

Hello from Hotelstuff

"My dear, How this is finding you recently? Hope you have a newly week of nice working days".

I get emails like this from Chinese spammers every day, trying to sell everything from LED lights to condom dispensing machines that whistle... Oops, correction. This is in fact a South African invention from Clovelly, so clever and such fun but more about that later...

Which reminds me of the guest amenities in my hotel in a remote village on the River Li (where the pointy mountains are), where nobody speaks English and all the signs and street names are Chinese. The little basket had a sachet of bath salts with instructions telling me to "dissolve the salts in bathwater to melt my sinews, then to lie back and marinade". And next to that, was a plastic bag with another sachet and some sort of cotton item with a label describing the contents as "Free condom with uncomplimentary underpants."

The Year That Was

2012 has flown in a flurry of workshops and events and another award.

We have two newbies, Will Harley, who is Dorothy's husband and who brings some welcome testosterone to our team and understands the technical stuff and our little French Malvina ... with a beguiling accent and intelligent wide eyes that melt sinews better than any Chinese bath salts.

We said goodbye to Debbie who jumped in at the deep end and helped us through mountains of planning and admin and we thank her for her gentle disposition and hard work.

And so to summarise another wonderful year for Hotelstuff and Greenstuff, here are some of the things we've done (a) to support and promote our subscribers, (b) to help hoteliers, companies and private homeowners find what they need and (3) to help Eskom get its message on reducing energy consumption out there.

Facebook

Please remember to "like" our new Facebook pages for both Hotelstuff and Greenstuff. These will be heavily populated once our new website is launched. It is currently on hold, pending some major changes.

Statistics

We've had a look at our stats and they are outstanding: **30 000 page views** and **129 000 hits** a month. Page views are real live people, looking for specific products and who click through until they land on a supplier's page. Please remember that we can't see who they are, because we don't ask buyers to register and 99% phone the supplier direct, so often suppliers don't realise the enquiry came via Hotelstuff or Greenstuff.

Christmas and the Holiday Season

We wish all our supporters and mentors a wonderful Christmas and Holiday Season and please remember to buy local, buy organic and fair-trade, buy fresh and handmade and cut back mercilessly on packaging and anything plastic.

Look at everything you buy and ask yourself "Where did this come from, how was it made, how will it be used and where will it end up?" When you throw it away, where is "away?"

Mayan Apocalypse

We believe that the Mayan calendar is not the end of the world, it is predicting a shift. A massive shift away from the way we run our economy, the way we use oil, the way we use forests, the way we treat resources, eat and live. We could write a book on this. It is happening.

If you DO believe in the Apocalypse, please can I have your car?



Lorraine Jenks

Hotelstuff / Greenstuff wins another award

EXSA - BEST GREEN INDOOR PAVILION AT AN EXHIBITION



Press release: The Eco Green Hotel was conceived, built and furnished by the Hotelstuff / Greenstuff team and built in the Sandton Convention Centre at Hostex in 2011. We won the award for the **"Best Green Indoor Pavilion at an Exhibition"**. It comprised a 80 sq.m. mock hotel and as explained by Lorraine Jenks:

"We realised that you can blog, write, consult, workshop and talk until you're blue in the face, but your message remains a hypothesis. People need to experience concepts. We decided to build a mock hotel at Hostex (and, incidentally, a home at Decorex as well) to physically demonstrate how to go green and live sustainably. So we created a real life, fully furnished residence using only greener, eco friendly materials, products, services and consumables - a tangible structure to display lifestyle alternatives and to demystify the jargon, debunk the myths and prove how easy it can be to be green."



What We've Been Up To

Speaking and Consulting: Lorraine has become a popular motivational speaker on sustainable hospitality and general green lifestyle and she has been invited to give presentations at conferences, workshops, private functions and colleges. With her teaching background, she knows how to capture her audience with well researched content, professional presentation skills, colour and humour. Her subject matter covers the why, what and how of sustainable choices and her audience leave feeling encouraged and armed with solutions.

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

<p>Gave presentation on Green Procurement to the new Bon Hotels team - Guy Stehlik and Riaan Raubenheimer.</p>	<p>Stunning artwork - rocks on string with green beads at Green Expo Cape Town.</p>	<p>Consultation to new procurement staff at The Michelangelo Hotel.</p>	<p>Lecture on Sustainable Hospitality to final Year Students at International Hotel School.</p>

<p>Consultation to Simone on Green Procurement at Pine Lake Resort.</p>	<p>Consultation on criteria for Green Supply Chain.</p>	<p>Presentation at workshop on Sustainable Hospitality held at the Miele Kitchen Centre.</p>	<p>Back of house tour Cape Town International Convention Centre as part of Event Greening Forum initiative.</p>



Fascinating tour of Legacy' s Da Vinci Hotel.
Laudable greening initiatives and attention to detail.



Presentation to home owners and developers at
Aspen Hills Estate in Johannesburg.

New and Repeat Subscribers to our Directories

Click on images below to view website



ADDICOM

Addicom introduced waterless urinals in South African in 1983. Advantages of Addicom waterless urinals are water saving, no smell, money saving and they avoid vandalism. Since mid-2006 Addicom and their affiliate companies has sold around 1/4 million urinals around the globe, these sales are your assurance that the EcoSmellstop system is recognised for its outstanding value, quality and contribution to the environment.



BEAUTIFUL EARTH

Beautiful Earth creates high quality aromatherapy products, using 100% therapeutic grade essential and base oils preferring to source organic or wild crafted essential oils where possible. No synthetic fragrances are used and products are free of colourants and dyes, sulphates, mineral oils, parabens, animal proteins and animal by-products. All products are biodegradable, cruelty free and suitable for vegans.



BIOFIRES

BioFires stylishly compliment room décor and provide supplementary heating for any room in your home, office or restaurant. Our diverse catalogue includes BioFires with designs and sizes to match many design themes. Biofires are environmentally friendly, using BioFuel, which is a plant derivative and burns a bright flame that does not produce any smoke or fumes. The BioFire is odourless, unless you choose to use the aromatherapy option. The BioFire has been called "The Theatre of the Dancing Flame" as the special design causes the flame to "dance" and entrance!



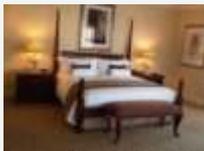
BIOWAY MULTI

This product was originally formulated by scientists in Switzerland to comply with the strictest International safety standards and regulations eg World Health Organisation (WHO). Ideal for hotels and restaurants with large, busy kitchens as there is no need to remove food, cutlery and crockery. It is proved to be a safe product, making it convenient, without having to stop work and close down kitchens during treatment. It is used in restaurants and food outlets, homes, hospitals, clinic, schools, crèches, hotels, resorts, guest houses, lodges, and any other accommodation facilities.



BLACKBALL RENTERTAINMENT

Why buy when you can rent? We offer a solution to your entertainment needs and introduce you to the wonderful world of "Rentertainment", which saves on resources and energy. Should you need to supply short or long term entertainment equipment solutions, planning an event that requires our products and services, wanting to purchase a Foomball table or even having a party, Blackball Rentertainment has it all.



BRAINWAVE PROJECTS

Brainwave Projects have been operating in the Hotel Industry for the past 11 years. They are an installation and manufacturing company. Whether it's designing a fully furnished bedroom, bathroom or lounge - from the curtains to making the furniture - they do it all.



BRANDS FOR CHANGE

We are focused on creating sustainable employment opportunities in South Africa by growing locally manufactured brands that are groomed for export, giving retailers a unique opportunity to align with a brand that offers CSR and Enterprise development solutions and the public a tangible way to participate. We create locally manufactured designer products supported by an innovative marketing strategy & awareness campaign linked to conservation and education in South Africa: Flops for Change and Generation Now Conservation campaigns.



CARA SAVEN PHOTOGRAPHY

Cara provides images that reflect the beauty of the world around us, using inks that cause as little impact on the environment as possible when printed. The wood used to frame the canvases, all come with an 8 year guarantee against warping, making them long-lasting and less likely to need re-framing. Wallpapers are applied using a water based, non-toxic glue and all wallpapers are glazed to ensure longer protection from the sun and longer lasting artwork& making its carbon footprint that much smaller.





CHOCOLATE TIME

Chocolate Time is much more than an ordinary chocolatier. Based in Cape Town, their chocolate factory creates personalised chocolates made in strict accordance with their client's requirements, using Lindt, Belgian and sugar-free chocolate. Chocolate Time can transform your idea into personalised chocolates. Chocolate Time supply many hotels, B&B's and guest lodges all over the world. Pillow Chocolates for your guests always show how much you care that they have the most stunning stay at your establishment.



CORRADI OUTDOOR LIVING SPACE

Corradi designs and produces complete, made-to-measure Outdoor Living Spaces for getting the best out of private and commercial outdoor living areas. Turn a mere space, into a Living Space, no matter what the weather... Patio awnings, Pergolas, Sail Awnings, outdoor furniture and accessories - a complete solution is available for the most discerning customer.



ECONO-HEAT

Econo-Heat is a proudly South African manufacturer and the inventor of the energy-saver Econo-Heat wall panel heater which is today successfully sold in over 28 countries worldwide. The Econo-Heat Wall panel heater can save you up to 50% or more on your heating costs, it is inexpensive to acquire, inexpensive to run, safe for children and pets, asbestos free, ultra slim & a compact design, quick and easy to install and also meets SABS and international safety standards. Welcome back on board Econo-Heat.



ESSENCE OF IRON

Essence of Iron is a well-established ironmongery business with a showroom and factory situated in Cape Town, South Africa. They are suppliers of a full range of French "Brionne" imported decorative hardware in wrought iron, solid brass and porcelain for buildings, furniture and home decoration. Their expertise includes designing and manufacturing interior and exterior verandah balustrading, stairway railings, gates, and unique strap hinges in wrought iron.



EUROBERRY

Euroberry was founded in 2002 as a dedicated supplier of frozen berries and fruits, to the South African Industrial Market. Over the years their product spectrum has increased to include fruit purees, concentrates, baking stable and dried fruit pieces. They are available in various pack sizes to cater for the industrial and hospitality trade. High quality fruit available all year round, supported with all the quality certificates required.



GREEN HOME

Green Home is South Africa's leading biodegradable food packaging supplier offers a comprehensive range of products, a selection of the world's most superior biodegradable food packaging items on the market today. All Green Home's products are made from natural and renewable resources and are 100% biodegradable and compostable. Green Home supply the hospitality industry with world class biodegradable food packaging products.



HANSGROHE

Perfection in form and function !! this was, and still is, the Hansgrohe standard. Their passion for water continually spurs them on to extend their range of energy and water-saving products, setting global trends using innovative technologies. Hansgrohe's showers and mixers help you transform your bathroom and kitchen into havens of well-being; for an exhilarating start to the day and a relaxing end to it.



I AM GREEN

I Am Green is one of South Africa's leading ECO gift providers. Their extensive range of gifts and promotional merchandise offers affordable products, tailored to your company's needs. Intelligent Marketing provides quality 'green' alternatives to products commonly used in corporate marketing and promotion. From stationary, tote bags, t-shirts, recycle bins, document holders to bamboo USB to indigenous trees.



IMBUKO WINES

Imbuko Wines is a family driven operation in the heart of the Wellington valley. A truly enchanting place where values and integrity meets modern winemaking techniques and only sustainable farming practices are used in the vineyards. All Imbuko wines are Ethical & Sustainably certified as well as their Releaf Organic & Rebourne Fair trade brands to complete the extensive portfolio of wines.



IWESCO

IWESCO is a dynamic entrepreneurial company offering specialised contract cleaning services - introducing a novel concept in combining waste and environmental management with traditional maintenance cleaning. Established in 1997, we now operate in SA and in Botswana through a network of our own outlets and selected Franchises. Our key strength is our people and our ability to offer career development through training, skills transfer and job security.



JENEV

Jenev Enterprises was established in 1983 and pride themselves as the largest stockist and supplier of upmarket towels, bathrobes and washable slippers in South Africa. Their brands include: Club Classique, Ecla, Terry Lustre and Zorbatex all of which has a wide range of towels, gowns, hand and bath towels, bath sheets, face cloths, slippers, beach towels, bath carpets and Velour gowns. They also have a special bathrobe for weightlifters and rugby players that has extra sleeve width for bigger biceps and a bigger chest size.



JOBURG GREEN MAP



The Joburg Green Map is the local chapter of an international mapping initiative that operates in over 65 countries around the world. The aim of the Green Map is to provide accessible, useful information on sustainable living choices to citizens of Johannesburg. We do this through the innovative application of user friendly icons that show spaces of green interest across the city. All types of green sites are highlighted - from parks to farmers markets; green stores to renewable energy services; community gardens to recycling depots and much more!

JUSTHAZ



With fast and friendly service and catering for both small and large establishments, Justshaz Professional manufactures a wide range of amenities and toiletries for the hospitality industry. We can customize and personalize all of our amenities by designing and producing any shaped bottle with any branding. Our products are made from natural ingredients which are environmentally friendly and degradable. Our plastic Poly-Prop (PP) packaging has more elasticity which makes it easier to squeeze and best of all, it can be recyclable up to a third generation. We use vegetable ink on our labels and our boxes are all made out of recycled material.

KUNYE



Kunye trains and provides work to groups and individuals who handcraft products, using recycled material wherever possible. Designs are a fresh take on traditional techniques, with beautiful contemporary results.

LA RICCI LEATHERS



A proud recipient of three international awards for quality LA RICCI LEATHERS® designs and manufacture handbags, travel bags, custom made items, desk accessories, small goods and hospitality products such as guest directories, menu covers and wine lists. LA RICCI LEATHERS® products are available in exotic skins, leather, imitation leather, canvas and fabrics in an ample selection of colours and shades and can be branded with company logo by embroidery, screen printing or embossing.

MATTRESS CLEAN



Founded in 2005 Mattress Clean has pioneered chemical free, deep cleaning and sanitation of mattresses to the hospitality industry, private homes and boarding schools. As South Africa's leading mattress cleaning service, we pride ourselves in our professional, environmental friendly service. Our cleaning service is dry and effective, the bed can be made immediately on completion of the job therefore there is NO DOWN TIME ON ROOM AVAILABILITY!

MR MISTA



Mr Mista cooling systems require far less energy in comparison to conventional air-conditioners, and they can be installed in either an industrial or domestic environment with equal ease. These quality products reduce heat-stress, increase staff productivity, facilitate a healthy work environment and attract more customers.

NEXUS



Keeping control of power usage is key to energy management. Our range of access control, power saving solutions and monitoring puts you in charge of energy costs. Nexus access control systems are distributors for lock and access control systems. We are also direct importers and distributors of most access control proximity card / tag types in S.A. Because of our card related business we distribute ID card machines and their consumables too. On our installation side we not only install electronic locks, but also CCTV, fire detection systems & general access control systems.

NUMATIC INTERNATIONAL



Numatic International is a major manufacturer of commercial cleaning equipment and has been an industry leader for 16 years in South Africa, covering every aspect of industry and commerce be it a home, hospital, hotel, school, airport, office or restaurant. Numatic International products are simple in design but designed to be powerful and reliable with superior engineering. Numatic International offer an AutoSave system which automatically starts in the energy conservation mode, immediately reducing power to an optimized 500watt level, however if at any time more performance is needed, one push of the Hi switch gives 60% more power.

RABBIT HOUSE



Rabbit House Suppliers of the African Kinetics range of guest amenities, we don't compromise on quality, pricing and delivery. We offer personal services, develop long lasting relationships with our Clients. Our range can be personalised to your specific needs. Only available from Rabbit House is the beautiful handmade pure beeswax candles to enhance the ambience of a special occasion.

RODLIN DESIGN



Rodlin Design specialises in the design, manufacture and installation of all your seating needs. They are suppliers of fixed or stacked auditorium, stadium and conference centre seating, banquet tables, mobile staging systems and all equipment for the conference industry. Additionally Rodlin Design has the South African license to supply the Sico range of banqueting/seminar/convention tables and associated equipment.



SEBO

Designed and manufactured in Germany, SEBO vacuum cleaners are the choice of cleaning professionals the world over. SEBO vacuum cleaners are tough, reliable and engineered to give excellent cleaning performance. They are recommended by carpet manufacturers such as Axminster, Desso, Interface Carpets because they are effective without being aggressive.



SMILEYS AT HOME

Smileys At Home, South Africa's premium chandelier, lighting and décor specialists offer a dazzling array of the world's most classic and sought after crystal chandeliers, contemporary lighting ranges and unique décor items. Smileys At Home is also the largest South African stockist of Yankee Candle, The World's Best Loved Candle offering a compelling selection of candle and fragrance scents.



SNOOZA

SNOOZA - the cost effective and space saving sleeper couch alternative. We have supplied many lodges, guesthouses, B&B's and Hotels with our product. Many of these being 4 & 5 star hotels. They are used as beds for children under 12. They work extremely well as they are light and easy to move between rooms. They can be used in the rooms as ottomans or stored (they are stack-able) for use when needed.



TABRAR & EARLE

Tabrar & Earle supply boutique quality hotel guest amenities and accessories to the hospitality industry in South & Southern Africa, currently supplying more than 3000 establishments. Their stunning range of 7 hotel guest amenities and toiletries have a product to suit a variety of budgets and decors, from a small B&B to guest houses, large hotels and resorts. A Green Range is offered with environmentally friendly materials used wherever possible. Tabrar & Earle offer personalised products tailored to your specific needs.



TECHNOSWISS

Technoswiss continues to supply Southern Africa with premium quality JVD and Aliseo hairdryers and magnifying mirrors made and designed in Europe to the highest standards. Especially designed for hotel-use, the focus is on highest quality products that are energy efficient and designed to last. New items include LED lighted mirrors and a compact size hairdryer unit with integrated shaver socket.



THE FORGE

The Forge, is established since 1994 in Cape Town. The Forge produces state of the ironmongery art hand forged functional and decorative wrought iron, using traditional blacksmithing techniques. Each project is exclusively crafted and manufactured to the customer's requirements by Nicolas Lehmann's workshop. The Forge undertakes both commercial and private projects to deliver high end ironmongery restoration projects, architectural and decorative applications for the local and international market. Commissions are undertaken from monumental sculptural pieces to a bespoke feature piece enhancing an architectural space or landscaping projects.

WASTE PLAN



Green Tourism has become a buzz word, and we understand why. Becoming carbon neutral or even just environmentally responsible, adds now more value to a hotel's brand than ever. Waste Plan has extensive experience in managing waste at hotels in a manner that will comply with the strictest environmental legislation. At the same time we will help you become green and hopefully save you some money along the way.



Trivia

So, again, we thank our much loved subscribers for their support - the oldies for nearly 12 years! - and a special welcome to the new companies.

And, thank you to the wonderful folk who use our websites, come to our workshops, call us in to consult and listen to our presentations. We have developed a network of 18,000 individuals, most of whom have become champions of our Sustainable Lifestyle and Hospitality mission.

I am having a staycation and hoping to finish unpacking boxes that have decorated my flat for 11 months since I moved back to Jo'burg and can't say I miss all the Kykdaar's swarming the coast. Jo'burg is a delight in the holiday season - empty roads, quiet restaurants and stunning weather.

Merry Christmas, Happy New Year and Happy Holidays to you all!

Gift ideas for catering at Christmas time



The Kraal

Our new Hotelstuff assistant, Malvina, stands for everything environmental and green and understands the very core of eco friendliness. Co-owner of The Kraal Backpackers and also founder of The Kraal Toddlers non-profit organization, she coordinates all the Green/Social projects and training, since 2004.

The Kraal is, as authentic, conscious, and unplugged as can be. It is ideal, for travellers seeking to dive into the heart of Pondoland's Wild Coast nature and culture. The Kraal backpackers has been a pioneer in rural green tourism, since 1997. Their commitment to developing the communities and sustaining the environment, allows them to offer a unique experience with a positive footprint.

Change happens with creativity, education, persistence, continuity and team effort. The Kraal is off the grid and catches its own rain water. They run on solar energy, gas and candles, and grow their own veggies, make bread, breed Nguni chickens and buy fish from local fishermen.

www.thekraalbackpackers.co.za
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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.

Eco Events & Conferences Directory: We have partnered with The Event Greening Forum and created a new directory which provides anyone, wanting to host a green event, with easy-access tools to source venues, organisers and suppliers that are offering 'eco' options.

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 EXSA
Best Green Indoor Pavilion
Hostex Johannesburg



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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