

Hotelstuff / Greenstuff

Newsletter

Hotelstuff and Greenstuff Newsletter: Issue #58

December 2017

Hello from Lorraine and the Hotelstuff Team!

Crikey! Just like that. Whoosh, and 2017 has flashed by.

Drama; state capture; fibbing and falsehoods. No water; no lights. Bankrupt transport, electricity and broadcasting providers.

Sjoe! But you know what? Seffricans just get on with it. We just do what needs doing and make things work. One of my new keynotes is to disadvantaged youngsters who leave school without skills and telling them not to wait for government, the chief, charity or for permission, but to just get on with it - how to build a house with solar using local materials and scrap, then a composting toilet and a food garden. How to be proud, independent and self-sufficient.

2017 was another marvellously good year for us - all the right things happening at the right time for the right reasons.

Here is a quick reminder of the stuff we did this year:

- **The Hotel Show** - Our four "green" stands at this awesome new event. We furnished four rooms with only eco-friendly furnishings and décor from our [Greenstuff](#) website. Join us in 2018. A perfect way to get the hospitality industry to experience your products.
- **Enviropedia Eco Warrior Award** - Lorraine's 14th award!
- **SAPICS** - One of our favourite events where Lorraine gets to talk to the ideal audience: Sustainable and green procurement for Supply Chain Managers.
- **Tourism Marketing Indaba** - Trends in internet bookings and we addressed adapting to the effects of climate change.
- **Tourvest Women in Greening** - a delightful, fun breakfast about women, for women and with women in tourism.
- **All of Africa** - Event organisers and wedding planners interested in "greening" their magnificent décor and table settings asked for a talk and an example of a "green" wedding table.
- **Soweto Eat In and Slow Food** - a community event all about good, clean and fair food; local small food garden produce and products and Lorraine's talk on how we need to change what we grow and eat to survive climate change.
- **SAEEC** - One of Lorraine's favourite topics and a new slant to saving energy: Ideas and examples for school leavers to build their own food gardens and off-the-grid homes.

Thank you to our intrepid team of experts who manage and populate our websites and through whose hard work, commitment and friendly relationships, with our subscribers, maintain our position as the top online directory for our sector in South Africa: Tahnya Gadd, Dorothy and Bill Harley, Robyn Nieman and a special welcome to our new kid on the block, Corrina van Rensburg. You chaps rock!

Some of our latest statistics and announcements about banners on our websites by Tahnya below, but in the meantime...

Have a lovely Christmas and all the very best for 2018.
Lorraine



Please remember to 'LIKE' both our Facebook pages:



What We've Been Up To

VISIT TO THE UK

I spent a very special two weeks visiting old friends and old haunts. Spent another week in the enchanting New Forest as a reward to myself and then spent a week just driving around. I am now officially broke for the foreseeable future!



Knitted and crocheted poppies in Winchester Cathedral.



My hotel in the New Forest. Imagine the stories it could tell.



Walkies in the damp New Forest.



Old haunts.

Two excellent conferences beckoned, both of which were outstanding!

ETHICAL CONSUMERS - CHALLENGING CORPORATE POWER, held at Amnesty International in London

They do ethical ratings for over 40,000 companies, brands and products. Please follow them. Look at their [website](#) and subscribe to their publications. How I wish we had something like that in South Africa!



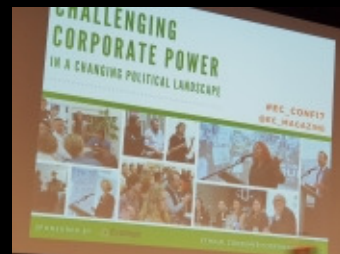
Ethical Consumer Conference.



What a privilege to be with a venue full of like-minded folk.



Amnesty International's Human Rights Action Centre.



Challenging the control corporations have over our choices.

WORLD TRAVEL MARKET CONFERENCE, at the phenomenal ExCel Centre

Wow! What a venue. Absolutely massive. Not particularly beautiful, but so functional. There was one huge exhibition hall for each continent. Tens of thousands of visitors. Dozens of talks and events covering all aspects of tourism.

And... congratulations to our very own award winners. Of the six categories, South Africa won three! Congratulations to Grootbos, Chobe Game Lodge and Transfrontier Parks. You made us proud!



Thrilled to bits to be able to visit this awesome event.



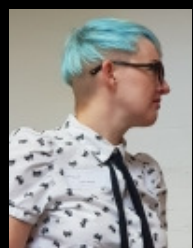
Part of the ExCel facade.



So proud of South Africa winning three of the Responsible Tourism awards.



Strong emphasis on Sustainable Development Goals.



People are sometimes more interesting than the speaker.



The facade from across the water.



This is just the main corridor. On either side are huge halls; one for each continent.



Grootbos. One of our South African winners.

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

Website Stats and Banner Options

OUR STATS FOR 2017

- **Page Views:** +37,000 every month (These are real people using the websites, not just hits).
- **Subscribers and Followers:** +24,000 (Opted-in).
- **Website Users:** 9455 (Folks who have used our helpdesk direct - [see the list here](#)).

WEBSITE BANNERS

We are promoting a major new value add to our subscribers - **Banner Options** on our websites.

The large **Homepage Banner** and smaller **Banner on Every Page** - there to **increase your brand awareness** and **expose your company to more than 37 000 active industry contacts** per month. These options are available on both our Hotelstuff & Greenstuff websites. [Please contact us for more information.](#)



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

[REQUEST INFORMATION](#)



Banner Advertising on Greenstuff

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

[REQUEST INFORMATION](#)



94DIGITAL

94Digital is a small Gauteng based enterprise that offers clients online digital content for marketing, advertising and brand awareness. We provide clients with events video and photos shoots, online store product shoots, product video shoots, animation content and also in video graphics. Our goal is to add value to our clients marketing campaigns and to help them build relationships with their customers through this online social media and digital space.



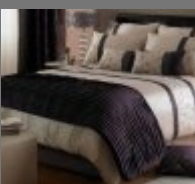
AFRICAN KINETICS

African Kinetics is the Manufacturer & Supplier of eco and human friendly amenities products to the Hospitality Industry and individual clients. We offer personal service, develop long lasting relationships with our existing Clients and look forward to doing the same for you! We're open throughout the year, with products being readily available. All our products can be customised to your requirements.



AMBIENCE GUEST AMENITIES

Ambience Guest Amenities was set up specifically to meet the needs of small independent hotels, guest houses, lodges and B &B's. Nine years later we have developed and launched the Michelle Kelly™ range of luxury, affordable guest amenities as well as increasing our range of products to meet any of your needs. Combine this with our exceptional service and quality products, Ambience Guest Amenities can supply you with all your hospitality requirements.



ASTRO LINEN

Astro Linen was established in 1993, with over 20 years of experience in the linen industry. The company has grown to become one of the leading manufacturers in the industry. Since it was first established Astro Linen has remained committed to its customers. With persisting dedication to providing top quality products and services it has become well recognized in the market.



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.



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 Franschoek 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.



BRABETZ CUSTOM RUGS

Brabetz Carpet Mill is a family operated business established in 1992. We offer customized rugs and wall-to-wall carpeting of the highest excellence to prestigious interior decorators, designers, and architects. Our rugs are manufactured for residential, hospitality & corporate purposes. We offer our valued clients infinite options in that we can produce any conceivable colour, design, size, shape, and texture.



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.



CHOCOLATE TIME

For the past seventeen years Chocolate Time has been assisting corporates, small business, guesthouses, B&B's and individuals in creating own branding and bespoke messages. All our products are handmade and we specialize in molding any shape imaginable. We offer both high quality Belgian couverture and South African option in dark, milk and white. We also offer a Belgian sugar free. Carob for vegans. Our chocolate is Halaal and Kosher.

DLT MEDIA



HOTEL MEDIA PAD - new in South Africa! The Hotel Media Pad is a new browser based digital platform from DLT Media that allows hotel guests to access over 300 local and international newspapers and magazines, play video games, watch video content, listen to audio books or read from a range of digital books on their mobile, tablet or PC all within a venue branded digital library while staying at the hotel and connected to the venue's IP address. **SPECIAL OFFER - valid until December 2017 - free platform set up in your corporate identity, normally costs R5000.**



EASYIVY

Maintenance free EASYIVY® will reduce your water bill, requires no pruning or fertilizing and is pest free. It provides instant privacy and can be used in a number of different areas and formats including interior and exterior use. Artificial ivy is an appealing solution for graffiti prone walls, unsightly utility boxes, office lobby decor, exterior fence cover ups, or as ground cover for flat or sloped surfaces.



ECOPLANET BAMBOO

We manufacture and supply various Bamboo products. Bamboo Charcoal Air Purifying Bags maintain a fresh and odor free environment. These bags are non toxic, chemical and fragrance free. They naturally and effectively absorb and remove allergens, odors and harmful pollutants from the vicinity. Bamboo Natural Charcoal Water Filter which kills bacteria, infuses water with its organic minerals and allows for a portable water purification system. Our Bamboo Straws are 100% organic and completely biodegradable. Bamboo Soap draws impurities and toxins from deep within your pores with its powerful absorption properties. It gives an amazing deep clean while also naturally exfoliating.



FINE LINEN

Fine Linen started its operation in 1996, 21 years in operation we can set the scene in bed linen, table line, function decor and specialised events. We are a company of integrity that assures competitive prices. Fine Linen Manufacturers is an internationally recognized BEE firm that has been supplying hotels, restaurants, conference centres, wedding venues and retail stores with quality linen.



GUEST SOAPIES

Guest Soapiers was established in 2003 to satisfy the need for high quality & readily available guest amenity products, not only in bulk, but also in smaller quantities. We supply distinctive guest amenities, that we believe are not only of the highest quality, but also affordable. All of our products are completely customisable to meet your unique requirements.



HYCHEM

Hychem is recognized as one of the market leaders of chemicals, environmental solutions, accessories and associated services to the hospitality industry. Hychem has a national foot print with 8 branches around the country and with distributors in Swaziland and Botswana, Nigeria, Zambia and Zimbabwe. Hychem's being an ISO 9001 accredited organization produces products to stringent quality control measures with numerous products achieving SABS certification. Further, Hychem manufacture and exclusively distribute to the hospitality industry a probiotic range of products under license from Chrisal in Belgium.



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



I AM SOAP

We at I am SOAP make handcrafted soap. All the soap is made using vegetable oils, fats and butter's, pure essential oils are used for their wonderful smell and healing properties. Ground dried herbs are used to add colour to the natural soap as well as adding exfoliating properties, no harsh chemicals or preservatives are added, keeping the soap as natural as possible.



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. We offer the following brands; 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 also have a special bathrobe for weightlifters and rugby players that has extra sleeve width for bigger biceps and a bigger chest size.



KARCHER

When it comes to quality and technology, we are the leading provider of cleaning systems, cleaning products and services for leisure, households, trade and industry worldwide. Our customers benefit enormously from using our effective, efficient and environmentally friendly cleaning products. We make a noticeable difference in the lives of our customers by providing effective, efficient solutions for everyday cleaning tasks all over the world. We have highly satisfied and enthusiastic customers!



KURGAN KENANI LEATHER

Established in 1928, Kurgan Kenani Leather are one of South Africa's leading leather wholesale products manufacturers and corporate gift suppliers. We have a range of over 300 genuine leather products, from the traditional to the unusual, with all products fully customizable to your exact specifications in wholesale quantities. All of which can be branded with your company logo, using a variety of branding techniques. We have just been rated a level 1 empowered company, the highest level possible! It means now that clients can claim 135% of their purchases from us towards their procurement points.



LETSEGO CLEANING SERVICES

We are a team of dedicated service orientated individuals who have come together to offer you the convenience of doing your cleaning and minor maintenance of your offices, homes and apartments. Our teams of well-equipped agents of dirt will sweep through your space in a flash, leaving it ready for your event or family and staff. All our teams are trained and managed by team leaders who are personally held accountable for delivery and customer satisfaction.



MATCHLESS CANDLES

Matchless Candles import and distribute heat, wax and flame free rechargeable T-light candles and lamps. The beauty of these products is that they are efficient, effective, time saving and budget friendly. Matchless Candles offer an easy way to bring light to tables. For alfresco dining Matchless Candles offers the simple solution as our products are wind resistant.



OUT OF WOOD

Out of Wood is a South African furniture manufacturing company that was established in 1978. Out of Wood is able to produce some of the finest furniture in solid radiatta wood. Our range of modern traditional sleigh country and cottage style beds and headboards are stylishly designed and produced to international quality standards. We also manufacture furniture in all the different exotic woods like Kiaat, Rhodesian teak, african mahogany, oak, beech etc.



P M INSTRUMENTATION

P M Instrumentation CC (PMI) was established in 1999 as a specialist supplier of industrial instrumentation. We sell products covering a wide range of applications, for example: hand-held thermometers, pH meters, moisture and humidity meters, scales and balances, and other instruments necessary for use in food quality control.



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.



RETRACTALINE

Retractaline is the undisputed market leader in the design, manufacture and supply of a comprehensive range of laundry care products and accessories. Founded in 1985, the brand has established itself as a South African icon, and has supplied the leading retail and hardware stores for 31 years. Enjoying over 80 percent market share, a Retractaline product is found in the majority of South African homes.



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

SALTO's proven reliability and recognised stability brings wireless access control to every business, providing vastly better functionality and performance than is possible in a traditional mechanical solution with a flexible management system that requires no software installation, nor the cost of a fully-wired electronic product. All you need is an online device with an Internet connection.



SEMPER

Semper Software offers everything to run any size accommodation venue, restaurant, pub, or coffee shop. A comprehensive PMS (Property Management System) where you can choose cloud or local implementation. The system offers integrated Reservations Management, POS (Point of Sale), Stock Control, Conferencing, Payments and accounting integration. The Semper guest focused approach is what makes us different. This will help you increase the service levels of your guest by utilising one of our many mobile friendly guest modules.



TECHNOWISS

Supplying the hospitality industry in Africa for over 20 years with premium quality products and exceptional, personalised service. We specialise in hotel hairdryers and magnifying mirrors, however our range includes other highest quality guest room items. Exclusive agents for JVD and the latest TS range. Contact us with your requirements for a tailor-made solution.

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.](#)

