

Gostelow Report Live

exclusively for ILTM/Reed Travel Exhibitions

SPECIAL REPORT

Shanghai, June 6, 2017

Today, tomorrow and Thursday, **Gostelow Report Live** – at the request of Reed Travel Exhibitions, organiser of ILTM - gives inside stories on the personalities and happenings here in Shanghai. This year there are 462 exhibitors (from 53 countries), of which 43 are new 'Main Stand Holders'. There are also 469 hosted buyers (from 18 countries), 272 of them new to ILTM Asia: 186 of the buyers are from China, 77 from Australasia, 35 from Hong Kong, 28 from Singapore (a 47% hike over 2016) and 143 from the rest of Asia. In all, over the three days of meetings, there will be more than 26,000 pre-scheduled, mutually-matched appointments, up 6% year on year • These meetings promise invaluable contacts, and business for all. Looking ahead, by the way, the experience will be even more valuable. As Alison Gilmore revealed at yesterday's eventful Forum, **as of 2018 Shanghai will have its own national-international show, more niched than ever**. Just as *Cap Gemini World Wealth Report 2016* shows that HNWI numbers leapt by 16.2% in China, the largest gain of any country, so **ILTM China** will be repositioned specifically to bring Chinese luxury travel planners and buyers to meet with international exhibitors of luxury products and services. As part of the re-positioning, **ILTM Asia** will become **ILTM Asia Pacific** and will move to Marina Bay Sands, Singapore - note its date, now, May 21-24, 2018.

Here, however, we are celebrating 2017. Let us talk China. *The Economist* says in 2016 there were 2.6 million Chinese visitors going just to the USA, but as we know China travels to the world. One advisor to top outbound clients Wu Lin, of **SunPala China**, personally loves Africa, especially Kenya. When organising client trips, she uses different brands for each location. For Bhutan, where she hosts Gross National Happiness meetings with Thimphu decision makers, it's **Amankora**. When taking Cartier China's top 20 customers to Japan, it's **Four Seasons Tokyo**, and **Mandarin Oriental Tokyo**. By contrast, during last month's Dragon Boat holiday she pitched ten pop-up tents in tea plantations an hour from Shanghai. SunPala's customers, incidentally, are typically 40-65, but Wu Lin also owns the mydaydream.com millennial platform.

Young-at-heart of all ages await the late 2017 opening of **The Murray, Hong Kong, a Niccolo Hotel**, under flamboyant MD Duncan Palmer. The 336-room conversion of Cotton Tree Drive's famous 1960s Murray building includes a 26th floor rooftop pool, and a 2,250 sq ft Murray Suite: the André Fu-designed indoor-out Guo Fu Lou will be run by trendy Fook Lam Moon Group, 2017 regional restaurant of the year (World Gourmet Summit). Under CEO Jennifer Cronin, Niccolo's portfolio is led by **Niccolo Chengdu**, GM Adriano Vences – get a room overlooking the single-height Tai Koo Li retail-dine 'village', futuristic Apple Studio through to giant Zara. Coming up are **Niccolo Chongqing**, 252 rooms, late 2017; **Niccolo Changsha**, 243 rooms, 2018, **Niccolo Suzhou**, 132 rooms, 2019.

Celso do Valle opened Oetker Collection **Palácio Tangará São Paulo** on May 1st, 2017 – it's a brilliant 150-room conversion of a 1940s mansion. The spa is Sisley, food by Jean-Georges Vongerichten. Elsewhere, Oetker has a Michelin star at **Château Saint-Martin & Spa**, chef Jean-Luc Lefrançois: this French Riviera hotel, with beautiful gardens, also highlights such artists as photographer Kiki Kausch, and contemporary glass designer Antoine Pierini • Oetker also stresses wellness. In London, the **Lanesborough Club & Spa**, opened in March, offers Ila and La Prairie, plus Anastasia Achilleos facial therapy, Pure Massage treatments – and Bodyism fitness, led by James Duigan • In California, the **City of Beverly Hills** hosted Duigan, plus super-model Christie Brinkley and other celebs, to launch its cleverly-named City of WELLTH campaign (come here to experience a holistic approach to wellness, is the message of Beverly Hills' marketing CEO Julie Wagner). As well as menu highlights on several of Beverly Hills' ever-popular restaurants, hotels have stay-and-be-pampered packages. One of the participating hotels is **Beverly Wilshire Beverly Hills, a Four Seasons Hotel**, still attracting many visitors because the Richard Gere-Julia Roberts movie *'Pretty Woman'* was largely shot here. The hotel's GM, Ben Trodd, is making his first-ever trip to Shanghai. Rodeo Drive is literally just across Wilshire Boulevard – expect Chinese welcomes, and Mandarin-speaking chefs to suggest local restaurants, and, come January 28th, 2018, there will be a magnificent party to reveal, real-time, the Grammy's taking place back in New York's Madison Square Garden • Expect daily parties at **Four Seasons Beijing** when its amazing Equis multi-spot eatertainment theatre opens July 15th. From late afternoon through to 2 a.m, inside golden or Art Deco rooms, plus adjacent outdoor courtyards, will include crudo, Mediterranean and noodle cuisine, whisky walls and cocktails by Proof&Co (there's also a members' room). The main hotel boasts one of *Travel+Leisure's* top-50 chefs and restaurants in China, Nielo Turco at Mio, arguably the most stunning flowers in Asia, an onsite resident artist, and GM Andrew de Brito's O'Quirey footwear – book any suite for access to the 26th floor Club • **Four Seasons Tianjin**, now five months old, is run by another sartorialist, Byron Chong: stay here for city-centre retail and pre-Boxer Concession buildings, stunning Rochon-designed bedrooms (-08 corner suites are best), Australian and New Zealand wagyu, more Proof&Co cocktails, and Flora's foot reflexology • **Four Seasons Gresham Palace, Budapest** (GM Yves Giacometti) has Omorovicza in its spa – and it sells an Omorovicza Fizz in outlets – Floraison gin, Grand Marnier, lemon/lime juices, apricot jam and marmalade, sage, almond, egg white and sparkling wine.

The always-loved Valentina De Santis, Managing Owner of the 90-room Grand Hotel Tremezzo, on Lake Como, has added a Venetian Lancia boat, named for her grandfather, nicknamed Batt. She's relaunched her modern trattoria, L'Escale, and is thrilled that the 1700-vintage Villa Sola Cabiati, former home of the Serbelloni family, is now exclusively available for her special events,

say dinners and parties as well as casual barbecues, picnics, and even kids' treasure hunts • **The Grand Hotel Minerva, Florence**, has family rooms and suites that sleep up to six – one 1,200 sq ft two-bedroom suite has original 19th century murals, and a balcony overlooking the Piazza Santa Maria Novella. Originally opened as **Locanda della Minerva** in 1869, the 97-room hotel (GM [Filippo Burroni](#)) has just finished its latest top to toe refurbishment: there's a sixth floor swimming pool with bar and loungers, and two restaurants.

At **Soneva Jani**, in the Maldives, learn glass art (all villas, one- to four bedrooms, are over-water, connected by sometimes-long raised boardwalks - The Den kids' club has a pirate ship) • At **Fortevillage Sardegna**, run by football-mad [Lorenzo Giannuzzi](#), sports-crazy youngsters can play football, or rugby, with [Austin Healey](#) – you also have cricket, cycling, go-karting, tennis and a range of watersports. The 63-acre beach-set complex holds seven hotels (Villa del Parco, a Leading Hotel, is handy for the six-pool thermae spa, and for celebrity physio). Dine Asian, Italian, international or celebrity, think cooking lessons. There's Michelin-starred dining, plus a beautician, on the resort's own-branded B-737 private jet • At Interlaken's **Victoria-Jungfrau Grand Hotel & Spa**, joint GMs [Urs Grimm](#) and his wife, ski in winter and hike-walk summer: face across alpine pastures to the peaks of the Jungfrau (the 2,100 sq ft Tower Suite 502 not only gives you fabulous views but a summer-only outside terrace). There's a watch concierge, and an amazing Olympic-sized in-conservatory pool with outdoor connecting vitality pool.

[Mark Hehir](#), as co-owner and GM, Small Maldives Island Company's 58-villa (and eight houses, up to eight bedrooms each) **Amilla Fushi** and the 125 villa **Finolhu** private island resorts, stresses inter-action between them – it is only a few minutes by speedboat. Between them are beach clubs and festivals, retro-1960s amusements like funky VW vans – unlimited selfie opportunities – and such fine dining as [Gordon Ramsay](#), or 1 OAK, and Bodyism wellness, water exploration in the UNESCO Biosphere of Baa Atoll. This is fun, young-at-heart, amaze your friends back home • More Ramsay, either Michelin finesse or brasserie simplicity (try the onion rings, presented as sculptures on vertical C-shaped stands), at **InterContinental Grand Bordeaux**, new GM [Thomas Bourdois](#). Front rooms face across place de la Comédie to the theatre: dance the evening away at the summer-only rooftop Night Beach, closing 1am. Wine concierges suggest escorted trips to Haut-Brion, Margaux, Yquem • In Beaune, premium room at 65-key **Hôtel Le Cep** is the newly-renovated, [Christian Lacroix](#)-themed 430 sq ft Vergelesses Suite, #215. Enjoy private tastings in the 1570-vintage courtyard of Hospices de Beaune Cuvée with hotel owner/GM [Jean-Claude Bernard](#) • Further south, **InterContinental Marseille-Hôtel Dieu** is three hours from Paris on the new TGV line. Dine outside at the max-six-seat garden table, looking across the harbour and up to the floodlit Notre-Dame de la Garde, designed by [Henri-Jacques Espérandieu](#) in 1864. Must-try from Michelin-starred [Lionel Lévy](#) is his unique deconstructed bouillabaisse.

[Tony Costa](#) moves this week from **Mandarin Oriental Hong Kong** to run the splendid **Wynn Palace Macau** – it may have 1,700 bedrooms but, he says confidently, he'll inject Forbes Five Star-type personalisation. It has 13 dining choices, plus cross-signing, say at sushi-tempura-teppanyaki Mizumi, at sibling Wynn Macau • New **Mandarin Oriental Hong Kong** GM's [Pierre Barthès](#), who's replaced at **Mandarin Oriental Shanghai** by [Clemens Hoerth](#) (to help super-active CEOs working on New York time, and jet-laggers of course, Mandarin Oriental Shanghai is truly 24/7, offering round-the-clock indoor pool, Technogym fitness and second-floor Club, with full food/drink at any hour) • [Michal Smejč](#) is new GM of **Velaa Private Island, Maldives** (it's owned by his brother). The three year-old resort reopens June 25th, 2017, after a soft refurbishment, and additions include the nation's first Tandem Jetovator • **Andy Chang** is, as of three weeks ago, GM of **Park Hyatt Sanya Sunny Bay Resort**: at this architectural gem (architecture and interiors by [Jean-Michel Gathy](#)), get a suite overlooking the 450-foot outdoor lap pool and beach – other insider suggestions include trying the mouthwatering Hainan wagyu beef, exclusive to the hotel, and reserving time for Sanya's only indoor pool, where the seven cabanas all have private onsens. A 12-room spa, with integral Technogym, opens July 2017 (it'll be shared with the forthcoming Andaz Sanya Sunny Bay Resort, also owned by art connoisseur [Caleb Wang](#) and family).

Regent Seven Seas, under forward-thinking President/CEO [Jason Montague](#), offers complimentary social media tuition, with experts both onboard and on shore excursions – learn selfies, editing-filtering, creating videos, plus updating privacy settings and hints for Facebook and Twitter • LinkedIn's increasingly used by China's luxury industry to reach potential domestic business (**St Regis Beijing** still finds WeChat top, however, and a big draw is free tastings of different Bloody Marys towards the end of its daily afternoon tea service) • There's still traction for traditional media – at **Baccarat Hotel New York**, GM [Hermann Elger](#), here at ILTM, rooms have real white-feather quill pens, and the hotel's library has 250 white leather-covered books, each dated for one year since Baccarat glass was first blown (interiors are deliberately empty, for guests to write love messages). Although Baccarat hotels remain in the hands of [Barry Sternlicht](#)'s Starwood Capital, Baccarat, the crystal product, changed hands last Friday – Starwood Capital, working with Catterton Partners and [the Arnault family/LVMH](#), sold on to Beijing-based Fortune Fountain Capital, a mighty conglomerate whose fashionista CEO, [Coco Chu](#), characteristically sang and danced at the last AGM, at Beijing Marriott Hotel Northeast, January 20th, 2017. Back to New York: don't miss Baccarat Hotel's stunning bar, or the 55-foot basement pool – and, what service, a post-swim glass of water comes, naturally, in Baccarat.

The **Marriott International** family, now 30 brands, is deeply into service, and experiences: some JW Marriotts partner with The Joffrey Ballet for natural poise and grace and, globally, the company has bought into experiences start-up PlacePass. Both Marriott and Starwood fans have, also, been wondering about loyalty programmes. For a start, Club Marriott, launched last Thursday, offers stay, and dining, benefits, over 200 hotels across 13 Asian nations in Asia. President Asia Pacific [Craig Smith](#), whose portfolio includes 25 Ritz-Carltons and 18 St Regis hotels, says 2017 is shaping up to be a great year. **St Regis Shanghai**, GM [Chris Tsoi](#), tonight hosts [the official ILTM party – it starts at eight](#), don't be late for this very important date. **See you there!**
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