

IN THIS ISSUE

**GENERAL**

- Eco-holics
- Exhibitions

**NEWS FOR BUYERS**

- Tendering
- Green News
- Green Rating for Lodgings

**NEW PRODUCTS ON GREENSTUFF**

**NEW SUPPLIERS ON HOTELSTUFF**

**NEWS FOR SUPPLIERS**

- Users of Hotelstuff
- Tendering
- Consulting
- Statistics
- Green your Products!
- Stay visible

**TRIVIA**

- Carbon Neutral Camper
- Proof of Global Warming
- Brakpan Car Alarm
- English Refurb Notice

**LETTERS**

- Our Brag Book

**WHO ARE WE**

- About Us

**ECO-HOLIC GIRLS OVERDOSE**

Eco-holics? No - too much green stuff.

This is Dorothy, Sue, Tahnya, Amanda and me after NINE shows in one year.



**EXHIBITIONS**

We have had stands at all these shows: Hostex, Dept of Trade and Industry Buy Environmental, Green Building Expo, Tourism Indaba, Decorex, and soon Destinations in CT, Building Council Convention, Natural & Organics and Chamber Tourism & Accommodation in Pretoria. All for you! And we love it.

Since we launched Greenstuff in May last year, hits to our website have grown from 20,000 to 150,000 a month.

We've got so much happening that I'm going to do a separate letter with some awesome plans we have for you.

This newsletter is to tell you who's new on the block.

1. New products on Greenstuff
2. New suppliers on Hotelstuff

Remember there are hundreds more on the website.

Your Green Queen,  
**Lorraine Jenks**



### TENDERING

Remember to send us your tenders - it takes us a few minutes to send it to appropriate suppliers. They quote directly to you. No middle man.

### GREEN NEWS

Check the **NEW GREEN PRODUCTS** listed below and for lots more, log onto [www.greenstuff.co.za](http://www.greenstuff.co.za). Some wonderful developments to be announced in the next newsletter.

### GREEN RATING

If you want to go green, we will show you how, from just starting out through to applying for internationally recognized green star ratings.



## NEW PRODUCTS on Greenstuff

Click on images below to view website



### AFRICAN HOME - Township, Tribal And Contemporary Craft Products

A wide range of exclusive items or custom made to your requirements. With a strong commitment to environmental awareness, all materials used are recycled from waste or are from sustainable natural resources - wood is sourced from fallen trees within sustainable forests, driftwood or alien trees - natural and local products are used such as reeds, weeds, clay, paper and wire.



### AQUACLIC - Low Flow Water Savers

Save up to 50% on water, energy and CO2. Aqua Clic products fit on all taps, showers and toilets. Water savers for taps: 6 instead of approx. 15 litres per minute. Clima hand showers: 7 to 11 instead of 15 to 25 litres per minute.

...turns an ordinary shower experience into an extraordinary shower saving!



### BEAN THERE COFFEE - Fair Trade, Personally Selected, Locally Roasted

Acquired through direct fair trade, the world's finest single origin coffee.

Direct fair trade means producers receive a fair payment for their coffee through equal engagement, which ensures community development, empowerment, and sustainability.



### B-EARTH INTERNATIONAL - Non Toxic, High Quality Exterior Paint

Water, weather, acid resistant, colourfast and chip resistant and with no metallic releases, low release of Volatile Organic Compounds (VOCs) during application and thereafter.



### BIOWAY - Pest Control

Safe to use and 100% effective, this product takes care of insect infestations in an eco-friendly manner. Give Jono a call to both cure and prevent unwelcome guests.



### BREATHE COAT - Environmentally Safe Paints

Lead and solvent free as well as being environmentally and ecologically responsible with no chemicals which cause environmental and health problems. Microbes, spores, virus and fungi can't thrive in alkaline, oxygen rich, dry and well breathing paint. Brushes, rollers and other painting tools are cleaned with water.



### CLASSEQ - Dish And Ware Washers

A full coverage filter system keeps the wash water cleaner for longer, meaning fewer water changes and consequently lower chemical consumption and lower fuel bills. The Duo series double skin construction door is ideal for back-bar situations as it keeps the machine quiet and cool to the touch.



### **ESSENTIAL GREEN - Sustainably Sourced Raw Materials, Non Bleached Bathroom Tissue**

Essential Green is an environmentally friendly, naturally bleached bathroom tissue. It is made from a combination of bagasse (sugar cane) and wood pulp fibres, yet is luxuriously strong and soft.



### **FIBRE DESIGN - Sustainable Rugs And Carpets**

Innovative designs, sustainable natural rugs and customisation opportunities for residential and hospitality environments - dedicated to sustainability through environmental partnerships that benefit the communities and economies in which we live and work. Our custom natural fibre rugs are hand-woven by skilled local craftspeople.



### **HANDWORK INVESTMENTS - Zimbabwean Handcrafted Items**

Hand printed fabrics, bed and table linen, pottery and fine polished teak furniture lovingly made by a team who are committed to Fair Trade principles by creating decent working conditions, not employing children, and committing to cleaner production to protect our environment.



### **INDULGENCE SPA - Organic Mighty Leaf Tea**

The world's finest whole leaf teas, herbs, fruits and flavour, too big for ordinary tea bags! Indulgence Spa offer an exclusive large range of premium teas which contribute to creative menus designed to synergistically interact with your concepts. Signature whole leaf blends are wrapped in sensually handcrafted, hand stitched silken and translucent pouches. The Mighty Leaf presentation is beautifully styled in a number of options.



### **INDULGENCE SPA - Organic Soy Candles**

Exceptional hand-poured soy candles are 100% eco friendly, contain no petroleum products, synthetic fragrances, boosters or colourants. These natural, lead-free wicking candles are sure to excite the senses while promoting a healthy environment. Scents are body safe and are FDA approved and GM free. Indulgence Spa Organic Candles make a wonderful moisturizing treatment and are great for massages!



### **INNOVASIANS - Organic Textiles And Amenities From Hong Kong**

Goods sourced through responsible supply chains with a focus on all aspects of sustainability. Bamboo door knob hangers, laundry baskets and shoe trays, hemp bed linen and curtains, biodegradable amenity containers, toothbrushes, shoe horns and combs from corn starch. Supporters of Fair Trade and Corporate Social Responsibility.



### **JEEVES - Heated Towel Rails**

By drawing power only when required, a built-in thermostat automatically maintains the optimum temperature and towels are kept dry and warm while consuming less electricity than a light bulb! Plus, the towel rails can be heated via circulating hot water systems! Manufactured from over 70% recycled steel, Jeeves is a member of the Green Building Council of SA.



### **LEMAN - Swiss Quality Waterless Urinals**

No water, no oils, no chemicals, no odour when you install waterless urinals. Aside from protecting the environment you save money, water, labour, keep pipes clear and will be using only biological cleaning products. Save up to 1,000,000 litres of valuable drinking water each year.



### **LIGHT KINETICS - Low Energy Lighting And Solar Power**

LED lighting solutions (save up to 80% energy and bulbs last up to 10 years) and also solar energy solutions for power generation. They offer product design, build, distribution, sales and project management services.



### **NEW EARTH SCENTS - Cleaning Products And Air Fresheners**

Jean's goal is to educate on the dangers of toxic chemicals. Her cleaning and air freshener products are hand-blended and made from only natural ingredients, which are biodegradable and septic tank safe. She offers a return, refill and reuse service in the Cape Town environs.



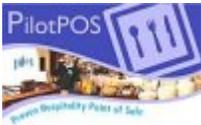
### **NGWENYA GLASS - Handmade From 100% Recycled Glass**

The magical art of glassblowing with each item handmade. The products include a range of tableware, drinking glasses, vases, jugs and ornamental African animals. Most of the glass is from soft drink bottles, gathered from all over Swaziland by children and brought to the factory. Also in exchange for cleaning litter from the main roads Ngwenya funds building materials and the sponsorship of the soccer team.



### **ORIENTAL BAMBOO - Flooring, Counter Tops, Panelling And Furniture**

Bamboo is not technically a hardwood, it is a grass. What makes it so hard is that its composition is very dense. It grows easily (four to six years to reach maturity), is renewable and therefore sustainable. We use Mao bamboo, which has no impact on Panda habitat.



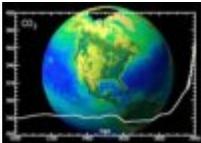
### **PILOT - All-In-One POS Stations**

These integrated all-in-one POS stations are fanless devices which generate less heat and noise, and consume less power than legacy computer systems. In addition, the devices use the latest dual core low-power processors whilst delivering optimal performance. By integrating all standard components, as well as biometric and mag-stripe readers, the overall device footprint is substantially reduced.



### **POWERZ-ON - Solar Systems By And For South Africans**

South African weather and climate condition are not the same as in the Northern Hemisphere. There are different solar systems for different applications (frost or non-frost, flat or pitched roofs, low or high pressure, lodges where municipal water and electricity services are not available). We have different systems available to offer you the correct system for your heating requirements.



### **PROMETHIUM - Carbon Footprint And Credit Specialists**

Advising clients on their carbon strategy and how to reposition their business to thrive in a carbon constrained economy, what to include in a credible carbon footprint, management and implementation of carbon credit projects.



### **WATER PURIFICATION - Responsible Solutions For Treatment Of Water**

Design, manufacture, installation & maintenance on all water treatment systems. Solutions for potable water supply, irrigation, mineral water bottling, processing of foodstuffs, boiler feed water, containerised RO units. Methods applied are: Bag & Cartridge Filtration, media filtration, iron removal, stabilising of aggressive water, ultra filtration, UV sterilising, ozonation, water softening, and reverse osmosis.



### **WHIRLPOOL SA (KIC) - Kitchen And Laundry Appliances**

PowerClean technology marks a genuine innovation in cleaning power for dishwashing. As well as the greater space meaning more can be washed per cycle, there is a reduced need for water-wasting pre-wash programmes and repeatedly washing the same item - optimising the use of heat and water with processes that increase energy efficiency up to 70%.



### **WINTERHALTER - Dishwashing**

Sixty years of top German quality back in South Africa. "Intelligent Resource Technology" promise perfectly and hygienically washed dishes, but with huge reductions in consumption of electricity, water, detergent and rinse aid.

## NEW SUPPLIERS on Hotelstuff

Click on images below to view website



### **CLEANING WORLD - Industrial Equipment And Service**

A national supplier of industrial cleaning equipment with arguably the widest product range in the country. Cleaning World is in a position to supply all its customers requirements from basic janitorial to HACCP hygiene equipment and just about everything in between.



### **GUEST ALERT - Bad Guest Warning System**

Finally, an industry watchdog! A shared online record of incidents like theft, non payment, misconduct, violence, disturbing the peace of other guests. Report and blacklist bad guests to share with other hoteliers and check to see who's checking in with you.



### **HOSPITALITY CLASSICS - Amenities And Accessories**

Over 600 products to the hospitality industry throughout Africa and the Indian Ocean Islands - guest toiletries and hotel accessories - with offices in the major tourist centres in South Africa, namely, Johannesburg, George and Cape Town.



### **HOSPITALITY SUPPLY CHAIN - Towels And General Accessories**

Supplies to the hospitality industry with high quality products to cover all their requirements at very competitive prices. Towels, amenities, plastic tumblers, luggage racks, slippers, key tags, and so much more.



### **INTERZIGN - Chair Specialists**

Chair components for office and hospitality as well as finished bentwood for restaurants. Interzign can also custom design to your special specifications.



### **IYC - Specialist Office And Restaurant Furniture**

For all your restaurant and canteen chairs, bar chairs, bar tables, chairs and tables for canteens and break away areas come to IYC Office and Restaurant Furniture, a Division of the IYC Group of Companies.



### **LEHLARE TRADING - Signage**

Every conceivable kind of signage - large or small for indoor or outdoor use, mobile and static.



### **LIFSON PRODUCTS - Linen, Duvets And Pillows**

Hungarian goose down, duck down, super down as well as microfibre, cotton and fibreball duvets and pillows of the finest quality.



### **LINEN DRAWER - Pure Cotton Percale Bed Linen**

Fine bed linen using only the finest cotton imported from one of the top producers of pure cotton percale in the world. Seamstresses from Cape Town manufacture our range of bedding, ensuring a product that is superbly crafted to exact specifications.



### **MERCURY FITTINGS - Hardware**

Mercury Fittings is a South African company specializing in the supply of top quality products to the public and commercial industry - door and window hardware through to bathroom fittings.



### **MOBELLI - All Weather Furniture**

Furniture that looks and feels good and lasts long with no special maintenance needed. Guaranteed against rust, fading, chipping or breaking. Cushions made from Spunpoly or Polyfin with UV inhibitors and Teflon coated to resist fading.



### **ORIENTAL CONCEPTS - Furniture**

Handcrafted original wooden furniture as well as rattan and woven items at very competitive prices. Ranges include bedroom (beautiful canopy beds), dining and living room pieces, outdoor furniture and other occasional items.



### **QUANTUM - Expert Procurement And Installation Service**

Moving projects from conception, through design to manufacture and complete installation of all furniture, fittings, and equipment related items. We have a huge library of fabric samples, so we will be able to help you choose exactly what you need.



### **SNEEUBERG - Pure Wool Duvets, Pillows And Quilts**

Sneeuberg has been manufacturing woollen products since 1981. No other fibre, natural or manmade can match wool's unique properties. Our product range includes: Dreamaway duvets, wool tufted underblankets, pillows, quilts, sleeping bags, foot warmers, neck cushions and wool insulation.



### **SPACE TELEVISION - Satellite And TV Receiving Systems**

Design and distribution of high-end satellite and television receiving and transmission systems and products. Space Television has distributed Ku Band dishes and related products for MultiChoice since 1996. Also manufacturers of antennae and associated electronics.



### **SPAZIO LIGHTING - Lighting, Design**

We provide the full range of lighting solutions including all types of indoor, outdoor, submersible, emergency, LED and flexible lights.



### **WISE WORKS - Bathroom Design, Refurbishment**

Mark will create your dream bathroom to pamper your guests with a memorable bathing and showering experience. Stunning design and excellent service.

## NEWS FOR SUPPLIERS

### USERS

Some unique - first time - opportunities for you next year. Details in the next newsletter. We see that even the Government; people like Discovery and Rand Water Board and all sorts are using Hotelstuff now.

### TENDERS CONSULTING

We continue to help with tendering - saving hotels time and money.

### CONSULTING

On the Green front we are being called in for full consultations or simply general advice by places like Cape Grace, Mount Nelson, Cape Sun, Southern Sun, Palazzo, Westcliffe, Transfronteir Parks, Rand Water Board and dozens more.

### STATS

Hits to our website continue to soar. Please remember that only 1% of enquiries come via me - 99% of buyers contact you direct.

### GREEN YOUR PRODUCTS!

If you're not already on [www.greenstuff.co.za](http://www.greenstuff.co.za), why not? If you don't have a green product, let us help you at least reduce your carbon footprint and start greening your production processes and your final product.

### STAY VISIBLE

Get your green products onto Greenstuff. We need to promote them when we consult on the properties that are going green. If you're subscribing to Hotelstuff, the link is free. And with the economy the way it is, hotels are looking for alternatives and you need to be out there; visible on Hotelstuff.

## TRIVIA - Complete and utter Trivia

### THE ULTIMATE CARBON NEUTRAL CAMPER



### PROOF OF GLOBAL WARMING



## BRAKPAN CAR ALARM



## ENGRISH REFURB NOTICE

Dear Guests,

We are now start cleaning the hotel wall, outside part, which is part of the building painting process. The workers will hang themselves from the top of the hotel down to the ground. They also have to hang themselves outside your balcony. This may cause you inconvenience during your stay. The hotel management would like to apologise for the inconvenience.

Thank you for your kind understanding.

[www.english.com](http://www.english.com) The Hotel Management

## LETTERS

Dear Lorraine,  
Thank you for taking the time to see me. It's really fantastic to speak to likeminded people especially someone as passionate as you. Look forward to staying in touch!  
Kind Regards,  
Rowena  
**Cape Grace**



Hi Lorraine  
Many many thanks - I can't begin to tell you how much I appreciate your mail. I wish you every success in your business - you deserve it!  
Many thanks again  
Regards  
Cecile  
**C Radus Pty Ltd.**

Hi Lorraine,  
We made contact with your company 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 previously made use of your fantastic service while at Avianto, and I am now moving on to open a new hotel in Mozambique. We are looking for furniture manufactures who will make up actual beds (wood finish for which we have a design already) and mozzi nets. We also need suppliers of mattresses as well as side tables and cane furniture suppliers.  
Ian Mills

Hi Lorraine,

Thank you for your visit this morning. It was awesome to see such a passionate person. If you can send me the contact details for the following people: Pauls Muesli Organic wine, Derbigum Veggie boxes, Linen supplier of guesthouse in Prince Albert. Thank you once again and I hope you have a great day.

Regards  
Stephan Steenkamp  
18 on Crox



**Editor's note:** Perhaps the most eco friendly place I have visited so far. I could hardly teach Stephan a single thing about being green. Stunning!

In case you're counting, we have no idea who the 6th girl is. Do you?  
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.

[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.

**These services are 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!

We charge 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 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.



**Websites:** [www.hotelstuff.co.za](http://www.hotelstuff.co.za) ; [www.greenstuff.co.za](http://www.greenstuff.co.za)

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

**Cellphone:** 082 900 0929 ; Sharecall: 0860 272 272

**HOTEL &  
RESTAURANT**