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Alberto Apostoli: How to create a profitable spa

Alberto Apostoli of the eponymous international architecture company revealed the secret of how to create a profitable spa to attendees of the Forum Hotel & Spa at the Four Seasons George V in Paris on 28 May.

The secret, he says, is integrated design. Integrated design is defined by Apostoli as controlling the whole process of spa design from beginning to end – with all the players, including engineers, investors, architects and interior designers working together to create perfection.

"It is also not possible to split the separate stages of the project if you want perfection," said Apostoli.

In terms of the stages of a spa project, Apostoli is referring to the six pre-planning processes a development must go through before ground is broken. The stages identified by Apostoli are as follows: first, the feasibility study, the concept, the preliminary design, the definitive design, the detailed design and site supervision.

Apostoli punctuated his speech with examples of strictly-supervised spa projects that have reached a level of 'perfection', including The Four Seasons Moscow spa and a private residential 6,000sq m (64,583sq ft) spa project in Astana.

At the project in Astana, Apostoli noted that the feasibility stage took up 10 per cent of the time during the integrated design process. The same percentage of time was spent on the concept stage and the pre-

liminary design phase. 20 per cent of time was spent on the definitive design and 25 per cent was used to complete both the detailed design and the site supervision phases. *Details: http://lei.sr?a=q2Y7Y_S*

Six Senses to operate Nicaraguan costal resort

Six Senses Hotels Resorts Spas is set to operate its first property in Central America as part of a strategy to enter new markets, including Europe and the Americas.

The hotel operator has reached a deal with Miami-based realestate investor Ophir Sternberg – who owns Lionheart Capital – to run the Aqua Wellness Resort on Nicaragua's Pacific coast.

The property comprises 24 tree houses, accommodating 50 guest villas and suites. These are each connected to the beach, restaurant, bar and spa by lava-stone pathways. *Details: http://lei.sr?a=k9v5y_S*

House of Elemis

British skincare brand Elemis has transformed its central London day spa into The House of Elemis – a new flagship beauty house combining wellness with retail.

Launched on 28 May, the opulent Mayfair townhouse was conceptualised by Elemis co-founder Oriele Frank in partnership with designers Virgile and Partners.

The design brief for The House of Elemis was to reflect the brand pillars – 'the very best that science and nature can offer' – leading to natural materials being blended with textural lighting, artisanal glass and innovative design.

With a view to increasing business threefold, The House of Elemis incorporates a ground floor retail/sensory experience, plus a healthy food and juice offering; a Speed Spa



The House of Elemis concept may be rolled out globally

section for men and women; an area dedicated to Biotec facials; and one of the most luxurious penthouse treatment suites in the city – fitted with treatment beds by Gharieni.

Elemis co-founder and creator of Elemis therapies Noella Gabriel personally crafted every new spa treatment on the emporium's menu. *Details: http://lei.sr?a=R6k9Z_S*

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L'Occitane debuts flagship hotel

The five-star Le Couvent des Minimes Hotel & Spa, situated in the French village of Mane and housed within the walls of an ancient convent dating back to 1613, has been fully refurbished by L'Atelier Pascal Borde to meet the design requirements of majority shareholder L'Occitane.

The 46-guestroom property in the Alpes-de-Haute-Provence region has reopened following the transformation of its spa into a 700sq m (7,535sq ft) Le Spa L'Occitane using a palette

of yellow, brown and white. Its six treatment rooms include two doubles and there is a high-ceilinged tisanerie (tea room) at the heart of the wellness sanctuary. There are also redeveloped steambaths and a sauna.

The signature treatment at Le Couvent des Minimes' L'Occitane spa is a hot-cold verbena lemon therapy that starts with a hot scrub using Camargue salt, followed by the application of a chilled sorbet verbena body ice gel.

Speaking exclusively to Spa Opportunities, international spa director for L'Occitane

in the heart of Haute-Provence, not far from the L'Occitane hometown, Couvent des Minimes is a unique property that is deeply connected to the brand DNA. It is authentic, with a true soul and reminiscent of all the traditions and know-how of Provence. The spa is a true flagship for the brand, illustrating our spa expertise and philosophy, using natural ingredients and 'sensorial' textures with expert techniques and high-efficiency formulae." *Details: http://lei.sr?a=4g5S8_S*

Gainsborough Bath Spa due in July

The Gainsborough Bath Spa, the first UK hotel to be owned and operated by YTL Hotels, will soft open on 1 July. The facility will feature Spa Village Bath – YTL's international brand concept of a thermal Romanesque bathing circuit.

To promote social bathing, the hotel spa has created a one-hour bathing ritual – a self-guided tour of the thermal pools, saunas, steamroom, ice alcove and relaxation rooms. There are also three pools of different temperatures – cooled from an initial 47°C (117°F).

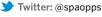
The 99-bedroom hotel will include an exclusive spa suite and two further spa rooms with in-bath access to the thermal waters via a second tap. YTL claims these are the only guestrooms in the UK to offer this option.

The Aroma Bar within the spa allows guests to blend their own oils. Products on offer at the spa are by Neal's Yard, Kerstin Florian and Amala.



The Grade-II listed building will have luxurious marble bathrooms

Designed by London-based EPR Architects along with New York-based Champalimaud Design in collaboration with a number of other interior designers, the hotel will retain its Georgian characteristics and will have marble bathrooms, burl wood inlaid wardrobes and draperies that frame the property's tall windows. Details: http://lei.sr?a=U9K5d_S



x treat- – Helene Goetzelmann – commented: "Located nd there in the heart of Haute-Provence, not far from

The courtyard timber structure is by Les Compagnons du Tour de France



Four Seasons hosts exclusive event

A select number of suppliers were invited to a recent meeting of Four Seasons spa directors from the EMEA region to deliver presentations on their brands, exhibit products and attend discussions led by key industry leaders. The event, held at the Four Seasons Hotel Hampshire in England, was chaired by Simon Casson - regional VP and GM for Four Seasons Resort Dubai at Iumeirah Beach and chair of Four Seasons' global spa taskforce.

Speakers at the event included Anni Hood, founder

and CEO of Anni Hood Wellness Business Consultancy and K.I.S Lifestyle; Rob Berman, president of hospitality consultancy Impulse; and comedy writer and marketing specialist Guy Browning. This panel of speakers highlighted exciting trends and improvements to be made across the wellness world.

Casson noted the trend that's really taking off is the need to personalise service to each individual customer. "People don't just want us



Simon Casson of Four Seasons is chair of the brand's global spa taskforce

to 'get *it* right' in terms of service, but consumers are asking 'get *me* right' too," said Casson.

The challenge, according to Casson, is training hotel staff to intuitively tell the difference between the needs of individual guests. "While you can't pay for anticipation, what we can do is create a culture for staff to take the initiative and provide an exceptional experiential human interaction." *Details: http://lei.sr?a=J7M7K_S*

Fairmont Ajman updates spa plans

New details about the spa at the recently opened Fairmont Ajman have been revealed to *Spa Opportunities*.

With panoramic views of the Arabian Gulf, the hotel stands on 200m (656ft) of beachfront sand over 14 storeys, including 252 bedrooms and two-storey penthouses.

Lindsay Madden-Nadeau, FRHI's director of spa integration and operations, told *Spa Opportunities* that this spa – designed by Dubaibased architects Esadore Creative – will be operated

by a third party when it opens later this year. The 9,000sq ft (836sq m) spa will have four male and four female treatment rooms, as

well as a couples' suite. The wet zone facilities will include separate male and female sauna and steamrooms, plus one hammam with a steamroom and experience shower.

Products to be used in treatments will include Nine – for spa therapies – Bath House for hammam experiences and Wella



The 14-storey hotel houses 252 bedrooms and two-storey penthouses

for salon services. Products for the male barber therapies have yet to be confirmed. The spa director for this site has not yet been appointed.

In addition to the spa and fitness centre, other leisure facilities at the hotel include a large infinity pool and a children's centre.

There are also seven meeting spaces at the property including a ballroom that can accommodate more than 380 attendees. *Details: http://lei.sr?a=N3Z3z_S*

Integrative health resort to open in Q3 in New Mexico

A renovated integrative wellness resort called Sunrise Springs is set to open in August among 70 acres (28 hectares) of cottonwoods, spring-fed ponds and Native American heritage in Santa Fe, New Mexico.

The resort blends eastern and western therapeutic practices with Native American teachings. At the centre of the property, therefore, is a 'medicine wheel' that is "used as a blueprint to assist guests in understanding and addressing special life circumstances".

The property houses 20 casitas with gas fireplaces and 32 guestrooms, a swimming pool, multiple art spaces, two dining rooms, a culinary classroom, a greenhouse, fitness studio and a 5,500sq ft (511sq m) Integrative Therapeutic Spa (ITSPA). The spa will be be run by medical doctors and nurses. *Details: http://lei.sr?a=v4W9A_S*



Gharieni supplied the treatment beds (pictured) First Four Seasons in South

Africa launches exotic spa

The spa at the Four Seasons Hotel Westcliff Johannesburg has opened following a multi-million dollar restoration of the property. The spa showcases nine treatment rooms – one of which is a couples' suite – and products for treatments by Terres D'Afrique and Biologique Recherche.

There are also two swimming pools plus separate changing rooms, steamrooms and saunas for men and women at the 117-key hotel spa. The facility's 24.9m (82ft) outdoor infinity lap pool includes a water feature and a bubble bed – which provides a gentle underwater massage. The relaxation lounge, dubbed Après Spa, is the city's only outdoor spa lounge. Treatment beds for the spa were supplied by Gharieni (pictured).

The Four Seasons hotel – the first in South Africa was designed by DSA Architects with interior design from Jacket.

The popular Johannesburg Zoo is within walking distance of the resort. *Details: http://lei.sr?a=P2g6Z_S*

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L'Oréal set to 3D-print skin samples for product testing

L'Oréal is teaming up with bio-engineering start-up Organovo to 3D-print human skin, which will be used in product tests. Organovo has already made claims it can 3D-print a human liver and is one of the first companies in the world to offer commercially available 3D-printed organs.

L'Oréal currently grows skin samples for use in testing from tissues donated by plastic surgery patients. The beauty firm produces more than 100,000 0.5sq cm skin samples per year and grows nine varieties across all ages and ethnicities.

This is Organovo's first tie-up with the cosmetics industry, but experts believe printed skin has more value in a medical scenario. Specialists say the only advantage for L'Oréal is that it wouldn't have to test on animals, enhancing their public image. Details: http://lei.sr? $a=C_5Y_5m_S$



Paltrow (left) is a client of trainer Anderson (right)

Gwyneth Paltrow and Tracy Anderson create food firm

Gwyneth Paltrow and her diet and exercise mentor Tracy Anderson have created 3 Green Hearts – a food take-out company in the US that will offer juice, quinoa, kale ravioli, as well as something called 'frosting shots'. The third 'green heart' and member of the company is Maria Baum – who is CEO of Tracy Anderson's fitness empire.

Anderson describes frosting shots as the new wheatgrass shots – high nutrient liquified raw wheatgrass. However the frosting is going to be made "without all of the processed things that really hurt us," Anderson told *Hamptons Magazine*.

"I've figured out how to make the best cookies that have no gluten, no soy, no dairy, no nuts, no eggs – all the main allergens. It's also about me being able to settle the inflammation fire that is in so many bodies," added Anderson.

In the future, 3 Green Hearts may offer green cleaning products and beauty items. *Details: http://lei.sr?a=F6Q5e_S*

New Zealand to invest in spa city site

New Zealand Prime Minister John Key announced the government will invest NZ\$350,000 (US\$256,000, €230,000, £163,000) towards a multi-million dollar spa development which is expected to provide a boost to the country's economy and create additional jobs.

The spa complex called World Spa, which is being led by Pukeroa Oruawhata Group and World Spa Ltd, is expected to cost approximately NZ\$10m (US\$7.3m, €7m, £5m) and is to provide

between NZ\$36m (US\$26m, €24m, £17m) and NZ\$48m (US\$35m, €31m, £22m) in economic benefits to New Zealand – with a large chunk of that cash staying in Rotorua.

World Spa director Peter Sharplin said the finished development would be unlike any other spa seen to date and would draw on the expertise of international spa consultants, according to *stuff.co.nz*.

"The aim is to develop an entirely new format of spa offering that complements, rather than necessarily



Rotorua mayor Steve Chadwick welcomed the support for a 'spa city'

competes with existing spas," said Sharplin.

Speaking at the recent tourism industry TRENZ conference in Rotorua, Prime Minister Key detailed the investment from the Tourism Growth Partnerships fund into the World Spa development. He said: "The World Spa project aims to develop an international standard spa and wellness complex on Rotorua's lakefront.

"The Rotorua Lakes Council (RLC) has set a goal of 1.5 million commercial spa visits yearly, and this new spa will help to achieve that goal." *Details: http://lei.sr?a=w7N7s_S*

Spa Solage completes renovation

Californian Solage Hotels & Resorts has finished a multi-million renovation of its Spa Solage at the flagship Solage Calistoga property, as part of a US\$2.3m (\in 2m, £1.5m) capital investment.

The 14-treatment room Spa Solage has been expanded as part of a fourmonth project led by San Francisco-based interior design and finishes specialist Shirley Robinson, principal of Robinson Finishes. The 2,500sq ft (232sq m) expan-

sion to the reception building includes a new indoor and outdoor relaxation lounge, expanded male and female locker rooms with outdoor showers, an enhanced menu of services and fitness programmes, plus a redesign of the overall interior decoration.

"My inspiration behind the design at Spa Solage was to create an atmosphere reminiscent of slipping into an extravagant white terry cloth robe – it's a luxuriously comfortable experience," said Robinson. "We



The 22-acre (9-hectare) Solage resort has a 130ft (40m) swimming pool

featured white and silver tones throughout the space to convey a fresh, crisp, clean look that's chic and sophisticated."

There are white capiz shell walls in the new 1,400sq ft (120sq m) mixed gender indoor/ outdoor relaxation lounge, custom-made furniture, white marble floors and white hand-troweled Venetian marble dust plaster waxed walls within the spa, as well as new outdoor showers and a herb garden. *Details: http://lei.sr?a=P7J3Z_S*

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Not-for-profit activities are key for **Global Wellness Dav**



BELGIN AKSOY Creative director of hotel management company Richmond International

The conception of Global Wellness Day was part of a personal awakening. I have volunteered to dedicate my life to 'wellness' and as a professional I have made serious investments into living well. However, these were simply not enough for me. I dreamed of a wellness project that could be transferred to future generations and would change the world. This was the moment when the seeds of Global Wellness Day were sown.

According to WHO, the most common disease throughout the world and the greatest danger facing mankind is depression, which is also known as unhappiness. Unhappiness can lead to sleep deprivation, stress, poor nutrition, inactivity, obesity and heart disease. But solving this problem that darkens our future is not as difficult as we might think. If we occasionally fall into a rut, all we need to do is to look in the mirror and become more aware of ourselves, because the solution is standing right in front of us.

Global Wellness Day is an entirely not-for-profit social project without any commercial purpose. All activities carried out in the name of Global Wellness Day are free of charge and open to the public. Our goal on this day is to create awareness and motivation to ensure that people make changes that will impact their wellbeing on the other 364 days of the year. It is celebrated every second Saturday of June (13 June in 2015).

Spas can play an important role to build a better future together. We can create community education centres to cross-pollinate with the healthcare industry in order to provide better lives for our employees and to pool our resources to give back and share the wellness message with the masses.

A person who feels happier and healthier can affect the lives of thousands of individuals in a positive way.

One day to promote wellness globally

Three years ago, Belgin Aksoy, creative director of hotel management company Richmond International in Turkey, came up with an idea to combat depression and unhappiness by promoting the importance of living well through a special initiative - Global Wellness Day (GWD).

Aksoy reasons: "We've honoured almost everything which is valuable to us with a special day, so why not have one that's dedicated to the universally accepted importance of wellness?"

The initiative is also strik-

ing a chord in the spa arena. There are now 39 spa industry leaders, from 30 countries, who have been appointed GWD ambassadors. From Noel Asmar (Noel Asmar Group) and Nicolas Ronco (Yelo Spa) in North America to Marianne Brepohl (Lapinha Spa) in Brazil, Kira Walton (Voya) in Ireland and Sammy Gharieni (Gharieni Group) in Germany - all ambassadors have made a commitment to invite their



The GWD campaign has collected signatures from 5,000 supporters

community to become a part of GWD.

Gharieni adds: "I'm excited about finally having one day when everyone thinks about wellness. It's a sober claim that 'GWD or one day can change your whole life."

Word is being spread to spa and wellnessrelated organisations. For example, in Turkey, an official GWD association will be set up. Details: http://lei.sr?a=U5q9U_S

Susie Ellis: workplace wellness to take off

Having gained steady momentum in recent years, workplace wellness is a trend that is about to explode, according to the president and CEO of the Global Wellness Summit (GWS), Susie Ellis.

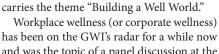
Writing in her latest blog post, Ellis said experience has taught her that it's important to champion an emerging trend at the earliest stage, so that "those who want to benefit from seeing a trend before it gains huge momentum can come along for the ride."

Susie Ellis is president and CEO of the Global Wellness Summit (GWI)

The global wellness industry - now worth US\$3.4tn

(€2.6tn, £2.1tn) according to research by the Global Wellness Institute (GWI) - has experienced strong growth in recent years and Ellis sees workplace wellness as a major opportunity to continue this success.

Noting that we are "just at the tip of the iceberg," Ellis predicted the scale of the trend will be huge. Ellis said her convictions had been strengthened by a range of encouraging developments. She cited early findings from research that will be presented at the 2015 Global



has been on the GWI's radar for a while now and was the topic of a panel discussion at the GWS 2012 on how spas can play a leading role. Details: http://lei.sr?a=H3s5j_S

Wellness Summit (GWS) in Mexico City this

November, as well as conversations with a host

of leading business and wellness institutions.

As such, workplace wellness will be a standout

subject on this year's Summit agenda, which

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DIARY DATES

3-6 June 2015 SPATEC Europe

Meliá Villaitana, Costa Blanca, Spain During the two-day event, spa owners, operators, directors and suppliers network during dinners and carry out a series of 20-minute one-to-one business meetings. Both buyers and suppliers get to choose who they would like to meet with and these appointments are scheduled. Tel: +35 6994 58 305 www.spateceu.com

8-11 June 2015 HOTEC Design

San Diego, California, US

Created specifically for hospitality design professionals, HOTEC Design brings designers, hoteliers, architects, management companies and purchasing firms face-to-face with innovative suppliers for three days of one-to-one meetings and creative exchange. Domestic and international buyers and vendors attend the event – participating in team-building activities in a relaxed setting for networking purposes. Tel: +1 215 402 9467

www.hotecna.com/designeast

28-29 June 2015

Professional Beauty Cape Town Cape Town International Convention

Centre (CTICC), South Africa The latest product launches, innovations and developments from across the world are all showcased under one roof at this networking forum. An educational seminar is planned and leading skincare brands will exhibit their latest product ranges, making it easy for operators to source suppliers. Tel: +27 11 781 5970 www.probeauty.co.za/ct.htm

12-15 July 2015

Caribbean Spa Association Summit

La Concha Renaissance Resort, Puerto Rico Spa managers, owners and suppliers are invited to the first Caribbean Spa Association (CSPA) Summit to exchange ideas and network with leaders in the industry. Depending on their level of membership, suppliers will meet with a minimum of 15 regional operators in one-on-one meetings and a number of small focus groups to discuss industry issues and do business. Email: info@caribbeanspaa.com www.caribbeanspaa.com



13 June 2015 Global Wellness Day

Founded by Belgin Aksoy of Aksoy Group and held every year on the second Saturday of June, the day represents an occasion to slow down and think about ways in which to address our bad habits and make us aware of the value of our lives. Global Wellness Day is an entirely not-forprofit day – a social project created by volunteers dedicated to living well. mina.ertem@globalwellnessday.org www.globalwellnessday.org

2-4 September 2015 Spa & Wellness Africa Association (SWAA) Conference

LUX* Belle Mare Resort Expected to be a yearly occurence, the aim of this association-organised event is to build African spa concepts, develop education and spas in Africa and discuss spa standards in the region. There will also be a spa design competition. In addition to other speakers, Magatte Wade, founder and CEO of Tiossan – an upmarket skincare range created using Senegalese recipes – will discuss the branding of high end luxury products at this conference. Tel: +254 728 655 771 www.spaassociationofafrica.com

9-11 September 2015 SpaChina Summit and SpaChina Awards

The Ritz-Carlton, Tianjin The three-day event provides a unique and effective communication platform for top people relevant to or interested in China's spa industry. This is the eighth Summit and sixth edition of the industry awards.

Tel: +86 21 5385 9019 www.spachina.com

15-17 September 2015 COSMEETING

Paris Expo Porte de Versailles, France The 13th annual edition of this industry event will offer international suppliers and buyers the opportunity to attend key speeches by experts, thematic exhibition areas, and competitions. In 2014, the event attracted 7,300 visitors across the three days – 65 per cent of which were from French companies and 35 per cent were international. The proportion of decision makers and buyers at this event was 25 per cent, attending stalls held by 360 exhibitors. Tel: +33 1 44 69 95 69 www.cosmeeting.com

19 September 2015 Seven Star Global Luxury Awards

Trans Resort Bali, Kerobokan, Indonesia Voting for these awards has been taking place since February and will conclude on 15 June before being announced at the gala. Last year's winners featured companies such as Turkish Airlines, The Regency Kuwait, ITC Hotel Group, and Villa Padierna Palace Hotel. www.sevenstaraward.com

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US\$163m lodge outlines spa plans

The Camelback Lodge & Aquatopia Indoor Waterpark in Pennsylvania, US, has launched an on-site children's spa and will open its facility for adults in July this year as part of the resort's US\$163m (€143m, £104m) development – designed by Wisconsinbased Architectural Design Consultants (ADCI).

The 453-key resort is owned by a partnership comprising Camelback Resort and Camelback Waterpark coowners Arthur Berry III and Ken Ellis, plus Stand Rock

Hospitality partners Pete Helland Jr, Pat Helland, Tim Lucke and Tim Gantz.

The 600sq ft (56sq m) Oasis Kids Spa, which opened this month, has a pedicure throne and a menu of three pedicure options, in addition to two manicure and two facial zones.

The 9,000sq ft (836sq m) Serenity Spa for adults, which is set to open in July, will feature nine treatment rooms. These will include two facial treatment rooms, seven private and couples' rooms. There will also be four



The Serenity Spa will be open to the public, unlike the adjacent fitness site

pedicure thrones and four manicure stations overlooking the neighbouring mountain.

Products will be supplied by Eminence Organic Skin Care and Farmhouse Fresh Goods. To be operated in-house by Camelback Lodge, the Serenity Spa will be open to the public – unlike the adjacent fitness centre, which will be exclusive to resort guests. The resort's indoor Aquatopia waterpark also has seven pools including a warm springs pool. *Details: http://lei.sr?a=D5K6P_S*

First Shiseido Spa in Italy opens in Milan

Shiseido has opened its first spa in Italy at the Luxury Collection property Excelsior Hotel Gallia, Milan – designed by Milan-based Studio Marco Piva as part of the site's multi-million restoration.

The 235-key property's Shiseido Spa measures more than 1,000sq m (10,764sq ft) and is located across the hotel's sixth and seventh floors. The spa houses one double treatment room with a private sauna, eucalyptus steamroom and two experience showers infused with

cool mint and fruits. There's also a hammam and ice fountain in this private spa suite.

There are four additional single treatment rooms, an indoor pool, a virtual golf simulator, a hairdresser and barber shop, plus relaxation areas – such as a Himalayan salt steam room. Linen in the spa is supplied by RKF Luxury Linen. In addition to the spa, there will be a fitness area with equipment by Technogym.

Speaking exclusively to Spa Opportunities,



The Shiseido Spa has a Himalayan salt steamroom for relaxation

Victoria Dello Ioio – spa business development and training manager for Shiseido – said the spa expects to attract 3,000 clients in the first year of its operation, between May 2015 and May 2016.

"At Shiseido Spas there is a real focus on retail training, up-selling products and, of course, treatments," said Dello Ioio. "Shiseido Spas average at 40 per cent retail versus 60 per cent treatment sales, which is very strong." Details: http://lei.sr? $a=B_3T_3v_S$



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Enhancing the spa experience

The little touches make all the difference – hence why luxury five star resort The Grove, in Hertfordshire, turned to BC Softwear to help give guests the ultimate relaxation in the hotel's Sequoia Spa.

nhancing the spa experience has become a vital consideration in creating or refurbishing a spa. There is, however, one element of the experience that is often overlooked, but is the first touch point for your client: the bathrobe that they put on before the

treatment and the towel that touches their skin. One particular spa that understands the importance of this experience is Sequoia Spa at The Grove. Sequoia is a haven of wellbeing and is fresh from an extensive nine month renovation. The team at The Grove, who were keen to enhance their new treatment rooms with a totally new towelling colour scheme, approached BC Softwear. BC Softwear is the UK's leading supplier of luxury towels and bathrobes to the hotel and spa industry and can advise on the appropriate weight, weave and absorbency of a towel based on its expected use and performance.

Sequoia chose a collection of luxurious



towels that are appropriately named the Gold Treatment Bed Makeover Collection, with performance in a high turnover environment paramount to the selection process. The choice of dark colour towels represents a move away from the pale cream traditional spa look.

"Colour is the new white in the spa world," said BC Softwear MD Barbara Cooke. "In the past coloured towelling was subject to fading and there were variances in batches of colours but with new developments in the dyeing processes, we can now produce a towel to match any pantone or colour swatch, which are colourfast and designed to last."

The Treatment Bed Makeover Kit uses just three towels, a towelling couch cover, a supersized towelling jumbo sheet and a bath sheet. Laura Johnson, creative director, commented: "The treatment bed looks immaculate, the therapists are delighted that their treatment turnaround times are reduced, and the laundry costs are reduced. It's a winning formulation!"

Contact BC Softwear

Call +44 (0) 845 210 4000 Web: www.bcsoftwear.co.uk Email: enquiries@bcsoftwear.co.uk Fax: +44 (0) 1628 520841 For all enquiries in France contact our BC Softwear sales agent Corrine Fejoz. Email: c.fejoz@orange.fr Mobile +33 626 570 166







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Spa Products Update

spa-kit.net

For more information, or to contact any of these companies, log on to www.spa-kit.net and type he company name under 'keyword search'

Deluxe version of relaxation lounger is a sphere sensation

The 'AlphaSphere Deluxe', created by Vienna-based artist Sha, is a new, enhanced version of the multi-sensory vibration and sound relaxation lounger.

Designed to help relax and reenergise users, the Deluxe version features proprietary 4D audio technology to intensify the spatial experience and simultaneously touch the entire body with a "sea of micro oscillations", according to the company. The luminous coloured cocoon envelops the individual and offers different colour schemes for different effects. Special light compositions utilise colour therapy techniques while aromatherapy informs specially created scent compositions. Physical effects of using the lounger include harmonising breathing, relaxing muscle tension, and stimulating circulation. KEYWORD: SHA HOLDING



Poellabauer appointed as managing director at TAC

Software provider TAC - The Assistant Company has appointed Guenther Poellabauer as its new managing director, working alongside Thomas Roessler. Poellabauer will continue to hold his current position of director, marketing and sales, to which he was appointed in 2008. TAC said high business growth and the demand for further innovative development led to the move. Prior to working at TAC, Poellabauer had roles in sales, marketing and business development at Siemens. KEYWORD: TAC





Miami hotel picks Elemental Herbology for spa treatments

Elemental Herbology has partnered with the recently opened Miami Beach Edition hotel, with a number of spa treatments now offered at the Florida, US, property.

Featuring a variety of facials and total body massages, treatments include the botanicallybased products from Elemental Herbology with the aim of offering a pampering and serene experience.

Treatments include 'Triple Exfoliation & Massage', 'Full Body Exfoliation Enhancement', 'Build-A-Massage', 'Detox Deluxe', and 'Reboot'. KEYWORD: ELEMENTAL HERBOLOGY

Thalion's latest is a precious commodity for dehydrated skin

Precious Oil from Thalion features a mix of nutritious vegetable oils and has been created for dry and dehydrated skin.

Presented in a 30ml dropper, the anti-ageing product features crithmum maritimum, sea everlasting and marine micro-nutrients, which act by osmosis to help regenerate and revitalise the skin.

The key ingredient among these is crithmum maritimum, a seashore plant which reinforces the epidermis barrier function for optimal hydration thanks to fatty acids.

Precious Oil helps to relieve discomfort, restructure and act on tissue firmness, protect the skin from free radical attacks, and provide elasticity and density while filling wrinkles from within. KEYWORD: THALION



spa products update



SpaSoft system selected by largest spa in South Florida

The Carillon Spa in Miami Beach, Florida, has selected the SpaSoft Spa Management System from PAR Springer-Miller Systems.

Offering a holistic approach to health, the 70,000sq ft oceanfront Carillon Spa is the largest spa in South Florida.

It features 22 treatment rooms as well as more than 280 weekly fitness classes, with a focus on personalised fitness training.

"There are many spa management systems available, but SpaSoft offered us the best tools to effectively manage our large spa, unique service menu and extensive resources," commented Jenna Grelle Laramee, director of spa and fitness for Carillon Hotel and Spa. KEYWORD: SPASOFT



Daisy hopes for Good Karma with new necklace collection

Daisy Jewellery has added a range of necklaces to its Good Karma collection, which is stocked in a number of spas worldwide.

The company's collection previously featured bracelets, but the Good Karma necklaces are now available in 925 sterling silver, gold plated and rose-gold plated finishes.

Described as emblems of luck, Daisy said the designs had been carefully selected from a multitude of cultural and symbolic beliefs to be worn as an expression of hope.

The necklaces in Daisy's Good Karma collection were launched in May.



Five separate applications in just one Gharieni treatment bed

Adjustability is the key to Gharieni's new five-engined treatment bed. The 'PEDIspa' provides five separate applications, including pedicure and pampering treatments for the feet, hair and facial treatments, as well as manicure, using optional accessories.

PEDIspa can be adjusted in a variety of ways. The inclination of the seat and back part are electrically adjustable, as are the sitting height, the height of the legrest, and the distance between the legrest and seat. The optionally available manicure bowl and tablet can be easily and quickly plugged into both armrests.

Users can also enjoy Kneipp showers through a fusion pipe for feet and legs, while in the Superior and Deluxe versions of the device, spa programs from the German bathroom fittings specialist Dornbracht are available.

Made from corian with a white, durable imitation leather cushioning, the treatment bed is available in numerous colour nuances. KEYWORD: GHARIENI

ESPA moisturiser brings nourishment and protection to skin

Created as a finishing touch to any skincare regime, ESPA's 'Naturally Radiant Tinted Moisturiser SPF 15' blends sunflower seed concentrate, white lupin, hyaluronic acid and mineral pigments to leave the skin nourished, supple and healthy with naturallooking sheer colour.



The moisturiser is fragrance free and suitable for all skin types and ages. In addition, antioxidant-rich spruce knot extract helps protect against free radical damage, while an optimal balance of UV sun filters using micropearl technology, boosted by a blend of argan, vitamin E and chamomile extract, provide SPF15 protection.

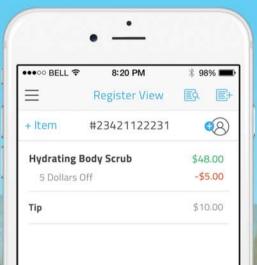
Filters are encased within smart micropearls to preserve the active ingredients and boost filter efficacy.

ESPA says the moisturiser is "luxuriously creamy in texture yet ultra-light in finish", with matte mineral pigments fused with nourishing jojoba to create four sheer and blendable shades.

The company says Naturally Radiant Tinted Moisturiser SPF 15 should be applied after cleansing and toning, or on top of the normal moisturiser used, as preferred. KEYWORD: ESPA booker

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RKF to provide custom-made linen at Les Loges du Parc

La Roche-Posay has chosen RKF Luxury Linen as a provider at Les Loges du Parc, which has just obtained a 4-star hotel ranking.

The French company will provide custommade, upscale linen at the hotel, as well as pillows, 100 per cent cotton quilt covers and pillowcases with a finish in satins strips.

The deal follows a successful collaboration between La Roche-Posay and RKF in 2012 during the renovation of Spa Source. RKF created a high-end, personalised linen that was in harmony with the atmosphere of the spa. "With RKF, it is above all else a human experience. The team knew how to adapt itself to our needs," said Spa Source's Nathalie Chollet. KEYWORD: RKF LUXURY LINEN



Uplifting new Elemis day cream restores vitality to skin

Suitable for tired, slackening skin, Elemis' new 'Pro-Intense Lift Effect Day Cream' features a rich formula designed to restore vitality.

Sweet iris and Chinese hibiscus stem cells stimulate the synthesis of collagen and elastin, creating more supple and less wrinkly skin.

Arjuna bark extract, an ingredient often found in Ayurvedic medicine, helps to reduce the appearance of sagging skin around the chin and neck.

Starflower oil preserves the skin's natural barrier to prevent moisture loss. Lupin works to plump the skin to improve structure. KEYWORD: ELEMIS



Clarins serum created to combat pigmentation disorders

A new serum from Clarins for all women has been designed to fight pigmentation disorders and restore a luminous complexion.

'Mission Perfection Serum' explores the role of "exosomes" in pigmentation. These are cell messengers sent by keratinocytes to melanocytes – but when exposed to aggressions such as UV rays or inflammation, the "wrong" messages are sent, leading to overproduction of melanin and pigmentation disorders.

The core of the Mission Perfection Serum

formula restores the "right" messages to ensure even, luminous skin while respecting natural skin tone.

Ingredients include acerola extract, which can block the "wrong" messages, and hexylresorcinol, a dark spot correcting molecule. Ginkgo biloba extract boosts microcirculation to help restore radiance from within, while gentle fruit acids erase pigmentation flaws and smooth the skin's texture.

KEYWORD: CLARINS

Three spa products are launched by Living Earth Crafts

Living Earth Crafts has launched three new products. The 'Nuage Pedestal + Studio' treatment table features an electric-left actuator, a built-in warming drawer for hot towels, square corners, LED lighting, aluminium wrapping on the inside legs and upgraded laminate.

The space-saving 'Optia Workspace' features a topside ice block work surface, a

built-in warming drawer, LED lighting, side compartments, and upgraded laminate.

Finally, the 'Luma NailSpace + Studio' is a precision-crafted piece for the nail technician, and comes with LED lights, a side-wall for polish displays, multiple storage drawers, upgraded laminate, and a lamp option for those requiring extra lighting. KEYWORD: LIVING EARTH





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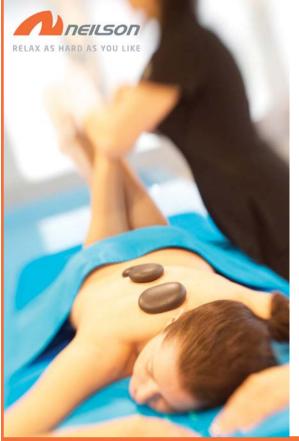
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Displaying excellent customer service and awareness you will strive to not only deliver the range of treatments but also to enhance the guests overall spa experience and ensure the spa area is kept in a professional and appealing manner.

As a therapist you will drive sales for Spa and Beauty products wherever possible and manage bookings for optimal guest satisfaction and department profitability.

To apply for a Spa & Beauty Therapist position you must be qualified to NVQ Level 3 or equivalent. It is essential that you have proven experience in delivering a range of holistic and maintenance beauty and spa treatments. Neilson provide in-house training for all our therapists so there will be plenty of opportunity to learn new methods and treatments but you must be enthusiastic in your own development.

A great team player you must be able to work under your own initiative and be committed to offering a professional and luxurious spa experience at all times. You will be extremely target driven, a confident sales person with excellent customer service skills. You must also be available to work from as soon as possible to early November.

Benefits include; Travel to and from resort from a UK airport, accommodation, meals, monthly wage, weekly bonus, in resort training, uniform, insurance, 6 day working week with one full day off each week, holiday entitlement, discounts on drinks in the hotel bar, discounts on spa treatments and products, free use of all the equipment and tuition on all the beach activities.

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Job opportunities with Aqua Sana at Center Parcs

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POSITION PURPOSE

To Assist the Spa Manager in all operational procedures and codes of conduct within ONE to ensure the provision of an effective service. To ensure the smooth running of the treatment department and to maintain a high standard of treatments, cleanliness and motivation within the team. To assist the Spa Manager/Director with the development and implementation of the budget, marketing objectives, operational criteria, programming, staff relations and training, facility upkeep, and superior guest relations. You will also be required to perform Duty Management shifts, as and when required.

- Responsible for motivating retail sales and ensure that all sales are recorded accurately.
- Assist Spa Director in promoting One Spa to maximise profitability and achieve budget.
- To be responsible for the administration of goods, requisition, inventories, and cost effective usage of all department related materials and assets.
- To deal with all problems, enquiries and complaints from spa clientele.
- Be part of the hotel & spa HOD Team
- To oversee the recruitment, induction, training, development, appraisal and discipline of all spa treatment staff.
- To instigate a monthly meeting with all spa treatment staff to motivate and be aware of staff needs and aspirations.
- To set a standard at all times in professionalism, appearance and attitude as expected of all spa treatment personnel.



REQUIREMENTS:

- Must be qualified in Beauty Therapy to one of the following: NVQ Level 3, ITEC, City & Guilds or CIDESCO or equivalent
- Industry experience is preferred as you will be called upon to perform some treatments when required
 - Previous experience in leading/supervising a team
 - Experience of working with spa booking and scheduling software system
 - Excellent written and spoken English
- Flexible and adaptable approach to working hours
- Impeccable personal presentation
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- Good rota and payroll understanding and knowledge
- Committed, enthusiastic, organized and customer focused
 Ability to work reactively and proactively

MORE INFORMATION:

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ADDRESS BOOK

Robert De Niro to launch Nobu Hotel

Championed by Nobu Hospitality founding partners chef Nobu Matsuhisa, actor Robert De Niro and Hollywood producer Meir Teper, a 321-key Nobu Hotel has opened in the leisurefocused City of Dreams Manila, in the Philippines.

The Nobu Hotel was developed by Melco Crown (Philippines) Resorts Corporation – a subsidiary of the leisure city's operator Melco Crown Entertainment. The hotel was designed by interna-



Chef Nobu Matsuhisa and Robert De Niro are partners at Nobu Hospitality

tional design firm Rockwell Group – the company responsible for the look and feel of Nobu restaurants throughout the world. Nobu's culinary empire now spans 36 restaurants in 31 cities and five continents.

In addition to a number of Nobuinspired culinary experiences, there is a Nobu Fitness & Spa facility exclusively available for hotel guests. There is also a 23.3m swimming pool at the property. Signature treatments at the Nobu Spa include one called Juan's Hilot Pride. This is a therapeutic body massage native to the Philippines.

The new hotel is situated within the 6.2-hectare (15-acre) City of Dreams Manila near Entertainment City. The City of Dreams Manila, which opened in December 2014, features three entertainment venues, including the world's first 'DreamPlay by DreamWorks' area. *Details: http://lei.sr?a=f5t8T_S*

Health club opens at Bali surf resort

The Hotel Komune in Keramas Bali – which was originally established as an exclusive surf resort by Tony de Leede, Tony Cannon and pro-surfer Luke Egan – has recently launched an extensive fitness and wellness offering.

The new Hotel Komune Health Club includes three separate yoga pavilions, following the success of an existing beachfront yoga pavilion that was fully booked for six months prior to the new health club development.

"We've opened our health hub and we recently welcomed our first group of 90 yogis for a seven-night teacher training programme," said Tony de Leede, speaking to *Spa Opportunities*. "To meet the demand of the rapidly growing category of fitness and wellness travel, we feel that our property caters well for the multiple needs and requests of either groups or individuals who want to incorporate activity into their holiday."

The exclusive health hub also comprises a spa with eight wet and dry treatment rooms, a hair and beauty salon, three functional equipment training areas, an outdoor training area and a 25m lap pool.



The health hub has a 25m lap pool and an outdoor training area

The retreat's organic farm will provide the health hub's healthy café with produce for guests to eat, to complement their healthy exercise regimes. The organic farm has recently been upgraded with the help of organic agriculture specialist Mara Wolford. The plan is for the farm to become self-sufficient for fruits such as bananas, pineapples, papayas, herbs, chilli, beetroot and garden greens such as beans, zucchinis and leaves for salad.

Other fitness activities offered at the surf resort include a Balinese volcano climb, diving at a US Navy shipwreck site, mountain biking, paddle-board lessons and a night safari. *Details: http://lei.sr?a=Y3C7y_S*

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