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Hello from Hotelstuff

Aside from getting my car and laptop stolen, what a wonderful few months we've had!

I have lost all communications and records between 21st April and 4th May, so if I promised you something, please remind me!

TOURISM INDABA

We are still recovering from an absolutely amazing show at Durban's Tourism Indaba. During the show we launched a separate and bigger website for www.greenstuff.co.za.

We were swamped by lodge and hotel operators, all clamouring for information on "going green" and, it seems, our timing was perfect. The industry is ready! At last.



Lorraine had night-panic-mares about herds of khaki-clad lodge operators waving sweaty bush hats, jumping up and down in the long grass and shouting "Gimme green! Over here!"

Lots and lots of owners and managers came up to meet and thank us. Others came to congratulate and encourage us, saying, "It's been so hard to find green things. This is exactly what we need."

Now all the top African destinations at Indaba, know about Hotelstuff and, especially, Greenstuff.

Our stunning stand at Indaba and Hostex:



GREEN LEAF STANDARDS

During Indaba we were honoured to be invited to partner, and work with, **Green Leaf Standards** (a division of the inimitable Dr Ian Player's Wilderness Foundation) and we attended their award ceremony, where Spier won the first gold leaf award in Southern Africa. Well done Spier!



You may remember that we were also recently very flattered to be invited to partner with **Heritage SA**.



PARTNERSHIPS

Shared skills will give you a complete service to earn green ratings.

Hotelstuff/Greenstuff specialises in sourcing eco friendly operating equipment, furniture from sustainable forests, organic or natural guest amenities with recyclable packaging, non toxic cleaning chemicals, fair trade beverages, biodegradable or compostable products, energy and water efficient appliances, and waste and water solutions and stuff.

Both **Green Leaf** and **Heritage SA**, will advise on carbon footprint impacts, water and energy efficiency programmes, waste management, community involvement and general sustainable operations. They will consult on projects from concept to conclusion, then assess establishment compliance and award internationally recognised green star (or green leaf) ratings.

Did you know that the latest stats indicate that 52% of tourists look at location first, **greenness second**, price third? We're told that destinations with official green status are way ahead in bookings. We've done all the work for you. Let us help you get ahead of the game.

HOSTEX

...was a blast. What a great show this year. Waves of visitors came to talk to us (or was it our cool green forest backdrop that drew them in to chill and rest?... 'cos we had to shoo people away.) This is my 18th annual reunion at Hostex and it is THE place to get all the news and scandal.

For the first time, we sat back and counted the other exhibitors and realised that 88% of them are listed with Hotelstuff - how great an endorsement is that!

Our magical forest backdrop for both Indaba and Hostex, was designed by Graphic Laminates and Redwood Design's Peazy system. Stunning and so easy to erect. Thank you guys! And a big thank you to Debbie for the elegant and lightweight Silhouette bar table and stools at Indaba.

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

We exhibited at yet another show. No wonder I make no profit! But we must be out there and visible. A new Trade and Conference by the DTI, Buy-Environmental held at Vodaworld in Midrand was excellent.



GREEN BUILDING CONFERENCE - 7 to 8 July 2009

And in a few weeks, come and visit our stand at Green Building, at the Sandton Convention Centre. Suppliers in the building industry are asking to network with us, so we need to be there for them too.



Lots of new suppliers, products and green items below and more news for Suppliers and Buyers.

Your Green Queen,

Lorraine Jenks



NEWS FOR BUYERS

TENDERING

Please let us help you with large tenders. Just send us a spreadsheet with good specs and quantities and it takes us a few minutes to send it to as many appropriate suppliers as necessary. This could save you weeks of sourcing, phoning and reinventing the wheel. We do this free of charge.

If you want advice, give us a ring and we'll pop round to see you or help by email. If we visit, there will be a small fee for our time, but will save you plenty in the long run. We charge no commission on sales.

GREEN NEWS

The entire industry is striving to go green. We have been watching environmental issues and the evolution of eco-friendly products for 20 years. We have done the work for you. Use www.greenstuff.co.za or let us do it for you. Just shout! For a big development we will work with Green Leaf or Heritage SA to help you get it right from the first brick to the last toothpick.

GREEN RATING

It is so important for you to start applying for recognised green status. Tourists want to see it; even if you start with just one green star. Let us show you how to get started.



NEW PRODUCTS on Greenstuff

Click on images below to view website



ADDICOM

We've been amazed at the interest in this product. Upgrade and convert your existing water-wasting urinals. EcoSmellstop systems pay for themselves within a month because you save 100% water and 95% in maintenance.



ECO LOO

Eco-Loo is a washbasin mounted on top of a standard flush toilet. It saves up to 56 litres of water per person per day. You achieve a space saving of at least 33%. The installation cost compared to a conventional basin and cistern is cut by 80%. It promotes hygiene and the washing of hands after a person has used the toilet.



COIRTEX

We found Coirtex at Decorex and loved their range of natural mats and carpeting; anything from jute, to hemp, sisal and coir with cotton, tapestry or leather borders.



EVENING BREEZE AIR CONDITIONED CANOPY BED

A canopy bed with its own air conditioner! How brilliant is that? A gently cooled sleeping environment with perfect temperature and humidity levels and clean, filtered air. No noise, no draughts, no mosquitoes. Uses less than 20% of conventional room air conditioners.



INTELLIGENT MARKETING

Clive has found some truly remarkable items like conference folders, lanyards, key cards, pens and pencils, all made from unlikely items such as old CDs, car parts, game consoles and milk protein fibre. Manufactured and approved in the UK.



MLIMA LUXURY BRANDS

Crabtree & Evelyn, Bulgari and Acca Kappa are just three of the sought after brands Mlima represent; brands your guests will recognise and appreciate. Bruce and his sales staff provide invaluable advice and fantastic service.



SOLAR2000

Inspired by the sun & Fritz is here to assist you with everything you need in the lines of solar geysers plus alternate heating methods for patio and pool.



TECHNILAMP

Ultraviolet and infrared lighting technology in applications totally new to us. Longer lasting and using less energy: lighting, zone heaters, sun beds, germicidal irradiation, drying equipment and disinfection systems and stunning lighting in living colours. Their Red Zoze Heaters are 70% more efficient than gas.



WOODLINE

Woodline is a major exporter of world class parasols / umbrella's, all the timber used in our locally manufactured timber products (furniture as well as umbrella components) is 100% FSC certified (locally grown Saligna supplied by Hans Merensky).



DILMAH TEA

Single estate tea, grown and harvested by one family in Ceylon, then packed and shipped directly from Ceylon to customers around the world. Dilmah teas are now found in many of our most discerning hotels.



GREEN POWER SYSTEMS - cost effective water heating

Save 40% to 80% of your electricity bill a month with a solar water heating system. New vacuum tube technology makes these products very affordable in comparison to older flat plate collectors. Suitable for large heating applications, these systems can be "daisy chained" (linked together) for virtually limitless capacity. Aesthetically appealing compared to conventional panels.



EARTH SOURCE ORGANIC SUPPLY

Lovely certified organic products from a farm in Wellington. Dishwashing paste, all-purpose cleaner, toilet sanitizer and disinfectant, laundry liquid and softener. As well as body wash and shampoo and soap bars... all in biodegradable or recyclable packaging.



GRAPHIC LAMINATES

Thank you, Monique, for the stunning backdrop to the Hotelstuff exhibition stand! Graphic Laminates have green solutions to interior design including printing directly onto X Board, glass, cloth wallpaper, Perspex, etc. using eco friendly inks.



NEW and REPEAT SUBSCRIBERS on Hotelstuff

Click on images below to view website



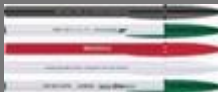
ABSTRACT ART AND FURNITURE

Bring your public areas to life. Themed decor and artwork: Spanish, Carnival, French, Italian. Work done for casinos, restaurants, hotels. We also build authentic libraries.



APPLIANCE ASSOCIATES

After 30 years in the business there isn't much Raymond can't tell you about appliances, or, as he says, "anything with a plug on it". Give him a call for great advice and fair pricing.



BIC SALES

Tried, tested, what more can we say? Bic remain the leading supplier of writing instruments for your conferences and guest rooms.



CCE - COMMERCIAL CATERING EQUIP (CAMBRO)

Strong and long lasting, Cambro products range from plate covers, drinkware, dinnerware, serving bowls and the first clear foot storage containers. We also know and trust their insulated products and huge range of trays.



CHARLOTTE RHYS (LA COTE SUD)

Elegant products of exceptional quality in simple packaging to pamper and impress your guests. Charlotte Rhys also supply fine luxury chocolates.



EARTH SOURCE ORGANIC SUPPLY

Lovely certified organic products from a farm in Wellington. Dishwashing paste, all-purpose cleaner, toilet sanitizer and disinfectant, laundry liquid and softener. As well as body wash and shampoo and soap bars... all in biodegradable or recyclable packaging.



FANEL GLASSWARE

Hotelstuff welcomes Charles, at last. We've known him for years and just been too busy to get him listed. He imports glassware, caterware, candles and a lovely range of Big Five items. Fanel also offers an in-house glass and ceramic badging service.



IMAGINE WATER

Personal attention is what you can expect from this innovative company. Claudia and Paul offer pure mineral water, packaged in eco friendly materials, and branded with your logo or anything you choose for a special event.



LASER EDGE

Laser Edge Designs is a company specializing in the point of sale and signage industries. Our expertise involves the use of Perspex, Wood and Steel products in order to generate the best solution for every application.



LAUNDRY SPLASH

Operating from central Johannesburg, Laundry Splash offers you the full range of laundry and dry cleaning services plus laundromat machine sales and installations.



LOWTHER TECHNOLOGIES

Paul is one of those rare people who will find a solution to every audio visual need and keep you ahead of the game. Aside from audio visual equipment they were ground breakers with video conferencing in SA and now offer interactive, experiential and, most exciting for our industry: the mobile board room. Paul is our mentor and AV advisor at shows. We love him.



MAKOTI

If you pass Anna-Marie's stand at Hostex, you simply have to stop and gasp at the beautifully crafted bedding products. A member of internationally recognised down and feather associations, they also have excellent social responsibility programmes in place.



MATCO

We were delighted when Matco won our prize draw at Hostex. This company offers the full range of walk-off and other mats which includes some very interesting eco friendly options.



NIFTY NAPKINS

Paper napkins, coasters, beverage cups and plates in a huge range of designs or branded with your corporate design. The branding uses both print and foil to any design of your choice.



NU SEED

Nu Seed manufacture freshly roasted seeds in a variety of mixes: plain, vanilla, peri peri or balsamic vinegar, all packed in well designed sachets. These are ideal as mini bar snacks, gifts, pillow good-night treats or picnic hamper fillers.



RAINBOW SHADES

This no nonsense easy to use product is being used extensively by hotels, restaurants, shopping malls and in private homes. The simplicity of putting the umbrella up and taking it down makes it a must for hotel and restaurant staff.



REST ASSURED

We know their factory and we have watched Walter research, design and develop the perfect range of beds for hotels Rest Assured has been supplying National Hotel Groups with SABS approved Otrho-coil as well as tempered Pocketed spring mattresses since 1979.



SHELF SPACE

Perfect for storing your linen... these shelves are slatted which allows air to circulate and prevent damp and mould. Shelf Space manufactures high quality modular shelving, ideal for storage of linen and kitchen goods; used by several hotel chains.



SIMPEX

Returning for another year with us, Simpex's superb range of bed and table linen and accessories can be custom made to suit your décor theme.



SOLEIL

Speak to Gregorie about their extensive range of All Weather Synthetic cane furniture as well as cushion and umbrella solutions adapted to weather exposure and high density traffic - perfect for hospitality requirements.



TECHNOGYM

Not just market leaders in gym equipment, you get Technogym's Total Wellness Solution which includes innovative professional equipment for cardio, strength and movement exercise, state-of-the-art, easy-to-use workout and management systems, and a wide range of services to provide added value to your business.



THERMOPRESSING PTY LTD

Known to us for decades, Thermopressing's Melamine serving trays remain firm favourites in the industry; a wide selection of patterns, scratch and stain resistant & dishwasher-safe. Any logo or fabric print can be reproduced to suit your decor - for placemats too.



TRADEWINDS PARASOLS

Award winning and designed to withstand regular commercial use, Tradewinds' parasols add style, colour and of course shade to some of the most prestigious establishments in over 45 markets around the globe. Tried and trusted by the best.



UMZI

Furniture, bedside tables, trays, tissue boxes, pouffes - you name it - covered in quality leather. These pieces are ideal for luxury lodges and guest houses and give a warm African ambience to the décor.



VITAFOAM / GOMMA GOMMA

Vitafoam manufactures the Gommagomma range of foam beds, the best night's rest, by being Super Durable, ensuring Better Posture, through the combination of various foam layers, including the latest pressure free Memory Foam and Synthetic Latex Foams.



WOVEN DUST UNIFORMS

Contemporary, stylish, ethnic African designs. Beautiful and practical. Tourists expect to experience Africa - let your uniforms stand out and be remembered.

NEWS FOR SUPPLIERS

USERS

When we congratulated Andrew Dietrich of Spier on their Gold Leaf award, it was so nice to learn that they use our website all the time. In fact during Indaba, top hotel chains, right through to the smaller operators were coming to meet us and thank us. We don't ask users to register on the site, so we know how many, but not who, and it was wonderful to hear that they all use Hotelstuff.

TENDERS and CONSULTING

Since the last newsletter, we have continued working on Radisson, the new campus and kitchens for the Private Hotel School in Stellenbosch, a hotel and 30 lodges in Pongola, several hotels in Mozambique a five star hotel in Nigeria, even luxury yachts. Plus, of course, the hundreds of hotels, hotel chains, guest houses, lodges who use us every day by going directly to the website (99% of enquiries)

STATS

Hits to our website have soared from 3,500 three years ago to over 100,000 last month. Some suppliers are getting up to 2400 "unique visitors" (not hits, actual new visitors) to their pages on Hotelstuff a year.

GREENSTUFF

If you're not already on www.greenstuff.co.za, why not??? What have you got that is eco friendly: one product, part of a product or the process that is green? Greenstuff has grown so much that we have employed another assistant to help us cope and given it its own separate website. Put yourself ahead of the game. There are many stats to prove that even if green costs more, hotels are being told to go green.

GREEN CERTIFICATION

The imported brands on the Greenstuff website have international accreditation. South Africa is way behind in this field and up to now, there have been no bodies with the authority to award these. If your products are manufactured locally and you would like official green certification, we will give you advice and arrange a formal audit in conjunction with Heritage SA.

Shout if you want us to tell you what you need to do.

STAY VISIBLE

With the economy the way it is, hotels are looking for alternatives and you need to be out there; visible on Hotelstuff, and wherever possible, green. Guests are expecting it.

TRIVIA - Complete and utter Trivia

BRAKPAN JACUZZI



LOFTY LODGERS LINGER IN LOBBY





TOON TIME

Jurdy Green™



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

We made contact with your company today at Hostex today. Your website is amazing and I will make sure all my staff that do any buying at all consult your directory for better prices and "shopping around". I have already made a ton of enquiries.

Well done!!!!

Leigh Venter

Ogilvys Lodge and Conference Centre

Hi Lorraine,

I will most definitely be giving them a shout too!!

Thanks again for all your help, you guys are truly wonderful!

Yours in Hospitality

Christopher Beukes

Food & Beverage Manager

RIVERSTONE LODGE

Dear Lorraine

I must congratulate you for a very well sorted business model and communications/marketing channels - really smooth. And the addition of the GreenStuff.

Best regards

Hugh Tyrrell

Green Edge

Promoting sustainable business

Ahhhh thank you very much!!!!

The Hyde is doing VERY well!

Up & running!

Have a look at the website!

Thank you SO much for all your help Lorraine!

Lize McDonald

The Hyde

Dear Lorraine

Thank you very much, I really appreciate your efficiency.

Kind Regards from Mkuze Pieter

Pieter Botha

General Manager

Ghost Mountain Inn

Thanx for ur help ur clients were very good and responded really.

We need to set up meeting so I can get more details of how to use ur service to get suppliers from u.

Thanx

Peter

(An international hotel chain)

Thank you very much Lorraine

Excellent service

Simonsberg Mens Residence

Stellenbosch University

THE GREEN TEAM

Tahnya our technical whiz, Dorothy who was sent by the universe to rescue me last year, Sue who's our new marketing PA and me.



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.

WHO ARE WE?

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

[Greenstuff](http://www.greenstuff.co.za) is a division of Hotelstuff that identifies and lists only eco friendly products supplied by the companies listed on Hotelstuff.

Both services are free. We 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 ; www.greenstuff.co.za **Email:** info@hotelstuff.co.za

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