

# Hotelstuff / Greenstuff

## Newsletter

Hotelstuff and Greenstuff Newsletter: Issue #56

June 2017

### Hello from Lorraine and the Hotelstuff Team

Some interesting news for everyone further down, but first a note to our subscribers.

### Display your products on our stands at the Hotel Show Africa Exhibition

Quickly! Quickly! For those of you with products, there is still time to let us display your goods on our stands at the brand new Hotel Show Africa at Gallagher Estate from 25 to 27 June 2017.

We have three areas: Bedroom, Bathroom and Patio which we're furnishing with your products from our Hotelstuff and Greenstuff websites. We're offering huge discounts (only pay between R1500 and R3000) to display your Products. You can also send Brochures (R1000 for 200 x A5 brochures) or Powerpoint Slides (R1500 for 5 x slides) - because this is not about making a profit... it is about sharing, educating and promoting the websites and promoting YOU.

Email Lorraine quickly: [info@hotelstuff.co.za](mailto:info@hotelstuff.co.za)

### These are some of the companies exhibiting with us. Why aren't you?

8th Avenue Trading; ABC; African Kinetics; Anray Manufacturers; B & C Agricultural Trading; Blendwell; Bravo (Sealy); Carpentry Classics; Chandelle Lighting; Chocolate Graphics; Dandy Lion; Direct Invest Supplies; Duchenne; Du'Vine; DYW; EcoSmart; Evening Breeze; Fever-Tree Insect Repellents; Fibre 2000; Flavioweb; G&R Traders; Global Worming; Immortal Straws; Linen Drawer; Miko/Puro Coffee; MOSO Africa; Mulberry Silk; Numatic; Protovate; Salto Systems; Scan Display; Silk by Design; Swiss Eco Line; Sycro Distribution; Talborne Organics; Technoswiss; The Rug Store; Valiryo; Veneer Tech; WaterWays.



In the meantime, here are some more ways we have recently promoted our websites and furthered our work in inspiring sustainable practices.



Please remember to 'LIKE' both our Facebook pages:



# What We've Been Up To

## SLOW FOOD CONFERENCE IN CAPE TOWN

Slow Food presidia in South Africa are finally all under one umbrella. Two days of collaboration and planning with Emanuele Dughera from Slow Food International's head office in Italy and Francesco Sottile of the Chefs' Alliance.



Slow Food committee members meet.



Indigenous, heritage food to taste.



Wild edible fynbos and dune spinach.



Emanuele, Francesca and Caroline McCann (Braeside Butchery) taste indigenous "Boerebok".



The "Eat In" in Cape Town. Heritage, indigenous, Ark of Taste foods.

## PEWA - POWER AND ELECTRICITY WORLD AFRICA

Lorraine gave a talk on self-efficiency and going off the grid, aimed at school-leavers to encourage them to build their own homes, build DIY renewable energy and water-saving installations from scrap and create food gardens. Talk titled: "Victim of Circumstance or Master of Your Destiny?"



The perfect event to encourage grassroots solutions to housing challenges and electricity.



Just loved this gorgeous truck that is used for a roadshow around South Africa to demonstrate renewable energy to school children.



Lorraine presented eleven different ways to build your own home, build your own energy solutions, water saving, food garden and even your own composting toilet.

## SAPICS - SUPPLY CHAIN MANAGEMENT

A keynote address titled "Keep it Lean, Clean and Green" presented to top procurement decision-makers. Supply Chain Managers and Procurement Officers have immense power to help protect the environment, reduce the impact on climate change and protect our precious natural resources with every tender they submit and every buying decision they make. Lorraine's explanation of product lifecycles and the circular economy with simple, clear solutions encourages more responsible choices and better practices to create a safer future for our children. "One of my favourite events where I get to share the very essence of my work."



The best of the best Procurement and Supply Chain professionals.



Clem Sunter had us worried but also encouraged! Derek Watts was also one of the speakers. What a lovely man!



Our first time at the stunning new Century City Convention Centre and Hotel in Cape Town. Got stuck in the hotel and had to ride out that monster storm

## RADIO 18 - AN INTERVIEW WITH IVOR BLUMENTHAL

Listen to the podcast of a short interview about my [SAPICS topic](#).



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

## Upcoming Events

### THE HOTEL SHOW AFRICA 2017

And last but, most definitely not least:

The brand new, international HOTEL SHOW AFRICA - Gallagher Estate 25 to 27 June 2017 - See you there!

[Pre-register here for free attendance.](#)



If you're not exhibiting with us - come and visit. We have delicious coffee and can't wait to take you on a tour of our projects. They're called "[The Luxury Room Sets](#)".



Then pop in to listen to Lorraine take part in two panel discussions at the [Vision Conference](#).

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



### 8TH AVENUE TRADING

The 8th Avenue Trading label can always be counted on to present the most unique fabric textures while keeping up with the latest fashionable colourways. The accessory range of products are "Proudly South African", manufactured in roll form and then converted into Throws, Cushions and Table Runners finished by CMT resources or by our own staff. Our manufacturing capacity is flexible to meet demand and we have the facility to develop specific qualities in designs, texture and colourway for exclusive applications.



### ABC TRADING

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.



### AFRIHOUSE

Afrihouse is an African-inspired décor company, we endeavour to supply the game lodge/hospitality industry with any décor item they may require. Our passionate team is continually sourcing unique and African-inspired décor treasures, however the majority of our products have been locally hand-crafted in Limpopo or manufactured by ourselves. We specialise in the making up of beautiful creations from horns, rattan, wood and anything out of fabric. Being the manufacturer of most of the items we supply, our prices will be hard to beat.



### 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.



### BEDS & PILLOWS

Suppliers of superior quality bedroom and lifestyle products. We believe that comfort is everything. We supply a range of Beds, Pillows, Mattress Toppers, Linen, Medi Support, Foam Mattresses, Baby products & Cots, Wood & Steel furniture. In our experience we have come to know that high quality lifestyle products result in healthy posture and overall good health and well-being.



### BEVPLUS

bevPLUS supplies and services the beverage industry of hotels, restaurants, conferencing and catering services as well as focus on home and micro-breweries. We supply and service water filter machines, beer and brewing equipment and are growing into a one stop shop for the micro brewery industry. bevPLUS bottles are industrial dishwasher safe. Available with swing top or screw top.



### 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.



### BLENDWELL CHEMICALS

The days of weak environmentally friendly cleaning products that don't clean are over. At Blendwell Chemicals we have introduced Enviroblend products in a sachet format that is packaged as 30 sachets per box. Advances in cleaning technology allow us to manufacture cleaning products from renewable and sustainable resources. Our products are readily biodegradable, non-toxic and easy to use and more importantly kind to people and the environment. Level 2 BEE, Green Tag Certified and Proudly South African.



### COTTON TREE TRADING

Supplier of quality hospitality products. With over 20 years experience in the hotel and hospitality industry coupled with vast buying experience, Cotton Tree Trading Pty Ltd have a loyal following with an ever growing customer base. We are known for being able to supply the best product at the best price. With great attention to detail and one on one customer service, we work directly with the manufacturers - and with no middle men and few overheads we are able to bring to you, the customer, the best deal possible.



## D Y W

Decorate your Walls offers you a Diverse and Extensive range of quality Wall Décor for both Residential and Commercial. From Contemporary, to Modern, to Classic or Country Living styles, our Décor creates warmth and depth and freshens and 'chic's up any space. Some of our pieces offer hints of colour which accentuates any wall, adding luxury and décor distinction.



## DIRECT INVEST SUPPLIES

Direct Invest Supplies South Africa - Hotel, Restaurant, Home and Bar Furniture Suppliers. We create a new identification of luxury, for an era that's increasingly connected and culturally diverse. We believe that our choice and love of luxury design will create tomorrow's landmark. We aim to inspire and engage our clients to the emerging world culture.



## 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.



## FLUSHY SA

SA is a water scare country and we have to save this dwindling resource where we can. Flushy SA, is a water saving innovation that essentially retrofits older (single/front) flush water waster systems which can use up to 15 litres of potable water in every single flush! Once installed, the Flushy is proven to save up to 50% of the water used. No need to do a costly replacement of the entire system, all that is required is the little big water saver, the Flushy.



## 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.



## GEBERIT

Geberit has always been a pioneer in sanitary technology, consistently setting new trends with its products and comprehensive system solutions. Geberit's range of products are designed for use in new buildings as well as in renovation and modernization projects. They are innovative, durable and ecologically efficient and provide high-end sanitary solutions for home-owners, developers, architects, retailers, plumbers and installers alike. We have a technical team to back-up our 10 year service guarantee on all our Geberit concealed cisterns.



## GLOBAL WORMING

Global Worming is the supplier of worm farms, composting worms, worm castings, worm tea and bokashi throughout South Africa. You too can make a difference to our environment by using vermiculture to convert all kinds of organic waste to nutrient rich organic fertilizers. We make and sell a range of competitively priced locally produced domestic and industrial sized Worm bins, worm farms and organic fertilizers.



## IMMORTAL STRAWS

With the Immortal Straw project, we aim to tackle a few of the challenges that we are all facing. First and foremost is the urgent attention that needs to be given to the plastic disaster that is unfolding. It is certainly not going away and it is up to each and every one of us to make the change to more sustainable choices. Immortal Straws are hand crafted from Surgical grade(316) Stainless Steel. Proudly South African and can be re-used indefinitely!



## KVH FURNITURE & DESIGN

KVH Furniture and Designs is a specialist company focused on the design and manufacturing of exclusive, made-to-order furniture. Our core business is targeted at architects, designers, specifiers and property developers; however we also have clients from procurement, the restaurant industry, government, education as well as private home owners. We have over 20 years' experience in designing and manufacturing the highest quality furniture and we are able to custom build just about anything you require.



## MULBERRY SILK

Around the same time the Chinese invented pasta, they also invented silk duvets. Now, 2000 years later, the latter are taking the world by storm - mostly because silk is organic, renewable, hypo-allergic and inhospitable to parasites. It is also light, lithe, and wispy, but will always keep you warm enough or cool enough, no matter the weather. However, none of these reasons for buying a Mulberry Silk Comforter is as compelling as a single luxurious night spent in its company.



### **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.



### **PESCATECH**

Over the years, we at Pescatech have done more than just strive to become the leading importer and distributor of premium grade cleaning solutions and products! Today we've not only helped several of SA's biggest-name companies clean up their act by completely transforming their cleaning processes and equipment, but we're also proud to offer a range of the most technologically advanced products and brands in South Africa's food processing industry.



### **PROTOVATE**

Protovate creates environmentally conscious, concept products and furniture to organisations, customers and partners. We work primarily with sustainable timber and incorporate steel and glass features to our functional products, adding creative variety and convenience and starting conversations. Focused primarily on FSC-certified wooden mediums, Protovate develops exclusive, flat-packing products for the savvy professional on the go.



### **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.



### **STRATEGIC HOTEL GROUP CC**

Our team of sales professionals' sources quality hotel amenities from manufactures in South Africa, providing the hospitality industry with a range of luxury, affordable guest amenities. Our mission is to deliver a good service to our clients and manufactures and to build strong relationships. We offer free custom branding and deliveries nation wide.



### **TALBORNE ORGANICS**

Talborne Organics is the trusted supplier of Certified Organic Fertilizers, Soil Conditioners and Garden Pest & Disease Solutions for PURE PERFORMANCE! "The Talborne Organics family is guided by the belief that a Healthy Soil grows healthy Plants, which feed healthy Animals and People, thereby creating a healthy, safe and sustainable Environment for all to enjoy!" CERTIFIED ORGANIC ranges: VITA Organic Fertilizer, BIOGROW Pest & Disease Control, FERTILIS Earthworm Castings.



### **THE SILVER FLAIR**

We are highly experienced in the hospitality industry with our Director having worked in the industry for many years. The Silver Flair understands our clients' needs. The Silver Flair specialises in supplying: Hotels, B&B's, Game Lodges, Guesthouses, Restaurants, Conference Venues, Corporates, Schools as well as private households. Choose from a wide range of products, namely: Bathroom Amenities, Guest Eats, Beverages, Electrical Equipment, Towels and Linen, Wooden Products, Mini Kettles... just to name a few.



### **VALIRYO BODY DRYER**

The Valiryo® Body Dryer is the most efficient body dryer on the market, reducing the environmental impact arising from washing and drying bath towels. Move on to a more comfortable and efficient drying option, one which is more pleasant on the skin and which enables you to reduce levels of moisture in the bathroom and the effort and cost dedicated to washing and drying towels on a regular basis.

## 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.](#)

