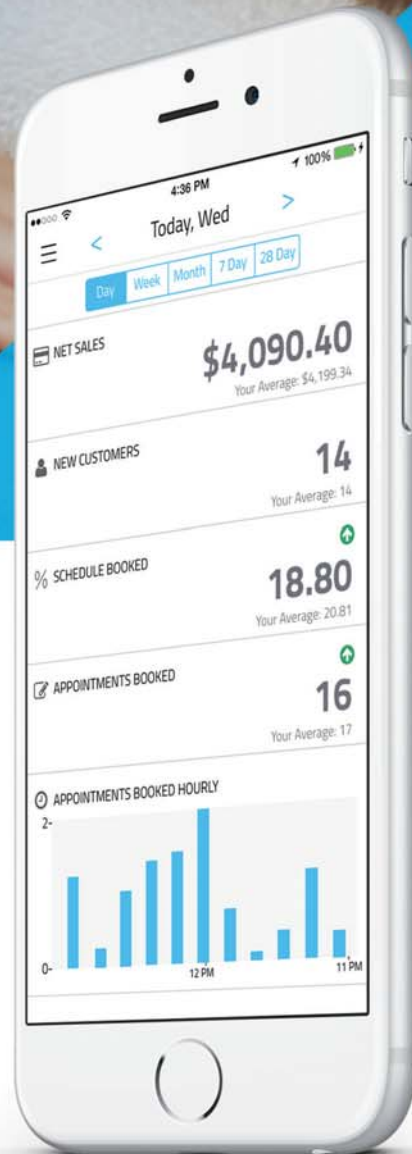
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## Dr Hauschka Skin Care debuting Night Serum

Five years in the making, Dr. Hauschka Skin Care's new Night Serum is a night-time product that revitalises and helps the skin rediscover its natural balance.

The oil-free formulation allows skin to breathe freely and stimulates its natural renewal processes.

The company says organic rose apple ingredients support the skin's natural rhythms while guiding it through its essential night-time work for a fresh, radiant complexion come morning.

**KEYWORD: DR. HAUSCHKA**



## Fibreluxe Lashes promises look of false eyelashes

Fibreluxe Lashes is showcasing its Fiber Mascara – daily lash extensions that can be used without the fuss of glue.

Fibreluxe Lashes is applied like regular mascara, but gives the amazing look of false lashes in three easy steps.

The company says this natural lash extension mascara is a healthy alternative to strip and 'glue-in' lash extensions, and says they will dramatically lengthen and thicken eyelashes.

Fibreluxe Lashes also easily removes with warm water.

**KEYWORD: FIBRELUXE LASHES**



## ISPA product preview

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In this special section of Spa Products Update, we look at the new products launching this month at the International Spa Association's Conference & Expo, being held 19-21 in Las Vegas.

## Organic Male using gemmotherapy extraction technology

Organic Male is introducing Restoration Rx and Series SM. The company says Restoration Rx pushes the green science envelope, featuring innovative gemmotherapy extraction technology and the use of embryonic plant tissue in five new intensive age-delaying clinical night treatment serums. Each product is designed to treat a specific male skin condition.

Series SM is the launch of new men's grooming category. It includes dual-function skin type and condition-specific shave masks, which conveniently treat male skin conditions while shaving.

OM4 scans the global men's market for trends and statistics to build state-of-the-art partner resources.

**KEYWORD: ORGANIC MALE**



## FarmHouse Fresh highlights fresh food ingredients

True to the company's celebrational spa treatment approach, Farmhouse Fresh is showcasing an array of farm ingredient-infused treatments incorporating ingredients like avocado butter, tapioca flour, tonka bean-infused marshmallow shea butter, strawberry and organic lavender bud exfoliators and more.



ISPA attendees can check out the Avocado, Lime & Honey Pedi, or be smoothed with Farmhouse Fresh's Strawberry Himalayan Facial.

**KEYWORD: FARMHOUSE FRESH**

## ESPA introducing Naturally Radiant Gradual Tan

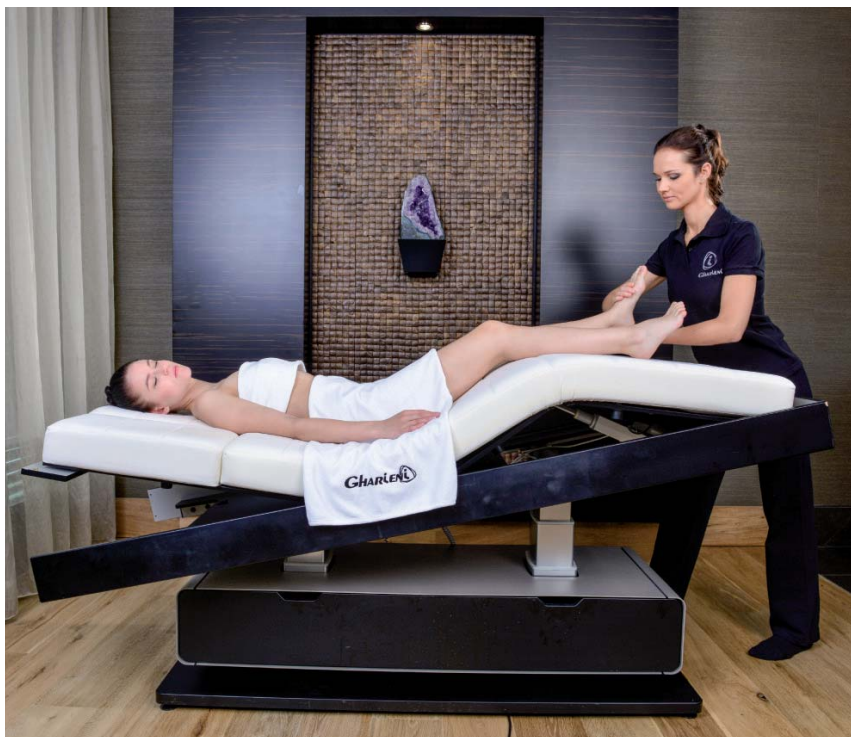
ESPA is introducing its Naturally Radiant Gradual Tan at the ISPA Conference & Expo, launching in fall 2015.

This nourishing moisturiser provides an effortless glow and radiant bronze colour, for easily achievable healthy-looking skin all year round, the company says.

The unique formula blends antioxidant-rich natural tanning agents with nourishing shea butter, coconut oil and sweet almond oil to leave skin smooth and supple with a beautifully even, long-lasting tan.

ESPA will also be highlighting its spa design capabilities, commercial consultancy and additional skincare products and treatments.

KEYWORD: ESPA



## Gharieni and Tip Touch team up for new WellMassage4D

Gharieni and Tip Touch have teamed up to bring the massage experience to another dimension. WellMassage4D creates a totally new experience of wellness massages. This brand-new bodywork method breathes life into the world of massage and wellness equipment, with eight specially programmed table-positions and some manual signature techniques.

The WellMassage4D is a full body protocol that uses the full range of the functionality of high-technology driven

wellness beds “MLX”, “MLR” and “MLR wet” to provide sensations that guests will never forget. Available in 50min or 75min, WellMassage4D can be enjoyed in two versions: “Relax” to float away from everyday tensions or “Deep” for those who like to get some serious work done on their back and main muscle groups.

Therapists enjoy better body mechanics and prevent stress repetitive injuries while guests enjoy enhanced benefits.

KEYWORD: GHARIENI



## Elemis showcasing brand packaging, Biotec machine

Luxury British skincare brand Elemis will be showcasing the new brand packaging for its Anti-aging, Skin Care and Men's lines, a global exclusive.

Elemis will also be launching and demonstrating the eight new Biotec Technology facials, which are delivered with a single machine that the company says shows real results.

ISPA attendees can visit the booth to receive a first look and exclusive offers on the new Biotec machine, and learn how it can help drive profits.

Elemis will also showcase the brand's holiday offering, and clients will get a sneak peek into the brand's new treatment and product launches for 2016.

KEYWORD: ELEMIS

## HydroPeptide unveiling new Body Therapeutics collection

HydroPeptide will unveil both professional and retail versions of the leading peptide brand's new Body Therapeutics: Serious and Active Body Care collection.

Custom zero down-time HydroPeptide facials, abbreviated body treatments featuring the new products and exclusive specials on products will be a part of this head-to-toe, youth accelerating experience.

Already famous for a results-driven, clean science approach to anti-aging skin care, HydroPeptide's new Body Therapeutics collection addresses a range of body imperfections with proprietary peptide-



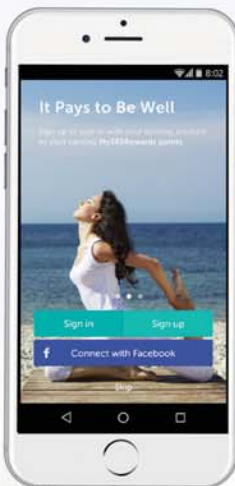
based ingredient technology shown to create firmer, more radiant and younger-looking skin from head to toe, the company says.

KEYWORD: HYDROPEPTIDE





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## Bed of Nails is an ergonomically designed acupressure mat

Bed of Nails Acupressure Treatment is an ergonomically designed acupressure mat and pillow that the company says helps to ease stress, headaches and pain, improve circulation and relieves insomnia.

Bed of Nails works by activating acupressure points, triggering the body's innate way to heal by stimulating energy, which releases endorphins and oxytocin, inducing a state of wellbeing, the company says.

At ISPA, visitors to Bed of Nails' booth can try a complimentary Bed of Nails session to see how it works.

Bed of Nails also has a line of aromatherapy candles and sprays – available in scents of Relax, Relieve and Refresh – designed to complement the acupressure treatment by helping to relax, relieve pain and provide energy.

KEYWORD: BED OF NAILS

## Pollogen's geneO+ provides three facial treatments at once

The geneO+, powered by OxyGeneo technology, provides a 3-in-1 Super Facial treatment. OxyGeneo provides three effective facial treatments simultaneously.

It combines gentle exfoliation, natural skin oxygenation, and a deep facial rejuvenation, preparing the skin for the infusion of essential revitalizing nutrients. The company says the results are immediate, and include revitalizing dull complexion, restoring skin volume, and reducing pores and the appearance of fine lines.

The geneO+ is also available with Ultrasound, enhancing the OxyGeneo treatment results.

KEYWORD: POLLOGEN



## Pevonia's new line uses plant stem cells for target repair

Pevonia's new Stem Cells Phyto-Elite Body Line includes a high-performing in-spa treatment, professional products and an at-home Intensive Body Corrector to maintain outstanding results.

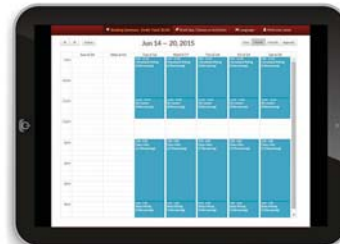
Formulated using plant stem cells and featuring a duo-dermal target repair technology, the 3-in-1 exfoliating, contouring, and regenerating wellness therapy infuses the skin with the latest de-aging actives and natural stem cells.

The company says it dissolves unwanted fat accumulations, decreases cellulitic deposits, reduces skin sagging and repairs sun damage. Made in the US with European heritage.

KEYWORD: PEVONIA



## ResortSuite showcases ever-evolving web booking engine



ResortSuite will be showcasing its new online Activity Scheduler at ISPA.

ResortSuite Web is a unique, integrated booking engine that provides a "one-stop shop" for guests to book real-time accommodations, spa services and treatments, activities and classes, golf tee times, and ski lift tickets, as well as purchase gift certificates and view online member statements.

The ResortSuite Activity Scheduler will now allow guests to view scheduled classes, events, activities, programs and more in a highly visual, weekly view to allow guests to easily plan their stay itinerary.

At ISPA, ResortSuite invites attendees to learn about innovations in hospitality management technology. The company will be conducting demonstrations of its tablet-based applications and ever-evolving web booking engine, which allow for increased personalisation of the guest experience at any spa.

KEYWORD: RESORT SUITE





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## Somme Institute's Skin Reset is formulated with vitamins

Somme Institute is launching Skin Reset, a restructuring cream that aims to transform the skin from lax and wrinkled, to tight and smooth with even-tone radiance.

Skin Reset is formulated with MDT5, a matrix of potent, stable and re-engineered vitamins that are encapsulated within peptides for trans-epidermal delivery.

The technology was granted two patents, and has undergone double-blind, placebo controlled, clinical studies that have shown to firm, tighten and fill the skin while keeping it hydrated, the company says.

Attendees at ISPA can also learn about Somme Institute's research at the show.

**KEYWORD: SOMME INSTITUTE**



## GrandLash launching GrandeBrow-Fill for brows

GrandLash MD is launching a new line for brows, GrandeBrow-Fill.

GrandeBrow-Fill is a tinted brush-on gel made with fibers and peptides. The company says the gel adheres to even the finest hairs, leaving them fuller and more defined with a single application. This helps to shape and build brows, leaving them looking natural, while filling in thinning areas.

For the holidays, GrandLash is offering a limited edition GrandeBrow-Tastic Beauty Box that includes one GrandeBrow, one GrandeBrow-Fill, and a GrandeTweezer.

**KEYWORD: GRAND LASH**



## Phytomer's XMF Youth Revealing Collection comes to ISPA

Phytomer, a pioneer in marine biotechnology based in St. Malo, France, is bringing the newest additions to its premier Pionniere XMF Youth Revealing Collection to ISPA.

Using Phytomer's most advanced laboratory innovations – specifically its 100% natural biotechnological ingredient EPS XMF (Extra Marine Filler) – Phytomer's XMF products are clinically proven to offer instant, visible results, the company says.

The XMF Youth Revealing Collection is also featured in Phytomer's signature XMF Youth Revealing Facial, which features advanced anti-aging formulas and exclusive Pro-Youth Massage.

Phytomer will also be presenting its enhanced retailing system, featuring simple, comprehensive tools and methods to help partner spas comfortably and successfully increase retail sales, for a major boost in profitability.

**KEYWORD: PHYTOMER**

## SpaRitual showcasing nail colour, massage treatments

SpaRitual will be showcasing several new additions to the spa market. The company's Gold: 2 Step Flexible Color System is available in 24 shades. Gold is designed to double the wear of a manicure. Its Smudge Repairing Technology promises quick dry time as well as easy application and removal.

Spa Ritual's Slow Beauty Deep Massage will help show how to slow down and get beneath the surface with a deep, but gentle approach. The Slow Beauty Deep Massage is deep tissue, without discomfort, and focuses on quality over quantity. Mindfully spaced strokes are personalized to reach your deepest nature, exposing brilliance. Frankincense grounds while Ginger helps to re-energize and give a deeper awakening.



**KEYWORD: SPA RITUAL**



# SPA

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## Wilmot named spa & wellness director at Florida's Playa Largo



Caroline Wilmot will oversee the Ocean Spa

**P**laya Largo Resort & Spa has named Caroline Wilmot as spa and wellness director for the soon-to-open Key Largo, Florida resort.

Wilmot will oversee the development of all of the property's wellness programmes at the Ocean Spa; create spa treatments; manage the salon, fitness, kids club and spa personnel; as well as oversee the day-to-day operations of the facility.

The 6,000sq ft (557sq m), six-treatment room Ocean Spa, designed by WTS International, includes one couples' treatment room, a co-ed lounge, hair and nail salon, kids' club, as well as a 1,500sq ft (139sq m) fitness centre.

A seasoned pro in building spa and wellness programmes from the ground up, Wilmot said she looks forward to developing Playa Largo's spa offerings and launching the Ocean Spa brand to make it a household name.

"At Ocean Spa, we embrace our phenomenal location and utilise every available space at the resort to create a unique experience for our guests, from sunrise and sunset yoga classes held on the waterfront, to offering handmade body scrubs from our Body Bar using local organic ingredients and scents such as Mojito Salt Scrub, Awaken Coffee Scrub, Coconut Sugar Scrub, Ocean Dew and Bamboo Scrub," said Wilmot.

Born in the UK, Wilmot began her spa career with Steiner, and has worked as the membership and operations director for The Spa at Trump International Hotel & Tower in Chicago.

The estimated US\$72m (€65m; £47m) Playa Largo resort in Key Largo, part of the Marriott Autograph collection, is the first new-build property on the Florida Keys island in 21 years.

*Details: [http://lei.sr?a=A7q3K\\_S](http://lei.sr?a=A7q3K_S)*

## Steffenhagen joins skincare co. Jindilli

Skincare company Jindilli has named Lynille Steffenhagen as director of training and product development.

With a global career in the health and wellness industry spanning nearly 20 years, Steffenhagen is charged with elevating Jindilli's spa education and training program for luxury spas worldwide.

"Lynille adds a lot of depth and insight to our growing company, especially in the delivery of training and support – we are very excited to have her," said Cherie Jackson, chief brand officer for Jindilli. "Her experience as a resort spa director, combined with her expertise in advanced clinical aesthetics, are an ideal combination to grow Jindilli's treatment and retail presence in the luxury spa market."

Steffenhagen began her aesthetics career in her home town of Johannesburg, South Africa, working for prestige hotel groups and spas across Africa. Next she worked for Steiner Leisure aboard the Royal Caribbean "Voyager of the Seas" cruise ship, then landed in the US to work for Hyatt Hotels.

Her expertise in aesthetics earned her a position as international trainer for a global prestige skincare brand, where she traveled across Asia and the Middle East.

"Working for Jindilli in the US and across the globe in an ideal next step for me," said



Lynille Steffenhagen is director of training and development

Steffenhagen. "The line is ideally poised for growth in the resort and day spa markets."

Based in Chicago, Jindilli's products and treatments feature cold-pressed, sustainably farmed macadamia nut oil sourced from Australian farms.

The company's Rite of Renewal spa menu features the BoomaGlam scraping tool for massage and body, based on indigenous purification ceremonies.

*Details: [http://lei.sr?a=e5R7t\\_S](http://lei.sr?a=e5R7t_S)*

## New speakers announced for Spa Life

Three new speakers have been announced for Spa Life UK, set to take place 10-11 November in Stratford-Upon-Avon, England.

Beata Alexandrowicz will share her secrets of "How to prevent therapist burnout"; John Hardwick will speak on how "Employee engagement creates delighted customers"; and Chris Lane will address the issue of "How does your management style influence your customers?"

The three new speakers join a host of others, including keynote Jo Fairley, co-founder of Green & Black's organic chocolate and author of the Green Beauty Bible, who will kick off the conference with her talk on "Sweet dreams: building an ethical global business"; and keynote Andrew McMillan, who spent 28 years with John Lewis Department Stores and will close the conference as he speaks on "Improving service while cutting costs." The Spa Life Conference is a



Beata Alexandrowicz will speak on 'How to prevent therapist burnout'

full-day programme of continuing professional development with four separate tracks running simultaneously, including a Strategic & CEO Track, Marketing & Sales Track, Operations Track, and a Special Interest Track.

Spa Life UK includes The Spa Life Forum, the Spa Life Conference, the Supplier Showcase & Expo and the Good Spa Guide Awards.

*Details: [http://lei.sr?a=v8s4M\\_S](http://lei.sr?a=v8s4M_S)*



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### The ideal candidate will have:

- ✦ A recognised industry qualification in Spa, Holistic & Beauty to the equivalent of NVQ level 3 and experience in a Spa environment
- ✦ Excellent customer service skills
- ✦ Strong business acumen and able to work under pressure
- ✦ Able to speak, understand and write English fluently
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Company: Lakeside Hotel & Spa  
Location: Cumbria, UK

### Spa Manager

Company: Gomersal Park Hotel  
Location: West Yorkshire, UK

### Therapist

Company: Coworth Park  
Location: Berkshire, UK

### Spa Therapists

Company: The Academy  
Location: North Yorkshire, UK

### Senior Spa Therapist

Company: Tresco Island  
Location: Isles of Scilly, UK

### Training Manager

Company: ESPA International  
Location: Farnham, Surrey, UK

### Spa Attendant

Company: Dormy House  
Location: Worcestershire, UK

### Spa Therapist

Company: Feversham Arms Hotel  
Location: North Yorkshire, UK

### Spa Therapists

Company: Hand Picked Hotels  
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### Beauty Therapist

Company: Center Parcs Ltd  
Location: Brandon, Suffolk, UK

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## Spa Therapists

Location: Essex, United Kingdom  
Salary: Competitive



### Qualifications

- Experienced, ideally having worked in a highly customer service oriented spa environment
- Passionate about the health and wellness industry
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## Qualified Head Spa Trainer

Location: Malta Salary: Competitive



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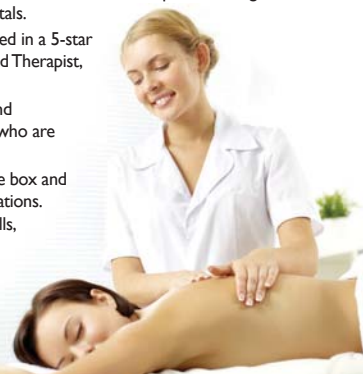
- Maintain exceptional treatments and training standards ensuring the Myoka brand is represented and facilitated within our Training School.
- Communicate at all business levels and be able to adopt varied teaching techniques to accommodate different learning styles and cultural nuances.
- Keep updated on new techniques, changes to procedures and ensure consistent communication when delivering training, in order to assist with the continual development of treatments and training – and to develop your own learning skills further.
- Be responsible for updating yourself with all company information.
- Support other Managers and assist in presentations or demonstrations when required.

### Key skills and requirements

- You will have an ITEC training qualification minimum of NVQ Level 3 or equivalent in Beauty Therapy (Face and Body)
- You will have a genuine interest of Holistic Therapies including Hot Stones, Chakras and Crystals.
- Ideally, you will have worked in a 5-star spa environment as a Head Therapist, Trainer or Spa Manager.
- Be confident in training and communicating to teams who are multi-lingual/cultural.
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## Senior Spa Therapist / Trainer

Location: Dubai, United Arab Emirates

Salary: 4,000 AED monthly basic salary

Liv Nordic Spa & Wellness Cayan Tower is now recruiting a Senior Spa Therapist/Trainer for our flagship in Dubai.

### Responsibilities:

- Performing therapies as required to the highest standards, while following the LivNordic guidelines and policies, setting an example for staff at all times.
- Assisting the spa management and your team in the implementation of Liv Nordic standard operating procedures, policies, core values and vision.
- Assisting the spa director in the management and growth of spa therapist and beautician development, as well as aiding staff and management communication.
- Maximizing guests and members satisfaction, consistent with LivNordic standards, by providing an seamless treatment experience.

### Package:

Basic Salary of 4000 AED, 3% treatment commission and 10% retail commission, accommodation and transportation, annual flight ticket to home destination, 30 days annual leave and medical insurance.

### Requirements:

We are looking for a candidate with an international certification in beauty and massage therapy with a minimum of 3 years' experience as a spa therapist, proven supervisory experience and skills.

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# History, tradition inspire The Breakers

(cont. from front cover)

"Coming in and doing anything now has to be done with grace and finesse," Sepielli continued.

Sepielli said she was aware not just of the historical and artisanal aspects of The Breakers, but also of the legacy of the guests.

"There's a lot of tradition at The Breakers," she explained. "People have been coming here for generations and generations – we're not just building this for right now."

The element of tradition also inspired the spa concept of "Held in our hands."

"When you have something really precious, you don't put it down and walk away," said Sepielli. "You ask someone 'Would you hold this for me?' And of course, with a spa, we are literally holding you in our hands. It's a really nice way of reflecting our care for each other and our guests."

Sepielli said she also considered the idea of tradition when selecting products, which include Palm Beach-based Tammy Fender organic, botanical formulations



Sylvia Sepielli considered the property's history in designing the spa

for face and body; Erbe, a hand-crafted Italian line with formulas dating back to 16th century monasteries; and Osea, a marine-based product with essential oils.

The spa also includes a deluxe room with a steam shower and tub for two; three dedicated lounge spaces for men, women and coed; a vichy table; a heated sand-quartz bed for massages; three spa suites that open directly onto the spa's courtyard; and a recently opened 6,000sq ft (557sq m) ocean fitness centre.

The Breakers is still owned by Flagler's descendants. *Details: [http://lei.sr?a=B8q6C\\_S](http://lei.sr?a=B8q6C_S)*

## French hotel adds spa in historic stables

The Hotel Crillon le Brave in Provence, France has opened a new Spa des Ecuries in the former stables of an 18th century house.

Located in the rolling, rural Provençal countryside, the hotel is made up of eight historic houses. The intimate Spa des Ecuries features three treatment rooms set within traditional Provence limestone walls.

Treatments feature Bamford products, a UK-based line owned by Lady Carole Bamford, who also owns the Daylesford Organic farms, farm shops and cafes. The body oils include herbal scents that marry with the Provençal setting, including rose, rosemary and camomile. The spa also includes a range of hand and feet treatments from nail brand OPI.

A Bamford Signature Massage incorporates shiatsu, Swedish massage and reflexology, and culminates with assisted yogic breathing.

A Cyclist/Walker Legs & Feet Massage is also on offer, as the area surrounding Hotel Crillon le Brave includes winding roads that lead to local vineyards and hamlets,



The intimate spa is set within traditional Provence limestone walls

and is a haven for walkers and cyclists alike. Mont Ventoux – an area enormously popular with cyclists – is nearby as well.

"Spa des Ecuries offers an intimate setting for guests to immerse themselves in the warmth and comfort of the beautiful Crillon le Brave," said spa manager Pauline Ballot. "It offers a wonderful new spa element for the hotel, with the tranquillity of the natural surroundings echoed in the use of Bamford, whose pure botanical products enrich the atmosphere of serene and holistic luxury."

*Details: [http://lei.sr?a=n5P3R\\_S](http://lei.sr?a=n5P3R_S)*

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