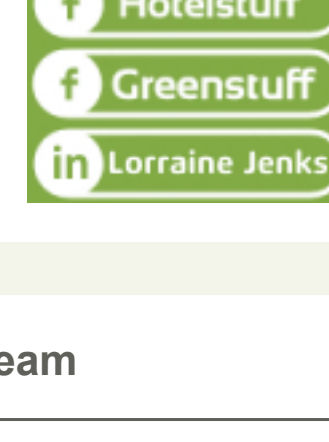
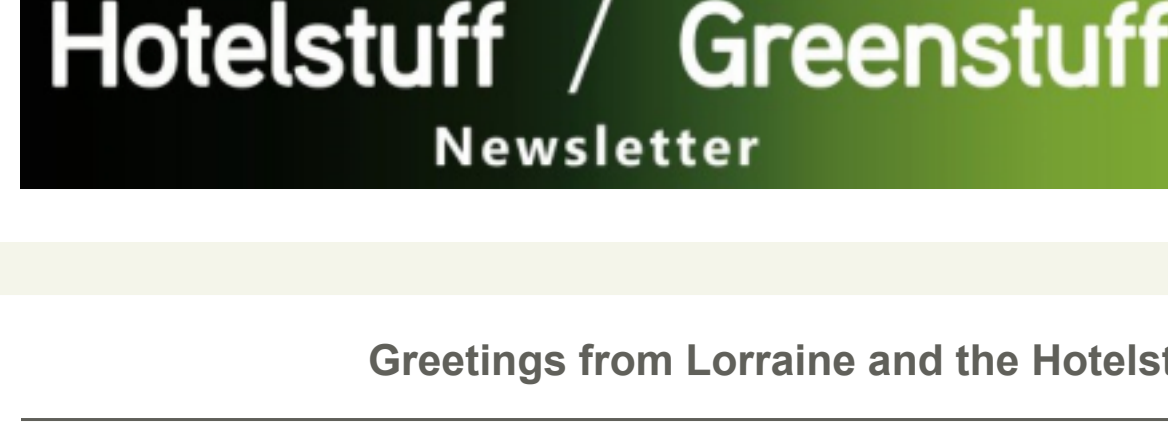


LIKE US ON:



## Greetings from Lorraine and the Hotelstuff Team

There were times - many times - this year where we didn't think we would make it. Times when we thought it was time to close the door.

How wrong we were!

We owe eternal thanks to the loyalty of the companies that continued their subscriptions on our websites over 20 years ago, the buyers from all sectors who continued to look for products there, the organisers and delegates who support my speaking engagements and my intrepid, resilient little team of three - me, Tahnya and Bill.

Thank you for believing in us and for the slow, but definite recovery we are experiencing.

2020 forced us to look at new technologies and we're masters of virtual communications now. I've taken several courses, studied new theories and sourced new material for workshops to stay abreast of trends in the economy.

Next year we have some courageous events planned that will include and benefit everyone in our network.

We are also going to encourage buying locally to help South Africans thrive with self-sufficiency. Let us know of any local products and we will identify them with an icon on the websites.

We've won our 20th award in nine years. No one is more amazed than we are. This part of our journey was never planned but we believe that when the time is right, things come to you.

In the meantime, enjoy the holidays and practice safe gatherings. We need everyone fit and healthy to jumpstart 2021!

Lorraine, Tahnya and Bill

Next...

### SPEAKING ENGAGEMENTS AND AN AWARD

Here are some of the virtual events that Lorraine organised or participated in during 2020.

### NEW AND RENEWED PRODUCT LISTINGS ON THE WEBSITES

And below that, the renewed new suppliers and products on our websites, with many that have renewed their subscriptions for another year. Thank you.

## What We've Been Up To

### LORRAINE JENKS HONOURED WITH "ENERGY INNOVATOR OF THE YEAR AWARD" BY THE ASSOCIATION OF ENERGY ENGINEERS, USA

So chuffed! So proud of my little team. So grateful to everyone who supported us all along.

This is an American award for energy engineers from around the world. I'm not an engineer, so all the more to be deeply honoured and to be acknowledged by the sector.

I would have loved to attend the ceremony in the States, but Covid put paid to that, so the awards were eventually formally given, virtually, last week.

No one is more astonished than me.

How wonderful it is that there are people who have understood and followed my journey since the beginning, over 20 years ago, when so many people had no idea what I was carrying on about... patting me on the head and calling me 'The Little Green Queen'.

Thank you to the amazing team at SAEEC for your faith in my work and for supporting us. Thank you to my intrepid little tribe, Tahnya Gadd and Will Harley (and Susan Vallance who has moved on). We sadly lost Dorothy Harley to cancer and we miss her terribly. And, a special, big thank you to the many part time assistants and students along the way, who were all overworked and underpaid!

We are non-profit and budgets are impossibly tight, so acknowledgements like this, make everything we do worthwhile.

Where to now? Covid has afforded me the time to take new courses and develop new material and... rather than retire to play Bingo and knit baby booties... we have some courageous projects for 2021, so watch this space and give us a shout if you would like us to help you fill the gaps in your environmental journey.



### TED "COUNTDOWN" LAUNCHED WORLD-WIDE IN SUPPORT OF AL GORE'S CLIMATE REALITY PROGRAMME

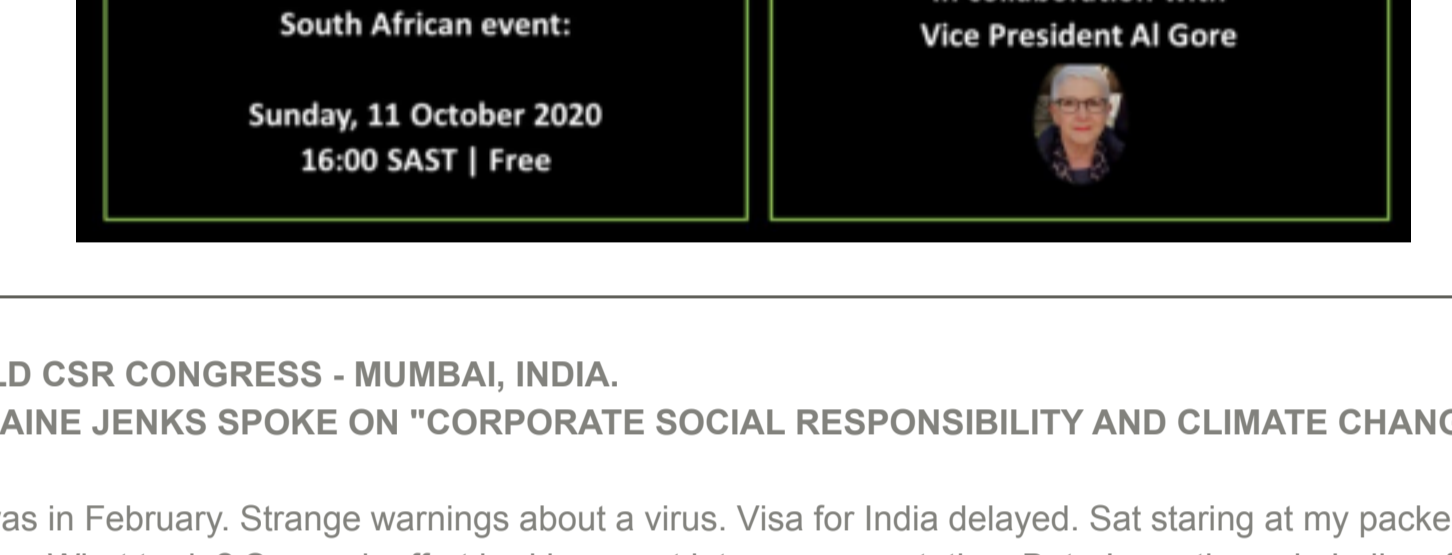
TED COUNTDOWN is a global initiative to champion and accelerate solutions to the climate crisis, turning ideas into action.

As one of the early trained Climate Reality Leaders, Lorraine was invited to contribute to the South African TED Countdown Launch via TEDx Cape Town in which she welcomed new activists and told her story.

Through her experiences, she could offer them ideas and tips on how to identify the sector where they could really make a difference; find their passion for a niche to work in so that work turns into loving what they do, and how to seek positions with access to decision-makers until, they themselves, can become the game changers.

TED Countdown, in partnership with the Climate Reality 24 Hours of Reality annual global even (Lorraine gave her presentation on 11th October) aims to build a better future by cutting greenhouse gas emissions in half by 2030 in the race to a zero-carbon world - a world that is safer, cleaner and greener for everyone.

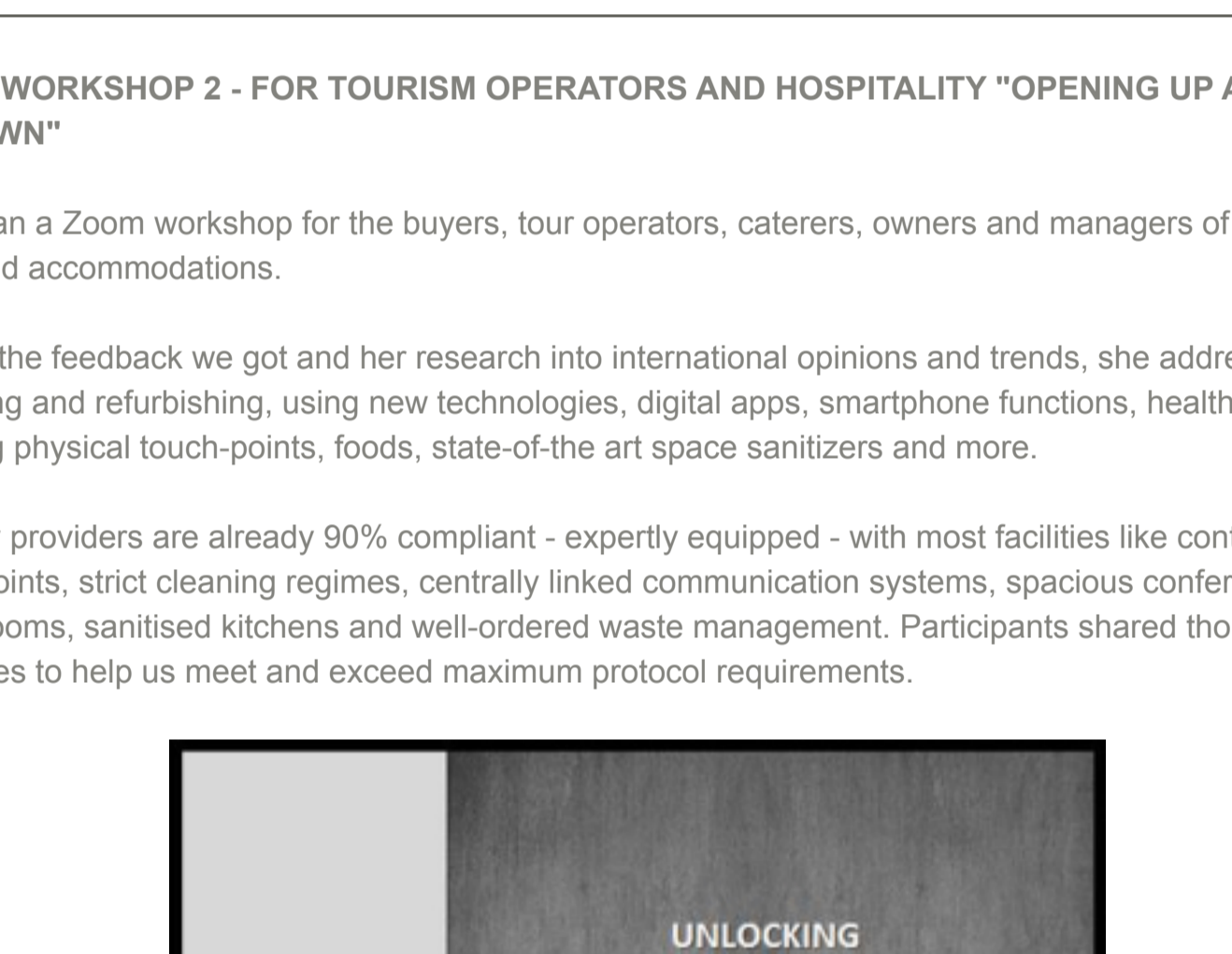
Every organization, company, city, nation and citizens everywhere are invited to collaborate with TED Countdown and take action on climate. It is a movement open to everyone - and everyone has a vital role to play. Read more here: [countdown.ted.com](https://countdown.ted.com)



### BANGLADESH CAREER DEVELOPMENT FOR NEXT GENERATION LEADERS - KEYNOTE AT A VIRTUAL SUMMIT

Lorraine was honoured to be one of 60 "global leaders" invited to present to their database of 20,000 university students from 118 institutions. For the first time in Bangladesh, the Coach Kamrul Hasam Network arranged a region-based career development summit for students in Bangladesh.

Her topic was "The Future you Choose - Climate Change and Ecocide - Young Professionals as Change Agents". Coach Kamrul Hasam offered a unique opportunity, especially during the depressing early stages of Covid 19 lockdown restrictions to give encouragement and hope.

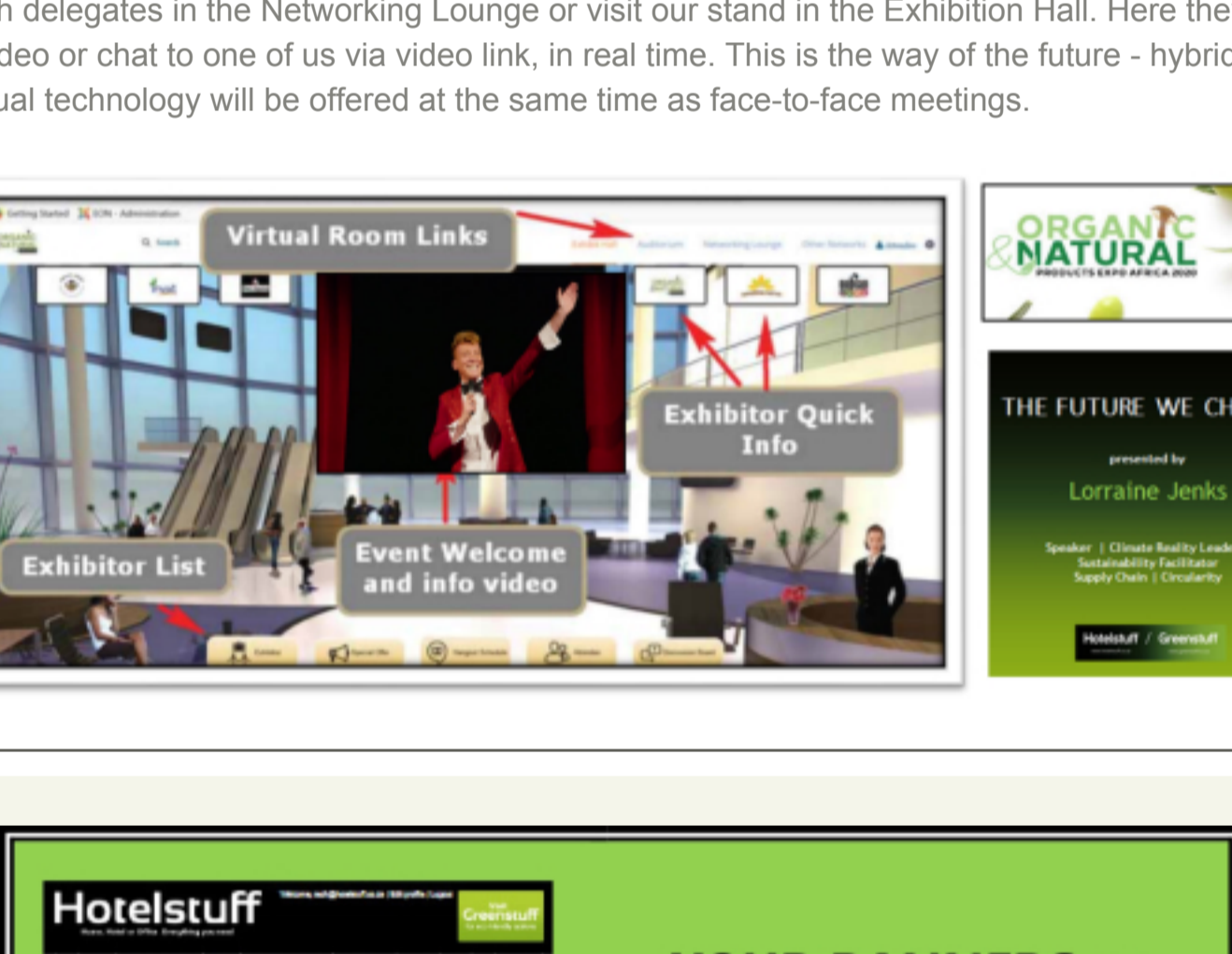


### 24 HOURS OF REALITY - THE ANNUAL CAMPAIGN RUN BY FORMER VP AL GORE

Lorraine presented the latest research on behalf of Al Gore and his team of scientists.

This annual campaign, happened simultaneously around the world on the 10th and 11th of October. This year the theme was "Countdown to the Future" in partnership with TED International. Trained Climate Reality Leaders presented to their communities and this year they hoped to reach 3,000 people.

The South African event was organised by Lorraine via Zoom.



### WORLD CSR CONGRESS - MUMBAI, INDIA.

#### LORRAINE JENKS SPOKE ON "CORPORATE SOCIAL RESPONSIBILITY AND CLIMATE CHANGE"

This was in February. Strange warnings about a virus. Visa for India delayed. Sat staring at my packed suitcase. What to do? So much effort had been put into my presentation. But - I was there, in India, after all - techno-ported!

We walked the talk for climate change. No flying - voice-over a Zero Carbon deck; Dropped a distant land. My son helped me create a video of my presentation; flying - gave the slide key; Drop-boxed it to conference organisers in Mumbai.

Presented a new look at CSR with the emphasis on climate change, specifically. Not enough emphasis there yet. Addressed the CSR, the predictions and the actions that are critical for all CSR Managers to consider in order to future proof their companies, their staff, their environment and their communities.

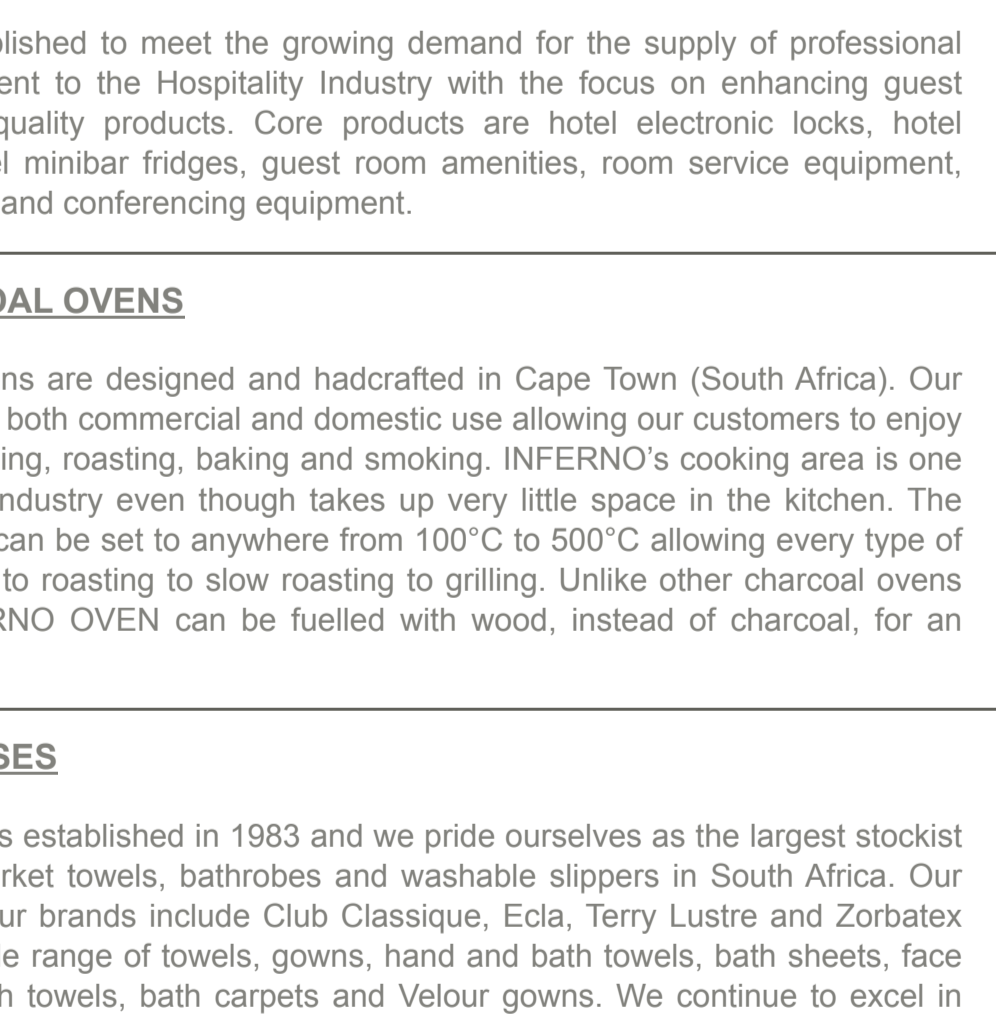


### VIRTUAL WORKSHOP 2 - FOR TOURISM OPERATORS AND HOSPITALITY "OPENING UP AFTER LOCKDOWN"

Lorraine ran a Zoom workshop for the buyers, tour operators, caterers, owners and managers of destinations, venues and accommodations.

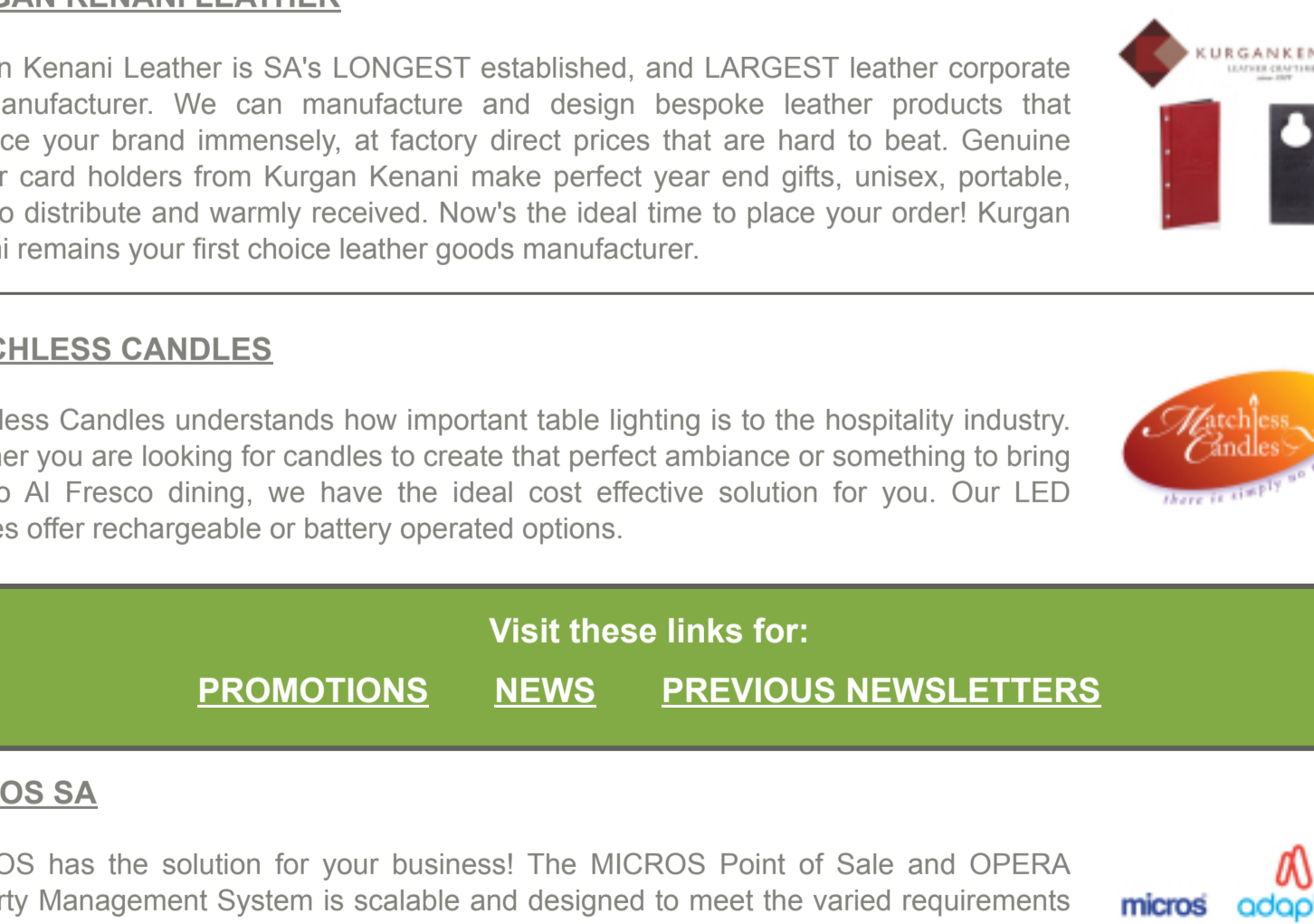
Following the feedback we got and her research into international opinions and trends, she addressed repurposing and refurbishing, using new technologies, digital apps, smartphone functions, health, safety, minimising physical touch-points, foods, state-of-the-art space sanitizers and more.

Hospitality providers are already 90% compliant - expertly equipped - with most facilities like controlled entry and exit points, strict cleaning regimes, centrally linked communication systems, spacious conference and meeting rooms, sanitised kitchens and well-ordered waste management. Participants shared thoughts and experiences to help us meet and exceed maximum protocol requirements.



### ORGANIC & NATURAL B2B VIRTUAL CONFERENCE AND EXPO

What a fun experience. A conference where delegates could watch me and other speakers in the Auditorium, mingle with delegates in the Networking Lounge or visit our stand in the Exhibition Hall. Here they could watch a video or chat to one of us via video link, in real time. This is the way of the future - hybrid events where virtual technology will be offered at the same time as face-to-face meetings.



### YOUR BANNERS on Hotelstuff & Greenstuff

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

REQUEST INFORMATION

## New and Repeat Subscribers to our Directories

### AFRICAN KINETICS

African Kinetics is the Manufacturer & Supplier of eco and human friendly amenities products to the Hospitality Industry and individual clients. We offer personal service, 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.



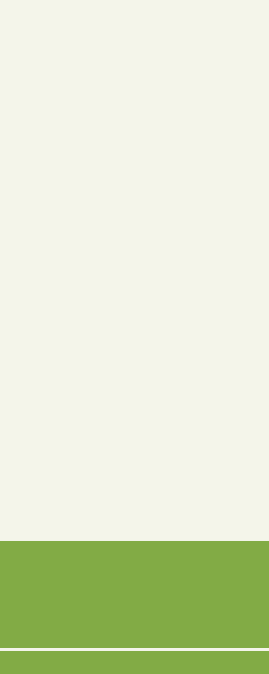
### BEAUTIFUL EARTH

Beautiful Earth offers a personal grooming alternative where the fragrances are derived from essential oils, not synthetics/phthalates, and without harmful or natural and cruelty free. 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.



### CAREPRO MEDICAL

At Carepro we're focused on providing quality Homecare beds, Care equipment, and medical consumables. We supply to Resorts, Hotels, Retirement Estates, Lifestyle Estates, Architects, Property Developers, Clinics, Individuals, Medical Aid, Hospitals, and Recovery Centres. Our beds are ideal for people with mobility issues, the elderly, people who are recovering from injuries, or anyone who have to lie down for extended periods of time due to chronic or serious illness. We also provide specialized air mattress systems and hospital beds for frail care.



### 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 SASIS 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.



### CURTAIN LANE AND HOME DECOR

Curtain Lane is passionate about producing customised Curtains, Blinds and Bed linen that are of the highest quality and workmanship. Our attention to detail and superior service give consumers peace of mind. Our mission is to be the leading Curtains, Blinds, Bed linen and associated products company in South Africa, focusing on the domestic and commercial side and now also the hospitality sector. Operated by a team of qualified professionals, we aspire to be a trusted brand name with a solid set of core values, assuring clients that we are genuine professionals and who can deliver the best product and service.



### 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.



### 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.



### INFERNO CHARCOAL OVENS

Inferno Charcoal Ovens are designed and handcrafted in Cape Town (South Africa). Our ovens are suitable for both commercial and domestic use allowing our customers to enjoy its versatility from grilling, roasting, baking and smoking. INFERNO's cooking area is one of the largest in the industry even though takes up very little space in the kitchen. The cooking temperature can be set to anywhere from 100°C to 500°C allowing every type of cooking, from baking to roasting to slow roasting to grilling. Unlike other charcoal ovens on the market INFERNO OVEN can be fuelled with wood, instead of charcoal, for an extra smoky flavour.



### 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 speciality is quality. Our brands include Club Classique, Eclat, Terry Lustre and Zorbatek 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.



### JOST TRADING

Jost Trading CC is a Distributor of Furniture in South Africa specializing in indoor, outdoor, Dining sets, swing lounge, bar stools, Patio sets and more. The Philosophy is a simple combination of functionality and innovation, and more than happy to help our clients with furniture requirements. We pride ourselves in product and service excellence to meet our diverse client furniture needs.



### 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

Matchless Candles understands how important table lighting is to the hospitality industry. Whether you are looking for candles to create that perfect ambience or something to bring light to Al Fresco dining, we have the ideal cost effective solution for you. Our LED candles offer rechargeable or battery operated options.



Visit these links for:

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

### 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!



### NEXUS ACCESS SYSTEMS

Nexus Access Systems specialise in providing businesses with the highest quality and cutting-edge Access Control Systems. We supply and install Mwa Electronic Card Locks, Safemark Room Safes, EcoWatt Energy Saving Units, Motavi Mini-Bar Fridges, I.D Card Machines and their consumables. As well as a premium range of Proximity Cards/Tags which are compatible with different access control systems. We believe in providing only the highest quality brands and innovative products to our clients which is why the products we supply come with exceptional guarantees.



### NUMATIC INTERNATIONAL

Numatic International is a major manufacturer of commercial cleaning equipment, continually expanding its sales worldwide over the past forty years and covering almost every aspect of industry and commerce be it, home, hospital, hotel, school, airport, office or restaurant. "Wherever there are people living, working or relaxing there you will find Numatic" making a serious contribution to improving standards and living conditions



### PENMARK HOSPITALITY

Penmark Hospitality offers a range of hospitality linens and goods to the hospitality industry, as well as retail outlets, e-commerce stores, homes, interior decorators, beauty & hair salons and spa's. Further to linen, pillows & inners, scatter cushions, mattress & pillow protectors, blankets, base wraps, wooden hangers and towels, we supply uniforms and corporate wear. We have in-house embroidery for personalising your products.



### PROFESSIONAL FOODSERVICE DISTRIBUTORS

PFD - Professional FoodService Distributors East London is an Eastern Cape based hotel amenities supplier established in 2007, qualified by extensive experience at your service in hospitality. We offer quality guest house/hotel amenities including but not limited to beverage solutions, room service products, linen, towels, hotel soaps & bathroom toiletries, offering the widest of the shelf range of amenities or we can custom design your very own guest amenities with your logo, bulk cleaning & hygiene products, gowns, slippers, gifts and much more.



### SALTO SYSTEMS

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.



### 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.

