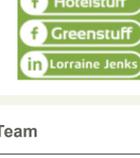


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# Hotelstuff / Greenstuff

## Newsletter



### Greetings from Lorraine and the Hotelstuff Team

Africa's tourism recovery is remarkable and steady with many destinations reaching pre-pandemic figures. This can only get even better.

Aside from the general increase, we are already seeing the early year-end requests for quotes coming in through Hotelstuff and Greenstuff. So, if you're a supplier, get your page updated or reactivated, if you closed down during the lockdowns.

#### REMINDER - WE ARE LIKE A YELLOW PAGES

Please remember, we don't sell anything; we simply manage a directory, or catalogue, of products and suppliers like an online 'yellow pages'. We remain the top service in Africa and get up to 33,000 buyers a month using the websites - looking for you. We could also do an exclusive mail shot for you to our database to remind everyone that you're alive and well. Times are good. Get visible!

**ONLINE SALES QUESTION:**  
We've been approached to consider a B2B option.  
Would you be interested in marketing a few specific products for direct purchase on your Hotelstuff page?  
(Reply with a quick YES or NO)

#### EXHIBITIONS AND TALKS

Below is a list of exhibitions and speaking engagements where we promote you to several industries. Hotelstuff is used by dozens of other industry sectors, government and private people now.

#### NEW AND RENEWED SUBSCRIBERS

Further down are details of new subscribers to Hotelstuff and Greenstuff and those who have renewed their registrations. (Did you know, many have renewed for over 20 years!)

#### AWARD

This is our 23rd award - **100 Most Powerful People in African Hospitality.**

Thank you for your continued support.

We really have become a household name in many sectors.

Here's to a bumper summer!  
Lorraine

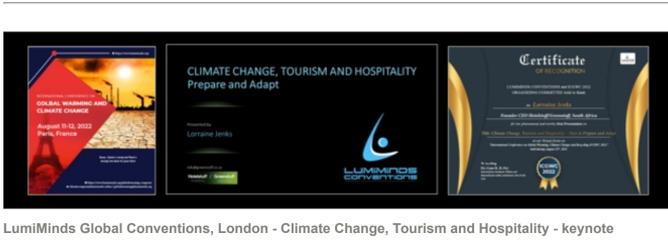
### What We've Been Up To

Here are some of the things Lorraine has been up to: an award and speaking gigs - covering insurance companies, small businesses, land restoration experts, manufacturers, supply chain managers, hospitality and more! Let her talk to your colleagues too!



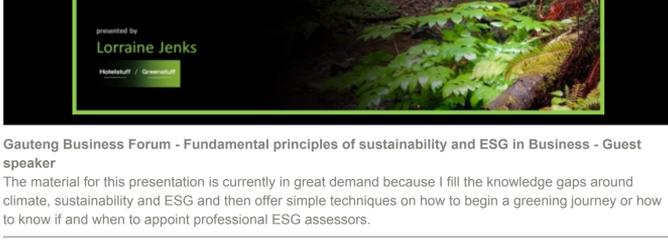
#### AN AFRICAN HOSPITALITY AWARD

Lorraine has been recognized as one of the *100 Most Powerful People in African Hospitality*. This is for her three decades of educating and motivating a change to more sustainable, socially equitable and environmentally responsible operations. Her special interest lies in all aspects of hospitality and the power of procurement and supply chain choices for everything used in hospitality from transport, building, all capex and operating equipment, food - everything that comes in, is used, stays or eventually goes out. All these considerations also apply to every public and private sector. Let us know if you would like Lorraine to present to your associates at any time.



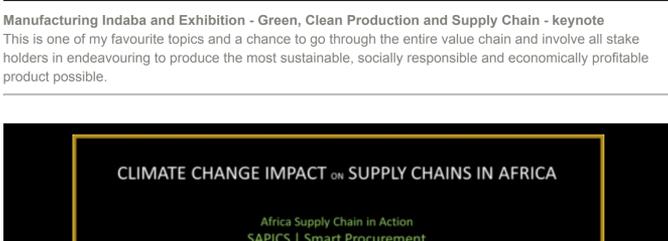
#### LaRSSA - Land Rehabilitation Society of South Africa - Guest speaker at gala dinner

Being the guest speaker at the end of a gala dinner is a gig that takes courage! Your audience is tired... tired from two days of presentations, slides, conversations and debates. Then at last, dinner with good food, lots of wine and laughter. Then me. I presented my current material (sprinkled with plenty of humour) on the essentials of why it is critical to restore our environment and prevent future damage. The lovely feedback is going to be framed on my bedroom wall! "The Little Green Queen, an absolute GEM. Thank you, Lorraine ... cut through all the fluff to the crux of matters ... a perfect ending to a fantastic conference!" It was so encouraging to learn about the wonderful work these academics and highly skilled specialists are doing, from using urine for fertilizer to saving flamingos to preventing Jagersfontein dam collapse disasters.



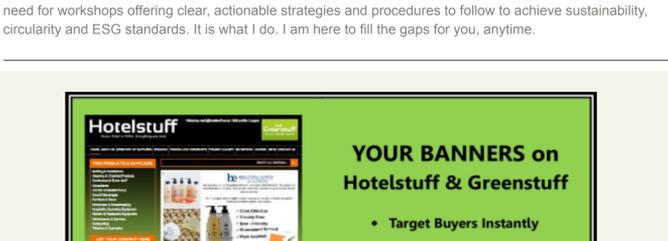
#### GIB Insurance and iTOO Insurance Brokers - Sustainability and ESG - keynote

Have you given enough thought on how climate change will affect your entire value chain? The other speakers gave outstanding presentations on the shift towards more sustainability and I was pleased to learn that different industry sectors will experience - their clients and their investments - and emphasized the surprising power that brokers have because they can insist, or encourage, clients to take new preventative measures where possible. Let us know if you'd like to hear what you may not have considered when insuring your business.



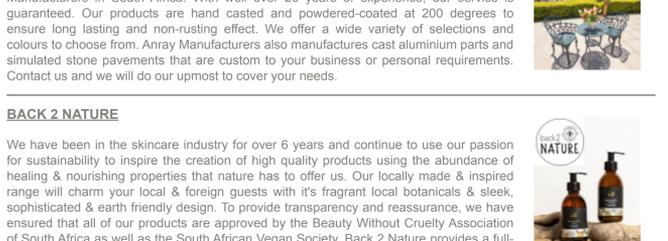
#### LumiMinds Global Conventions, London - Climate Change, Tourism and Hospitality - keynote

Tourism and hospitality operators owe it to all stakeholders - the tourists, industry partners, venue owners, managers, suppliers, caterers... to understand the challenges; how to mitigate, how to plan and how to adapt. To remain leaders in our field, we need to know how to reassure clients, protect visitors, modify our properties, retrain staff, monitor the science, embrace technology and be ahead of predicted events at all times. My keynote was a guide of how to achieve maximum sustainability, prepare and adapt for climate disruptions.



#### Gauteng Business Forum - Fundamental principles of sustainability and ESG in Business - Guest speaker

The material for this presentation is currently in high demand because I fill the knowledge gaps around climate, sustainability and ESG and then offer simple techniques on how to begin a greening journey or how to know if and when to appoint professional ESG assessors.



#### Manufacturing Indaba and Exhibition - Green, Clean Production and Supply Chain - keynote

This is one of my favourite topics and a chance to go through the entire value chain and involve all stakeholders in endeavouring to produce the most sustainable, socially responsible and economically profitable product possible.



#### SAPICS and Smart Procurement - "Climate Change Impact on Supply Chains in Africa" - keynote

Three years ago you would not have heard of a procurement and supply chain management conference about anything other than management and financial aspects of supply chains. Now, for sustainability, experts are summits, conferences, webinars, workshops, trainings, panel discussions every week and new there to do the work for you because there is money to be made! ESG for supply chains has been my focus and work for 25 years (it just didn't have a name), so imagine the gratification I feel when I see the evolution in awareness and action! We've noticed that many managers are being thrown in the deep end and there is a need for workshops offering clear, actionable strategies and procedures to follow to achieve sustainability, circularity and ESG standards. It is what I do. I am here to fill the gaps for you, anytime.



### YOUR BANNERS on Hotelstuff & Greenstuff

- Target Buyers Instantly
- Greater Brand Awareness
- Increased Page Views
- Key Networking Benefits
- Online Exposure 24/7

SEE YOUR BANNERS HERE

REQUEST INFORMATION

### New and Repeat Subscribers to our Directories

#### ANRAY MANUFACTURING

Anray Manufacturers is one of the largest Cast Aluminium Garden Furniture Manufacturers in South Africa. With well over 20 years of experience, our service is guaranteed. Our products are hand casted and powdered-coated at 200 degrees to ensure long lasting and non-rusting effect. We offer a wide variety of selections and colours to choose from. Anray Manufacturers also manufactures cast aluminium parts and simulated stone pavements that are custom to your business or personal requirements. Contact us and we will do our utmost to cover your needs.



#### BACK 2 NATURE

We have been in the skincare industry for over 6 years and continue to use our passion for sustainability to inspire the creation of high quality products using the abundance of healing & nourishing properties that nature has to offer us. Our locally made & inspired range will charm your local & foreign guests with its' fragrant local botanicals & sleek, sophisticated & earth friendly design. To provide transparency and reassurance, we have ensured that all of our products are approved by the Beauty Without Cruelty Association of South Africa as well as the South African Vegan Society. Back 2 Nature provides a full-circle benefit for everyone - guests, hotel and environment.



#### CAFFELUXE

Caffeluxe is the first completely South African coffee capsule and the first local alternative to international brands. Caffeluxe brand continues to innovate, adapt and enhance its offering in order to give customers what they truly want - the perfect cup of coffee, perfectly brewed and perfectly poured. Caffeluxe brand is so much more than simply dark or medium roast coffee capsules. It's hot chocolate capsules, Rooibos capsules, flavoured coffee capsules, kid-friendly capsules, and even cleaning capsules too, all fully compatible with machines like Nespresso®, Dolce Gusto® and more. From bean to capsule to cup, every stage of the Caffeluxe process is overseen by our very own coffee-making experts.



#### CANDLES 4 OCCASSIONS

Not only are our products locally sourced and manufactured, and therefore more affordable, our strict adherence to quality means you'll find only the best at Candles 4 Occasions. The convenience of our online store allows for quick and satisfactory service, all from the comfort of your own home. Our core product range centers on Container Scented Candles. We also supply a lovely range of guest amenities like hand & body lotion, shampoo, conditioner, shower gel and guest soap.



#### CAPE ISLAND

Cape Island Designs (Pty) Ltd is a 100 % female-owned, proudly South African manufacturer with B/BBEE Status: Level 4. We produce a range of eco-luxe home fragrance products inspired by Africa, with a strong focus on ethical manufacturing and sourcing of sustainable raw materials. Cape Island products are cruelty-free, environmentally friendly and aquatically safe. We pride ourselves on having a strong focus on high quality natural ingredients, micro-batch production and re-usable packaging. From delicious hand-poured scented candles and fragrance diffusers to our aquatic friendly, sulphate free soaps & lotions, we distribute to boutique outlets and hotels across Southern Africa.



#### CONDROU MANUFACTURING

Condrou Manufacturing specialise in a wide variety of solutions for dry cleaning, laundry and hospitality consumables. This includes our manufacturing and supply of branded suit bags, hangers, refuse and laundry bags, clothing rails and dry cleaning. Additional products such as laundry marking systems and tags, pens and stationery is also available. On top of this, we also supply laundry machines, and finishing equipment as well as other types of hospitality products.



#### COULL COTTON CO

Coull Cotton Co. is Ballito's biggest Linen and Bedding store. We stock a wide range of cotton bed linen and bed sets. All our bed linen and bed sets are made to hotel specifications and standards. Our bed and mattress range will have a comfort and budget to suite your needs. We sell hotel quality linen and delivery throughout South Africa. Coull Cotton Co is an owner run business. Lynn Coull has over 20 years' experience in the bedding industry and she offers personal advice based on your individual sleeping needs. All our beds have been selected and developed to provide the best comfort at the most affordable prices!



#### ELAN DISTRIBUTORS

From Factory to Foyer, from entrance to exit, if we don't have it - we will make it! Initially a specialist supplier of linen products only, Elan has now expanded in order to offer the hospitality market with a full site solution. Trusted Brands and Individual, bespoke, manufactured items are all utilised to satisfy specific requirements. Sharing knowledge about the correct product at competitive pricing on excellent quality is why our products find their way into both major and minor establishments.



#### EVOLVE FITNESS

Evolve Fitness has established unparalleled partnerships with global award winning brands which enables us to bring you only the best fitness solutions. Superior Customer Experience throughout the sales process. Our offering encompasses a turnkey solution which includes facility layout and design, carefully choosing the correct equipment spec for your facility, service expertise, business plan support and after-sales services. We are proud to bring you only the best in the industry!



#### GREEN STATIONERY

Green Stationery is the leading supplier of recycled and Eco stationery within South Africa. Without increasing your costs, our product range has been carefully selected to help you replace current, often environmentally unfriendly, stationery items at about the same levels of price. Green Stationery supplies a number of hotels. Our products undergo a series of quality & safety tests according to Consumer Product Safety Commission regulations, including tests for lead & other heavy metals, so our stationery is safe for your health & the environment.



Visit these links for:

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

#### HOTEL AMENITIES SUPPLIERS

A Proudly South African Company, Hotel Amenities Suppliers (Pty) Ltd has been servicing the local and Southern Africa market for over 20 years and remains the largest guest amenities and hotel accessories company in South Africa, successfully supplying over 3200 clients. Our hotel Accessories Division has a selection of products available to complement the amenities range and with our operating equipment partners, we are able to source and supply most hospitality equipment.



#### INTERMARKET GUEST AMENITIES

Intermarket Guest Amenities is your preferred manufacturer & supplier of guest amenities for the Spa, Hotel, Bed & Breakfast & Airbnb industry. With over thirty years of experience in the South African hospitality industry, we inherently understand our clients' needs for efficient service delivery, economical solutions and keeping up-to-date with industry trends. Our range includes shampoos, soaps, kitchen & bathroom amenities, hotel guest signage, overnight slippers and more. Contact us for more information regarding wholesale purchase, personalisation or to become a reseller of our products in your area.



#### KDCD LINEN

KDCD Linen manufactures and supplies quality Linen, Beds, Furniture, Curtains, and Amenities to the hospitality and healthcare industry. The company was founded in 2015 with the aim of supplying World Class products made proudly in South Africa with Local talent. Currently, we supply 6 hotel groups and over 180 independent hotels, lodges, and hospitals in 7 different countries. We are a proud and passionate South African manufacturing company, currently applying for ISO9001 accreditation, as well as membership of ProudlySA, that is focused on growing its presence and adding to the local job market.



#### NICOLSON RUSSELL

Nicolson Russell manufactures and imports premium homeware products. Every piece is made with the highest quality material and with the finest workmanship. Our products are made with patience and care to offer superior quality to our customers. Our collection of homeware products includes designer cutlery pieces, fine bone china and porcelain crockery, exquisite crystal glassware and durable stoneware, which is manufactured locally, as well as stainless steel straws and biodegradable napkins. We aim to be ahead of the crowd in the homeware industry, bringing international designer trends into South African homes at affordable prices. We pride ourselves in offering excellent value for money.



#### NIFTY NAPKINS

Nifty Napkins was founded in 2007 with the intention of supplying corporate branding to the hotel industry. We understand that in hospitality industry, image is everything. Our broad range of branded items, from serviettes and swizzle sticks, to aprons and table linen, as well as wet-wipes and pop-up tissue boxes is by far the best way to keep your company in the mind of present or future clients and maintain high levels of brand awareness.



#### SKIL-ME

Skil-Me, a Triple Orange initiative that seeks to engage with women who have been victims of abuse by offering support while they learn new skills which in turn enables that "old Skills" are retained, allows them to breakaway or start afresh and ultimately ensures that to protect one another. In line with the Triple Orange philosophy of taking care of our environment, the Skil-Me team have created a basket of gift worthy items. From kitchen cloths (Lappies) that are reusable to the Zero Waste Pocket Bag range, for all your zero-waste shopping. Domestic worker uniforms that are both classy and super comfortable to handy Linen Storage bags.



#### SYCRO GROUP

Sycro (Service You Can rely On) is a specialist supplier & distributor operating in the South African hospitality industry for over for over two decades. Sycro offers a wide range of products & solutions through great customer service and quality products. Using our own manufactured products as well as our extensive & reliable supplier list, offering multiple delivery options, we reliably supply both classical as well as new & innovative products to the industry



#### THE SOAP CYCLE

The Soap Cycle is an eco-conscious soap manufacturing company specialising in making luxury soap by hand for the more discerning market. We supply soap bars, hand wash and hand sanitiser to boutique hotels, guest houses, Airbnbs, lodges and restaurants, but equally sell to individuals and households. Our motto is "luxurious soap, sustainably made". We place strong emphasis on the use of natural ingredients (organic, where available) and there are no preservatives, colourants, fixatives or palm oil in our products.



#### UNILEVER PROFESSIONAL

Unique in their value proposition and distinct from retail products, Unilever Professional Products are engineered to meet specific business needs for the best results with minimal effort. With trusted brands used by millions of people worldwide, Unilever Professional means having peace of mind and results you can trust. The brands you have trusted in your home for years, you can trust in your business forever. Unilever Professional makes cleaning easy with brands you can trust to give you exceptional results. It's the professional choice.



#### YEMVELO HYGIENE

Reasonably Priced, High Performance, Eco-friendly Cleaning Products. Yemvelo Hygiene distributes bio-enzymed and eco-friendly cleaning agents. Yemvelo means 'of nature' in isiZulu. We strive to ensure that all our products meet strict eco-friendly criteria, while offering superior performance results. Yemvelo Hygiene stocks specialised bio-enzymes and eco-friendly cleaning agents for use across various industry sectors, including: Agriculture; Automotive; Catering / Food Preparation; Hospitality; Healthcare; Commercial and Industrial Cleaning; Household Cleaning; Laundry and Waste Management. Please contact us for more information or to inquire about a specific cleaning requirement in your industry sector

