



[www.hotelstuff.co.za](http://www.hotelstuff.co.za)

**Your FREE online  
Directory of Hospitality Suppliers**

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**Greenstuff!**

Come and visit our stand at Hostex in Cape Town

28th to 30th May 2008  
Cape Town International Convention Centre

and let us demonstrate our new link to Hotelstuff.  
Our new directory of only  
eco-friendly products.

**GENERAL**

**THROUGH THE EYES OF A TOURIST**

Why is it that we don't make the effort to visit our own tourist destinations?

Have you done a Soweto tour? Seen its trendy Holiday Inn? Had lunch at Wandie's? Met the polite little children amidst the pitiful poverty in Kliptown? Pondered your humanity at the Cradle of Humankind? Spent a night at Lesedi Cultural Village? Done a Zulu dance? Reflected on Robben Island? marvelled at our miracle? Been awed by the art at the Old Fort on Constitution Hill?

For three years, I walked past that Fort (from Wits to Hillbrow) without knowing it was still in use, let alone harbouring such horrors.

Every brick has meaning; every piece of art. Half the art is integrated into the fabric of the building itself. If you do nothing else, go and see Judith Mason's "The Blue Dress."



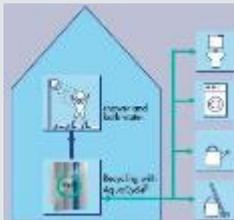
After taking four American friends on tour, we returned proud and humbled. What a delight to rediscover our beautiful land of contrasts through the eyes of foreigners. South Africans have become complacent and complaining... and we should be ashamed.

Aside from our wild life, and scenery (obviously! brag, brag), our friends were blown away by our accommodations and restaurants - the cleanliness of our toilets; our infrastructure; our good roads. Who needs Starbucks? Great coffee everywhere, except at one bush pub where cappuccino meant gobs of oily cream floating on tepid instant.

And, then there was the gruesome brew (see more under "Trivia", below.



Eco-friendly products for the hospitality industry.



We spoke about our best meals ever in Tuscany... no, maybe Lyon... no, definitely Sidney? Wrong! We had as good, and better right here. We know our food is fantastic, but it's so nice to have it validated by foodie friends. Service was outstanding, so why the relentless bad press? They found our clothing excellent and inexpensive; our homes so affordable; our skies so bright. In Jo'burg: "What traffic? You call this traffic?" And... how's this... they want to take Woolies back to California!

So, lest we forget: Lucky us.

This newsletter is supposed to be about news and products and suppliers, so better get on with it then.



Never have I been as frustrated as I've been with the time its taken to develop a website! We have been trying to launch our new link, called "Greenstuff" for months. Our content is ready, so until we launch and to give you a taste, we've appended some pics of some of the products next door.

We're still taking little baby steps, so please - Suppliers, let us know what you have and Buyers, let us know what you find. The hotel groups and independents are looking for eco-friendly alternatives. So, rather than everyone searching everywhere - how nice it would be to have green hospitality products in one place.

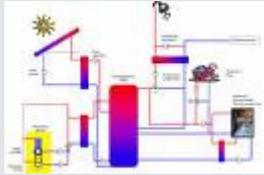
The "what is" and "how to" of going green will be on the website, but if you'd like more info now, drop us an email and we'll send you some articles.

**WATCH THIS SPACE!**



### ENERGY SECURITY BILL

"Importing and using power-guzzling appliances could be banned under a law designed to enforce the government's energy conservation programme. As well as powers to ban appliances, the proposed Energy Security Bill will empower the minerals and energy minister to penalise offenders and issue standards and regulations for appliances and equipment used to generate or consume energy.



The submission of energy consumption data will be made compulsory to help with planning and co-operation in the development of sector plans to be made mandatory to ensure integrated energy planning. The Bill could be ready for submission to the cabinet before the end of March.”



National Government  
Department of Communications -  
March 2008

## NEWS FOR BUYERS

Here are the new and renewed Suppliers on our Hotelstuff website. (*Hundreds* more on our website [www.hotelstuff.co.za](http://www.hotelstuff.co.za))

(Click on the images for more information.)

### METAL BENDERS

The Metal Benders manufacture fine handcrafted outdoor garden furniture and accessories, ranging from gazebos to trellis. Their designs are classic and elegant, giving the company's furniture strength and character. All their products are hot-dip galvanised and epoxy coated to give the range its durability and all-weather resistance with a wide range of UV resistant colours to choose from. Select your own finish and enjoy furniture that promises minimal care and maintenance.



### SLEEP WORLD

We do not just sell the world's most comfortable, affordable luxury sleep system. We designed it with your comfort in mind! When it comes to your best possible sleep health, conventional wisdom says that the more you spend on a sleep system, the more rested you feel, right? Wrong!

Our mattresses give you outstanding value for money and essential care for the well-being of your guests. Their range especially developed for hotel use include 1000 pocket spring sries, new pocket spring TURN FREE series, and the new Bonnell Spring Range.



### MILLCARE

We experienced the advantages of Millicare's Carpet Care first hand over many years of working with them in hotels. They offer a line of products aimed at providing the best carpet care available for your facility and have the technical knowledge and experience to deliver the best service available, all with clearly visible results. With correct cleaning and maintenance you will greatly reduce cleaning frequencies and extend the life of your costly carpets.



### PETER JA STUART

Well known and respected in the hospitality industry, Peter J A Stuart is the largest importer and wholesaler of domestic, contract and corporate furniture in South Africa.

Let them advise you on their wide range of up-to-date functional, comfortable and attractive furniture in countless styles to suit any need.



### MY BnB and BnB Sure

Aside from being a leading insurance provider for BnB's and Guesthouse industry BnB Sure now have a sister website called My BnB. At last, a marvellously comprehensive guide on how to start a BnB, legalities, insurance, TV Licences, radio and music legislation, food preparation regulations, tax, liquor licences, smoking rules, labour acts, government acts and helpful hints on all aspects of running your own BnB.



### SEALY

They may look similar on the outside, but hidden on the inside of every Sealy Posturepedic is a range of features to boggle the mind. Each works together to provide the world's greatest combination of comfort, support and durability.

Did you know that Sealy is by far the best-selling bed in the world? Customer comfort isn't the only reason you should be going with Sealy Posturepedic because they know that in your business, beds come in for a lot more of a pounding than normal, so they've added features to make your investment pay off sooner and last a lot longer.



### SHARP

Sharp's pioneering endeavours have brought forth a stream of innovative new products that serve the needs of consumers. Sharp continually strive to create a balance between work and personal time, with products that benefit people's lives at work and at home. Sharp products are used throughout the world, enhancing people's enjoyment, productivity and lifestyle. Continually striving to open up new fields, Sharp is dedicated to serving society through the use of advanced technology, innovation and quality



### GUEST SOAPIES

Guest Soapies was established in 2003 to satisfy the need for high quality and readily available guest amenity products, not only in bulk, but also in smaller quantities. They supply distinctive guest amenities that we believe are not only of the highest quality, but also affordable. All their products are completely customisable to meet your unique requirements. 5 litre refills and other bathroom amenities are available on all their products



### BADGEMAN

Badgeman have been preferred manufacturers and suppliers of badges, signage and promotional goods to the Hospitality Industry for decades. They have a host of designs and options to suit your requirements.



### JENEV ENTERPRISES

Len Levy has one of the first products we will be listing on "Greenstuff". He has secured a supply of gorgeous soft hemp bathrobes that will meet the criteria for green procurement. And for those of you who know the difference, he supplies a full range of warp knit towels, the compulsory specification for some international hotel chains because of their resilience to heavy laundering.



### HANSGROHE

Another supplier who has products which classify as "green" (Greenstuff launch to be announced soon). Aside from their stunning, top quality kitchen and bathroom accessories, ask Anthony about the water-efficient shower roses and taps and their Grey Water Systems.



### **FLORLOK**

Florlok is the preferred portable dance floor being used by all major hotel groups worldwide; being the best and the easiest to install. Their floors are for sale or available for rental.



### **GENESIS FITNESS - a healthy new level of service.**

With offices nationwide, Genesis fitness are ideally positioned to meet the hospitality industry's needs, by providing health and fitness solutions tailored to everything from the day spa and boutique hotel, right through to the larger hotel chains.

They will partner with you to create and design equipment driven solutions that will integrate seamlessly into the space available, while complimenting your overall hospitality culture.

In addition, they will provide you with qualified fitness trainers and managers to run the day to day operation of your facility, while enhancing the guests experience through project optimization, giving clients one more reason to make you their first choice in accommodation, when travelling again.



### **SAFLOK**

Saflok specialises in all security and lock systems (key cards, safes, deadbolts, locks, energy control systems) and were the first to develop and patent lock designs that automatically re-key with each new key. Increase your security levels and let their systems remotely run log-in and maintenance. They remain global leaders in the development and manufacture of state-of-the-art electronic locking systems, access management systems and in-room safes for the hospitality, commercial and government markets.



### **ANATIN FURNITURE**

Welcome to Anatin! Most of their chairs are made from European Beech, ensuring an accurate stain finish with minimal colour variations in the wood. Let them supply chairs and tables that are stained and upholstered to your specific requirements and décor schemes.



### **FLYSCREEN SUPREME**

Plagued by bothersome flies and mosquitoes? Flyscreen Supreme have the solution with their solid, safe and user-friendly products. These fit in doorways, sliding doors and windows.

Flush fitting, and won't distort your vision. Vertical or horizontal opening mechanisms and roll screens as well as innovative custom made screen curtains for food prep areas when hands aren't free to open and close doors. So simple.



### **TOUNIK LAUNDRY AND DRYCLEANING**

Tired of endless, tedious, repetitive loads of laundry? Here's a service that will free up your time and your resources.

Anywhere in the greater Johannesburg region - we will take the load off you.



### **FEDHASA POCKET PARAMEDIC**



Here's an excellent publication for all our tourism and hospitality people! The Pocket Paramedic has been developed to guide and educate industry, and the general public, on...

1. How to deal with 45 of the most common medical emergencies
2. What numbers to call in case of a medical emergency.
3. Pictures which identify certain emergencies such as snake bites and food poisoning

FEDHASA has entered into a joint venture with Vortex Publishing to produce the FEDHASA Pocket Paramedic. Aside from being an invaluable tool for local and international guests, the booklet will reach all sectors of the marketplace, providing life-saving information on: regional medical emergency numbers, anti hijacking and crime tips, safety tips while travelling, safety and self defence for women. For further information, email Claudette at [Claudette @ pocketparamedic.co.za](mailto:Claudette@pocketparamedic.co.za).

## **NEWS FOR SUPPLIERS**

It just gets better and better! Hits to the website have doubled and Greenstuff is ready to launch!

Best of all... we were invited to consult on two wonderful projects:

### **THE (GREEN) HOTEL SCHOOL - new campus project**



A new campus for a beautiful hotel school (based on a distinguished American model), with an adjoining guest house which will give students hands-on experience.

It is a "green" project and gave us the perfect opportunity to approach all our suppliers to identify appropriate eco-friendly equipment for the school and also build our green database.

### **POLANA HOTEL, Mozambique - major renovation**



This gracious historic *grande dame* is being restored back to her original 1922 splendour.

We were able to send the detailed tender documents to hundreds of Hotelstuff registered suppliers (in 15 minutes!) to give them the first opportunity to quote.

This saved the hotel's project team the tedious and enormously time-consuming task of sourcing equipment and suppliers and distributing tenders to individual suppliers.

We don't charge for these services. Our satisfaction comes from building credibility in the industry, enlisting new suppliers and keeping existing suppliers reassured that Hotelstuff is respected, used and valued by those in the know.

The website and Helpdesk continue to be constantly accessed by all the major hotel chains, independents, boutique hotels, hostels, trains, lodges... down to a little BnB starting from scratch.

## LET US KNOW ABOUT YOUR "GREEN" PRODUCTS

We will list these separately on Greenstuff, free of charge to subscribed suppliers.

### TRIVIA

#### WOT'S THIS....?

If you must know... the answer's below\*



#### Want luminous, humming night staff?

Coming soon, we're told, baseball caps embedded with solar panels to charge radios and iPods, whilst also glowing at night.



#### HOME MADE WIND POWER

And our very own Peter, "maaks 'n plan"!

Peter figured that since he lived in the windiest city on South Africa, wind energy was the obvious alternative to Eishkom. Nine months later he had a working permanent magnet generator in his back garden - home made. The generator had to fulfil the following design criteria:

An effective source of alternative power, allowing the generation of a portion of the electricity required for the household  
Constructed using only a drill press and band saw (although rotors needed industrial cutting), and avoiding high technology  
Small and light enough to be picked up and mounted by hand  
Made from readily available materials  
Items such as bearings and the shaft should be easily available and low cost  
Safe: i.e. if something failed or broke damage to property would be minimal  
Cheap, but sturdy enough to withstand a Northwest gale in Cape Town!

Man, you make us proud. Go, Peter!

For more know-how, email us at [info@hotelstuff.co.za](mailto:info@hotelstuff.co.za)



#### Sneakers from recycled waste?

Nike's Trash Talk shoe is made from scraps of waste from their factory floor, eco-friendly rubber, and safe dyes and come in a recycled cardboard box. Hey, Reuters! What about our Durbs car tyre takkies?



#### STEAM POWERED BATTERY CHARGER

When the guests are gone and the season's low... here's something to keep you busy for a bit.

If you are not yet ready to catch the solar era of eco-friendly gadgets, then try this out – a steam-powered battery charger that will give more meaning to the junk lying around in your home. The project makes use of a "Look Out" brand boiler from the 40s, a 6 HP steam engine from 1903 and a self-made magnetic alternator that uses all that steam to generate electricity to power your batteries.

This magnetic alternator charges a 48V battery bank at 120 rpm and at 200 rpm it generates 2000 Watts of power (ja, well fine), which is pretty good considering the hardware that is involved in the DIY. The best feature of the project is that it can maintain this level of power even with low grade dead wood. [www.otherpower.com/steamengine.shtml](http://www.otherpower.com/steamengine.shtml) for more detailed explanation of the DIY.



## A NAP HOTEL

Spotted in Stockholm..... IKEA offered tired shoppers a "sleep hotel" (Sovhotell) in one of the city's downtown shopping centres. After checking in at Sovhotell's front desk, guests were asked whether they normally sleep on their stomach, side or back, and were given a pillow to suit their personal sleeping style. Guests were welcome to snooze for 15 minutes, and were given eye masks and headphones with soothing soundscapes for a power nap. Inspiration came from Japanese capsule hotels and from the fact that footsore shoppers are occasionally found napping on beds in the shops! Gives new meaning to "bridal suite."



## INTERNET USE BY UK HOTEL GUESTS

The British Hotel Guest Survey 2008, researched and produced by BDRG, has just been released.

- + In 2008 - 64% of leisure travellers booked online - as opposed to just 4% in 2000.
- + In 2006 - 11% of respondents claimed to have used a wireless hotspot in a hotel - in 2008 this is up to 36%.
- + With 29% preferring to use the internet from their bedroom.
- + However leisure travellers still claim that broadband provision is not a top priority when booking a hotel (48%) and most agree they would opt for free access with low speed rather than pay for speed.
- + Now you know.

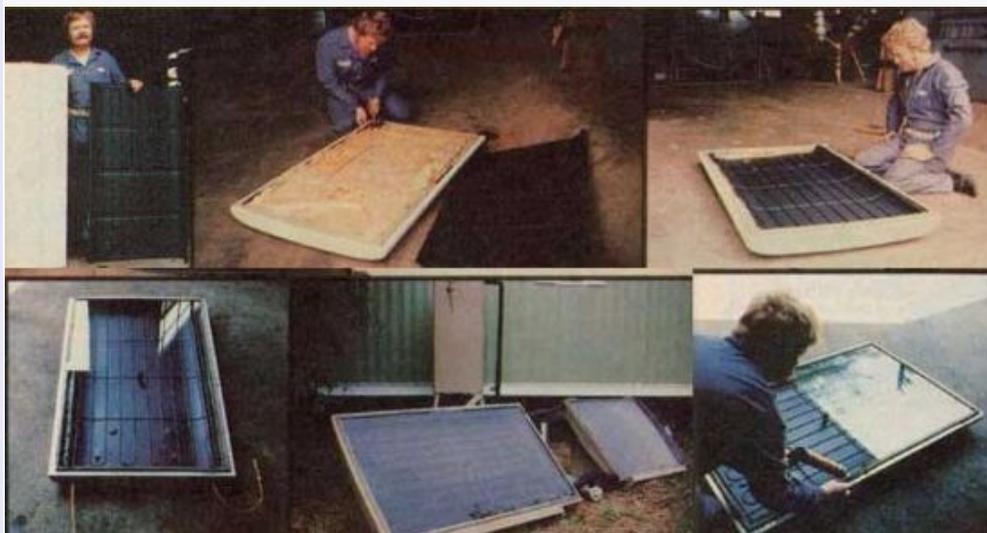
## SOLAR WATER HEATER FROM FRIDGE SCRAPS

And they just keep coming. Got to keep you busy this winter.

Here's the ultimate recycling solution. How's about building your own solar water heater from your old 'fridge. Dislodge the door of the refrigerator and remove the heat exchanger from the fridge and place it on the door, then attach the copper tubing from the refrigerator to it to extend the heat exchangers coils through the insulated wall.

The different parts are then fitted with stove bolts. Pieces of cardboards are used to cover the insulation. The heat exchanger and then the cardboard are colored with black paint. Two pieces of glass are fitted on the collector box and Bob's your uncle!

<http://hackedgadgets.com/2008/02/07/diy-solar-refrigerator-water-heater/>



## CONGRATS!

Two South African winners. The World Travel and Tourism Council (WTTC) announced the winners of the '2008 Tourism for Tomorrow Awards' at a gala ceremony, which served as a fitting finale to the eighth edition of the Global Travel and Tourism Summit in Dubai.

Congratulations to *Grootbos Nature Reserve* and *Fair Trade in Tourism* in South Africa.



**Hostex** 28 - 30 May 2008  
Hospitality & Catering Exhibition Cape Town International Convention Centre  
[www.hostexcape.co.za](http://www.hostexcape.co.za)

Organized by: **efo** **EXHIBITIONS FOR AFRICA**  
a division of SouthWest Exhibitions (Pty) Ltd

Come and visit us at our Stand H22

## LETTERS

Hi Lorraine,

Thank you for a wonderful newsletter. It is really helpful. I am looking forward to receiving information regarding recycling (as mentioned in your Christmas newsletter), as I try my best at home and wanted to assist our Environmental / Heritage campaign.

It is coming up time to plan our budgets for next financial year (July 2008 – June 2009) and I wanted some assistance in locating suppliers for various items. If possible the suppliers should be Gauteng based, to cut down on transport costs (and of course our carbon footprint).

Thanks and kind regards  
Alex Harris  
Hotel Manager

**MORULA CASINO & HOTEL  
SUN INTERNATIONAL**



Dear Lorraine

Thanks for introducing your great website to us. I have been confronted by many who want to want to contact quality suppliers, and been unable to do so. You have managed it and we will certainly link on to your site.

Being in Boggomsbaai (a little village near Mossel Bay) makes it difficult to stay up to date with the latest products. Our 4 and 5 star cottages can now move a step up the quality ladder and so will our famous Oystercatcher Trail.  
Kind Regards

Fred Orban  
**SANDPIPER SAFARIS**



**SHOOT!**

*You're good.  
In fact very good !!  
Need a full time job?*

*We'd have to change some of the photo's, but all of this could be mine for the low, low price of?*

*Also, to be absolutely clear on the green issue: we take requests for items to be made from reusable wood.....*

*Look forward to seeing your rates.*

*Regards  
Billy*

**CUSTOM FURNITURE**



Hi Lorraine

*Jean-Pierre went to Cilla Rose from Anchors Restaurant in Umhlanga Rocks KZN and she introduced your website to him to list his products.*

*He was most impressed with your site and so am I. We must congratulate you with your effort and your professional way of promoting things for the hospitality industry.*

*Looking forward to doing business with you. I personally know that this is great advertising.*

*Kind regards*

*Cindy*  
**COMPACT FURNITURE SOLUTIONS**



Hi,

We sourced the above information on [www.hotelstuff.co.za](http://www.hotelstuff.co.za).

Hotelstuff are also members of FEDHASA, and you would find their website most helpful.

Trust the above information helps.

Warm greetings,

Veronica Daniels  
**FEDHASA Inland**



Hi Lorraine

*Thank you so much. I appreciate your quick reply. Keep up the excellent work! You provide a wonderful service.*

*Regards  
Christell*  
**CHRISTELOU**

Dear Lorraine,

*I am just want to thank Hotelstuff for the extra business it has helped us generate after you featured our "No More Snags" knitted towels in one of your bulletins.*

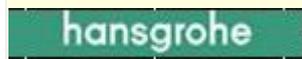
*Hotels are now aware that, aside from standard weights, we can knit a 620 gsm towel (to the delight of upper end establishments). Please also let your hoteliers know that we can tab the name and date on our towels to help them control towels coming back fro laundries.*

*Thanks again for your help.  
Kind regards,  
Len Levy,*  
**JENEV ENTERPRISES**

Hi Ant, (colleague at Hansgrohe)

I think this is an awesome website and a great idea for our product.

Peter Groenewald  
**HANSGROHE**



### **\*BOILED FINGERS?**

This is the startling new high-protein beverage our American friends found in their hotel room kettle. Three disgusting pink sausages embedded in a layer of congealed fat. They looked like the fingers of a drowned alien.

Terminally traumatised for the rest of the week, like kids, we collapsed in fits of giggles at plates of sausages on breakfast buffets. "What would you like to drink?" "Sausa-chino for me." "Saus-presso, here, please."



### **WHO ARE WE?**

Hotelstuff is an online directory of hospitality suppliers.

This service is FREE.

The Helpdesk 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!

Hotelstuff charges no commissions or fees for introductions or transactions between Buyers and Suppliers (Suppliers simply pay a once-off annual registration fee.)



**Hotelstuff**

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