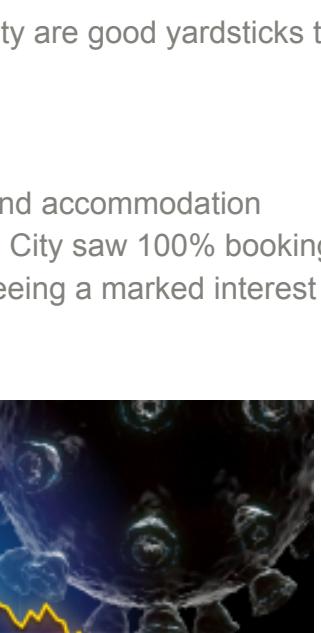


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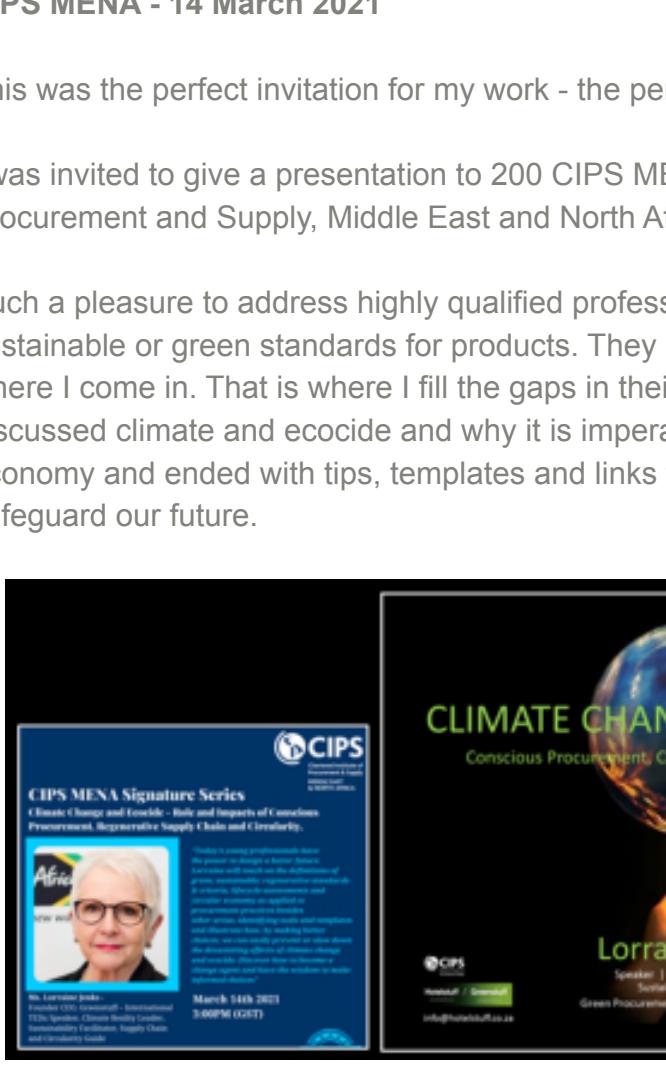
Greetings from Lorraine and the Hotelstuff Team

"Slowly, but surely" said Taubie Motlhabane, CEO of Cape Town International Convention Centre.

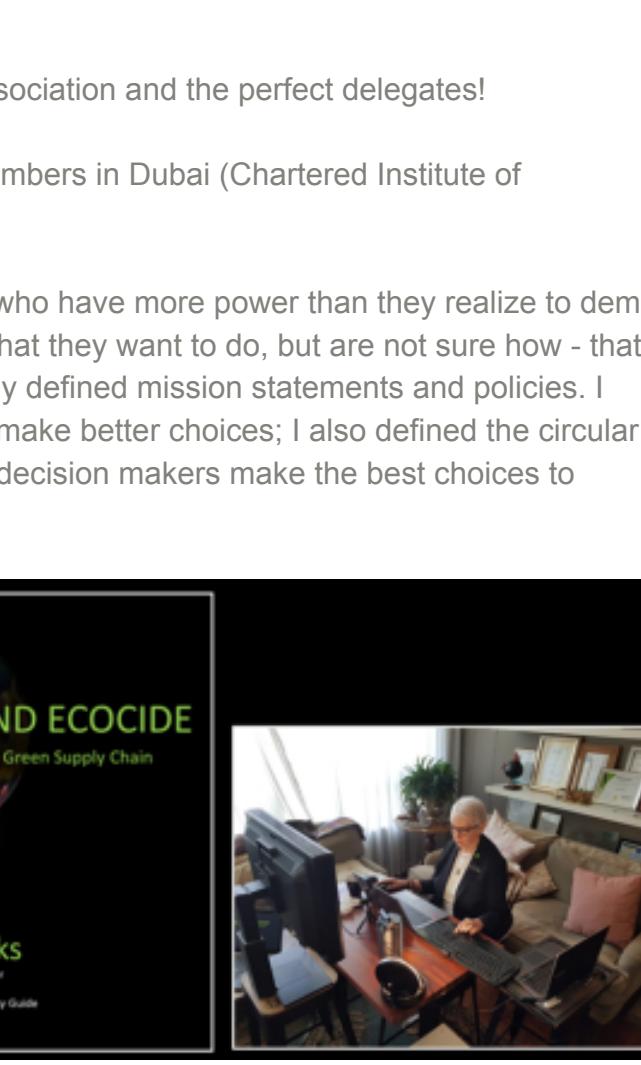
Being one of the most brutally affected industries worldwide, tourism and hospitality are good yardsticks to measure our degree of recovery.

TOURISM UP TURN

The holidays over Christmas and Easter saw an uptick in local flights, road trips and accommodation bookings. Over Easter, Tsogo Sun saw 60% bookings for Durban beachfront; Sun City saw 100% bookings. The good news is that local people are discovering their own country and we're seeing a marked interest in travel by our middle class, a promising trend which will likely continue.



Elangeni Durban, Valentine's Day



January 2018 to January 2021

HOTELSTUFF AND GREENSTUFF

Our websites, Hotelstuff and Greenstuff, have survived better than we expected. It seems people had time to research new products, upgrade and refurbish. Today Hotelstuff caters for every sector, not only hotels as it did 21 years ago. The directories are used by the government, clinics, homes, offices, a variety of accommodation venues and a number of big new luxury hotel developments.

GOOD NEWS

- **Hotelstuff Subscribers:** Get your listing renewed and up to date! Email Tahnya at tech@hotelstuff.co.za
- **Greenstuff:** For those lucky enough to be linked to Greenstuff, there has been a *phenomenal increase* in sustainability awareness by purchasing and supply chain managers, viz Lorraine's events below. Renew your listing!

LORRAINE'S SPEAKING ENGAGEMENTS

As you know, Lorraine speaks globally on climate change, ecocide, conscious procurement, the circular economy, sustainable supply chain and much more. Her topics and our websites are the "go to" when people search for guidance.

Extraordinary increase in awareness around sustainable procurement and supply chain

- After 20 years of giving keynotes, lectures and workshops, the past few months have seen companies worldwide seeking Lorraine out via LinkedIn or her TEDx talk. This is such an exciting breakthrough. People are more aware and more concerned. Most exciting of all, companies are taking action towards more responsible and conscious procurement.

Examples of guidance sought

- An example is an international five day introduction to sustainable interiors that Lorraine attended (a topic at the top of her agenda for 35 years). They had bookings from 13,900 architects, designers and students on one virtual platform! They asked to interview Lorraine on Instagram and over 7,000 people listened. This is unheard of in her field.
- CIPS is the largest international charter for procurement and supply chain managers and asked Lorraine to give a workshop. This will be the first of many, we're sure. These are exactly the people who need websites like Greenstuff.

Contact Lorraine at info@hotelstuff.co.za if you would like a workshop. Please recommend her keynotes or workshops to any companies or interested parties who are ready to make a difference.

So hang in there! Slowly, but surely we're surfacing into our new improved normal.

Stay safe!

What We've Been Up To

CIPS MENA - 14 March 2021

This was the perfect invitation for my work - the perfect association and the perfect delegates!

I was invited to give a presentation to 200 CIPS MENA members in Dubai (Chartered Institute of Procurement and Supply, Middle East and North Africa).

Such a pleasure to address highly qualified professionals who have more power than they realize to demand sustainable or green standards for products. They know what they want to do, but are not sure how - that is where I come in. That is where I fill the gaps in their already defined mission statements and policies. I discussed climate and ecocide and why it is imperative to make better choices; I also defined the circular economy and ended with tips, templates and links to help decision makers make the best choices to safeguard our future.



UGREEN WORKSHOP - 17 March 2021

Look at these numbers! Almost 14,000 participants on this course. Fourteen thousand! The afternoon they interviewed me 7,751 delegates logged on. Architects and designers from around the world. A jam-packed five days from Brazil by two extra-ordinary young people from UGreen who are rocking the industry.

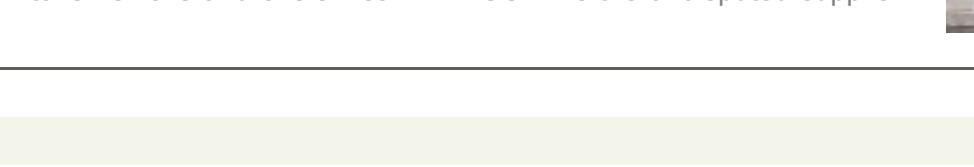
People are waking up. I have spoken on these exact topics for 20 years and all of a sudden these past few months there are articles, workshops and courses popping up everywhere. I had delightful feedback from dozens of listeners who were inspired by my story and amazed at my age. (Umm?) Here is the link, if you feel like listening. It is very long - fast forward to half way. It's enough: [UGREEN Workshop Interview](#).

Visit these links for:

[PROMOTIONS](#) [NEWS](#) [PREVIOUS NEWSLETTERS](#)

JONATHAN LEEMING - EARNING THE FUTURE - 12 November 2021

An audience of nature lovers; salt-of-the earth folk. What a pleasure! Jonathan spoke on his research into Eco Anxiety and I covered the basics of climate and sustainability.



DRIFTAWAY / FOAM FACTORY

Driftaway mattresses comprise of 100% high quality foam composite offering excellent performance in terms of both comfort and support, while being incredibly durable and high wearing. In terms of value for money look no further we offer a comprehensive range of mattresses, pillows, bedding accessories and comfort products all with the same attention to quality materials and workmanship. We fully assemble all our products ourselves and the foam in our products is manufactured in house to the highest standards. Our ability to supply high volumes of mattresses within short periods of time has meant you will not only find Driftaway mattresses in many homes but also well established lodges, B & B's, resorts and hotels.



ENTELIZE WORKWEAR & MANUFACTURING

We have been supplying the industry with the best in work wear, gifting, stationery, all PPE and PPE safety apparel, branding, and signage for more than 18 years. Our main focus is to offer quality products at a competitive rate. We take pride in our excellent customer service and go the extra mile for our clients. We have also added Hospitality supplies to our range, and offer only the finest in our extensive range to our clients, ranging from linen, towels, furniture (can be custom made), crockery, chefs wear, bathroom and bedroom accessories, exclusively sourced decorative items, to industrial cleaning products and equipment.

EZ STOCK

The EZ Stock Solution offers a Practical, Accurate, Affordable & Maintenance Free Liquor Stock Taking Solution to the Hospitality Industry. The product is a variety of individual rulers profiled to the shape of various liquor bottles with 25ml increments to determine accurate tot levels. It allows the user to maintain control of their daily stock usage and in doing so is immediately able to determine if losses, wastage or theft has occurred. It is accurate, user friendly, does not require training and has no maintenance costs. The product is one of a kind and its purpose is to revolutionise stock taking.

INFERNO CHARCOAL OVENS

Inferno Charcoal Ovens are designed and handcrafted in Cape Town, South Africa. Our ovens are suitable for both commercial and domestic use allowing our customers to enjoy its versatility from grilling, roasting, baking and smoking. INFERNO OVEN has a unique side-opening door which makes service and opening easier. INFERNO's cooking area is one of the largest in the industry even though it takes up very little space in the kitchen. The cooking temperature can be set to any level from 100°C to 450°C allowing for every type of cooking; from baking to roasting to slow roasting to grilling. Unlike other charcoal ovens on the market INFERNO OVEN can be fuelled with wood, instead of charcoal, for an extra smoky flavour.

LEAD LAUNDRY & CATERING

Lead Laundry and Catering (Pty) Ltd is the foremost supplier of laundry equipment in southern Africa, representing world leading brands that include Speed Queen, Girbau, Jensen, Ipsos, LEAD also represents leading European brands Fagor in the industrial catering equipment sector, and Ilisa in the arena of Dry Cleaning equipment. LEAD's products range from coin-operated laundries to tunnel washers in industrial laundries and hospitals, as well as covering the equipment needs of the smallest bars and cafeterias to the largest industrial kitchens imaginable. LEAD's brands are backed by the most comprehensive after-sales service available anywhere in Africa.

MEGA LAUNDRY EQUIPMENT

MEGA - Melville Equipment Group Africa is a supplier of commercial and industrial laundry equipment. Founded in 1992 and rebranded in 2006 when a father and son team bought the company. Today, it continues to be run and built on those same family values. We are the sole distributor of the world's no 1 manufacturer of Industrial Laundry Equipment, Electrolux, and we represent other world leading brands such as LG, Ponys, and GMP. With the right product mix, excellent after sales service and a trained technical team, we are driven towards making customers' lives easier and more profitable through more efficient and reliable machines.

MOSO AFRICA

MOSO Africa is a subsidiary of MOSO International, world leader in bamboo. We supply quality, sustainable bamboo interior and exterior products throughout Sub-Saharan Africa and the Islands. Besides bamboo flooring, bamboo parquet and bamboo decking, MOSO is able to offer a very wide assortment of bamboo beams, panels and veneer in a broad range of colours, sizes, thicknesses and textures. MOSO is also able to develop unique, tailor made bamboo design solutions meeting exceptionally high requirements for clients from the bamboo industry.

NATURAL LIFE

At Natural Life we believe that the responsibility lies with each one of us to ensure a better future for the planet. If we all make small changes for the better they will equate to a large positive result overall. We specialise in finding alternatives to plastic and toxin laden products and replacing them with high quality products that are largely made from natural and sustainable materials such as cork, jute, bamboo and recycled paper. By choosing from our range of gifts it'll speak volumes to your clients of your commitment to saving the environment and reducing plastic waste. As our gifts are all re-useable this message will stay with your clients long after your interaction with them may have ended.

RETRACTALINE

Retractaline is the undisputed market leader in the design, manufacture and supply of a comprehensive range of laundry care products and accessories. Founded in 1985, the brand has established itself as a South African icon, supplying the leading retail and hardware stores for over 35 years. Our ability to supply directly to the retail sector and consumers without the escalating cost channels of middle men importers, distributors, off-shore head office / brand allocations, and Chinese factory profits; ensures that our customers are offered the very best quality products, bench marked above international best practise standards, at costs well below our international brand competitors. An absolute winning formula for our customers!

SPIRIT AMENITIES

We at Spirit Amenities pride ourselves with quality manufactured products and have a range that will suit any Hospitality business from Air BNB rooms, Guest Houses, BNB's, Spas and Hotel groups. We offer personalisation services where we engage our customers from beginning to end providing a service which allows our Hospitality customers to create their own unique line of products from fragrance packaging labelling through to final product. We manufacture all our own products including a Hospitality Soap Manufacturing line which allows us to manufacture quality luxurious soap in sizes of 20g/25g/30g. We can also design specific shapes and logo application on the product and any fragrance if required.

W.L. COLE

The leading supplier to the hospitality industry throughout Southern Africa. Established in 1963, W.L. COLE has been the partner of choice for all leading hospitality brands for over 55 years. W.L. COLE has a proud heritage of consistently supplying the industry's biggest names with high quality products at the most competitive pricing. In-house manufacturing and economies of scale are leveraged to offer customers the ultimate value, from bed linens and towels to kitchen smalls and chefs wear. W.L. COLE is the undisputed supplier of choice.

AFRIEARTH / KEET & MONKS & CUBS GUEST AMENITIES

Our focus is Hospitality, creating beautiful products that will delight your guests & simply go beyond the ordinary. Our bath & body products are paraben free, endorsed by Beauty Without Cruelty. Our small items are packaged in corn-starch packaging (plant based), not plastic, therefore 100% compostable and biodegradable. Bath & Body Products are an intimate experience for guests, our 'Keet & Monks' and Afriearth choice of unique and beautiful fragrances will have your guests remembering their stay with you long after they have gone home.

AFRIHOUSE

Afrihouse is an African-inspired décor shop in Vaalwater, Limpopo. Our passionate team is continually sourcing unique and African inspired décor treasures, however the majority of our products have been locally hand-crafted in Vaalwater or manufactured by ourselves. We have the resources to manufacture anything made from wood, ceramic, game & nguni hide, canvas, fabric, rattan and beads. Therefore we are able to customise most of the products to suite your needs, you need merely send your ideas and we will quote to quantities we are able to custom brand packaging.

CHOCOLATES BY TOME'S

Chocolates by Tome's is a BBBEE level 4, premium, gourmet chocolate manufacturer, offering a delicious range of competitively priced chocolate, chocolate confectionery and baked items for the hospitality and confectionery industry. We manufacture our own range of African Origin gourmet couverture with ingredients sourced solely from the African Continent. We wholesale to the hospitality and confectionery industry supplying some of the top hotels and confectioners throughout South Africa with our premium couverture chocolate, decadent pillow turn downs and scrumptious confectionery and baked treats. Subject to quantities we are able to custom brand packaging.

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