

# Hotelstuff / Greenstuff

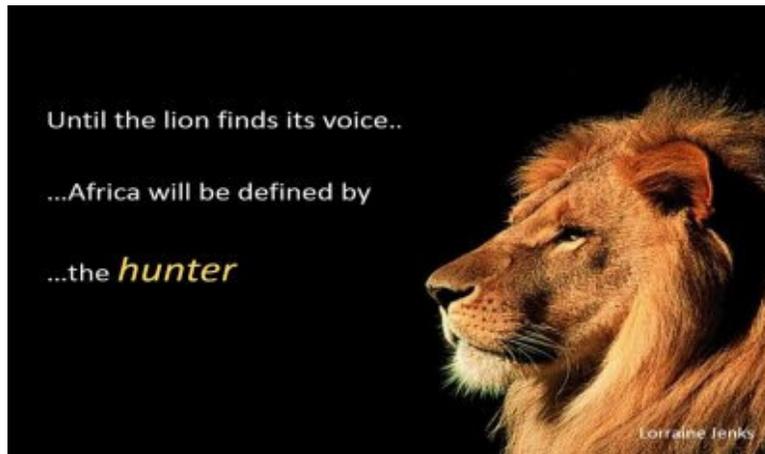
## Newsletter

Hotelstuff and Greenstuff Newsletter: Issue #50

March 2016

### Hello from Hotelstuff

Did you know that people from as far afield as the USA, DRC, Ghana and Kenya are using our websites? It is time to build a bigger database of buyers from the other African states. This has, in fact, been a focus of many of Lorraine's recent keynote addresses. Here is a slide (with apologies to the original quote) she created to encourage Africa to support Africa and stop buying from the overseas "hunters" and emulating the Western model.



With our websites expanding and our newsletters becoming too long we have decided a **"NEWS"** page, on our Hotelstuff and Greenstuff websites, are essential in keeping you up to date on what we've been involved in and and what we are planning for future events. Event information will be updated there often so make sure you read all about it.



Lorraine

Please remember to 'LIKE' both our Facebook pages:



### What We've Been Up To

#### SMART PROCUREMENT CONFERENCE

Another fantastic opportunity that introduced buyers to our websites. Lorraine's keynote topic "You have the power to protect the future. Sustainable and Green Procurement" was addressed to top procurement officials and buyers from the Public and the Private Sector in the Western Cape.



#### RETOSA TOURISM QUALITY STANDARDS WORKSHOP

The Regional Tourism Organisation of South Africa hosted the workshop for an elite audience of African Ministers of Tourism, Tourism Boards and Departments; Private Sector Heads of Quality Standards and Tourism Sector Executives made it an exceptional event. Lorraine spoke on Sustainable, Green Tourism with emphasis on African states using our websites and buying locally, instead of buying from Europe and especially, China.



#### EXSA "BEST GREEN STAND" AWARD

We've done it again! EXSA - Exhibition and Event Association of SA - honoured us with an award for the "Best Green Stand" 2015 for our Greenstuff Eco Guest Suite at the Inspire Design and Décor Expo. Sue Gannon received the award on behalf of Hotelstuff/Greenstuff.



Read about Past and Upcoming Events  
on our [NEWS page](#)

### FOOD & HOSPITALITY AFRICA 2016 (HOSTEX)

HOSTEX now called "Food & Hospitality Africa" is on from 3-5 May 2016 at the Gallagher Convention Centre in Johannesburg. Visit us at our stand in Hall 2 Stand no A30. Come and hear all our news and tell us all your news. For newcomers, we would love to meet you and show you how we promote all our subscribers.



Read some of our [Previous Newsletters](#) to see what we've been involved in

## New and Repeat Subscribers to our Directories



### ALLSORTED AMENITIES FURNITURE

Allsorted Amenities Furniture specialises in commercial interior products like mall benches, cigarette bins, litter bins, plant pots and planters in South Africa. We design and create stylish, contemporary yet timeless trend-setting décor and accessories, presenting functional features to enhance offices, malls and open spaces, customised for the corporate and commercial sectors. Products are manufactured from the finest materials, including the highest quality aluminium, stainless steel, corten or mild steel.



### BETTER EARTH

Better Earth's aim is to get as many people as possible to use affordable cleaning products that have little or no knock-on effects to the environment. Their products are completely bio-degradable and perfect for grey water use. Better Earth offer a special service with reduced trade prices for the hospitality industry. Their product range includes bathroom and toilet cleaner, air freshener, cleaning spray, floor cleaners, dishwashing liquid, laundry gel and a dish washing gel.



### CONTOUR BEDS

Contour Beds is an independent manufacturer of high-quality spring mattresses, foam mattresses and bases for retailers, the hospitality industry, school hostels, university residences, interior decorators, home use and the like. Contour Beds offers a range of products based on typical uses, the body weight of the user, firmness levels required and features such as luxury, durability and/or natural materials. Customisations options also available.



### DANDYLION

Dandy Lion makes going green easy! We offer turn-around solutions to design, brand and customize each gift. Hand-made, seed embedded paper ensures our tags & care cards reinforce the green message - these can be sown & grown, after use. Our dedicated horticulturists offer expert advice for your specific event and budget.



### EARTH KIND

Earth Kind is a company with a strong commitment to the environment. Our products are revolutionary, that it answers the need for safer, environmentally friendly, and easy-to-use products. With the use of our products, your working environment will be bacteria free and cleaner. In addition, our products help to increase overall staff efficiency, reduce costly maintenance and eliminates the need for toxic chemicals and special handling procedures.



### EUROLUX

Since its inception in 1991, Eurolux has been a trendsetter within the lighting industry, with its finger on the pulse of international innovation and style. We are a locally grown company that always seeks to bring the latest quality designs to the South African consumer; a company that understands that the lighting you select makes a statement about you and your style.



### EZ STOCK

The EZ Stock Solution offers a Practical, Accurate, Affordable & Maintenance Free Liquor Stock Taking Solution to the Hospitality Industry. The product is a variety of individual rulers profiled to the shape of various liquor bottles with 25ml increments to determine accurate tot levels. It allows the user to maintain control of their daily stock usage and in doing so is immediately able to determine if losses, wastage or theft has occurred. It is accurate, user friendly, does not require training and has no maintenance costs. The product is one of a kind and its purpose is to revolutionise stock taking.



### FIRNIC

We specialize in the Manufacturing and Sale of Affordable Quality Outdoor Cast Aluminium Garden Patio Furniture. Our extensive product line and wide range of artistic design styles are truly unique, affordable and made for comfort. Outdoor Cast Aluminium furniture is truly weather-proof and maintenance free, it only requires cleaning with soapy water. Visit our online store and start shopping today.



### GREEN BEAN COFFEE

The Green Bean Roastery Coffee is made only from the highest grade Arabica beans sourced from the foremost high altitude African coffee plantations, where the beans are hand-picked to ensure consistent top quality. All our coffee is roasted-to-order from light-medium roast to dark-medium roast and freshly ground. Green Bean Coffee is now proudly roasting Rainforest Alliance Certified™ single origin coffees.



### GREENHOME

GreenHome supplies a full range of eco friendly food packaging, tableware and cocktail accessories. Our products are made from plants, have a natural & paper like look & feel, are suitable for all foods and are 100% compostable. Plant based food packaging is a great solution for Hotels looking set themselves apart by showing they are responsible for their environmental footprint. It's also essential for waste reduction programs as it can be composted along with green waste.



### HYGLvit

HYGLvit specialise in Steam Cleaning-, Industrial Laundry Services and is also a distributor for Dephis ECO friendly cleaning chemicals. The Steam Cleaning services offered entails complete floor to ceiling cleaning and a hygiene sanitising process for carpets, curtains, tile & parquet flooring, mattresses, upholstered furniture and kitchen deep cleaning. HYGLvit operates 7 days a week and offer a 24 hour turnaround time.



### KARONGWE RAREWOOD FURNITURE

We offer uniquely designed solid wood furniture made from local and imported hardwoods. Using classic joining methods, the entire piece is made from the same species of timber and no substitute material is used. Each piece is hand sanded to a fine finish and sealed with either a clear lacquer, Danish Oil or Rubio Monocoat finish. From the Kiln drying of our own timber to the delivery of the final product every aspect is managed in house.



### KROST OFFICE PRODUCTS

Krost Office Products manufactures, designs and distributes office furniture and architectural accessories. Our designs have elegant lines with soft, organic shapes; in perfect harmony with modern desking styles. Our products are available in stainless steel, sandpaper-black and silver steel, wood, leather, rubber and plastic. They include letter trays, wastepaper bins, paper cubes, pencil cups, planters, jumbo bins, standing ashtray-litter bins, a new range of planters made from recycled tyre - eco fibre, and much more.



### LEAD LAUNDRY AND CATERING

Lead Laundry and Catering (Pty) Ltd is the foremost supplier of laundry equipment in southern Africa, representing world leading brands that include Speed Queen, Girbau, Jensen, Ipso. LEAD also represents leading European brands Fagor in the industrial catering equipment sector, and Ilsa in the arena of Dry Cleaning equipment. LEAD's products range from those used in coin-operated laundries to tunnel washers in industrial laundries, as well as covering the equipment needs of the smallest bars and cafeterias to the largest industrial kitchens imaginable. LEAD's brands are backed by the most comprehensive after-sales service available anywhere in Africa.



### LINEN DRAWER

At Linen Drawer we are passionate about the quality and style of every product we sell. We offer a comprehensive range of pure cotton towelling, duvets, cotton throws, gowns and related products. We also offer a superb range of 100% pure cotton percale bedding that is so comfortable that you are virtually guaranteed a good night sleep. Our pure linen bed-linen is also a superb product & with the added advantage of having 'green' credentials. All of our cotton and linen products have hypoallergenic properties, because nothing but the best is good enough for you, your family and your guests.



### MILLICARE

MilliCare offers a total carpet & textile care solution that will save your organisation money by extending the life of your carpeted areas and ensuring carpet appearance retention throughout the life of the carpet. We bring you many additional value added benefits. For starters you will have a clean, healthy, good looking work/hospitality environment. This together with substantially improved indoor air quality leads to better employee productivity, happy, healthy occupants, workers, friends & guests. We also reduce water and electricity usage substantially.



### MINTED GINGER

Minted Ginger is the "go to" company if you are seeking top quality Chef Jackets and staff uniforms. Their signature Organic Cotton/Hemp and 100% Cotton Chef Jackets are styled to your specific needs. Kitchen and House-Keeping staff also receive the utmost care in the conceptualizing, design and manufacture of uniforms to best fit the ambience of your establishment. You can be assured of comfort and style at affordable prices manufactured right here in the Mother City.



### **NEXUS ACCESS SYSTEMS**

Nexus Access Systems specialise in providing businesses with the highest quality and cutting-edge Access Control Systems. We have been operating in the Access Control Industry since 2000 and have worked with world-renowned Hotels, Companies and Education Institutes. We supply and install Miwa Electronic Card Locks, Safemark Room Safes, EcoWatt Energy Saving Units, Motavi Mini-Bar Fridges, I.D Card Machines and their consumables. We believe in providing only the highest quality brands and innovative products to our clients which is why the products we supply come with exceptional guarantees.



### **ORANGE TREE FURNITURE**

Orange Tree Furniture manufactures timeless, luxury, handcrafted, solid wood furniture. Each piece is handcrafted and a truly South African product. The wood is an excellent hardwood and in its raw state, reflects the character of its fruit bearing phase. Historically, non-productive citrus trees were uprooted and discarded. Orange Tree Furniture recycles this beautiful wood.



### **SA WINE BARRELS**

International Leading Suppliers, Manufacturers and Service Providers of French Oak Wine Barrels and Related Wine Barrel Products. All of our Wine Barrels were used by the world's leading wine makers and are for Sale and Hire to turn your special Wedding day or Upmarket Corporate Event and Function into something no one has ever seen. We Rent & Sell - Wine Barrels, Small Kegs, Barrel Cocktail Tables, Wedding Post Boxes, Barrel Tables and Chairs and much more.



### **SYCRO DISTRIBUTION**

Sycro Distribution, established in 1998, have supplied the Hospitality Industry with specialised, quality products at competitive prices to over 300 establishments throughout South Africa & Africa. Products include Candola Table Lighting, Outdoor Furniture, Book/Box Matches, Spirit Gel, Galaxen mini room kettles, Luggage racks, Custom manufactured stainless steel trolleys, Plate Mate plate stacker, Heaters, Hotel Equipment, Kitchen Equipment and many more. We managed to secure various exclusive agencies including our latest Valiryo Body Dryer, Italmodular Sliding Floor Shelving, Modular Professional Cooking Equipment. Not only do we source items for specific projects, but we can offer custom built solutions too. Sycro pride themselves on delivering quality service & attention to specific requirements. You will not be disappointed with our friendly and efficient service.



### **TECHNOLOGY AUDIO DESIGN**

Tivoli Table top radio's have been included among the 21st centuries design icons. The instantly recognisable radios are well known for their excellent sound quality and reception. Updated models now include wireless connectivity and digital radio. One part audio masterpiece, one part design icon, the Tivoli range of table top radios have earned their excellent reputation.



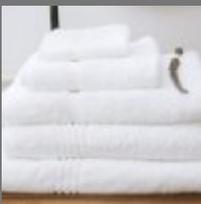
### **THE HOSPITALITY BRAND COMPANY**

Proud suppliers of Biodegradable Hotel Guest Amenities and products to the Hotel and Hospitality industry, The Hospitality Brand Company, supply and distribute luxurious product ranges to compliment your establishment. You can expect the highest quality from our range of luxury products as well as genuine personal service. We are a proudly South African brand and company. If you are looking for a luxurious point of difference and wish to escape the ordinary, please contact us. Our Luxury Brands: Keet & Monks, Afriearth, Cubs for Kids and Afrisun.



### **THE SILVER FLAIR**

We are highly experienced in the hospitality industry with our Director having worked in the industry for many years. The Silver Flair understands our clients'needs. The Silver Flair specialises in supplying: Hotels, B&B's, Game Lodges, Guesthouses, Restaurants, Conference Venues, Corporates, Schools as well as private households. Choose from a wide range of products, namely: Bathroom Amenities, Guest Eats, Beverages, Electrical Equipment, Towels and Linen, Wooden Products, Mini Kettles... just to name a few.



### **TOWEL & LINEN**

Our mission is to supply the hospitality industry with the best quality product at the best possible prices to anywhere in Southern Africa and beyond. The Bed, Bath and Table linen needs of the Hospitality Industry are well provided for with a wide range being on offer. Products are being continually up-dated. We also provide a speciality service to the up-market levels of the industry and can count RSA's leading Hotels, Lodges and Guest Houses amongst our customer list.



### **TRANSAFRICA HOSPITALITY SUPPLIES**

Transafrica Hospitality Suppliers distributes an exciting, diverse, high quality and on trend range of eco-friendly food packaging products to both the Corporate and Hospitality Industry. Our products are manufactured from organic and plant based renewable materials such as bagasse, vegetable starches and wood cellulose. Our product range include hot and cold beverage cups, salad tubs, burger boxes, clamshells, lunch boxes, serviettes, cutlery and picnic packs, picnic boxes and carrier bags. Our products are constantly evolving and our range is diverse. If we haven't got it, we will endeavour to get it.



### **VALIRYO BODY DRYER**

The Valiryo® Body Dryer is the most efficient body dryer on the market, reducing the environmental impact arising from washing and drying bath towels. Move on to a more comfortable and efficient drying option, one which is more pleasant on the skin and which enables you to reduce levels of moisture in the bathroom and the effort and cost dedicated to washing and drying towels on a regular basis.



## VEGWARE SA

Vegware South Africa is an environmentally responsible packaging manufacturer and supplier of PLASTIC FREE and "BPA FREE" food packaging and catering disposables all made from plants that are biodegradable and are 100% compostable. Vegware only supplies completely compostable packaging products that reduce carbon emissions, are made from sustainably sourced renewable or recycled plant-based materials, and can all be recycled and composted with food and garden waste.



## VERMONT LEATHERCRAFT

Vermont Leathercraft is an empowered company that manufactures a wide range of small leather goods, folders, file-o-fax covers, handbags and briefcases. With our extended Hospitality Range and are now able to offer hundreds of different shapes and sizes in every hospitality category. No two Menu Covers or Guest Directories need be the same again!



## WARISAN

Warisan's solid wood furniture has been found in many of the most elegant and luxurious hotels and resorts for over 20 years. Whether you need stylish contract furniture or refined residential furniture; outdoor, contemporary or rustic designs, there will certainly be something to interest you at Warisan. An industry leader in Indonesia with global offices and one of the very few manufacturers who only use wood from government sustained plantations!



## WL COLE

WL Cole has been the premier supplier to the hospitality industry for more than 50 years. Whether a hotel, restaurant, bar, conference centre or spa, as a one stop shop carrying thousands of stock items we supply almost all the requirements of our customers in the hospitality industry at the most competitive prices.

## Who are we?

**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 from every industry and also homeowners 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. Please note **WE ONLY MANAGE THE WEBSITES** and do not get involved in sales or quotes.

**Greenstuff:** Sister website to Hotelstuff, Greenstuff is a separate online directory of the green or eco-friendly products of suppliers listed on Hotelstuff.

**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.

**Conference & Event Stuff (Eco) Directory:** We have created a new directory which provides anyone, wanting to host a green event, with easy-access tools to source venues, organisers and product suppliers that are offering 'eco' options.

**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! And if you are a supplier, let us assist with greening your manufacturing process and the lifecycle of your product and packaging.

**Speaking & Workshops:** Ask Lorraine to come and address you, your team or your community. Lorraine is a member of PSASA and has become a popular motivational speaker on sustainable and responsible tourism, hospitality and family lifestyle. All aspects of sustainable, eco and green issues are addressed, debunking the myths and demystifying the jargon and leaving the audience positive, motivated and with easy solutions. She has been invited to speak at international conferences, seminars and exhibitions, right through to small local functions.

**Awards:** Lorraine has received numerous awards and commendations for her commitment to responsible tourism and hospitality in South Africa. [Read more about the awards here.](#)

