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## Hello from Hotelstuff

If I get one more call asking me to advertise in a new "green" magazine, or exhibit at a new "green" show - I shall un-like you. You turned green just the other day. Where have you been the past 40 years? Waiting. You were waiting for the right moment, when South Africa would be ready.

The explosion in awareness leaves us breathless. We find consultants popping up everywhere like bamboo shoots on steroids. Most people had no idea what we were talking about when we launched Greenstuff four short years ago. Imagine what could happen in the next four years.

### **Our dream: THE GREENEST DESTINATION - SOUTH AFRICA**

I firmly believe that we could become the Greenest Destination. If we had a massive rollout of standardised carbon audits and certifications and standardised criteria for greener operations, South Africa could be a world leader in conservation, eco tourism and green accommodation. We could beat the depressing downturn in tourism and become the destination of choice with surprisingly little effort. Let's do it!

### **The New ESKOM and Hotelstuff/Greenstuff Roadshow**

In collaboration with Eskom, we are running nation-wide workshops for Eskom to offer their innovative energy reduction incentives and Hotelstuff to address water, waste, green operations and procurement.

I'm getting a new hip next week, so will be immobile for a while - Dorothy, Sue, Tahnya and Patricia are my awesome team who will look after you.

Your Green Queen,  
**Lorraine Jenks**



## WHAT WE'VE BEEN UP TO



### COP17 Workshop with Eskom - Riverside Hotel in Durban



Eskom's Danielle Sutherland and Lebo Nkopane prepare



Some of the product displays



Kinesh speaking on Climate Change

Hotelstuff/Greenstuff and Eskom collaborate on a joint workshop for about 100 hotels that will be hosting the COP17 delegates. We invited host hotels to hear presentations by Eskom on their amazing schemes, giveaways and rebates. Hotelstuff invited two experts, Kinesh of GreenerFuture and Mike of Interwaste to speak and we addressed green procurement. (Our camera was stolen when we flew home - so the best pictures are gone)

## Grand Designs - Home of the Future



The House of the Future - furnished by us Grand Designs show at The Dome. We collaborated on furnishing this and instead of our usual tour guides taking visitors around, we had an actor giving a live demonstration twice an hour.

Twice an hour an actor gave a guided tour of the project

BBC interview

## DSTV Theatre, affiliated to BBC Lifestyle



Lorraine hosted a panel discussion and invited network members, John of Managed Care, Erwin of Perfect Places, Mike of Sunsource and Bernie from WastePlan to discuss Climate Change and Green Lifestyle Choices.

## Decorex - Theatre of Dreams



Lorraine gave a lecture on Easy Green Decor.

## The Facilities Show - Gallagher Convention Centre



A new exhibition organised by Montgomery where we addressed greening solutions for facilities management.

## Getaway Conference - The Dome, Sandton



A conference the day before the Getaway show. Lorraine was invited to speak on greening hospitality. Other speakers included Brandon de Kock (Ramsay Media), Linda Reddy (Garden Court Milpark), Gary Bloch (Head Corp. Sales Bedvest Bank), Geoff Elske (AA Travel), Brett Dungan (CEO of FEDHASA), Mariette du Toit-Helmbold (CEO Cape Town Tourism), Kurt Ackerman (Imagineer), Zahedra (Formula 1), Nicholas Barenblatt (Group Mktg. And Advertising, Protea Hotels), Alan Todd (Ramsay Media Research) and Simon Gear (Environmental Scientist).

## Margaret Roberts Farm



Margaret in the restaurant

The stunning gardens

Herbs direct to your table and organic plants on their way to the factory

A therapeutic morning spent wandering through the gardens and learning about the plants and herbs. I was amazed at the range of products Margaret manufactures. Drive out one Saturday to Hartebeespoort and treat your family to lunch with a fragrant salad that you will remember forever... picked from the garden literally minutes before.

## NEXT UP?

Plans for the rest of the year and into 2012 include a 2nd Eskom Workshop to be held in Cape Town, the Green Building Conference & Expo, Destinations Expo, Cape Town's Green Expo, Fedhasa's Combined Industries, and involvement with the Imvelo Awards evening, Joburg's Power Efficiency Expo and Glass House, Hostex Cape, Tourism Indaba which will include a 'going green' break-away workshop, and a couple of others.

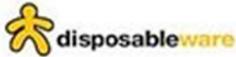
## NEW and REPEAT SUPPLIERS on Greenstuff

Click on images below to view website



### BIOFIRES

Beautiful, elegant, ethanol fireplaces wall mounted or 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.



### DISPOSABLEWARE

Disposableware carries a full range of high quality disposable protective products such as mop caps, hair nets, aprons, gloves, face masks, sleeve protectors, watch covers, lab coats, finger cots, ear plugs etc. Fully equipped mopping trolleys too.



### DISTINCTIVE DESIGNS

You will have noticed the stunning plants in our Greenstuff Eco Hotel at Hostex. It was impossible to believe they were synthetic. So green with no water needed, no fertiliser, no pest control. Thanks for a wonderful display and welcome!



### ECOGREENSA

EcoGreenSA is a leader in the provision of Electro Chemical Activation (ECA) Solutions. Electro Chemical Activation is a completely "Green" water based technology that replaces the use of outdated chemicals in the cleaning industry, in the food and beverage production and distribution process, hospitals, bottling industry, farming, and the service (hotel / restaurants) industries to name just a few.



### ECONO-HEAT

Econo-heat is a proudly South African manufacturer of the eHeater wall panel heater, an effective & highly energy efficient heater. The ultra slim and compact design with out-of-the-way wall mounting is quick and easy to install with the patented Econo-Kit and can be painted to suit décor, Econo-heat have been part of the Hotelstuff network for a number of years.



### GEBERIT

Geberit continuously introduces new & innovative products to the market. Geberit supply amongst other products, ecologically efficient concealed toilet flushing systems and dual flush actuator plates.



### GREENERFUTURE

GreenerFuture is a full service carbon management consultancy. We have worked closely with Kinesh and are so impressed with their professionalism and expertise. Their services include carbon footprinting, carbon offsetting, carbon mitigation and management all of which are tailor-made to specific businesses. And more. Click through to their page.



### HANSGROHE

Loyal supporters of Hotelstuff and always ready to participate in our projects. Thank you for another year and some exciting projects next year to showcase their top quality water and energy efficient bathroom and kitchen ware and grey water systems.



### HOTEL AMENITIES SUPPLIERS

Welcome back to Hotel Amenities and congratulations to Cornellia, their new MD. We have watched you over the years, and it is wonderful to see your hard work and efficiency being rewarded. Check their website for the complete range of all imaginable guest amenities, plus!



### INSPIRING WATER

inSPiRING Water offers you the convenience of natural spring water in PET bottles but as Paul and his team don't want to see our landfill and seas clogged with even this biodegradable plastic they offer a refilling service, or you can return them for a refund of your deposit. Personalised branding available for your own business, or weddings and other functions.



## IPOWER

We have been passionate about renewable energy for the last twenty years, and will provide design parameters with guaranteed results. Products and services include Renewable energy assessment and design, Lighting and LED supply, Eco building & project management, Power back up solutions, Solar and wind products.



## IRONWOOD CREATIONS

Ironwood Creations design & manufacture a stunning range of bathroom accessories from basins to mirrors. Made from recycled aluminium creating a low sheen organic texture. Ideal for hotels, lodges & guest houses, the aluminium is rust-resistant and low maintenance.



## JOJO WATER TANKS

A JoJo Tanks rainwater and greywater harvesting system saves up to 30% on your water bill without compromising guest comfort levels. Whatever a customer's needs, a JoJo tank can be designed and manufactured to meet that particular application.



## KEELAWEE HIMALAYAN SALT

Keelawee import Himalayan salt which is mined exclusively in the Himalayan foothills and is the purest salt available on our planet. It is absolutely pristine and contains no toxins or pollutants. Available in grinders, jars and tubs, with bulk refills also supplied.



## KIWINET

Another year working together. What a pleasure. Thank you Kiwinet and here's to the industry realising that well-made mosquito nets are the best alternative to toxic insect sprays and awful skin lotions.



## POWER PLASTICS POOL COVERS

PowerPlastics Pool Covers: leader in eco-friendly pool covers. Included in the range is the EnergyGuard, a pool cover that reduces a pool's water and power consumption, increases water temperatures by up to 6°C and scales back chemical input. Also a great way to winterise a pool and save on costly pool overheads during the off-peak season.



## PROBAC

PROBAC® Biologicals combines non-harmful natural elements with beneficial bacteria that actively biodegrade dirt in the process of cleaning, bringing you, your home, and your business closer to Mother Nature than ever before!



## PROMETHIUM CARBON

Welcome back to Promethium: Carbon strategists, advising clients on their carbon strategy. Carbon Footprints: what to include in a credible carbon footprint. Carbon credit projects: management and implementation of carbon credit projects.



## PURESPACE DESIGN

Derrick and his team's services include the full interior design process and turnkey projects. The process begins in close collaboration with our clients in working out your requirements and then conceptualizing the project with all the communication methods and design tools of computer aided design, renderings and detailed models in order for you to visualize the design before construction begins. They hear what you want, then do it!



## RECYCLING BOX (THE)

The Recycling Box is a space, cost and eco-efficient recycling bin. The units are made from 100% recycled and/or recyclable and/or biodegradable materials. They come in various stackable heights and colours, are hand made by micro enterprises and community projects. Each bin comes with 6 different recyclable labels and can be branded with your own logos. Ask Lise about their other products too.



## ROGER FAWCETT AGENCIES

We can provide businesses and home-owners with a 70% saving on their monthly hot water bill, using our Solar air powered water heat pumps. These are compact, can be newly or retro-fitted internally or externally giving you fast hot water and they come with a fully automatic key pad control with adjustable water temperature setting.



### SILHOUETTE FURNITURE

Silhouette Furniture manufactures a range of fully weatherproof aluminum furniture with a broad range of colour options. The furniture can withstand extreme weather conditions. Their range includes lounge, dining room and contract furniture, suitable for the hospitality industry. Ask about their gorgeous eco-friendly alternatives.

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### SUNSOURCE

When it comes to good advice and plenty of choices on saving power costs and what to do about grey water, Mike is the man to speak to. For ESKOM approved solar panels and heat pumps, SunSource will also make sure you get your rebates.

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### TABRAR & EARLE

Tabrar & Earle, suppliers of a wide range of guest amenities, consistently offer superior quality at affordable prices to give your guests a luxurious and unforgettable experience. Tabrar & Earle supply a popular eco friendly range, made from natural ingredients, with environmentally friendly materials where possible.

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### TECHNOSWISS

Talk to Oriana about her range of wall mounted mirrors and hair dryers. Technoswiss can also supply that hard to find drawer mounted hair dryer and some really lovely bamboo amenity trays.

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### WINTEC SOLUTIONS

Don't leave home without one of these! Powertraveller is a top of the range line of portable chargers that are battery and solar based. They provide portable power to gadgets from 5V to 24V such as cell phones, GPSs, iPods to laptops and plenty in between!

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### WORKART

WorkART has come up with the greatest service in artwork and framing. Choose your picture or upload your own - then frame it and order it - all online and it will arrive!

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## NEW and REPEAT SUPPLIERS on Hotelstuff

Click on images below to view website



### BNB SURE

What can we say? BnB remains the favourite of most, professional, experienced, innovative and reliable. They've been with us a long time.



### CHARLIE WATT TRADING

We've known Charlie for almost 20 years. Who hasn't? Good luck with the new venture you will do just great 'cos there's nobody who knows the catering world like you.



### FTTV SERVICES

New to the network, FTTV are experts in their field and will advise you on all your TV, DSTV, satellite, wi fi, security, access control, VSAT, and other needs. Experts in their field and specialists in hospitality installations



### GENESSI (WAS VITAFOAM)

Name change from Vitafoam to Genessi. Excellent range of beds to choose from with modular options as well.



### PETEENS

We have been nagging Peteens for years to come on board and all just got too busy to get it done. Now here they are and we are thrilled. Click through to their website to see the most beautiful linen, towels and embroider work.



### POOL PONCHO

One of the most hard working suppliers we know. Not a week goes by without Trish offering something special. Towels, gowns, corporate gifts, embroidery and lots more.

## TRIVIA - Complete and utter Trivia

### FRACKING

Please tell me you are researching fracking and discovering its devastating effects on the environment and local communities around the world - and that you are signing every petition that comes your way to prevent fracking in the Karoo.



## 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](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: [admin@hotelstuff.co.za](mailto:admin@hotelstuff.co.za).



Websites: [www.hotelstuff.co.za](http://www.hotelstuff.co.za) ; [www.greenstuff.co.za](http://www.greenstuff.co.za)

Email: [info@hotelstuff.co.za](mailto:info@hotelstuff.co.za)

Cellphone: 082 900 0929 ; Sharecall: 0860 272 272