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Hello from Hotelstuff

What slow-down? Where? We seem to have escaped and so do many establishments we've spoken to recently. We've had a bumper three months since the last newsletter, with 90% of suppliers renewing their subscriptions, new companies we've invited onto Hotelstuff, and a whole bunch of people asking to come on board. Happiness.

Check out **New Products and Suppliers** and some Old Favourites, below.

NEWS IN BRIEF

We have a jam packed year ahead and you will find us at:

- **Hostex** in Johannesburg at the Sandton Convention Centre 15 to 18 March.
- **Indaba 2009 in Durban** - one of the largest in the world (for us to be permitted to exhibit as a supplier is a rare privilege, because Indaba is for tourism venues and operators and our target will not be the visitors, it will be to encourage other exhibitors to "go green.")
- **Chamber of Tourism** and Accommodation Conference in Pretoria
- **Green Building Conference**
- As many "green" **exhibitions** as we can manage
- Continued advertising in **industry magazines**
- Our hugely successful **newsletter** to 9,000 hoteliers.

CONSULTING

We have been asked to consult on the "greening" of The Vineyard Hotel, The Private Hotel School's new campus and many others. We supplied a free tendering service on many major new developments and we have advised on Sol Kerzner's **ONE&ONLY** and the new **RADISSON HOTEL** in Blaauwberg, not to mention **RICHARD BRANSON'S** private home at **ULASABA!**

PARTNERS

We have been invited to partner with **Heritage SA**, who provide internationally accredited environmental management and rating programmes. Hotelstuff compliments this service by concentrating on sourcing and recommending green operating equipment, furniture, appliances and services to run these establishments.



INDUSTRY LINKS

In addition to the above, buyers find suppliers through our links on other services like AA Travel Guides newsletter, Fedhasa, Ghasa, Hotel-staff, BnB Sure, My BnB, Chamber Tourism, Heritage SA, Décor Direct, etc. So please remember that hundreds of enquirers find Hotelstuff via our presence on these links, not directly from Hotelstuff.

HOSTEX - 15 to 18 March 2009

Please come and visit us on our **Stand in Hall 2, Stand Number G4.**

We will be demonstrating our service and consulting on "going green" .

As in previous years, we will be holding a **lucky draw worth R13,000** for suppliers who visit our stand.

15 - 18 March, 2009
Sandton Convention Centre
www.hostex.co.za



BUY-ENVIRONMENTAL (DTI) - 9 to 10 June 2009

A new Trade and Conference by the DTI, Buy-Environmental to be held at Vodaworld in Midrand. Diarise these dates and we will give you more information later.



See you at Hostex!

Your crystal clutching Green Queen,

Lorraine Jenks



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

Click on images below to view website



ACCESS GLOBAL

A total telephone solution for outgoing calls; save 40% on Telkom international calls. Offer your guests calls anywhere in the world at lowest cost. Combines benefits of VOIP with cordless phones.



ACG UNIQUE PACKAGING SOLUTIONS (INNOVASIANS)

We have countless enquiries for branded sugar sachets and have to disappoint the buyer because quantities required are not high enough. To the rescue Alberto!



ANKERDATA (PROTEL HOTEL SOFTWARE)

Ankerdata (Pty) Ltd., is a leading provider of Point of Sale systems, Inventory & Procurement software and Hotel Software to the hospitality industry. Products include: EasiPos Point of Sale for quick service and table service procure.net enterprise wide inventory and procurement software protel hotelsoftware from 4 to 10,000 rooms protel online booking system.



BATHROOM AND LOUNGE STUFF

A small company with the personal touch. Manufacturers of wrought iron bathroom and lounge accessories (towel rails, toilet paper holders, curtain tiebacks, curtain rods, finials) made with care and to your specifications.



BROTHERS BEDS

Brothers manufacture over 600 varieties of mattresses and base sets, from plush to firm, small to big, and anything in-between.



C & G INTERNATIONAL

Your complete, one-stop project and procurement solution. C&G is a South African based 45 year old company with an international network specializing in procurement and logistical services. C&G sources products and professional services competitively worldwide and ships to site for clients.



CLEARSHIELD

Taking care of your glass rejuvenation and protection issues, Clearshield provides a protective coating to windows, glass doors, shower cubicles while Ritecoat takes care of metal balustrades and finishes. Also offered is their Spotless window cleaning system, perfect for up to four storeys. Clearshield saves you money, time and effort, leaving your establishment pristine and easy to maintain.



CORE FURNITURE CONCEPTS

Countrywide availability and superior after sales support sets Core apart when it comes to all kinds of furniture. The product range is specifically geared towards this market and focuses on Restaurant, Bar, Corporate Leisure, Canteen as well as Conference products.



DECOCRAFT

Val Sutherland and her team have been part of our network since 2005 and colleagues a decade before that! Their product quality, fair pricing and service levels are incomparable. Experts in crockery, cutlery, glassware, display and décor items& best suited to client requirements.



ENCHANTRIX

Ethical and harmless products made with organic ingredients; a fabulous range of products allowing you to offer your guests chemical-free amenities and providing you with effective toxin-free, biodegradable cleaning products.



FABRIC LIBRARY

If you have never visited their warehouse, it is difficult to describe the astonishing range of fabrics at Fabric Library. It took my breath away when I first visited 11 years ago.. With international experience they will advise and supply the most stunning imported and local fabrics.



GERBER FRESH

Aubrey must be one of the hardest working suppliers we know. Passionate about his fruit and vegetable extractors and bar blenders he has every right; they are amongst the best in the world - some designed nearly 100 years ago.



GINGER CAT

You need to see and feel the top quality linen manufactured by Reana and Leolyn to appreciate its claim to "exclusivity" . Unique, detailed work.



GLODINA (DANO TEXTILES)

Glodina need no introduction. Only recently part of our network, we have a long history going back to the days when snag-proof warpknit towels were mandatory in many international hotel chains. A visit to their factory taught me incredible respect for a simple towel and what it really takes to make one.



GREEN TECH (GR IMPEX INTL)

Greg has found decking which is environmentally friendly; made from recycled and reclaimed wood and plastic and is 100% recyclable after use. The material does not contain any harmful chemicals. It looks exactly like wood and is affordable, very strong and an excellent green alternative to outdoor decking.



HALOGEN INTERNATIONAL FABRICS

Just recently discovered by us, we've learned that Halogen are leading distributors of fabrics and wall coverings from top international fabric houses: 30 international fabric houses and over 200 hand selected local fabrics. If you need inspiration, here's where you'll find it.



HEALTHGUARD

HealthGuard™ is a revolutionary range of multi-functional products that are extremely effective against bacteria, viruses, fungi spores, algae, mosquitoes and dust mites. They also provide a range of imported bedding ready impregnated with HealthGuard.



HIU INSURANCE

Michelle could well be one of the most enthusiastic and knowledgeable insurance specialists you could meet. We bump into her at shows and workshops everywhere. Let her advise you on insurance and risk management to get the best.



HOSPITALITY JOBS AFRICA - NEW KID ON THE BLOCK

An exciting new nationwide job and resource website for the hospitality and travel industry which is launching as this goes to print. This niche website was designed by people from the hospitality & travel industry, for the industry and aims to offer something useful and accessible to all players



ITALCRAFT

Suppliers of well designed, reliable conference furniture and equipment, Antionette, Jean and Anthony are yet another team we have worked with for a couple of decades. They know their stuff.



JESSEN DAKILE for mobility impaired guests

Jessen Dakile specialises in accessibility solutions including ramps and lifts plus bathroom customisation for those with impaired mobility. They are in a position to advise on the planning needed to conform to current legislation.



JUSTSHAZ

Competitively priced Justshaz's range of gorgeous guest amenities is designed with the hospitality market in mind. Eco friendly products, packaging and printing prove this company's commitment to responsible trading.



KATANGA PROPERTY CARE (STERIKLEEN)

Check out their page on Hotelstuff and see the huge range of services they provide. From washroom supplies, to contract cleaning, to pest control, to artificial plants, to parking solutions? Believe it. New to our stable, we're proud to have them on board.



KIWINET

Say "mosquito net" and most people will immediately think "Kiwinet". Established, trusted, functional and easy to install, Robyn will supply standard or custom made nets to suit your sizes and décor. She has supplied from the smallest BnB to the most exclusive lodges in SA.



LEAD LAUNDRY AND CATERING

Another year of great leads through us, followed by superb service, Lead Laundry deserve to remain foremost suppliers of laundry, dry cleaning and catering equipment in South Africa.



LOCKWISE GROUP

Their track record with the hotel industry and loyalty to Hotelstuff makes them another supplier we are proud to be associated with. Preferred suppliers with many hotels of safes, minibars, card locks and hairdryers.



MA TRADING

MA Trading has thousands of items on hand with fast turnaround via their online catalogue and Mark, the owner, has over 30 years of experience in running restaurants around the world. This is his 4th year with Hotelstuff.



MIELE

Miele join us this year and we are, indeed, flattered! Pioneers in the field of hospitality, they have an illustrious list of customers worldwide.



MUNGO DESIGN

Established by master Weaver, Stuart Holding, Mungo dynamically fuse contemporary and classical influences using 100% South African cotton, pure Irish linen, Italian chenille, bamboo and combinations of these yarns, they practice fair trade, respect the natural environment and empower local communities



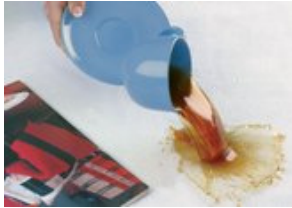
NIFTY NAPKINS

This company specialises in printed paper products with a fantastic range of paper napkins, coasters, and similar products. Printing in foil can be included, with company branding or purely decorative finishes and they pride themselves on short lead times and a great customer satisfaction level.



OZONIZE

Hoteliers face many challenges, but one of the most problematic is eliminating unpleasant smells from guest rooms, restrooms, kitchens, freezers, smoking and refuse areas. Ozone applied properly can oxidise 99.9% of any bacteria, viruses, fungus, moulds and pollen in the air or water.



PROTECT A BED

We have just been introduced to this product. Surprisingly thin coating of waterproofing; light and easily laundered; flexible and cool due to its breathability. Protect your guest from allergies and pests. Protect and extend the life of your mattresses.



Q DISPLAY

Q Display are spending another year with us. Experts in queuing and public guidance systems, they will advise you on the best crowd control systems.



ROACHBUSTERS (KILLROACH)

The green alternative to insect control. Roaches and other pests are easily introduced and love the warmth of appliance motors. Roachbusters provide the answer in a way that is safe, simple and clean.



SHARON TAYLOR SOFT FURNISHINGS

Sharon Taylor offers a personalized, professional decorating service with a focus on soft furnishings which includes curtains, blinds, bedding, throws, scatters, headboards, upholstery & custom made to compliment your décor. A specialized service, technical advice, makeup and personally managed installation.



SEALY POSTUREPEDIC

News from Sealy: as the world's largest bedding manufacturer, you are assured that their beds are orthopedically correct and long-lasting. They have been specifically designed to meet hotel requirements and now have HealthGuard anti-mosquito treatment, fire retardant ticking, bamboo thread and aloe vera treated ticking.



SOUTHERN OCEAN

Specialising in high quality bar and mini-bar snacks and gift packs, Southern Ocean will package under your own brand if preferred. The range includes cashew nuts, pistachio nuts, mixed cocktail nuts, corn nuts, caramelized nuts, chocolate coated shortbread, jelly beans and other sweets, sliced biltong and dry wors.



SOYLITES

Candles made from soy wax - with a mosquito repellent option! Biodegradable, soot and toxin free, this is the friendly alternative.



TECHNO SWISS

With us since 2003 (thanks Claire!), and having worked with Techno Swiss for 5 years prior to that, they remain leading suppliers of tough industry-standard hair and hand dryers, mirrors and insect repellent machines.



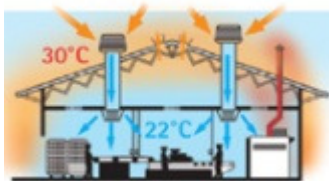
TRADING OBJECTS

We bump into Claire every year at the Chamber Tourism and Accommodation Conference and have witnessed her personal, superfast service delivery and a superb range of linen and towelling products, which make her a trusted and valued supplier.



TRIBE VIBE

Tribe Vibe's delectable biscuits and treats satisfy even the most discerning of tastes. Packaging options from individually wrapped to bulk supply and fast delivery make these an all round winner. (Come taste some on our stand at Hostex.)



TURBO VENT

We met the Turbo Vent people at an exhibition and so badly wanted their eco-friendly cooling system on Greenstuff that we listed them free of charge to test the response. The interest has been so great that they are now part of the team. Welcome!

NEWS FOR SUPPLIERS

USERS OF HOTELSTUFF

Aside from the thousands of independent establishments, boutique hotels, lodges and especially procurement agents who use us - just about every major hotel or hotel group you can think of is using Hotelstuff.

TRAFFIC

Also, it is important to remember that the emails you get from me via the website Helpdesk constitute less than 1% of the enquiries; the vast majority of buyers go straight to you via a direct phone call or your email and website link on Hotelstuff & so, they are also not recognised as having emanated from Hotelstuff.

HITS AND VISITORS

The hits and unique visitors to our site have quadrupled in the past year and we are now a trusted household name in the industry - all thanks to you. Without your support and the high calibre of suppliers on our database, we could never have achieved this.

ECONOMIC WOES

Let Hotelstuff and Greenstuff help you stay in the spotlight in this difficult economic climate so that hotels can be reminded that you are alive and well and so that buyers who are looking for alternate suppliers can find you.

GERBER FRESH, since November last year, Gerber Fresh is no longer selling direct to the end user. Their products are Robot-Coupe processors, Zumex, Matstone and Santos juice extractors, Blendtec for shakes and smoothies and Ozi potato peelers. If you would like to become an agent/distributor with good commission, Contact Aubrey at info@gerberfresh.co.za.

TRIVIA - Complete and utter trivia (for a little light relief)

ENGLISH FOR HOTELS



WEATHER FORECAST NOTICE



3 GUESSES WHAT THIS IS?

Automatic book selector? No. Filing system? No. A dishwasher? Yes!



A horizontal eco dishwasher concept by Marie-Christine Lacasse, seen at the University of Quebec in Montreal Design Grad Show. He rethought how to combine kitchen space with appliances. The display rack has sections. Stack dirty dishes in empty section and the dishwasher fills up and moves from one cabinet to the next. Humm?

PET ROOM SERVICE

The Lowell New York offers room service for pets, with choices like filet mignon tartar and organic buffalo marrow bone. Woof Waste Inc. deal with the doggie doo. Yappy Nappy do their linen.



BATH OR SHOWER?

Save space with this unique luxury bath concept which turns the traditional bath on its head, literally. Aside from its obvious aesthetic appeal - it's like a giant art installation for your bathroom. It is also multi-purpose - transforming from bath to shower as the whole unit revolves.



TOON TIME



We just Love Jurdy's insight into "going green" . Jurdy is the spokes-character for green and beyond for motivation through comic relief. Check out her website: www.jurdygreen.com

LETTERS

Hi Lorraine,

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

Myron Krost

KROST OFFICE PRODUCTS

Hi Lorraine,

Many thanks for the quote and the fantastic service.

Lee Nilsen

NETCARE KINGSWAY HOSPITAL

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.

Stephen Bothma

CAPE ROYALE LUXURY HOTEL

Hi Lorraine,

I always ask where the "new" client has received my info from so that I know which medium is working for me. I will continue with Hotelstuff as I appreciate all the leads you pass onto me, thanks.

Michael Butz

SYCRO DISTRIBUTION

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

Thank you so much, you have been a tremendous help, do you by any chance have web site addresses for the two companies that you recommended.

Franz Gmeiner

ORION GROUP HEAD OFFICE

Wow , thanks Lorraine !
I will definitely call on you again.

Guy McGregor

SINGITA GAME RESERVES

Hi Lorraine,
Wow thank you for your email. I'm very impressed!
Thank you very much for your assistance.

Natalie Moises

AQUANZI LODGE

Thank you very much!
This is great!

Elanie Potgieter

D'OUWE WERF

Wow, are you great!!
Thank you so much!!

Michele Buckley

TRAVEL INC

Hi Lorraine
Thank you, you're a star =)
Your wealth of information is invaluable and I truly appreciate the help!
Will be sure to be in touch with him and see where we can take it from there.

Kama

HEMPORIUM

Hullo Lorraine and Dorothy,

Thank you for helping Barno get set up with Hotelstuff. Well done on a first class product, Barno looks forward to being associated with you.

Gary

BARNO PLASTICS

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.
(A few weeks later): It is quite amazing how many enquiries you are receiving that are not related to hospitality, but to retail.

Val Sutherland

DECOCRAFT

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.

I will shout if I need any further assistance.

Lorriaan van Wyk

THANDEKA LODGE

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.



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.



Website: www.hotelstuff.co.za **Email:** info@hotelstuff.co.za
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