

Hotelstuff / Greenstuff

Newsletter

Hotelstuff and Greenstuff Newsletter

September 2014

Hello from Hotelstuff

What have you missed?

If you're a consumer, you missed a chance to see how beautiful a green eco guest suite can look. If you're a supplier, you missed a chance to introduce your product to thousands of people in real life, on the radio and on YouTube. We were invited to furnish a completely eco friendly guest suite at the new Inspire Trade Expo. 40 Subscribers from our Greenstuff website participated by supplying items for us to display and we walked away with our fourth award for green projects, a Bronze this time.

Statistics

For those who enjoy numbers, our new websites are proving to be efficient, quick and user friendly. We get approximately 20 000 page views a month. These are not 'hits'. These are real people who use our directories to find products and suppliers.

NOTE TO OUR SUBSCRIBERS - Please remember that any leads go directly through to you via phone or email. Unless you ask every caller where they got your number from (and we know that 99% of suppliers never ask) you will not know that it came via Hotelstuff/Greenstuff (like someone phoning when they've seen an ad in a magazine). We don't know who uses the websites unless they email us at Hotelstuff (we have a list of those), and we don't get involved in sales, charge commission or fees on sales. But we can pull statistics of how many buyers clicked through to your company's page. 99% phone you, 1% send you an email.



Lorraine Jenks

Please remember to 'LIKE' our Facebook pages:



What We've Been Up To

GREENSTUFF ECO GUEST SUITE - INSPIRE TRADE EXPO

We won our 4th project award for this exhibit at the new Inspire Design and Decor Expo at Gallagher Estate (a project similar to our Green Lifestyle Homes at Decorex and our Eco Green Hotel at Hostex). Thank you to the suppliers who participated and the team who put it all together. It was beautiful. We are in the process of finalising our guided tour video which will be on YouTube soon but in the meantime visit our [Project Gallery](#) for more photos of the suite.



The following companies participated in the display: BEAUTIFUL EARTH (Amenities); BEAUTY FIRES (Biofire); BOB CNOOPS (Fine art photography); CARBONTRACK (Energy management); COLETTE LIVING (Stand designer); DILMAH TEA (Tea); DYNACHEM (Cleaning products); EUROLUX (Lighting); FORMFUNC STUDIO (Desk chair & task lighting); GREEN HOME (Food packaging); GREEN STATIONERY (Stationery & honey sachets); HASTENS (Bed, down duvet & pillows); HEALING EARTH (Spa products & amenities); HEMPORIUM (Hemp products); HILLCREST BERRY ORCHARDS (Jams & preserves); INTERMARKET GUEST AMENITIES (Amenities); IRONWOOD CREATIONS (Aluminium mirrors, fixtures & hooks); KIWINET (Mosquito net); KROST OFFICE PRODUCTS (Litter bins & planters); LINEN DRAWER (Linen bedding); LINEN TRENDS (Bamboo towels & gowns); MANTELLI'S (Biscuits); MATCHLESS CANDLES (LED candles); McCLOUD'S (Wool duvet); MIKO PURO COFFEE (Coffee); MULBERRY SILK (Silk duvet); NUMATIC INTERNATIONAL (Vacuum cleaner); POWERPLASTICS POOL COVER (Pool cover); REBTEX (Carpet); SWING TOP BOTTLES (Glass bottles); SYCRO DISTRIBUTION (Mini kettle & plastic bags); TECHNOSWISS (Hairdryer & shaving mirror); THE CHEF SHOP (Food containers); VENEERTECH SA - E-LITE (Table, desk & stand panelling); VERTICAL VEG (Vertical garden); WATNEY DESIGNS (Bench).

MAGALIESBURG WORKSHOP - Climate Change and Sustainable Hospitality

Our 13th workshop in collaboration with Eskom. Great turnout. Lovely venue. Appropriate exhibits. Guest speaker was Mike Crewe-Brown from Wickedfood, who spoke on free range pig farming and community projects in the region. I doubt anyone who heard his stories will ever eat pork from a supermarket again.



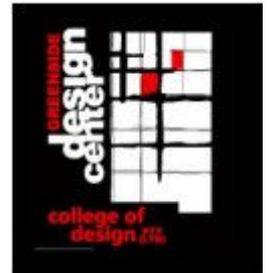
GREEN BUSINESS PLATFORM KLIPSA

Lorraine spoke on our history and our work to a group who are passionate about their region and doing the green thing. Kudos to you!



DESIGN COLLEGE GREENSIDE

Invited to talk to final year students on green design, but turned into a hoot because it was Pyjama and Chocolate Friday and students were in no mood to sit still. However, we had a small group in the front; youngsters who get it and who are going to make a difference. They are our future. Simple changes in traditional design can make a huge impact on reducing consumption of energy, water and scarce resources and zero waste. One day the manufacturer, not the consumer, will be responsible for the disposal of his product.



WOMEN IN QUALITY CONFERENCE

An honour to address a hall filled with awesome women; women who are in a position to speak up and demand change in their big corporations.



MICE

Thrilled to be nominated amongst the 40 top women in the (MICE) Meetings, Incentives, Conferences and Exhibitions Industry.

Martin Hiller Van Rensburg of Meetings Africa magazine presented me with a copy of the magazine and a certificate.



DECOREX JOBURG

The organisers invited us to furnish another Green Lifestyle Home like the two that won the top awards before. But sadly, we couldn't find a sponsor for the exhibition floor space. However, we did help Alive2Green to furnish their stand using our iconic forest scene drape and Watney's recycled pallet bench.



KINGFISHER FM RADIO GREENHOUR

Second live interview with the delightful Gareth Burley who really knows his stuff and makes it so very easy to talk to about our work.



LILIZELA IMVELO RESPONSIBLE TOURISM AWARDS

Lorraine was asked again this year, to act as Chief Justice and oversee the judging of the Lilizela Imvelo Responsible Tourism Awards. Unfortunately, because of time constraints when the awards were opened earlier than expected, we were unable to amend and update some of the processes and criteria as requested by me last year, but are working in earnest to get these up to standard for 2015. The standard this year was higher than ever; evidence that some South African destinations are meeting - and even exceeding - international standards for Responsible Tourism. Bravo! All will be revealed at the Gala Awards Ceremony in October.



SMART PROCUREMENT WORLD INDABA

Lorraine gave a keynote on "Sustainable and Ethical Procurement for Professionals - Why, What and How" to a packed ballroom at Gallagher Estate. The address was to the Public Sector and focussed on how to set standards for tender documents and criteria for supplier and product assessments before awarding contracts. The sector has very long way to go to understanding green and sustainable solutions.



PICTURE GALLERY - GREENSTUFF ECO GUEST SUITE



Natural carpeting, LED lighting, natural mosquito net, recycled aluminium mirror frames, bamboo bathrobes and towels, non toxic Biofire. Duck down, wool and silk duvet inners, down slippers.



Our Award!



The structure panelling made from recycled perforated paper, bin and planter from recycled tyres, sisal lamps. Vertical garden. Recycled pallet bench, alpaca throw, down pillows.



Non toxic and organic amenities and spa products in glass or PET containers on recycled aluminium shelving. Recycled paper toilet tissue. VOC reduced paint. Recycled aluminium hooks, recycled pallet wood, bamboo towels. Energy management device.



Eco photographic print. Shaving mirror with LED light. Energy efficient hair dryer. Organic and Fair Trade tea and coffee, green stationery, organic wine, homemade biscuits, jams & preserves, honey sachets, mini kettle.



Non toxic cleaning products, biodegradable food packaging & plastic bags, recycled plastic water bag.



Organic cotton, hemp and flax bed linen, hemp shirt and pants, 100% natural mattress. Biofire. Eco leather wing back chair with alpaca throw. Recycled perforated paper panelling.



Silk flowers, swing top glass bottles, candle with LED light, recycled paper table top with chemical free veneer.



Energy saving vacuum cleaner. Every product in the guest suite had a tag with the supplier's name and green criteria.

Upcoming Events

KZN MIDLANDS WORKSHOP - 17 September 2014 - The Windmills Resort, Nottingham Road

Our next workshop, in collaboration with Eskom, will be specifically tailored towards the Agricultural Sector. Some of the topics that will be covered are:

- Energy Efficiency in Agriculture - Challenges and Solutions by Eskom
- Impact of Climate Change on Farming - Adaptation and Preparedness by Greenstuff
- Ten Tips for Greener Management, Operations and Procurement by Greenstuff
- The Green Economy and Water Farming by guest speaker Kevan Zunckel

For more information email workshops@greenstuff.co.za.

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



CARBONTRACK

carbonTRACK® measures power usage in specific devices in your home or hotel and communicates the data wirelessly via a mobile network. carbonTRACK® records power usage, turns off loads and activates them efficiently if necessary. It also takes loads off the grid because reduced peak demands reduce infrastructure investment cost and carbon emissions. carbonTRACK® manages solar thermal units for maximum efficiency and tracks PV generated energy.



CARPENTRY CLASSICS

Carpentry Classics create handcrafted wooden products, mainly, but not limited to the hospitality market. Our range includes luggage racks, butler trays, standing coat hangers, newspaper racks, welcome trays, hospitality trolleys and much more. We can also design and create any unique product you may require. Only materials of the highest quality are used and quality workmanship is guaranteed! We'll find the right solution for every situation and are not deterred by a little challenge!



ECOPACK

EcoPack supplies a new generation of highly versatile food packaging products that are 100% compostable, biodegradable, and derived from annually renewable sources. Formed in response to a growing need for environmentally friendly alternatives to everyday single-use packaging items, EcoPack is committed to provide excellent quality products at competitive prices. Our innovative product range includes compostable cups, plates, bowls, cutlery, containers and other packaging consumables. We continually source new products that meet our standards of quality, compostability and eco-efficiency, and are able to work with our clients to develop unique packaging solutions.



ECOSSENTIALS

EcoEssentials is a specialist supplier to the hospitality industry in South Africa. We are committed to sourcing products of the highest quality and exceptional value, whilst always being mindful of the impact on the environment. Our comprehensive range of hospitality supplies includes Toiletries & Guest amenities, Towels, Bedding & Linen, Beverages & Refreshments, Cleaning supplies, Small appliances, Outdoor furniture & Heaters, Crockery & Cutlery, Glassware, Restaurant & Bar supplies and much more.



GAUTENG WOODCRAFT

Gauteng Woodcraft CC was established in 1997 and is a manufacturing company that specialises in a wide variety of manufactured solid wood & supawood products. Gauteng Woodcraft manufactures products for major Industries in various sectors such as casinos, hotels, furniture manufacturers, kitchen manufacturers, interior designers, joinery shops and property developers.



GREEN STATIONERY

Green Stationery specialise in eco-friendly stationery. Our product range, made from recycled materials and bio-degradable PLA, has been carefully selected to help you replace current, often environmentally unfriendly, stationery items. Our range has been extended and we now also supply table napkins and toilet paper made from bagasse (sugar cane waste) as well as honey in sachets which are ideal for restaurants, coffee shops and hotels.



HYCHEM

Hychem is recognized as one of the market leaders of chemicals, environmental solutions, accessories and associated services to the hospitality industry. Hychem has a national foot print with 8 branches around the country and with distributors in Swaziland and Botswana, Nigeria, Zambia and Zimbabwe. Hychem's being an ISO 9001 accredited organization produces products to stringent quality control measures with numerous products achieving SABS certification. Further, Hychem manufacture and exclusively distribute to the hospitality industry a probiotic range of products under license from Chrisal in Belgium.



IRONWOOD CREATIONS

Originally designed bathroom accessories, basins, mixers, door furniture and mirrors made from sand-cast recycled aluminium to create an original and exciting new finish. The range also includes bath surrounds and concrete pedestal as well as lights to match to look and is ideal for creative decor in an earthy, organically styled farmhouse, game lodge or beach house. The huge range and variety of products available has been carefully designed to cater for all the decor needs of those who are artistically inspired to create natural and organic harmonious interiors. Ideal for hotels, lodges and guest houses, the aluminium is rust-resistant and low maintenance. Items can be custom designed to suit the theme of a lodge or hotel.



JUST GREAT IMPORTS

At Just Great Imports we specialize in sourcing and importing Quality Practical and Healthy House and Home products. Our Crystal Aire Purifiers assists in the elimination of bacteria, pet and tobacco odours and revitalises the air. It also prevents mould and fungi growth, removes pollen, dust from the air and reduces the effects of paint fumes. It works well for Adults and children for chest congestion, is great for Asthmatics, helps with seasonal allergies, moistens the air and helps with dry coughs. It is ideal for homes, offices, medical rooms and hotels.





KIWINET

Founded in 1994 in the quaint village of Stanford, Kiwinet has grown to be widely regarded as a highly professional operation creating distinctive and elegant mosquito nets. With a truly international clientele Kiwinet takes great pride in producing innovative and customised nets to enhance any style of interior décor and will go to great lengths to ensure that their customers' needs are not only met, but surpassed. Rather than simply being perceived as mere protection from pesky mosquitoes, their nets are consistently viewed as a fabulous feature in themselves.



MARLEY PIPE SYSTEMS

We at Marley Pipe Systems are dedicated to serving our clients with quality solutions. Apart from our standard range of high quality pipe and plumbing products, Marley is proud to introduce the Marley Endura grease trap for the hospitality industry. Marley folding doors bring increased space in an elegant manner and open up fantastic layout possibilities as no swivelling range is required for the door leaf. Use Marley folding doors everywhere, from your living room or office, to your bathroom.



McCLOUD'S

Only 100% pure virgin wool is used in McCloud's wool duvets. Wool is a natural fibre which regulates the body's temperature and is renewable. It's cooler in summer, warmer in winter and ultra light. Wool can absorb moisture up to 30% of its own weight without feeling damp. This results in a more comfortable sleep and has added benefit for people with arthritis, rheumatism and other muscular problems. Wool is hypo-allergenic, naturally dust mite free and prevents the build-up of mould and dew in the bedding.



METAL GRAPHICS

Metal Graphics is a South African manufacturer of aluminium products and specialise in creating dynamic solutions in areas of signage, display, presentation, packaging, storage and promotional gifts. We have many solutions to help you present, sign and brand your information or products and keep your work environment well signed and functional. We offer you a full design consultation, 3D graphic design artwork of proposed designs and pre-production sampling of products custom made to suite your specific requirements.



MFI MOULDINGS

Our motto, "offer the best quality, value-for-money products", has propelled us from being just-another-picture-framing supplier to the premier, complete-solution picture framing operation on the African continent. We are unlike other Picture Frame Distributors - and proud of it! Not only do we design, manufacture, and distribute picture frame mouldings of enduring style and quality, we also enjoy long-standing relationships with most of the leading international Mat board suppliers.



POWERPLASTICS POOL COVERS

PowerPlastics Pool Covers manufacture an innovative range of pool covers. Our range includes thermal covers designed to shrink carbon footprints and save water, earning us recognition as the leading supplier of pool covers for the eco-conscious. Also available is the PowerPlastics Solid Safety Cover to prevent child drownings, and the sleek, fully automatic Starline Roldeck range. From domestic pools to larger pools in hospitality venues, gyms and other commercial settings, we promote a better lifestyle choice, not just a pool cover. All products are available across SA and the region.



REBTEX

RebTex is one of the largest spinner and weaver of sisal fibres in the southern hemisphere. The RebTex range includes products such as Wall to wall sisal, coir, jute and sea grass for domestic applications, Rugs of any size from Sisal, Coir, Jute, Abaca, Mountain Grass and Sea grass, Sisal floor tiles & Sisal Wall coverings applications & Natural Entrance Matting made from Coir. All RebTex products are manufactured from plant fibres therefore providing the only true natural alternative to floor coverings. Inclusive in our range have been numerous products developed for the rigours of commercial installations, our unique RebTex Fiberguard treatment and floor tile are testimony to what can be done with natural products.



SILVER SIGNATURE

Customer satisfaction, price and product quality is Silver Signature's competitive advantage. Our business is dedicated to supply and distribute high quality products to the hospitality industry. The product range consists of the best choice in toiletries, amenities, beverages and cleaning materials directly delivered to the establishments, which will include everything from small B&B's to Hotels and Resorts. Helping to conserve the environment we also have an extensive range of eco-friendly products to choose from.



SOYLITES

SoyLites, South Africa's pioneers in locally made soy candles pride themselves in offering the best quality aromatherapy soy candles and other soy based body products. SoyLites Eco Candles are non-toxic, long burning and environmentally friendly. They provide eco-chic ambience and aromatherapy benefits in an array of settings. The warm oil can be used on the skin as a nourishing skin lotion and as a massage oil in spa treatments. Custom branding available and candles can be made according to your specification. Suppliers to Hotels, Lodges and Guest Houses throughout Southern Africa





TABLETOPS FURNITURE

Tabletops Furniture Pty Ltd. has focused on developing strong relationships with carefully selected manufacturers of chairs, barstools and tables whose products have a proven track record in the international contract, hospitality and office furniture arena. This enables us to provide our customers access to high quality but well priced table and seating ranges, coupled with an excellent purchase experience and unrivalled after sales service.



THE CHEF SHOP

The Chef Shop is saving the planet - one meal at a time. Our bio degradable take away packaging comes from Nature and goes back to Nature. It is made from a sustainable resource and does not impact landfills negatively. We have a full range of containers and plates to suit all applications. New to the range is the most awesome ripple cup.



TIMBER FANS

Timber Fans comprise of a dedicated team that are fanatic about quality and customer service. All our handcrafted designer ceiling fans are certified by a master craftsman specialized in ventilation and air conditioning with over 50 years' experience. Ceiling fans have countless benefits over floor standing fans or air-conditioning units. Timber fans are now available in 16 types of timber and in 220/240 Volt and solar sourced 12Volt, bringing energy saving benefits to your home or office.



UNIVERSAL PAPER & PLASTICS

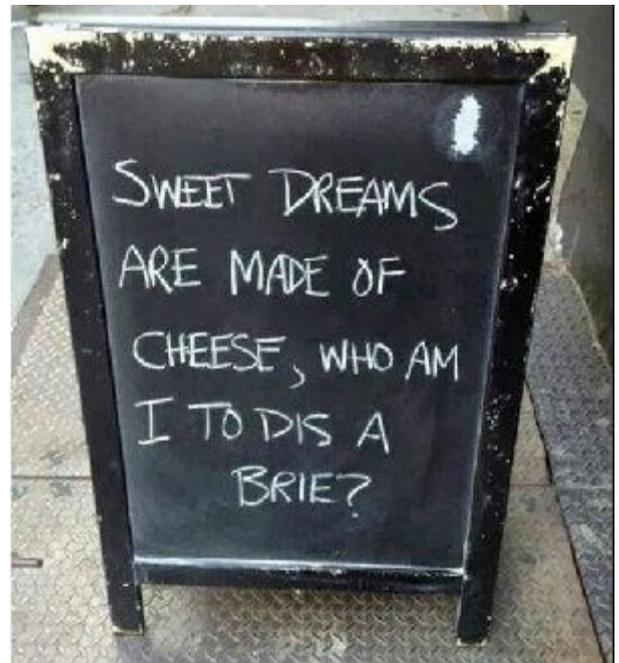
Universal Paper & Plastics, together with its subsidiaries manufactures and markets household tissue paper products to both the retail consumer market and away-from-home market. This family-owned business was started in 1950, and has been supplying South Africans with high quality tissue products for more than 60 years. The business has changed dramatically since its inception, and today the focus is on printed serviettes and napkins, bathroom tissue and household towels.

Trivia - Complete and utter Trivia

Here's to a fragrant, warm and welcome Spring - it's just around the corner!



And finally, the cheesiest trivia of all...



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 partnered with The Event Greening Forum and 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: 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. She has been invited to speak at international conferences, seminars and exhibitions, right through to small local functions.

Workshops: Hotelstuff/Greenstuff is running nationwide workshops on sustainable and responsible hospitality, in partnership with Eskom, who promote their energy solutions. 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.

2014 Winner
Bronze Award
Inspire Trade Expo



2013 Special Award Winner
**Energy Efficiency
Awareness**
Eskom ETA Award



2013 1st Runner Up
Patron of the Year
SAEE Award



2013 2nd Place
Eco Warrior
Enviropaedia Ecologic
Award



2011 Winner EXSA
Best Green Indoor Pavilion
Hostex Johannesburg



2011 Winner
Chairman's Award
Imvelo Responsible Tourism



2010 Winner
Best Overall Stand
Decorex Johannesburg



2010 Winner
Excellence Award
Decorex Cape Town



For more information please visit www.hotelstuff.co.za and www.greenstuff.co.za;
drop us a line at info@hotelstuff.co.za or call us on 0860 272 272.

