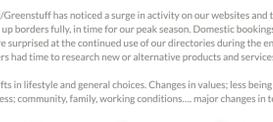


**Greetings from Lorraine and the Hotelstuff Team**

**TOURISM AND HOSPITALITY - OPENING UP**

History has proven that the tourism sector is more resilient and can rebound stronger and with greater ingenuity than most other sectors. It was one of the most severely hit industries but has shown its diversity in services and its ability to step up and support in a crisis.

Now as domestic and international travel restrictions have relaxed, we can further prove our ability to adapt to changing conditions, regulations and tourist expectations.



**TRENDS WE'VE NOTICED**

Our team at Hotelstuff/Greenstuff has noticed a surge in activity on our websites and there are indications that the Ministers will open up borders fully, in time for our peak season. Domestic bookings, meantime, are better than expected. We were surprised at the continued use of our directories during the entire lockdown period - probably because buyers' shift in time to research new or alternative products and services.

There are paradigm shifts in lifestyle and general choices. Changes in values; less being more; slowing down; environmental awareness; community, family, working conditions... major changes in tourism and travel.



**A REALITY CHECK**

The virus is not going anywhere soon. We cannot live in lockdown forever. It is proving disastrous for the millions of people who work in travel and tourism. We must simply accept it, learn to live with it and design new ways of doing things so that we can survive and thrive in the new "abnormal".

South Africans have done what was asked of them with determination and courage and the tourism sector even more so.



**QUO VADIS**

The worst is over. We can slowly breathe out, slowly straighten up, plan and prepare for our recovery back to doing the work that we love.

Tahnya, Bill and I thank you for your continued support. Together we will evolve into this new chapter in our destiny.

Lorraine Jenks

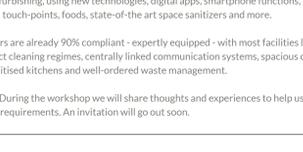
**What We've Been Up To**

**VIRTUAL WORKSHOP 1 - "Unlocking after Lockdown" for Suppliers**

Three weeks ago, Lorraine ran a very well received workshop for the manufacturers and suppliers in our network with tips on opening up, based on advice from marketing experts, industry and social media reports.

**LOCKDOWN DISCOUNTS**

During the workshop we offered special discounts on our services, effective until the end of October. If you would like to take advantage of these very special offers, email us at [tech@hotelstuff.co.za](mailto:tech@hotelstuff.co.za).



**Upcoming Events**

**VIRTUAL WORKSHOP 2 - "Opening up after Lockdown" for Tourism Operators**

Lorraine will soon be running a workshop for the buyers, tour operators, caterers, owners and managers of destinations, venues, accommodations.

Following the feedback we get and her research into international opinions and trends, she will address repurposing and refurbishing, using new technologies, digital apps, smartphone functions, health, safety, minimising physical touch-points, foods, state-of-the-art space sanitizers and more.

Hospitality providers are already 90% compliant - expertly equipped - with most facilities like controlled entry and exit points, strict cleaning regimes, centrally linked communication systems, spacious conference and meeting rooms, sanitised kitchens and well-ordered waste management.

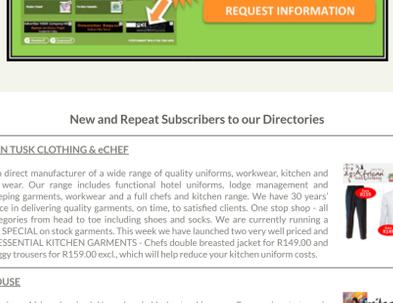
We are 90% there. During the workshop we will share thoughts and experiences to help us meet and exceed maximum protocol requirements. An invitation will go out soon.

**ORGANIC & NATURAL B2B VIRTUAL EXPO**

The Organic & Natural B2B Virtual Expo is designed as a trade only virtual event to enable the sharing of information required to drive the industry forward. By connecting farmers, producers, suppliers and retailers in the organic space, mechanisms can be put in place to ensure not only the survival of, but the growth of an industry that is essential for a sustainable future and food security.

Dates: 29th and 30th September  
 Time: 9am to 5pm  
 Registration cost: FREE

To register, attend or exhibit, contact us at [tech@hotelstuff.co.za](mailto:tech@hotelstuff.co.za) or [info@hotelstuff.co.za](mailto:info@hotelstuff.co.za).



**New and Repeat Subscribers to our Directories**

**AFRICAN TUSK CLOTHING & eCHEF**

We are a direct manufacturer of a wide range of quality uniforms, workwear, kitchen and outdoor wear. Our range includes functional hotel uniforms, lodge management and housekeeping garments, workwear and a full chefs and kitchen range. We have 30 years' experience in delivering quality garments, on time, to satisfied clients. One stop shop - all staff categories from head to toe including shoes and socks. We are currently running a WINTER SPECIAL on stock garments. This week we have launched two very well priced and durable ESSENTIAL KITCHEN GARMENTS - Chefs double breasted jacket for R149.00 and chefs baggy trousers for R159.00 excl., which will help reduce your kitchen uniform costs.



**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 and need merely send your ideas and we will quote thereon. We do offer discounts on bulk orders. Allow us to assist you in accomplishing your African décor desires!



**ANRAY MANUFACTURERS**

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 paving stones that are custom to your business or personal requirements. Contact us and we will do our utmost to cover your needs.



**CARPENTRY CLASSICS**

Carpentry Classics create handcrafted wooden products, mainly, but not limited to the hospitality market. Our range includes Luggage Racks, Butler Trays, Beverage Satchel Holders, Lap Trays, Tea Boxes, Tables, Welcome Trays, Amenity Holders, Hospitality Trolleys, Kitchen Islands, Towel Rails, Dumb Valets, Baby High Chairs and much more. All our products are handcrafted from pine wood sourced from sustainable forests. Other types of wood are available on request. We also offer a design service - tell us what you want and we'll design it for you - free of charge! If you are satisfied we will quote you on creating the final product. We'll find the right solution for every situation and are not deterred by a little challenge!



**CHOCOLATES BY TOMES**

Chocolates by Tomes is a BBBEE level 4, premium, gourmet chocolate manufacturer, offering a deliciously wide range of premium, gourmet 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 turndowns and scrumptious confectionery and baked treats. Subject to quantities we are able to custom brand packaging.



**DERMATANICAL**

We supply Sun Cream (CANSAs approved), Mosquito Repellent Gel, After Sun Gel, Lip Balm, Hand Sanitiser and Room Mist. Our "No Flush Toilet Bowl Spray", made from essential oils, is environmentally friendly and easy to use. We also offer a design service - tell us what you want and we'll design it for you - free of charge! If you are satisfied we will quote you on creating the final product. We'll find the right solution for every situation and are not deterred by a little challenge!



**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 in-room amenities, 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.



**GREEN STATIONERY**

Green Stationery is the leading supplier of recycled and Eco stationery within South Africa. We carry stock of most of the items on this website, as well as offering consultancy for businesses that want to improve their green credentials and save money. Clem Angus is a veteran within the green stationery and eco office consumables industry, by using his expertise, you can save money and the planet, while letting Clem save you time too.



**HEMPORIUM**

Hemporium is the largest importer, wholesaler and retailer of hemp fabrics and products in South Africa. Founded in 1996, the company has been manufacturing and producing organic and natural products locally for over 20 years and has the facilities to design, produce and cost over 2000 products in their high quality imported hemp materials. Our product range includes Toilettes, Nutritional Oils, Clothing, Fabric, Textiles, Hemp Building Materials and Promotional products.



**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.



**HOTEL QUALITY BEDDING**

Hotel Quality Bedding - directly from the factory to you! We do all bedding from Duvets, Pillows, Bedsheets, Mattress protectors, Towels, Blankets etc. Our company is constantly evolving and growing. We provide a wide range of products. Our mission is to provide you with the best quality and price. There's no substitute for quality. Our supplier takes quality very seriously, sourcing only the finest fabrics to create superior linen products for you. We are dedicated to supplying the highest quality and made to measure linen to our clients. Take advantage of our door-to-door service. We can deliver your products directly to you, saving you time and money.



**INTERMARKET GUEST AMENITIES**

Intermarket has 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 and have built our company and our culture around delivering to those expectations. We are professional producers and suppliers of guest amenities to the hotel, guest house and emerging AirBnB industries. Contact us for more information regarding wholesale purchase, personalisation or to become a reseller of our products in your area. We design, manufacture & produce stunning and contemporary guest amenities for the modern day guest bathroom.



**LIGHTS AND SOFAS**

We manufacture upholstered sofas, dual couches and sleeper couches for the last 10 years. To complement your home we also offer table lamps that can be customized. We understand that our clients want the best quality furniture at the most affordable prices. We also understand that it is an investment for the client and we will do our utmost best to supply the highest quality fabrics and finishes for each client to ensure that the finished product is uniquely yours.



**MASCOT**

From our holistic Africa markets we are most well known for our Mascot in room safes and for holding the sole distributorship on the finest brands like the Spanish Only for electronic door locking systems, Singaporean Suites for silent absorption minibar fridges and the German Aliseo which holds hundreds of beautiful in room and bathroom accessories and amenities such as hairdryers, luggage racks and pedal bins to name but a few. Our offerings can also be made available to the public and re-sellers at very competitive prices.



**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 table 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.



**OZONE SOLUTIONS**

We give advice and guidance in using ozone for Water Disinfection, Water Treatment for Drinking Water, Air Purification, Sewage Treatment and Sewage Treatment Process, either as a disinfectant, deodoriser or oxidant. We also treat odours especially in areas such as public toilets, smoky forth. We use well known, reliable as well as efficient products such as Airzone, Aquazone, and Biozone Noksak Sewage treatment plants. In using these products, Ozone Specialists has accumulated a desirable data base of satisfied customers throughout Southern Africa.



**PRO-GLOW HOSPITALITY**

Pro-Glow Hospitality has 15 years' experience in the industry. We supply Hotels, Guesthouses, B&B's and Lodges with the same level of great service. We are certain we can cater for every establishment. We are able to assist with the smallest order and nothing is ever too big! Any product we do not have, we will source for you. Pro-Glow Hospitality is a 1 stop supplier of Amenities, Bed linen, Bathroom accessories and Bedroom accessories. We assure you of our best service at all times.



**ROMATEX HOSPITALITY DIVISION**

Romatex has been manufacturing goods for the Hospitality sector for many years and have widened our product offering to cater for an expansive clientele offering both natural and synthetic fibre products and a varying range of hotel quality bed linen, as well as other products such as towels, duvets, pillows, gowns, slippers, blankets, mattress protectors, pillow protectors and more. Satin Stitch products as well as bespoke embroidery designs are also available as part of our offering.



**SCHOOL HYGIENE**

School Hygiene is a one-stop solution for anti-Covid-19 protection of children's safety at schools. Our products are perfect for providing hygienic conditions for children and teachers. We supply a full range of reusable masks and also one-use daily masks, visors, children's hat visors, dispensers and a fully accredited range of both eco-friendly or alcohol-based sanitizers, available in all sizes, including bulk. Of course, all these products are ideally suited for use in an office, hotel or factory environment too. Other hygiene products available on request.



**SMART ASH**

Smart Ash was established to produce, deploy and service an innovative product that has a positive impact on your environment. An effortless solution to cigarette waste - Smart Ash offers fully serviced rental bins, emptied and cleaned for you. They can also double as advertising space or be purely decorative in appearance. Many attractive finishes available. Their product range includes concrete products like Litter Bins, Benches and Benches.



**SYCRO DISTRIBUTION**

Sycro (Service You Can Rely On) is a specialist supplier & distributor operating in the South African Hospitality industry 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 RED VINTAGE**

The Red Vintage is a 100% Woman-owned luxury food supplier with a consistent record of quality products for hotels and hotels, restaurants and the catering industry in South Africa with the best and most exclusive drinks, confectionery, and food products the world and our beautiful country has to offer. Our most popular products include premium quality non-alcoholic Shiraz, Cabernet Sauvignon and Merlot grape juice, and real Belgian chocolate. We are moved and inspired by the finer things in life.



**YEMVELO HYGIENE**

Reasonably Priced, High Performance, Eco-friendly Cleaning Products. Yemvelo Hygiene distributes bio-enzyme 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 obtaining superior performance results. Yemvelo Hygiene stocks specialised bio-enzyme and eco-friendly cleaning products to 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.

