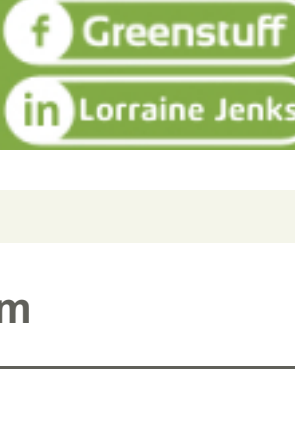


FOLLOW US ON:

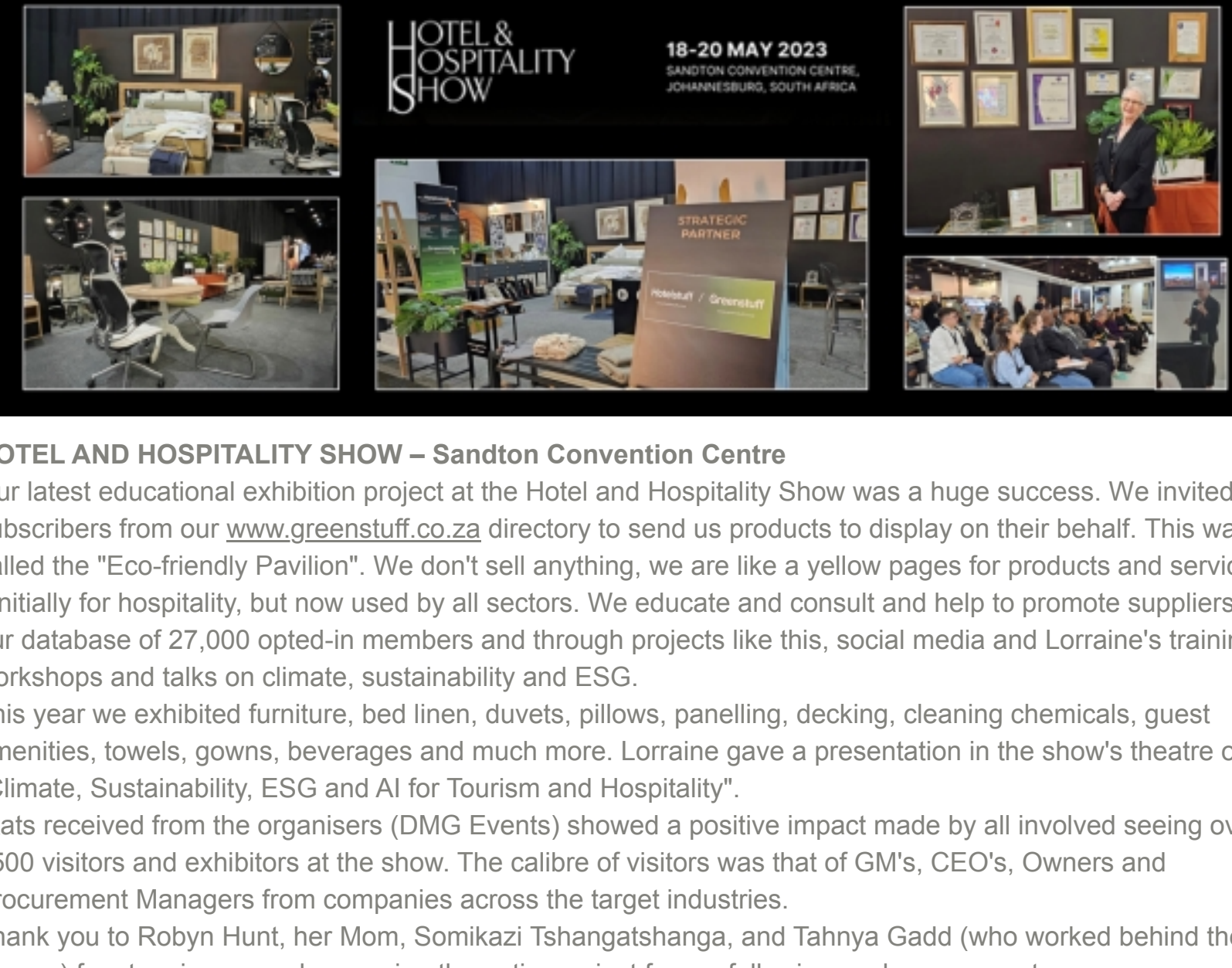


Hotelstuff / Greenstuff Newsletter

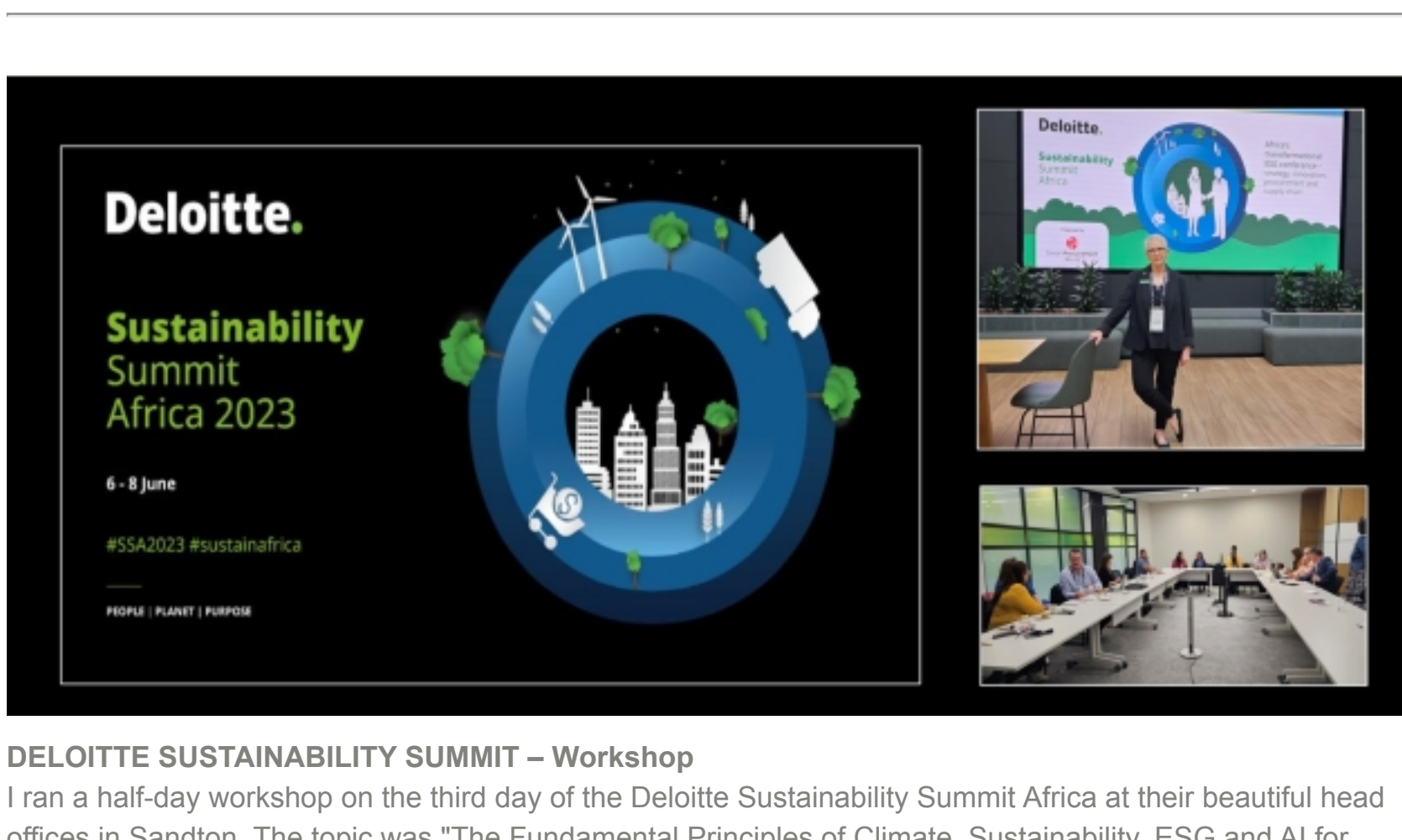
Greetings from Lorraine and the Hotelstuff Team

IN MEMORIAM

Some of you knew my son, Richard. Hotelstuff (the name and the concept) was his idea. He built the first Hotelstuff website when he was a student and I was still Purchasing Manager of the Southern Sun Hotel Group. That was 23 years ago! The Internet was new. Many of you didn't even have websites. He saw the benefit of me sharing my experiences and contacts with the whole hospitality industry. The rest is history. What was meant to be a hobby, now gets up to 33,000 users a month with Hotelstuff/Greenstuff being one of the few such services anywhere and with 23 awards. He went on to obtain a PhD Physics and a career as a teacher. In April he took his own life at age 45. We think it was perhaps a combination of the loneliness of genius, autism and a brain tumour. We are shattered and inconsolable. To those who know and contacted us, thank you for the wonderful messages and outpouring of love and respect for my beautiful son.



What We've Been Up To



HOTEL AND HOSPITALITY SHOW – Sandton Convention Centre

Our latest educational exhibition project at the Hotel and Hospitality Show was a huge success. We invited subscribers from our www.greenstuff.co.za directory to send us products to display on their behalf. This was called the "Eco-friendly Pavilion". We don't sell anything, we are like a yellow pages for products and services - initially for hospitality, but now used by all sectors. We educate and counsel and help to promote suppliers to our database of 27,000 opted-in members and through projects like this, social media and Lorraine's training workshops and talks on climate, sustainability and ESG.

This year we exhibited furniture, bed linen, duvets, pillows, panelling, decking, cleaning chemicals, guest amenities, towels, gowns, beverages and much more. Lorraine gave a presentation in the show's theatre on "Climate, Sustainability, ESG and AI for Tourism and Hospitality".

Stats received from the organisers (DMG Events) showed a positive impact made by all involved seeing over 3500 visitors and exhibitors at the show. The calibre of visitors was that of GM's, CEO's, Owners and Procurement Managers from companies across the target industries.

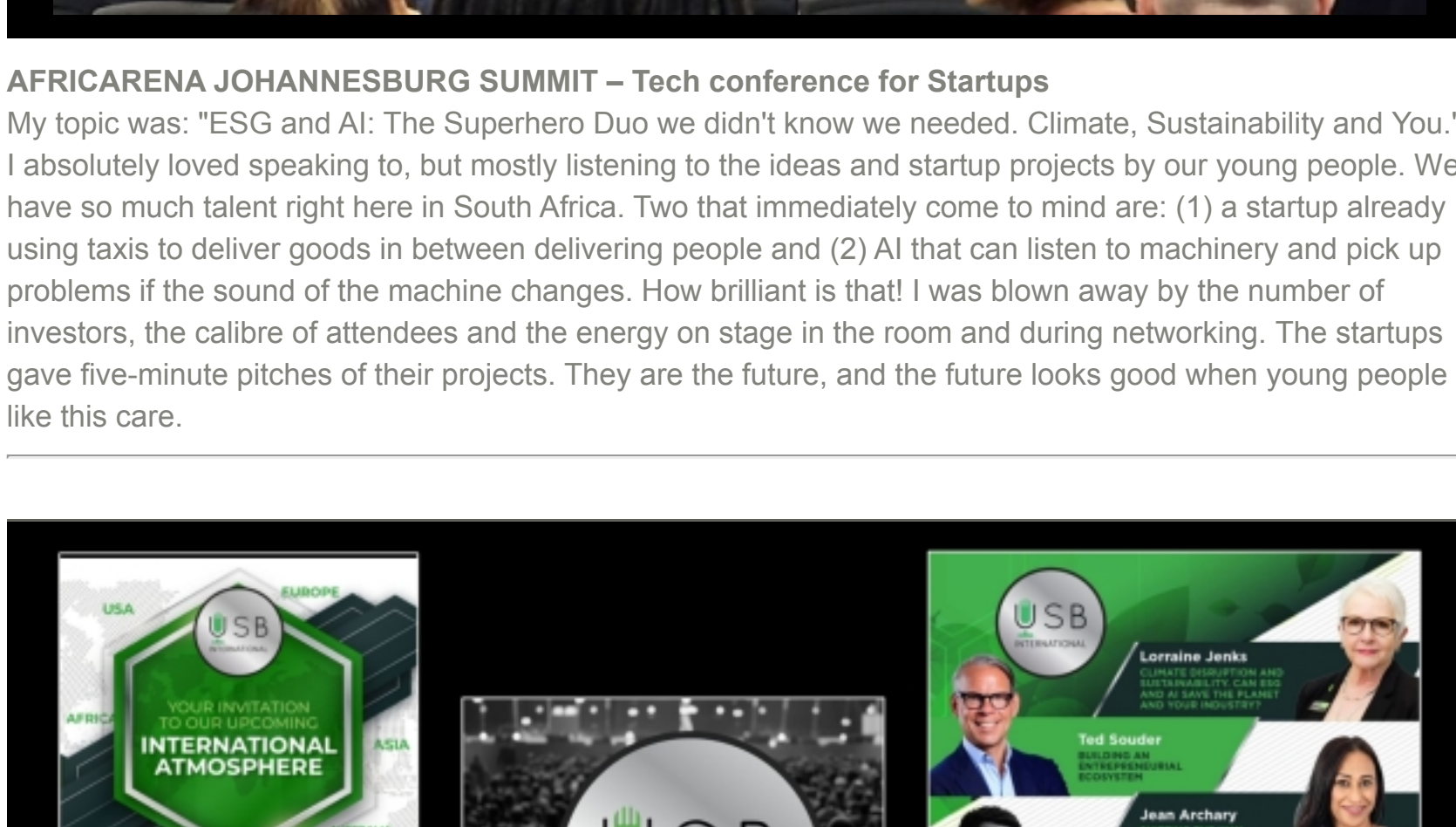
Thank you to Robyn Hunt, her Mom, Somikazi Tshangatshanga, and Tahnya Gadd (who worked behind the scenes) for stepping up and managing the entire project for me following my bereavement.

Thank you to Evan Schiff, Tebello Thusini, Cerise Maartens and Fran Smook from DMG for your invaluable support and encouragement.

Thank you to the suppliers listed below for their stunning products and trusting us to display them in the best possible way to maximise exposure.

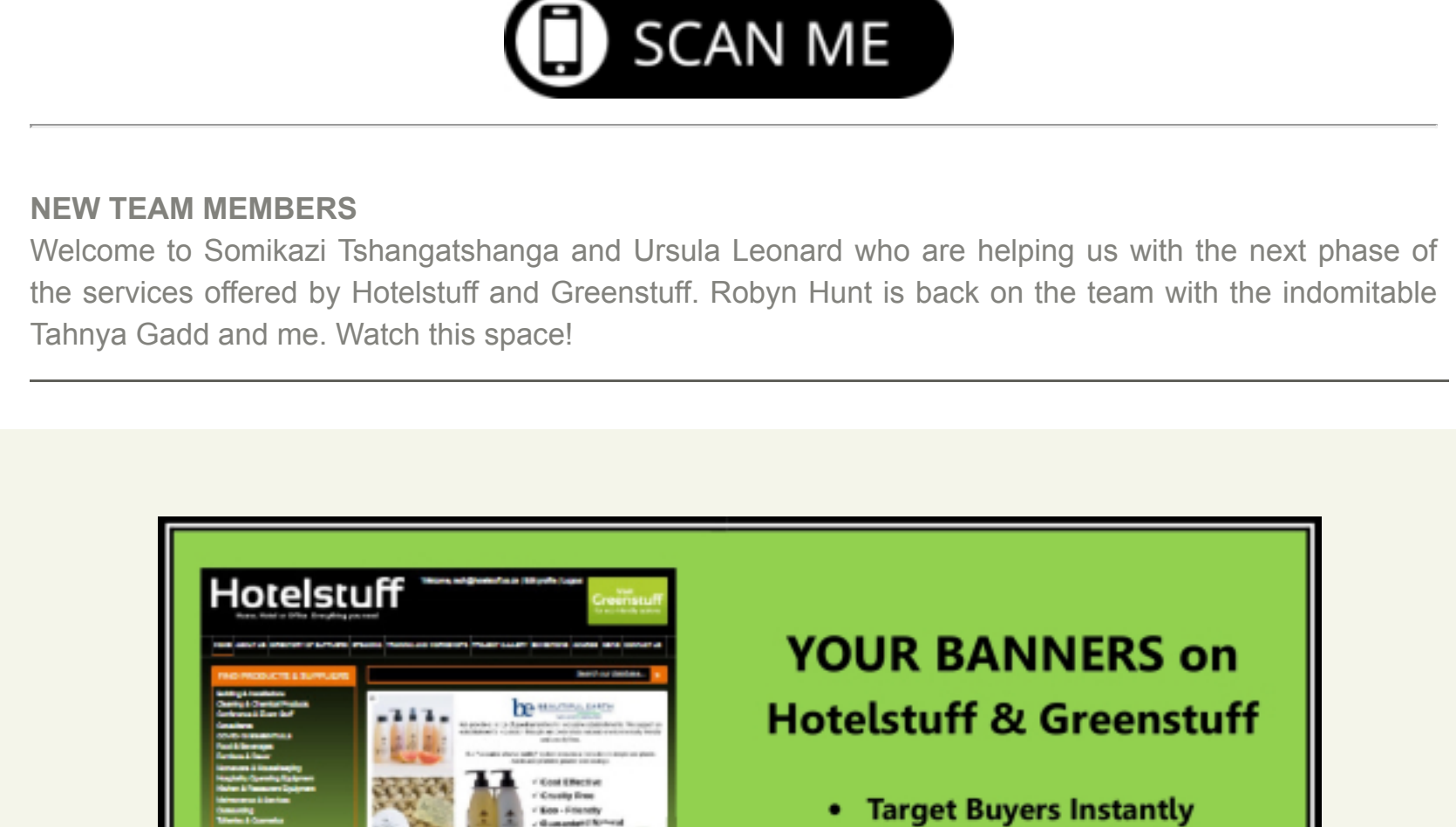
Acute Steel Works | Afrihouse | Allsorted Designs | Back 2 Nature | Beautiful Earth | Bravo Brands
Cape Fynbos Tea | Cape Island | Condrou Manufacturing | Enviromall | Formfunc Studio
Impakt Upholstery | Indalo Ye Afrika | Jeney | Karoo Creations | Linen Drawer | Prime Cleaning Services
ProNature | Raphepe Glass Art | Rawcliffe's Furniture | Red Comercio SA | Scan Display | Skil-Me
Triple Orange | Tubby's Kitchen | VeneerTech SA | Yemvelo Hygiene

We have been invited back again next year and hope you will join us there!



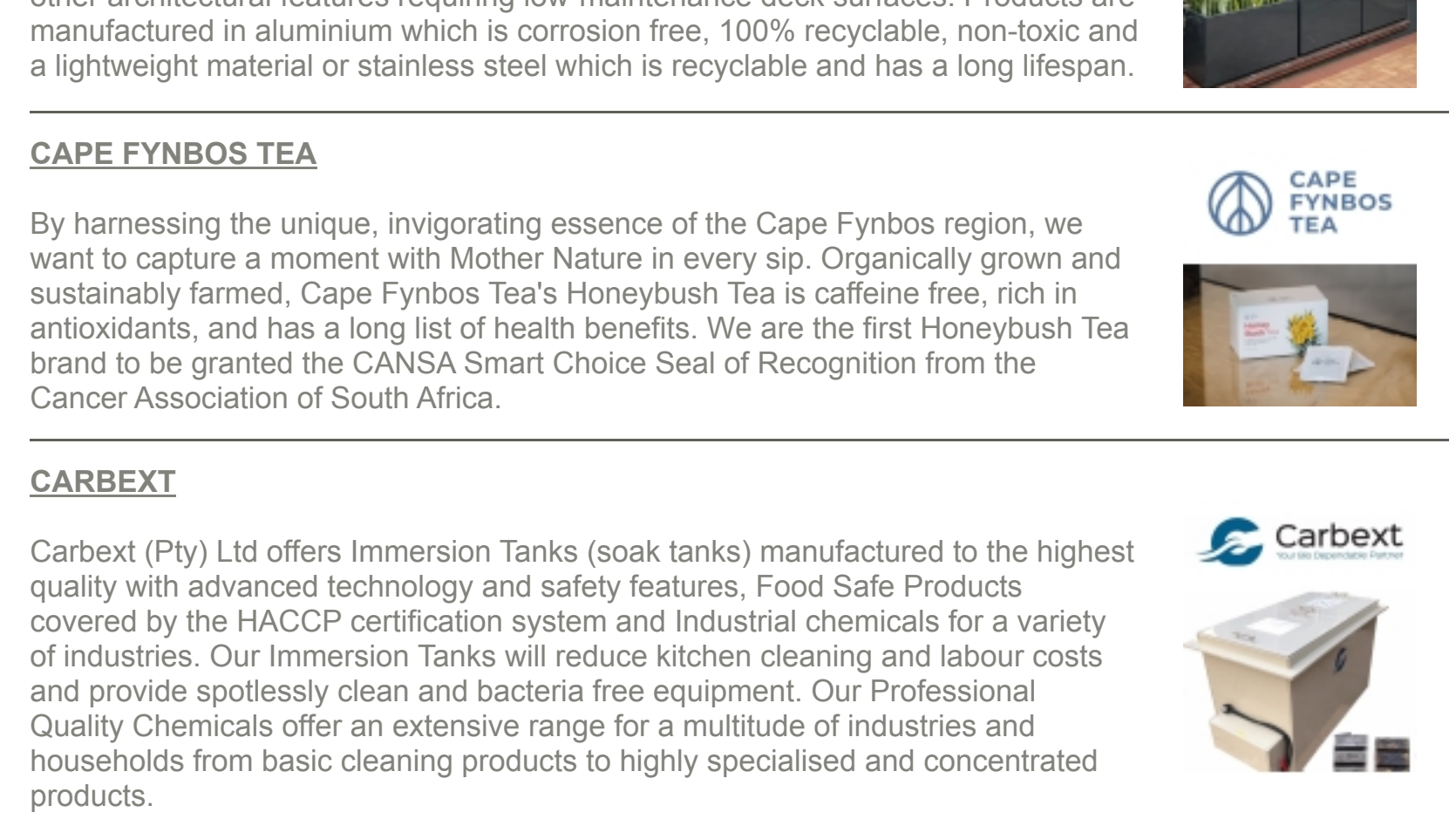
DELOITTE SUSTAINABILITY SUMMIT – Workshop

I ran a half-day workshop on the third day of the Deloitte Sustainability Summit Africa at their beautiful head offices in Sandton. The title "The Fundamental Principles of Climate, Sustainability, ESG and AI for Procurement and Supply Chain Managers." What an honour and a privilege to be invited to run this special independent workshop. I had the ideal audience of delegates who really wanted to be there and listen to my presentation on the history and basic concepts of sustainability and ESG for SCMs. We were particularly pleased to have a strong representation of delegates from the Western Cape. Because of the scope of the topic, it was two hours of intense input which triggered meaningful discussions at the end and some great feedback. What a pleasure and endorsement of the work we are doing to encourage better decisions by industry leaders and decision-makers throughout the value chain. Thank you to Debbie Tagg, Pearl March, Erieka Santos and Smart Procurement for a memorable day and to experience Deloitte's stunning new business block in the Waterfall Park in Midrand.



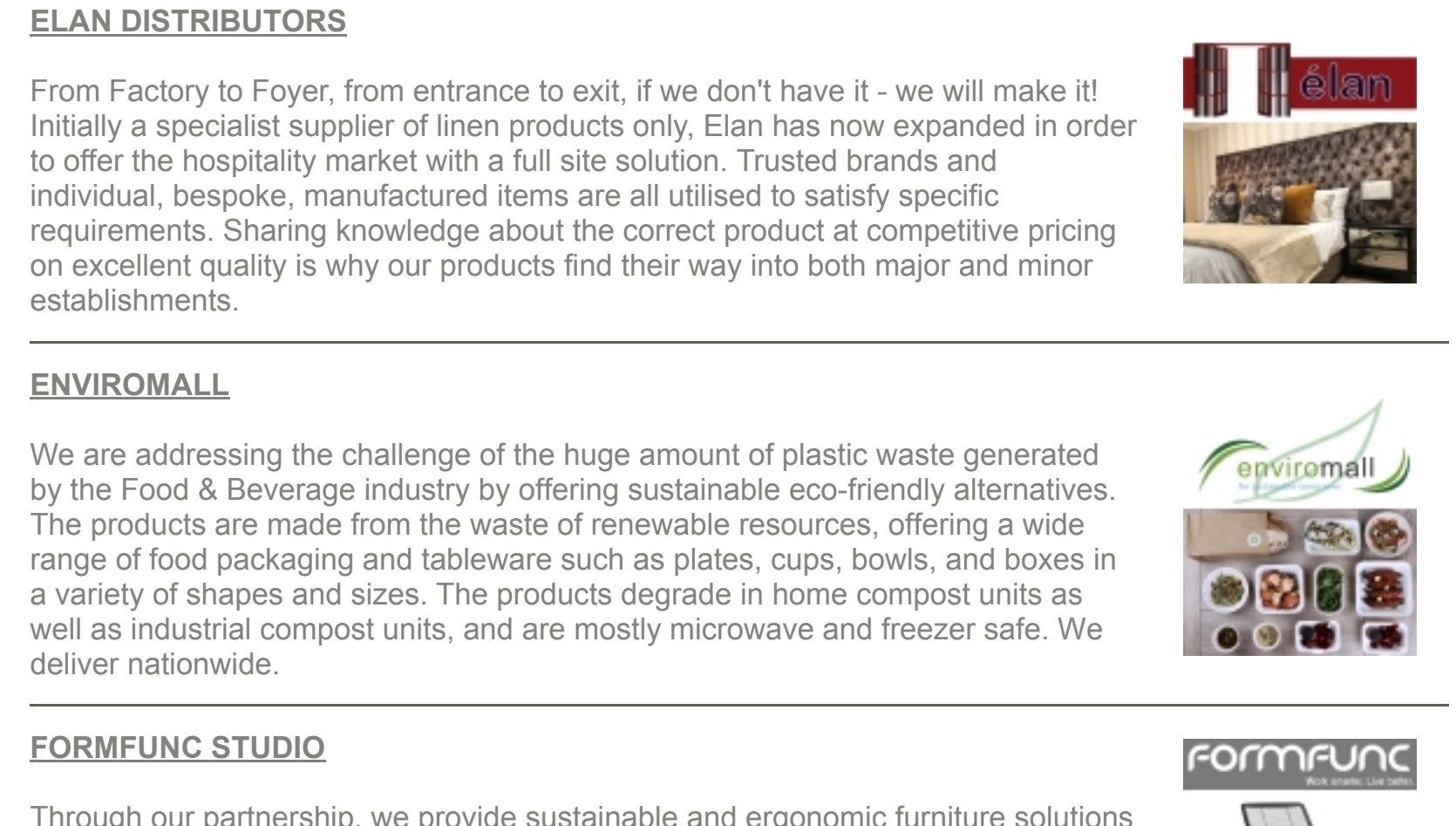
SUPPLY CHAIN LEADERSHIP ACROSS AFRICA – Interview with Scott Luton, USA

This was such a lovely relaxed interview with lots of spiralling off on a tangent, but on point. "Supply Chain Leadership Across Africa: Lorraine Jenks joined Scott Luton and Jenny Froomie to discuss her professional journey and how she works with industries to help them understand how to operationalize the principles of sustainability. Thank you, Lorraine Jenks, for your energy and commitment. You really make me believe that together we can make a difference. I am so glad people are sitting up and listening at last. Sustainability must not become a buzz word. ESG must not become just another acronym."



AFRICARENA JOHANNESBURG SUMMIT – Tech conference for Startups

My topic was: "ESG and AI: The Superhero Duo we didn't know we needed. Climate, Sustainability and You." I absolutely loved speaking to, but mostly listening to the ideas and startup projects by our young people. We have so much talent right here in South Africa. Two that immediately come to mind are: (1) a startup already using taxis to deliver goods in between delivering people and (2) AI that can listen to machinery and pick up problems if the sound of the machine changes. How brilliant is that! I was blown away by the number of investors, the calibre of attendees and the energy on stage in the room and during networking. The startups gave five-minute pitches of their projects. They are the future, and the future looks good when young people like this care.



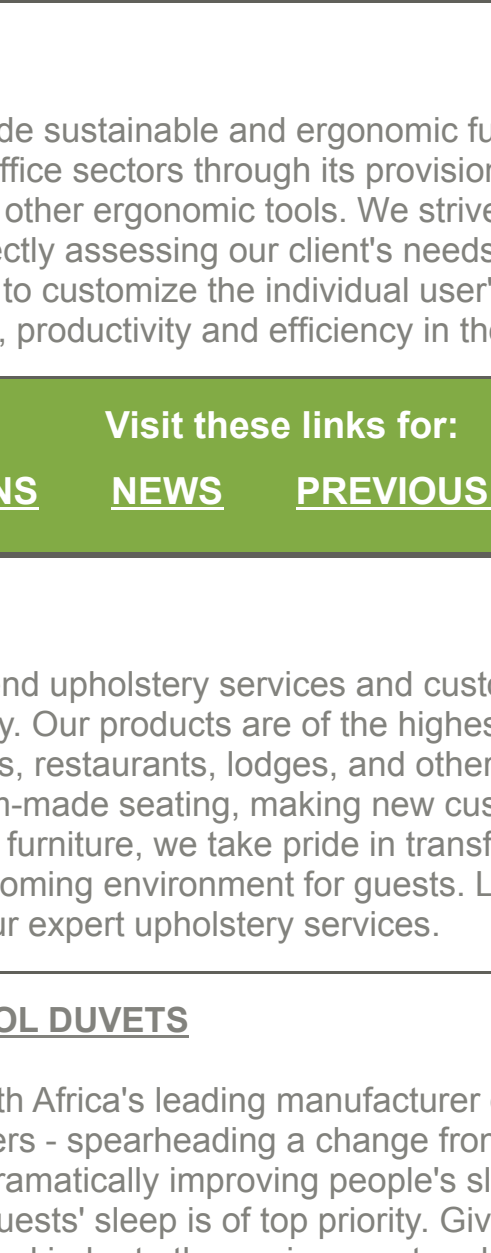
UNIQUE SPEAKER BUREAU GOES GLOBAL and Honours Lorraine as a 5-star Speaker!

What could possibly be more rewarding and exciting than to be named one of the 5-star speakers for one of the most successful and respected speaker bureaus? Thank you, Paul McConnon and team! "We are excited to announce the launch of Unique Speaker Bureau International, expanding the USB footprint to new horizons in the global market and providing global solutions to local challenges. USB International will be providing thought leaders through a licensed international network to clients worldwide."

Highlights

QR CODES FOR SUPPLIERS

Hotelstuff is stepping up the ante! We are introducing an option to load a QR Code on your Hotelstuff Supplier page. Your QR Code can be linked to your website or email address or you can link it to your latest catalogue, brochure or promotional material. Info to follow soon!



NEW TEAM MEMBERS

Welcome to Somikazi Tshangatshanga and Ursula Leonard who are helping us with the next phase of the services offered by Hotelstuff and Greenstuff. Robyn Hunt is back on the team with the indomitable Tahnya Gadd and me. Watch this space!

YOUR BANNERS on Hotelstuff & Greenstuff

- Target Buyers Instantly
- Greater Brand Awareness
- Increased Page Views
- Key Networking Benefits
- Online Exposure 24/7

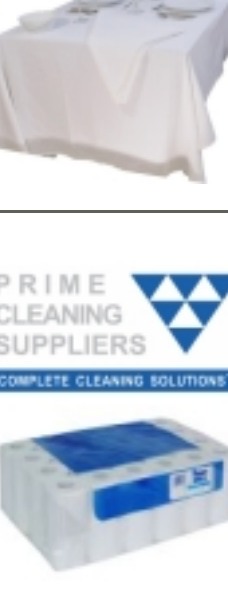
REQUEST INFORMATION

SEE YOUR BANNERS HERE

New and Repeat Subscribers to our Directories

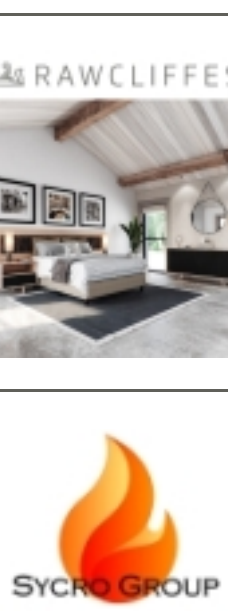
ACUTE STEEL WORKS

Acute Steel Works, manufactures, fabricates and supply's retail display equipment, office furniture, gas cages and bespoke items. Materials include mild steel, stainless steel, aluminium and a variety of wooden products. Started in 2012, we have grown into a fully functional manufacturer. As a proudly South African company, we provide fast and efficient service, as well as high quality products at competitive pricing.



AFRIHOUSE

Afrihouse is an African themed on-line décor shop. Our passionate team is continually sourcing unique and African inspired décor treasures. However, we manufacture many of our products and can therefore offer customisation. We supply a range of décor, lighting, furniture, game drive accessories, guest books, table décor and uniforms.



ALLSORTED DESIGNS

Allsorted Designs stylish, superior quality benches, litter bins, recycle bins, planters & other mail furniture. Modular deck systems of wood tiles & versatile pedestals with an innovative solution for raised decks, including rooftop decks & other architectural features requiring low-maintenance deck surfaces. Products are manufactured in aluminium which is corrosion free, 100% recyclable, non-toxic and a lightweight material or stainless steel which is recyclable and has a long lifespan.



CAPE FYNBOS TEA

By harnessing the unique, invigorating essence of the Cape Fynbos region, we want to capture a moment with Mother Nature in every sip. Organically grown and sustainably farmed, Cape Fynbos Tea's Honeybush Tea is caffeine free, rich in antioxidants, and has a long list of health benefits. We are the first Honeybush Tea brand to be granted the CANSA Smart Choice Seal of Recognition from the Cancer Association of South Africa.



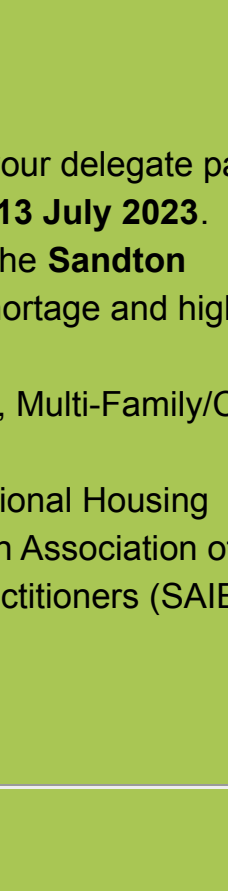
CARBEXT

Carbext (Pty) Ltd offers Immersion Tanks (soak tanks) manufactured to the highest quality with advanced technology and features. Food Safe Products are also covered by the HACCP certification system and Industrial chemicals for a variety of industries. Our Immersion Tanks will reduce kitchen cleaning and labour costs and provide spotlessly clean and bacteria free equipment. Our Professional Quality Chemicals offer an extensive range for a multitude of industries and households from basic cleaning products to highly specialised and concentrated products.



CORBAN CLEANING

Your premier eco-friendly endorsed company dedicated to providing top-notch cleaning services for both commercial and residential spaces. At Corban Cleaning, we take pride in our commitment to maintaining a safe and healthy environment while delivering exceptional cleaning solutions, using environmentally friendly cleaning products and practices. Established in 2022, we have quickly emerged as a trusted name in the industry, driven by our passion for sustainability and excellence in service. Our team of skilled professionals is trained to handle all aspects of cleaning, ensuring that your spaces are pristine and spotless.



COULL COTTON CO

Coull Cotton Co, is Ballo's biggest Linen and Bedding store. We stock a wide range of cotton bed linen and bed sets. All our bed linen and bed sets are made to order to the highest quality standards. Our bed and mattress range have a comfort and budget to suite your needs. We sell hotel quality linen and deliver throughout South Africa. Coull Cotton Co is an owner run business. Lynn Coull has over 20 years' experience in the bedding industry and she offers personal advice based on your individual sleeping needs. All our beds have been selected and developed to provide the best comfort at the most affordable prices!



DECORBIT

decorbit, a first of a kind concept in South Africa, is a "one stop shop" floor to ceiling solutions company allowing you the opportunity to meet your floor to ceiling décor needs via a fully integrated website, state of the art showroom and personal in-home/business consulting. decorbit provides quality décor solutions and products at competitive prices. Customer service linked to a fully integrated décor shopping experience and standards. Our top priority, decorbit has been able to achieve this by aligning itself with market leading suppliers to the floor, window, and wall décor space. decorbit's supply chain makes the concept feasible and realistic.



ELAN DISTRIBUTORS

From Factory to Foyer, from entrance to exit, if we don't have it - we will make it! Initially a specialist supplier of linen products only, Elan has now expanded in order to offer the hospitality market with a full site solution. Trusted brands and individual, bespoke, manufactured items are all utilised to satisfy specific requirements. Sharing knowledge about the correct product at competitive pricing on excellent quality is why our products find their way into both major and minor establishments.



ENVIROMALL

We are addressing the challenge of the huge amount of plastic waste generated by the Food & Beverage industry by offering sustainable eco-friendly alternatives. The products are made from the waste of renewable resources, offering a wide range of food packaging and tableware such as plates, cups, bowls, and boxes in a variety of shapes and sizes. The products degrade in home compost units as well as industrial compost units, and are mostly microwave and freezer safe. We deliver nationwide.



FORMFUNC STUDIO

Through our partnership, we provide sustainable and ergonomic furniture solutions to the residential, hospitality and office sectors through its provision of monitor arms, ergonomic office chairs and other ergonomic tools. We strive to provide comfort in any workspace by correctly assessing our client's needs and providing a series of ergonomic tools that aim to customize the individual user's workstation. This in turn results in better health, productivity and efficiency in the workplace.



Visit these links for:

[PROMOTIONS](#) [NEWS](#) [PREVIOUS NEWSLETTERS](#)

IMPACT UPHOLSTERY

Impakt Upholstery provides high-end upholstery services and custom furniture solutions for the hospitality industry. Our products are of the highest quality, professional accommodation offerings. From our holistic hospitality solutions we are the hospitality sector. From custom-made seating, making new cushions for patio furniture to reupholstering existing furniture, we take pride in transforming any space into a comfortable and welcoming environment for guests. Let us help you elevate your establishment with our expert upholstery services.



KAROO CREATIONS PURE WOOL DUVETS

Karoo Creations has become South Africa's leading manufacturer of natural fibre duvets, pillows and mattress toppers - spearheading a change from unsustainable plastic and down bedding, while dramatically improving people's sleep. As former hoteliers, we know the quality of guests' sleep is of top priority. Give your guests the best sleep possible, while being kinder to the environment and supporting a South African SMME. 98% of our customers have improved their sleep - your guests should too!

KDCD HOSPITALITY LINEN AND SPA SUPPLIES

KDCD's exceptional collection of locally manufactured products are meticulously designed to enhance your guests' experience. Our carefully selected a range of premium linen and spa supplies are tailored specifically to meet the unique needs of the hospitality industry. From sumptuous bedding to indulgent towels and robes, our products are meticulously crafted with a keen eye for detail, ensuring that your guests feel pampered and utterly comfortable throughout their stay. We take great pride in our commitment to sustainability, employing only the finest quality materials and manufacturing processes in all our products.

LINEN DRAWER

Linen Drawer is a manufacturer and supplier of bed, bath and table linen for the hospitality industry focusing always on sleeping comfort by using natural fabrics. The latest range of pure French flax linen products woven in Cape Town gives exceptional comfort and is durable, eco-friendly and antibacterial.

MASCOT SAFES

Mascot is a reputable supplier to the hospitality sector primarily offering a holistic range of superior quality products aimed to enhance the guest experience in professional accommodation offerings. From our holistic hospitality solutions we are most well-known for our Mascot in room safes. We are the sole distributors of Spanish Only, Singaporean Suites and German Aliseo products. Although we have a large footprint in the hospitality industry we are not limited to and do supply the retail and reseller markets at competitive prices.

NIFTY NAPKINS

Nifty Napkins was founded in 2007 with the intention of supplying corporate branding to the hotel industry. We understand that in hospitality industry, image is everything. Our broad range of branded items, from serviettes and swizzle sticks, to aprons and table linen, as well as wet-wipes and pop-up tissue boxes is by far the best way to keep your company in the mind of present or future clients and maintain high levels of brand awareness.

PRIME CLEANING SUPPLIERS

Prime Cleaning Suppliers is a leading manufacturer and supplier of cleaning products and solutions for the commercial industry. Established in August 1996, they continue to show strong growth complemented by passion for excellence. We quickly grew into a preferred supply company offering a complete range of goods from cleaning chemicals and paper products, to equipment and sundries. We are also a quality international brand ambassador for Wetrol, Kimberly Clark and Rubbermaid.

RAWCLIFFES FURNITURE

Rawcliffes designs and crafts furniture from our family owned, Johannesburg based, furniture factory. Having our own factory allows us to consult with and supply our clients directly. This makes it possible for us to safeguard the quality from start to finish. Our bespoke furniture is designed and fabricated to our clients' tastes, needs and aspirations making use of premium solid woods such as Oak, Ash, Blackwood, Klat and others to offer a product of appreciable quality.

SYCRO GROUP

Sycro (Service You Can Rely On) is a specialist supplier & distributor operating in the South African Hospitality industry for over two decades. Sycro offers a wide range of products & solutions through great customer service and quality products. Using our own manufactured products as well as our extensive & reliable supplier list, offering multiple delivery options, we reliably supply both classical as well as new & innovative products to the industry.

TBAC SOUTH AFRICA

The Bespoke Amenities Company proudly manufactures and supplies the finest amenities to guest houses, hotels, lodges and B&B's across South Africa and beyond. Speedy turnaround times, combined with service delivered by an enthusiastic team obsessed with detail, results in a company passionate about what we do. And, of course, the quality of our products is unfailingly impressive: because we manufacture all amenities ourselves, we are in full control of the process, and ensure only the best raw materials from reliable, reputable suppliers are used.

TUBBY'S KITCHEN

Tubby's Kitchen produces a variety of healthy cannabis-based products, such as loose-leaf tea, spices and pastes. Using only the freshest seasonal ingredients in all their products, it has taken 2 years to produce the natural taste to perfect the required measures and calculation to all Tubby's delightful recipes. None of their products are infused with isolate or chemically produced CBD oil, instead it is the natural CBD cannabis plant - keeping it all natural and straight from the farm!

VENEERTECH SA

VeneerTech SA specialises in the production of veneer based products, with an emphasis on setting worldwide standards using their patented manufacturing processes. The end users of their products are typically furniture and kitchen manufacturers, shopfitters and DIY stores.

Smart Procurement - Join us for the upcoming Residential Investment and Development Conference



Dear Member,

Greenstuff is pleased to provide our members a specially negotiated 50% discount off your delegate pass to join us for the upcoming Residential Investment and Development Conference, 12-13 July 2023. The Residential Investment and Development Conference which takes place this July at the **Sandton Convention Centre**, has been launched in response to the country's massive housing shortage and high urbanisation rate.

All areas pertaining to the residential sector will be discussed - Social/Affordable Housing, Multi-Family/Co-Living, Retirement and Student accommodation.

The event and initiative is supported by Social Housing Regulatory Authority (SHRA), National Housing Finance Corporation (NHFC), Consulting Engineers of South Africa (CESA), South African Association of Consulting Professional Engineers(SAACPP), South African Institute of Black Property Practitioners (SAIBPP), Property Sector Charter Council, and SAIA to mention a few.

Please note the space is limited.

[VIEW PROGRAMME](#) [MORE INFO](#)

Make your booking making use of the below discount code.

50% Discount Code: residegreen

[BOOK HERE](#)

The South African Institute of Architects has assessed and validated this Category One CPD RESIDENTIAL INVESTMENT AND DEVELOPMENT CONFERENCE 0.2 points

Lorraine will be speaking on the panel on Day 2 of the Conference.

We look forward to welcoming you to the first ever multi-sector residential event.

Best Regards,

www.greenstuff.co.za

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