

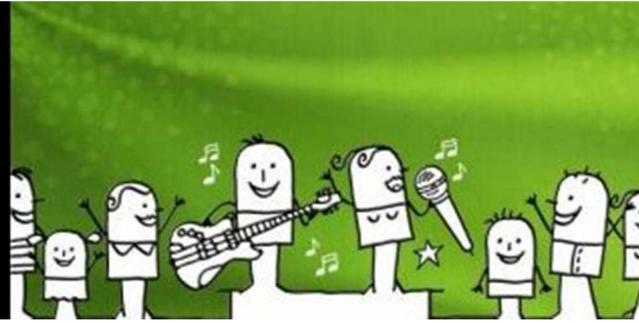
www.**Hotelstuff**.co.za

FREE ONLINE DIRECTORY OF SUPPLIERS

www.**Greenstuff**.co.za

ECO FRIENDLY PRODUCTS FOR HOTELS

10
YEARS



Wishing everyone a wonderful Holiday Season.
Here's a brilliant way to make it a Green Xmas & save electricity!
More on Energy, Water and Waste at the end.

Greetings from the Green Team

Hotelstuff and Greenstuff Newsletter

Xmas 2011

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NEW AND REPEAT SUPPLIERS ON GREENSTUFF

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TRIVIA

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Hello from Hotelstuff

2011 was our tenth anniversary. Yaaaay!

Hotelstuff was launched ten years ago, and the Greenstuff link, seven years later. We've been so busy that we didn't get round to the usual anniversary hoopla and forgot to mention it until last month!

However, we were not going to be let off the hook. The industry gave us the absolute best reason to celebrate when Lorraine won the FEDHASA Chairman's award at the Imvelo Responsible Tourism ceremony at Sandton Sun last month. Congratulations to Hotelstuff/Greenstuff and our wonderful team and congratulations to all the hoteliers and suppliers who made it possible. What a perfect way to celebrate ten years. The honours go to all of us.

When Sue, Dorothy, Tahnya and I look back over 2011 we can't believe what we've achieved. Most of the events weren't planned - the events seem to find us and each time we square our shoulders, gird our loins (if girls can do that?) and go for it. Then we vow, never again - until the next time!

You see, we love what we do.

We wake every morning looking forward to the day; looking forward to dealing with our network and with the Greenies because Greenies are such nice people to work with. We work from anywhere and everywhere, with our laptops joined at the hip, often seven days a week.

Just have a look at this year - all for the benefit of our subscribers and to change the mindsets of hoteliers and everyone else.

In between we consulted to hotels, interior designers, students, chefs and anyone who would listen. Not to mention surviving a divorce, web hackers and a hip replacement. (Those calm demeanours, darling, are in fact catatonic hysteria!)

We wish you a lovely Xmas and may 2012 bring us lots of rich and happy tourists.

Lorraine and the Green Team

WHAT WE'VE BEEN UP TO - PICTURE GALLERY



HOSTEX, SANDTON -
We built and furnished a complete 90 sq.m. mock Eco Green Hotel, furnished with only eco products which were supplied by subscribers to Hotelstuff/Greenstuff



TOURISM INDABA, DURBAN -
Exclusive breakaway workshop organized by us for the exhibitors at the exhibition. Attended by top hotel groups, lodges, government officials, guest houses, etc.



GRAND DESIGNS, COCA COLA DOME -
Furnished the House of the Future with "greener" furniture and hosted a panel discussion on 'going green' in the BBC Lifestyle Theatre



ESKOM / HOTELSTUFF WORKSHOP, DURBAN -
Workshop on going green for 100 hoteliers who are hosting the COP 17 delegates



ESKOM / HOTELSTUFF WORKSHOP, CAPE TOWN -
Workshop for 90 hoteliers on going green



GREEN BUILDING COUNCIL, CAPE TOWN -
Exhibition stand with graphic display of products



DECOREX, JOHANNESBURG -
Exhibition stand and Lorraine addressed Theatre of Dreams audience



DECOREX, CAPE TOWN -
Exhibition stand



FACILITIES MANAGEMENT, JOHANNESBURG -
Exhibition stand and Lorraine addressed audience on "How to green" your facilities management and services



GETAWAY CONFERENCE, COCA COLA DOME -
Two day conference on tourism in South Africa. Lorraine gave presentation on greening the tourism industry



WASTE IN BUSINESS SEMINAR, EMPEROR'S PALACE, JHB -
Lorraine gave a presentation on Waste management in tourism



GREEN EXPO, CAPE TOWN -
Exhibition stand



Eddie Khoza, Chairman of FEDHASA presents Lorraine with the award



Other winners at Imvelo Responsible Tourism Awards function. All details on FEDHASA website

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 a waterless urinal. The EcoSmellstop system pays for itself within month! This phenomenally short pay-back period is achieved by 100% water saving and 95% reduction in maintenance! Addicom waterless urinals have been installed in several hotels in South Africa.



AFRICAN QUEEN STUDIO

African Queen Studio uses nature and our rich heritage for inspiration, to create totally unique and bespoke products. Jacaranda seedpods are collected by local residents, then cleaned and painted in their workshop in McGregor, before being strung into exciting, exquisite handmade chandeliers.



BLOUBLOMMETJIESKLOOF

Bloublommetjieskloof manufacture, on a biodynamic farm, a wide range of organic cleaning solutions & guest amenities. All ingredients are grown on the farm and are strictly 100% natural. Perfect for guests are Bloublommetjieskloof 30ml hand soap & 50g soap made from amongst other ingredients, wild rosemary & wild sage.



CAESARSTONE

CaesarStone, an exceptional product of beauty, strength and durability is manufactured from quartz. CaesarStone is perfectly suited to the rigours of the hospitality industry, being the world's first company to use quartz, one of nature's hardest materials. CaesarStone quartz surfaces are the ultimate combination of nature and technology.



COBA MATTING

Coba Matting offers one of the largest product ranges of its type in South Africa from doormats, bar mats, ramp mats to entrance matting systems. Coba Matting produce a very popular Enviro-mat, using 100% recycled materials, recycled plastic bottles and tyres.



GREEN HOME

Green Home is a leading biodegradable food packaging supplier. Green Home offer a comprehensive range of products from plates, cups, bowls, knives, forks, bags, coffee stirrers to serviettes and toilet paper, etc. All products are made from natural and renewable resources and are 100% biodegradable and compostable.



MAGNASTRUCT

Mineral based building board that can be used for ceilings, partitioning, cladding, eaves and many more. Magna board is a mineral based green and eco-friendly building product otherwise known as MgO board or Magnesium Oxide board. It is homogeneous with no delamination. It is virtually impervious to fire, water, insects, mould & mildew; is non-toxic, non-flammable and non-combustible and maintains its dimensional stability even when wet.



MANTELLI'S

Mantelli's is a leading manufacturer of individually wrapped premium biscuits for retail, food service & hospitality industries. Mantelli's understand the market and more importantly they understand their customers! Mantelli's, who have been leaders in the industry for the past 22 years, manufacture top quality cookies, biscuits & shortbreads.



NUMATIC INTERNATIONAL

Numatic International, suppliers of a complete range of cleaning equipment from vacuum cleaners to hotel trolleys. Numatic International's AutoSave system is unique and provides for a simple effective and common sense approach towards achieving savings of up to 50% on energy consumption.



POWERKISS

PowerKiss, wire-free charging system, combines two products (the Heart and the Ring) to create wire-free cell phone, I-pad and I-tab charging. The Heart is integrated into any piece of furniture, and the Ring is plugged into any phone, they meet on the desk or counter to charge wire-free. It can charge 2 phones at a time and switches off when device is fully charged and thus saves on electricity. It's a universal charger, one charger for all phones, with no need for all the wires. Follow the link or chat to them for more details.



SIMMONS

Simmons remains the preferred supplier of beds to the hospitality industry. The original manufacturers of the inventors of the pocketed coiled bed and "Do Not Disturb" mattress.



TECHNILAMP

Technilamp is South Africa's leading supplier of ultraviolet lighting and infrared lighting technology. Technilamp supply a range of zone & patio heaters. The company, formed 30 years ago, has been and continues to be the exclusive supplier of the Philips range of ultraviolet and infrared lighting in South Africa.

NEW and REPEAT SUPPLIERS on Hotelstuff

Click on images below to view website



BRITEFIRE

A digital strategy and marketing firm. We help companies excel worldwide in e-business, online marketing and web project management through consultation, development, implementation and training services.



CANDID BABY

Essential equipment for all family-friendly restaurants and dining rooms, the HandiSitt baby seat is a space saving and efficient seating solution providing comfortable and safe seating for small guests. Candid Baby are also the suppliers of vertical and horizontal baby changing stations and child protection seat.



CUSTOM DESIGNS

Custom Designs have been making solid wood furniture for 25 years, specifically for the hospitality trade. The range includes luggage racks, butlers' trays, wooden menu covers, towel ladders and much more. A new introduction are the very stylish wooden recycling bins.



GLODINA

Glodina has been a household name for over 50 years, not only to top retailers, but also as a respected supplier to the hospitality industry. Glodina have been proudly supplying the best in the hospitality industry for many years and the Glodina Marathon Snag Proof towels can be found in most top hotels in South Africa as well as in many top hotels in other parts of the world.



KROST OFFICE PRODUCTS

We are suppliers to the major hotel chains in Southern Africa. Our products are used to enhance the environment of any office, hotel or restaurant. Ergonomics and comfort of use is a vital aspect of our designs. A range of metal, wood, leather and plastic office accessories to suite your office and definitely your style. Our products give any office the "wow factor".



LEAD LAUNDRY AND CATERING

Suppliers of laundry equipment in South Africa, with sole agencies for international brands such as Speed Queen, Girbau, Unimac, Jensen, Tullis, Ilsa and Fagor. Our products range in application from those used in coin operated commercial laundries to sophisticated tunnel washers found in the world's largest industrial laundries. Also offer comprehensive kitchen design and project management service. The only dry cleaning equipment supplier with a national infrastructure incorporating full service and sales functions.



LUMOSS

One of Lumoss Mouldings' core beliefs is that a company's logo is very often the only face by which consumers will recognize them. Thus it is that with the highest attention to detail they manufacture and brand every one of their vast variety of products. From the well-loved Frisbee and Water Bottle to selected custom made items, the list is as diverse as it is unique. Their versatile operation is best summed up by MD/CEO and owner Julia Mack, "If there's an idea, any idea, in a client's mind, we have a product to bring it to life. And if we don't, we'll create something new. Imagination is the only constraint."

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.



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