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Hello from Hotelstuff,

Thank you for the wonderful response to our first **Greenstuff newsletter**. It was packed with information and some amazing eco-friendly green products. If you didn't get a copy, please email us on info@hotelstuff.co.za.

So, this is our standard Hotelstuff letter, with the main focus on **new suppliers** who've joined our network and the **loyal suppliers** who renew year after year. Thank you! Lots of new products and services for you.

CONFERENCES AND EXHIBITIONS

We recently represented you at the **Chamber Tourism and Accommodation Conference** at the SA Reserve Bank in Pretoria where Corine organised top, top speakers for topics including labour law, star grading, liquor law, council requirements, greening, guest relations, etc. I learn more every year! We will give you ample warning so you can join us next time.

I attended two **Green Building Council** conferences – one at Vodaworld in Midrand and one in Cape Town last week. What a pity these weren't started 20 years ago. But at last, eco-awareness is growing at breakneck speed.

We also had the **Natural and Organics Exhibition** in Cape Town; bigger and better each year.

HOTELSTUFF on SA.fm RADIO

I was invited to talk on SAFM about **Green Procurement in Hospitality...** and I hope you *didn't* hear me! When you have a mike 3 inches from your nose and controllers making signs behind glass partitions, your brain freezes and your mouth won't work.



With me, in the studio, was Robyn from **The Vineyard Hotel** who spoke about their beautiful new green conference centre. We are consulting as they gradually green the entire hotel. Such exciting times!

HERITAGE SA

Heritage SA has approached us to set up an affiliation with them, because our two services perfectly compliment each other. What more could we ask for? More about this next time.



TRIVIA

Then, at the end of this letter, you will find some complete and **utter trivia** for a little bit of light relief.

*"The best time to plant a tree is 20 years ago.
The second best time is today" - Chinese proverb*

Your crystal clutching Green Queen,
Lorraine Jenks



NEWS FOR BUYERS - NEW and RE-NEWED SUPPLIERS on the Hotelstuff website

A2Z HOTEL SUPPLIES

Another faithful member of our network. A2Z focus on Africa, the Middle East and Indian Ocean Islands and they specialise in polycarbon items, shelving, racking, trolleys, crockery, cutlery... all your catering needs.



AUDIOTECH INC.

Solutions to the hotel, lodge and restaurant markets, comprising background music and DSTV display distribution systems. Audio Tech employ Bose Professional Audio Systems, Sonic and Sony displays and multi-zone control. True professionals.



BARNO

We're not sure that there is anything Barno can't do in the way of folders, menu covers, directory covers, wine lists etc. Using both PVC and leather in a huge selection of colours and finishes, they will advise on, design and produce whatever you need.



BIOBOX ENPURA SEWAGE TREATMENT

We met Biobox at the Green Building Council conference and noticed the level of interest by other delegates in their waste water treatment system. An excellent solution for effluent recycling for rural lodges and guest houses. Efficient and eco-friendly.



BIOFINGER

A company with the personal touch - Biofinger brings us two very welcome ranges. Fingertip staff clocking in system and Ultra violet scanners for banknotes, cheques etc. Shady operators are out there so we're very happy to have this company aboard.



BIOWASHBALL

Bet you've never seen anything like this before! Biowashball replaces your detergents and softeners in your washing machine. Detergent-free laundry! The washball lasts for 3 years based on a 4kg daily wash. We happened to mention it to one of our linen suppliers and he told us he's been using it for 6 months and he smelled great!



BLUE BAY LIFESTYLE

Handcrafted and woven furniture, ensuring high quality items... and locally manufactured! Some green brownie points there. They have many happy customers in hospitality: spas and wellness centres, 5 star game lodges and hotel groups. Rust-free, UV protected, lightweight outdoor furniture.



CHARLOTTE RHYS AMENITIES

For elegant, exceptional quality and packaging, few can beat Charlotte Rhys amenities. Beautiful soaps, lotions, shampoos, candles, chocolates. Your guests will notice the difference.



CHEF SHOP

Chef Shop was mentioned in the Greenstuff newsletter for their biodegradable tumblers and plates and "plastic" bags. However Monika and Andy also supply a huge range of buffet items, kitchen equipment and appliances, crockery and cutlery. We welcome them to Hotelstuff.



CHOCOLATE GRAPHICS

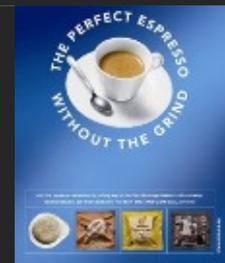
For an endless array of designs and themes, Chocolate Graphics will customise your chocolates with pictures and messages for your lodging specifically, or choose from a range of themes like, weddings, Xmas, promotional, logos, thank you, good night... you name it.



CIRO

Perfect portion control and in-cup quality now, with Ciro's Espresso Pod. No more grinding, dosing and tamping; improved efficiencies and guaranteed consistency of serving the perfect espresso. Pods are nitrogen flushed, assuring sealed-in freshness. Now anyone can make a perfect espresso.

We have worked with Ciro's for 20 years. Surely the best-known brand in hospitality? Consistent, reliable product and service that can cater for the smallest establishment to the biggest 5 star facility.



CLASSIC CRYSTAL PREPARED TABLE WATER

Ecologically pure table waters in reusable bottles. CLASSIC CRYSTAL offers the finest quality drinking water; Reduces bottled water costs by up to 80%; Onsite reducing storage and improving cash flow - pay after you sell; unlimited purified water with no sell by date; Helps our planet to be cleaner ; and safer; Unbeatable quality that tops taste tests.

Used by The Ritz in London, Best Western Hanover International, Radisson, Sheraton and many more top hotels.



CLEANING WORLD

Their vast experience in the hospitality industry gives Cleaning World the leading edge when it comes to practical advice on the right products and systems to use in every situation.



CLOUD NINE

Another long-standing member of the Hotelstuff family and we regularly hear about how Cloud Nine beds are respected in the industry. The only Premium foam mattresses and bases approved by the SABS and endorsed by the Chiropractic Assn in SA.



DOMETIC (PTY) LTD

Active in 180 counties, Dometic's reputation as a supplier of mini bars and fridges is unequalled. Protecting the environment is one of the most important issues facing society. We want our customers to enjoy our products with the highest level of comfort and quality, but also with a clear environmental conscience.



ELECTROLUX – PKS

PKS is an industry leader in the supply and installation of Professional Foodservice and Laundry Equipment.

We have completed many projects, both large and small throughout Africa and the Indian Ocean Islands, ranging from small Coffee Shops and Restaurants to Prisons, Hospitals and international brand Five Star Hotels and Casino Resorts. Their professional team will design the most cost effective and efficient kitchen to meet your unique requirements.



FORTIS HOTELWARE

Dave and Sergio have over 30 years experience in the manufacturing and supply of hospitality and foodservice products. At Fortis you will find internationally established products at competitive prices. Contact them for all your crockery and cutlery needs. Two more long-time members of the Hotelstuff network.



GLENWOOD MANUFACTURERS

We have worked with Glenwood for over ten years. Manufacturers of top quality menu covers, folders, note pads, wine lists and other items, beautifully crafted out of leather, they are trusted suppliers to our top hotel groups from 5 star to small restaurants.



HASTENS BEDS

It is impossible to describe a Hastens bed until you have tried one. These are undoubtedly the most superior beds available in South Africa. Built by hand, using only completely natural materials they are the only bed manufacturers to have been awarded the Swedish Swan environmental certification. Visit their showroom and try one. You won't want to go home.



HOTEL AMENITIES SUPPLIERS (PTY) LTD

Clifford and Cornelia are almost like family. Two decades of mutual support and trust on our opposing sides of the industry: Hotel Amenities as suppliers, me as Procurement Officer of a hotel chain. Few suppliers understand the industry as well as they do and they will advise you on the most appropriate guest amenities and other products for your establishment.



HURRICANE DRY

Combine brilliant technology with appealing design and you have Hurricane Dry's Vortice range of washroom appliances. Ask Claudia's advice - she knows exactly what you need.



iGUEST VISITORS CHECK-IN REGISTRATION

Here's a very affordable, practical solution to guest registrations. iGuest's Register includes information on what is legally required of accommodation providers. Their line of preprinted risk signage makes them a very useful supplier to have at your fingertips.



INSTYLE

Instyle has been worked with us for two decades. Professional, caring, dedicated. Thank you, Monty! But then, our service is only as good as the calibre of suppliers who list on Hotelstuff. Instyle remains an industry leader supplying the major hotel chains and independents with quality outdoor furniture, umbrellas and cushions.



INTERFACEFLOR

We went to a presentation by InterfaceFLOR at the Green Building Conference and learned just how much can be done to recycle materials, remanufacture them with minimum impact on the environment and even recycle them when you need to replace. Interface FLOR make and sell a diverse range of carpet tiles in an infinite variety of colour combinations, textures and patterns - particularly suitable for our industry.



INTERMARKET CORPORTION

Well established in the guest amenity arena, Intermarket Corporation continues to supply a wide range of products to hotels, game parks, hospitals, government organisations in SA, Namibia, Botswana and Reunion. Thank you for staying with us Sonia.



JACQUES JANSSENS

Jacques, another long-standing subscriber to Hotelstuff and we have worked with him since 1999. If you want customised designs, embroidered towelling products, he will make these for you in combinations of waffle, linen/cotton, velour in 3 different weights. Soft, excellent quality.



KINGS CREST

There's nothing old fashioned or hum-drum about Kings Crest. This young, dynamic company sources great lines in value for money operating equipment.



KROST OFFICE PRODUCTS

Reliable, helpful, professional Myron has been on our books since the beginning. Krost has supplied South Africa with office furniture and equipment since 1914 and provide difficult to find items like wall-mounted ashtrays and message boards.



KURGAN KENANI LEATHER

We met Daniel and his colleagues on the Kurgan Kenani stand at Hostex two years ago. They won our lucky draw for a free listing for a year and have subsequently subscribed to our website. Top quality menu and wine list covers, room folders, leather clad furniture, travel accessories and a host of corporate gift ideas.



LEONARDO DESIGN

If you want something different, beautifully designed; the type of furniture your guests will notice, Frank at Leonardo Design will show you his range or create something exclusively for you. All his work is in wrought iron and suits formal, informal, indoor or outdoor use. You will find his creations in many of our top lodges.



MARIA GARCIA & MG LABS INT'L

We met Maria Garcia when she was just branching out into hotels and airlines and it has been a delight to watch them evolve into hugely successful manufacturers and suppliers outstanding luxury soaps, shampoos, lotions and other items... affordable top end products.



MIKO PURO FAIRTRADE COFFEE

Apart from offering the most delicious range of beverages, Miko Puro gives something back to the planet. Committed Fairtrade and environmental supporters this family run business is both ethical and innovative. We were absolutely delighted when they one our lucky draw at Hostex this year. Their concept is wonderful. The first thing we noticed when we were invited to participate in The Vineyard Hotel's new green conference centre, was the coffee... Miko Puro.



NAMPAK TISSUE

A household name when it comes to paper products, Nampak Tissue offers the full range of toilet papers and hand towels complete with tough, functional and attractive dispensers... and best of all, they are green in that they reprocess 200,000 tons of paper a year.



OUTDOOR LIFESTYLE

We are so happy that Outdoor Lifestyle have renewed their subscription with us because we love their range of furniture which is intended be loved and used for decades. They have set new standards in design, finish, comfort and durability



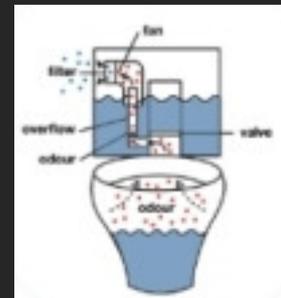
PAINTBOX

We visited John-Clive's studio and immediately recognised his work as ideally suited to South African hotels, lodges and restaurants. Beautifully expressive original paintings and prints alive with character and colour with just the right impact to add charm and interest to your venue.



PANFAN SOUTH AFRICA

For a fresh take on toilets PanFan's unique chemical-free deodorising system is perfect. With no odours to neutralise these products will spare you the ongoing expense and cloying smells of masking sprays.



PRESTIGE CLEANING SERVICES (PTY) LTD

Prestige continued to renew their subscription with us and we are delighted to have such a respected service provider on our system. We have seen them provide expert housekeeping, laundry, valet, stewarding, line management services for many years.



PROFILE CREATIONS (PTY) LTD

We welcome Steve and Profile Creations to our Hotelstuff family. Well accredited, with a long history of supply to the industry, Profile Creations offers a full range of menus, folders, reservation books, wine lists etc. Bound in PVC, PU or leather, their fine workmanship has won them a reputation to be proud of.



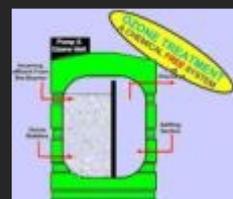
REST ASSURED

Our long-standing relationship with Rest Assured and Walter, began when I was researching beds for a large hotel chain. During my visit to their factory, I was impressed by the sense of "family" amongst the people working in the factory and the personal attention given to each bed throughout its manufacture. Excellent quality and careful attention to detail makes great beds.



SCARAB TECHNOLOGIES

We are delighted to welcome Scarab Technologies who take care of two problems at the same time : How to treat liquid waste in an eco-friendly way andHow to reduce your water account. Discreet, compact and simple are the keywords to this tried and trusted system. Chemical free pathogen treatment changes toxic sewage into clean, clear water for use in your gardens and ponds from a single house to villages and towns.



SHARON TAYLOR SOFT FURNISHINGS

Sharon has upgraded to a Platinum Listing and which puts her on Page 1 and we thank her for her faith in Hotelstuff. She has recently worked on some great projects with Oyster Catcher on the West Coast, Villa Zest in Green Point and Pearl Valley Golf Estate.



SIMMONS (SA) PTY LTD

Inventors of the "do not disturb" mattress, the original pocketed coil bed which moulds to your body shape and allows peaceful, undisturbed sleep.



SIYENZA TEXTILES

We're delighted to have Siyenza Textiles ongoing support! Good quality at competitive prices is the key to this supplier of all your bedroom and bathroom linen requirements.



SOLANA OUTDOOR IMPORTS

Josie's range of furniture caught our eye at Hostex last year. Stylish and ideally suited to our tough weather conditions. The polyethylene weave is durable and recyclable. We thank them for another year of listing on our website.



SPAZIO LIGHTING

Beautifully crafted light fittings of every description are supplied by Spazio Lighting. From robust submersible lights to delicate LED and flexibles this company offers the full range plus their expertise and advice.



SPINMET

You've seen them year after year at Hostex with their exciting colours and designs; Spinmet specialise in seating and cater to hotels, casinos, restaurants, hair salons, special public areas and can also supply other items like high chairs, stanchions, etc. They have had remarkable interest through their page on our website.



STYLISH FURNITURE MANUFACTURERS

Personal service is something that can be rare to find. Stylish Furniture's Jeff will see that your needs are met. His lifetime of experience in the industry gives you the benefit of his expertise and the company's craftsmanship



SUNSET FUN

Allied to Stylish Furniture, the Sunset Fun range is designed for the younger set and includes wonderful space saving designs ideal for the home-from-home B&Bs



SUSTAINABLE LIVING PROJECTS

Sustainable Living Projects has emerged as a leader in the field of sustainable progress by bringing practical solutions to private and commercial sectors in South Africa. Many aspects of sustainable development, including energy efficiency, renewable energy, and water conservation need to be addressed on the ground level. Many processes, policies and proposals by government and private entities need to be implemented. SLP will consult and implement aspects of "greening" your environment and save you time and money by getting it right first time..



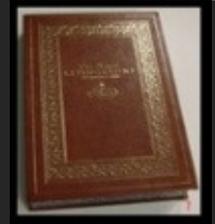
TOWEL & LINEN DISTRIBUTORS (PTY) LTD

We welcome Towel and Linen back into the fold. Always on the lookout for trends and developments in bed and bathroom linen, speak to Damien or Simon about what's new. They continue to supply all standard and custom linen and towelling items as well as a new range of stunning spa products.



VERMONT LEATHERCRAFT MANUFACTURERS

Established in 1983, Vermont's well equipped, modern factory offers a large range of quality leather and PU menus, guest directories, corporate gifts, briefcases and wallets. Check out their website to see their full range of menu cover, guest directories, gifts, handbags... or whatever you would like them to design for you.



WOODBENDER

Woodbender have been manufacturing solid bentwood furniture for the past 20 years and in this time have become the preferred supplier to many leading restaurant franchise groups, as well as countless independent hotels, restaurants and guesthouses. Carefully crafted using wood from managed, certified forests.



SYCRO

New from Sycro: Touchless Germ control: - Germstar is a non-allergenic, hand sanitizer that kills 99, 99% of the most common disease causing germs on the spot. The active ingredient in Germstar is Isopropyl alcohol. The alcohol evaporates and the special emollients remain on your skin leaving it moisturised, soft and germfree with no residue on your hands. SABS approved. One sachet – 1600 hand washes.



ICHIBI

The inimitable Marcus continues to develop and design whatever customers want from his workshop. Latest items: Wood registration/ directory cover, Perspex lectern, Beverage caddy.



ENCHANTRIX

One of the first to introduce ethical, harmless products to South Africa. Their products are safe, effective, environmentally friendly and rapidly biodegradable. They use organic ingredients wherever possible with a wide range of products for us to live our lives "free of harmful chemicals". They carefully select local ingredients and support the local workforce and they abide by the strict standards set by Eco Cert (France). Products for the whole family can clean your house, children, pets and yourself and then recycle the containers. For hotels, bulk 5 litre products.



CATERPLUS

If you want to know anything about anything in catering, Charles Watt is your man. Caterplus remains the country's leading national foodservice distributor of dry groceries, liquor, paper products, cleaning materials, kitchenware, glassware and a wide range of consumable products.



NEWS FOR SUPPLIERS

Our statistics continue to boom – 8,500 hits two years ago, 92,000 hits last month. The burgeoning increase in green procurement is everywhere and recent studies indicate that 57% of tourists leaving the UK look for (1) location, (2) eco-friendliness, (3) price.

How green are you? Are you keeping up? We have a user-friendly questionnaire to help you assess your “greenness” and find areas that you can improve your products impact from cradle to grave.

GREENSTUFF

Our new Greenstuff link is a huge success and it amazes us who finds us and how. Keep an eye on www.greenstuff.co.za as it grows for lots of wonderful products and services (some things you’ve never heard of). Being invited onto the radio, being involved with Heritage SA, learning from and consulting to industry leaders like The Vineyard all make our hard work worthwhile.

Our newsletter had articles on How to Go Green, Green-washing, etc. and these will all be featured when Greenstuff gets its own independent domain. At the moment it is a link to Hotelstuff.

What more can we ask than to be referred by word of mouth and word of mouse.

TRIVIA

“SELFY”, THE SELF MAKING BED - (I kid you not!)

More than 700 of the world’s most creative minds gathered at the International Exhibition of Inventions to showcase their innovations and one of the products that turned more than a few heads was the Self Making Bed designed by Enrico Berruti.

The bed dubbed “Selfy the EasyBed” is self-making bed with two lateral arms handling any bed linen. The bed features a mechanism at the sides with tubes on which one swathes the sides of the duvet linen. After that, a button activates the tubes to smooth over duvet linen, while the straps at the side will tighten the sheet itself. For now, Enrico Berruti is looking for a deal that would sooner or later lead to the commercialization of his self making bed.



POCKET ESPRESSO GADGET

If you like travel and espresso and even like to have a cup of espresso coffee while travelling, you gotta like this gadget. It will press out some skull-popping brew in no time flat, with which just add a single-serve pod of finely ground burnt coffee beans and hot water, espresso is OK.



INSTANT ROOMS - Designer: Rob Penny

How cool is this? A kitchen, an office and a bedroom that fold out of these lovely cabinets, designed by Toshihiko Suzuki Architect. They call it "Architectural Furniture." And it's not vaporware, you can buy the office unit on Amazon, albeit for 800,000 yen (US\$7500) which is a lot of money and becoming more so by the hour



PIZZA SCISSORS

This is a perfect solution for pizza lovers. It is shaped like a scissor and comes with an additional dish. So you can cut pizza easier than ever before, and the pizza might be more delicious just because of this kind of convenience.



BED ON THE CEILING

The Murphy bed concept; it's a great way to live comfortably in less space, since you don't need a bed when you're awake, and don't need the living space when you're asleep. Still, most Murphy's require a clear area to fold down into, which either requires a daily ritual of furniture-moving or sacrificing otherwise useful space for the bed's footprint. But if the bed came down from the ceiling...

You could leave your stuff where it is, putting the bed above it. That's the rather brilliant idea behind BEDUP, designed by French designers Décadrages. It installs in your ceiling, rather than the wall, and sort of floats down when it's bed time. No furniture-moving required; it can stop at various heights, using a variety of braces to help it integrate with your bedroom's furniture. It's even possible to integrate lighting into the bottom of the bed, for use when it's in storage mode.



BRAKPAN HOTEL

Space and energy-saving, recycled and community oriented...



CONGRATULATIONS SINGITA!

Singita named Best Hotel in the World and more ...

Cape Town – South Africa's premier safari brand, Singita, scooped no less than three major international travel awards when it was named Best Hotel in the World, Best Small Hotel in the World and Best Hotel in Africa and the Middle East in the US Travel + Leisure World's Best Awards 2008.



LETTERS

Good Morning Lorraine,

Thank you for your email sent. Yes, everything is going extremely well. I have had a great response from various suppliers that emailed me. Your service is excellent. I never knew that it even existed until my husband told me.

Kind Regards,

Lorriaan Van Wyk
THANDEKA LODGE

Lorraine

This is really a no-nonsense, practical and to the point newsletter. Other so-called green articles, newsletters, speeches and TV programmes usually focus on the emotional part of green and either try to make politics out of it or make you feel guilty or despondent.

You've skilfully managed to rise above all of this and you gave us something fresh, something green (pun intended!).

Well done. You are certainly a pro!!

Green regards

Johan
ECONO-HEAT

Hi,

Thanks for the *GREAT* Greenstuff newsletter, it has been circulated to all my HODs.

I am currently looking at replacing my shower heads. Could you assist with a quote and some info. I would be looking at 125.

Thanks & regards

Simon Sutherland
General Manager
PROTEA HOTEL THE PARK

Hi Lorraine,

... there have been very good hits on the site and it is the way forward rather than plain advertising.

Regards
Steve
CLEANING WORLD

Lorraine

Many Thanks for your assistance – now that is what I call service!

I must still call the two contacts you gave me, which I will later on today. I will most certainly stay in touch

Again MANY THANKS

Kind Regards,

Stephen Bothma, CPP
Building Manager
CAPE ROYALE LUXURY HOTEL AND RESIDENCE

Hi,

Thank you very much for the speedy reply!

Am sure we will indeed ask again if I am in need of more suppliers.

Kindest regards,
Madelein

Madelein & Evan
MMUTHLWA LODGE

Hi Lorraine

Thank you for your help with the duvets we had a great response from your suppliers. I am now looking for a biodegradable (green !) shampoo in bulk. 5lt to 220lt packaging. I must have some paper work with it (biodegradable license) of some sorts.

Thank you
Regards Graham
ISLAND SUPPLY

Hi Lorraine

Sitting at the airport waiting to board for Durban, another Hostex, it must be my 15th show that I am doing.

Look forward to seeing you in Durban, I see you have a stand there.

We are receiving incredible leads from you and our reps are having hits - one of the leads was for a new boutique hotel in Athol, we are delivering today.

Regards
Val
DECOCRAFT

Hi,

Thank you so much for all the leads you send to me – I don't always have time to let you know about the progress, but I have had some nice business from these referrals!

Thanks again!

Laurika
ELANI

Hi Lorraine.

I must say that your site is definitely working for us, and we have generated many leads from it.

Thank you!

Myron Krost
Sales and Marketing Director
KROST

Lorraine,

Thank you very much for the information and assistance! This is SO great!

Kind regards and many thanks

Elanie Potgieter
General Manager
D'OUWE WERF, Stellenbosch

Hi Lorraine,

Wow thank you for your email. I'm very impressed! I am looking for coffee plungers, individually packaged tea bags and juice for our B&B.

We are also looking for crockery suppliers.

Thank you very much for your assistance.

Kind Regards
Natalie Moises
AQUANZI LODGE

Hullo Lorraine and Dorothy

Thank you for helping Barno get set up with Hotelstuff.

Well done on a first class product.

Kind regards
Gary
BARNO PLASTICS

Hi Lorraine

Thank you so much, you have been a tremendous help.

Regards

Lynda
Lynda Gavshon
Franz Gmeiner's (Personal Secretary)
ORION GROUP - HEAD OFFICE

THAT'S ALL FOR NOW

Word of mouse

Please keep an eye on www.greenstuff.co.za to find new products and tell your colleagues about Greenstuff.

It's all about networking and sharing.

Help us grow this database for the benefit of all.

Hamba khale. Sala khale. And live harmlessly,



By word of mouse



The other Green Queen



The other Crystal Clutching Hippie

WHO ARE WE?

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

This service is FREE.

The Helpdesk (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 commission 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 - free (takes us just a few minutes!) They will then quote direct to you. No middle-man.

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