

September 23 - 26, The Fairmont Scottsdale Princess Resort, Arizona

## A REVIEW OF SPATEC NORTH AMERICA 07

September 23 through 26 2007, marked the third North American **SPATEC** event which brought together over 275 delegates. The event was a total sell out!

**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, "It's like speed dating, yet the outcome is immediate and very positive." One delegate in particular was so impressed went onto say, "If this form of 'speed dating' ends in marriage, then I am getting married several times!"

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

**SPATEC** NORTH AMERICA 07 consisted of:

### **Seminar Program**

The event started with a panel discussion and open forum discussion covering key international spa trends as well as issues facing the industry today including sustainability and spas, business management and retail in spas.

### **Meetings**

There were over 2100 one-on-one meetings between the buyers and vendors who had pre-selected who they wanted to meet and also met each other informally through the many networking sessions over the 3 days.

### **Vendor 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 team-building activity was for delegates to get to know one another on a level playing field in a relaxed, informal and fun environment. Delegates were split into teams of carefully selected buyers and vendors to compete in a unique "Survivor Games" and ended with each team performing their own choreographed team song.

### **The outcome**

The overwhelming feedback from everyone that attended, pointed to **SPATEC** 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 events.

To reserve a place at **SPATEC North America**  
or for more information please contact:

**Daniela Gusman, SPATEC Director**

**Tel:** 954-942-8143 **Email:** [info@spatecna.com](mailto:info@spatecna.com) [www.spatecna.com](http://www.spatecna.com)

## **SPAS THAT ATTENDED SPATEC 2007**

Abbajay & Associates Llc  
Agave, The Arizona Spa  
aiSpa  
Allegria Spa at Park Hyatt Beaver Creek  
American Leisure  
Amy McDonald & Associates  
Auberge Resorts - Solage Calistoga  
Avanyu Spa at La Posada de Santa Fe,  
A Rock Resort  
BlissSpa  
Blu Spas Inc  
Boyne USA Resorts  
Canyon Ranch  
Canyon Ranch SpaClub at the  
Venetian Hotel  
Canyon Ranch Tucson Spa  
Cornelia Day Resort  
Destination Hotels & Resorts  
Elizabeth Arden / Red Door Spas  
Enchantment Group - Mii amo Spa  
ESPA  
Evans Hotels  
Evans Spa Consulting  
Exhale Enterprises Inc  
Fairmont Raffles Hotels International  
Four Seasons  
Gaylord Entertainment  
Gene Juarez  
Golden Door / Luxury Spas  
Grand Traverse Resort & Casinos  
Green Valley Spa & Resort  
Health Fitness Dynamics  
Holtz Spas  
Hotel ZaZa - ZaSpa  
International Spa Associates  
JGL Spa Design & Consulting  
Kor Hotel Group  
Kremer Spa Consulting  
KSL Resorts  
KSL Resorts - La Costa Resort & Spa  
La Prairie at the Ritz-Carlton Spa  
Leisure Sports Inc  
Lifetime Fitness  
Loews Ventana Canyon Ranch  
Mandara Spa (Bahamas) Ltd  
Maroma Resort & Spa  
Marriott International  
Marriott's Grand Hotel  
Mauna Lani Spa  
MEB Ingenuity  
Millennium Partners Sports  
Club Management  
Montage

**FOR LISTS OF DELEGATES CONFIRMED FOR CURRENT  
EVENTS PLEASE CONTACT Daniela Gusman:  
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## **SPAS THAT ATTENDED SPATEC 2007**

N. Reagan	Starwood
Noble House Hotels	Steiner Management Services
Nordstrom	StillWater Spa - Hyatt Regency
Ocean Properties Ltd	Sylvia Planning and Design LLC
Ojai Valley Inn & Spa	The Ambage
Orient Express Hotels	The Oaks at Ojai
Palace Resorts	The Peninsula Spa NY
Preston Wynne Inc	The Phoenician
Pueblo Bonito Hotels & Resorts	The Ritz-Carlton Naples
Red Mountain Spa	The Ritz-Carlton Orlando Grande Lakes
Remington Hotels	The Spa at Norwich Inn
Resources & Development	The Spa at Pebble Beach
Sandals Resorts	The Spa at the Broadmoor Hotel
Sante Spa	Total Woman
Spa at the Crescent / Rosewood Hotels	Trellis, The Spa at the Houstonian
Spa Grande - Grand Wailea Resort	Vdara (CityCenter)
Spa Gregorie's	Wellbridge
Spa Shiki	Willow Stream Spa at the Fairmont Scottsdale Princess
Spa Strategy Inc	WTS International

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# WHAT THE SPA OPERATORS SAID ABOUT SPATEC 2007

What a wonderful venue to meet new vendors reconnect with old friends, socialize and network! I have gathered very helpful information that will support the success of our company.

**American Leisure, Wendy Bosalavage**

**SPATEC** 2007 was another very successful event. The one-on-one meetings were very productive and will help my product selections much more quickly and efficiently.

**Canyon Ranch SpaClub at the Venetian Hotel Las Vegas NV, Blake Feeny**

**SPATEC** is well organized and well delivered. It is like visiting a 5-star resort. It is the 5-star spa show. Good people, good products/equipment, great opportunities.

**Evans Spa Consultancy, Deborah Evans**

**SPATEC** is a good venue for pre-scheduled one-on-one meetings in lieu of 'cold calls' to vendors and buyers.

**Golden Door / LXR Spas, Mark T. Tsuda**

It was an outstanding forum for high quality, one-on-one meetings, time well spent with vendors who were very well prepared to understand and address my needs.

**Health Fitness Dynamics, Inc. (HFD) Judith Singer**

The 'Go To' meeting for creating vendor relationships and making new contacts in the industry.

**JGL Spa Design & Consulting, Jane Segerberg**

**SPATEC** was all impressive, networking, research, professional, and social events! The best!

**La Prairie at The Ritz-Carlton Spa, Sandra Sadowski**

The most effective program to meet and network with vendors in the most efficient way.

**Mandara Spa (Bahamas) Ltd, Youlanda Deveaux**

I didn't think you could beat **SPATEC** 2006 - but you did! If this form of "speed dating" ends in marriage, then I am getting married several times!

**Ocean Properties, Heidi Clark**

Perhaps the best-organized, easiest to attend trade event I've been to. I was impressed at how much energy went into ensuring that delegates would have ample opportunity to network and the various ways they created a sense of community- in just three days!

**Preston Wynne Spas, Peggy Borgman**

This show is a do NOT miss on the Spa meeting circuit. I attend all the big spa shows in the US and this is by far, the most organized, efficient and first class all the way.

**Remington Hotels, Lorraine Park**

What a wonderful experience! The personal approach with one-on-one meetings affords a wonderful opportunity to really develop a relationship with potential suppliers.

**Santé Spa Enterprises, Wanda Love**

I feel that **SPATEC** keeps me abreast of the new trends in equipment, products and services. I truly enjoy the one on one personalized attention from the vendors.

**Spa Grande in the Grand Wailea Resort, Cecilia Hercik**

Wonderful opportunity to meet vendors one-on-one & get introduced to some great items/products.

**Still Water Spa at the Hyatt Regency Calgary, Erin Sivucha**

A great new approach to vendor/buyer relationships.

**The Peninsula New York, Nadine Shelf**

I never have time to spend with vendors when I am working and always skim through the information packs. To sit down and spend quality time was valuable and built some great relationships.

**The Ritz-Carlton Orlando Grande Lakes Suzanne Holbrook**

Designed so you can meet the most number of vendors in a meaningful way that leads to lasting future partnerships!

**The Spa at the Broadmoor Hotel, Ella Stimpson**

**SPATEC** was a great event! Very well organized efficient and overall a fantastic time!

**Vdara Spa (CityCenter), Anya Huppman**

**VISIT [WWW.SPATECNA.COM](http://WWW.SPATECNA.COM) TO VIEW THE  
DETAILS OF HOW SPATEC WORKS AND  
THE EVENT PROGRAM**

## VENDORS AT SPATEC 2007

[ comfort Zone ]

Ageless Aesthetics Inc

Alcanz International

Anakiri BioEnergetic Skin Care

Anthousa

Archipelago Botanicals

Aromafloria

Aromatherapy Associates

Aspen Spa Management

Astron Clinica

B. Kamins

Babor Cosmetics

Bodycoffee Stephka's Collection Llc

Bodyworkmall

Chadsworth and Haig

Chi Herbal Fusions

Clarisonic

Colorescience

Cortiva Institute

Covalence Inc

Coyle Hospitality Group

Creative Nail Design

Cybox International

Danica Aromatics / I am

DNA Health Institute

Dragonfly Spa

Elementals Health & Wellness

Elemis / Steiner Leisure

Epilar USA

European Touch

Fianna Spa Fashions

G.M. Collin

Gehwol Foot Care

Germaine De Capuccini

Healing Rhythms

Hush Beauty

Innovative Body Science

Iredale Mineral Cosmetics

Kerstin Florian

KN Karen Neuburger Brand

Kneipp

Life Fitness

Living Earth Crafts

Lumiere Light Therapy - Div of Photo Therapeutics

Magic Tan - UV-free spray tanning

ME! Bath

Monarch Robe & Towel Company

Nautilus

New Reality

Novalash

Nufolia International

Oakworks Inc

Oka B

Oloff Beauty

Osea

Peter Thomas Roth / June Jacobs

Pevonia Botanica

Phytomer Corp

Plank

Power Plate

Precor

Prescriptive Music

Priori

Pure Inventions

Red Flower

ResortSuite

Sabai Spa Prodcuts

Sanijet

Seda France

Somme Institute

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## VENDORS AT SPATEC 2007

Sonya Dakar

Spa Central

Spa Development International

Spa Revolutions

Spa Uniforms Inc

Spa-Addicts.com

SpaEquip

SpaRitual

Sprayology

Star Trac

Stas Doyer Hydro

Sundari

Sunlight Saunas

Susan Posnick Cosmetics

Takara Belmont

Tara Spa Therapy Inc

Technogym

Thalgo / Marine Impact

The Madison Collection

The Universe Knows Inc

TierOne Hospitality Solutions Inc

TRUE

Ty.ty.ty Inc

Universal Companies

Wellness Filter

White Lion Teas

White Science

Woodway

ZENsei

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# WHAT THE VENDORS SAID ABOUT SPATEC 2007

Very productive, very well run, excellent opportunities and high end vendors.

**Archipelago Botanicals, Meg Tully**

We have attended **SPATEC** for three years and it continues to be the best, most organized professional spa event.

**Aromatherapy Associates Inc, Liz Verbuggen**

**SPATEC** is a short and sweet spa convention that I find valuable, organized and result oriented - one I do not want to miss!

**Cortiva Institute, Diane Trieste**

As a first time vendor this was a wonderful learning experience. Everyone was honest, caring and helpful!

**DNA Health Institute, Patricia Coash**

So much better than traditional tradeshow!  
Quality rather than quantity!

**Epilar USA, Peter Lassen**

Well organized, business oriented from the moment you arrive to departure.

**Germaine de Capuccini, Ilona Kontra**

This was one of the most delightful and unexpected events I have ever participated in. It is well organized and the 20 minute sessions actually work!

**Healing Rhythms, Anne Dolbeau**

If you are going to launch a business that is related to the Spa industry in anyway - the **SPATEC** event is a must!

**Innovative Body Science, Peggy Sprague**

I think **SPATEC** is very effective and efficient way to create new business opportunities and meet people you may not have the opportunity to meet with under other circumstances.

**Kerstin Florian, Julie Andrews**

Great way to meet true decision makers.

**Magic Tan - UV-free spray tanning, Jim Beno**

Every minute is time well spent, whether it is at a 20-minute meeting or eating breakfast. At tradeshow, you just cross your fingers and hope that buyers will show up.

**Nautilus Inc, Mary Suhr**

Quality platform to maximize exposure and business, time saving.

**Nufolia International, Rima Ariss**

**SPATEC** allows us, as a vendor the opportunity to not only make worthwhile contacts with our clients but also a great opportunity to meet our fellow vendors and industry co workers.

**Phytomer Corp, Jeremy Christiansen**

Spatec is worth all the shows in the US - It brings the products in front of the decision makers. Excellent idea.

**Somme Institute, Michele Mas**

**SPATEC** was a great opportunity to meet New Spa Directors and visit with existing. Overall, this show is our most valuable.

**Sonya Dakar Skin Care, Paula Cramer**

This was our 2nd **SPATEC** event. We came with a specific strategy and stayed focused. Every objective was met and we found some great relationships.

**Spa Central, Charlie Slater**

**SPATEC** is a great format to meet people – and at the end of the day, business gets done. To the core, SpaTec has remained invaluable to building relationships that are lasting and profitable.

**Spa Revolutions, Melissa Mao**

Great way to create successful, lasting partnerships!

**SUNDÁRI, Lisa Stolov**

**SPATEC** 2007 was the best networking event I've attended.

**Sunlight Saunas, Bailie Whitford**

As a young company **SPATEC** offers the best opportunity to build lasting business relationships and friendships. The one-on-one meetings and opportunities for networking are incredibly effective.

**Susan Posnick Cosmetics, Susan Posnick**

A great and valuable alternative to the traditional tradeshow definitely worth the investment. Great job selecting the representative buyers and vendors, and promotion of synergies between both.

**The Universe Knows Inc, Ron Dinehart**

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# SPATEC Spring<sup>08</sup> PROVISIONAL SCHEDULE

There will be two **SPATEC** events in 2008 in response to the growing demand from the industry. Different buyers will be invited to each event. Vendors are invited to attend both. However as always there will be a limit to the number of companies allowed to attend from each product / service category. Once this quota is full no more bookings will be permitted in any given category.

## SPATEC SPRING – February 27 to March 1

at the Ritz-Carlton Huntington Hotel & Spa, Pasadena, CA

### Wednesday February 27

All day	Arrival of all delegates
7:30 pm	Welcome Dinner for all

### Thursday February 28

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
18:30 - 19:30	Drinks Reception – free networking evening

### Friday February 29

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 March 1

Free day to enjoy resort and departure of delegates

### SPATEC Office

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**Tel:** +44 (0)208 547 9830 **Email:** info@spatecna.com www.mcleaneventsinternational.com

# SPATEC Fall<sup>08</sup>

## PROVISIONAL SCHEDULE

**SPATEC FALL – September 25 to September 28**

**at the Chateau Elan Winery & Resort, Braselton, GA**

### Thursday September 25

All day	Arrival of all delegates
7:30 pm	Welcome Dinner for all

### Friday September 26

7:30 - 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
18:30 - 19:30	Drinks Reception – free networking evening

### Saturday September 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

### Sunday September 28

Free day to enjoy resort and departure of delegates

### SPATEC Office

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# MCLEAN EVENTS AROUND THE WORLD

Please indicate below which events may be of interest to you and fax this back to **954 942 7077**



**SPATEC Spring<sup>08</sup>**  
North America

**North American Spa & Beauty Industry**  
February 27 – March 1  
The Ritz-Carlton Huntingtondon Hotel & Spa, Pasadena, CA  
[www.spatecna.com](http://www.spatecna.com)



**SIBEC<sup>08</sup>**  
North America

**North American Health & Fitness Industry**  
September 18 – 21  
Westin Stonebriar, North Dallas, TX  
[www.sibecna.com](http://www.sibecna.com)



**HOTEC Operations<sup>08</sup>**  
North America

**North American Hospitality Industry –  
Operating Supplies and Food & Beverage**  
March 13 – 16  
Westin Stonebriar, North Dallas, TX  
[www.hotecna.com](http://www.hotecna.com)



**SPATEC Fall<sup>08</sup>**  
North America

**North American Spa & Beauty Industry**  
September 25 – 28  
Chateau Elan Winery & Resort, Braselton, GA  
[www.spatecna.com](http://www.spatecna.com)



**SPATEC<sup>08</sup>**  
UK & Europe

**UK & European Spa & Beauty Industry**  
April 23 – 26  
InterContinental Aphrodite Hills Resort Hotel, Cyprus  
[www.spateceu.com](http://www.spateceu.com)



**HOTEC<sup>08</sup>**  
Europe

**European Hospitality Industry**  
October 15 – 18  
Le Meridien Lav, Croatia  
[www.hoteceu.com](http://www.hoteceu.com)



**SIBEC<sup>08</sup>**  
UK & Europe

**European Health & Fitness Industry**  
Date TBC  
Venue TBC  
[www.sibecuk-euro.com](http://www.sibecuk-euro.com)




**Middle East Hospitality Industry**  
May 10 - 12  
Shangi-La Barr Al Jissah, Oman  
[www.hotecme.com](http://www.hotecme.com)




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



**HOTEC Design<sup>08</sup>**  
North America

**North American Hospitality Industry –  
Design & Development**  
June 12– 15  
Chateau Elan Winery & Resort, Braselton, GA  
[www.hotecna.com](http://www.hotecna.com)

## Your Contact Details: (Please print clearly)

Company: .....

Name: .....

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