

IN THIS ISSUE

GENERAL

- News in Brief
- New subscribers

NEWS FOR BUYERS

- Tendering
- Green News
- Green Rating

NEW AND REPEAT SUPPLIERS ON GREENSTUFF

NEW AND REPEAT SUPPLIERS ON HOTELSTUFF

NEWS FOR SUPPLIERS

- Greenstuff
- Green Certification
- Stay visible

TRIVIA

- There's a fly in my urinal

WHO ARE WE

- About Us

Hello from Hotelstuff

What happened to 2010?

The weeks and months just galloped past us and when we could finally breathe out, it was too late to get our Summer 2010 newsletter out!

We'll be sending a New Year note with announcements for 2011 in the next few days, but in the meantime here is the routine update of new subscribers to our Hotelstuff and many more who have renewed their subscriptions (some for up to 8 straight years!) Thank you!

Please remember that there are already hundreds of suppliers listed, these are just the new and renewed ones. We have split the listings into Hotelstuff (everyone) and Greenstuff (a free link for any green or eco-friendly product suppliers).

Welcome to the new subscribers and thank you to the long-standing, loyal companies for your continued faith in our services.

Your Green Queen,
Lorraine Jenks



NEWS FOR BUYERS

TENDERING

Please let us help you with large tenders. Just send us a spreadsheet with good specs and quantities and it takes us a few minutes to send it to as many appropriate suppliers as necessary. This could save you weeks of sourcing, phoning and reinventing the wheel.

If you want advice, give us a ring and we'll pop round to see you or help by email. If we visit, there will be a small fee for our time, but will save you plenty in the long run. We charge no commission on sales.

GREEN NEWS

The entire industry is striving to go green. We have been watching environmental issues and the evolution of eco-friendly products for 20 years. We have done the work for you. Use www.greenstuff.co.za or let us help you. Just shout!

GREEN RATING

It is so important for you to start applying for recognised green status. Tourists want to see it; even if you start with just one green star. Let us show you how to get started.

NEW and REPEAT SUPPLIERS on Greenstuff

Click on images below to view website



ADDICOM

Get rid of your ugly smelly urinal by upgrading and converting your existing water-wasting installation into an Addicom waterless urinal. Addicom waterless urinals have been installed in several hotels which are "going green".



ANKERDATA

Ankerdata (Pty) Ltd, is a leading provider of hospitality solutions in Southern Africa and Europe for POS, online ordering, reservations and online real time bookings.



B-EARTH INTERNATIONAL

B-earth specialise in the manufacturing of a unique paint similar to normal emulsion paint in terms of texture and physical characteristic. B-earth manufacture an environmentally paint featuring no metallic releases and low releases of Volatile Organic Compounds.



BEAN THERE

SA's first roaster of Certified Fairtrade coffee, committed to personally sourcing fair trade, organic, optimally roasted African coffee. Bean There's single origin, exclusive coffee sustains people today and the earth tomorrow.



BEAUTIFUL EARTH

Our hospitality range comes in a choice of two subtle fragrances: Serene and Sanctuary. Both of these are available in shampoo, conditioner, body wash, body lotion, bath salt and linen/room mist. The products come in standard sizes: 35ml, 50ml, and 200ml bottles.



CAESARSTONE

The first quartz surfacing company worldwide to carry global standard ISO 14001 certification for environmental protection in the industry. 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.



CIRO BEVERAGE SOLUTIONS

Ciro has a full range of beverage solutions to cater for our customers unique & different needs including premium imported coffees, espresso and filter beans, pods, vending solutions for freshly brewed tea and coffee and all the equipment you might need.



COBA MATTING

Coba Matting offers one of the largest matting choices in South Africa with effective products to suit many environments, especially involved in the hotel, bar and restaurant industry. Cobra Matting's walk off mat, manufactured from recycled car tyres was featured in our award winning house at Decorex.



DECOCRAFT

A relationship going back over 17 years. A national based company offering excellent service to leading hotels and smaller establishments with a huge range of crockery, glassware and cutlery; both luxury and standard.



DILMAH TEA

Dilmah is a very special tea, the first producer owned tea brand in the world; handpicked, perfected and packed at source. Dilmah Conservation is helping to protect our precious environment whilst promoting sustainability.



ECO WATT

A revolutionary wireless energy management solution; retrofit table and requiring no conducting or chasing of walls. Proudly South African.



ECONO-HEAT

Econo-Heat have been part of Hotelstuff/Greenstuff for a number of years and exhibited in our award-winning projects. Econo-Heat wall panel heater is an energy saving heater, believed to be the most economical in the world.



GREEN GLASS

The "friendliest glasses on earth" made from recycled bottles and dishwasher proof. Working from used shipping containers and uplifting local communities. Customised artwork, beadwork, colour offered.



GREEN POWER SYSTEMS

Evacuated tube solar water heating aims to heat water for hospitality industry. Ideal for heating large volumes of water for pool, domestic hot water and under-floor heating. Light and attractive; can be installed from 20 to 90 degrees.



GROW A TREE

A wonderful novel idea, Grow a tree is a starter pack, that teaches you to grow a tree from a seed. Grow a tree from a seed and one day plant it in a community area, come back 20 years later for a hug and a hello! What better gift to give than one that gives back.



HAPPY WATER

South African based purified water systems. Onsite bottling systems, 250 or 750 ml glass bottles, still or sparkling delivered, bottles returned. 3M/CUNNO water filtration and treatment systems using Happy Water Concentrate to enrich and mineralise lifeless purified water.



INSYNCH

Conventional and natural building green design consultants also offering renewable energy installations. Waste water management and treatment. DIY eco living and building courses run near Lanseria in Gauteng.



ITALIAN LIFESTYLE

Italian Lifestyle is the sole importer and distributor of well known Italian brands - Saeco, Ecaffe, Caffitaly, Baristaclub Lattemento, Aerolatte, Bugatti. Italian Lifestyle s equipment and accessories are suitable for domestic, corporate and hospitality industries.



LATEX COLLECTION

Top of the range natural latex pillows, mattresses and beds. No allergens, and no petrochemical components. Extremely durable.



LOCKWISE GROUP

30 years of experience supplying high quality minibars, safes, card locks and hair dryers to millions of hotel rooms worldwide.



MATCHLESS CANDLES

Matchless Candles are importers and distributors of heat, wax and flame free rechargeable T-light candles and lamps. Our products are a cost effective, efficient and easy way of bringing light to tables. The fact that they are wind resistant makes them the ideal choice for outdoor use.



MIKO/PURO COFFEE

Miko a Fairtrade international coffee, roasting and processing coffee products and producing top quality packaging and filter coffee systems. Miko specialise in supplying the tourism industry and also supply a large number of golf clubs, restaurants and offices. Miko South Africa's full range of equipment is available with Puro branding.



OZONE SERVICES

Ozone Services Industries supplies turn key systems for water and air purification and for treating waste and sewage. Technologies applied, other than ozone, are photo catalytic titanium dioxide and anions for air treatment and ultraviolet systems for air and water treatment. Applications include industrial water purification, bottling plants, smoke removal, hotel room deodorising, home and office air and water treatment, sewage treatment, garbage and waste areas deodorising and sanitising.



SERVEST OFFICE PLANTS

Servest Office Plants have a remarkable range of designer containers and plants which can be rented , purchased and professionally maintained. They also offer a wide range of silk and fresh flowers , as well as doing short term hires for special events and exhibitions.



SIMMONS

Original pocketed coil beds which mould to the body shape. Durability especially developed for hospitality industry.



SLEEPKO MANUFACTURING

Optimal sleep comfort with pure down duvets encased in pure cotton. Feathers from geese and ducks. Unique customised or high volume production, also offering an excellent cleaning, resizing or recovering service.



STYLE LIMITED

Green flooring products transforming sustainable raw timbers into hard and dense material that looks good and is one of the most durable options on the market.



TECHNOSWISS

Sole agents of the finest French & Swiss wall-mounted & drawer-mounted hairdryers, magnifying mirrors, hand-dryers and insect killing devices and repellents. All their products have stylish French or Swiss design and are made from top quality materials that save money in the long term. All carry guarantees.



WINTEC SOLUTIONS

We supply retail, corporate, and businesses around Africa with the ability to charge their electronic accessories. Anywhere, Anytime...we are the ultimate in worldwide power solutions for technology that travels!



WINTERHALTER

Wide range of catering and hospitality front loading glass washers, dishwashers, pass through dishwashers, utensil, single tank rack, multi-tank, flight type and water treatment equipment. Highly energy and water efficient.

NEW and REPEAT SUPPLIERS on Hotelstuff

Click on images below to view website



ACTIVE LIFESTYLE SOLUTIONS

Elegant and innovative fitness solutions with a team to help clients design, plan and maintain their fitness facilities.



BUFFET-WORLD

A new specialist company for high end buffet equipment sourced locally and internationally and servicing African and Indian Ocean Island venues.



DECOWORX

Decoworx are the proud supplier of top quality dinnerware, glassware, cutlery and buffetware as well as kitchen smalls and equipment. Decoworx supply world-class brands to the Hospitality Industry.



DELTA NETS

Providing top quality mosquito nets to supply all market sectors, from the standard net, to catering for individual needs, all at an affordable price and which are easy to hang, fully washable in various sizes, designs and colours.



DOMETIC

World leaders in design and production of the most energy efficient and stylish absorption minibars. Choose among mechanical and electronic safes, with or without display. Also specialists in room safes.



FORTIS

One of the original subscribers to Hotelstuff, Fortis remain committed to world class products, hands-on management and proven reliability for all you crockery, cutlery and glassware needs.



GERBER FRESH

Specialist fresh food processing equipment for fruit and vegetables; juice extractors and bar blenders; products which have been used for nearly 100 years by top chefs.



GLODINA

Glodina are the leading manufacturer of towelling products in South Africa and have been a household name for over 50 years proudly supplying the best in the hospitality industry. Glodina Marathon towels can be found in most top hotels in South Africa.



KURGAN KENNAN

Kurgan Kenai manufactures a wide range of products for the hospitality industry, including: Menu covers, wine lists, bill holders, in room folders, desk accessories, leather clad furniture, travel accessories and over 300 different style of corporate gifts, all of which can be personalised with your logo.



LEAD LAUNDRY AND CATERING

Long-standing subscribers with a very busy page. Suppliers of Speed Queen, Birbau, Unimac, JH Weir, BMM Weston, Lavatec and Fagor. Full back of hour service including dry cleaning. In addition, kitchen design, supply and turnkey installations.



MANTELLI'S

Mantelli's was established in 1988 and is a leading manufacturer of individually wrapped premium biscuits for retail, food service and hospitality industries. Mantelli's understands the market and more importantly their customers!



NUMATIC INTERNATIONAL

Numatic International are major manufacturer of commercial cleaning equipment, continually expanding its sales worldwide over the past twenty years and covering almost every aspect of industry and commerce be it, home, hospital, hotel, school, airport, office or restaurant.



ONEPOINTZERO

Award winning, turnkey and bespoke design with exceptional quality and skilled craftsmanship.



OUTDOOR LIFESTYLE

Contemporary outdoor furniture, ergonomically designed for ultimate comfort; practical and easy to maintain and store.



SEALY

World's top selling premium bed, with a range especially developed for the hotel industry.



SINK MASTER

Sinkmaster South Africa nationally distributes a full range of quality Commercial and Domestic Food Waste Disposers, that will meet any application be it the smallest domestic need to the larger restaurant/hospital/commercial application.



SYCRO DISTRIBUTION

Another original supporter of our service, Michael continues to supply the industry with a range of sometimes difficult to find items. Sycro was established in 1998 and has supplied the hospitality industry since then with specialised products, priding themselves in delivering quality service and attention to specific requirements.



WL COLE

Renewing for another year, one of Hotelstuff's original, loyal subscribers and a 20 year working relationship. WL Cole are suppliers of bed & table linen, uniforms, chefs & bedroom staff, as well as catering smalls, glassware, crockery and cutlery. They have our own in house factory and can therefore manufacture to any specific size.

GREENSTUFF

If you're not already on www.greenstuff.co.za, why not? What have you got that is eco-friendly: one product, part of a product or the process that is green? Greenstuff subscribers are invited to participate in our Greenstuff Hotel and Green Houses that we're building at Hostex and Decorex.

GREEN CERTIFICATION

The imported brands on the Greenstuff website have international accreditation. South Africa is way behind in this field and up to now, there have been no bodies with the authority to award these. If your products are manufactured locally and you would like official green certification, we will give you advice. Shout if you want us to tell you what you need to do.

STAY VISIBLE

With the economy the way it is, hotels are looking for alternatives and you need to be out there; visible on Hotelstuff, and wherever possible, green. Guests are expecting it.

TRIVIA - Complete and utter Trivia

THERE'S A FLY IN MY URINAL

A pair of images showing a urinal with a fake fly etched into the porcelain is doing the rounds. The images are accompanied by this caption: In Amsterdam, the tile under Schiphol's urinals would pass inspection in an operating room. But nobody notices.

What everybody does notice is that each urinal has a fly in it. Look harder, and the fly turns into the black outline of a fly, etched into the porcelain.

It improves the aim. If a man sees a fly, he aims at it. Fly-in-urinal research found that etchings reduce spillage by 80%. It gives a guy something to think about. That's the perfect example of process control.

Apparently this is true. Schiphol Airport in Amsterdam does sport fly urinals.



Please keep an eye on www.greenstuff.co.za to find new products and tell your colleagues about Greenstuff.

It's all about networking and sharing.

Help us grow this database for the benefit of all.

Hamba khale. Sala khale. And live harmlessly.



WHO ARE WE?

Hotelstuff is an online Directory of Suppliers and Services for hotels.

This service is 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!

Greenstuff is a division of Hotelstuff that identifies and lists only eco-friendly products supplied by the companies listed on Hotelstuff.



Both services are free. 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 - free (takes us just a few minutes!) They will then quote direct to you. No middle-man.

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

Email: info@hotelstuff.co.za

Cellphone: 082 900 0929 ; Sharecall: 0860 272 272