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PRESENTING, LEARNING AND GIGGLING GREENIES

Andrew of Green Leaf Standards asked me to do a presentation on Green Procurement to their new trainees. He also asked me to recommend some specialist speakers to talk on Energy Solutions, Water Conservation and Waste Management.

After my presentation, I decided to stay and listen. I am so glad I did. There is still so much to learn! It was fascinating. Green Leaf now has a troop of fresh, enthusiastic and qualified assessors to go out and audit properties that wish to attain Green Leaf Ratings. It is surprisingly inexpensive to have your property footprint assessed and follow the solutions recommended, so that you can reach the standard required.

If you would like someone to come and talk to you, give us a shout on info@hotelstuff.co.za and we'll put you on the right track. No point in reinventing the wheel when there are experts out there.



Green Leaf
ENVIRONMENTAL STANDARDS



Here we are.

That's Andrew at the back and me in black.



Giggling Greenies

Midgard

I met with Bjorn of Midgard to discuss the need for all South African parties to develop and standardised a set of criteria for classifying products or services as "green". Bjorn then entertained us with more information on permaculture and his sustainable spa development in Namibia - an internationally recognized project.



Palazzo Montecasino Hotel

I was invited by to give a presentation to the Palazzo management team on what it means to be carbon neutral and how to "green" a hotel from the front desk, through the guest rooms, bathrooms, restaurant and kitchen to the worm farm in the garden. And to expand on green procurement and the criteria for a product or service to be classified as eco friendly.



Green Building Council Convention

Hotelstuff / Greenstuff are now full members of Green Building Council. We had a stand at their convention in Cape Town and, again, it was a world-class, international and professional convention with a delegation from the UN and an outstanding networking opportunity for us.



Destinations Expo

This was a first for Cape Town. We were surprised at the good turnout and the quality of exhibitors. The calibre of visitor was right and what we had hoped for, and we will certainly exhibit there again next year. Worth considering for those of you with establishments in the Western Cape (and beyond!)



Greenstuff Hotel and Greenstuff House

More about this next time, but briefly...

HOSTEX - we have been allocated a special section of the main hall at Hostex, Cape Town March 2010 and Jo'burg 2011, called the "**Greenstuff Village**". It will have stands for our subscribers, but most importantly, we will be building a **Greenstuff Hotel**. The mini hotel will be furnished top to bottom, with only green products and we will be demonstrating what "going green" means.



DECOREX - Similarly, in the Green Pavilion at Decorex, Cape Town April 2010 and Jo'burg, August 2010, we will be furnishing a 100sq.m. **Greenstuff House** to show people what a wide and wonderful range of green products and services there are.

decorex
durban-cape town-joburg

NATURAL AND ORGANICS SHOW - Another house, this time built with sustainable materials and also furnished by people on our Hotelstuff websites. More about that later.



All three are absolutely the very best places for our subscribers to showcase their products!

If you'd like more information on these now, please email us on exhibit@hotelstuff.co.za

So much happening! Lucky us! More in our Xmas newsletter soon.

Your Green Queen,
Lorraine Jenks



NEWS FOR BUYERS

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. Some wonderful developments to be announced in the next newsletter.

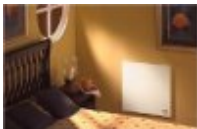
CONSULTING ON GOING GREEN

Let us sit with your team and discuss what it means to be **Carbon Neutral**, how you can achieve a **Green Tourism Star Rating** and how to practice **Green Procurement** for all your products, equipment and services.



NEW PRODUCTS on Greenstuff

Click on images below to view website



ECONO-HEAT - Energy Saving Heater

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



CAESARSTONE - Durable, Beautiful, Eco Friendly Finishes

The first quartz surfacing company worldwide to carry global standard ISO 14001 certification for environmental protection in industry: complying with their environmental management policy, maintaining safety standards, observing eco-friendly production processes, and working with as many eco-friendly suppliers as possible. The nonporous nature of quartz surfaces prevents growth of surface mould and microbes and ensures a healthier environment and the low-maintenance requirements decrease the use of harmful detergents in the ecosystem.



ECORIGHT - Consulting And Environmental Building Solutions

In association with Zoas Projects, Ecoright bring a synergy of environmental expertise, products and services to ensure a better and more sustainable future. They offer a range of services which include environmental consulting, sustainable Ecobeam building, alternative energy planning, and waste water management including dam rehabilitation, construction and sewerage management.



ETERNALLY SOLAR - Low Flow Shower Roses And Tap Connections

They are importers and distributors of the lifetime-guaranteed Oxygenics® range of patented eco-showerheads, a leading American brand backed by over two decades of research. Oxygenics® unique materials and design result in invigorating showering performance whilst saving resources. The SA EnviroChallenge: To replace 500 000 water and power wasting showerheads across South Africa with resource-efficient water and power saving units.



GLOBAL ENERGY SOLUTIONS (GES) - Energy Management Systems

GES markets, sells and installs the Electro Sense Proactive Energy Management System™ for special purpose, commercial environments - large and small - such as hotels, B&Bs, warehousing and office space. Optimising the use of energy, and limiting this ever increasing cost element. Savings of up to 80% of the total cost of electricity used for lighting and air conditioning.



GUEST SOAPIES - Refillable Guest Amenities

By buying 5 litre refills of bathroom amenities and reusing pump containers or dispensers, you will cut down on large quantities of packaging and wrappers.



HAND PAINTED BY CARMEL - No Laundry Table Linen

Hand Painted by Carmel has invented a unique fabric which is used as an alternative to conventional linen tablecloths, placemats and upholstery. Their fabric is pure cotton based and they can make bespoke designs for restaurants or simply match your colour scheme. The fabric is designed to be wiped down when there are spills and stains, and no laundry is required. There is a huge cost saving to the hotelier and saving of carbon emissions when linen requires no transport back and forth for laundering, not to mention savings in water and electricity to wash, dry and iron.



HASTENS - 100% Eco Friendly Beds And Bedding

Hastens beds are the only entirely natural beds available in South Africa. They are totally eco-friendly and are hand-made using the finest natural materials. Nature is alive - and so are the materials they work with. Hastens beds are made exclusively from hard-wearing natural materials, such as horsehair, flax, wool, cotton, down and pine from the forests of northern Sweden. Their beds meet the stringent environmental requirements set by SIS Miljomarkning and carry the strict Swan certification as well as Oeko-Tex 100 approval.



HILLCREST BERRY ORCHARDS - Earth Friendly Preserves, Condiments And Frozen Berries

They are not certified organic but they practice very good farming methods using insect traps for example and minimal sprays, all of which conform to the EU regulations. Also their fruit is regularly tested for the Minimum Residue Level (MRL test). Fruit that cannot be grown here (redcurrants, blackcurrants, cranberries etc) is imported from the EU or Chile - not China via a European front company!



HYCHEM - Innu Science

Hychem is aware of the need to manufacture products which are biodegradable and environmentally friendly. Innu-Science uses advanced biotechnology techniques to manufacture professional and domestic hygiene and wastewater treatment products. Created from bacterial cultures and active fermentation extracts, these products require very little water and are totally biodegradable.



IMAGE ENGINEERING and WORTH FRAMING

Worth Framing is striving to manage its Carbon Footprint by using eco-friendly materials in all its products. They do not use solvent inks in their printing processes; print media materials are made from natural fibres; their patented stretch framing system uses only wood from renewable resources in Central Africa; no synthetic frames and the use of glass rather than acrylic for signage.



JENEV ENTERPRISES - Bamboo Bathrobes

Bamboo has been used for centuries for making cloth, now bamboo bathrobes are available from Jenev. These robes are so soft, they almost feel like silk! Designed in a kimono style, with a tie waist the robes are perfect for summer as they are surprisingly lightweight. Bamboo is a fantastic material with a number of amazing qualities; for example bamboo material absorbs 60% more moisture than cotton, is breathable and also has an antibacterial nature which is reassuring when close to the skin.



KIMBERLY CLARK - Sustainable Goals

Kimberly-Clark has set itself ambitious goals for the reduction of energy use, water consumption, landfill and packaging waste. As a consequence of their commitment to these goals, they have been awarded ISO 14001 accreditation. In addition, Kimberly-Clark recently began sourcing raw materials from certified forests, rather than virgin, and are now FSC certified.



MIKO/PURO COFFEE - Fairtrade Coffee Products

Miko Puro have promised that for Every Kilo of Puro sold, Puro gives - from its own margin - R15.00 to Fairtrade and R3.00 to the Rainforest Fund with the World Land Trust. Every Kilo they sell saves an ACRE of rainforest and every cup their customer serves saves a tree. 1355 acres of rainforest have been saved so far. They offer a complete range of coffee and tea products and equipment.



MILLICARE - Toxin-Free Carpet Cleaning

Maintain Today, Sustain Tomorrow. Millicare has a commitment to sustainable business practices, or a way of operating that minimizes their impact on the natural environment. Many companies are following sustainable building practices, using programs like The LEED (Leadership in Energy and Environmental Design) Green Building Rating System® as a guide. But many people don't realize that the way you maintain that new "green" facility matters, too. MilliCare's processes and products are designed to have low environmental impact. And MilliCare's proprietary carpet cleaning system has been shown to remove up to 99 percent of the pollutants from your carpet - keeping them from becoming airborne.



PANFAN (THE ELIMINATOR) - Toilet Odour Removal

Eliminate odours before they escape the toilet bowl into the room; extremely quiet and safe; environmentally friendly and hygienic; eliminate air borne bacteria - no longer any need for masking sprays and deodorisers; easy to install; no pipe-work; minimal maintenance. No extraction required and low voltage power requirements. US "Best New Product" award winner with hundreds of thousands sold in America.



PKS PROFESSIONAL KITCHEN SOLUTIONS (ELECTROLUX) - Gas, Electricity, Water Saving

Electrolux from PKS - Electrolux Professional is totally committed to the environmental issues at every stage of the product life cycle: from design to manufacturing and from product usage to disposal - significant savings in the consumption of gas, electricity, water, detergent as well as a reduction in CO2 and NoX emissions.



RODLIN DESIGN - Sustainable Conference Furniture

SICO's environmental management system at its Longueuil (QC) facility has been certified to the ISO 14001 Standard by one of the North America leading management system registrars (QMI). To achieve ISO 14001 certification, a company must establish and maintain a detailed environmental management system that allows companies to identify and take the required actions to reduce environmental and health risks, and consistently improves the company's environmental performance.



SANDERS - Top Quality Down German Duvets And Pillows

Fillings adhere to ecological standards: geese in their natural environment, bred to German organic standards for their species, are subject to ongoing veterinary checks. High-quality, pure new wool from Limoges processed in highly regarded Belgian Laundry. Ecologically grown cotton, with particular long-staple qualities and GOTS certification (Global Organic Textile Standard) is gently spun to a fine yarn and processed on state-of-the-art looms.



SMOKEY JOE'S - Nuts, Biltong And Other Snacks In Eco Friendly Transparent Cans

Smokey Joes has been established for almost a decade, consistently supplying top end hotels around the country with mini bar products. Our unique PLASTICAN range has been developed over the years to be the most environmentally and user friendly, as well as ensuring quality and longevity.



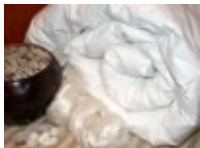
SOLAR 2000 - Solar Geysers And Heaters

Solar 2000 supply solar Geysers / Patio Heaters / Pool Blankets & Roll-up Stations / Pool Heating Systems: All designed to drastically reduce your energy consumption costs.



SOLAR HEAT - Solar Powered Energy

Solar Heat products cover all thermal solar applications from domestic to commercial solar hot water systems, as well as solar space heating and cooling. The solar heat product range has expanded gradually, responding to customer needs, water quality and climates. There is a solar heat product available to meet every need in the hospitality industry, from the largest luxury resort hotel to the smallest bed and breakfast!



TSAKANI SILK - Pure Silk Sheets, Duvets, Bathrobes, Cushions

Stunning quality duvets and sheets made from silk organically grown and free of harmful chemicals. Insects do not eat silk and dust mites do not live in silk. They can thus assure their clients of a totally allergy free product. Other items are made from Wild African silk which is derived from the *Gonometa postica* wild moth species endemic to the Kalahari regions of Southern Africa. The cocoons are harvested on a sustainable basis de-gummed and processed in South Africa, Namibia and Botswana.



WASTE PLAN - On Site Waste Recycling And Removal

Waste plan has extensive experience in managing waste at hotels in a manner that will comply with the strictest environmental legislation. Free waste audit and quote; real-time reporting of waste streams daily, worm farm installations, water and energy consumption management; e-waste collection, dismantling; disposal of hazardous waste.

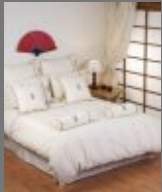
NEW SUPPLIERS on Hotelstuff

Click on images below to view website



BNB INSURANCE

One of the original, one of the best. Thoroughly entrenched and trusted throughout the industry. All you insurance needs and excellent advice on opening and managing a BnB.



CAVELLI LINEN

We have known Peter for about 8 years. Great quality, reliable service and accurate sizing of all your bed linen.



CIROS COFFEES

Ciros continue to excel in service levels for coffees and coffee equipment, specifically designed for hospitality needs.



GENESIS FITNESS

Genesis Fitness is South African owned, by its management and Blue I.Q. and is the largest manufacturer and distributor of strength & cardio vascular training equipment in Southern Africa.



HONIBE HONEY DROPS

Finally! Finally we have found someone to import and distribute these clever and eco friendly little honey drops. No more sticky liquid, no more excess packaging. Just pop one in your tea.



KENCORP RECRUITMENT

KenCorp is proud to be a member of APSO and runs its business strictly according to the APSO Code of Ethics. The Company prides itself in staff solutions for the ultimate hospitality career where we aim for permanent placements but we also assist companies with Contract staffing solutions. We are BEE compliant and have EME Certification.



LUMOSS

Swizzle sticks, key tags, plastic cutlery and a host of fun moulded items.



MELAIRE LINENS

Welcome to our network! Melaire Linens made its first duvet cover set in 1994 on a domestic machine in Woodstock, Cape Town. This modest start-up soon began to flourish and has really begun to reap the benefits in the past few years, landing some large bed and table linen orders from some very prominent hotels, guesthouses, boutique hotels etc.



MESSAGE SYSTEMS

To get a full understanding of the amazing solutions, options and services they can offer, you need to talk to Quentin and let him assess and solve your telecommunication needs.



ORLIM MANUFACTURERS

Longtime associates of ours, Orlim Manufacturers continue to be amongst the leading suppliers of mattress and pillow protectors.



PARMALAT

Parmalat is one of South Africa's fastest growing dairy companies with a stellar line-up of dairy products and fruit-based beverages. As dairy experts we know our business inside out. The must-have dairy essentials we offer the professional kitchen, catering and hospitality business include award-winning speciality cheeses, grated cheeses, cream cheese portions, bulk butter, yoghurt and ice cream.



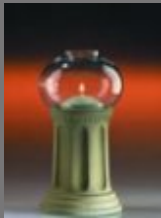
SAFLOK

Saflok specialise in all security and lock systems (key cards, safes, deadbolts, locks, energy control systems) and were the first develop and patent lock designs that automatically re-key with each new key. We have worked with Saflok for at least ten years; their products and service remain consistently great.



SESLI

I met the two Sesli brothers when they first landed in South Africa in 2000. Our preferred supplier had closed down and Sesli arrived just in time. The rest is history. They produce 100% Acrylic blankets manufactured from imported and locally supplied fibre that is spun by them and manufactured in South Africa. The special hotel range are manufactured from the finest acrylic yarn, creating a soft, fine, and silky feel and packaged in clear plastic zipper bags.



SYCRO

Another original supporter of our service, Michael continues to supply the industry with a range of, sometimes difficult to find, items: Candle lamps, bookmatches, umbrellas sugar, table stabilisers, shatterproof glasses, unbreakable, swizzle sticks and cork products.



TROPIC TRADERS

Thank you for supplying the furniture for our stand at Green Building Council Convention. Gorgeous and comfortable! Their extensive range consists of wooden chairs, extension tables, benches, sun loungers, deck chairs, outdoor bars, umbrellas and outdoor furniture.

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, Transfrontier 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, 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.

SHOWS

The Natural & Organic Products Exhibition has the best show ever lined up for February. Come and visit us there. To be an Exhibitor at the show, click here for more details: www.naturalandorganic.co.za

TRIVIA - Complete and utter Trivia

ELVIS SIGHTING

A dedicated Elvis fan, I'm always happy to learn about new Elvis sightings. But most turn out to be run-of-the-mill Elvis impersonators, determined to mimic his look and his sound.

But there's nothing ordinary about this [Elvis impersonator](#). Wearing a green jumpsuit and green cape glittering with recycled pop tabs and bottle caps, [Eco Elvis](#) is determined to get everyone all shook up about the environment.

Sounds like a gimmick, but Kansas city-based Eco Elvis impersonator is the real deal. A dedicated vegetarian who eats organic and recycles everything, Matt Rigg has been channelling Eco Elvis for almost a decade. During this time, he has injected environmental messages into many of the king's smash hits. Heartbreak hotel has been recycled into compost hotel, burning love into burning globe, and viva las vegas into viva las vegans.

Check out his music and even pick up his burning globe cd featuring the complete collection of Eco Elvis's environmentally themed Elvis-style songs at ecoelvis.com.



LETTERS

Dear Lorraine,

A very big heart-felt thanks to you for being such an integral part in making this happen. It was an absolute pleasure to arrange the training and to meet and to interact with the people that we did.

I will be sending all the emails and details later during the day as I am playing catch-up at the moment.

Chat soon.

Best regards,

Michelle Pretorius

**GREEN LEAF ENVIRONMENTAL STANDARD
Wilderness Foundation**

Just wanted to thank everyone at Hotelstuff for doing such a great job in promoting the Hotelstuff website and keeping us informed of events in the industry.

We have only subscribed to the service since July, but we have already had a significant and measureable return on our investment! We have received several interesting enquiries directly from the hotelstuff site and we believe that the increased responses on our contact form on our main website are also attributable to our exposure on your website.

Thanks for offering this wonderful service.

Miranda Isaakidis

INDULGENCE SPA PRODUCTS

Wow, thank you so much for all your help, you have no idea how much we appreciate it. I hope we receive some positive responses. Holding thumbs!

Thanks again

Naveshnie

**INTERNATIONAL HOTEL SCHOOL
Stellenbosch**



Thank you very much for the info - I've been in touch with the suppliers and have already received the quote. Very efficient!

Best regards

Kerstin Bruntnell

PROTEA HOTEL THE WINKLER



Dear Lorraine

Thanks so much for the wonderful presentation as well as the incredible data base you shared with us it's amazing!!!

It was great meeting and I will be using data from you in the future. Further references and projects and lodges we have designed, built and finally landscaped with all project management control can be explained to you as required.

Andres Spies

ENVIRONMENTAL CONSULTANT

Many thanks for your info and quick response. I have been in touch with various other companies via your website and they have responded a.s.a.p. Well done on the hard work and effort you have put into your "hotel stuff".

It's rather frightening when you want to start something up and you are starting from scratch and have to ask this one and that one for all sorts of info.

Natalie

NEW GUEST HOUSE

Dear Lorraine

I looked the products up on the web and found them, I've sent it on to some people who arrange promotional or readers' days for b&b and guesthouse owners, as I suspect they will find it invaluable. I also spoke about it at three recent workshops of similar audiences, in Johannesburg, Durban and Cape Town, where I had to give long talks on tourism to b&b and guest house owners. I stressed the increasing importance of 'greening' their establishments, and noted the increase in visitors who actively sought 'green' establishments, so your newsletter and products were extremely useful.

Karen Kohler

Research Manager

TOURISM KWAZULU-NATAL



Letters in response to Greenstuff Hotel at Hostex

Hi Lorraine

This is the most exciting email I have received in months!!! Your concept is brilliant and perfectly timed as we are about to launch our green range.

Yvette Williams,

WOVEN DUST UNIFORMS

What a great plans again! Add your typical enthusiasm and professionalism and success is waiting for all of us.

The two fairs in Cape Town are of special interest to us.

Thomas van den Groenendaal

EVENING BREEZE AIRCONDITIONED CANOPY BEDS

I think this is a brilliant idea.

Thanks!

Jane Froneman

MATCHLESS CANDLES

Thank you for the info on the green hotel. It sounds an exciting project - and challenge!

Betty o'Grady,

HILLCREST BERRY ORCHARDS

What a fantastic idea.

HOSPITALITY AFRICA (LOCKWISE)

Till next time!

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) 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.

CONSULTING ON GOING GREEN

Let us sit with your team and discuss what it means to be **Carbon Neutral**, how you can achieve **Green Tourism Stars** and how to practice **Green Procurement** for all your products, equipment and services.



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