

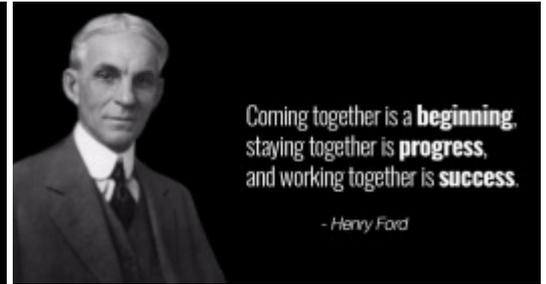
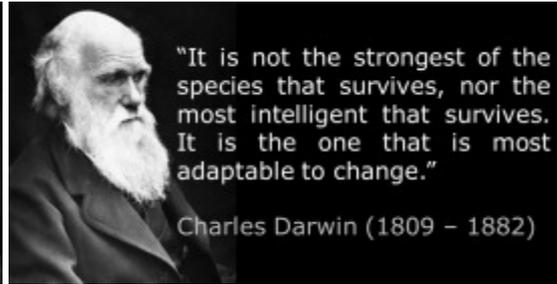
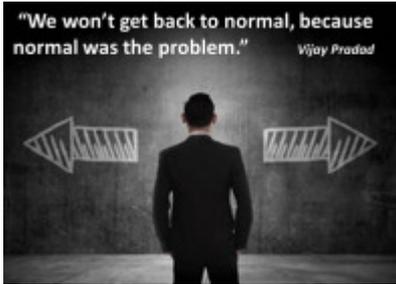
# Hotelstuff / Greenstuff

## Newsletter

Hotelstuff and Greenstuff Newsletter: Issue #67

May 2020

### Hello from Lorraine and the Hotelstuff Team



Many of us in this network have been together for 30 years!

We know and understand each other.

Together we will weather this storm, prepare and adapt.

Unprecedented disruption requires unprecedented collaboration, support and sharing of resources.

We, with you, have everything we need.

How are you coping? What's worrying you the most? I was worried sick about you and us. (Did you know there are over 25,000 of you in our network now? That's a helluva lot of people to worry about!)

BUT... I have taken two courses to improve my skill set and I have been on dozens of virtual workshops, webinars and panel discussions.

AND... I am feeling much, much better!

### PREDICTIONS, OPINIONS, TIPS AND SOLUTIONS

I've worked closely, every day, with industries we are most involved with, given a lot of thought and researched current views and options for all of us to survive the lockdown and emerge resilient and reassured. I have read and listened to everything I could and have created a library of data related to the Corona Virus, the lockdown and how it will eventually evolve. From this I distilled advice and tips on how we can cope and prepare for the paradigm shift ahead.

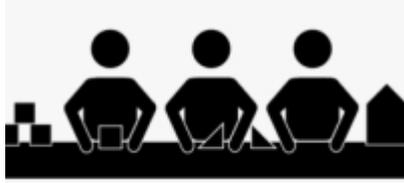
With this material, I developed a new workshop "A Paradigm Shift - Life and Tourism Beyond Covid-19" which has been presented three times and which has received some lovely feedback and reviews. I will be inviting you to similar events, specifically designed for you, very shortly.

### WHERE TO NOW?

We are living our future history.

First we must ease ourselves into our new future, dust ourselves off and then celebrate the fact that we have an extraordinary opportunity to change some elements of our lifestyle and our businesses. We've seen the best and the worst of a global shut down. We will focus on the best and together explore how to make better choices.

This is what we offer you.



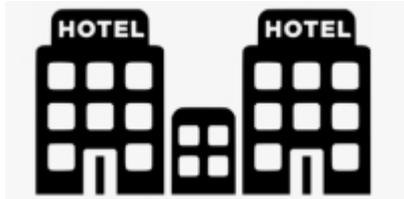
**TO SUPPLIERS:**

Now is the time to remind your customers that you are ready and waiting to be of service. Let our team refresh your listing on the Hotelstuff database for you. I have developed a workshop especially for you, the suppliers in our network, with advice from experts. It is essential to remain visible. Buyers have time to search for new suppliers and you need to be found at the click of a mouse. We will also soon invite you to participate in an event where we will promote your company and remind the thousands of folk who use Hotelstuff that you're alive, willing and able.



**TO BUYERS:**

Now is the time to explore our database for different suppliers. We've actually been surprised at the continued activity on our websites by buyers during lockdown. If you're thinking of improving your greening initiatives, Greenstuff.co.za has everything you need. It is free. We will soon invite you to join us for a workshop on the latest trends in "Sustainable and Green Procurement and Supply Chain Management". This is a workshop which I have presented in many African states and abroad. This time it will include lessons learned during Covid-19 about supply chains.



**TO THE TOURISM AND HOSPITALITY SECTOR (Applicable to All Industries, in fact):**

Now is the time to step back and look at new, more sustainable ways to manage your business. I have consulted to top establishments and been Chief Judge for the Lilizela awards. I will soon be running a training webinar for tourism destinations, transport, accommodations, operations, furnishings, food, beverages, cleaning, maintenance, risk management - entire service - to share how easy it is to begin making different choices to protect your environment, reassure your clients and with a unique study on the parallels of the Corona Virus and Climate Change with advice on how to prepare and adapt to future proof your business.



**TO ALL OF US:**

With so much time to think, have you noticed how little we need to have "enough". Join me for one of the online chats to share ideas on how to step back and visualise a future that is kinder to us and everything we use. Watch this space.

Please send us any thoughts you have and some extra ideas of the way forward. We have work to do.

Meantime, stay home, stay safe. See you soon in our brand spanking new Zoom Room.

Lorraine



**Please remember to 'LIKE' both our Facebook pages:**

Hotelstuff

and

Greenstuff

**What We've Been Up To**

**A PARADIGM SHIFT - LIFE AND TOURISM BEYOND COVID-19**

My first foray into formal Virtual Speaking!

Chatting to family and friends on Skype and Zoom is not the same as addressing a gallery of faces on a plastic screen when you're used to a room of warm bodies and animated faces!

The Corona Virus has thrown every industry, especially the tourism industry, into disarray. Up to 1.1 million jobs will be lost in tourism alone.

There are predictions, statistics, opinions, proposed guidelines, social media posts, articles, media interviews, blogs flying about in frenzy - almost a panic.

So I read, watched and listened to everything that came my way and compiled a huge file of data from trending information. I divided the material into topics and lists and distilled it into bite-size sections to calm down the noise. In all my work, my motto is to keep it simple, objective and practical. We can find detail later.

The purpose of the workshop is to encourage, inspire and give hope by sharing current thinking of as many sectors as possible and especially to share advice from experts to the operators and owners of properties and destinations in our network and the suppliers and buyers who support them.

I also studied the parallels between Covid-19 and Climate Change and the unique opportunity the people, politicians and industry have to make better choices as we gradually move beyond the lessons we've learned during the Corona Virus.

The workshop was a wonderful success and we received excellent feedback from the participants. I will soon divide the contents into separate categories and offer these to anyone who will listen!

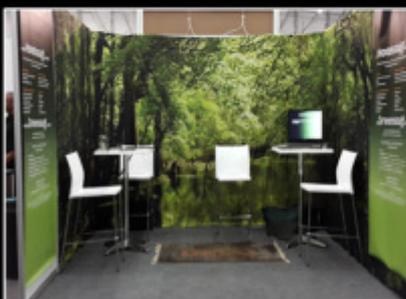
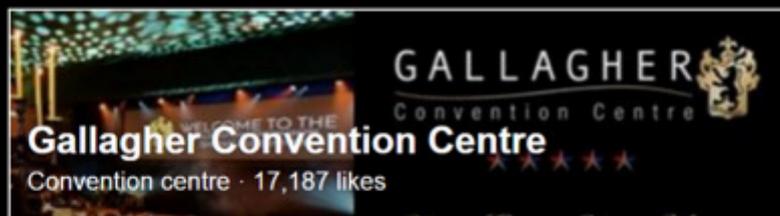


## SARCD A at Gallagher Convention Center

We took an stand at SARCD A this year at Gallagher for the first time - not to display our subscribers' products - but to promote our Hotelstuff.co.za and Greenstuff.co.za directories, meet other manufacturers and suppliers, and to chat to exhibitors and visitors about our expertise in hospitality products and the growing interest in environmentally conscious products.

The show was incredibly busy with people crowding the stands and the aisles, and to our deep unease, the Corona Virus had just taken hold in South Africa! Thank you to Lorna Weidemann and her daughter for manning the stand and taking safety precautions throughout.

We were glad we had decided to join SARCD A and delighted with the positive response we got from exhibitors and visitors and will be even more involved for their Christmas exhibition.



## Upcoming Events

### WORKSHOPS

Here are some titles of existing and planned workshops. I would love to have you in the Zoom Room with me. Between us we have a wealth of experience and opinions for the future to share. Let us know if there are any other areas you would like to address.

"A Paradigm Shift - Life and Business Beyond Covid-19"

"Marketing and Survival during Lockdown - Proactive Practices"

"Conscious Procurement and Supply Chain Management - The Essential New Norm"

"Green Management and Operations - Guidelines made Easy"

"A Tale of Two Futures - Lifestyle and Business - The choices we make"

## Website Banner Promotion

Suppliers, would you like to **increase your brand awareness** and expose your company to more than **37 000 active industry contacts per month**?

Now you can with our **Website Banner** options! [Please contact us for more information.](#) These options are available on both the Hotelstuff & Greenstuff websites.



### Banner Advertising on Hotelstuff

- Instant Exposure to 37 000 Industry Contacts a Month
- Increase Your Company's Brand Awareness
- Key Networking Benefits
- Online Exposure 24/7

**REQUEST INFORMATION**

[Read about Past and Upcoming Events on our NEWS page](#)

## New and Repeat Subscribers to our Directories



### 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.



### ASTRO LINEN

Astro Linen was established in 1993, with over 25 years of experience in the linen industry. The company has grown to become one of the leading manufacturers in the industry, supplying linen, curtains and towels. Since it was first established Astro Linen has remained committed to its customers. With persisting dedication to providing top quality products and services it has become well recognized in the market.

## **BEDS & PILLOWS**

COMFORT IS EVERYTHING



## **BEDS & PILLOWS**

Beds & Pillows are suppliers of beds, mattresses, roll away beds, pillows, linen and mattress converters to the hospitality industry. Our hospitality linen is made to clients specific needs. We also offer a variety of quality towels, mats, robes and slippers. We pride ourselves on complete customer satisfaction since inception in 2011. Contact us for your bedding requirement or visit our website for imported linen for your urgent requirement. We do believe that comfort is everything!

## **BETTER EARTH**



Better Earth provides cleaning products that are gentle on the environment (and your hands) but also high quality cleaning agents. All of our products are as effective as other cleaning products but provide peace of mind to the eco-conscious user. Better Earth's aim is to get as many people as possible to use affordable cleaning products that have little or no knock-on effects to the environment. Better Earth offer a special service with reduced trade prices for the hospitality industry.

## **EARTH KIND**



Earth Kind is a company with a strong commitment to the environment. Our products are revolutionary and it answers the need for safer, environmentally friendly, and easy-to-use products. With the use of our products, your working environment will be bacteria free and cleaner. In addition, our products help to increase overall staff efficiency, reduce costly maintenance and eliminates the need for toxic chemicals and special handling procedures.

## **EBM PAPST**



Proud supplier of ebm-papst motors, fans and technologies into Africa. We are the global market leaders in the manufacturing and supplying of fans, blowers and motors. A wholly owned subsidiary, which distributes the world's largest range of fans and motors into a diverse African market. As a leader in technologies for ventilation and drive engineering, ebm-papst is in demand as an engineering partner in many sectors. With over 15000 different products we provide the right solutions for just about any challenge. Our fans and drives are reliable quiet and energy efficient.

## **ENTELEZE**



## **ENTELEZE HOSPITALITY SUPPLIES**

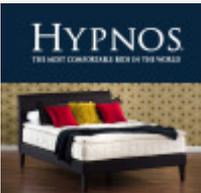
We have been supplying the industry with the best in work wear, gifting, stationery, all ppe and ppe safety apparel, branding, and signage for more than 18 years. Our main focus is to offer quality products at a competitive rate. We take pride in our excellent customer service and go the extra mile for 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.

## **HYPNOS BEDS**

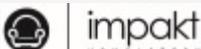


At Hypnos Beds we take our responsibility seriously for helping you sleep well and wake up better. We have a talent for creating comfortable, stylish beds to enhance your well-being. Our beds are made from the finest natural and sustainable materials, including wool, hair, cashmere and silk, which provide the very best sleep systems for regulating body temperature. Discover a sustainable and tailor-made bed that's just right for you and enjoy a relaxing and rejuvenating night's sleep.

## **ICON LIVING**



Luxury furniture manufacturers direct to the Hospitality Industry. From quality furniture, to quality service - this is what you can expect to receive at Icon Living. Our team at ICON LIVING values all aspects of purchasing a product. With that said, we simplify your decision by answering your questions without you even asking it. We base our service on Universal Needs, needs we believe has to be met in order to satisfy! Some of these needs include communication, convenience, service, know how, ability, functional, value, security, back up service, quality, long lasting, warranty.



## **IMPAKT UPHOLSTERY**

Impakt Upholstery is a high-end professional upholstery company that combine expert craftsmanship with beautiful design to create upholstered furniture that makes an impact and stand out from the rest. Through one-on-one design consultations and an eye for modern flair we will help you create upholstered masterpieces that will enhance any space. Impakt provides a customer experience unlike any other in the business. We are always ready to assist and will visit you at your business. Let us delight you with our excellent service, unquestionable quality and a product delivered on time and at a reasonable price. Our work carries a 2-year workmanship guarantee.



## KROST OFFICE PRODUCTS

Krost Office Products manufacture, design and distribute office furniture and architectural accessories. Our designs have elegant lines with soft, organic shapes; in perfect harmony with modern desking styles. Our products are available in stainless steel, sandpaper-black and silver steel, wood, leather, rubber and plastic. They include letter trays, wastepaper bins, paper cubes, pencil cups, planters, jumbo bins, standing ashtray-litter bins, eco fibre planters and much more.

Read some of our [Previous Newsletters](#) to see what we've been involved in



## 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, Ipso. LEAD also represents leading European brands Fagor in the industrial catering equipment sector, and Ilsa in the arena of Dry Cleaning equipment. LEAD's products range from those used in coin-operated laundries to tunnel washers in industrial laundries, 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.



## LINEN DRAWER

Linen Drawer manufacture customised bed, bath and table linen to discerning individuals across South Africa and the world. At Linen Drawer we are passionate about the quality and style of every linen product we sell. We offer bed-linen ranges which we produce from pure cotton percale as well as from pure linen. We sell quality winter sheeting, duvets, pillows, blankets, throws, mattress protectors and bed wraps. Everything we sell is designed to ensure that you and your family have a good night's sleep. We also offer many quality towel ranges in pure cotton, Dhurrie bath mats, bath robes, gowns and related products.



## MENU FOLDERS

Menu Folders is a manufacturer of custom designed menu folders for the hospitality & other related industries. Over the years we have increased our product offerings to include bill folders, placemats, coasters, table signage and condiment boxes. We have been supplying many restaurants, hotels, B&B's and small businesses with high quality, durable folders & other related products, all across South Africa as well as neighbouring countries.



## 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.



## MUELLER HOSPITALITY SOLUTIONS

Mueller Hospitality Solutions offer a wide range of products from 70% alcohol based Hand Sanitisers to Bed Linen, Kitchen Equipment and Refrigeration. We supply Duvet Covers, Flat Sheets, Fitted Sheets, Pillow Cases, Duvet & Pillow Inners, Mattress & Pillow Protectors, Mattress Converters, Base Covers, Blankets, Curtains, Slippers, Gowns, Towels, Face Cloths and Bath Mats. Kitchen Equipment include stainless steel Tables, Sinks, Wall Shelving and Extraction Units. Refrigeration products include Underbar Fridges and we also do Cold / Freezer Room installations.



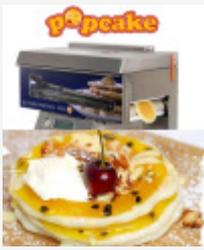
## PDI DESIGN CONSULTANTS

PDI Design Consultants is a strong design practice that provides a comprehensive range of interior services. The company has served a wide variety of clients with a range of regional, national & international projects. PDI combines cutting edge design with sound technical understanding of all aspects of building, backed with the latest CAD & 3D visualisation skills & techniques. We have produced for our clients, creative and distinctive high-quality interiors. The results have delivered both delight and integrity coupled with sound commercial success.



## PLANTR

With a passion for all things green and an obsession with design, Plantr has a unique offering of stunning, high-end planters and plant containment solutions. Plantr offers a range of beautiful planters and greenery off the shelf, available from our showroom at The Palms in Woodstock, as well as a dynamic custom planter design solution, utilizing 3D modelling software and lifelike renders. This paired with great customer service makes Plantr your premium greenery destination.



## POP-CAKE

The POP-CAKE® machine is the world's first fully-automatic counter-top pancake making machine. This patented machine cooks fresh, piping-hot pancakes that are 97% fat free at the single press of a button. POP-CAKES® work particularly well in hotels and guesthouses on the breakfast buffet saving labour and wastage. They are also ideally suited to work and school canteens, coffee shops and exotic dining concepts or as a standalone unit at sport events or outdoor functions. We offer various options for rental and purchase of the machines. Additionally we sell the POP-CAKE® mix and provide full training, support and machine servicing when necessary.



## PRINCETON BEDDING

We have been in the Bedding Manufacturing Industry for 19 years specializing in the manufacturing of bed bases, Storage bed bases, medium and high quality Mattresses for the hospitality industry. We don't make the cheapies, but there is no middleman involved, so we can really offer very good prices. We encourage factory visits by our clients, and you are welcome to come see how we make YOUR bed. Our factory is situated in the north west of Johannesburg. Alternatively, I will personally come to a customer for a first meeting and chat to show samples and see what you need.



## RETRACTALINE

Retractableline 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, and has supplied the leading retail and hardware stores for 31 years. Enjoying over 80 percent market share, a Retractableline product is found in the majority of South African homes.



## SCAN DISPLAY

Our new hands-free Sanitising Step is a great solution as it is lightweight, can be branded and is adjustable for different bottle sizes. Exhibition, events and display specialist, Scan Display, has a range of products and infrastructure solutions that are ideal for managing the COVID-19 health crisis. Traditionally, the company's products and services have been used at exhibitions, events, conferences and activations. Many of these products can now be used for testing stations and temporary hospitals during the current pandemic. Scan Display's Modulbox is a mobile activation unit that can be moved easily between locations by a delivery vehicle and set up in a parking lot or similar environment within the hour. The Modulbox can be used indoors and outdoors and is the perfect solution for establishing temporary testing stations.



## 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, Spa's and Hotel groups. We offer personalisation services where we engage our customers from beginning to end providing a service which allows our Hospitality customer 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.



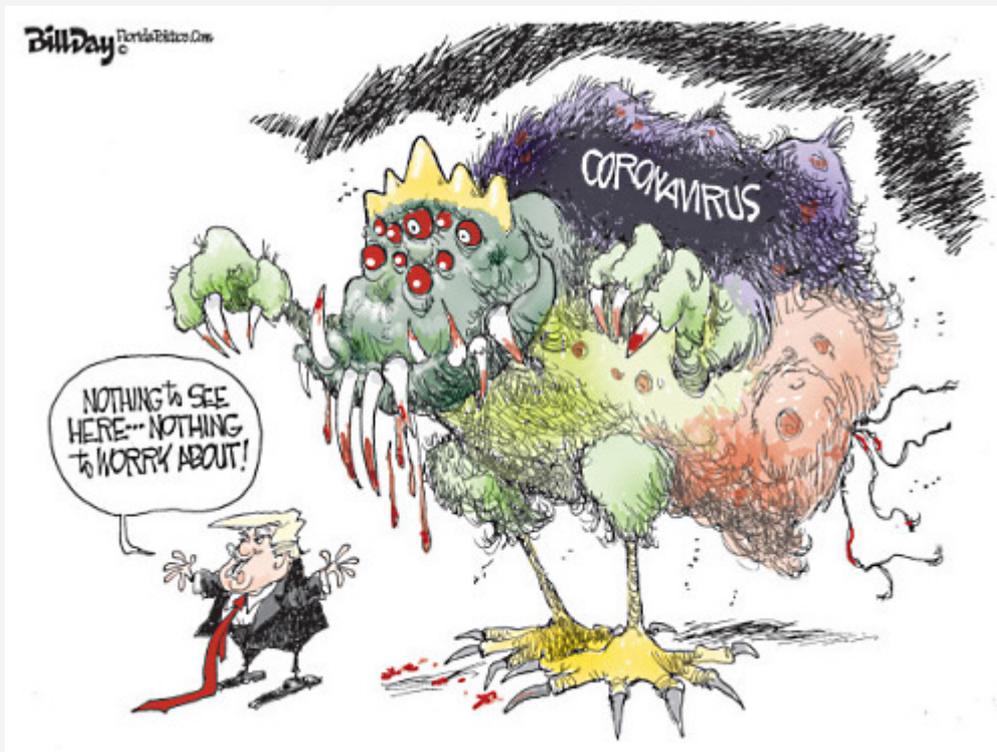
## TRANSAFRICA HOSPITALITY SUPPLIERS

Transafrika Hospitality Suppliers distributes an exciting, diverse, high quality and on trend range of eco-friendly food packaging products to both the Corporate and Hospitality Industry. Our products are manufactured from organic and plant based renewable materials such as bagasse, vegetable starches and wood cellulose. Our product range include hot and cold beverage cups, salad tubs, burger boxes, clamshells, lunch boxes, serviettes, cutlery and picnic packs, picnic boxes and carrier bags. Our products are constantly evolving and our range is diverse. If we haven't got it, we will endeavour to get it.



## 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 linen and towels to kitchen smalls and chefs wear W.L. COLE is the undisputed supplier of choice.



## 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 from every industry and also homeowners 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. Please note **WE ONLY MANAGE THE WEBSITES** and do not get involved in sales or quotes.

**Greenstuff:** Sister website to Hotelstuff, Greenstuff is a separate online directory of the green or eco-friendly products of suppliers listed on Hotelstuff.

**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, we offer 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.

**Conference & Event Stuff (Eco) Directory:** We have created a new directory which provides anyone, wanting to host a green event, with easy-access tools to source venues, organisers and product 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! And if you are a supplier, let us assist with greening your manufacturing process and the lifecycle of your product and packaging.

**Speaking & Workshops:** Ask Lorraine to come and address you, your team or your community. Lorraine is a member of PSASA and has become a popular motivational speaker on sustainable and responsible tourism, hospitality and family lifestyle. All aspects of sustainable, eco and green issues are addressed, debunking the myths and demystifying the jargon and leaving the audience positive, motivated and with easy solutions. She has been invited to speak at international conferences, seminars and exhibitions, right through to small local functions. [www.lorrainejenks.com](http://www.lorrainejenks.com)

**Awards:** Lorraine has received numerous awards and commendations for her commitment to responsible tourism and hospitality in South Africa. [Read more about the awards here.](#)



Hotelstuff



Greenstuff