

Dining: Wines take centre-table







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The Tiger Groove Corbett



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> A recent study by STR on the Goa market reveals that demand for hotel rooms in Goa took a dip in FY2018, primarily due to fall in tourist arrivals, both domestic and foreign, in the state

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OBITUARY

Kulwant Kohli, owner of Pritam, passes away



Lange Metholi, a former sheriff of Mumbai and the legendary hotelier who introduced the city to butter chicken through his Dadar-based legendary eatery Pritam, passed away on July 17, 2019. He was 85. The history of Pritam goes back to pre-Independence India, set up in 1942 by Rawalpindi entrepreneur Prahlad Singh Kohli – Kulwant's father.

Kohli was known to go out of his way to help struggling actors of the time. A meal then would cost ₹19 and ₹38 for two. When Pritam was refurbished as an air-conditioned restaurant in 1975, it was the legendary Raj Kapoor who inaugurated it. Over the years, the iconic eatery was patronised by Dilip Kumar,

Manoj Kumar, Sanjeev Kumar, Raj Kapoor, Raaj Kumar, Sunil Dutt, Dharmendra, Rajendra Kumar, Dev Anand, Jagjit Singh, Anand Bakshi, Shanker Jaikishen, Chetan Anand, Kamal Amrohi, BR Chopra, Yash Chopra and many more who craved North Indian cuisine, and would regularly frequent his joint.

The family, over time, expanded the business by adding a typical Punjabi-style *dhaba*, a fine-dining, the four-star residential Hotel MidTown Pritam to its kitty. Kohli also ventured into the film industry with Sangeeta Films Corporation, which acquired the world distribution rights for some of the most popular films of the era such as 'Pakeezah' and 'The Burning Train'.

Remembering a gentle soul...

My adored Kulwant Singh ji Kohli, a legend and an industry veteran, was a colleague I admired when I joined the executive committee of HRAWI in 1995. He was a patient listener who'd only give his verdict after he'd have heard everyone. I always looked up to him as one of the most immaculately attired, learned men. Till the last time I met him at our HRAWI Scholarship Trust meeting, his greeting embrace would always be one of a huge built man, a tight *jhappi* that we Gujaratis are unaccustomed to, which invariably took out an unexpected 'Umph' from our ribs, when he with his twinkling eyes, gestured through his designer glass frame, a wink for an acknowledgement of being a part in his family! He was a path-breaker in many ways - their community of Punjabis and Sindhis were always predominantly triumphant owners of our trade establishments, regularly had kitty parties on rotation at each other's residences. Not being a bird of the feather, I was brought in by him. He was the first hotelier to break that tradition in inviting my wife and me to their home. Though I longed to, but never had him as my senior President. He was overwhelmed when I congratulated him on the eve of Gurbaxish taking over as the HRAWI President six years after me. God has stopped making such noble hearts."

Kamlesh Barot
Director, Vie Hospitality



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Sarovar to add properties in **West India**

n a bid to expand its footprint in India, Sarovar Hotels & Resorts has plans to come up with 16 properties by the end of 2019. The upcoming hotels will be categorised under three brands— Sarovar Premiere. Sarovar Portico, and Hometel Suites. These hotels will be located in multiple destinations which include Goa, Dehradun, Ahmedabad, Bengaluru, Udaipur, Junagadh, Dahisar, Dibrugarh, Morbi. Jammu, Bodh Gaya, and Dindi among others. Amongst the 16 hotels, the majority will be under the Sarovar Portico brand. With this move, the group will add approximately 970 rooms.

37 agencies get Letters of Intent from MoT for 'Adopt a Heritage'

The Ministry of Tourism has so far issued Letters of Intent to 37 agencies under its 'Adopt a Heritage' project that is in collaboration with Ministry of Culture, Archaeological Survey of India (ASI), as well as state and Union Territory governments. Speaking about the move, Aashima Mehrotra, Director, Ministry of Tourism, Government of India, said, "We have come up with a unique concept, 'Vision Bidding', which does not involve any financial bidding and is instead given to the agency with the best vision. So far, we have issued Letters of Intent to 37 agencies for 106 monuments and have signed 11 MoUs."



Shangri-La to open five hotels in India by 2024

 $S_{\text{is targeting to open five}}^{\text{hangri-La Hotels}} \ \ \& \ \ \text{Resorts}$ more hotels in India 2024. Shangri-La has two hotels in the country, in Delhi and

Bengaluru, and is scouting for various locations including Mumbai, Goa, Kolkata and Hyderabad, said its Executive Vice President for the Middle East, India & Indian Ocean, **John Northen**. "The important thing for us is to find the right partner. Our two hotels in India are also under a management contract," he added.

Goa declares war on plastic

oa Tourism Development Corporation (GTDC) has announced the elimination of plastic bottles/cups/straws, starting this practice from its

towards environment protection and in reducing plastic waste which has become a bane in the state. Growing plastic waste is a major concern and it is important

water filters will be installed at the tourism head office and Residencies. Water will be served in metal or glass bottles which will be re-fillable.



headquarters to its hotels (GTDC Residencies) across the state. Dayanand Sotpe, Chairman of GTDC, said, "This decision will go a long way in contributing

keep our environment plastic-free." This decision was taken at a recently-held GTDC board meeting. It was decided that water dispensers

Sopte added, "We at GTDC have taken on this campaign from the head office first and all our Residencies will execute this within the next three months so that we can play a significant role in the endeavour to conserve the environment. This decision of banning use of plastic items will help towards creating an environmentally sustainable tourism sector."

Plastic bottles are among the major plastic items used in the tourism industry and they alone contribute to over 20 per cent of plastic pollution in the oceans. GTDC's Residencies across the state will phase out the use of plastic bottles, plastic cups, and straws in the next three months.

Gujarat plans heritage tourism policy

The Gujarat government is working to take out a heritage tourism policy, while focusing on attracting foreign tourists, said Jenu Devan, Managing Director and Commissioner of Tourism, Gujarat Tourism. "At present, there are 33 heritage properties. With the implementation of the policy, more properties will come within the tourism map," he said, adding that two prominent tourist sites, Somnath and Dholavira, will be developed into iconic tourism destinations as part of Central government's Swadesh Darshan Scheme.

Devan added that the state registered 14 per cent growth in number of tourists in 2018-19. "In 2016-17, the tourist inflow was 4.48 crore and the same went up to almost 5.8 crore in 2018-19," he shared.

Pride plans new brand for millennials

Pride Group of Hotels is scaling up its operations to focus more on 'Pride Hotels' and 'Pride Resorts' brands that are moderately priced, upscale, full-service business and leisure hotels. The group is also coming up with the new brand exclusively focused on millennial customers. The hotel chain has plans to open a 300-room property in Goa, besides expanding its presence in Guwahati, Panipat, and Nashik later this year. It also plans to add 75 rooms and 50 rooms at its five-star properties in Nagpur and Pune, respectively. Pride Hotels is also in advanced talks with a hotel property in Mumbai to run under a management contract.

Announcing the developments, **SP Jain**, Managing Director, Pride Hotels, said, "We are pleased to



announce major expansion plans nationally, primarily targeted towards Tier-II and III cities that translate into vast business potential. Pride Hotels presently owns and operates 16 hotels nationally. By 2022, we plan to double the number of properties to 30 with over 3000 luxury rooms, to emerge as a leading national hotel chain in the country. Most of the new properties will be under

management contracts. We will soon be launching a new brand to cater exclusively to the growing demands of millennial customers, one of the biggest segments in the hospitality industry."

Government mulls audit of food service aggregators

In a meeting called by the Department for Promotion of Industry and Internal Trade (DPIIT), representatives of Federation of Hotel & Restaurant Associations of India (FHRAI) presented the issues and concerns of the restaurant industry caused by the deep discounting and predatory pricing practices of Food Services Aggregators (FSAs) on their trade. The government has agreed to look into issues including building of services, data marking, hybrid models, transparent algorithms of FSA portal, and exclusivity among others. FHRAI has expressed reservations to DPIIT's proposal of placing FSAs and restaurants together as part of the same industry and has proposed solutions to regularise the operations of the FSAs which



presently are cannibalising the market by sheer strength of discounting model of business. Officials of the Ministry of Road Transport and FSSAI were also present in the meeting.

"Our foremost appeal to the DPIIT is to advise FSAs to stop the deep discounting of products served or offered by restaurants. We have also brought to the attention of the Ministry of Commerce & Industry, Government of India, the floating of impractical, unaffordable, and unconscionable discounts by FSAs. Discounting a product by 50 per cent and other similar offers is causing loss of image to individual restaurants and distortion of the market scenario. At present, FSAs demand commissions between 20 and 30 per cent, adversely affecting the revenues, business, and livelihood of the owner of a restaurant. would request government to rationalise the commissions to be in the range of 5-10 per cent," said Gurbaxish Singh Kohli, Vice President, FHRAI and President, HRAWI.

Indore gets its first flight out of India



The first international flight from Indore's Devi Ahilya Bai Holkar airport departed for Dubai on July 15. This non-stop flight of Air India, operating a 162-seater A320 Neo aircraft, will fly directly to Dubai on Monday, Wednesday and Saturday, and return from there on Tuesday, Friday and Sunday, informed **Ashwani** Lohani, Chairman & MD, Air India. "The flight will fulfil a longstanding desire from the travel fraternity for direct connectivity to the Gulf," he said.

GTDC board reconstituted

oa Tourism Development Corporation (GTDC) has reconstituted its board and appointed 12 directors. Dayanand Sopte, who is also one of the appointed directors, will continue to be the Chairman of GTDC, according to its Article of Association. Ashok Kumar is Secretary Tourism, Goa;



Nikhil Desai remains Managing Director; Sanjiv Gadkar is Tourism Director; and Savio Messais is President, Travel and Tourism Association of Goa.

Regenta & Royal Orchid Hotels announce plans for three new properties

Regenta & Royal Orchid Hotels have signed up three new properties, in North Goa, Noida (Uttar Pradesh), and Belagavi (Karnataka). All three properties are scheduled to open within the next two months. Of the three new openings, two properties (in Goa and Noida) will be positioned under the Regenta Central brand while the one in Belagavi will be positioned as a Regenta Resort.

The new hotel in Goa marks the group's foray into the tourist-intensive and high-demand area of North Goa, and further strengthens the group's presence in the destination where two resort properties are currently operating. The Regenta Central Noida will be situated within the city-centre area, close to



the Delhi Metro line, and will feed a strong demand pipeline originating from industrial companies and IT parks which are in close proximity.

Located on the old Belagavi-Goa route, Regenta Resort Belagavi will feature contemporary rooms and cottages and will serve business as well as leisure guests, while also providing contemporary banquet and open spaces for weddings and events.

Chander K Baljee, Managing Director, Regenta & Orchid Hotels, said, "Our new openings are exactly in sync with our growth plan to reach 100 hotels. Through we'll these launches, strengthening our portfolio both in terms of geographical reach and diversified offerings. These hotels will help us play-out our Regenta brand architecture. The properties are being beautifully designed and feature contemporary amenities which guests will love. All our hotels will offer our distinctly warm Indian hospitality."

Goa's first vegan bar at Novotel Dona Sylvia

The beachfront property of Novotel Goa Dona Sylvia Resort has launched Goa's first vegan-friendly cocktail bar at their signature Mario Miranda-painted lobby bar, Amalia. With an emphasis on natural wines and a wide range of vegetable-based cocktails, the culinary team ensures of drawing in ingredients like beetroot, mushroom and more. Executive Chef Jerson Fernandes and his team have curated an array of vegan dishes. The vegan bar not only ensures taste but also focuses on texture and quirky presentation, using fresh and organic ingredients from the property's very own vegetable and spice garden. Fernandes says, "My intention here is to define vegan in a way that maximises its power to encourage people to embrace plant-based lifestyles."



Lemon Tree enters Mumbai with upper midscale brand

emon Tree Hotels recently held an exclusive preview of Lemon Tree Premier-Mumbai International Airport, to showcase their new hotel which will launch in the city shortly. This will be the second

city in Maharashtra, after Pune, with a Lemon Tree Premier and the third city in Maharashtra, after Aurangabad and Pune, where the group will operate. Once this hotel will open, Lemon Tree will run 5,800 rooms in 57 hotels across 34 cities,



making it India's largest hotel chain in the mid-priced hotel sector. Located in Mumbai's business hub of Andheri East, this new-age hotel will offer 303 rooms and suites, and target both business and leisure travellers as well as the local corporate segment in India's business capital. It will also provide over 3100 sqft of contemporary meeting space, including large conference rooms and a business centre.

IHCL partners with ESSEC Business School

Indian Hotels Company (IHCL) has launched a scholarship in partnership with ESSEC Business School in France as part of its continued commitment to bolstering learning and development for its employees. As part of the initiative, two deserving IHCL employees each year would be sponsored for a 21-month, fully-paid MSc in Hospitality Management at the ESSEC Campus in Paris. This initiative has been launched

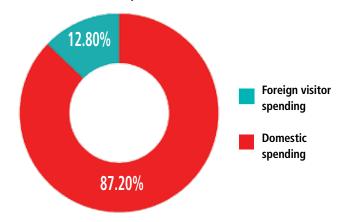
for a three-year period and may be renewed further.



Speaking on the initiative, **Puneet Chhatwal**, Managing Director
and Chief Executive Officer,
IHCL, said, "Our collaboration
with ESSEC Business School is a
vital step in that direction and in
line with our vision to create
future leaders for the global
hospitality industry and build
a talent pipeline."

Domestic spending more than foreign tourist spend

Areport by India Brand Equity Foundation, titled Tourism & Hospitality, revealed that domestic tourists will lead the growth of tourism in terms of spending. The share of foreign tourist spending in 2018 was 12.8 per cent, while that of domestic visitor spending was 87.2 per cent, which was 74.4 per cent more. The report also estimated the domestic travel revenues at \$215.38 billion in 2018, which is anticipated to further increase to \$405.8 billion by 2028.





Celebrating service

Hotels Group, participated in the brand's novel initiative 'Celebrate Service Week' to express gratitude to its employees for their diligence and dedication to providing outstanding service to guests. The event was dedicated to celebrate their real asset – their people – and their success, the unique place they hold, and celebrate employee relations. The activities

were organised as part of the countrywide celebrations with the theme 'Feel Valued'. Employees at the upscale hotel came up with a series of entertaining activities such as camping, masquerade ball, dancing and singing competitions, a treasure hunt and similar fun sessions. The high point of the festivities was the gala night. The celebrations were highly effective in promoting team bonding.





Green is the right way

Environmental issues are a prime concern nowadays and to work towards curbing soil erosion and pollution, **Sanjay Saxena**, Director of Radisson Blu Pune Hinjawadi, participated in a tree plantation drive along with Mahindra Accelo, a subsidiary of Mahindra & Mahindra, and other corporates. This was done in Shivajinagar, Pune. Also present at the event were **Saurabh Rao**,

Commissioner, Pune Municipal Corporation; **Millind Deouskar**, Divisional Railway Manager; **Prafulla Chandra**, Additional Divisional Railway Manager; **Suneel Kamthan**, President, Kaystha Parivar Pune and **Diwakar Srivastava**, Chief — Commercial, Mahindra Accelo. During the drive, guests and organisers pledged to plant 1000 saplings.





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delegation of Hotel Restaurant Association Western India (HRAWI) led by President **Gurbaxish** Singh Kohli, recently met with Devendra Fadnavis, Chief Minister of Maharashtra, to present the hurdles faced by the hospitality industry and discuss the way forward.

HRAWI meets Maha CM



The team emphasised on the benefits the State would reap with the creation of **Special Tourism** Zones

HRAToday Bureau

The aim of the meeting between HRAWI and the Chief Minister was to put forward to the government points on how it could tap the tourism and employment potential this industry provides. The discussions pivoted around the critical issues faced by the hotel and restaurant industry, and the CM was presented with a docket outlining suggestions and the scope for promoting hospitality employment, foreign exchange accruals, and tourism for the state.

Also present in the meeting were Sherry Bhatia, Vice President, HRAWI; Vivek Nair, Member of Honour, HRAWI and Chairman & Managing Director, Hotel Leela Kempinski; Kamlesh Barot, Past President, FHRAI and Tejinder Singh Renu, HRAWI co-ordinator for Nagpur.

"In the meeting, the team focused on presenting to the honourable minister the need to fully actualise 'ease of doing business' through the singlewindow clearance system. The team also emphasised on the benefits the State would reap with the creation of Special Tourism Zones backed by hospitality's presence, and deliberated with him the specific problems faced by many hotels and restaurants in Tier-I and II cities of Maharashtra. The CM acknowledged the fact that HRAWI pioneered conducting FSSAI's FoSTaC programmes which trained and certified over 1200 hospitality professionals in food safety. He also appreciated the Association for supporting the State's ban on use of plastic across all its member hotels and restaurants as well as for our contribution in Swasth Bharat's Eat Right Movement," said Kohli.

Of the several points presented to the CM, the team highlighted the need for bringing enterprises including Airbnb, IIBB, OTAs, and homestays under the organised sector. It also brought to the CM's attention the fact that the industry has yet to receive industrial rates post being granted an

industry status. While discussing issues related to Excise, the team informed the CM about the exorbitant transfer fees for liquor licence and requested for reduction of dry days, as well as for implementing online renewals and one-day licences. The team also discussed matters related to renewable energy and ways to maximise the utilisation of solar power in the hotel industry.

"We have informed the CM about the USPs this industry boasts of, as well as the accolades HRAWI brings for the state, but not without the hurdles that hotel and restaurant members have to face, specifically about the points related to the departments of Tourism, Excise, Home, Urban Development, Collector's Office, BMC, and CFO. Post our briefing, the CM has assured us a resolution on most issues and has called for a joint meeting, with the Chief Secretary of the State and his departmental secretaries from each of the above departments for resolving each of their specific issues one by one, in his presence," added Barot.

In addition to the points discussed, the delegation also submitted recommendations dedicated to improving the tourism infrastructure of Aurangabad – the tourism capital of Maharashtra. Points included suggestions on bettering air, rail and road connectivity; infrastructure conservation, creation and maintenance; and the need for destination regeneration.

Kohli added, "We are delighted with the CM's immediate call for action and the support we have received from the entire departforex earnings with a member's base of employees last estimated by the HRD Ministry at 17 million.

"Both the State and the Central government have been vocal and proactive towards the upliftment of the hospitality and tourism sector. Ever since the Honourable Prime Minister, Shri Narendra Modi, took the mantle of developing Indian tourism, there has been tremendous impetus on

Points discussed

- Actualise ease of doing business through single-window clearance
- Problems faced by hotels and restaurants in Tier-I and II cities
- Bringing enterprises, including OTAs, under the organised sector
- Exorbitant transfer fee for liquor licence
- Maximising utilisation of solar power in hotels

ment. We thank the Chief Secretary, Ajoy Mehta, for expediting the meetings between various departments and HRAWI."

HRAWI, with members across Maharashtra, Gujarat, Madhya Pradesh, Chhattisgarh, Goa and the Union Territory of Daman & Diu, is considered as the voice of the hospitality industry. The industry is the third largest contributor to the country's improving the infrastructure required to support its growth. The PM has reiterated his stance about making tourism and hospitality one of the five pillars driving the economy. The HRAWI is grateful to the Hon. Prime Minister and the Hon. Chief Minister for their vision and commitment towards propelling the growth of hospitality and tourism in the country," concluded Kohli.



It was brought to the CM's attention that the sector has yet to receive industrial rates post being granted an industry status

President on Union Budget 2019-20

The industry expectations were high but the Union Budget has neglected us completely and we are disappointed yet again. While the government wants to give impetus to hospitality and tourism, there is no mention except for the 17 tourist-friendly spots, which we welcome, but will need further details before commenting on it until we know exactly what those spots are. We were expecting reforms in rate slabs of GST, Input Tax Credit, and a definitive step to boost domestic and inbound traffic.

Hospitality plays a vital role in the growth of the economy, therefore, this sector cannot be ignored. It is one of the biggest contributors to GDP, taxes, foreign exchange and most importantly, in generating employment. As per industry reports, total contribution by the travel and tourism sector to India's GDP is expected to increase from ₹15.24 trillion (US\$ 234.03 billion) in 2017 to ₹32.05 trillion (US\$ 492.21 billion) in 2028. The success of Incredible India lies in managing its hospitality and tourism right, and requires policy support. For the programme to be successful, it is paramount

that the notion about the hospitality industry being "elitist" be dropped. Overall, this is a good Budget for the middle and lower class which will help strengthen their income base, but there is nothing for the industry. We will look forward to working in tandem with the finance and tourism ministries in boosting the influx of both domestic and foreign tourists."



HRAWI conducted another seminar for its members in Mumbai, and this time it was with two IT experts talking about how to monetise on Wi-Fi and the perils of cybercrime that hotels and restaurants are exposed to on a regular basis.

Fighting cyber threats

HRAToday Bureau

The Hotel & Restaurant Association of Western India (HRAWI) recently organised a special seminar on 'Information Technology for Hotels & Restaurants' at Hotel Sahara Star, Mumbai. Hospitality professionals from several hotel and restaurant establishments participated in the seminar that was conducted by two experts in the fields of cyber threats, liabilities, managing guest internet services, and revenue monetising models on Wi-Fi.

The first session, on managing guest internet service and revenue monetisation models on Wi-Fi, was conducted by Rajesh Pillai, CEO of Treva Wireless. Session-II focused on cyber threats, liabilities, and ways to safeguard stakeholders in the hospitality industry. It was

conducted by Ravish Jhala, post graduate in e-Business and currently studying hotel and design from planning Cornell University. He is a hospitality consultant in the field of low voltage, up-skill, wireless technologies and security, and has been part of the start-up ecosystem for the last six years.

HRAWI organises several such value-adding seminars from time to time for its members to remain informed and updated on the latest developments in the industry.

"Availability of Wi-Fi in hotels and restaurants is a norm today and is included as part of basic services provided to clients. Tourists staying at a hotel, whether domestic or international, now expect the availability of this service as a default which once upon a time was provided on a

chargeable basis. However, the online world also brings along with it security risks for the establishment. A single potent attack could seriously damage a business and as an implication, may cause a severe financial burden for both the establishment and the guest. It may also affect the brand's reputation and so, protection from possible cyber security threats has become extremely important," said Gurbaxish Singh Kohli, President, HRAWI.

"The IT seminar was impactful and the experts kept it simple and easy to understand for participants. One of the biggest takeaways from this seminar was learning ways to identify potential cyber-related threats and means to safeguard against them," concluded Shail Barot, Chairman, Seminar Committee, HRAWI.





Cotton Stays solutions

Keen on boutique properties located across the western region, Anand & Daughters, the promoters of Cotton Stays, promise hotel owners handcrafted hospitality solutions for sales, marketing, and management of their properties.

HRAToday Bureau

Anand & Daughters of-fers handcrafted hospitality solutions for sales, marketing and management of boutique properties, and has two brands under its umbrella- Cotton Stays and Anandvan Resort. Explaining the ethos of this brand, Puneet Anand, Founder & CEO, Anand & Daughters, says that the brand is much like cotton, the fabric it gets its name from – green, natural, friendly, cool, and perennially popular!

"We only take on handpicked properties that we believe in and look for hotels that are in the mid-scale segment and offer experiential hospitality through local experiences at offbeat locations. We are keen on properties located across the western region. Currently, we have seven

properties under the Cotton Stays brand and they are all existing structures," Anand says.

He adds that through their platform, hotels can reach out to travel agents and tour operators who in turn can showcase their clients unexplored destinations curated with local experiences. "I believe there is huge potential in Maharashtra and a lot of places. unexplored These destinations are so beautiful; they just need to be made comfortable, so good infrastructure is a must. We work closely with hotels to craft innovative hotel concepts, help streamline operations, create memorable marketing campaigns, balance direct and indirect sales channels, and harness the full power of online distribution channels to help hotels make the most of every opportunity," he adds.



We work closely with hotels to craft innovative hotel concepts, streamline operations and harness the full power of online distribution (

Anand also feels that today's traveller is constantly looking for experiential hospitality, so any kind of uniqueness in design and architecture clubbed with functionality is a win-win, and incorporating local designs, local material and involving local artisans surely makes a difference.



Puneet Anand



Aimed at working hospitality executives, this three-month course promises to enable individuals to prepare a business plan and a detailed project report for hospitality units, build a team with a healthy working culture, and transform their learning into entrepreneurial practices.

Be an entrepreneur

Hazel Iain

Institute of Hotel Management (IHM) Ahmedabad in association with Entrepreneurship Development Institute of India (EDII), Gandhinagar, has introduced a three-month joint certification course titled 'Entrepreneurship Development Program' for working hospitality executives. It will be delivered at the IHM Ahmedabad campus and will entail theoretical and practical sessions including case studies, project reports, and business plan for different units in the hospitality sector. Its salient feature is the peer-to-peer learning and interaction amongst fellow learners with entrepreneurial attitude.

Speaking about the course, Dr JK Mangaraj, Principal, Institute of Hotel Management, Ahmedabad, says, "The need was felt for a crash course for entrepreneurship development during a survey we conducted recently. We got a positive response when we floated the idea of the dedicated programme." While 160 hours out of the total 240 hours will be imparted by IHM, the remaining 80 hours will



The course can be pursued by early-stage entrepreneurs, midstage entrepreneurs, and aspiring entrepreneurs in the hospitality industry. The need to offer a programme on entrepreneurship was felt to develop better understanding of the skill and mindset requirements of entrepreneurs. prospective Post completion of the programme, participants would be able to have a better understanding of legal financial implications in the hospitality sector. They would also be able to prepare a business plan and a detailed project report for hospitality units, build a team with a healthy working culture, and transform their learning into entrepreneurial practices. The fee for this is ₹65,000 for three months.

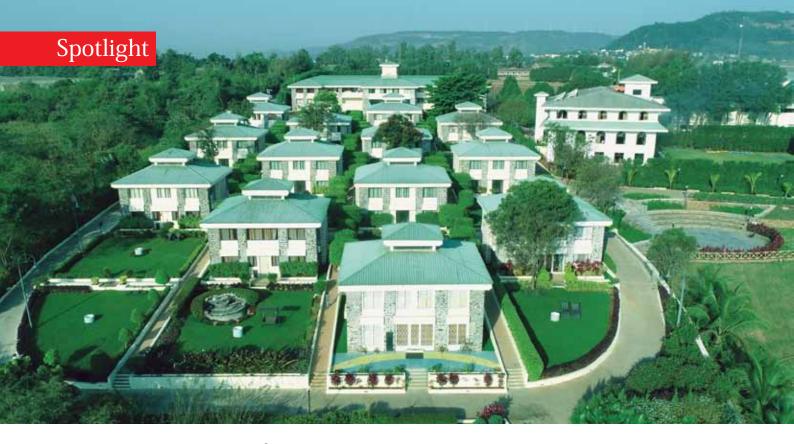
"There have been programmes entrepreneurship, we thought of developing a specific one for the hospitality industry for a longer duration. While IHM will cover the different dimensions of hospitality, EDII will cover the industry's entrepreneurial aspects," shares Dr Mangaraj.



The need was felt for a crash course for entrepreneurship development during a survey we conducted recently



Dr JK Mangaraj



Nature's wellness nest

Offering more than 45 different therapies at its resort and set amidst 150 acres of land, Fazlani Natures Nest might just make Lonavala a hub for holistic wellness in this part of India.

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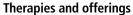
Opened just six months ago in October 2018, Fazlani Natures Nest has made waves in the wellness segment. It offers more than 45 wellness therapies such as equine therapy, Tai Chi, yoga, shiatsu, and Ayurveda. To provide this, it has all therapists -Indian and international – staying at the property. Set amidst 150 acres of land, it has about



80 acres already developed for quests. Almost 30 acres are dedicated to organic farms where it grows its own food. Not just that, the resort also makes its own organic and environmentally friendly soaps and shampoos.

This wellness resort is located between Mumbai and Pune amidst a scenic landscape and a pristine lake which offers breathtaking views and an idyllic setting.

It is in a small place called Takwe, about 30 minutes from the Lonavala railway station. The luxury cottages offer a unique countryside experience with fabulous views of the valley and majestic mountain scenery.



A plethora of offerings are present at the resort, namely horse riding, a pottery workshop, arts and craft activities, a flora tour in one of the largest rose gardens in India, a guided tour across the resort's organic farms, cooking classes, and a bird park that encompasses more than a 100 indigenous feathery species and game birds. From fitness and recovery packages through Ayurveda and naturopathy treatments, guests are offered non-emergency medical support by practitioners that specialise in alternative wellness techniques and physiotherapy treatments.





A plethora of services

Purple Hospitality Services offers not just a range of services related to the hospitality industry but also eco-friendly and organic products that have now become a key element of the F&B segment.

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Purple Hospitality Services (PHS) offers a wide range of hospitality services delivered by experts from the hospitality industry. PHS offers a range of services by a team of professionally qualified and creative persons with a sparkling stream of ideas having vast experience in the field of hospitality solutions. Its founder is Anita Chandran, who is a veteran in the hospitality industry with over 30 years of experience. Having graduated in Hotel Management, she went on to pursue her Masters in Tourism and Hospitality. She has over 32 years of experience to her credit, she spent 10 years in the hospitality industry in a cross-section of departments varying from production and bak-



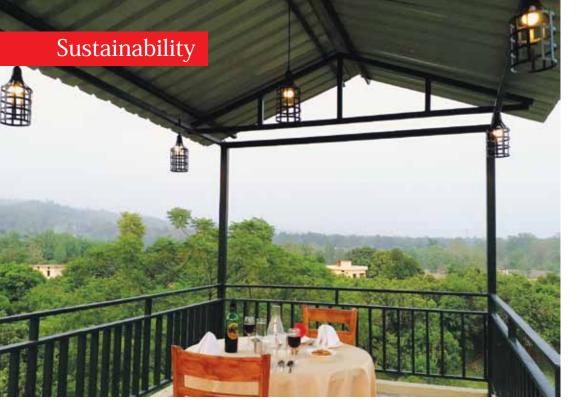
ery to F&B and sales, and was in charge of a route hotel renovation and expansion project.

company's CEO and Co-founder is Ravi Chandran, a seasoned hotelier with over 30 years of experience in an assortment of star category hotels, resorts, and convention centres. He further attained the prestigious (CHA) Certified Hotel Administrator Certification from American Hotels and Lodging Association, USA, and is also a member in Institute of Hospitality (MIH) UK, formerly known as HCIMA. He is closely associated with Skal International, Hyderabad Chapter, and HRATS (Hotel Restaurant Association of Telangana State) in the capacity of Vice President for both the associations and has been working for betterment of the industry as a whole.

Purple also deals with exporting eco-friendly and organic products such as bamboo tooth brushes with charcoal bristles, compressed areca palm plates and containers, pine wood cups, cones and boats, jute wine bags, organic Basmati and other rice, and tea sticks in assorted flavours.

Services offered by Purple **Hospitality**

- Buy, sell and lease
- Hospitality consultancy
- Manpower placements
- Food festivals
- Outdoor catering
- Purple expo
- Hotel Apps
- Allied services
- Employee empowerment and training
- Mystery audits
- MICE and weddings



Jakson Hospitality was built as a dream to create not just hotels but institutions that would positively affect all stakeholders, making Mother Earth an integral part of the process. Its second project — The Tiger Groove in Jim Corbett — continues to do this.

Sustainability is key

HRAToday Bureau

In its quest for sustainable hospitality, Jakson Hospitality built its first hotel in Phaltan, Maharashtra, and nurtured it to become India's first LEED IGBC Platinum-rated hotel in its class. Sandeep Talaulicar, Managing Director, Jakson Hospitality, says that the team taught it to be 'karmicly' positive. "We have hired 75 per cent of our staff from the local area, of which 30 per cent are women. Today, we enlist the visually impaired and the physically challenged, and look forward to including transgenders into our family. We are all-inclusive."

The Jakson family has now opened its second property -



The Tiger Groove in Jim Corbett
- and expects to put the same
values into it to make it
influence all its stakeholder
similarly. "We look forward to
repositioning the Tiger Groove
into a wilderness resort.
Positioned as a Jakson Resort,
the hotel is categorised under

the mid-market segment. Apart from leisure travellers, the resort is conducive for corporate groups, banquets, weddings, team building activities, and other events," Talaulicar says.

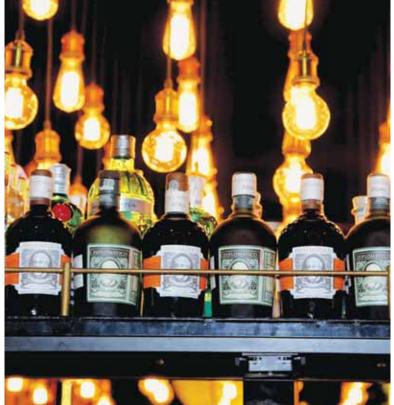
The property can even host a private party amidst the wilderness without disturbing the local flora and fauna. The Tiger Groove Corbett has a Music Room that is soundproof and can accommodate up to 80 pax. A musician or a DJ can also be brought in by the resort.



Sandeep Talaulicar

About The Tiger Groove in Jim Corbett

The resort is under the mid-market segment and set almost six kms into the Kyari forest. Built on three acres, the hotel has 50 rooms across five variants including luxury cottages that sleep four, lawns that can host 500 pax, and a 4500 sqft banquet hall.





In the spirit of things

The Indian alcohol market is growing at a CAGR of 8.8 per cent and is expected to reach 16.8 billion litres of consumption by 2022. Kunal Patel, Managing Partner, Monika Enterprises, talks about how this trend has opened up a huge window of opportunity for him.

Hazel Jain

Are you looking to tap hotels and restaurants in western India?

Yes, we are tapping the hotels and restaurants in western India. Our products are widely available in markets like Mumbai, Delhi, Bengaluru, and Goa. We are also entering Rajasthan soon. We have our sales team and sales force based out of these key markets, and introduces restaurants hotels to our products.

What are some of the trends you see in the Alco-Bev segment in India?

We are seeing craft brands coming into the market. The traditional way of only established brands doing well in the market is changing. The Indian consumer is slowly shifting his attention towards craft brands with a focus on quality. The In-

dian alcohol market is growing at a CAGR of 8.8 per cent and is expected to reach 16.8 billion litres of consumption by 2022. The popularity of wine and vodka is increasing at a remarkable CAGR of 21.8 per cent and 22.8 per cent, respectively.

Consumers are open to exploring new categories rather than sticking to good old whiskey and rum. Our plan is to leverage social media as a platform in the coming years to educate consumers about the different options we have for them.

What kind of synergies are you looking to forge?

We are open to partnering with key outlets to host premium brunches and other similar highend events. Also, many premium outlets don't serve wine by the glass for imported wines. We want to see how we can partner with outlets to work on a



The popularity of wine and vodka is increasing at a remarkable CAGR of 21.8 per cent and 22.8 per cent, respectively

solution to this problem, giving consumers a chance to try the product out.

What about educating the industry about the options available?

We are hosting training sessions and tasting events, and plan to do that as much as possible. Our focus is on fine-dine, five-star hotels and all premium pubs.



Kunal Patel



In vino veritas

As wines become more popular in India, more and more restaurants and hotels are looking to train their staff, through classroom sessions and tasting events, on the ways to select, pair, and serve wines.

Hazel Jain

he popularity of wines has gone up in India and Sumit Jaiswal, AVP - Marketing & Exim, Grover Zampa Vineyards, agrees. According to him, this category is growing at a steady rate of 10-15 per cent. "Hotels should definitely stock a larger variety of wines mainly since dif-



5 things to know about wines

- The different styles of wine and different varietals
- Storing the wines correctly
- Serving the wines correctly
- Pairing the wine with the food served
- Understanding customers to suggest wines to them accordingly

ferent wines can be paired with different types of food that is being served. Also, there are different types of wine that can be enjoyed at different times of the day or for different occasions. For instance, to celebrate, people usually order sparkling wine and a white wine or rose can be consumed on a sunny afternoon, while reds can be enjoyed with dinner," he says.

His company is constantly training the F&B staff at restaurants about the wine-making process and the different styles of wine,

different varietals, and storing and serving techniques. "We also assist restaurants and bars with their wine lists depending on the kind of food they serve and the clientele they're expecting," Jaiswal adds.

Grover Zampa Vineyards also invites its hospitality partners for all brand launch events that it hosts in most Tier-I cities. It also organises winery visits for F&B outlets that are interested in sending their team for more detailed training and tasting sessions.



Update to educate

Sonali Jadhav, Principal, AISSMS College of Hotel Management & Catering Technology, Pune, talks about the need for institutes to keep up with the industry's dynamism through periodic reviews and updated programmes.

HRAToday Bureau

Acareer in hospitality is pre-ferred by students nowadays, owing to several reasons such as the advent of cookery shows with celebrity chefs that have dawned upon Indian television sets. Those in the hospitality industry gain a broader view of the world because they are continually exposed to global trends, influences, and globetrotting travellers, and students have charted out their careers in accordance with these attributes.

Periodic curriculum review

Certain cuisines have become more popular than others, and restaurants are sprouting everywhere in keeping with the increased demand for such food. Jadhav says, "Fusion and molecular gastronomy are hugely popular, and there is high demand for organic menus. The



way of doing business is also changing, and online portals are influencing business everywhere. Today, technology plays a much bigger role in the hospitality business than ever before. In keeping with the market sentiment and its dynamics, hospitality education institutes need to ensure that their curriculum keeps up with these trends through periodic reviews. While core specialisation remains the same, the nature of operations is changing and that's what students need to know."

Comprehensive training

encourages institute simulation exercises, where students are exposed situations that can come up in the course of their careers. "Extensive practical training is offered in food production, F&B service, personality development, Information Technology, etc," says Jadhav.



Sonali Jadhav

Demand dips in Goa

A recent study by STR on the Goa market suggests that a fall in domestic and foreign arrivals in the state in FY2018 coupled with supply of rooms outpacing demand led to a drop in the occupancy rate of hotels, primarily affecting those in the midscale and economy segments.

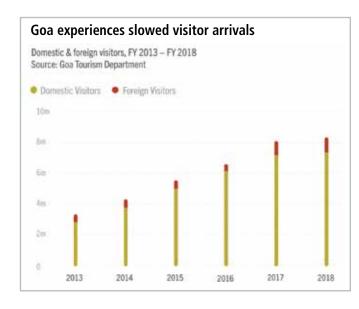
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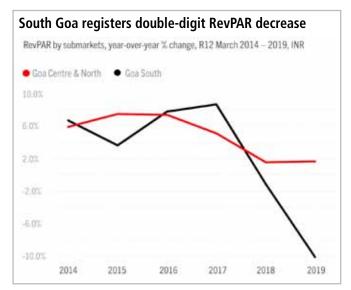
ollowing double-digit Creases in tourist visitor numbers between 2013 and 2017. Goa's arrivals slowed to three per cent in 2018, accord-

ing to Goa Tourism Department statistics. The ban on alcohol sale after 10 pm and fierce neighbourcompetition from destinations such the Maldives. Sri Lanka and other Southeast Asian countries,

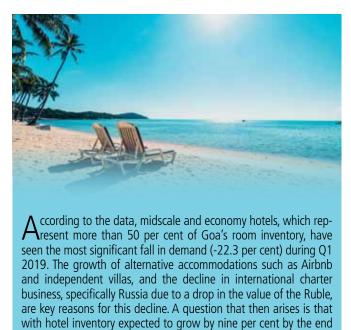
also played a part in this fall in demand. The report also reveals that hotel demand has been in decline since September, with October, December and January registering decreases of more than five per cent. Hotels in South Goa have reported

two consecutive years of RevPAR decline, while those in North Goa have been able to maintain rates during this period. Diminishing demand was also at the heart of Goa's Q1 2019 occupancy decline, falling by 4.4 per cent during this period.









of 2020, could this occupancy decline continue?



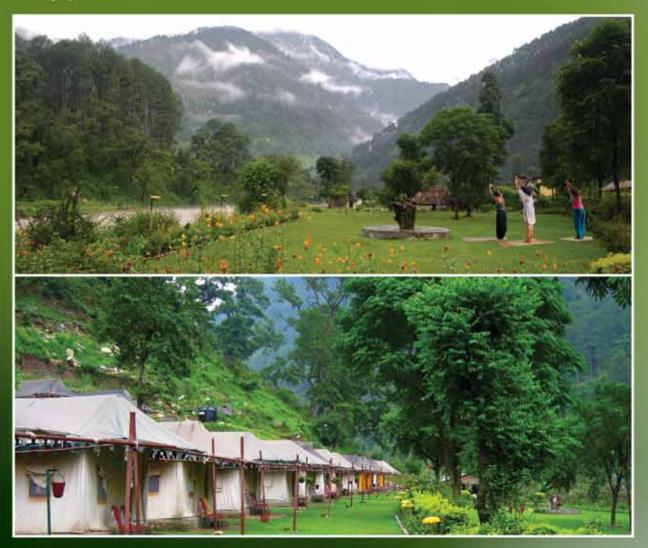
Sale Nature Resort

in Uttarkashi

Total Area of resort	Approximately 4 Acres
Number of cottages	20 Swiss cottages

A Nature Resort, located 6kms from the main Uttarkashi town on the way to Ganotri on a four-acre lush green estate at an altitude of 1150 Mts. Situated right on the riverbanks of River Ganga (Bhagirathi) it is surrounded by high mountain cliffs. It is an ideal location for Family Holidays, Weekend Getaways, Corporate Team Building programmes, and to indulge in various adventure activities like a short trek to Ayana Devi or Nachiketa Tall, adventue activities at Adventure Park, Rock-climbing, Rappelling & Jamaring.

It is also an ideal place for Yoga and Meditation. A small local temple at the river edge adds to the ambience of the Resort. There are many opportunities for day trips, such as a hiking trip to a nearby village, a Day trip to Gangotri with your family or a Day trip to Harsil.



Appointments



★Anand Sarode
Corporate General Manager – Sales
Lords Hotels and Resorts

Lords Hotels and Resorts has announced the appointment of Anand Sarode as Corporate General Manager — Sales. He has completed his diploma in Hotel Management from IHM Mumbai and carries more than two decades of hotel sales experience. At Lords, he would be

involved with all regional sales offices, giving them a strategic direction and leading the team from the front. Sarode will be responsible for furthering the sales network through TA, corporate, and other HNI clients. Prior to Lords, his last assignment was with Mahindra Holidays & Resorts.



★Sachin Malhotra General Manager Novotel Imagica Khopoli

Novotel Imagica Khopoli has appointed Sachin Malhotra as the new General Manager. He comes with over 18 years of experience across hospitality functions and specialises in hotel operations with an avid interest in F&B. In the new role, Malhotra will spear-

head business operations, overall implementation and business development at Novotel Imagica Khopoli, ensuring its growth and expansion through innovative strategies. He brings with him a deep understanding of operational knowledge. Previously, Malhotra was the General Manager of Grand Mercure Mysuru since its opening in April 2016.



★Mohd. Saifi
Director of Finance
Novotel Hotels & Resorts, Goa

Mohd. Saifi has been appointed as Director of Finance for Novotel Goa Resort & Spa and Novotel Goa Candolim Hotel. Bringing with him 12 years of industry experience with six years of adept hospitality experience, he will be leading the finance divisions

for both properties. Saifi had a successful stint with Novotel Lucknow Gomti Nagar and joins the new role from Holiday Inn, Kolkata, where he was Director of Finance & Business Support. With his incredible experience, he will be responsible for ensuring the uninterrupted functioning of the finance department along with exploring ways to improve profitability.



★Shiva Kumar Ganeshan Director of Finance The St. Regis Mumbai

Shiva Kumar Ganeshan has been appointed as Director of Finance at The St. Regis Mumbai, where he will lead the vibrant finance team to scale greater heights. In his career, he has worked with several brands such as The Taj Group of Hotels, The Leela, Four

Seasons, and Hyatt Hotels. His most recent role was with Kempinski Hotels in Nairobi. A thorough academician, Ganeshan is a Chartered Finance Manager from Indian School of Business Management and has completed his MBA in International and Corporate Finance from ISBM, Mumbai. He is adept at managing large teams and driving them towards the common goal of efficiency and profitability.











★Abhirath Sah **Director of Sales & Marketing JW Marriott Pune**

Abhirath Sah has been appointed as Director of Sales & Marketing at JW Marriott Pune. In the new role, he will be responsible for overall functioning and growth in market share of the hotel, and will spearhead a team of professionals while developing

sales and revenue strategies for segment-wise growth. With a vast experience and deep understanding of the hospitality sector, Sah joins the hotel from The Westin Hyderabad Mindspace, where in his capacity as Director of Sales & Marketing, he was in charge of driving the core sales and marketing strategies. In his career, he has worked with prominent hospitality brands such as Sheraton, The Leela Palaces Hotels & Resorts, and Trident.



★Varun Marwah Director of Sales & Marketing Novotel Pune Viman Nagar

Novotel Pune Viman Nagar welcomes Varun Marwah as the Director of Sales & Marketing. An industry expert, Marwah has an experience of nearly 14 years in the hospitality industry, converting strategic vision into measurable results at various

hotels. In the new role, he will be responsible for maximising hotel revenue through result-oriented sales and marketing strategies, as well as exploring business opportunities events, conferences, through meetings. and Prior to joining Novotel Pune, Marwah, who began his career in 2004, was Cluster Director of Sales at ibis Pune Viman Nagar and ibis Pune Hinjewadi.



★Sandeep Singh **Director of Operations Hyatt Regency Pune**

Hyatt Regency Pune, the 222-room property of the Hyatt group, has appointed Sandeep Singh as Director of Operations. An industry expert, he holds an experience of more than 13 years in the hospitality industry and in the new role, will be responsible for heading and managing hotel op-

erations and maintaining high standards of guest satisfaction. Prior to joining Hyatt Regency Pune, Singh served as Director of Food & Beverage at The Westin, Gurugram. He holds a degree in Hotel and Catering Management from Vivekananda Institute of Hotel and Tourism Management, Gujarat. In his career, he has worked with various brands of repute.



★Akshay Sood Director of Food & Beverage The Westin Mumbai Garden City

Akshay Sood has been appointed as Director of Food & Beverage at The Westin Mumbai Garden City. In the new role, he will be responsible for managing the overall operations of the food and beverage department and delivering excellent quest experiences. He will lead the F&B team and his role entails introduction

of new menus, upholding Westin's brand standards, ensuring high quality service, increasing F&B profitability, and conceptualising brand-centric wellness F&B offerings. Sood has earlier worked with brands such as Kempinski and JW Marriott, with exposure to restaurants and events that have in turn enabled him to take a holistic approach to F&B management.

A pizza oven for every type

After the success in tandoors for the hospitality trade, Kanhaiyalal Tandoor has now introduced pizza ovens. The various types include pizza oven with stainless steel cladding, oven with mosaic design, and brick pizza oven. This completes the entire range of ovens needed for dishing out great-tasting pizzas for use by catering companies, restaurants, and resorts. The ovens are both gas-fired and wood-fired, thereby resulting in a choice for hotels, restaurants, and other companies to select the special type for

their specific needs. The ovens can be ready with the right heat in mere 45-50 minutes. Once ready, the ovens dish out pizzas in maximum three to four minutes, thus proving to be perfect for quick service.

The tandoor is an integral part of any kitchen that lays claim on serving Indian food to the most finicky international palate. The right equipment in the kitchen makes the vital difference between efficient and better cooking.



A splendid blue!

Classic Marble Company (CMC) has announced the launch of Sodalite Blue stone for floors and walls. Characterised by the hues of blue, the dominant black and white specks with subtle white veining amplify the beauty of this product. A royal exotic quartzite from CMC's 9th Avenue collection, the Sodalite Blue is one of the rarest and most exquisite natural stones found on earth. While the enigmatic beauty of the stone is best exemplified when installed as a feature wall or even a flooring highlight, it can be as conveniently installed for tabletop, partition walls or vanity applications. Besides being aesthetically beautiful, the quartzite also inherits qualities of being hard and durable, making it suitable for applications in both residential and commercial spaces.

Rickety no more

Shreeji International, an importer of high-end furniture for the hospitality and foodservice industry, has recently introduced FLAT

morning, remove the unsightly napkins from underneath bases, and protect brands.

Shreeji Interna-

tional is focused on in-Equalizers troducing best-infrom the inclass products for ventors of FLAT table the hospitality and bases. The patented food service indushydraulic technology try in India. It has located in the table national coverage base allows users to and is focused in perfectly align multhe short-term on tiple table tops when introducing FLAT catering for groups. table bases to the FLAT table bases not Indian market. As only stop spilldistributors, that Shreeji will be inages wobbly tables troducing more cause, they table base styles also save operators (currently time (money) setmore ting up tables each than 40) as the range grows. The products are gaining great popularity around the world and are now being used by some of the world's largest restaurant chains.

Established in 2015, Shreeji International specialises in sourcing innovative products and in bringing unique problemsolving solutions to the Indian market. Based in Hyderabad, it caters to customers nationally and internationally. It is currently the sole distributor of the award-winning FLAT table bases in India. Based in Sydney, Australia, with offices in China, UK, USA and Canada, FLAT has developed a range of over 40 award-winning table bases that automatically stabilise on uneven surfaces, no matter how many times they are moved.



Size does matter!

Idli has not only become a household breakfast dish in India but is also eaten as a snack through the day. To more variety novelty to it, Zanuff has developed the mini idli tray meant for small, button-sized idlis. The tray can be used in various combinations in today's culinary world. Zanuff has developed the product to cater to rising industry demand. The tray is made from food-grade stainless steel and engineered to last for a long time. Available in the standard 12x12.5 inch, it can fit comfortably in most traditional idli steamers already in use.

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The perfect shade

In India, where the sun shines bright and the rain falls heavy, allweather parasols are a necessity for patios, gardens, and outdoor areas. Keeping these extreme climatic conditions in mind, World Bazaar, a premium outdoor furniture showroom, has launched Italian brand 'Scolaro'. The use of waterproof acrylic fabrics, treated wood, steel, and aluminium grant these parasols a long life. They are built up with strong marine-varnished Iroko wood frame and powder-coated anthracite steel components. A canopy is woven from a highly durable Teflon-coated Dralon acrylic. The revolving base and the possibility to incline the parasols allow an excellent positioning of the garden parasols.



'Tea'ming with freshness

Vahdam Teas has launched an exclusive range of premium unblended single-estate teas and gourmet in-house blends for duty-free outlets. Vahdam Teas is a vertically-integrated, onlinefirst tea brand. They offer garden-fresh tea leaves to consumers across the globe in the shortest possible time by leveraging technology. These products are

targeted at discerning global travellers passing through the five mega junctions -Indira Gandhi International Airport, Delhi; Chhatrapati Shivaii International Airport, Mumbai; Rajiv Gandhi International Airport, Hyderabad; Chennai International Airport and Dabolim International Airport, Goa. Vahdam Teas was also among 'Oprah's Favourite Things' last year, and the Oprah Chai Tea trio has also been exclusively launched in duty-free outlets. The tea is procured directly from plantations and tea growers.



Better with brown

Antica Ceramica, a premium store for tiles and sanitaryware, has launched its exquisite collection of neutral brown-coloured tiles to add a visual interest and contemporary designer solution for the luxurious flooring needs of a living space. Neutral colours are the best to create the most welcoming interiors. Decorating a space with colours like black, brown, white, grey, or beige offers numerous ways to add style and personality to the space. Brown and beige are two neutral shades that are extensively predominant in nature and signify grounding, earthiness and stability, hence, brown is the best neutral colour for floors in modern spaces.





From Italy, with love

Known for her aesthetically curated high-end selection, interior designer Nomita Kohli of Wisma Atria Interiors has launched the uniquely-designed furniture collection by Emmebi from Italy, at her design studio. The collection comprises beds, sideboards, book cases, and chairs. The pieces of this collection have authentically been made in Italy, a country synonymous with passion for wood that has transferred from one generation to another. This Italian furniture collection is a perfect blend of style and exclusive design inspired by tradition and modern concepts, adding vivacity to living spaces.

Off the record



SUMESSH MENON

Design Director | Sumessh Menon Associates

To relax the mind and rejuvenate, I simply keep away from the rest of the world - no phones, no emails - even if for just 15-20 minutes. I love travelling and it continues to be a source of inspiration for my

work. Exploring new places, new cultures, and new design arenas has always helped me carve a better path for myself. My recent trip to the smaller, lesser-tread towns of Europe, especially Austria, has been my most memorable trip so far."

To relax, I simply keep away from the rest of the world

RAHUL BAJAJ Director and Conceptualiser | Out of the Blue

"I unwind by watching movies and plays, travelling, listening to music, and even playing video games. Honest charity, without expecting anything in return, and educating and empowering others are also important aspects of my life. One of my

most memorable holiday moments was bungee jumping in South Africa. It is a trip that is very close to my heart because the people I cherish and treat as family were part of this trip with me."

A memorable holiday moment was bungee jumping in South Africa



while I'm cooking. My most memorable holiday moment was a surprise birthday celebration planned for my mother, when my family reached Lonavala for the celebrations. In India, I like to holiday in Goa and outside it, I love Glasgow."

Some of my best solutions to problems have come to me while cooking



engineering stability

FLAT Self-Stabilising Table Bases

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