



News for Hotel Buyers and Suppliers

Winter 2008 & Hostex feedback

[www.hotelstuff.co.za](http://www.hotelstuff.co.za)  
[info@hotelstuff.co.za](mailto:info@hotelstuff.co.za)

## IN THIS ISSUE

### GENERAL

Hostex feedback  
Networking  
**Greenstuff launch**  
New Website  
Lucky draw winner

### NEWS FOR BUYERS

New subscribers and products

### NEWS FOR SUPPLIERS

Stats  
Trends

### TRIVIA

Sausage Saga continues  
Brakpan Seafood Platter  
Linen for Lonely Guests  
Signage for Naughty Kids

### GREENSTUFF

Eco-friendly products for happy guests and a happy planet.

### LETTERS

Our brag book

### WHO ARE WE?

About us  
Free tendering service

*Huge apologies! We are desperately upset to learn that this Winter Newsletter didn't reach half of our addressees. You would think our techie boys could have told us!! So here it is again. (The Spring Newsletter follows shortly with very exciting solutions to "going green" in your hotel.)*

### HOSTEX

Maybe it's the difference between Cape Town and Jo'burg? Maybe it's because it wasn't over a weekend? But, what a lovely show it was! There was time to talk; it was less frantic, less noisy; the visitors were legitimate and there weren't the jostling hoards scrumming for a thimble-full of free coffee.



Our stand had a wonderful position, so we had a constant stream of visitors. (Even my ex-boss from Southern Sun came to check us out.) We signed up a host of new suppliers - some of whom have been watching us for years and have finally acknowledged our credibility...!

### NETWORKING

Hostex is like a reunion and is the perfect venue to see what's new, who's doing what, where and why. It is brilliant for networking because Hotelstuff wears two hats: We represent both the exhibitors and the visitors! We represent the hundreds of Suppliers who are listed with us and meet the Buyers who use us.

## THE SAUSAGE SAGA (continued)

Remember this, the gruesome brew?



Now guess what this is:



...more under "Trivia" below.

## GREENSTUFF

We launched "Greenstuff" during the show and were blown away by the interest and positive feedback. This is the new link on [www.hotelstuff.co.za](http://www.hotelstuff.co.za) which lists individual eco-friendly hospitality products and services.

It was so exciting to share our passion with other environmentally aware manufacturers and hoteliers. We will be sending out a separate newsletter with more about Greenstuff later.



## NEW WEBSITE

Finally, our new website had gone live. What a mission! I originally wanted to put on a gazillion related links and other information, but the web design boys sat me down and said that's "Sooo 80's". So, its plain and functional and does what its supposed to do without distractions.

## LUCKY DRAW WINNER

Congratulations to Miko Puro Coffee! We were thrilled when they won the business card draw on our stand, because Puro Coffee stands for everything we aim for on Greenstuff. They get a year's free subscription and Home Page banner.

## NEWS FOR BUYERS

Please remember that there are hundreds of other suppliers of products and services on [Hotelstuff](http://Hotelstuff). The people listed below are the new subscribers and those who have renewed for another year.

## NEW (and re-newed) SUPPLIERS on the Hotelstuff website

### Green Hat Distributors

Green Hat first listed with us in November 2004! We thank them for their continued support and great service to the hotels using Hotelstuff. Some of the splendid ranges they represent are Waterford Crystal, Wedgwood, Royal Albert, Royal Doulton & Rosenthal and are also associated with designers like Vera Wang, Jasper Conran, Marc Jacobs, Gordon Ramsay and Robert Mondavi.



### Enchantrix

Truly green! We are privileged to have Enchantrix on board. Organic, locally-sourced ingredients; cold pressed oils are used in their guest amenity range. Their cleaning products have been formulated by a team of microbiologists to be effective but safe for your family, your guests and the environment. Contents are biodegradable and packaging is all recyclable; organic ingredients strictly monitored by BIO-ORG.



## Ecosmart Fireplace (ORM Import)

State of the art, trendy, stylish and efficient these fires were originally launched in Australia. The fires can be found in top end outque hotels, guest houses and B&Bs around the world.



## Silhouette Furniture

Here you will find a range of fully weatherproof aluminium furniture, fully welded with a high grade polyester powder coat; durable and rust-free. Seats are woven from an environmentally friendly fabric that looks like natural rattan.



## Beyond the Bean

We're proud to list Rain Forest Alliance coffee and organic teas from Beyond the Bean. They use biodegradable take-out packaging and completes their eco-friendly focus. BTB was established 11 years ago in the UK, and the local owners have 25 years' experience in conference catering, restaurant and café ownership.



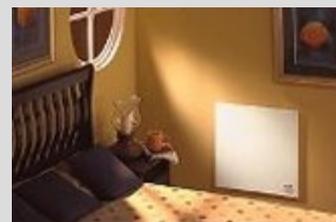
## Hychem

Hazel of Hychem and I go back more years than we would dream of telling you! Hychem are now recognized as one of the top three suppliers of chemicals and accessories in this industry. Long proponents of environmentally responsible cleaning, they have a range of certified eco-friendly products. See our Green Product list of products below.



## Econo-Heat

How's this for efficiency? Econo-heat was one of the first items on our new Green Product link. They make an energy saver heater. Rated at 425 Watt we believe that it is the world's most economical heater. Compared with, for example, a 2000 Watt oil heater, it uses only 1/5th of the electricity that the oil heater would use. This means that you can heat a room at 20% of the electricity usage of an oil heater, or install five heaters in different rooms in your home and still use the same amount of electricity that one oil heater would use. The Econo-Heat wall panel heater runs on the electricity of only four light bulbs.



## Avanti Caffe

High altitude Arabica beans make all the difference. Avanti specialize in producing, roasting and blending superior coffee beans. Quality that will be recognized by connoisseurs.



## Micros Fideleo

Instantly recognizable as one of the top hotel solution providers in 150 countries. Micros provides a complete line of hotel software products and services: property management, sales and catering systems, reservations, customer info, revenue management. Systems to meet the needs of top luxury to limited service venues.



## Rodlin Design

Rodlin Design are amongst our best ambassadors! This is their 5th year with Hotelstuff.

Aside from manufacturing locally, they have licence agreements with European and American companies which keep them aligned with international trends. Their association with Sico has won them many contracts with hotel groups for banqueting, conferencing, room service and seating solutions with equipment which is modular, mobile and folds up and seating that is stackable, transportable and can be stored on a dolly.



## Exclusive Home Fashions

Welcome to Exclusive Home Fashions! Leaders in luxury linen and homewear they regularly attend international trade shows to source products according to international trends when are then adjusted to suit local markets and client needs.



## CMS Hygiene

CMS will advise and supply a complete range of washroom supplies from hand dryers, soap dispensers, paper towel dispensers, sanitizers, sani bins, toilet roll holders and wall bins.



## Custom Furniture

"If you can imagine it, and I can draw it, then anything is possible." Award winning Custom Furniture will help you design furniture to reflect your unique taste or make a special piece to liven up you hotel, lodge or guest house.



## Anatin Furniture

Anatin chairs are made from European Beech with an accurate stain finish creating minimal colour in the wood.



## Expandesign

Pop up displays, banner stands and outdoor banners to advertise and promote special events or guests at your establishment. Flying, teardrop, feather, wing, 3-D, towers and boulevard banners – we never realized how many styles there are! Hanging and endless banners for indoor or outdoor displays.



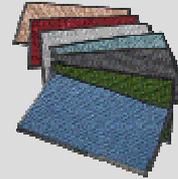
## IAC Mobotix

Comfort Requires Security ... A reliable security system, which remains discreetly in the background, is indispensable for making guests feel at ease. High-performance camera surveillance in sensitive areas creates peace of mind. IAC Mobotix have an integrated Linux system and software - superior to analog video and conventional webcam systems. We've seen the difference for ourselves.



## Kleen-Tex South Africa

It is not a simple matter of laying down a mat. Let Kleen-Tex advise you in the appropriate matting solution for your particular circumstances. Some locations need more than one or a specific type of mat for effectiveness and proper matting can reduce your cleaning by up to 80%.



## Lula Concepts

Here is a company that will handle your full project management and coordination needs. A turnkey solution managed by a team with 15 years combined experience.



## Lumoss

Specialists in injection moulding, blow moulding and printing of promotional products. Lumoss will design and brand key tags, pens, stationery holders, swizzle sticks, badges, napkin dispensers – the list is huge. Visit their website for the full range.



## Matchless Candles

No wax, no flame, no heat. Pictures do them no justice. You need to see these delightful battery operated LED restaurant candles to get the full effect. We found them at Hostex and loved them. Romantic, wind proof, frosted votive style holder or custom made to your design.



## Message Systems

The best managed establishments have the best communication technology. Patron Pager lets customers call waiters, staff paging in hotels for peak in-house management, integrated alarm systems for fire, security or equipment failure, wireless telephony for guests, babysitting systems. You and your guests can relax when adequate communication systems are in place.



## Oasis (Rani Purchasing)

Oasis is a project management & procurement company specializing in the construction of hotels, resorts & spas in Mozambique, Zimbabwe, Tanzania and the Indian ocean. OASIS is fully responsible for all design & project management for all Rani Resorts Projects in Mozambique, Zimbabwe and Florida USA.



## Ozone Services Industries

Air and water purification: Keep your closed-up stuffy rooms fresh and healthy, remove cigarette smells, reduce toxic gasses like formaldehyde and toluene from paint, neutralise micro organisms and super bugs in the air on surfaces, discourage dust mites, pet dander and cockroaches by killing the bacteria they are attracted to and prevent the growth of mould.



## Paraflex

Our Paraflex umbrella's are being used by hotels and guesthouses all over Europe. The City of Marceilles in France only allows the Unique Paraflex Umbrella in their City centre.



## Ridit Pest Control

Ridit Pest Control is a family-based company who are passionate about their products and service levels. They have been pest control advisors and service providers to major hotel groups, as well as smaller establishments, corporate offices and domestic homes. They are in on-going communication with internationally recognised chemical manufacturers to source environmentally friendly pesticides.



## Simpex

Simpex is a well-established and respected supplier of bed and table linen, pillows, duvets and scatter cushions - custom made to complement your establishment's decor and ambiance.



## Steiner Hygiene

Steiner not only specialise in washroom and hygiene products, but also dust control and cleaning chemicals, pest management and deep cleaning, water purification and now silk plants to purchase or rent.



## Sycro Distribution CC

Also part of the Hotelstuff network since 2003, Sycro continue to supply book matches, a stunning variety of table candles, poly carbon jugs and glasses at a much lower cost than other brands.



## Tropicana Trading

Beautifully crafted wooden patio and outdoor furniture manufactured from saligna (the right choice for tree huggers) and Chamfuta which is sourced only from correctly managed natural forests in neighbouring countries. Pest resistant, with a life expectancy of over 25 years, untreated.



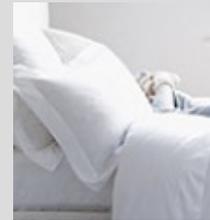
## Wetrok

As an international system provider, Wetrok have experience with many different cleaning problems and can offer you the best solutions. They are distributors for HOST Carpet Cleaning Systems, Royal Vacuum Cleaners, PacVac, Filmop & Rubbermaid, all products that are complementary to the Wetrok product range.



## WL Cole (Pty) Ltd

We've worked with Bryan since 1990 and WL Cole was one of the earliest subscribers to Hotelstuff. They have supplied the industry for over 50 years and understand the needs of hospitality. Their vast range includes bed and table linen, uniforms, chefs & bedroom staff, as well as catering smalls, glassware, crockery and cutlery.



## Ichibi

New products from Ichibi. Cutlery and condiment holders and lovely wooden calendars. Logos can be etched into the wood by laser.



## Other Products and Suppliers

Check out [www.hotelstuff.co.za](http://www.hotelstuff.co.za) for lots and lots more suppliers.



## NEWS FOR SUPPLIERS

### STATS

Over the past 18 months the hits to our website have grown from 8,500 a month to 30,000 a month. Every year at Hostex are reassured that we are reaching the right people when senior buyers, procurement agents, hotel executives and private owners come to thank us or simply to chat. Please remember to let us know if you have eco-friendly products. These will be listed free of charge on the new Greenstuff link. There is a clear increase in demand for green goods and services. Check out our new website and see if you have a product that could qualify, or ask us for the user-friendly questionnaire that will help to assess your "greenness".

### TRENDS

Is your company ready? Here's an example of the trend:

"Christopher J. Nassetta, President & CEO of Hilton Hotel Corporation, outlined directional targets ... by 2014, goals for the Hilton Family of Hotels are to:

- Reduce energy consumption from direct operations by 20%
- Reduce CO<sub>2</sub> emissions by 20%
- Reduce output of waste by 20% and
- Reduce water consumption by 10%.

*Evaluating all current and future purchasing policies and practices across the brands* to ensure that the range of products placed in hotels not only enhance the guest experience but drive value for owners while supporting the company's overall sustainability efforts....."

## TRIVIA

### SAUSAGE SAGA (continued)

Remember this? This was the disgusting brew - a kettle of sausages congealed in a layer of rancid fat! Added value high protein coffee?



And then we found this...

### \*THE BRAKPAN SEAFOOD PLATTER\*

(Check the eyes!)



Talking about value added service...here's a home from home solution for your tired a lonely business traveller:

### LINEN FOR LONELY GUESTS



Sick of unruly kids ruining your ambience?

### SIGNAGE FOR NAUGHTY CHILDREN



## GREENSTUFF

Greenstuff is the new link on [www.hotelstuff.co.za](http://www.hotelstuff.co.za) where we list individual eco-friendly products.

There is **so much happening there** that we are sending a **separate newsletter** with the products and services we have found as well as tips on the "how" and "why" of going green.

In the meantime, log onto [www.hotelstuff.co.za](http://www.hotelstuff.co.za), click on **Green Products** and you will see who's there already.



## LETTERS

Good Day Lorraine!

You are a star!!!

I have already started work on the info below and some of these suppliers have already contacted me! I trust we will find a solution soon!

Thank you very much for your help - you were friendly, fast and delivered! Amazing!

Warm Klein Karoo Greetings

Leorita  
de Poort Country Lodge



Hi Lorraine,

Thank you for a wonderful service! Quick listing with quick info!! Could you please assist us with names, brands and places where we can find good quality , not too expensive ironing machines.

We need a strong machine a with long life span and fairly economic for the B&B industry!!

Kind regards

Julita  
Rose Cottage



Hi Lorraine,

It was wonderful meeting you at HOSTEX and hearing your story on Greenstuff. We at Table Mountain are striving to become more and more environmentally friendly or "GREEN" as most would stay and am very interested in your new green addition to Hotelstuff.

Please keep me posted on any news and I look forward to working with you more closely in the future.

Kerry-Ann  
Table Mountain Restaurant



Thank you kindly for a most efficient response. I will certainly use your services again.  
Best regards,

Giles  
Mamagalie Country Lodge



## WHO ARE WE?

Hotelstuff is an online Directory of Suppliers and Services for hotels.

This service is FREE.

The Helpdesk ([info@hotelstuff.co.za](mailto:info@hotelstuff.co.za)) is manned by Lorraine Jenks who was Contracts and Purchasing Manager for the largest hotel chain in Africa for 15 years and is uniquely qualified to refer and advise. Use us!

Hotelstuff charges no commissions or fees for introductions or transactions between Buyers and Suppliers (Suppliers simply pay a once-off annual registration fee.)

### TENDERING SERVICE

We offer a free tendering service. Let us have a list of your specifications and quantities and we will forward these to appropriate suppliers on our database (takes us just a few minutes!) They will then quote direct to you. No middle-man.



Log onto [www.hotelstuff.co.za](http://www.hotelstuff.co.za) and have a look at our brand new link where you will find “green” and eco-friendly products.



**Lorraine Jenks**

0860 014 016

082 900 0929

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

[www.hotelstuff.co.za](http://www.hotelstuff.co.za)