

Hotelstuff / Greenstuff

Newsletter

Hotelstuff and Greenstuff Newsletter: Issue #66

December 2019

Hello from Lorraine and the Hotelstuff Team

Another year done and dusted.

Another year to speak internationally on environmental topics.

Another year to grow and share our Hotelstuff/Greenstuff websites and services in Africa.

Welcome to all the new subscribers and thank you to those who have renewed subscriptions for 19 years!

Aside from the hundreds of companies and sectors we have contacted this year; here is a list of who Lorraine personally addressed via keynotes, workshops or master classes.

24 Hours of Reality | A Global Conversation | Truth to Action with Former Vice President, Al Gore

CGCSA - Consumer Goods Council

Chanel Fashion Indirect Procurement Seminar in Singapore

ESCA School Wanderers

Event Greening Forum Master Class

EXARRO Mining Sustainability Summit

GBCSA - Green Building Council Convention

Hotel Development Conclave via YBC

Pecha Kucha at Scoobs

SAEEEC - SA Energy Efficiency Confederation

STTA - Sustainable Tourism Agenda, Mombasa, Kenya

TGCSA - South African Tourism Grading Council

The Hotel Show and Conference DMG at Gallagher

The Hotel Show and Conference, Lusaka, Zambia

Vega College

Women of Stature

WTM - World Travel Market Cape Town

And, another two awards! MICE Academy "Lifetime Achievement Award" and SA Energy Efficiency Confederation "Certificate of Excellence".

Thank you to our intrepid little team of Tahnya Gadd, Bill Harley, Corrina van Rensburg, Robyn Nieman and welcome to newcomer Lorna Weidemann. Sadly, Robyn leaves us to follow a new path. We will miss you girl!

It is such a joy to close this year on a positive note for my speaking career and for Hotelstuff and Greenstuff. However it is such a tragedy to close on a depressing note for the state of our nation and the increasingly bad news around Climate Change.

We have lots of work to do and I firmly believe that South Africans are a particularly resilient lot and will slowly turn the ship around once we've rooted out the rot. And we are already seeing a huge shift in climate awareness and concern with companies actually asking for keynotes and training.

I predict a global mobilization to reduce greenhouse gases; politicians and companies making better choices. I believe that in 2020, thanks to last year's Intergovernmental Panel on Climate Change (who finally told it like it is), little Greta Thunberg (who will go down in history) and the millions who march for Extinction Rebellion, the citizens will no longer be ignored.



Here's to a wonderful Christmas Holiday Season to all and thank you to everyone for your continued support and belief in us and our work.



Lorraine and the Team

Please remember to 'LIKE' both our Facebook pages:



and



What We've Been Up To

The Hotel Show Zambia

I tell you something, I reckon Zambians are the friendliest people anywhere. What an absolute pleasure working with these folk. This was the first hospitality show in Zambia, a brave and risky endeavor, but the team managed to pull off a very well attended conference with great topics and speakers and with enough exhibitors to motivate other suppliers to participate next year. Watch this space for details in 2020. We got to meet ministers and top dignitaries and so many professional and dedicated people from the tourism and hospitality sector. It is the first time I have had people come up to actually hug me after my talk. What a wonderful acknowledgement. And, the next day to tell me I was the topic of discussion over dinner at a home! I am just very sad that I couldn't stay on to visit some attractions. Thank you to John Banda and Wengo Ngala for an excellent event.



The 2nd Hotel Development Conclave at the Radisson Blu, Sandton

I gave a keynote on "Mitigating, Preparing and Adapting to Climate Change for Hotels. Then I had the pleasure of moderating a panel of architects: Eitan Karol from LOUIS KAROL Architects, Greg Truen from SAOTA and Shershen Naidoo from Bentel Associates International to discuss "Future Trends in Architecture in Africa" with the focus on "Green Construction, Installations and Operations". Thank you for keeping the momentum going, for your eloquence and valuable insights. We veered off topic, but it seemed to be where delegates wanted to go – still focusing on basic "greening" standards rather than the whole picture. But, small steps grow into giant leaps, eventually. Thank you!



Climate Change - 24 hours of Reality - A Global Conversation

More than 1,500 Climate Reality Leaders delivered over 2,000 presentations in 82 countries ON THE SAME DAY. Lorraine hosted her event at the Wanderers Club in Sandton. The presentation was opened by a welcome video with Former US Senator, Al Gore in person. Lorraine then presented a combination of the formal deck of slides sent to her by Mr Gore and her own research for Africa, specifically, with opinions and tips from people on the ground. We had a better turnout than we expected and were encouraged by the extended and valuable Q&A session afterwards; testimony to the fact that people are understanding the science and increasingly concerned about the predictions. It is almost impossible not to feel discouraged after an event such as this, but we remind ourselves of new developments, designs and solutions that pop up every day. We also had the latest statistics on positive growth in the renewable sector and rapidly decreasing prices for these. We have a lot of work to do. However, Climate Change ("Climate Emergency" is the Oxford Dictionary's Word of the Year for 2019) is trending in the news every day now. Each TV programme has a slot covering aspects of the topic. This is the turning point we have been working towards. Do whatever you can. Sign petitions. Check the source of everything you buy. Demand to see certificates for wood, palm oil, fish, meat and organic products. Speak to anyone who will listen - in the lift, the queue, the waiting room, the meat counter, the lift club! One day your children will ask you what you did. What will you say?

CLIMATE CHANGE

Presented by
Lorraine Jenks

JOIN THE GLOBAL CONVERSATION



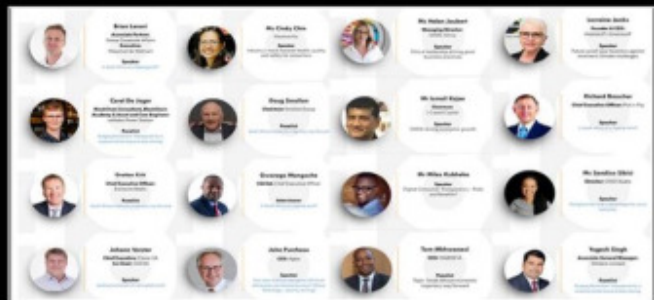
SAEEC - South African Energy Efficiency Confederation - making a difference

The fourteenth SAEEC conference was as good as ever. A new venue, The Farm Inn, was a very different venue after several years at Emperor's Palace. Relaxed, natural environment, good food, great staff, waking birdsong and time to network. I have spoken about climate change and sustainability at SAEEC before and have also given my presentation on self-sufficiency and building off-the-grid skills for rural school leavers - so this year I focused on the latest case studies, reports, statistics and trends in the climate change arena. There is such an enormous groundswell in activism and awareness that people like these specialists are often so busy, they don't see the support they're getting and the increasing demand for their expertise. A highlight was an unexpected award for my work in the field. It all started when, many years ago, Eskom invited us to run fourteen workshops for them around the country. This gave us the courage to begin exhibiting and for me to begin speaking professionally - a journey which was never part of the plan! Check their website for copies of the presentation of some of the speakers. I was very impressed at the number of accomplished women in the industry. Girls don't think of looking to a career in energy efficiency or realise what a fulfilling and secure sector it will be. SAEEC is restructuring and reviving its women's division, so keep an eye on developments there. Thank you to SAEEC for my certificate and for the wonderful work you are doing.



The pleasure of talking at the CGCSA Summit (Consumer Goods Council SA)

I spoke on climate but mostly on the latest research into the devastation of ecosystems and offered some links, tips and tools to slow down and stop the madness. I had a large, very receptive audience, thank heaven... because I had to remind them what they need to stop doing! Happily, my breakaway was booked in the main auditorium. (Not as many as in the pic!) However, I suspect that as usual, those who choose my session are the already converted but I did see some industry leaders' faces. The only shock was a comment from a top agricultural experts who, when I mentioned the Amazon fires, told me it was "fake news". What? Yoh! I need to follow that up. The speakers were excellent: they spoke honestly about the state of the nation, and most felt that South Africa has a history of overcoming bad times and we will come right again; political will willing! Among the top keynote speakers were Gareth Ackerman (PnP), Johann Voster (Clover), Moeketsi Mbeki, Konard Reuss (S&P Ratings), DEA. Other speakers represented Mars, OBC, Distell, Exclusive Books, Woolies, Walmart, Spur, Red Flank, Schneider, Nihilent, Smollen, Tiger Brands, and me. A beautiful venue: the auditorium in the Wanderers building at The Campus. The only downside was when the organizers lost my presentation, I lost a couple of minutes of my time slot when they were scrabbling to find it. I had to fly through the last slides... but it actually galvanized the audience who laughed along with me... and I reckon gave my motivational closing more impact! So, hopefully some new bookings from these folk. Thank you CGCSA for a packed and inspiring day.



ESCA School Wanderers

ESCA's 1st Environmental Committee had their inaugural meeting recently. From Left to Right: Catherine Thomas; Helena Poplett; Greg Fuller; Lorraine Jenks (facilitator and African Climate Change Reality leader) & Sebastian Pagnier. Imagine if schools were leaders in environmental sustainability, giving students the tools to be innovators and giving them a healthy environment in which to learn and play? Green schools empower kids to make a difference, teaching them environmental and health values that will stay with them for life. Thank you ESCA School Wanderers for inviting me. These youngsters give us hope. They are the champions of our future. Together we will explore ways to alleviate climate change and ecocide by understanding the challenges, taking action in order to encourage everyone to make better choices and to feel in better control of an uncertain future.



World class event at Green Building Council SA Convention at Century City, Cape Town

I spoke on Green Procurement in the Building Industry, concentrating on all the stuff beyond the usual energy, water and waste. Such a joy to see the developments in green construction and meeting these committed and talented professionals from the public and private sector. We have come such a long way from the early days of GBCSA. Jason McLellan had us enthralled with two keynotes. His green buildings are incredible; one office block completely off the grid for power, water and even with composting toilets! His climate change slides were the same that I use (very encouraging for me!) and his belief that 2020 will be a milestone in positive change had me sitting up. The video of the plastic in the oceans by an ex BBC producer, had me in tears. The suffering of chicks who can't walk because of all the plastic in their guts was horrendous. Thank you Green Building Council South Africa GBCSA.



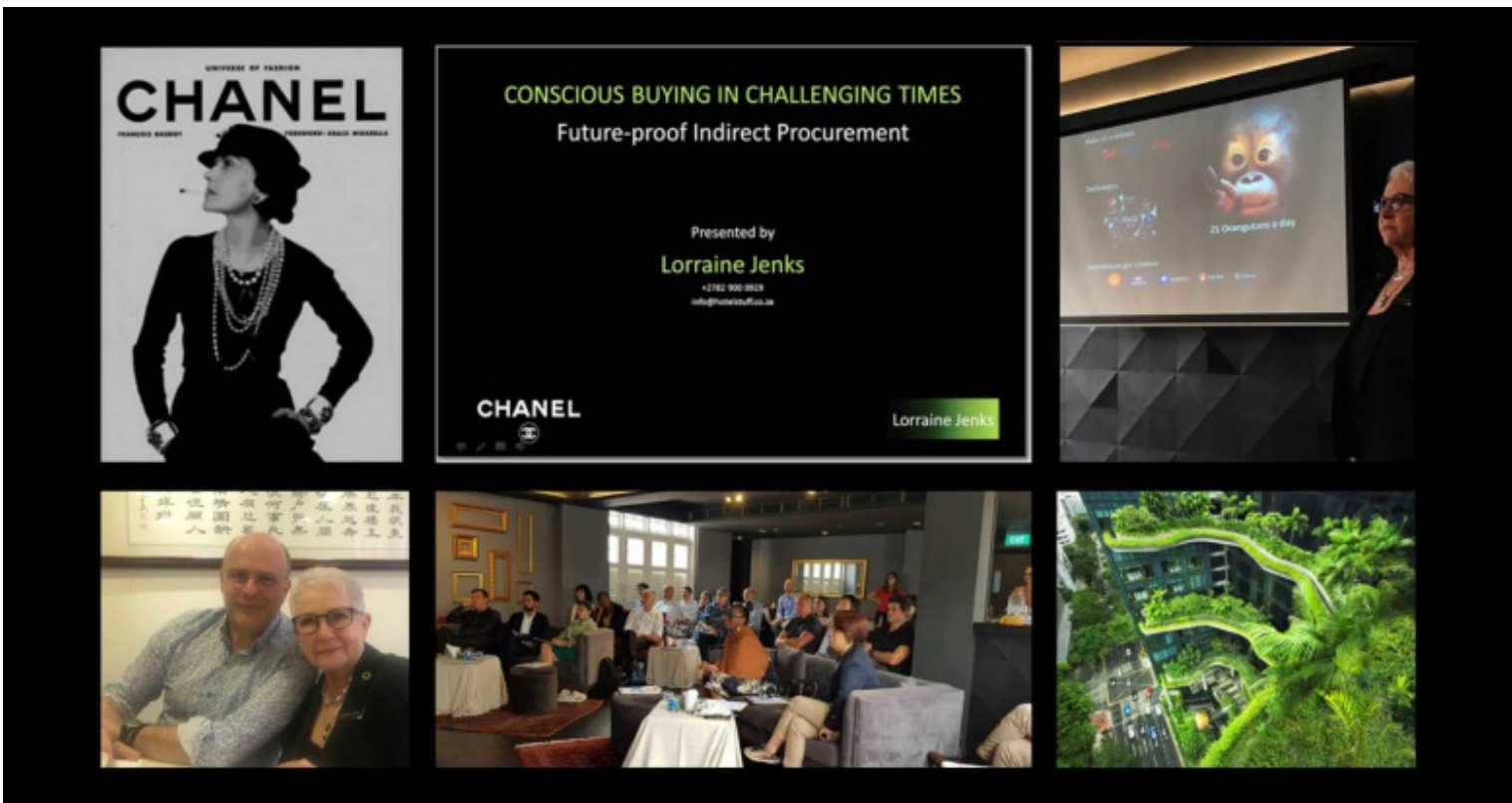
Keynote at Tourism Grading Council Assessors Conference in Ballito

Not enough focus on sustainability and greening in grading standards, but I believe it is in the pipeline. Fascinating talk by Samsung tech for hospitality and encouraging sustainability comments by other speakers. Lovely receptive group - had them on their feet for my motivational closing. Am so encouraged by the shift in awareness.



Chanel's Global IP Seminar in Singapore - the privilege of presenting the keynote

This was a highlight in my career - to have the honour of addressing Chanel's Procurement Executives and Managers from around the world! I think my French Huguenot ancestry explains my penchant for Chanel's iconic style and why my daughter and I wear black. I felt at home. Singapore. What a thrill to be able to support Chanel's decision-makers on their journey towards a more ecologically sustainable operation at the "Chanel Global IP Seminar"! I was pretty impressed to see that they are already well on their way in setting standards and making better choices. However, these were the Indirect Procurement Managers; meaning they tender for, and select, very specific products not directly related to their end product - not related to their luxury fashion, jewellery, cosmetics and perfumes - but to everything else that is needed to run such a company - a division often overlooked and often with a bigger spend than the Direct Procurement Division. We covered climate change and ecocide, identified green procurement tools and software, with a final walkabout through all areas of the company to identify where better choices could be made (as much as we could in the two hours allocated). We had lots of laughter and even some tears at the end. Thank you to Chanel. Your authentic and committed people like Francis Lazarz, Guy Morgan and Carine Coutant are an inspiration. Thank you too to the indefatigable EGG Events girls, Savannah and Caroline, who managed the seminar and spent every minute trying to make things better in an already faultless function - every comment, request or need instantly resolved. The most friendly, affectionate, fun and lovable group I have ever dealt with. PS: I absolutely have to mention the magnificent Park Royal Hotel on Pickering, setting the bar higher than I've seen anywhere on sustainable and green hospitality. Thank you!



Website Banner Promotion

Suppliers, would you like to **increase your brand awareness** and expose your company to more than **37 000 active industry contacts per month**?

Now you can with our **Website Banner** options! [Please contact us for more information.](#) These options are available on both the Hotelstuff & Greenstuff websites.



Banner Advertising on Hotelstuff

- Instant Exposure to 37 000 Industry Contacts a Month
- Increase Your Company's Brand Awareness
- Key Networking Benefits
- Online Exposure 24/7

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New and Repeat Subscribers to our Directories



BEAUTIFUL EARTH

Beautiful Earth offers a personal grooming alternative where the fragrances are derived from essential oils, not synthetics/phthalates. And without the harmful or undesired ingredients - no parabens, sulphates, colouring, mineral oils or glycols & just natural and cruelty free. Complimentary to the customary products we offer a Spa Range for your wellness salons attached to your hotels, as well gift boxes, soap bars, open toe slippers, and personal care amenities; shower caps, sewing kits, dental kits, shaving kits and vanity kits.



BUFFET-WORLD

Buffet-World is a specialist company that concentrates on supplying unique and high-end buffet equipment to the hospitality industry. Whether the buffet is a straight forward hotel breakfast, exotic sea food beach buffet, wedding or company function why not impress your guests and serve food in the most attractive way possible?



CHEF WORKS

Pioneering culinary uniforms since 1963, Chef Works is a global brand with a local presence. Passionate about dressing the hospitality industry, Chef Works specialise in quality culinary apparel centralising around style, comfort and durability. We flourish in developing an extensive range while trends evolve. Workwear that works as hard as you do.



CHOCOLATE GRAPHICS

Chocolate Graphics' chocolates are uniquely embossed with a raised chocolate design. These chocolates make ideal wedding chocolates, promotional chocolates, chocolate logos and personalized chocolates. Our process is patent protected and 100% chocolate. Supplying branded turndown chocolates to major hotel group and event organisers.



COLUMBUS CLEANING SOLUTIONS



Our product offering consists of three focus areas: cleaning chemicals, machines and sundries. The cleaning chemicals include ranges specifically developed for the hospitality and medical industries, as well as a bio-degradable range. We are committed to offering a product of high standing and carry the SABS mark of approval across our various product ranges. In 2016 the company successfully implemented ISO 9001:2015. This achievement is evidence of our quest to consistently provide products and services that meet customer and regulatory requirements.



EARTHSHINE



Earthshine has been designing and manufacturing the most innovative healthy snacks and packaged foods since 2010. Their range of award winning Vegan and Gluten free foods has grown and been refined to include breakfast granolas, healthy instant soups, superfood instant hot chocolate, seed crackers, CBD snacks, kimchi and sauerkraut based snacks, artisan chocolates, innovative dehydrated chips and much more.



INTERMARKET GUEST AMENITIES



Intermarket Guest Amenities has over 30 years' experience in serving the hospitality industry! Our friendly reach extends nationwide with a wide range of clients from large hotels to upmarket guesthouses as well as B&B's. Have us personalise your amenities with your logo - it's an excellent marketing tool! We have outstanding relationships with our suppliers and we want to constantly create better relationships with you, our wonderful clients. We are Cape Town's #1 manufacturer and supplier of quality guest amenities.



JENEV ENTERPRISES

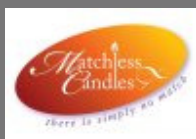


Jenev Enterprises was established in 1983 and we pride ourselves as the largest stockist and supplier of upmarket towels, bathrobes and washable slippers in South Africa. Our specialty is quality. Our brands include Club Classique, Ecla, Terry Lustre and Zorbatex all of which has a wide range of towels, gowns, hand and bath towels, bath sheets, face cloths, slippers, beach towels, bath carpets and Velour gowns. We continue to excel in our market by offering stylish and comfortable range of bath wear. We also have a special bathrobe for weightlifters and rugby players that has extra sleeve width for bigger biceps and a bigger chest size.



KURGAN KENANI LEATHER

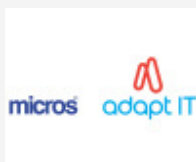
Kurgan Kenani Leather is SA's LONGEST established and LARGEST leather corporate gift manufacturer. We can manufacture and design bespoke leather products that enhance your brand immensely, at factory direct prices that are hard to beat. Genuine leather card holders from Kurgan Kenani make perfect year end gifts, unisex, portable, easy to distribute and warmly received. Now's the ideal time to place your order! Kurgan Kenani remains your first choice leather goods manufacturer.



MATCHLESS CANDLES



Create the perfect ambiance with the Matchless Candles range of LED rechargeable T-Lights and lamps. Never before has table lighting been this cost effective or easy. Whether you are looking to create a soft candle glow or something bright enough by which to read a menu, we have it! Contact us now for the perfect table lighting solution!



MICROS SA



MICROS has the solution for your business! The MICROS Point of Sale and OPERA Property Management System is scalable and designed to meet the varied requirements of any size hotel or restaurant. MICROS is a world class product that provides rich functionality, flexibility and ease of use to complement your business requirements.



MR PRICE HOME

If you're always on the lookout for the best in furniture & homeware to decorate your home or guest house, MRP Home has everything you need. Whether you like to wine and dine your friends, entertain your house guests, add an extra layer of comfort to a living space or bedroom, we've got a full range for every taste to dress things up or down. Explore our Premium Range bedding & kitchenware as your go-to investment, because for us, there is no such thing as too much quality and style. Don't forget you can download the MRP App and shop your favourite homeware right at your fingertips!

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



NGAGE SHOP FITTING

NGage Shop Fitting has a wealth of experience in the field of the following specialized services: Shop Fitting, Decor, Point of sale units, Bars, Electrical work, Steel work, Display units, Dry walling, Shop fronts, Interior & Exterior, Exhibition Stands, Kitchen units, General maintenance, Mall Activations, All types of flooring, Plumbing, Timber decking & painting. Our custom design process, in-house manufacturing and full turnkey installation process ensures a quality and professional end product.



NVIROGREEN SOLUTIONS

Nvirogreen is a Pest Management & Hygiene Business. Our efforts are concentrated on bringing only 100% Natural Solutions to our Clients and Industries as a whole. Change is difficult but we keep at it until we succeed in our mission to bring GREEN to all the Industries. A small company making a BIG impact, environmentally changing your world.



PENMARK HOSPITALITY

Penmark Hospitality delivers an exciting range of hospitality wares right to your door: linens, tableware, kitchenware, bedroom and bathroom amenities, uniforms, gift shop items and more. Simply shop with us and whatever you buy will be delivered to you - wherever you are. Our online store is an extension of Penmark Corporate Clothing and Gifts. 32 Years in the business of sourcing products, branding and working to deadlines gives us the edge you need to keep your hotel, guest house, restaurant or venue kitted out with beautiful, quality items at very affordable prices.



PRENOX

When searching for the right company to supply your catering equipment, you need someone that understands the importance of design engineering and its impact on quality and efficiency. Prenox operates within the industrial catering industry and designs, manufactures and supplies a wide range of industrial kitchen equipment and Convection Ovens, including the unique Modular Range.



RODLIN DESIGN

Rodlin Design was founded in 1993, mainly as an auditorium seating and chair manufacturer, but has since expanded into the conference and hospitality market. The equipment we use in the Hospitality industry is modular, mobile and fold up, multifunctional equipment and complements our seating ranges, which are stackable, linkable and can be transported and stored on a dolly. Through the growth of Rodlin Design locally, we have been able to expand our market and currently we supply Angola, Namibia, Tanzania, Zambia, Botswana, Kenya and Nigeria.



SALTO SYSTEMS SA

Inspiration, dedication and passion have led SALTO to become one of the world's top hospitality sector suppliers of electronic access control systems in little more than 15 years. Our commitment to improving guest accessibility, comfort, manageability and staff security in world-class hotels through innovative technology has led to exceptional customer satisfaction, both for the hotelier and the guest.



SCENIC ROUTE HOTEL AND SPA AMENITIES

Suppliers of luxury hotel room amenities and spa products. We strive to provide the hospitality industry with unsurpassed client service and high-end products for the discerning hotel guest. Our flagship product is the award winning Healing EARTH"! range hotel amenities and spa products which contain only pure organic botanicals and indigenous plant extracts, essential oils and natural active ingredients.



TECHNOSWISS

Technoswiss specialises in the supply of hotel hairdryers & magnifying mirrors. In business for over 20 years, Technoswiss has been supplying the hospitality industry with premium quality items and exceptional, personalised service. Conforming to the highest international safety standards and NRCS approved, we have a range of beautifully designed hairdryers and mirrors to complement any décor.



VTT GEL FUELS

We are a Johannesburg based Level 1 BBBEE company that manufactures and supplies chafer's Dish heating fuel gel for the catering, restaurant and hotel industry. We manufacture methanol base fuel gel of good quality, with no bad smell. It burns evenly longer and is environmentally friendly hence the name "The Blue Flame". Easy to put off by using water or a cover on the can.



YEMVELO HYGIENE

Reasonably Priced, High Performance, Eco-friendly Cleaning Products. Yemvelo Hygiene distributes bio-enzyme and eco-friendly cleaning agents. Yemvelo means 'of nature' in isiZulu. We strive to ensure that all our products meet strict eco-friendly criteria, while obtaining superior performance results.



ZETA AMENITIES

Zeta Amenities supply an entire range of hotel amenities, enabling our clients to source all items from one supplier. We are able to customize all guest amenities to our client's specifications including customised packaging, artwork and fragrances as well as Hotel Personal Label, Dispensers and Refillable Bottles. We are able to produce a variety of soaps that can be packaged to your specifications. Our packaging capabilities include Pleat wrapping, Flow wrapping and carton boxes.

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, we offer 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.](#)



Hotelstuff



Greenstuff

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