

Hello from Hotelstuff

I know! I know! We didn't do our Autumn Newsletter. Handy smacky, smack, smack! We wish we had two of each of us. We've had back-to-back conferences, workshops, exhibitions, road shows and speaking engagements around the country; hard work, but a lot of fun.

All this... we do... for you.

- **Firstly, for our community:** Our on-going mission to enlighten and encourage greener practices and lifestyles with presentations and exhibitions.
- **Secondly, for our subscribers:** To promote, exhibit and talk about the awesome companies on our website (not just the green ones, but also the long-standing, loyal supporters of our service). Did you know that we have met with almost 90% of our subscribers?

Later in this newsletter:

[What we really do in Jo'burg](#)

[What environmentalists really do](#)

[What hoteliers really do](#)

Did you know that our directory is not only used by hotels; it is used by all sectors, so the original name 'Hotelstuff' is a little misleading but at least we got it right with 'Greenstuff'!



Lorraine Jenks

NEWSFLASH

As we speak, our websites are undergoing a major upgrade.

- [Hotelstuff.co.za](#) - is eleven years old and has evolved into areas we never dreamt of.
- [Greenstuff.co.za](#) - is only four years old and was unique; an experiment on how to format and categorise the contents. Now we are experts.

Look out for the launch of our new websites soon! Familiar, yet fresher and faster and friendlier!

What We've Been Up To

EVENT	VENUE	DATE	COMMENTS	
Radio interview	Redi chats to Lorraine	Radio 702	26 April	Discussed Green Lifestyle choices on live radio
Panel discussion	Hotel Investment Conference Africa (Tourism Business Council of SA)	Elangeni Southern Sun Conference Centre, Durban	10 May	Building and Operating Green Hotels
Radio interview	Nancy Richards talks to Lorraine	SAFm	11 May	Discussed carbon audits and greener operations in hotels
Exhibited	Tourism Indaba	Durban ICC	12 May	Our annual exhibition stand
Breakaway workshop	Hotelstuff/Greenstuff workshop for Indaba exhibitors	Durban ICC - Room 21	13 May	Green and sustainable hospitality
Exhibited	Hostex Cape Town	Cape Town ICC	15 May	Our annual stand
Guest speaker	Facilities Management Expo	Gallagher Estate	29 May	Greening facilities management
Workshop	Mpumalanga workshop with Eskom	Empangeni Sun, Nelspruit	20 June	Hotelstuff/Greenstuff and Eskom present on energy efficiency and green hotel operations
Presentation	FEDHASA Mpumalanga workshop	Mecure Hotel, Nelspruit	21 June	Lorraine explains the services offered by Hotelstuff
Guest speaker	Food and Trees for Africa - Green Drinks	Sandton	19 July	Changing mindsets and how to go green
Exhibit	Sustainable Tourism Week - Green Home Exhibit	Sandton Convention Centre	28/29 July	Our traditional stand
Guest speaker	Sustainability Week - Green Home	Sandton Convention Centre	29 July	Guest speaker with Michelle Garforth-Venter

Greenwashing - We noticed a perfect example of "greenwashing" in a top hotel recently... amenities that had deliberately misleading labelling. Simply changing the label does not make a product green! A pretty picture and the word "green" do not change the ingredients! We were invited to meet with the Ops Director of the particular hotel chain and Lorraine discussed the criteria for "green" chemicals and toiletries. The manufacturer of this particular item has been challenged and the formula is being changed.

Here are some pics of our activities and some of the wonderful people we've met up with:

SUSTAINABILITY WEEK - GREEN HOME - SANDTON



Guest speakers: Lorraine Jenks from Hotelstuff, Michelle Garforth-Venter. Organisers: Caroline from NAA SA, Lloyd from Alive2green and Niki from GO2Natural.



Attentive audience with fabulous lunch bought from the Bamboo Food Market which moved to Sandton Convention Centre for the occasion.

HOTEL INVESTMENT CONFERENCE - DURBAN



Lorraine participates in panel discussion on Responsible Tourism at Hotel Investment Conference (Tourism Business Council SA).

GREENEST EVENT - SANDTON



Astrophysicist, Piers Gorbyn, from the UK, presented a riveting talk on his Solar Lunar Action Technique, applied to weather predictions... and here's the rub... predicting, not global warming, but another ice age.

TOURISM INDABA - DURBAN



Hotelstuff/Greenstuff breakaway workshop at Tourism Indaba.



Debbie Schiff is our new PA - busy setting up the stand at Tourism Indaba.



Sue and Debbie on our stand where we displayed participating subscribers' products on screen and offered brochures.



Always a busy stand.

ESKOM AND HOTELSTUFF/GREENSTUFF WORKSHOP - NELSPRUIT



Japie Vermaak explains Eskom's rebate and other incentive schemes with humour and clarity.



A section of the exhibits at the workshop.



Empangeni's beautiful gardens for exhibits and lunch break.



Hotelstuff/Greenstuff supplier explains products.

HOSTEX - CAPE TOWN

CULINARY OLYMPICS



Hostex Cape Town - similar set up to Indaba. Suppliers featured on screen and brochure stand.

Dorothy, as always, keeps us upbeat and motivated. Don't you love our backdrop?

SA Culinary Olympics Team practising and preparing dinner for us. Went with Val Sutherland (Home and Catering).

Peter Gyorgyicsek making the sugar showpiece for the Culinary Olympics being held in Erfurt, Germany in October. You had to see it to believe it. Awesome!

PAULINE'S FARM - PALABORWA



After the workshops, my usual Sho't Left... this time was to Pauline Stacey's farm.

For those of you who worked with Pauline, she now runs her agency from the farm; still supplying top quality linens and amenities.

View from friend's house on top of the mountain.

Much excitement at the discovery of an Iron Age artefact behind the house.

A thank you note from Mary-Ann Fairall from Food & Trees for Africa

From: [Mary-Ann Fairall](#)
Sent: 24 July 2012 16:47

Dear Lorraine

Thank you so much for your incredible talk last Thursday. It was absolutely enthralling! Thank you once again for allowing us to host you, looking forward to seeing you again.

Kind regards

Mary-Ann Fairall



Upcoming Events

EVENT GREENING

Lorraine has been invited to join the Event Greening Forum and met with Justin and Pippa of Scan and later with Greg of Heritage SA. Major events require vast amounts of products and services, many for one-time use only. We will be developing a database and online directory of products and services necessary to run eco, greener functions and events. We will be in touch with appropriate manufacturers shortly, but in the meantime, if you're interested, please email us at exhibition@hotelstuff.co.za.

GBCSA CONVENTION & EXHIBITION

REGISTER NOW
23-25 OCT 2012

www.gbcsa-convention.org.za

NEDBANK CORPORATE
Principal Sponsor

Access the latest, cutting edge information on green building

New and Repeat Subscribers to the Website

Click on images below to view website



ASCENT UNDERWRITING MANAGERS

"Insuring your business, ensuring your future". With almost 15 years' experience in product innovation and risk management Ascent Underwriting Managers (Pty) Ltd. provides a wealth of expertise and sustainability to its clients and brokers in the Tourism, Hospitality and Entertainment Sectors of South Africa.



BEYOND LINEN

Beyond Linen invites you to envelop yourself in the pure snug-soft luxury, comfort and ultimate elegance of pure knitted cotton. The unique difference is in the knit rather than the weave of the sheet - because knitting makes all fibres feel softer. Beyond Linen uses state-of-the-art technology to enhance your lifestyle with unparalleled indulgent comfort, for an all-round better night's sleep. PLUS with its non-iron simplicity, this is linen that's perfectly in line with today's trend for low-maintenance, eco-friendly living.



CANNATA

L.Cannata & Sons has been in existence since 1910 and specialize in the supply, manufacture and installation of top quality Natural-and Engineered Stone products. We are well known for our excellent service and workmanship and have partnered with some of the most respected architects, contractors and designers. With sustainability at the forefront of our business objectives, we pride ourselves in going that extra mile on all projects - ranging from commercial to residential both locally and internationally.



CIRO BEVERAGE SOLUTIONS

Our coffee, tea and beverage support brands have become market leaders in the Hospitality channels. The strategic positioning of our brands will ensure value added leverage, and a competitive edge, to the businesses of those clients who carry our brands Partner with Ciro and experience a true coffee making experience by being part of selecting, roasting blending and packaging your own unique blend. The opportunities are limitless.



CONTI REFRIGERATION

With a model each for industrial and domestic fridges and freezers, Conti Refrigeration's "Screamer" is an early warning system which will allow you to take action before your appliances' motors burn out. Simple to install and very economically priced, you will also save on spoilt foodstuffs, energy loss, and maintenance costs due to blocked or clogged up condensers and fans.



ECLIPSE FURNITURE

No more spilt drinks due to rocking tables!! Stable-It is an innovative automatic table-leveller that has been designed to take the place of the old screw type table levellers which traditionally have been difficult to adjust. Stable-It is a simple device, easy to install and low cost. It can easily be retrofitted to almost any table that uses screw-in levellers without the need for tools. Once installed, Stable-It auto adjusts to the floor contending with uneven surfaces and ensuring that tables do not rock. You'll no longer have to bend down to touch dirty levellers or wedge serviettes under the table to keep your drinks from tipping or spilling. Stable-It is manufactured from extremely strong engineering plastic and works with any table top such as wood or granite.



EVENING BREEZE

Your guests' sleep and comfort is of paramount importance to your continued success. Evening Breeze provides a comfortably cool sleeping environment, but without the typical air conditioning discomforts like noise, draft, coughing and sneezing, let alone the excessive energy use. Thanks to the 60-80% energy saving, you cut costs radically and reduce your CO2 footprint accordingly.



GERBER FRESH

Welcome back on board to Gerber Fresh who specialise in the processing or fresh fruit and vegetables, vacuum packing, polishing of cutlery, juice extractors and blenders. Gerber Fresh believe they offer the best machines available of their kind in the world today.



GREEN STATIONERY

The first stationery supply company in South Africa to specialise in eco-friendly stationery. Learn more about what you can do for the planet through recycle/reuse/reduce and respect.



HYCHEM

Hychem has been appointed as an exclusive distributor in the Hospitality Sector in South Africa by Chrisal NV. The range of natural "Probiotics in Progress" products, called "PIP" for short have taken the environmentally friendly products to a new level in cleaning efficacy.





IGUEST

Talk to iGuest for guest registers and a full range of safety signage for your hotel, lodge or guest house. Stay legal with statutory requirements as well as insurance necessities with Own Risk notice boards for parking, pools and reception.



INTERZIGN

Interzign offer a range of chair components for the office & hospitality industries. Interzign products can be seen in restaurants, offices, hospitals & homes throughout the country. Interzign have the design capability to custom design chairs for the above industries.



LEMNIS LIGHTING

Affordable, practical and attractive, the Pharox Roof Light was designed primarily to provide solar powered lighting to the informal housing market. This is the safe alternative to candles and paraffin lamps. With its sturdy, theft-proof design what better gift could you give? It's also the perfect answer to field toilet lighting, wendyhouses, tool sheds, stoeps, garages, lean-to's and many others.



LEMNIS LIGHTING

Compact, energy efficient and eminently cute, the Pharox Solar Kit includes a solar panel, a stylish spherical LED lamp with a built-in USB port and charger, and an optional connector kit with ten popular plug types, allowing you to power up your mobile phone or an MP3 player. Choice of red, white and black.



MATCHLESS CANDLES

Matchless Candles stock a beautiful range of heat-, wax- and flame-free rechargeable T-light candles and lamps. These products are efficient, effective, time saving and budget friendly. Matchless Candles offer an easy, safe way to bring light to tables. Ask us about our range of funky party items too.



MATCO

Matco manufacture access matting to meet the client's exact specification. We specialise in reproducing company logos into a variety of different matting products for both exterior and interior applications. We also supply duckboards for food preparation areas and behind bar counters, anti-fatigue and safety matting for factory environments and non-slip matting for change-rooms and any areas where wet conditions prevail. Trio Scraper entrance matting is designed with built-in cleaning zones which collect sand and dirt, preventing the dirt from entering the building, resulting in considerable cleaning savings.



MICROS

MICROS serves table service and quick service restaurants, hotels, the leisure and entertainment industry, and speciality retail stores, with complete information management solutions including software, hardware, enterprise systems integration, consulting and support. MICROS serves all segments of the market including luxury, upscale, mid-price, economy, budget, full service, specialized service, and limited service hotels.



PURESPACE DESIGN

Definitely leaning towards the contemporary side of the design scale and with a very honest, raw feel, Purespace Design continually launches new ranges of limited or one-off pieces of furniture. We will also supply a range of furniture from our catalogues or design to your specs. All our furniture is made from solid timber from FSC managed forests.



SIT

Since its inception in 2008, SIT has evolved into an affordable, quality driven business, providing superb furniture ranges for businesses, hotels and restaurants.



WUNDERSHEET

WunderSheet - The Unique and Innovative, Stretchy, Super Comfy, Wrinkle Free, soft Cotton-knit sheet for year-round use. Permanent non-iron, environmentally friendly, longer lasting, cost effective and energy-saving. Over the past years the most predominant benefit of the Eco-Friendly linen is the positive guest feedback, coupled with the ease of bed making, made them the linen of choice in the hospitality industry.



YWASTE

Based in Cape Town, Y-Waste offers a full food-waste removal and processing service, relieving your kitchens of waste and, if you wish, returning it as high quality compost. Our services are also offered to households by means of Worm Farming and Bokashi composting. We supply clients with start-up information on both these methods of composting food waste.



Trivia - Complete and utter Trivia

So, here we are... Lorraine very happily divorced and back in Jo'burg, Sue and Dorothy holding the fort in Cape Town, Tahnya growing organic veggies and little piggies in Wilderness and our new PA, Debbie Schiff wondering what on earth she's let herself in for!

Damn! I miss Cape Town. I miss the air and my drives but I think I left just in time because I was beginning to think like a Capetonian.



What we really do in Jo'burg



Environmental activists



What the public thinks we do



What our friends think we do



What our parents think we do



What politicians think we do



What we think we do



What we really do

Hotel Manager



What my friends think I do



What my boss thinks I do



What my staff thinks I do



What I think I do



What my guests think I do



What I actually do

Our very own Sue Vallance at the Cruz de Ferro on the Camino de Santiago in Spain. She and Bill walked the entire 700km pilgrim path! Bravo Soozles!



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 or www.greenstuff.co.za for more information or drop us a line and request an introduction letter at info@hotelstuff.co.za.

Our Awards



2011 Winner
Imvelo Responsible Tourism
Chairman's Award
Imvelo Awards
for responsible tourism

2010 Winner
Best Overall Stand
Decorex Johannesburg

decorex-10

2010 Winner
Excellence award
Decorex Cape Town

decorex-10



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