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## Hello from Hotelstuff

We didn't notice winter. It sped by in a blur of projects, exhibitions and engagements and by the time we got round to sending our Winter newsletter - Spring had suddenly sprung! And now we have more news than we know what to do with.

So, this newsletter is a quick summary of events and the list of new and renewed subscriptions to our Hotelstuff website. We will save our really big news for a separate Newsletter.

Here are some of the things we have been doing on your behalf:

- UN Environmental Program NATIONAL CLEANER PRODUCTION and ECO LABELLING training completed by Lorraine and Richard.
- TOURISM INDABA, Durban - Presentation on Greening Tourism Destinations
- GREEN DRINKS INTERNATIONAL, Cape Town Chapter - Guest speaker
- FEDHASA, Cape Town - Guest speaker
- CITY OF CAPE TOWN, RESPONSIBLE TOURISM CHARTER - Guest speaker
- THE BUSINESS NETWORK, Cape Town - Guest speaker
- SANDTON TOWERS INTERCONTINENTAL HOTEL - Green Procurement Workshop
- INDABA HOTEL, Sandton - Green Procurement workshop
- FANCOURT HOTEL AND GOLF ESTATE - Going Green consultation
- INANDA CLUB - Green Procurement consultation
- NEW GREEN HOTEL in Johannesburg - pre-concept consultation
- SANDTON SUN HOTEL - Green Procurement Workshop
- COUNT LABIA'S PALACE MUSEUM, Muizenberg - Consultation on Green Refurbishment

Lots of lovely news about our Green Home Projects and Exhibitions coming soon.

Have a look at some great new subscribers below and many others who have signed up for another year. Welcome and thank you!

Your Green Queen,  
**Lorraine Jenks**



### 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 <http://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 PRODUCTS on Greenstuff

Click on images below to view website



### ACTIVE AFRICA - Fitness Products

This equipment makes use of GP Technology for great power savings and self powered equipment. BH Fitness is probably the only Green Fitness company in the world.



### BIOCERA LAUNDRY BALL SA - Detergent Free Laundry

The world leader of ceramic laundry balls and owners of the original patent. BioCera holds many international standards certificates and negates the need for laundry chemicals, also saving energy and water.



### BIOFIRES

Ethanol fireplaces in glass cylinders ranging from minimalist to rustic, Zen or sleek and elegant. Environmentally friendly, using Biofuel, which is a plant derivative with no smoke or fumes. Heat remains in the room.



### BIOWASHBALL - Wash Your Laundry Without Detergent

The Biowashball replaces your detergents and softeners of your washing machine, allows you to do detergent-free laundry and it lasts for 3 years based on a 4kg wash daily. It reduces risks of allergic reactions linked to use of detergents, eliminates germs, contributes to well-being and saves the costs of detergents and electricity. The Biowashball is composed uniquely of natural ceramics contained in a plastic non-toxic sphere.



### BLIND TIME - Green Blinds

Over half a million blinds installed over the past 30 years with the focus of the range being on producing quality blinds for all decor styles.



### **BLOUBLOMMETJIES - Organic & Biodynamic**

Bloublommetyes supply a range of cleaning products and guest amenities and are always completely free of any added chemicals or synthetic ingredients. Products contain 95% or more ingredients grown or produced on the farm. All processing and packaging is done on the farm according to EU regulations and biodynamic principles.



### **CANNATA - Eco-Stone**

Stunning products from new and second life stone. After 100 years of business, Cannata still adapts to the environment and consumer requirements and works continuously on maintaining the highest level of service in the industry.



### **CUSTOM TECHNOLOGIES - Energy Saving LED Lighting**

Custom Technologies did some of the lighting in our Green Home at Decorex. They used only top brand LEDs and lead free soldered circuits where applicable.



### **DAVID KRYNAUW - Unique Furniture And Lamps**

David showcased some of his creations in our Green Home at Decorex. Beautiful, inspired light fittings made from trees sustainably grown on his farm.



### **ECO-INSULATION - Cellulose Fibre Insulation**

Insulation made from recycled paper and milled to optimum density. Fire resistant, rodent and insect resistant, non toxic, non allergenic, no asbestos or glass fibre.



### **FREE RAIN CONSERVATION - Rain Water Harvesting**

Water saving solutions to help their clients and the environment - solutions to reduce consumption from the water meter through to the garden or drain. Personalised service for large or small applications.



### **FREMIK TRADING - Water Filtration / Disinfection System**

Filtration equipment for home (as viewed in our Green Home at Decorex) or restaurant using cartridges, ultrafiltration and ultraviolet disinfection. Inexpensive and efficient. Mike also supplies 24 kg/day ice machines which make perfect cubes with no marks.



### **GLOBAL WORMING - Vermicomposting Organic Waste**

Stephan started large scale vermicomposting in Cape Town. The system converts all types of organic waste into nutrient rich soil using domestic or industrial sized worm bins and organic fertilizers.



### **GO ORGANIC - Organic Directory**

Karen and Ian endeavour to educate and increase the acceptance of organic methods in South Africa and to facilitate trade between makers, sellers and users of organic products. Let them find your nearest supplier.



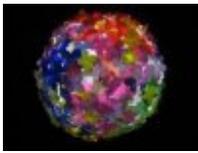
### **GREEN EARTH CONSULTING - Sustainability And Project Management**

Henk and Gray participated in our Decorex project. They are environmental and project management consultants for green building.



### **GREEN GIFTS - Recycled Electronic And Computer Waste**

Heather uses waste computer hardware to make lovely designs in clocks, decor items and jewellery.



### **HEATH NASH - Recycled Scrap To Funky Designs**

We had Neath Nash's fascinating light fittings in our award-winning Decorex project in Cape Town. All made from discarded landfill items like yogurt cups, bottle caps turned into high end design.



### **HOLLY WOOD FURNITURE - Eco-Friendly Furniture**

Victor made the furniture for our Green Home at Decorex in Cape Town using reclaimed Oregon for door and drawer fronts.



### **IRONWOOD CREATIONS - Recycled Aluminium**

Participating in both our Decorex projects in CT and Jhb, Ironwood's beautiful, earthy housewares and bathroom fittings are created from recycled aluminium.



### **KYASOL - Wireless Automation & Energy Saving Solutions**

Save energy with innovative technologies with wireless building automation and intelligent light control techniques. Battery-less in that they harvest their own energy through movement, light and temperature differences.



### **LAZYCATZ - Recycled Glass Art**

Our handmade glass art is perfect for gifts or a lovely addition to your home, office, hotel or establishment. Functional art pieces are made from recycled glass or contains inclusions from recycled glass. No two pieces will ever exit the kiln the same and every firing yields a unique art piece. Our recycled range includes wine bottle clocks, cheese or pate platters, snack platters, fruit bowls, candle holders, mosaic trays and whatever product nature will inspire for the future.



### **MANAGED CARE ECONOMICAL SOLUTIONS - Environmentally Responsible, Biotechnology Products**

Biotechnology and enzyme technology products, highly effective for safe, eco friendly cleaning, hygiene, sanitation and waste treatment applications.



### **NOUWENS CARPETS - Pure Wool Carpets**

An essential element in our Decorex project, durable, beautiful, luxurious wool carpeting is environmentally friendly, creates healthy living spaces and is fully recyclable.



### **OAK AVENUE - Fine Linen**

Esta's range of 50/50% cotton and pure linen was on the bed in our Green Home. Aside from this eco range, Oak Avenue have exquisite embroidered and pin-tucked bed linen.



### **ORIENTAL BAMBOO - Flooring, Counter Tops, Panelling And Furniture**

Bamboo is not technically a hardwood, it is a grass. What makes it so hard is that its composition is very dense. It grows easily (four to six years to reach maturity), is renewable and therefore sustainable. We use Mao bamboo, which has no impact on Panda habitat.



### **POWER PLASTICS - Pool Covers**

We don't only sell swimming pool covers, we promote environmentally-smart lifestyle choices. Clear your green conscience and lessen your pool's environmental impact with one of our eco-wise pool covers. Not only are water and carbon footprints reduced, our covers prevent chlorine from dissipating in sunlight which means your pool's greenhouse gas emissions are lowered too.



### **QUANTUM - Furniture From Forest Certified Woods And Eco Friendly Fabrics**

Jono and Sandy manufactured a completely eco friendly couch for our Green Home complying with our strict criteria. Built with only "green" and locally sources materials and fabric, we are proud to introduce this new division of their project management to the public.



### **RAW STUDIOS - Glue-Free Furniture**

Peet's brilliant designs were found in several rooms in our Green Home. Tailor made solutions using sustainable plywood and glue-less jointing and clipping systems.

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### **RECREATE - Recycled Junk**

These have to be seen to be believed; fun, functional, funky seating made from old suitcases and zinc tubs. Katie has a range of other unique pieces on her website.

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### **SCARAB TECHNOLOGIES - Simple & Adaptable Effluent Treatment**

Just as in nature, the Scarab Treatment Plant is able to adapt to many different environments and may be put to use for the treatment and processing from less than 1700 litres to over 1 million litres of domestic effluent in locations such as eco estates, holiday flats, schools, camping sites, holiday resorts, hospitals, small towns, clinics and many others.

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### **SPLICE BOTANICAL LABORATORY - Eco Friendly Amenities**

Luxurious, fully biodegradable and eco friendly toiletries made from natural vegetable based ingredients.

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### **STORM BLINDS - Sustainable Blinds**

Blinds to enhance and protect hotels, guesthouses and lodges against robust South African weather conditions.

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### **SWEET NOTHINGS - Safe & Healthy Alternative To Sugar & Sweeteners**

Safe, healthy alternative to sugar and sweeteners. Derived from fruit and vegetables. It is a 5-carbon sugar polyol that is metabolised in the liver, supplying only 40% of the calories of sugar.

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### **TALUKA - 100% Recycled Goods**

The deck in our Green Home project is made from recycled mild bottles! Taluka manufacture synthetic materials to emulate, for example, wood or cane. Eco friendly, superior in life span, care and maintenance.

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### **TARTAN - Solid Timber**

Our beautiful kitchen in the Decorex, Joburg, Green Home was custom designed by Richard Johnson using sustainable or recycled materials wherever possible. Richard specialises in large industrial kitchen design, as well as quality domestic solutions. Caesarstone and Cannata counter tops and Whirlpool eco appliances complete this "green" project kitchen.

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### **TECHNILAMP - Infra Red Zone Heater, Heats People, Not The Environment**

Leading supplier of infrared lighting and zone heaters. Also ultraviolet disinfection equipment for food preparation. Living colour LED lamps.

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### **THERMGUARD - Recycled Insulation**

With the latest machinery from the US. Thermguard Lite reduces the density of regular Thermguard by 20% giving a lighter, less expensive product with better insulation values. Made from 70% recycled newsprint, when installed at 100mm heat flow is reduced by 86%.

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### TIAKAYA DESIGNZ - Living Wall

One of the most exciting new installations in our Green Home, was a vertical garden. Built by Taryn, using natural and recycled materials, vertical walls are planted with anything from succulents to edible gardens.



### WALL DESIGN - Green Wallcoverings

The Meilleur range 20% recycled content with a minimum of 10% post-consumer; Fabric backed for better durability; Highly cleanable water-based inks; Supports the USGBC LEED system; PFOA free- doesn't contain Perflourooctanoic Acid- Cadmium & mercury free; PBDE's free- ( Brominated Flame Retardents) - Does not contain DEHP Plasticizers. Includes antimicrobial additives and low VOC's for indoor environmental air quality.



## NEW and REPEAT SUPPLIERS on Hotelstuff

Click on images below to view website



### BARNO PLASTICS

Well established and reliable suppliers of folders, directories, menu covers, plastic, leather gifts.



### BEVERAGE BROTHERS

The brothers have designed a range of unique and versatile beverage serving equipment that take the hassle out of providing guests with drinks at banquets and other functions as well as in guest rooms.



### CLOUD NINE

Consistently one of the favourite bed ranges in south Africa, manufacturers of the only Premium foam mattresses and bases.



### ECLIPSE FURNITURE

Eclipse is a national distributor of Saxo quality contract furniture with designs inspired by leading Italian manufacturers. The seating and tables are contemporary yet functional for all types of settings and can be customised to specific styles. Furniture is sourced worldwide from manufacturers who are the forerunners in their respective fields in terms of quality, innovation, function and design and we offer competitive prices without compromising quality and service.



### EXCLUSIVE HOME FASHIONS

With super products and superb service, Exclusive Home Fashions is recognized as a leader in luxury linen and homeware, and is a principal supplier to the foremost retail chain stores, independent linen retailers, hospitality establishments and interior decorators.



### MICROS SA

Micros is committed to providing quality POS products and services, focusing on the entire hospitality industry.



### RENTOKIL PEST CONTROL

Nationwide, tried and tested pest control specialists with ongoing mission to minimise toxins in treatment chemicals.



### SILHOUETTE FURNITURE

Many thanks to Silhouette Furniture for furnishing our stand from their super range of aluminium hospitality furniture.



### SPECIFURN

Everything you need for conferencing: furniture, chairs, tables, trestles, stacking.



### TABRAR & EARLE

Superior quality guest amenities at affordable prices with no minimum orders.

## NEWS FOR SUPPLIERS

### USERS, TENDERS and CONSULTING

Since the last newsletter, we have helped Maropeng at Cradle of Humankind, Labia House (Count Labia's mansion in Muizenberg), Southern Sun Waterfront, Majeka House and the usual dozens who go direct to the website.

### STATS

We are pulling stats differently now, not just unique visitors as before. Check this out! We can hardly believe it ourselves!  
This is from 1 Aug to 31 Aug 2010:

- 4,066 Visits (Total visits to site)
- 3,208 Absolute Unique Visitors
- 23,594 Pageviews

### GREENSTUFF

If you're not already on <http://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.

REDUCED CARBON FOOTPRINT



Please keep an eye on <http://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](mailto: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](http://www.hotelstuff.co.za) ; [www.greenstuff.co.za](http://www.greenstuff.co.za)

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