

spa opportunities

17 FEBRUARY - 1 MARCH 2012 ISSUE 131

Daily news & jobs: www.spaopportunities.com

Indian operator targets 20 openings

A newly launched spa management company in India has set itself an ambitious target of securing contracts for 20 new sites during 2012 – while also setting up a new spa training academy.

Urban Nirvana Wellness Corporation (UNWC) was founded by wellness entrepreneur Manish Patwardhan in December 2011 and the company has already agreed deals to operate four spas – two in Goa and one each in Bandhavgarh and Alibag.

According to Patwardhan, the group is primarily looking for new openings in India, but he hasn't ruled out taking on properties abroad.

"Between 80 to 90 per cent of our operations will be in India," he said.

Patwardhan cites the lack of professionally trained spa staff as one of the main obstacles for expansion – issue that he is looking to correct with the opening of a wellness-based training academy with a revolutionary concept.



The company has already secured contracts to manage four spas

Patwardhan said: "The academy will include a 2,000sq ft (185sq m) training spa and we're hoping to train up 240 students in the first year. Students will undergo intensive training followed by structured work experience."

He added that the focus will be on recruiting young people from poor backgrounds and offering them the opportunity to become qualified spa and beauty therapists.

Spa market worth US\$77bn by 2015

The spa industry will generate revenues of USD77bn (€59bn, £49bn) globally by 2015 – according to a report from Global Industry Analysts (GIA).

GIA's research, called *Health Spas: A Global Outlook*, also highlights latest developments in the sector, citing personalized treatments and express treatments among the fastest growing trends. According to GIA, the Asia-Pacific region is set to further consolidate its position as the global hub for spa destinations, Europe leads the spa industry in terms of revenues, followed by North America.

Trump Towers opens with luxury spa

Talon International Development opened the Trump International Hotel and Tower Toronto in Canada on 31 January.

Facilities at the hotel include the 15,000sq ft (1,400sq m) Quartz Crystal Spa which will be located on the 31st floor of the hotel, featuring 10 treatment rooms. The spa has two couples suites, infrared saunas; an indoor heated, salt-water infinity pool and a movement studio; as well as a health club and group exercise classes equipped with Technogym kit.

The treatment menu will include a selection of massages and full-day packages inspired by the healing properties of the quartz mineral. The Trump International Hotel and Tower



The Trump Hotel and Tower opened on 31 January

was designed by architects Zeidler Roberts Partnership. It is owned and operated by Talon International Development which uses the Trump name and mark under license from Trump Marks Toronto. Talon is co-owned by entrepreneurs Val Levitan and Alex Shnaider.

CORRECTION

Spa Opportunities 130 (February 3 - February 16 2011) included a column by Marisa Dimitriadis entitled "Beauty Business Trends for 2012." After publication, we were informed by legal counsel at SpaFinder Inc. that this column relied almost exclusively on the SpaFinder 2012 Spa Trend Report published by SpaFinder and authored by Susie Ellis, SpaFinder's president, without attribution to either SpaFinder or Ms. Ellis.

SpaFinder has advised *Spa Opportunities* that it believes Ms. Dimitriadis's use of the Spa Trend Report without its permission and without attribution to be a violation of SpaFinder's copyright. Based upon subsequent conversations with both SpaFinder's counsel and Ms. Dimitriadis, *Spa Opportunities* has republished this edition without Ms. Dimitriadis's article and this revised edition is available to be viewed here <http://bit.ly/zVOIhe> and downloaded here <http://bit.ly/x5SeBS>

We regret the error and appreciate the cooperation of both Ms. Dimitriadis and SpaFinder in helping to resolve this matter.

SpaFinder's full 2012 Spa Trend Report can be found at <http://bit.ly/ui25sl>

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Annual subscription rates are UK £31,
Europe £41, Rest of world £62, students UK £16.

Spa Opportunities is published fortnightly by
The Leisure Media Company Limited, Portmill House,
Portmill Lane, Hitchin, Herts SG5 1DJ, UK and is distributed
in the USA by SPP, 75 Aberdeen Road, Emigsville, PA
17318-0437. Periodicals postage paid @ Manchester,
PA POSTMASTER Send US address changes to Spa
Opportunities, c/o PO Box 437, Emigsville, PA 17318-0437.
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Thai entrepreneur to open spa resort

Thai hospitality entrepreneur Anchalika Kijkanakorn is to launch a new luxury spa resort in the island of Koh Samui on 1 March. Offering accommodation in 52 private villas, Akaryn Samui resort will be operated under Akaryn Hospitality Management Services (AHMS) and facilities include a Spa IV-branded luxury spa, four restaurants and a private beach.

Facilities at Spa IV will include 12 treatment villas and signature treatments will be based on crystal healing and light therapy.

Akaryn Samui will be located in Hanuman Bay and, according to Kijkanakorn, will be designed according to a new concept in hospitality - 'intuitive luxury'.

"We are the first resort to be built at Hanuman Bay," Kijkanakorn said. "That's why in creating Akaryn Samui, it was vital to design every detail to complement the bay's natural beauty, such as our signature 'Outside Living - In' philosophy. I'd define our concept as luxury that doesn't need to shout - creating a



The resort will be the first built on Koh Samui's Hanuman Bay

'wow factor' in lower case - and knowing what your guests want almost before they do.

"Akaryn Samui also features an evolution of our Spa IV brand. We have added a crystal theme to each treatment room as something fresh, along with our philosophy of taking the superlatives and clichés out of the spa experience and delivering something more authentic and organic for our guests."

Akaryn Samui is the fourth property in Kijkanakorn's AHMS portfolio, following the recent launch of the 62-room, 4-star Akaryn Chura Samui resort at Chaweng Beach.

Wyndham to manage Croatian coastal resort

Wyndham Worldwide has entered the Croatian market with its Registry Collection brand by adding the Dubrovnik Sun Gardens on the Adriatic coast to its portfolio of managed properties.

Wyndham will operate a total of 207 luxury one-, two- and three-bedroom serviced residences at the resort, with the first 25 units having been recently released for sale.

The development, which is owned by Croatian company iO Adria, incorporates one of the largest spas on the Adriatic coast and also a 201-bedroom Radisson Blu Hotel.

The Spa by OCCO has 12 treatment rooms, a coal sauna, salt sauna, hammam, aromatherapy steamroom and a lagoon pool complete with underwater vitality jet loungers and an artificial waterfall.

There are also two luxury couples' treatment suites, an 18m indoor swimming pool, a Spa Vitality-branded juice bar, tepidarium and a health club equipped with Technogym kit.



The resort includes a Spa by OCCO and a 201-room Radisson Blu hotel

Inspired by the Dalmatian Coast and Adriatic Sea, the spa uses OCCO products incorporating home grown natural and local ingredients in the range of amenities and treatments.

The launch of the managed apartments is the first phase of a three-phase development which will see the addition of another five-star 130-key hotel and a further 200 residential keys.

iO Adria, formerly Jupiter Adria, was originally set up in 2005 as an investment fund under Jupiter Fund Management, a London, UK-listed fund manager.