



**SPATEC**Fall<sup>09</sup>

North America

**September 23-26, Ritz-Carlton, Lake Las Vegas, NV**

# A Review of **SPATEC** Fall North America 2009

**SPATEC** North America, an innovative 3-day forum of one-on-one pre-scheduled meetings, brought together spa owners and directors of medium-to-large hotel resort, destination, athletic, medical and day spas to meet by appointment leading spa suppliers and vendors to talk business and network in a way that is simply not possible at trade shows and conferences.

A common shared quote was, "There is no better way to get together with the key people in our industry... Trade shows just can't provide the one-on-one format that really helps to develop a relationship between a buyer and a supplier... You leave here not only with new business relationships, but with new friendships."

Each day is planned in a way that allows attendees to meet, either through arranged meetings or through some of the special networking sessions.

To reserve a place at **SPATEC** North America or for more information please contact: **Rob Shannon, SPATEC Director**  
**Tel: 603-529-0077 Email: [info@spatecna.com](mailto:info@spatecna.com) [www.spatecna.com](http://www.spatecna.com)**

# **SPATEC** Fall North America consisted of:

## **Seminar Program**

The event kicked off with a keynote presentation from Lopo Champalimaud CEO and Salim Mitha COO of Wahanda. Wahanda is a London based health, beauty and wellness community and marketplace. They showed us how to utilise the power of social communities and the web to forge stronger and more profitable connections with our customers.

## **Meetings**

There were over 1650 one-on-one meetings between the buyers and supplier who had pre-selected who they wanted to meet and also met each other informally through the many networking sessions over the 3 days.

## **Supplier Showcase**

In addition to the one-on-one meetings program, there was also a showcase where each vendor had a tabletop presentation for delegates to have additional meetings.

## **Teambuilding**

The objective of the teambuilding was for delegates to get to know one another on a 'level playing field' in a very informal, relaxed and fun environment. Delegates were split into teams of carefully selected buyers and suppliers to compete in a unique 'Make-your-own Margaritas and Salsa' teambuilding event which consisted not only of making the best tasting margaritas and salsa, but the delegates were judged on teamwork, table presentation and of course, stage presentation as they performed their own 'commercials.' This event really brought out the competitive side of all the teams!

## **The outcome**

The overwhelming feedback from everyone that attended, pointed to **SPATEC** Fall being extremely productive, unparalleled value for money and more enjoyable than most established industry events.

Below are lists of the attendees, their feedback and some information on next year's event.

For lists of delegates confirmed for current events please contact **Rob Shannon:**  
**[rob@mcleaneventsinternational.com](mailto:rob@mcleaneventsinternational.com)**

## Spas that attended **SPATEC** Fall

209 Downtown Salon & Spa  
5 Spa Brand Development  
Allegria Spa East/West Resorts  
American Leisure  
Aqua Star Spa -Beverly Hilton  
Aspira Spa  
Auberge Resorts  
Berger and Associates  
Broadmoor, The  
Chatham Bars Inn, The  
Creative Spa Concepts  
Crystal Mountain Resort & Spa  
Desert Springs JW Marriott Resort and Spa  
Four Seasons Hotel Los Angeles  
Four Seasons Hualalai Resort  
Four Seasons Resort Maui  
Fours Seasons Las Vegas  
Gaylord Entertainment  
Gene Jaurez Salons and Spas  
Grand Hotel Marriott Resort  
Heavenly Spa by Westin  
Hilton Hotels Corporation  
Horseshoe Bay Resort  
Hyatt at Olive 8  
Innovative Spa Productions  
Island Hotel - Newport Beach  
Jane Segerberg /JGL  
JC Resorts  
Kesystone Lodge & Spa  
La Costa Resort and Spa  
Loews Coronado Bay  
MGM Grand  
Mii Amo  
Mokara Spa - The Omni Houston  
Morgan Run Club  
Natural Resources - Spa Consulting  
NYNY Hotel and Casino

Omni Bedford Springs Resort  
P Hotel and Spa  
Peggy Francis Spa Consultant  
Peppermill Resort & Spa  
Phoenician, The Red Door Spa Holdings  
Remington Hotels  
Renaissance Esmeralda Resort & Spa  
Rosewood Hotels  
Ross Bridge Golf Resort & Spa  
Rosseau, The  
Sagamore Resort, The  
Sandals Resorts International, The  
Sapphire Spa  
Se San Diego  
Setai Group, The- American Leisure  
Shangri-La Hotel  
Spa at Ballantyne Hotel & Lodge  
Spa Grande, The Grand Wailea Resort  
Hotel & Spa  
Spa Gregories  
Spa Remedies  
Spa Struck  
Spa Vargas  
Stonleigh Hotel/La Corsha  
Sundara Inn & Spa  
The Lodge & Spa at Cordillera  
The Ritz Carlton Half Moon Bay  
The Ritz-Carlton Grande Lakes  
The Ritz-Carlton Hotel Company  
The Ritz-Carlton Lake Las Vegas  
The Ritz-Carlton Los Angeles  
The Ritz-Carlton San Juan  
Treasure Island  
Trump International Hotel Waikiki  
Tulalip Resort  
VH Spa for Vitality & Health  
WTS International  
Wynn Las Vegas

For lists of delegates confirmed for current events please contact **Rob Shannon:**  
[rob@mcleaneventsinternational.com](mailto:rob@mcleaneventsinternational.com)

# What the Spa Operators said about **SPATEC** Fall

The industries most productive vendor/buyer event! Time well spent for Directors who have very little time to waste.

**Randy Pierce, The Ritz-Carlton Hotel, Half Moon Bay**

**SPATEC** is an amazing event designed to bring out the top people in the spa world and allow them to learn about more about each other than what is offered on an expo floor.

**Michael Simmons, RockResorts**

**SPATEC** sets the stage for the most productive collaboration between supplier and buyer.

**SPATEC** FALL 2009 was a fusion of great minds that think alike and work hard and have the best fun at it!

**Rianna Riego, La Costa Resort and Spa**

I left **SPATEC** with what I felt was an excellent pulse on industry direction and companies that could fill that need in our facility. Many, many thanks.

**Dawn Ferraro, Desert Springs JW Marriott Resort & Spa**

What a great way to meet with a vendor in a organized professional setting and then be able to build a great relationships with vendor and other industry professionals along the way.

**SPATEC** is the BEST!

**Jim M. Croghan, The Island Hotel Newport Beach and Southern California Spa Director Association - President**

As new spa operators, we learned a great deal regarding potential vendor relationships and from networking with other spa operators. For our company, it was time well spent. Thank you.

**Chris MacInnes, Crystal Mountain Resort and Spa**

This was a great event! I had the opportunity to meet a lot of amazing people, establish connections that I know will last a lifetime, and am walking away knowing that I will be doing business with a number of the companies I met with. Again, thank you for this opportunity.

**Karen Watson, The Sagamore Resort**

I just love this format! I truly feel that it is much more productive and effective use of my time.

**Rick Duarte -- Sundara Inn & Spa**

I felt like this was a very worthwhile and fun event. It was well planned and I liked the format. I was able to network, get new ideas for my spa, and possibly find fun, new products to bring into my facility.

**Angie Brown, The Lodge and Spa at Cordillera**

Wonderful set up! It was a great way to connect with other business leaders in this industry! The amount of information & products were endless, I would love to attend again next year!

**Sarah Hisey, Heavenly Spa by Westin, Maui**

I had another great experience - the event was very well planned, the meetings were productive, and the selection of buyers and vendors were well chosen! Another great year - maybe see you again next year!

**Victoria Nickle - 209 Downtown Salon & Spa**

**SPATEC** Fall 2009 was one of the most productive events I've attended. Not to mention it was super fun!

**Lisa Hauser, Natural Resources Spa Consulting, Inc.**

Visit [www.spatecna.com](http://www.spatecna.com) to view the details of how **SPATEC** works and the event program.

## SUPPLIERS AT SPATEC Fall

A la Turca Textiles  
Age Best Basics  
Ageless Aesthetics, Inc.  
B. Kamins, Chemist  
BABOR Cosmetics  
Beyond Yoga  
Blinc Inc  
Chado-En Tea Docents  
Chadsworth & Haig Holding LLC  
Clarins USA  
Clarisonic  
Darphin  
Decleor USA Inc  
Eminence Organic Skin Care  
European Touch  
Fashionizer  
G.M. Collin  
Gehwol Footcare  
Germaine de Capuccini  
Guinot/Lachman  
Hay House  
Hommage Inc.  
ilike organic skin care from Szep Elet  
Infinity Sun  
Intraceuticals  
Iredale Mineral Cosmetics  
Jack Black LLC  
JaCo Distributors  
Kerstin Florian  
Kinara  
La Bella Donna  
Life Fitness  
Lisa Jadis  
Living Earth Crafts  
Lucky Owl  
Matrix  
MD Corrective Care  
MD Skincare  
Millennium Harms Software Inc  
Mindys Cosmetics  
Moor Spa Inc  
Mosaic Marketing Partners  
Kashwere  
Nestle' USA / Glowelle  
NuFace  
Oakworks Inc  
Oka B  
OLAVIE  
Oloff Beauty  
Pevonia International  
Precor  
Priori Skincare USA  
Ready Care Industries  
ResortSuite  
Revitalash  
Somme Institute  
SOULWorldwide  
Spa Development International  
Spa Revolutions  
Spa Uniforms, Inc  
SpaBiz  
SpaBooker  
SpaEquip  
SpaFinity  
Spa-Kini  
Sprayology  
St Tropez  
Sunlight Saunas  
Takara Belmont  
Tara Spa Therapy  
Thalgo Beaute SkinCare  
The Madison Collection  
tng Worldwide  
Universal Companies  
Wahanda  
Woodway  
YogaFit  
Yon-Ka Paris  
Your Name Professional Brands

Visit [www.spatecna.com](http://www.spatecna.com) to view the details of how **SPATEC** works and the event program.

# What the Suppliers said about **SPATEC** Fall

**SPATEC** is by far the most innovative spa trade show in fostering new and existing business relationships. The one-on-one meetings are a win-win for both Supplier and Buyer. Straight to the point, interactive and so effective! We are already looking forward to the next **SPATEC**!

**Kym Dianovich, Intraceuticals**

I look forward to attending **SPATEC** all year. It is the absolute most productive and enjoyable way to do business in our industry.

**Keri Parker, NuFACE**

**SPATEC** is the only way to go. It is a no-nonsense-no-show event. It is a meeting with 20 buyers who would otherwise never stop by your booth, never answer your phone calls or e-mails.

**Michele Mas, Somme Institute**

Many existing trade show formats are tired and super-sized, lacking that personal interaction.

**SPATEC** offers a structured, intimate and simple format which infuses a professional and personable element into an industry event. Its more of an 'even' playing field where companies large and small are given the same structure to showcase their brands.

**Susan McGowan, MD Corrective Care**

Whereas most conventions have the shotgun effect for both buyers and suppliers; this event is a very effective laser that brings buyers and suppliers together for extremely productive meetings. Every minute of this event is invaluable for buyers and suppliers alike.

**Alyson Bisceglia, Precor**

Perfect mix of fun and work!

**Brandy Garrison, Beyond Yoga**

**SPATEC** is great because it gives an opportunity for the Buyer and Supplier to take time out of their busy lives and really get down to business. I feel the biggest value is knowing that you will be able

to connect directly with high quality spas and have the opportunity to network in a more intimate environment than a typical trade show setting.

**Tricia Mann, Decleor Paris**

Quality and Quantity! The best opportunity for me to meet many customers in a short amount of time.

**Cynthia Thompson, Universal Companies**

I think this is the future of selling for vendors like Jack Black I find the atmosphere to be ideal for one on one meetings. The buyers are well qualified by **SPATEC** this an excellent source for new leads.

**Jack Black, Jeff Dandurand**

Fantastic event and a great format. Could not have asked for more.

**Wahanda**

One of the best events of the year, and by far the most productive **SPATEC** to date. I've been to three and was very happy with the results so far.

**Regional Manager, Universal Companies**

Great concept to develop new relationships with not only potential customers but other vendors as well.

**Corie Rivers, SpaFinity**

**SPATEC** is THE best way for a small company like ours to meet one-on-one with influential, qualified buyers from major spa properties all in one location... it's a vendors dream come true.

**Michelle Sullivan, Agebest Basics**

It certainly beats a trade show atmosphere hands down in terms of serious qualified buyers

**Anne Calvert, Spa Uniforms**

**SPATEC** exceeded my expectations-was very enjoyable and informative. I was impressed by all who attended. The event itself was very organized and your staff is exceptional!

**Debbie Masco, Sprayology**

Visit [www.spatecna.com](http://www.spatecna.com) to view the details of how **SPATEC** works and the event program.

**SPATEC** NORTH AMERICA 2010 events will take place:

**SPATEC SPRING – February 25 to 28**

at the Ritz-Carlton Hotel, Key Biscayne, FL

**SPATEC FALL – September 12 to 15**

at the Langham Huntington Hotel & Spa, Pasadena, CA

**SPATEC Spring<sup>10</sup>**

## **PROVISIONAL SCHEDULE**

### **Wednesday February 25**

All day	Arrival of all delegates
19:30	Welcome Dinner for all

### **Thursday February 26**

07:30 - 08:25	Continental Breakfast
08:30 - 09:30	Seminar
09:30	<b>SPATEC</b> Help Desk opens
09:30 - 09:45	Coffee Break
09:45 - 12:15	One-to-One Meetings Program
12:15 - 13:15	Lunch
13:15 - 15:40	One-to-One Meetings Program
16:30 - 18:30	Fun Team Building Activity
19:00 - 20:30	Drinks Reception – free networking evening

### **Friday February 27**

07:30 - 08:25	Continental Breakfast
08:30	<b>SPATEC</b> Help Desk opens
08:35 - 10:20	One-to-One Meetings Program
10:25 - 10:45	Coffee Break
10:50 - 12:50	Vendor Showcase
12:55 - 13:55	Lunch
14:00 - 15:25	One-to-One Meetings Program
15:30 - 15:45	Coffee Break
15:50 - 17:25	One-to-One Meetings Program
17:30 - 19:25	Free Time/Networking
19:30	Farewell Dinner

### **Saturday February 28**

Free day to enjoy resort and departure of delegates

#### **SPATEC Office**

178 South Sugar Hill, Weare, NH 03281

Tel: 603 529 0077 Email: [rob@mcleaneventsinternational.com](mailto:rob@mcleaneventsinternational.com) [www.spatecna.com](http://www.spatecna.com)

4 Bridle Close, Surbiton Road, Kingston-Upon-Thames, UK

Tel: +44 (0)208 547 9830 Email: [info@spatecna.com](mailto:info@spatecna.com) [www.mcleaneventsinternational.com](http://www.mcleaneventsinternational.com)

# SPATEC Fall<sup>10</sup>

## PROVISIONAL SCHEDULE

### Wednesday September 12

All day	Arrival of all delegates
19:30	Welcome Dinner for all

### Thursday September 13

07:30 - 08:25	Continental Breakfast
08:30 - 09:30	Seminar
09:30	<b>SPATEC</b> Help Desk opens
09:30 - 09:45	Coffee Break
09:45 - 12:15	One-to-One Meetings Program
12:15 - 13:15	Lunch
13:15 - 15:40	One-to-One Meetings Program
16:30 - 18:30	Fun Team Building Activity
19:00 - 20:00	Drinks Reception – free networking evening

### Friday September 14

07:30 - 08:25	Continental Breakfast
08:30	<b>SPATEC</b> Help Desk opens
08:35 - 10:20	One-to-One Meetings Program
10:25 - 10:45	Coffee Break
10:50 - 12:50	Vendor Showcase
12:55 - 13:55	Lunch
14:00 - 15:25	One-to-One Meetings Program
15:30 - 15:45	Coffee Break
15:50 - 17:25	One-to-One Meetings Program
17:30 - 19:25	Free Time/Networking
19:30	Farewell Dinner

### Saturday September 15

Free day to enjoy resort and departure of delegates

#### SPATEC Office

178 South Sugar Hill, Weare, NH 03281

Tel: 603 529 0077 Email: [rob@mcleaneventsinternational.com](mailto:rob@mcleaneventsinternational.com) [www.spatecna.com](http://www.spatecna.com)

4 Bridle Close, Surbiton Road, Kingston-Upon-Thames, UK

Tel: +44 (0)208 547 9830 Email: [info@spatecna.com](mailto:info@spatecna.com) [www.mcleaneventsinternational.com](http://www.mcleaneventsinternational.com)

# MCLEAN EVENTS AROUND THE WORLD

Please indicate below which events may be of interest to you and fax this back to **603 484 9154**




**SPATEC Spring<sup>10</sup>**  
North America

**North American Spa & Beauty Industry**  
February 25-28,  
The Ritz-Carlton Key Biscayne, Key Biscayne, FL  
[www.spatecna.com](http://www.spatecna.com)



**SIBEC<sup>10</sup>**  
North America

**North American Health & Fitness Industry**  
November 23-26,  
The Chateau Elan Winery & Resort, Braselton, Georgia  
[www.sibecna.com](http://www.sibecna.com)



**HOTEC Operations<sup>10</sup>**  
North America

**North American Hospitality Industry –  
Operating Supplies and Food & Beverage**  
March 25-28,  
The Ritz-Carlton Lake Las Vegas, Henderson, NV  
[www.hotecna.com](http://www.hotecna.com)



**SPATEC Fall<sup>10</sup>**  
North America

**North American Spa & Beauty Industry**  
September 12-15, The Langham Huntington  
Hotel & Spa, Pasadena, California  
[www.spatecna.com](http://www.spatecna.com)



**SPATEC<sup>10</sup>**  
Europe

**UK & European Spa & Beauty Industry**  
14th to 17th April 2010  
Le Meridien Lav, Split, Croatia  
[www.spateceu.com](http://www.spateceu.com)



**HOTEC<sup>10</sup>**  
Europe

**European Hospitality Industry**  
November 6-9,  
Grande Real Santa Eulalia, Portugal  
[www.hoteceu.com](http://www.hoteceu.com)



**HOTEC<sup>10</sup>**  
Middle East

**Middle East Hospitality Industry**  
May 7th-10th  
Swissôtel Grand Efes, Izmir, Turkey  
[www.hotecme.com](http://www.hotecme.com)




**SIBEC<sup>10</sup>**  
Europe

**European Health & Fitness Industry**  
November 6-9,  
Grande Real Santa Eulalia, Portugal  
[www.sibecuk-euro.com](http://www.sibecuk-euro.com)



**HOTEC Design<sup>10</sup>**  
North America

**North American Hospitality Industry –  
Design & Development**  
June 10-13,  
The Ritz-Carlton Key Biscayne, Key Biscayne, FL  
[www.hotecna.com](http://www.hotecna.com)



**HOTEC<sup>10</sup>**  
Asia

**Asian Hospitality Industry**  
Date TBC  
Venue TBC  
[www.hotecasia.com](http://www.hotecasia.com)

**One of the team members will contact you in  
the coming weeks to discuss your interest.**  
**Thank you**  
**McLean Events International**

## Your Contact Details: (Please print clearly)

Company: .....

Name: .....

Email: .....

Tel: ..... Cell: .....