

IN THIS ISSUE

GENERAL

- Tourism Indaba in Durban
- Decorex in Cape Town
- Indaba Breakaway Workshop

NEW AND REPEAT SUPPLIERS ON GREENSTUFF

NEW AND REPEAT SUPPLIERS ON HOTELSTUFF

TRIVIA

- Green Party Political Broadcast
- Electronic 'Do not Disturb' signs

WHO ARE WE

- About Us

Hello from Hotelstuff

What we don't do for you! Four shows back-to-back gives new meaning to the phrase going the extra mile for you, our network!

1. Our Greenstuff Eco Hotel at **Hostex** in Sandton Convention Centre (covered in a previous newsletter), then ...
2. **Tourism Indaba** at ICC Durban (Greenstuff workshop), then ...
3. **Decorex** at CTICC and last month ...
4. **Grand Designs** at the Coca Cola Dome (highlights in a newsletter to follow).

All this so that we can (a) promote our subscribers to the public and hospitality industry, and (b) to encourage homeowners, hoteliers and manufacturers to think 'greener'.

TOURISM INDABA at the Durban ICC

Indaba was a bit disappointing for the hospitality sector, for a whole bunch of reasons - World Cup anti-climax, the economy, SA no longer being the 'flavour of the month', SA becoming too expensive and more. Approximately 2000 exhibitors (our target on our subscribers' behalf), including SADC countries, provinces and municipalities, and accommodation, hospitality and marketing organisations, as well as 13 000 delegates from all over the world were there.

However, for **Hotelstuff** and **Greenstuff** it was a bonanza. Three years ago (when we launched our **Greenstuff** directory at Indaba) we were horrified at how few people knew what we were talking about. But now, our stand is inundated with curious and well-informed hospitality people and our inimitable Dorothy ends up losing her voice. Lest laryngitis lay our lady low, we decided to gather our Green Groupies together, in one place at the same time, so...

... we booked a breakaway workshop on **How to Go Green** and invited Tourism Indaba exhibitors and delegates, accommodation owners and managers to attend. From our network of industry gurus, we hand-picked four highly respected experts and academics to join me in addressing the major areas of **Climate Change and Challenges**. What followed was a series of highly insightful and thought provoking presentations on global warming, energy solutions, water conservation, waste management, safe chemicals, green procurement and advice on eco friendly management and operation of properties.

The response was excellent and our audience comprised luxury lodge owners, hotel group representatives, hospitality managers, government tourism and municipal officials and, judging by the questions, the delegates were knowledgeable and sincerely eager to embrace going green.

DECOREX - Cape Town

After winning top accolade for our **Living Greenstuff Home** at **Decorex Jo'burg** last August and then months of preparation for our **Greenstuff Eco Hotel** at **Hostex** in February, we found ourselves somewhat 'showed out' and a little short on time - and 48-hour days! Hence we merely had a presence at Decorex Cape Town and didn't produce another all-out show stopper that we have become so famous for!

Some pictures of both events are below.

Who'd have dreamt we could achieve all this and collect so many T-shirts (hemp, of course) in just a year? That said, we couldn't have done it without the incredible, stoic support of our network, subscribers and extended green family who all continue to have such faith in our mission. My heartfelt thanks to you all. Here's to the next leg of our fabulous green journey.

Your Green Queen,
Lorraine Jenks





TOURISM INDABA



ICC DURBAN



We were contributing sponsors at the AA Travel Accommodation Awards Dinner During Indaba



Lorraine, Sue and Dorothy at AA Tourism Awards Dinner in Durban's stunning City Hall



Tourism Indaba ICC Durban : Delegates at our Greenstuff breakaway workshop "How to Go Green"



Lorraine speaking on 'Greening the Hospitality Industry'



Kinesh of GreenerFuture speaking on 'Climate Change'



Mike from SunSource speaking on 'Energy'



John Coetzee of MCES Managed Care speaking on 'Water'



Bertie of Waste Plan speaking on 'Waste Management'

NEW and REPEAT SUPPLIERS on Greenstuff

Click on images below to view website



ALIVE ART

Alive Art have a wide range of graphics and prints as well as imported and local mouldings, which are suitable for hotel décor whether in the public areas or guestrooms. Many themes to suit your unique style and location, including custom designed mirrors.



AVONDALE WINES

At Avondale Wine we practice sustainable and natural viticulture in line with our ethos, "Terra Est Vita" - Soil is Life. Avondale hand-crafts our premium quality wines to offer you an extraordinary experience, approved by Mother Nature.



CHOCOLATE TIME

Specialising in chocolates for turn down pillow drops, after dinner chocolates, own branding, room drops, thank you chocolates, truffles, corporate gifts, novelty chocolates suitable for tourist type shops in game reserves, we pride ourselves on a 7 - 15 working day delivery & our service. Chocolate Time use organic chocolate on request and wrap in paper which is recyclable.



ENVIROCORK

Envirocork's beautiful flooring was much admired by visitors to our Greenstuff mini hotel at Hostex. Families manage cork plantations for generations and simply remove the bark every few years, not destroying the trees. In addition, all of the harvested cork is utilized. Apart from flooring, cork has many useful and interesting applications.



FONTANNE TRADING

The Honibe Honey Drop is made with 100% all natural, pure dried Honibe honey. No additives. No artificial flavour. We also offer a Honey Drop with lemon. This is made with 100% all natural, pure dried Honibe honey and pure lemon.



GREEN GENIE

Green Genie supplies composting products to both the residential and commercial market. Their vision is to eliminate the stream of food waste that is taken to landfill by supplying composting machinery to restaurants, businesses, hospitals etc. The products are made from 100% recyclable, and where possible, recycled material. Don't chuck it, compost it!



JENEV ENTERPRISES

Jenev recently launched their new range of 100% Micro Cotton Towels, especially manufactured for the hospitality industry - a soft luxurious feel. The advantage is that it washes and dries 30% faster than the normal towel due to the unique micro cotton yarn which is used saving time and electricity.



LG ELECTRONICS

Participants in our Eco Green Hotel at Hostex this year. LG is a global leader in the home appliance industry, dedicated to enhancing consumer quality-of-life with stylish, innovative products. Through strong research and development, we've elevated the way appliances are used in daily life.



PESCATECH

Pescatech supply the industry with a range of Vikan MicroFibre cloths, mops & window cleaner revolutionising cleaning, saving water & using minimal or no chemicals and offering ultra quick drying time, together with a neat Pescatech trolley.



PLUG-IT

Plug-It supply anti-theft, chainless bath & basin plugs which saves water, using local labour and entrepreneurs with schools for the disabled doing packaging, warehousing and distribution. Polypropylene Toilet Seat lasting 4x longer than ordinary ones and a novel antibacterial/ fungus Shower/Math Mat are also available.



PURESPACE DESIGN

Derrick and his team's beautiful, functional items are manufactured from 100% recyclable core materials, FSC certified timbers/veneers, VOC free glues, natural coatings/finishes & make use of sustainable fabrics.



RODLIN DESIGN

Amongst our original subscribers, renewed for another year. Rodlin remain leaders in Conferencing Furniture both for quality and service.



STEINER HYGIENE

Bidvest Steiner now offers the Automatic Toilet and Urinal dispensers with environmentally friendly consumables. This unit can only work effectively in conjunction with other enzyme based cleaning products.



STYLE BAMBOO

Style's flooring combines the beauty of nature with innovative technology to create a range of flooring solutions. Created from 100% sustainable and renewable bamboo, the flooring is manufactured using patented Style Green Technology" to transform the original exotic grass into a premium quality, high performance flooring material. The final result is a highly durable timber with nearly 3 times the hardness of Red Oak.



WASTE PLAN

For full-service, on site waste recycling and removal, Waste Plan has extensive experience in managing waste at hotels in a manner that will comply with the strictest environmental legislation. Free waste audit and quote; real-time reporting of waste streams daily, worm farm installations, water and energy consumption management; e-waste collection, dismantling; disposal of hazardous waste.



WHIRLPOOL SA (KIC)

Regular participants in our Decorex and Hostex Green Home and Hotel projects, Whirlpool's commitment to environmental protection and natural resource efficiency began more than 30 years ago with the development of the Whirlpool Environmental Strategy. Incorporated therein is Whirlpool's 6th Sense technology; making energy and water efficiency a reality. With the use of built-in sensors to Sense, Adapt and Control the functions of the appliances; saving up to 50% (on selected models) of time, water and energy - Whirlpool should be the first choice in eco-friendly appliances.

NEW and REPEAT SUPPLIERS on Hotelstuff

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EXPANDA-STAND

Many thanks to Expanda-stand(TM) for once again providing our display at Hostex. They have developed a most innovative and flexible brochure dispensing system that combines all sizes of brochures, business card holders and postcards to the desktop, wall and portable stands. Perfect for the Hospitality Industry, Office, Retail and Exhibition Stands!



GETSET CARPET CLEANING

The most advanced cleaning systems available and unconditional guarantees, combined with first class customer care have ensured that Getset Carpet Cleaning is South Africa's most trusted name in cleaning.



ICHIBI CUSTOM DESIGN

At Ichibi Custom Designs we have been making solid wood furniture for 25 years, specifically for the hospitality trade. Marcus has worked in the industry for 23 years and has designed products around the hospitality industry.



INNOVIZION

Innovizion provide turn-key solutions that enable companies to manage security, access, people, time, performance and assets integrated to ERP, HCM, EAM, SCM, WM, CPM, CRM and MES information systems.



MLIMA LUXURY BRANDS

The premise of our business is that seasoned travellers will recognise and appreciate the quality and prestige of trusted international brands. Our longstanding and dedicated management team has an affinity for and an authentic understanding of the brands we represent.

GREEN PARTY POLITICAL BROADCAST



ELECTRONIC 'DO NOT DISTURB' SIGNS



Anybody got any idea who makes these?
Please email Lorraine at info@hotelstuff.co.za

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.



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

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