

# Hotelstuff / Greenstuff

## Newsletter

Hotelstuff and Greenstuff Newsletter: Issue #55

March 2017

### Hello from Lorraine, Dorothy, Tahnya, Bill and Robyn

Sue Vallance, our lovely, elegant, much loved colleague has left us after 8 years. She will be madly missed by us and by the companies she built such strong relationships with. We may still entice her back to help with special projects if necessary. Robyn Nieman, is a professional declutterer and did such a fabulous job in my home/office that when we learned of her vast range of admin skills, we invited her to join us, as a part-time assistant and she has already slotted in exactly where we need her most.

### THE HOTEL SHOW AFRICA 2017

At last, The Hotel Show - globally recognized, with a 16 year heritage - comes to Africa!

The timing is perfect because in recent years there has been strong emphasis on food and catering and not enough on hospitality furniture, operating equipment, guest amenities, technology, maintenance and services.

The Hotel Show Africa will cover all aspects of operating a hotel or restaurant.

### OUR STAND AT THE SHOW

We are excited to announce that we will be building a brand new project at the exhibition entitled "**Visionary sustainable rooms of the future**" on par with our previous [award-winning projects](#) below. We'll be sending out a formal invitation for participants soon.

(1) Our Hostex and Decorex projects - a complete Hotel and Home. (2) BBC Lifestyle project - a Theatre with Live Demos. (3) Inspire Design and Décor project - an Executive Guest Suite. All of these won top national awards. A **fantastic opportunity** for suppliers, listed on our directories, to display their products. Make sure to book your product and space quickly when you get our invitation.



### BANNER OFFER

We have had many requests by subscribers who would like a banner on the Home Pages of Hotelstuff and Greenstuff. We are now offering these and will send out details soon.

### DIRECTORIES AND CERTIFICATION BODIES

There seems to be a plethora of new directories and certification bodies popping up. You have or will, no doubt, be approached. Please be careful! Check how many members the organisers have and how many unique visitors their websites get (not just hits). We have on average 33,000 page views a month; almost 23,000 subscribers and/or followers built up over 23 years and cover all sectors. Some of these new services are excellent, some are not. You are welcome to check with us.

### FUTURE EVENTS

We have some really special exhibitions, conferences and speaking engagements lined up for this year - locally and in East Africa - all to promote Hotelstuff and Greenstuff and to get our message about greening out there.

We're looking forward to a very busy 2017!



Lorraine

Please remember to 'LIKE' both our Facebook pages:





### ATVANTAGE PROCUREMENT

Atvantage Procurement provides a comprehensive procurement and logistics service on the principles of obtaining best quality products at best bid prices from internationally recognized brand leaders. Atvantage Procurement through the collective experience of the group has in depth knowledge in a wide range of the property development market sectors. The company has developed specialised skills in all aspects of procurement, logistics and supply chain management of architectural products, furnishings, operating equipment and fit out environments.



### BETTER EARTH

Better Earth's aim is to get as many people as possible to use affordable cleaning products that have little or no knock-on effects to the environment. Better Earth offer a special service with reduced trade prices for the hospitality industry.



### CONNOISSEUR HOSPITALITY SUPPLIES

Connoisseur Hospitality Supplies are suppliers of exclusive and distinct hospitality products and have developed themselves as a 'one-stop shop' in the hospitality industry. The range of operating equipment available is very extensive. All areas of the hotel are covered: bathrooms, bedrooms, front office (lobby), and back of house. Personalized guest amenities are designed and supplied to any chosen style, as well as guestroom and public area furniture.



### CONTOUR BEDS

Contour Beds is an independent manufacturer of high-quality spring mattresses, foam mattresses and bases for retailers, the hospitality industry, school hostels, university residences, interior decorators, home use and the like. Contour Beds offers a range of products based on typical uses, the body weight of the user, firmness levels required and features such as luxury, durability and/or natural materials. Customisations options also available.



### CREATIVE TRADERS

Creative Traders was set up specifically to meet the needs of small independent hotels, guest houses, lodges and B & B's from amenities, bedding and linen, cleaning materials to beds, lounge suites, printer cartridges & toners and tools. Our range of products to meet any of your needs. With our design team and printing department, we are able retain your individuality by personalising any of our bathroom products.



### DANDYLION GREEN BUSINESS SOLUTIONS

Dandy Lion makes going green easy! We offer turn-around solutions to design, brand and customize each gift. Hand-made, seed embedded paper ensures our tags & care cards reinforce the green message - these can be sown & grown, after use. Our dedicated horticulturists offer expert advice for your specific event and budget.



### DLT MAGAZINES

If you are a South African business or leisure Hotel, looking to place up to date consumer magazines in rooms or in specific areas such as lobbies, Spas, executive lounges and restaurants for your guests to enjoy, then Hotel Magazine Service will provide the perfect solution for you. We supply some of the most prestigious hotels and guest houses in South Africa and can offer huge discounts of up to 50% off the cost of magazines. With access to all the top South African consumer titles we can deliver unbelievable cost efficient solutions to your magazine requirements. All magazines are up-to-date and delivered together in one easy to manage pack by secure carrier every month. We stock an extensive range of magazine racks and displays, and protective covers are also available.



### EARTH KIND

Earth Kind is a company with a strong commitment to the environment. Our products are revolutionary, that it answers the need for safer, environmentally friendly, and easy-to-use products. With the use of our products, your working environment will be bacteria free and cleaner. In addition, our products help to increase overall staff efficiency, reduce costly maintenance and eliminates the need for toxic chemicals and special handling procedures.



### EEZI KLEEN

EEZI KLEEN provides a complete range of Cleaning Products that are non-toxic, non-corrosive and eco-friendly. Cleaning Products for all possible uses - Domestic, Industrial, Agricultural, Health and Hospitality Industries - uses which, in the long run, enhances the quality of life. EEZI KLEEN also does not contain Chlorine/Bleach or Ammonia and can be used as a Disinfectant, Degreaser, Detergent, Stain Remover and Sanitizer. Our Products and prices are very competitive and of the highest quality.



### EVOLVE HEALTH AND FITNESS

At Evolve we understand your business has many priorities which require your attention. As a premium supplier of Gym Equipment, we pride ourselves on our thorough, supportive approach, which means you can entrust us to efficiently deliver a superior fitness solution for your hotel, resort or spa. We have the specialist knowledge and experience to provide complete fitness solutions to the hospitality industry.



## E'YAKO GREEN

E'Yako Green produces a wide range of unique, creative, eco-friendly and proudly South African made bags and other promotional items. Our product range includes conference bags, lanyards, shoppers, folders, laptop and iPad bags, pencil cases, wine bags, gift and toiletry bags and many more. These products can be made from recycled PVC billboards, polyester marketing waste, hessian, shweshwe, natural cotton or a combination of these materials.



## EZ STOCK PRACTICAL LIQUOR STOCK TAKING SOLUTIONS

The EZ Stock Solution offers a Practical, Accurate, Affordable & Maintenance Free Liquor Stock Taking Solution to the Hospitality Industry. The product is a variety of individual rulers profiled to the shape of various liquor bottles with 25ml increments to determine accurate tot levels. It allows the user to maintain control of their daily stock usage and in doing so is immediately able to determine if losses, wastage or theft has occurred. It is accurate, user friendly, does not require training and has no maintenance costs. The product is one of a kind and its purpose is to revolutionise stock taking.



## FEVER TREE

Fever-Tree offers natural non-toxic options to repel flies and mosquitoes. Keep flies away from food. Offer customers natural alternative to mosquito repellency. Delightfully fragranced and proven by the SABS to be the most effective natural non-toxic fly and mosquito repellent. We offer several fragrances candle options. Electric vaporisers are available in standalone and painted porcelain / ceramic designs.



## FLAVIOWEB

Flavioweb (PTY) Ltd is a manufacturer and supplier of an extensive range of bedroom and banqueting linen products. We supply a varied quality of products dependant on client requirements - those with restricted budgets as well as the exclusive top of the range items. We offer a personalised service as well as excellent after sales service to all our clients, no matter what the size of the consignment.



## GERBER FRESH

Gerber Fresh are EXPERTS in the field and suppliers of Premium global brands of equipment for tray/top sealing machines for HMR and butchers, bakers, fruit and salads etc. as well as equipment for bar & kitchen blending, processing, cutting, dicing, grating, julienne, juicing, vacuum packing, extending shelf life of all perishable foods, fruit, vegetables, meat, poultry and fish.



## GREEN HOME

GreenHome supplies a full range of eco-friendly food packaging, tableware and cocktail accessories, Our products are made from plants, have a natural & paper like look & feel, are suitable for all foods and are 100% compostable. Plant based food packaging is a great solution for Hotels looking set themselves apart by showing they are responsible for their environmental footprint. It's also essential for waste reduction programs as it can be composted along with green waste.



## GREEN WORX CLEANING SOLUTIONS

Green Worx Cleaning Solutions is SABS, ISO 14001, GBCSA and Global GreenTag certified and supplies innovative, environmentally responsible, biotechnology products based on the use of natural microbes and enzymes. It is South Africa's leading developer and manufacturer of green cleaning products, offering world class eco-friendly solutions that eliminate all forms of dirt without using harmful chemicals; it is cleaner, greener and smarter.



## HOSPITALITY BRAND COMPANY

We are proud suppliers of Biodegradable Hotel Guest Amenities and products to the Hotel and Hospitality industry. We supply and distribute luxurious product ranges to compliment your establishment. You can expect the highest quality from our range of luxury products as well as genuine personal service. We are a proudly South African brand and company. If you are looking for a luxurious point of difference and wish to escape the ordinary, please contact us. Our Luxury Brands: Keet & Monks, Afriearth, Cubs for Kids and Afrisun.



## HOTELTRONIX

Hoteltronix was established to meet the growing demand for the supply of professional services and equipment to the Hospitality Industry with the focus on enhancing guest experience through quality products. Core products are hotel electronic locks, hotel electronic safes, hotel minibar fridges, guest room amenities, room service equipment, restaurant equipment and conferencing equipment.



## HYGIVIT

HYGIVit specialise in Steam Cleaning-, Industrial Laundry Services and is also a distributor for Dephis ECO friendly cleaning chemicals. The Steam Cleaning services offered entails complete floor to ceiling cleaning and a hygiene sanitising process for carpets, curtains, tile & parquet flooring, mattresses, upholstered furniture and kitchen deep cleaning. HYGIVit operates 7 days a week and offer a 24 hour turnaround time.





### KROST OFFICE PRODUCTS

Krost Office Products manufactures, designs and distributes office furniture and architectural accessories. Our designs have elegant lines with soft, organic shapes; in perfect harmony with modern desk styles. Our products are available in stainless steel, sandpaper-black and silver steel, wood, leather, rubber and plastic. They include letter trays, wastepaper bins, paper cubes, pencil cups, planters, jumbo bins, standing ashtray-litter bins, eco fibre planters and much more.



### LEAD LAUNDRY AND CATERING (PTY) LTD

Lead Laundry and Catering (Pty) Ltd is the foremost supplier of laundry equipment in southern Africa, representing world leading brands that include Speed Queen, Girbau, Jensen, Ipsco. LEAD also represents leading European brands Fagor in the industrial catering equipment sector, and Ilsa in the arena of Dry Cleaning equipment. LEAD's products range from those used in coin-operated laundries to tunnel washers in industrial laundries, as well as covering the equipment needs of the smallest bars and cafeterias to the largest industrial kitchens imaginable. LEAD's brands are backed by the most comprehensive after-sales service available anywhere in Africa.



### LINEN DRAWER

At Linen Drawer we are passionate about the quality and style of every product we sell. We offer a comprehensive range of pure cotton towelling, duvets, cotton throws, gowns and related products. We also offer a superb range of 100% pure cotton percale bedding that is so comfortable that you are virtually guaranteed a good night sleep. Our pure linen bed-linen is also a superb product & with the added advantage of having 'green' credentials. All of our cotton and linen products have hypoallergenic properties, because nothing but the best is good enough for you, your family and your guests.



### MARULA BERRY TRADING

Marula Berry Trading supply earth friendly guest amenities and cleaning products into the hospitality trade. All 'Green' amenity ranges are free of SLS, SLES, parabens, silicones and mineral oils. Our cleaning products contain Bacterial Bio-enzymatic cleaners which are cleaning products that use non-pathogenic, 'good' bacteria to digest wastes, soils, stains and malodours. These products are safer for the environment and human health and carry the Eco-Choice stamp of approval.



### MATCO

Matco, one of South Africa's leading floor matting manufacturers and suppliers, recently joined the globally successful COBA International group of manufacturing and distribution businesses based in Europe, Asia and Africa. For Matco, this means an enhanced product range and superior service delivery, ensuring that clients throughout Africa receive top quality matting for entrances, bars and leisure areas within realistic lead times.



### MINTED GINGER

Minted Ginger is the "go to" company if you are seeking top quality Chef Jackets and staff uniforms. Their signature Organic Cotton/Hemp and 100% Cotton Chef Jackets are styled to your specific needs. Kitchen and House-Keeping staff also receive the utmost care in the conceptualizing, design, manufacture of uniforms to best fit the ambience of your establishment. You can be assured of comfort and style at affordable prices manufactured right here in the Mother City.



### NETTARI

We derive cunning pleasure in formulating seriously premium quality syrups guaranteed to do a little tango with your taste buds. With the growing demand for really great tasting syrups within the food and beverage industry, Nettari hand crafted a local product that is very kind to the wallet. Each uniquely crafted flavour tells a colourful story with every shot, drizzle and drench. Undeniable, the perfect fit! We support the pursuit of creating new, uniquely flavoured beverages, cocktails, desserts and savoury dishes.



### ORANGE TREE FURNITURE

Orange Tree Furniture manufactures timeless, luxury, handcrafted, solid wood furniture. Each piece is handcrafted and a truly South African product. The wood is an excellent hardwood and in its raw state, reflects the character of its fruit bearing phase. Historically, non-productive citrus trees were uprooted and discarded. Orange Tree Furniture recycles this beautiful wood.



### OZONE SOLUTIONS

Are you having guests complain because the previous occupant smoked in a non-smoking room? Or having to leave a room vacant for a couple of days after painting? Solve all these problems with our very own SA made portable Airzone OdoGo ozone generator! What about clean air in reception or a smoking room? Consider the Airzone Gaii wall or desk mounted (as can be seen at all SA airports in the premier smoking areas). Ozone is commonly used in the hospitality industry throughout the world to eliminate the source of the smell... not mask with perfumes.



### PANGA PANGA FURNITURE

At Panga Panga Furniture we have created a unique range of authentic handmade leather furniture that includes, Leather Couches, Leather Ottomans, Leather Chairs and Leather Corner Units, with great emphasis on the quality of our product. It is our aim to make sure that your investment in our furniture keeps you satisfied for generations to come. Each individual piece of furniture has received the utmost attention to detail and no two pieces are the same. Our selection of naturally dyed game and bovine leathers, marked with the animal's life scars, ensure the authenticity of each individual piece.

## SWISS ECO TAPS



Swiss Eco Line has been increasing profitability by the billions of dollars across the globe. Our pride lies in saving water today & contributes to saving tomorrow. We've won numerous awards such as the 2015 Good Green Design award (founded 1950) selected from over 100 green design submissions across 22 nations. The average traditional faucet uses +15lt of water per minute where our faucets only uses 650ml per minute at 3bar pressure. 'The tools given today are all what we've got to shape tomorrow.'

## SWISS SOLVESIT - GUEST HOUSE AND TOUR OPERATOR SOFTWARE

Swiss Solvesit

Swiss Solvesit offers you renowned Swiss Quality in tourism and hospitality technology in South Africa. As a member of the Swiss Made Software Organization, for our customers it means that Swiss values such as quality, reliability and precision are fundamental to our technology that we supply you. The Swiss Solvesit Tourism Software Product Line is focused towards the accommodation establishments and tour operators. Both systems will run on a standalone machine, over a network, VPN or a hosted web server. Any number of users are supported.

## SYCOL PLASTICS



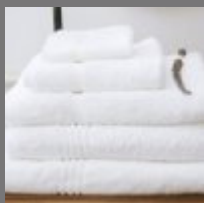
From Swizzle Sticks to Wobbly Table Stabilisers (Wedgie); Decking Clips to our very nifty Kitchen Foil/Wax Wrap dispenser - we do it! Talk to us about your Custom Injection Moulding requirements and know that with our wide variety of machines we will make it possible. Sycol Plastics takes great pride in our manufacturing process and we strive to serve our Customers with value.

## SYCRO DISTRIBUTION



Sycro Distribution, established in 1998, have supplied the Hospitality Industry with specialised, quality products at competitive prices to over 300 establishments throughout South Africa & Africa. Products include Candola Table Lighting, Outdoor Parasols/Umbrellas and Furniture, Book/Box Matches, Spirit Gel, Galaxen mini room kettles, Luggage racks, Custom manufactured stainless steel trolleys, Plate Mate plate stacker, Heaters, Hotel Equipment, Kitchen Equipment and many more. We managed to secure various exclusive agencies including our latest Valiryo Body Dryer, Italmodular Sliding Floor Shelving, Modular Professional Cooking Equipment. Not only do we source items for specific projects, but we can offer custom built solutions too.

## TOWEL & LINEN



Our mission is to supply the hospitality industry with the best quality product at the best possible prices to anywhere in Southern Africa and beyond. The Bed, Bath and Table linen needs of the Hospitality Industry are well provided for with a wide range being on offer. Products are being continually up-dated. We also provide a speciality service to the up-market levels of the industry and can count RSA's leading Hotels, Lodges and Guest Houses amongst our customer list.

## TRANSAFRICA HOSPITALITY SUPPLIERS



Transafrika Hospitality Suppliers distributes an exciting, diverse, high quality and on trend range of eco-friendly food packaging products to both the Corporate and Hospitality Industry. Our products are manufactured from organic and plant based renewable materials such as bagasse, vegetable starches and wood cellulose. Our product range include hot and cold beverage cups, salad tubs, burger boxes, clamshells, lunch boxes, serviettes, cutlery and picnic packs, picnic boxes and carrier bags. Our products are constantly evolving and our range is diverse. If we haven't got it, we will endeavour to get it.

## WARISAN



Warisan's solid wood furniture has been found in many of the most elegant and luxurious hotels and resorts for over 20 years. Whether you need stylish contract furniture or refined residential furniture; outdoor, contemporary or rustic designs, there will certainly be something to interest you at Warisan. An industry leader in Indonesia with global offices and one of the very few manufacturers who only use wood from government sustained plantations!

## W.L. COLE



W.L. Cole has been the premier supplier to the hospitality industry for more than 50 years. Whether a hotel, restaurant, bar, conference centre or spa, as a one stop shop carrying thousands of stock items we supply almost all the requirements of our customers in the hospitality industry at the most competitive prices.

Read some of our [Previous Newsletters](#)  
to see what we've been involved in

## Who are we?

**Hotelstuff:** Conceptualised as a platform for trade introductions and online directory of suppliers, Hotelstuff has since evolved into a sophisticated business tool and much more than just an online directory. Today, many procurement departments from every industry and also homeowners use our two directories as their primary supplier list. Better still, it costs nothing for buyers to contact those listed in our directory. Suppliers simply pay an annual registration fee for their directory listing. Please note **WE ONLY MANAGE THE WEBSITES** and do not get involved in sales or quotes.

**Greenstuff:** Sister website to Hotelstuff, Greenstuff is a separate online directory of the green or eco-friendly products of suppliers listed on Hotelstuff.

**Quick & Simple:** No middle man. Interaction between the third parties is direct and enquiries are channelled to the supplier at no cost. The conclusion of the sale or interaction is not influenced by Hotelstuff in any way and we don't receive commissions or referral awards.

**Virtual Helpdesk:** As a value-add, Lorraine mans a free virtual Helpdesk for buyers who can't find what they need on our sizeable directory or are looking for unusual products or services. Given Lorraine's insight and 15-year tenure in Africa's largest hotel chain as Contracts and Purchasing Manager, she is more than qualified to refer and advise.

**Conference & Event Stuff (Eco) Directory:** We have created a new directory which provides anyone, wanting to host a green event, with easy-access tools to source venues, organisers and product suppliers that are offering 'eco' options.

**Green Hospitality Consulting:** If you sell accommodation or manage a restaurant, call us about a consultation or to run a simple workshop to help you and your staff understand what 'going green' entails and why it needs to be taken seriously - in short, we'll get everyone's buy in, including yours! And if you are a supplier, let us assist with greening your manufacturing process and the lifecycle of your product and packaging.

**Speaking & Workshops:** Ask Lorraine to come and address you, your team or your community. Lorraine is a member of PSASA and has become a popular motivational speaker on sustainable and responsible tourism, hospitality and family lifestyle. All aspects of sustainable, eco and green issues are addressed, debunking the myths and demystifying the jargon and leaving the audience positive, motivated and with easy solutions. She has been invited to speak at international conferences, seminars and exhibitions, right through to small local functions.

**Awards:** Lorraine has received numerous awards and commendations for her commitment to responsible tourism and hospitality in South Africa. [Read more about the awards here.](#)

