

Hello from Hotelstuff

Cape to Cairo
Ghana to Kokstad
Sea to Shining Sea
...Well, almost!

GHANA AND THE REST OF AFRICA

I was thrilled to be invited to give a keynote address and to chair one of the days' proceedings at the *African Hotel Expansion Summit* in Accra, Ghana. Who would have thought it?

This was a high profile Pan African summit (not only West Africa) for decision-makers in the hospitality and tourism industries to discuss hotel development in Africa; to meet, promote, share and network. Speakers and attendees included CEO's and top management from International and African hotel chains, Africa's leading developers and turnkey service providers, potential investors and tourism associations.

This was a golden opportunity to introduce Hotelstuff/Greenstuff to key players in our industry and to emphasise my focus, which was to encourage African tourism to be responsible and sustainable and for African hoteliers to buy from Africa – AfricanStuff! So, to our subscribers, if you are able to supply elsewhere in Africa, let us know.

Of particular interest, was a discussion I had with a manufacturer who is developing an "African" range of products to circumvent lack of maintenance backup in remote regions, extra strong equipment and using local components or, better still, training local folk to make/fix/replace parts that would normally have to be transported in from Europe. One developer/builder is doing the same.

Ghana was hot and sticky, but ever so friendly and very safe. Growth in West Africa is remarkable and we anticipate many wonderful opportunities and gaps for us, and you, to fill north of our borders.

KOKSTAD TOURISM ASSOCIATION

From Accra, one day's rest, then a drive down to Kokstad to address *Kokstad Tourism* who blew me away with their community commitment and beautiful countryside. Gave a talk and ran a training workshop.

INDEPENDENT EXAMINATION SCHOOLS BOARD CONFERENCE

Teachers and examiners; one of the most enthusiastic and knowledgeable groups I have ever addressed. I took a completely different approach to their syllabus and they loved it. This is how we get through to the youth who are our hope to undo the damage we have done to their world.

WEBSITES

We've been testing our fabulous new websites, Hotelstuff & Greenstuff, and will make a formal announcement when it is officially launched within the next few weeks. Watch your inbox!

Here's to a particularly promising 2014, with a host of events and workshops already lined up, and waiting for you to join us on this wonderful journey!



Lorraine Jenks

Upcoming Events

EVENT GREENING FORUM CONFERENCE – 24 February 2014

Lorraine is on a panel to discuss Green Events, Exhibitions and Stand Building.



ESKOM AND HOTELSTUFF/GREENSTUFF HOSPITALITY WORKSHOPS

Our ongoing workshops in collaboration with Eskom will be held in the following areas next :

- HOEDSPRUIT – 5 March 2014
- WINELANDS – Date TBC – including Agriculture and Business Sectors

AL GORE'S CLIMATE REALITY LEADERSHIP TRAINING – 12-14 March 2014

Lorraine has been invited to complete the training for this international event; an exciting addition to our portfolio of expertise!



GREEN BUSINESS PLATFORM, KLIPSA – 4 April 2014

Lorraine will talk on Responsible Operations and Procurement Saving Opportunities.



TOURISM INDABA, DURBAN – 10-12 May 2014

Our annual Responsible Tourism and Hospitality seminar and stand at Durban Conference Centre.



HOSTEX CAPE TOWN – 21- 23 May 2014

Our customary stand to renew relationships with our network and find new product and service providers.



GHANA TRADE SHOW: HOSPITALITY AND FOODBIZ WEST AFRICA – 9-11 September 2014

- **EXHIBITION:** We will have a dedicated Hotelstuff/Greenstuff Pavilion with a range of exhibition options from stands to simple Power Point presentations to promote our website and as many of our subscribers as we can.
- **CONFERENCE:** We have been tasked with planning the programme, topics and speakers for a day at the show. Exhibitors will be given an opportunity to address this event.



More on this later...

Photo Gallery of Events



Audience at the African Hotel Expansion Summit in Accra, Ghana



Sponsors and Partners of the Summit



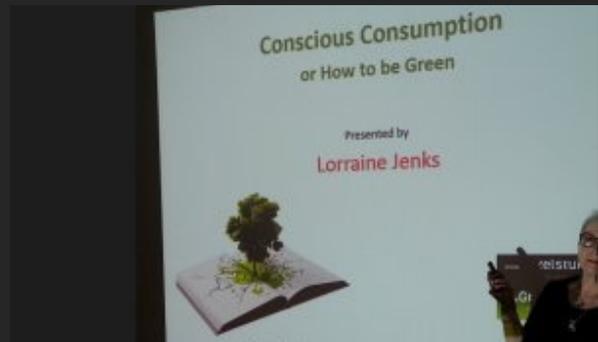
Lorraine with Piet Bosman from Kokstad Tourism



Kokstad Tourism Workshop



IEB Conference Audience



Lorraine's Presentation



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.



BEAUTIFUL EARTH



Beautiful Earth is synonymous with natural living. As the first SA brand to achieve natural certification, we offer personal grooming amenities for the discerning establishment. Beautiful Earth's hospitality range comes in a choice of two ranges: 50ml Brown Range and 200ml Black Range, covering all the personal care items normally required. Our stockholding ensures short lead times. Products are certified natural, environmentally friendly (also sewer system friendly) and cruelty free.



BETTER EARTH



Affordable cleaning products that have little or no effect on the environment. Better Earth products are kept simple whilst still being effective & free of ethoxylated ingredients, sulphated surfactants, parabens, animal products, colorants and synthetic fragrance! Endorsed by Beauty without Cruelty their products are never tested on animals. Products in their range have been finalists in the Fair Lady Best Buy Consumer Awards since 2010.



CLEARSHIELD



The ClearShield System™, a glass surface protection system, guarantees performance in maintaining the following: light transmission - for visibility and day lighting in buildings, energy output of solar panels both thermal and photovoltaic; clarity - for a bright and sparkling appearance and cleanability - for reduced frequency and difficulty of cleaning exterior glazing and improved hygiene for interior glass. The ClearShield System™ also adds an element of prestige to your home, hotel or office.



DELTA NET



Providing top quality mosquito nets to supply all market sectors, from the standard net, to catering for individual needs, all at an affordable price. Delta Nets are easy to hang, fully washable, and available in various sizes, designs and colours.



ECOZAP



EcoZap™ is the least toxic, green and environmentally friendly insecticide available in South Africa. It is a 100% efficient, very long lasting contact poison that contains NO organophosphates. EcoZap™ is the only insecticide on the market containing two naturally occurring elements that has proven to kill a wide range of insects, boric acid and diatomaceous earth. EcoZap™ is a bio-mechanical product to which no immunity can be developed over time.



FIREPOD



Firepod is a designer friendly, eco-friendly, maintenance free fireplace. A healthy alternative to gas and electricity, a cheaper and hassle free installation, and a designer unit that can be custom built to suit any new home renovation. This all new South African made product strives for quality fireplaces in small areas that need new imagination with an affordable and admirable product. Style your fire!



GEBERIT



2014 sees Geberit celebrate the anniversary of the launch of its concealed cisterns. It has been 50 years since Geberit first introduced the cistern that was mounted behind the wall rather than in front of it. This not only provided building owners with more space in the bathroom, but was also considerably more practical and convenient. 1964 was not only the year that the new concealed cistern generation was born; it also heralded the era of concealed cistern installations, where even connections and pipes "disappeared" behind the wall. This sparked the paradigm change from mere sanitary units to convenience bathrooms. To date, Geberit has sold more than 60 million concealed cisterns world-wide, which serves to demonstrate the standards that Geberit set half a century ago.



HEALING EARTH



Healing Earth's greatest delight lies in sharing Africa with the world. We share our values and passion for Africa and conservation. We take a nurturing, conscious approach to beauty based upon love for oneself, one's fellow human beings and the earth we live on. All products are biodegradable free from petrochemicals, synthetics, colourants, DEA, preservatives and parabens, while packaging is 100% recyclable. Nothing is tested on animals and the company advocates the use of sustainable interiors, organic teas and organic materials.



KIBRONEJE AMENITIES

Kibroneje Amenities offers superior quality ingredients in all our products, no harmful chemicals making it safe to use on the entire family and all skin types. All toiletries contain Shea Butter with added Vitamin E, hand and body lotion, hand and body wash, conditioning shampoo, soap bars, lip balm etc. Our 99% germ protection hand sanitiser contains hand harvested Aloe Vera which has amazing healing properties. We also offer towels, gowns, slippers, hospitality trays, toiletry brackets etc. All products are proudly manufactured in South Africa, including our bottles.



LINEN DRAWER

At Linen Drawer they are passionate about the quality and style of every linen product they sell. They are manufacturers & suppliers of bed, bath and table linen for the hospitality and decorating industries. They also supply to the public through their showroom, as well as online buying with free delivery in South Africa through their website.



MIKO PURO

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 is dedicated to creating truly passionate coffee ambassadors for our clients.



MINTED GINGER

Minted Ginger has become a trusted name in the hospitality Industry. From Executive Chefs seeking designer custom-made Chef Jackets, to house-keepers or cleaning staff, the same care is given in creating comfortable stylish uniforms which won't make your bank manager see red. Our signature 100% cotton means that you will never get too hot-under-the collar. We supply top end restaurants, game lodges, hotels and guest houses throughout South Africa and Namibia.



NEWSPAPERDIRECT

NewspaperDirect is the ultimate global newspaper delivery boy; whether it be same day edition international newspapers printed and delivered daily by our Cape Town and Johannesburg offices, or our ever popular in-house self-print newspaper solution to provide your guests with their favourite newspaper, or our digital newspaper solution PressReader Hotzone allowing your guests to download unlimited digital newspapers whilst using the hotel's IP-Authenticated WiFi and NewspaperDirect's PressReader App, we are sure our service will add value to your hotel!



ONLINE ACCESS KIOSKS

Turn your iPad or Tablet into an instant kiosk by locking it into a secure enclosure that may be wall-mounted, desktop-mounted or pedestal mounted. This locally manufactured, cost effective kiosk enclosure prevents a user from accessing the start button and locks the iPad into one application. It can then be used to promote your company website, products, and services or allow people to register for competitions or loyalty programs. Tablet kiosks can be used as permanent additions to a company's customer service collection or quickly set up for special events and promotions.



SYCRO DISTRIBUTION

Sycro Distributors, established in 1998, have supplied the Hospitality Industry with specialised, quality products at competitive prices to over 300 establishments throughout South Africa & Africa. Products include Candola Table Lighting, Outdoor Parasols/Umbrellas and Furniture, Book/Box Matches, Spirit Gel, Galaxen mini room kettles, Luggage racks, Custom made wooden products, Plate Mate plate stacker, Heaters, Hotel Equipment, Kitchen Equipment and many more. Sycro pride themselves on delivering quality service & attention to specific requirements. You will not be disappointed with our friendly and efficient service.



TABRAR & EARLE

Tabrar & Earle supply boutique quality hotel guest amenities and accessories to the hospitality industry in South & Southern Africa, currently supplying more than 3000 establishments. Their stunning range of hotel guest amenities and toiletries have a product to suit a variety of budgets and decors, from a small B&B to guest houses, large hotels and resorts. A Green Range is offered with environmentally friendly materials used wherever possible. Tabrar & Earle offer personalised products tailored to your specific needs.



TECHNILAMP

Technilamp is South Africa's leading supplier of ultraviolet and infrared technology. For the past 37 years, they have been the official distributor of the Philips range of ultraviolet and infrared lamps in South Africa. More recently they have been appointed the official distributor for Alpha-Cure, Toshiba and Isolde lamps. Their range of Ultra Violet and Infra-Red products is widely used in the healthcare, food processing, restaurant and water sterilisation industries.



VEGWARE SA

Vegware South Africa, are pioneering the development and manufacture of eco-friendly catering disposables and food packaging. Vegware products are stylish, functional, economic and sustainable. The Vegware range of 250+ compostable and eco-friendly products spans cutlery through to tableware, napkins hot and cold drink cups, and takeaway packaging.



WARISAN

Warisan's solid wood furniture has been found in many of the most elegant and luxurious hotels and resorts for over 20 years. Whether you need stylish contract furniture or refined residential furniture; outdoor, contemporary or rustic designs, there will certainly be something to interest you at Warisan. An industry leader in Indonesia with global offices and one of the very few manufacturers who only use wood from government sustained plantations!

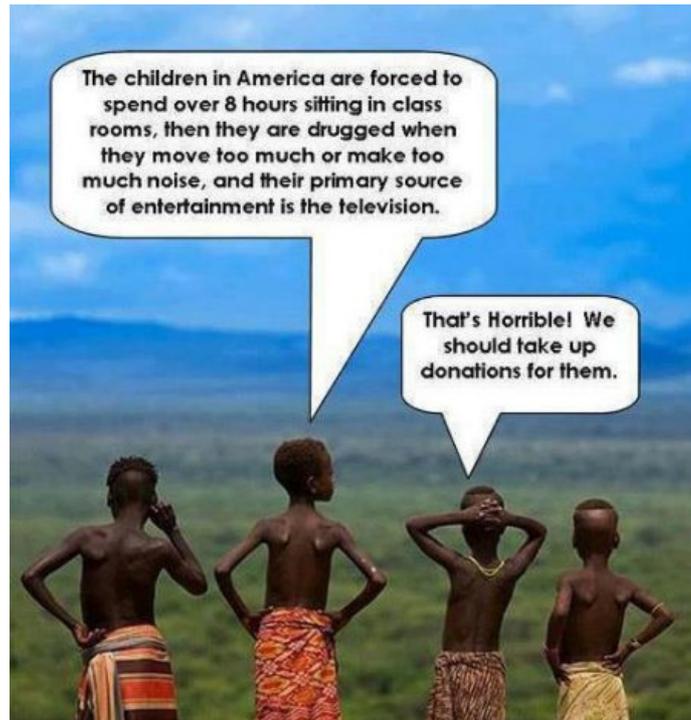


WL COLE

WL Cole is a one stop hotel shop and have been supplying exclusively to the hospitality industry for the past 50 years. They supply thousands of stock items required in the hospitality industry like bed & table linen, uniforms, catering smalls, glassware, crockery and cutlery at the most competitive prices. They also have their own in house factory and can therefore manufacture items to any specific size.

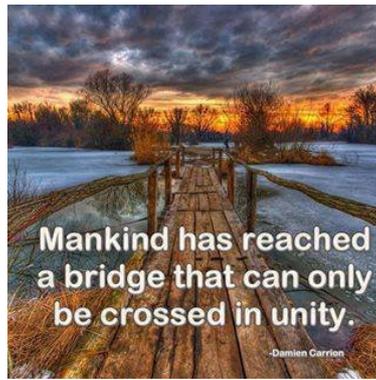
Trivia - Complete and utter Trivia

Africans vs Americans



Food Garden in Craighall





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.

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.

Eco Events & Conferences Directory: We have partnered with The Event Greening Forum and 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: Ask Lorraine to come and address you, your team or your community. Lorraine has become a popular motivational speaker on sustainable and responsible hospitality and family lifestyle. She has been invited to speak at international conferences, seminars, exhibitions, right through to small local functions.

Workshops: Hotelstuff/Greenstuff is running nationwide workshops on Green Procurement in partnership with Eskom who promote their rebate and incentive schemes. 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.

Awards

2013 Special Award Winner
Eskom ETA Award
Energy Efficiency Awareness



2013 1st Runner Up
SAEE Award
Patron of the Year



2013 2nd Place
Enviropaedia Ecologic Award
Eco Warrior



2011 Winner EXSA
Best Green Indoor Pavilion
Hostex Johannesburg



2011 Winner
Imvelo Responsible Tourism
Chairman's Award



2010 Winner
Best Overall Stand
Decorex Johannesburg



2010 Winner
Excellence award
Decorex Cape Town



For more information please visit www.hotelstuff.co.za and www.greenstuff.co.za; drop us a line at info@hotelstuff.co.za or call us on 0860 272 272.

