

## Hello from Hotelstuff

I can't believe how many people haven't been to the Mountain Zebra National Park, or even heard of it! It is stunning... absolutely stunning!

On my way back from our workshops in East London and PE, I took some sho't-lefts to unwind and refresh.

Spent a couple of nights in Addo Elephant Park which was delightful and predictable. One particular scene could have been Jurassic - with great lumbering pachyderms dotted about the landscape like a scattered herd (parade?) of Brachiosaurus as far as the eye could see.

But by comparison, Mountain Zebra Park was such a surprise! Vast, open vistas and in the far, far distance, tiers of mountain ranges fading from navy to mauve to baby blue.

On my last day, I saw a black thunder storm approaching from the north, so I threw a quick U'ie and zig-zagged my way up the switchbacks to the top of the mountain, turned off the engine, opened all the windows, poured coffee and sat back. A carload of Germans stopped to ask if I was OK - and had I seen the lightening - and wasn't I scared? Never been happier, I told them. They sped off, shaking their heads and leaving me alone to have the experience of a lifetime... a clear 360 degree view at 1957m above sea level with not a pole, wire, car or house in sight; watching the storm creep up from the horizon, across the valley, up the mountain, swirl around the car, move down into the opposite valley and then swing back and finally recede over the horizon with a last spectacular rainbow - all for me - to say 'bye. Man, I love this country!



Lorraine Jenks



## What We've Been Up To

### Eskom and Hotelstuff/Greenstuff Workshop - EAST LONDON

Last year we ran our Eskom-collaborated workshops in Durban and Cape Town and last month we ran one at the International Convention Centre in East London and another at the Radisson Blu in Port Elizabeth. We want to live there, because it is so sleepy and so friendly. But after an overnight stop in Port Alfred, on our way to PE, we wanted to live there too.

### Eskom and Hotelstuff/Greenstuff Workshop - PORT ELIZABETH

Two days later, we ran our workshop at the Radisson Blu Hotel in Port Elizabeth, which was one of our best workshops to date. We had a full house of delegates; all hospitality owners and managers from the area. Eskom explained their rebate and incentive schemes and along with a group of our associates, Hotelstuff/Greenstuff addressed climate change, water and waste and we explained green management, operations and procurement. You have no idea how rewarding it is for me to see an audience full of people who "get it", people who gobble up the information and note the tips. I reckon tourism is driving the green evolution in South Africa.

Next on our nationwide road show will be **Limpopo** and **Mpumalanga** and more regions later. Details in next newsletter. If you'd like join us, drop a note to [exhibit@hotelstuff.co.za](mailto:exhibit@hotelstuff.co.za) and we'll send you an invite.



Eskom and Hotelstuff/Greenstuff Workshop - East London International Convention Centre



Lebo Nkopane, Danielle Sutherland (both Eskom), Lorraine Jenks, Sue Vallance (both Hotelstuff/Greenstuff) and Gary Dysel (Eskom)



Eskom and Hotelstuff/Greenstuff Workshop - Radisson Blu Hotel PE - full house



The Little Green Queen speaks



Delegates chatting to suppliers during breaks



The view from our hotel rooms. Floor to ceiling windows. I don't think surfers sleep.



Sue with a luminous glow-in-the-dark celebration cocktail.



Happiness is: a car, a laptop, an iPod, binocs, flask of coffee... and the open road!

## Upcoming Events

These are our next two major events. Tourism Indaba in Durban (where we will have a stand and our Hotelstuff/Greenstuff breakaway workshop on 'How to Go Green') and our usual exhibition stand at Hostex in Cape Town. They overlap, and getting the girls from Cape Town to Durban, me and Debbie from Jhb, then half of us to Cape Town and one back to Durban to get the car back to Jozie - is like trying to get a goat, a lion and a cabbage across a river, allowing only two in the boat at a time without them eating each other.

### INDABA

12 - 15 May 2012 - Durban - Inkosi Albert Luthuli International Convention Centre  
Exhibition stand AND exclusive Hotelstuff/Greenstuff Breakaway Workshop



**Exhibit:** Our usual stand in the Main Hall: ICCRO13

**Workshop:** 13th May - Meeting Room Number 21 AAA

The workshop is a repeat of the very well attended workshop we ran last year, where we gave presentations on 'How to Go Green', with presentations by experts on energy, water, waste, green management, operations and procurement.

### HOSTEX

15 - 17 May 2012 - Cape Town International Convention Centre (yes, they overlap!)



**Exhibit:** Our usual exhibition stand with a live power point presentation of exclusively selected subscriber products. Stand A18.

## New and Repeat Suppliers



### 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.



### ASSA ABLOY

Assa Abloy has been active within the South African security and hospitality industry for more than 30 years. Assa Abloy's team are well known for the absolute commitment to customer service and back-up, providing a range of products from mechanical locks, hand dryers, hair dryers, mini bar fridges, key cards to safes.



### BARNO

Barno manufactures to specification in genuine leather, synthetic leather (PU) and PVC vinyl such items as Directory of Service, Do Not Disturb signs, menus, bill folders, conference blotters, airport collection folders, wine lists, telephone notepad holders, and banners etc. Enquire about their eco-friendly leather range.



### BEAUTY FIRES

Professionally balancing convenience and aesthetics with the latest trends in heating, Beauty Fires offers an extensive range of non-vented fireplaces (ethanol or gas), as well as design improvements on the traditional wood fireplaces - in one convenient location. Beauty Fires not only serve residential units, but also closely collaborate with property developers, builders, architects and interior designers.



### BUFFET-WORLD

Buffet-World is a specialist company that concentrates on supplying unique and high-end buffet equipment to the hospitality industry. Whether the buffet is a straight forward hotel breakfast, exotic sea food beach buffet, wedding or company function why not impress your guests and serve food in the most attractive way possible.



### CANDID BABY

Koala Baby Changing Stations help mothers and fathers cleanly and safely care for their babies away from home. Designed to be sanitary and durable, both vertical and horizontal versions easily install in men's and women's public restrooms. Designed to mount on the wall of a public bathroom stall, vanity sink area, or dressing room, the Koala Bear Kare Child Protection Seat offers customers a much safer and more sanitary alternative to leaving a child unattended or putting their baby on the floor.



### DECOCRAFT

Decocraft was founded 20 years ago and has evolved into one of the country's premier "one stop" caterware suppliers. They represent world-class brands, some on an exclusive basis, of top quality dinnerware, glassware, cutlery and buffetware as well as kitchen smalls and equipment.



### EARTH PROBIOTIC

Earth Probiotic helps households and businesses recycle their food-waste into probiotic soil enriching fertiliser and compost. Earth Probiotic sells domestic bokashi food digesters for homes and uses probiotic fermentation technology to help businesses recycle their food-waste.



### ECO FURNITURE DESIGN

Eco Furniture Design welcomes you to a world of fabulous decor and design! Eco Furniture can design and custom make each item to fit your space and style perfectly. Their furniture is made from reclaimed and sustainable timber and they are as passionate about their furniture as they are about the environment. Let Eco Furniture Design plan your custom furniture piece!



### ECO-BIN

The unique patented Eco-bin is South Africa's first outdoor separation-at-source receptacle. Boasting four individual compartments for recycling (plastic/polystyrene, glass/cans, paper/cardboard and either e-Waste or wet waste), as well as a chute for cigarette butts, the Eco-bin is a catalyst in the recycling campaign to reduce waste at landfills and empower social upliftment.



### GAIA ORGANICS

Much sought after by exclusive lodges, guest houses and boutique hotels, this superior guest amenities range is a truly South African product, with formulations designed not only for our market, but internationally accepted and embraced. Our GAIA products aren't factory produced or mass distributed, but carefully and lovingly hand-crafted.



### H2O INTERNATIONAL

Known as Southern Africa's leading water and air purification company, H2O International has become a household name to those who require clean, pure water and air. H2O International SA's range includes not only water purifiers, but also hot and cold water dispensers, air purifiers, ice machines, coffee machines and food-waste disposers.



### HOT BOX

Your Hot Box will not only save on your electricity/gas bills, it will also ensure much healthier and nutritious meals. Not only that, but you will not have to keep watching the stove - so it will save you time as well! Plus you will be helping to save the environment. Using your Hot Box just two to three times a week will result in a significant reduction in carbon emissions thereby helping to save our world, one delicious meal at a time. How much easier could it be! And the best part? You will recoup the cost of your Hot Box in just one month if you use it two to three times a week - your energy bill will be that much lower!



### HYGLVIT

HYGLvit provides cleaning and sanitise services using the latest technology of "saturated dry steam". The service offered by HYGLvit is a complete floor to ceiling hygiene sanitise process, without the move or dispose of any materials and ready to be re-used within minutes.



### INSPIRING WATER

Farm fresh mineral water from the mountains of the Western Cape. Shipped to you in refillable PET bottles and labelled with your choice of artwork (perfect for promotions, weddings, etc.)



### KURGAN KENANI LEATHER

Welcome back on board to Kurgan Kenani who manufacture a very 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. Kurgan Kenani supply many of the leading hotels, restaurants and guest houses with their leather product needs, throughout Southern Africa.



### LEMNIS LIGHTING

Suppliers of quality Pharox LED lighting solutions. Lemnis Lighting puts sustainability at the centre of the design process and develops innovations that help consumers, companies and policy makers to combat energy consumption and carbon emissions by replacing traditional lighting with LED technology.



### NATURAL PACK

Natural Pack are Wholesale Distributors of 100% Biodegradable and Compostable Packaging Solutions. All products are made from renewable resources with no harmful binding agents or chemical additives & are engineered to be 100% Biodegradable and Compostable within 90 days after use. Products include a wide range from an assortment of cutlery, drinking cups, and thermal insulated coffee cups and biodegradable PLA lids.



### ORANGE TREE FURNITURE

This exclusive range of furniture, branded under the name of Orange Tree Furniture, is created from redundant citrus trees that are cleared for the re-establishment of new orchards. The wood is an excellent hardwood and, in its raw state, reflects the character of its productive cycle. The recycling of this beautiful wood makes the furniture a sustainable green product.



### PERFECT PLACES

Erwin van der Weerd is a forward-thinking Architect specialising in using organic & alternative building materials to create modular dream homes using only sustainable building solutions to lessen our impact on nature. Architect for the internationally acclaimed Hemp House, which was designed and built using only hemp products for most of the construction and decor in Noordhoek.



### RENOVA

Renova is the brand for the Sexiest Paper on Earth. Not just the worldwide famous Black Toilet Tissue, but a complete range of products passionately designed to support your personal joy. Being it an exclusive black roll, a fashionable red paper napkin or a cool mint tissue handkerchief, we kindly invite you to browse over some of our blissful ideas.



### REPELLO

Repello SA are constantly striving to provide you, the customer, with the best possible natural, non-toxic, products to protect your family, your home, your pets and farm animals against unwanted and irritating pests.



### RODLIN

Rodlin continue to supply top quality conferencing and banqueting furniture; constantly expanding and improving their range of products.



### SLEEPING COUCH & SOFA

Sleeping Couch have designed a simple, quick and sturdy pull-out sleeper couch or sofa bed specifically developed for use in hotels, guest houses, B&B's and lodges. They are manufactured in a wide range of beautiful styles to be covered in fabrics of your choice.



### SPECIFURN

Specifurn are providers of high quality, ergonomically superior furniture that lends excellence in design and affordably to any space. Be it for conference & banqueting, office, educational or restaurant and bar purposes. Specifurn is the specialist solution.



### SPLICE BOTANICAL LABORATORY

Splice Botanical Laboratory supply a number of boutique stores, hotels, game lodges and guest houses with guest amenities. Splice believes in protecting and conserving the environment. Absolutely no petroleum based ingredients are used. A wide range of products, from bath oils, hand & body lotion, foaming bath milk, glycerine soap, liquid soap, room perfume, bath salts, healing foot balm, body scrubs and gorgeous aromatic candles are available. Splice Botanical Laboratory manufactures 200ml, 375ml and 500ml bottles as well as 50ml and 30ml containers for the hotel industry.



### SYCRO

Sycro Distributors, established in 1998, have supplied the hospitality industry with specialised, quality products at competitive prices since then to over 300 establishments throughout South Africa & Africa. From table Lighting, Parasols/Umbrellas, Book/Box Matches, Spirit Gel, shatter proof polycarbonate serveware etc. to mini kettles, Sycro pride themselves on delivering quality service & attention to specific requirements.



### TASOL

Tasol focuses on two main solar power categories: Thermal systems (solar water heating) and Photovoltaic systems. Specialising in solar water heating systems such as solar geysers, retrofit geysers, heat pumps and hybrid systems, Tasol supply affordable, accessible and energy efficient solutions.





### TCS HYGIENE

Quality washroom supplies: triple green paper, towel dispensers, sanitary servicing, deep cleansing, hand dryers, air fresheners, medical dispensers, air and water ozonators and out door cleaning equipment. Offering rental, outright purchasing, manufacturing and advice.



### TOWEL & LINEN DISTRIBUTORS

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. We have an extensive range of towels, gowns, blankets, bed linen and table linen. From the finest percale to the most durable polycotton, you make one call and we'll supply it all.



### TRIPLE ORANGE

Triple Orange is committed to becoming the most trusted brand of authentic, safe, and environmentally-responsible products for a healthy home & work place. Every time you use a Triple Orange product you are making a difference by saving natural resources, reducing pollution and keeping toxic chemicals out of the environment.



## Trivia - Complete and utter Trivia

### NEW IDEAS

How clever is this? Store your sheets and duvet covers inside a matching pillowcase.



Pack shoes inside the free shower cap!



How DO you fold a fitted sheet? This manoeuvre must have been figured out by a Japanese Origami artist or Chinese contortionist. Sorry for you, I'm afraid, life's too short for linen callisthenics. I just scrumple mine into a ball and stuff it in a corner.



HAPPY EASTER !



## 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 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](http://www.hotelstuff.co.za) or [www.greenstuff.co.za](http://www.greenstuff.co.za) for more information or drop us a line and request an introduction letter at [info@hotelstuff.co.za](mailto:info@hotelstuff.co.za).



## Our Awards



2011 Winner  
Invelo Responsible Tourism  
Chairman's Award



2010 Winner  
Best Overall Stand  
Decorex Johannesburg

decorex 10

2010 Winner  
Excellence award  
Decorex Cape Town

decorex 10

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