

Hotelstuff

AN INDUSTRY IN ONE PLACE



Greenstuff

FOR A HAPPY PLANET



Hotelstuff and Greenstuff Newsletter

Hostex Edition : April 2011

IN THIS ISSUE

GENERAL

- Greenstuff Eco Hotel at Hostex
- Hostex stats and feedback
- Thanks

WHO ARE WE

- About Us

Hello from Hotelstuff

Another project done and dusted! Our Greenstuff Eco Hotel project at Hostex was a resounding success for both Hotelstuff / Greenstuff and the companies who participated. It has been 30 years in the making - watching, waiting, researching and putting it all together in an informative, beautiful and functioning manner. Here are some snippets and pictures from our exhibit, and our plans for the rest of the year, so that we can help you grow your business and beef up your green credentials.

THE GREENSTUFF ECO HOTEL at Hostex 2011

The South African hospitality industry has woken up to 'going green' and it is tourism that is driving the local green revolution. Fact is, informed travellers are looking at location first, a venue's green credentials second, and price third. The Eco Hotel was purely an educational project and not driven by sales; it put green products in the limelight, showing the industry how much easier it has become to achieve 'green' in South Africa. The exhibit was a typical hotel's Purchasing Manual gone "green".

PICTURES BELOW: All the products, and their green credentials, can be found in our Hotelstuff.co.za and Greenstuff.co.za online directories.

Your Green Queen,
Lorraine Jenks



GREENSTUFF ECO HOTEL - Picture Gallery



LOBBY

Bar Tables and Chairs
Carbon Audits / Certification
Flooring, Cork
Greenstuff Eco Hotel
Multi Adaptor
Led Lighting
Light Switches & Key card

Tropic Trader
Heritage SA
Envirocork
Hotelstuff / Greenstuff
Wintec Solutions
iPower SA
Kyasol

Logistics Manager
Paint
Potted Plants
Signage
Solar Chargers
Stand Design
Telecomms / Messaging

Quantum Project Management
Midas Earthcote
Ambius (Rentokil)
Scan Display
Wintec Solutions
Scan Display
Message Systems



LOUNGE

Air Freshner
Candles, Table Lamps
Canvas Wall Prints
Carpet
Chandelier
Fireplaces
Graphics
Green Gifts

Managed Care
Matchless Candles
Beyond Innovation
Nouwens Carpets
African Queen
Beauty Fires
Alive Art
Biocera SA

Heaters
Photographs
Scatter Cushions and Throws
CD holder
Side Table
Sleeper Couch and Day Bed
Suitcase Seats and Ottoman
Wingback Chair

Econo-Heat
Bob Cnoops
Side Attraction 3
Purespace Design
Purespace Design
Hotelstuff / Greenstuff
Recreate
Hotelstuff / Greenstuff



(Note the jeans, shirt, shoes and wine glass WOVEN into the carpet!)

GUEST ROOM

Bed
Bedside Lamps
Carpets
Chairs, Suitcase
Chocolates
Chocolates
Clothing
Headboard
Lighting Controls

Hastens Cape Town
David Krynauw
ege Carpets
Recreate
Chocolate Time
Honest Chocolate
Hemporium
VeneerTech SA
Kyasol

Minibar
Mosquito Net
Snacks
Tall Shelving Unit
Television
TV Stand
Bedside Tables
Kettles, Mini
Laundry Bags

Lockwise / Abloy Africa
Delta-Net
Nutri Seed
VeneerTech SA
LG Electronics
VeneerTech SA
VeneerTech SA
Lorraine's own
Biocera SA



GUEST AMENITIES AND BEDDING

Toiletries	<i>Beautiful Earth</i>
Toiletries	<i>Bloublommetjieskloof</i>
Toiletries	<i>Harmless House</i>
Toiletries	<i>Justshaz</i>
Toiletries	<i>Mlima Luxury Brands</i>
Toiletries	<i>Onaka & Bloom</i>
Toiletries	<i>Pure Beginnings</i>
Toiletries	<i>Savane Organic Skincare</i>
Toiletries	<i>Tabrar & Earle</i>

Bed Linen
Bed Linen
Bed Linen
Duvet
Duvet
Duvet
Duvet
Duvet
Pillows

<i>Linen & Cotton Blend</i>
<i>Organic Linen</i>
<i>Hastens</i>
<i>Hastens</i>
<i>Makoti Down</i>
<i>Mulberry Silk Duvets</i>
<i>Pure Wool</i>
<i>Sanders</i>
<i>Hastens</i>



BATHROOM - sponsored by MCES (Managed Care Economical Solutions)

Aluminium Accessories	<i>Ironwood</i>
Aluminium Accessories	<i>Jaros Creations</i>
Deep Clean	<i>Managed Care</i>
Deodoriser	<i>Managed Care</i>
Faucet Low Flow	<i>Hansgrohe</i>
Faucet Low Flow	<i>Geberit</i>
Hand Dryer	<i>Techno Swiss</i>
Mould Treatment	<i>Managed Care</i>
Sanitiser	<i>Managed Care</i>
Shaving Mirror	<i>Techno Swiss</i>
She-Bin Deo	<i>Managed Care</i>

Shower Rose
Shower Rose
Toilet Cleaner
Toilet Seat, Mat and Plugs
Toilet Tissue
Toilet, Dual Flush Plate
Toothbrushes, Bamboo
Towels
Vanity and Basin
Waterless Urinal

<i>Hansgrohe</i>
<i>SunSource</i>
<i>Managed Care</i>
<i>Plug-It</i>
<i>Green Home</i>
<i>Geberit</i>
<i>Harmless House</i>
<i>Jenev Enterprises</i>
<i>L Cannata & Sons</i>
<i>AC Environmental Products</i>



KITCHEN - In collaboration with Eskom

Bottles (Mineral Water)	<i>Ngwenya Glass</i>
Buffet Trolley	<i>Beverage Brothers</i>
Chairs	<i>Purespace Design</i>
Cleaning Chemicals	<i>Better Earth</i>
Cleaning Chemicals	<i>Bloublommetjieskloof</i>
Cleaning Chemicals	<i>Managed Care</i>
Cleaning Implements	<i>Pescatech</i>
Coffee Machine	<i>Ciro</i>
Convection Gas Oven	<i>Prenox</i>
Counter Top	<i>Caesarstone</i>
Cutlery Polishing	<i>Beverage Brothers</i>
Dishwasher	<i>LG Electronics</i>
Disposable Packaging	<i>Green Home</i>
Drain Cleaner	<i>Managed Care</i>
Energy Saving Solutions	<i>Eskom (Magna Carta)</i>
Flooring, Bamboo	<i>Style Bamboo (Azura)</i>

Glass Washer	<i>Winterhalter</i>
Honey Drops	<i>Fontanne Trading</i>
Housekeeper Trolley	<i>Numatic International</i>
Organic Juice	<i>Biocera SA</i>
Laundry Ball & Laundry Products	<i>Biocera SA</i>
Organic Foods	<i>Go Organic</i>
Pest Control	<i>Global Solutions</i>
Recycling	<i>Postwink</i>
Rooibos Tea	<i>Red Espresso</i>
Room Service Trolley	<i>Rodlin Designs</i>
Sink Plug	<i>Plug-It</i>
Tap	<i>Geberit</i>
Tea	<i>Dilmah Tea</i>
Vacuum Cleaner	<i>Numatic International</i>
Washing Machine	<i>LG Electronics</i>
Water Purification	<i>Happy Water</i>



DINING ROOM

Biscuits	<i>Mantelli's</i>	Honey Drops	<i>Fontanne Traders</i>
Crockery and Cutlery	<i>Decocraft</i>	Jams, Bottled	<i>Hillcrest Berry Orchards</i>
Crockery and Cutlery	<i>Steelite</i>	Menu Cover	<i>Barno</i>
Dining Table	<i>Rodlin Designs</i>	Place Mats and Candles	<i>Gone Rural</i>
Chairs	<i>Purespace Design</i>	Sweetener	<i>Sweet Nothings</i>
Glassware	<i>Ngwenya Glass</i>	Wine	<i>Avondale Wines</i>



GARDEN

Carpet, Grass

Composter

Geyser Control

Grey Water System

Grey Water System

Heat Pump

Infrared Heaters

ege Carpets

Earth Probiotic

Geysewise

Geysewise

SunSource

SunSource

Technilamp

Landscaping

Multi Plug Adaptor

Pool Cover

Pool Cover

Solar Charger

Vertical Garden

Walkoff Mat

Distinctive Designs

Wintec Solutions

Powerplastics Pool Covers

Powerplastics Pool Covers

Wintec Solutions

Vertical Landscapes

Coba Matting



CALIBRE OF VISITORS: Virtually every major hotel sent representatives to our stand as well as hundreds of lodges and guest houses. Most of the top industry associations visited, as did industry media. Hospitality suppliers also took the tour and everyone went away both informed and armed with information to start their own green revolution. Be sure to watch the press for coverage and our TV interview with Good Morning South Africa.

HOTEL AND RESTAURANT OWNERS: If you have accommodation or a restaurant, call us in for a consultation or simple workshop to help your team understand going green and let us guide you on how to obtain international green tourism ratings. It is much easier and cost effective than you think.

MANUFACTURER AND SUPPLIERS: If you are a supplier, let us advise you on how to green your manufacturing process and the lifecycle of your product.

THANK YOU: And most of important of all, a huge thank you to the team, sponsors, friends and associates. We grow in leaps and bounds (5000% in 3 years) because of the tireless work and passion of the people behind it all.



TO MY INIMITABLE TEAM - Dorothy, Stephanie, Catherine, Sue, Riaan (and not in picture: Tahnya, Maryanne, Richard, Tilly, Sarah, Koen) - You rock! You are amazing. You worked tirelessly and way, way beyond your original brief. You worked weekends and didn't flinch when answering my 3 am emails!

- Thank you to **Scan Display** for the construction and use of a second hand structure as part of their Green Events focus and for managing the storage and delivery of goods;
- Thank you to **Eskom** and **Magna Carta** for invaluable support in our mutual mission to reduce energy consumption;
- Thank you to **MCES (Managed Care)** for their very generous sponsorship of the bathroom and for all the great work you've done in developing genuinely eco-friendly cleaning chemicals;
- Thank you to **Quantum Project Management** for letting Tilly help us - her logistical and installation skills are second to none;
- Thank you to Nicholas of **Design and Display** for advising on the layout, installation and overall display;
- Thank you to Ross Drakes of **Nice Works** for your stunning design of signage and brochures, on tight deadlines;
- Thank you to all the loyal **Hotelstuff Subscribers** who joined us by exhibiting in the Greenstuff Hotel and helping us to fund the project.

NEXT UP?

1. TOURISM INDABA - Hotelstuff / Greenstuff Breakaway Workshop:

We've organised a breakaway workshop on going green for the exhibitors at Tourism Indaba in Durban. If you're going to be there, please join us (drop an email to admin@hotelstuff.co.za) and please visit our stand No. ICC S001

Durban Convention Centre, 7 - 10 May 2011. Workshop in room 21 at 11 am on 10th May.

2. GRAND DESIGNS (as seen on BBC's Home Channel on DSTV)

Grand Designs has commissioned us to furnish their 'House of the Future' with eco friendly furnishings. Jaquie Myberg will be giving presentations on the exhibit twice an hour. We will be present throughout as well as manning a information desk in the Experts Corner. Drop in and see our interpretation of how the average person will be living in the not too distant future. (There'll be some really cool gadgets on display too!)

The Dome, Johannesburg, 20 - 22 May 2011 in the Build Section.

WHO ARE WE?

Hotelstuff - what we do

For those new to our network and for those who need a gentle reminder, here's a brief look at our business, and how we do it!

This year, Hotelstuff.co.za turns 10 and what a decade it has been! Since the introduction of Hotelstuff's sister, Greenstuff, three years ago, website hits have grown in leaps and bounds - 5000% to be precise. The explosion in awareness has been phenomenal.

The business model:

Hotelstuff: conceptualised as a platform for trade introductions and online directory of suppliers, Hotelstuff has since evolved into a sophisticated business tool and much more than just an online directory. Today, many procurement departments use our two directories as their primary supplier list. Better still, it costs nothing for buyers to contact those listed in our directory. Suppliers simply pay an annual registration fee for their directory listing.

Greenstuff: sister website to Hotelstuff and using the same model, Greenstuff is a separate online directory of the green or eco-friendly products of suppliers listed on Hotelstuff.

Green Hospitality Consulting: if you sell accommodation or manage a restaurant, call us about a consultation or to run a simple workshop to help you and your staff understand what 'going green' entails and why it needs to be taken seriously - in short, we'll get everyone's buy in, including yours! We'll also guide you through the often daunting process of obtaining international green tourism ratings - it is much easier and more cost effective than you'd think. And if you are a supplier, let us assist with greening your manufacturing process and the lifecycle of your product.

Quick & simple - no middle man: Interaction between the third parties is direct and enquiries are channelled to the supplier at no cost. The conclusion of the sale or interaction is not influenced by Hotelstuff in any way and we don't receive commissions or referral awards.

Virtual Helpdesk: as a value-add, Lorraine mans a free virtual Helpdesk for buyers who can't find what they need on our sizeable directory or are looking for unusual products or services. Given Lorraine's insight and 15-year tenure in Africa's largest hotel chain as Contracts and Purchasing Manager, she is more than qualified to refer and advise.

Tender Services: we offer a tendering service for new hospitality projects and refurbishments. Send us your specifications and let us forward them to appropriate suppliers on our database, free (takes us just a few minutes!) From there, buyer and supplier interact directly - no middle man nor commissions here either.

Please visit www.hotelstuff.co.za or www.greenstuff.co.za for more information or drop us a line and request an introduction letter: admin@hotelstuff.co.za.



Websites: www.hotelstuff.co.za ; www.greenstuff.co.za

Email: info@hotelstuff.co.za

Cellphone: 082 900 0929 ; Sharecall: 0860 272 272