

# Hotelstuff / Greenstuff

## Newsletter

Hotelstuff and Greenstuff Newsletter: Issue #51

June 2016

### Some awesome Stats and other News from Hotelstuff/Greenstuff

Tahnja, our whizz-kid technical fairy in the Garden Route has just checked the data on our websites.

We know that we get over 27,000 page views a month (that's not "hits", that's real live people looking for products.)

99% of users click straight through to the supplier and because we don't ask them to register; we can only see how many people have been on a subscriber's page, not who they are.

BUT... we can see the 1% who use our helpdesk or send an email to a supplier whose page is not activated (because the email comes to us instead of directly to the supplier like the paid up subscribers and then we decide whether to let the supplier know or we forward it to his competitors.)

Tahnja calculated that the 1% that we can identify has grown to **8,407 users!** [You can find the list here](#). Check it out. It's wonderful!

All the major hotel chains are there - all the top luxury hotels and lodges, developers, procurement agents, hospitals, spas, retailers, architects, designers, decorators, private folk, government tenders, churches, restaurants, event organisers, universities, supermarkets, grocers, mines, tourism associations, municipalities, clubs, gas stations, casinos, and the rest!

We've become a household name and also - because we've been around for 16 long years - we rank right up top on Google search.

We have to thank all of you - everyone who lists with us or uses our services - you are what makes us a success and keeps us on top!



Lorraine

Please remember to 'LIKE' both our Facebook pages:



### What We've Been Up To

#### 6th HOTELIER SUMMIT AFRICA

Lorraine moderated a panel discussion on "Procurement Challenges in Africa" with panel members: Gordon Reid (Group Purchasing Manager Sun International), Clive Shepherd (Group MD DSA Architects), Jeremy Stewart (Executive Director Source Interior Brand Architecture), Mark Martinovic (CEO Hotel Partners Africa). She also gave a keynote presentation on "Sustainable and Ethical Food." This is an incredibly well organised, five star and well-attended "speed dating" event for hoteliers to meet suppliers. We had never been before. Next year we will make sure you get a formal invitation.



#### SLOW FOOD AGM AND CONFERENCE

Dr Naude Malan spoke to us at Slow Food AGM - pioneering small scale farming and helping people grow their own food and also make a living. Please consider joining Slow Food in your city. We are doing wonderful work with the "10,000 Gardens in Africa" projects, "Ark of Taste", which is an international initiative to identify and protect threatened indigenous or uniquely regional plants, recipes, cheeses, etc., and to support small scale food producers everywhere. Recently the executives of Slow Food International came out from Italy to South Africa to consolidate all our regions and the chapters under a national umbrella. One of our events was in Haenertsburg where we were treated to a banquet of regional and indigenous foods; GMO free pap, samp, oxtail, tripe, 3 types of wild spinach, grasshoppers, wild mushrooms and more!



#### FOOD AND HOSPITALITY AFRICA - aka HOSTEX

The new format was a disappointment to many of the original exhibitors who have supported Hostex for over 20 years. It is now predominantly food and catering equipment with very, very few furniture, amenity, appliance, cleaning chemicals and operating equipment stands. For us, some exciting new green hotels being built here and in Zambia for us to consult on. For the rest, maybe a waste of time?



## 2nd REGIONAL GREEN TOURISM SUMMIT - KENYA

Lorraine was in Nairobi last week where she introduced our Hotelstuff and Greenstuff websites and directories to East African operators. She also gave three presentations: Responsible Procurement, Impact and Preparedness for Climate Change in Africa and Sustainable Food. The event was organised by the Sustainable Travel and Tourism Agenda, Kenya. It was a wonderful opportunity for Hotelstuff/Greenstuff and our work to expand even further into Africa.



## GREEN DRINKS - FOOD AND TREES FOR AFRICA

Green Drinks a monthly event where, in cities around the world, any people interested in or involved with sustainability get together to network and share. Always a delightful evening. Find a group in your city, or start your own. Lorraine gave an updated version of her TEDx talk "Green Gurus have Guts".



## DR BILLY GALLAGHER

So very sad to hear of the passing of Dr Billy Gallagher. I worked with him at Southern Sun Head Office for many years and he spoke at our Sustainable and Ethical Food conference last October; sharing anecdotes of famous people he met during his busy life. What a lovely, lovely man who kept his wicked sense of humour right to the end. He will be sadly missed by the thousands of people who loved him.



[Read about Past and Upcoming Events on our NEWS page](#)

## New and Repeat Subscribers to our Directories



### 3PIN

3Pin specialises in hygiene products and ice makers. Our online shop includes product descriptions, pictures and pricing on all our products. Our hygiene range includes soap dispensers, paper dispensers, hand dryers, toilet roll holders, air freshener dispensers etc. as well as all the associated consumables, giving you the convenience to buy everything from a single source. We also have a range of Scotsman ice makers from 20kg/24hours up to 2,500kg/24hours.



### ABC TRADING CC

We supply South Africa with modern umbrellas which enhance your outdoor patio area. The Umbrosa - Paraflex range of umbrellas are manufactured from aluminium and stainless steel and use an umbrella cover with a high UV protection factor of PF50+. The designer stainless steel furniture from Todus combines everlasting quality with a unique contemporary look. Our wide range of Led Lighted Furniture consists of Led Cubes, Led Balls, Led Cocktail Tables, Led Cocktail Chairs, Led Curved benches, Led Bars, Led Ice Buckets, Led Flower Pots and much more.



### AMBIUS INTERIOR PLANTS

Research has shown that the incorporation of interior plants can have a significant positive effect on your guests' perception of your establishment. They also improve the collective wellbeing and productivity of your staff, and therefore the profitability of your organisation. Ambius consultants will recommend the very best plants for your environment, and our specialist technicians will ensure that they thrive once installed.



### ALEX MURRAY METAL SYSTEMS (AMMS)

Alex Murray Metal Systems (AMMS) are leaders in Kitchen Extraction Systems which eliminates grease in the ducting and greatly reduces odours and fire risks. They are licenced manufacturers of all Halton extraction products including the revolutionary new Capture Jet™, Capture Ray hood and Capture Ray Ultra Violet systems. They offer a complete design, manufacture and installation service with a 24 hour back up in all major provinces.



### ANNMACK DISTRIBUTORS

Our speciality is in supplying natural fibre products to the hospitality industry, locally and ethically sourced. 100% Local goose-down duvets and pillows, 100% local silk duvet inners and pillows, 100% SA Cotton throws and blankets, Bamboo throws and blankets made locally, wool ethnic Basotho Blankets, 100% no-pile Turkish-style cotton towels for the sauna, gym and pool, made locally of course. Mohair locally sourced is included in the mix. We supply great natural products that Don't Cost The Earth!



### ANRAY MANUFACTURERS

Anray Manufacturers is one of the largest Cast Aluminium Garden Furniture Manufacturers in South Africa. With well over 20 years of experience, our service is guaranteed. Anray Manufacturers manufactures cast aluminium garden furniture and parts that are custom to your business or personal requirements. Contact us and we will do our utmost to cover your needs.

attica beds  
SOUTH AFRICAN BED & INTERIORS DESIGN



### ATTICA BEDS

With more than 45 years of Bed Manufacturing Experience our Team of highly specialized individuals have created Cost Effective sleeping solutions, within our Attica Bed range, that suit requirements and budget without sacrificing on quality. As Ergonomic and green sleeping systems evolve with Attica Beds you can be assured that your sleeping comfort is our highest priority. With our factory that is fitted with the latest in mattress Manufacturing Technology equipment, you can be assured of the highest quality sleeping satisfaction.



### B&C AGRICULTURAL TRADING

B&C Agricultural Trading delivers unlimited creative, but practical options to cater for all your branded as well as unbranded packaging requirements. We supply amongst other things a generic brand of Coffee, Creamer and Sugar Sachets to suit discerning customer requirements. With a proven track record in the Packaging Industry, B&C guarantees an attention to detail with a focus on innovation & delivery. Suitable for the Catering, Hospitality and Food-service Industry.



### BENGUELA TRADING

Situated in the heart of the winelands, Benguela Trading specialises in sourcing and manufacturing decor related products. Many of these products, including Trudeau Boutique Vineyards cheese boards, are made using recycled wood and handcrafted by residents of the Franschhoek community. We operate as a wholesaler, supplying over 40 boutique furniture stores country wide. Internationally we are represented by agents who are responsible for marketing and distribution.



### BESPOKE AMENITIES CO

The Bespoke Amenities Co is a proudly South African manufacturer of the highest quality hotel amenities, soap and slippers. We have created over 90 jobs for South Africans in the last 2 years and are aiming to create more in the near future as we continue to grow. Visit our website to view our products and shop online or drop us a mail and we'll contact you.



### BEYOND GREEN CLEANING

Using cutting-edge bio-remediation technology, our products revolutionize green cleaning. Powerful organic compounds consisting of enzymes and microbes eat away at oily grime and turn them into water without the use of harmful toxins. Our cleaning solution is not only uncompromisingly dependable and safe, but also a formula that delivers the best in hygiene results.



### BIDVEST STEINER

Bidvest Steiner prides itself on providing quality hygiene solutions to a wide spectrum of businesses and with a National footprint of 29 branches, can provide quality services across both South Africa and neighbouring countries. Services offered are Office Hygiene Solutions, Deep Cleaning Services, Pest Control, Hygiene Consumables.



### BLENDWELL CHEMICALS

At Blendwell Chemicals, being green is not only about having an eco-friendly line of products. It's an attitude, an outlook and an opportunity to change more than just the way people clean. Our pledge to being green does not begin and end with a range of cleaning products - it goes far beyond that. It's about doing everything greener and constantly looking for opportunities to improve. It's a lifelong philosophy that drives our commitment to sustainability. We at Blendwell are committed to Growing Green. Are you?



### CAVELLI LINEN

Our customers delight in our comprehensive range of top quality bed linen, curtains, duvet covers, pillows, towels (appointed agents of both Glodina and Nortex ranges) and our vast selection of related accessories. We also have a wonderful range of curtains, voiles and mosquito nets, which include luxurious Damask and Jacquard fabrics, both imported and local. In addition we offer promotional merchandising and specialise in tailoring customised promotional and gifting items.



### DANDYLION GREEN BUSINESS SOLUTIONS

Add an immediate green touch with a lanyard that grows! An innovative & practical way to go green with a client logo incorporated onto recycled plastic lanyard clip. After the conference/event simply plant & grow!



### ECLIPSE FURNITURE

Eclipse is a national distributor of Saxo quality contract furniture with designs inspired by leading Italian manufacturers. The seating and tables are contemporary yet functional for all types of settings and can be customised to specific styles. One of South Africa's premier distributors specifically aimed at designers, architects, and the restaurant and hotel industry.





## ECO FURNITURE DESIGN

Eco Furniture Design is a client orientated business based in Cape Town South Africa who specialize in crafting sustainable furniture and decor. What distinguishes us is that we strive to manufacture top quality products but at affordable prices. Another crucial element is our commitment to using sustainable materials and the consideration of our environmental & social impact as a business. Our passionate and dedicated team will provide you with great service as well as stylish functional and affordable furniture & decor.



## ELAN DISTRIBUTORS

Elan Distributors Pty (Ltd) has become a very recommended supplier to the hospitality industry in Southern Africa and currently supplies the hospitality industry with over 12 000 products. These products are obtained directly from the factories that we represent which enables us to give you value for money at factory prices. What makes us stand out above the rest is that we enable you to purchase everything you need from one trusted supplier, which saves you time and money on transport costs as well as the hassle of keeping track of the numerous suppliers.

## G & R TRADERS



We are a South African company which does local manufacturing for the hotel & retail industry - a 'One Stop Shop' providing you with everything your establishment may need. We have been in the Retail market for the past 13 years, supplying our No-Germs range, No-Lice range and No-Squito range to various Retail outlets. Since we entered the Room Amenities market in 2012, we can proudly say that we have been delivering a consistent level of service to our clients. We have grown our product lines over the past few months and are always willing to see if there is any product that we can deliver that is not on our Product sheet.



## HOTEL AMENITIES SUPPLIERS

A Proudly South African Company, Hotel Amenities Suppliers (Pty) Ltd has been servicing the local and Southern Africa market for over 20 years and remains the largest guest amenities and hotel accessories company in South Africa, successfully supplying over 3200 clients. Our hotel Accessories Division has a selection of products available to complement the amenities range and with our operating equipment partners, we are able to source and supply most hospitality equipment.



## 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.

## INITIAL HYGIENE SERVICES



Hygienic and stylish bathroom spaces reflect well on any hospitality business. At Initial we make it our business to contribute to and support the positive image of your business by providing outstanding hygiene services in both the bathroom and kitchen areas of your business. Your guests and staff can enjoy a level of comfort, hygiene, cleanliness and convenience that makes them feel cared for and valued.



## ISLAND SUPPLY COMPANY

We are an international hospitality supply company and have been operating for about 14 years, supplying Hotels, Resorts, Lodges and Restaurants, mainly in the Export Market. We focus primarily on niche markets in the Indian Ocean Islands and Africa (remote), but we're also happy to have local inquiries. We have a huge range of Hospitality goods to choose from, ranging from Fine Wines and Perishables, to Kitchen Equipment and Resort Sports Goods. If it's Hospitality Related, we can get it for you!

## LUDE HOSPITALITY SUPPLIES



We supply various Hotels, Lodges, Conference Centres, Mine facilities, Restaurants, and Catering companies throughout Africa and are leaders in procurement and project management. Lude Exports have focused on supplying Hotels & Lodges in remote parts of Africa. We are registered as a SADC supplier and can therefore supply SADC certificates on all locally manufactured products. Our main focus is to offer quality products at a competitive rate. We take pride in our service and go the extra mile for our clients.

## MIKO PURO FAIRTRADE COFFEE



Since 1801 Miko has scoured the globe for the finest coffee beans and meticulously blended them for full bodied, award winning coffee products using techniques honed over time. Miko are a one-stop for a rich Italian Roast in our Miko coffee range and our Fairtrade and Fairtrade Organic offering is completed with the Puro coffee basket. We also offer a full range of professional espresso equipment, vending machines, filter coffee options and technical services. Our professional barista training is world class and our team are dedicated to creating truly passionate coffee ambassadors for our clients.





### NGWENYA GLASS

100% RECYCLED GLASSWARE! These beautiful products, which include a range of tableware, drinking glasses, vases, jugs and ornamental African animals, are all handmade from recycled glass. Since 1987, Ngwenya Glass has been making glassware in Swaziland from 100% recycled glass. Building upon a reputation of quality, functionality, beauty & of being environmentally aware. Ngwenya Glassware is found all over the world and in countless establishments, including Londolazi Game Reserves, CC Africa, Southern Sun.



### NIFTY NAPKINS

Nifty Napkins supplies the following items to the Hotel & Hospitality Industry : Linen Table Cloths, Linen Napkins, Chair back covers, Runners, Serviettes printed and foiled, all Coasters from beer mat to coffee filter papers to name a few. Some of our current customers are Southern Sun Hotel Group, Legacy Hotels and Tsogo Sun just to name a few. We strive for quality, service and price and for this reason we chose that as our company motto and pride ourselves on this standard. Please feel free to contact us or have a look at our products on our website.



### PESTO PRINCESS

Pesto Princess Foods - Manufacturers of world class, preservative-free pesto sauces, pastes and soups. Innovators in the dip, rub, marinade and salad dressing categories. Our team is dedicated to producing world class pesto sauces, pastes and soups using only natural ingredients and an environmental consciousness. Our products are robust, flavour-packed, wholesome and preservative-free to inspire, quick, easy meals guaranteed to have your customers coming back for more.



### RED ESPRESSO®

Have you tried the new Rooibos Flavour Collection from red espresso®? Compatible with all Nespresso® machines. Ideal for room drops and conferencing. Already in all rooms at One&Only, Cape Town, and Le Quartier Francais, Franschhoek. Available in 4 delicious flavours: Original, Intenso, Vanilla and Caramel. Naturally caffeine-free, red espresso® is a sophisticated alternative to coffee for guests who don't drink caffeine.



### RED ESPRESSO®

Serve your guests South Africa's original, much-loved red cappuccino®. Made from red espresso® Rooibos and served with its own unique honey. Red espresso® is available in premium espresso ground 1kg and 250g, suitable for espresso machines, filter coffee machines and plungers, or single serve Nespresso® compatible capsules. Red espresso® honey is available in 340ml squeeze bottles or 8g sachets.



### RENTOKIL PEST CONTROL

Experienced hoteliers don't need Rentokil to tell them about the threats associated with a pest infestation; they are well aware of how costly - both financially and in terms of loss of reputation - pests on the premises can be. Rentokil understands the competing demands on hoteliers' time, and will proactively mitigate the risks associated with pests such as bed bugs, rodents and cockroaches in the hospitality environment.



### SPECIFURN CONTRACT FURNITURE

Specifurn Contract Furniture specialises in supplying the hospitality and training industries with all their banqueting and conferencing table and chair requirements. We offer solutions by supplying budget and blow the budget products as well as restaurant and dining tables and chairs, aluminium products, barstools, couches, lockers and canteen furniture. Our services include refurbishing banqueting and conferencing tables and chairs.



### TARIFOLD WALL-MOUNTED DISPLAY UNITS

Tarifold wall and desk organizers enable you to get organized fast, to stay efficient and productive, and keep reference information instantly visible. With Tarifold's great products, you can clean up your work area and maximize your productivity. You will find the Tarifold system invaluable in so many places - to organize, protect, display & store. Information visible where you need it when you need it.



### TECHNOSWISS CC

Supplier of premium quality, hotel-grade hairdryers and magnifying mirrors imported from Europe. We also supply guest-room kettles, steam irons & ironing centres, bathroom scales, alarm clocks and a range of other high quality guest room products. To mark our 20 years in South Africa we have rebranded and launched a new range of mirrors and hairdryers, to complement our existing offering of the exclusive JVD France brand.



### THAT'S LINEN

That's Linen is a linen wholesaler supplying a wide range of top quality towels, bed linen and curtaining to the hospitality industry and medical hospital groups. Our products are characterized by a simple timeless design and elegance that can be embellished to suit the unique style of any establishment. We source the highest quality materials from industry leading fabric houses to meet the exacting standards of our clients, be it the luxurious hospitality fabrics preferred by five star boutique hotels, or the resilient, stable fabrics required to meet meticulous hospital standards.



## TOWN & COUNTRY FURNITURE

Town & Country make a comprehensive range of custom made furniture using mainly exotic timbers, and we pride ourselves on top quality finishes that have been carefully monitored and refined over the years. Our paint techniques are unique and result in end product effects that are visually exciting and pleasing to the eye.



## UNSGAARD & SAMSON

Unsgaard and Samson have established a long tradition of quality products and service in the food packaging industry. We supply products to all the main industries that incorporate food production and packaging, namely: Agriculture, Meat retail and production, Bakeries, Hospitality and Hotels, fish packers, consumer products. We supply a wide variety of branded products used in guest houses, hotels, lodges, and restaurants which include Like-Linen Serviettes, Shoe Mitts, Face Cloths (disposable), Airline & Coach Headrest Covers, Tea Tray Liners, Dustbin Blotters and Butter Dish Covers.



## WOODENWAYS LUXURY FURNITURE

We offer complete furniture solutions to major hotel groups, boutique hotels, lodges and guesthouses. We support local and international decorators and architects. Our range of products include furniture for bedrooms, dining rooms, foyers, business centres, bars, lounges and outdoor patios, decks or swimming pool areas. We manufacture our own tables, chairs, display cabinets, bookshelves, TV units, coffee and side tables, office furniture, occasional chairs, recliners, sofas and couches (all in genuine leather or fabric).

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.](#)

