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HAPPY 2010!

Happy Absolutely Everything to you during 2010!
Hope your year is going to be great - ours is going to be a stunner.

For Hotelstuff/Greenstuff, last year saw unprecedented growth and change. We have two additional assistants; survived 6 exhibitions, attended United Nations Environmental Programme seminar and Green Building Conventions. We gave presentations and attended Carbon Auditor workshops and consulted on properties ranging from entry level to top luxury hotels and clubs. We have developed solutions for going green using South African ingenuity and products and have found loads of new suppliers. All for the purpose of inspiring change and showing what's possible in a world of sustainable lodging.

It has been an honour and privilege to work with our friends in the green hospitality community. Thank you for trusting Hotelstuff and for your support and time.

Greenstuff Hotel

And, now, an update on the most awesome news of all: our mock-up Greenstuff Hotel at Hostex in Cape Town this March.

The response by suppliers and the media has been amazing and I don't think we have ever worked so hard. Greenstuff will have an exclusive, demarcated area in the main exhibition hall - the "Greenstuff Village" where we will be furnishing a mini hotel with **only eco friendly products**.

Hoteliers and householders will be able to experience a real hotel and house that is green from floor to ceiling, inside and outside - furnished, equipped, serviced and operated with **only** green products. This will help hoteliers understand the **concept of going green** and show them the **vast range of eco friendly products and services** available.

To suppliers: With just a little bit of space left and less than a month to go... if you're quick we can showcase your products for you.

To hoteliers: Visit us and come see how easy it is to go green and let us demystify the jargon.

2010 Exhibitions

Hostex Exhibition

Cape Town International Convention Centre
8, 9, 10 March 2010

GREENSTUFF HOTEL furnished by our Subscribers



Not only, but also...

We are building a sustainable timber-frame house at Decorex Cape Town, Decorex Johannesburg and will be furnishing it throughout with products represented on the Greenstuff website.

Natural & Organics Show

Cape Town International Convention Centre
19, 20, 21 February 2010



Decorex

Cape Town International Convention Centre
24, 25, 26, 27 April 2010

GREENSTUFF HOUSE furnished by our **Subscribers**

decorex
durban-cape town-joburg

Green Building Conference

Johannesburg
20 to 30 April 2010

 **greenbuilding**

Tourism Indaba

Durban
8, 9, 10, 11 May 2010



Decorex

Johannesburg, Midrand, Gallagher Estate Conference Centre
5, 6, 7, 8, 9 August 2010

GREENSTUFF HOUSE furnished by our **Subscribers**

decorex
durban-cape town-joburg

Destinations Expo

Cape Town International Convention Centre
19, 20, 21, 22 August 2010



Natural & Organics Show

Johannesburg, Coca Cola Dome
27, 28, 29 August 2010

Modular House furnished by **GREENSTUFF**



Green Building Council Convention

Cape Town International Convention Centre
20, 21, 22 September 2010



If you'd like more information on these, please email us on exhibit@hotelstuff.co.za

From 19 to 21 February we will be exhibiting at Natural & Organics show in Cape Town. This year they have a green home section. We had hoped to have a house to furnish, but the building materials have not arrived in time. So please visit our stand. It is a whopper of a show. Click below for a free ticket.



What an eventful & exciting year ahead - hope to see you around!

Your Green Queen,
Lorraine Jenks



CONSULTING ON GOING GREEN

Let us sit with your team and discuss what it means to be **Carbon Neutral**, how you can achieve a **Green Tourism Star Rating** and how to practice **Green Procurement** for all your products, equipment and services. Hotels recently advised Cape Grace, Mount Nelson, Cape Sun, Sandton Sun, Palazzo, Westcliffe, Transfrontier Parks, Rand Water Board, Vineyard, Fancourt, Inanda Club and dozens more.

TENDERING

Remember to send us your tenders - it takes us a few minutes to send it to appropriate suppliers. They quote directly to you. No middle man.

GREEN NEWS

Check the **NEW GREEN PRODUCTS** listed below and for lots more, log onto www.greenstuff.co.za. Some wonderful developments to be announced in the next newsletter.



NEW PRODUCTS on Greenstuff

Click on images below to view website



AFRICAN FLORALUSH - Preserved, Real Flowers

Fresh cut flowers, uniquely preserved using a patented process, our flowers and foliage are guaranteed to last a minimum of 6 months with no maintenance or watering. Floralush flowers are a beautiful alternative to artificial flowers as they are totally natural, but they offer large savings on the replacement cost of fresh flowers.



AQUACLIC - Low Flow Water Savers

Save up to 50% on water, energy and CO2. Aqua Clic products fit on all taps, showers and toilets. Water savers for taps: 6 instead of approx. 15 litres per minute. Clima hand showers: 7 TO 11 instead of 15 to 25 litres per minute. ...turns an ordinary shower experience into an extraordinary shower saving!



BAMBOO TRADERS - Sustainable And Renewable Flooring

Bamboo Traders, home of Moboo flooring - imported directly from China. Environmentally friendly with the look and feel of traditional timber flooring, but with unparalleled performance at a competitive price. Bamboo is the most eco-friendly, sustainable and renewable flooring solution available, with an almost "zero" carbon foot-print. Moso Bamboo has an exceptionally high carbon conversion rate - it sequesters up to 70% more carbon dioxide, and produces up to 35% more oxygen, than hardwood forests.



BARNPORT - Distributors Of Honibe Dried Honey Drops

The Honey Drop is made with 100% all natural, pure dried Honibe honey. No additives. No artificial flavour. We also offer a Honey Drop© with lemon. This is made with 100% all natural, pure dried Honibe honey and pure lemon.



BETTER EARTH - Earth-friendly Cleaning Products

Affordable cleaning products that have little or no effect on the environment, Better Earth products are kept simple whilst still being effective & free of ethoxylated ingredients, sulphated surfactants, parabens, animal products, colorants and synthetic fragrance! The products are never tested on animals. They will re-fill your empty containers or replace them in return for your empties.



BLUE BAY - Manufactured Locally And Environmentally Responsible

The Blue Bay family are committed to giving back, especially into the African Continent. Great care is taken with everything they do, from being eco-friendly to complying with all SA legislation and BEE commitments. Being based in Durban, receipt of imported materials, manufacturing and delivery make the smallest possible carbon footprint by minimising transport distances.



C2R - Energy Efficient Solutions For Hotels

Outdoor street, tunnel and flood lighting and indoor spots, bulbs and dimmable fluorescent tube replacements. Of particular relevance to hotels, occupancy sensors, and aside from lasting much longer and having better energy efficiency LEDs have lower heat generation, no Mercury, longer life, no harmful substances.



EARTH SOURCE ORGANIC - Bio Dynamic Guest Amenities And Cleaning Materials

Our packaging is fully recyclable and/or bio degradable and our ingredients are farmed and manufactured strictly according to biodynamic farming practices. Bio dynamic farming serves to enhance nature and the well-being of our planet. Since synthetic chemicals form a barrier against nature and the spiritual world, none are ever used.



ECO PRODUCTS - Bodycare Products Made From Baobab Oil

EcoProducts is a small South African based company in Limpopo Province which works with over 400 rural women to make baobab oil. There are no artificial colorants, perfumes or chemicals which are now considered to be harmful. The products are pH balanced and beautifully fragranced with natural essential oils.



ECORIGHT - Consulting And Environmental Building Solutions

In association with Zoas Projects, Ecoright bring a synergy of environmental expertise, products and services to ensure a better and more sustainable future. They offer a range of services which include environmental consulting, sustainable Ecobeam building, alternative energy planning, and waste water management including dam rehabilitation, construction and sewerage management.



FALUCCA - Organic Egyptian Cotton

The raw Egyptian Cotton used to weave the Falucca base fabric is origin certified (Egypt) and carries a certification number from the Organic Crop Improvement Association International based in the USA, which promotes the best possible organic farming methods internationally. Stunning 550 thread count bedding.



GEBERIT - Wall Hung Toilets And Electronic Taps

Geberit produces highly developed, reliable, sustainable, and optimally coordinated sanitary and piping systems. Eco-Design workshops include a systematic product analysis during all life phases, the involvement of statutory requirements as well as the analysis of competitor products.



GLOBAL ENERGY SOLUTIONS (GES) - Energy Management Systems

GES markets, sells and installs the Electro Sense Proactive Energy Management System™ for special purpose, commercial environments - large and small - such as hotels, B&Bs, warehousing and office space. Optimising the use of energy, and limiting this ever increasing cost element. Savings of up to 80% of the total cost of electricity used for lighting and air conditioning.



HANSGROHE - Water Saving Shower Rose

Hansgrohe recently broadened its already expansive World of Styles bathroom faucet and shower offering with the addition of two new showerheads and two new hand showers, all carrying the "Croma 100" name. In addition, Hansgrohe is offering a green version of each of the four models. Providing the full, drenching coverage of a conventional high-end hand shower or showerhead.

HANSGROHE PONTO GREYWATER RECYCLING SYSTEM

Recycle grey water from baths, showers and basins and use to water gardens, flush toilets. Safe hygienic, compact and easy to install.



HEMPORIUM CLOTHING - Clothing And Amenities

A beautiful range of locally manufactured clothing made from comfortable, cool and organic hemp: men's, women's and children's shirts, t-shirts, slacks and pants, socks and much more. Hemp is natural, fast growing, needs no pesticides, little water, warm in winter, cool in summer, more absorbent than cotton and naturally hypo-allergenic, anti-viral and anti-bacterial. We have a wide range of products ranging from soaps, shampoos, body lotions, salad oils - all manufactured from organic, fast growing, pesticide-free hemp with natural hypo-allergenic, anti-viral and anti-bacterial properties.



INTERMARKET - Ultimate Eco Friendly Guest Amenities

Intermarket's liquid products are fragranced with natural essential oils, and are completely biodegradable. A green alternative to 50ml bottles are refillable 250ml bottles from bulk 5 or 25 litres. Soaps are wrapped in biodegradable paper and we offer palm oil soaps.



MOMAR - Cleaning Chemicals

Greenaction products are formulated with the environment and human health strongly in mind, using ingredients with more positive attributes than those in conventional cleaning products. Greenaction products are biodegradable, less toxic and do not contribute to oxygen-depletion in fresh water. Their products decrease potential risks to workers (mild pH, no chlorine bleach or harsh solvents, etc.) also significantly reduce wear and tear on substrates, fabrics, and other surfaces with which the products come in contact, thereby extending their usable life.



NATURAL PACK - Biodegradable Packaging Solutions

Natural Pack is a Wholesale Distributor of 100% Biodegradable and Compostable Packaging Solutions that can meet the needs of an evolving Eco-Compatible consumer market. All of our products are made from renewable resources with no harmful binding agents or chemical additives. 100% Eco friendly, 100% Bio degradable within 45-180 days.



NICAF COFFEES - Ethical Coffee Production

Lavazza Tierra! espresso is a 100% Arabica blend of coffees. Tierra! espresso is obtained exclusively from three coffee growing communities in Honduras, Peru and Columbia as a result of Lavazza's sustainable development project aimed at combining quality with improved living conditions for these three small-scale coffee growing communities. This is achieved by providing them with modern coffee growing equipment and the correct instruments to cultivate and market coffee while adopting environmentally friendly techniques.



PROBAC - Eco Friendly Cleaning Products

PROBAC Biologicals combines non-harmful natural elements with beneficial bacteria that actively biodegrade dirt in the process of cleaning. With its Refresh Odortech technology, deep cleans and blocks odours safely at a microscopic level for a lasting effect in your establishment and the environment. The handy CaddyPack is the perfect housekeeping utility for convenient use and control.



SHARP - Energy Efficient Office Equipment

Sharp are passionate about environmental conservation. Our environmentally-friendly LCD manufacturing facility in Kameyama, Japan features the world's largest roof-mounted solar system. Our appliances and business products are among the industry's most energy efficient. Sharp is the world leader in solar cell production. In fact, it's our goal that by 2010, the emissions avoided through the use of Sharp's energy-creating and energy-saving products worldwide will equal our annual global emissions. The Sharp range of multi-function products are accredited with the Nordic Swan eco-label and have been awarded the energy star for low energy consumption.



TROPIC TRADER - Certified Wooden Outdoor Furniture

An extensive range of wooden chairs, extension tables, benches, sun loungers, deck chairs, outdoor bars, umbrellas and outdoor furniture. Only plantation-grown tropical hardwoods like Indonesian Teak and Keruing are used - all Forestry Council certified.



NEW SUPPLIERS on Hotelstuff

Click on images below to view website



CHAIR EXPRESS

Chair Express offers a wide range from an Office Range carrying everything from Managerial, executive, typist, reception, training, conference and canteen seating. This together with an extensive Contract Range which includes everything from bar chairs, cocktail chairs, and cocktail tables to coffee tables will satisfy all your chair and seating requirements.



INSTYLE

Loyal to Hotelstuff since inception, Monty continues to deliver top quality outdoor furniture to the industry. Instyle provides the hospitality industry with outdoor furniture, umbrellas and cushions. Importers and distributors of UV protected fabrics, especially "Textilene" imported from USA.



KROST OFFICE PRODUCTS

Another original subscriber to Hotelstuff, renewing his listing - thank you Myron. Krost are established and reliable suppliers to the major hotel chains in Southern Africa. Ergonomics and comfort of use is a vital aspect of our designs. A range of metal, wood, leather and plastic office accessories to suite your office and definitely your style. Our products give any office the "wow factor". We are a SA company that believes in local manufacture. All our product ranges (100%) are manufactured in SA.



NU SEED

New on the block and whose products we have tasted and loved, Nu Seed manufacture freshly roasted seeds in a variety of mixes: plain, vanilla, peri peri or balsamic vinegar, all packed in well designed sachets. These are ideal as mini bar snacks, gifts, pillow good-night treats or picnic hamper fillers. Fresh, healthy and nutritious. Vanilla roasted seeds are widely used on breakfast buffets.



QUANTUM HOSPITALITY PROJECTS

Jerome and Jono will be the Project Managers for our Greenstuff Hotel at Hostex and the Green Houses at Decorex. Thank you, guys! Having watched their work during my Southern Sun days, I know them to be efficient, responsible and incredibly professional.

They will move projects from conception, through design to manufacture and complete installation of all furniture, fittings, and equipment related items. With more than 20 years experience, aside from project management and installation, they do upholstery, curtaining, manufacture furniture and have a huge library of fabric samples.

NEWS FOR SUPPLIERS

USERS

To give you an idea of who uses Hotelstuff, we have a sampling of users who have contacted the Helpdesk - available on request. They range across the board from Top End Luxury Hotels, Chains, Lodges, Municipalities, down to the smallest BnB's. The other 99% have contacted suppliers direct.

TENDERS CONSULTING

We continue to help with tendering - saving hotels time and money.

CONSULTING

On the Green front we are being called in for full consultations, or simply general advice, by our top hotels (often the first to recognise the trend towards eco travel), hotel chains complying with international practices, responsible lodges, trendy boutique hotels and astute guest houses. We've advised on four new developments, from concept stage and even people like the Rand Water Board have found us!

STATS

Hits to our website continue to soar. Please remember that only 1% of enquiries come via me - 99% of buyers contact you direct.

GREEN YOUR PRODUCTS!

If you're not already on www.greenstuff.co.za, why not? If you don't have a green product, let us help you at least reduce your carbon footprint and start greening your production processes and your final product. Just ask us how.

STAY VISIBLE

Get your green products onto Greenstuff. We need to promote them when we consult on the properties that are going green. If you're subscribing to Hotelstuff, the link is free. And with the economy the way it is, hotels are looking for alternatives and you need to be out there; visible on Hotelstuff.

SHOWS

Get your products into the mock-up hotel and houses we are building at the exhibitions.

This is a brilliant and unique way to reach your target market inexpensively and very effectively. We will have facilitators who will do guided tours of the rooms and explain and promote each green product, installation, appliance, furnishing, chemical, service represented. Visitors will be handed a list of participants and know that they can find suppliers on our website.

BRAKPAN SWIMMING POOLS



BRAKPAN REDUCED CARBON LIMO



LETTERS

Hi Lorraine and Lee,

Thank you for the very positive meeting we had yesterday. It is always a pleasure to meet like minded people!

I will certainly keep you in the loop and invite you to sit in on meetings. In addition, we can always meet for a coffee when you are in Jhb and I can keep you abreast of where we are in the project.

Next steps is for us to finalise the core project team by next week and kick start the project design in the first week of February.

Kind regards,

Ajay
New Development
Green Hotel Project in Sandton

Dear Lorraine,

Thank you again for meeting with me, I am inspired by Greenstuff and by the difference you make through your work. I will try my best to follow your path!

Enjoy the rest of your time up in soggy Joburg. I look forward to meeting with you again, if not in Cape Town, then at Indaba!

Kind regards

Kate Townsend
Fairly Wild

Hi Lorraine,

Thank you so much for your time today. It really gives me renewed inspiration when I meet people like you that are passionate about Real Green. Look forward to collaborating with you & perhaps taking things forward. Appreciate the leads. Will contact them this week.

Kind Regards,

Roy Gouveia
BioGreen Oil Recycling

Dear Lorraine

Just wanted to say thank again for the wonderful meeting we had the other day! We are sooooo thankful to have your support! Please let us know if you hear of anybody else that we could use as suppliers that would be interested to join us in our venture!

Kind Regards

Tobias & Simone Magellans
Boutique Hotel
(PS we will try to make it to the Copenhagen vigil :)

Dear Lorraine,

I would like to take this chance to compliment you on this wonderful initiative. It is so interesting and different and I am sure it will attract many business interested in going green.

Kind regards,

Giada Forneris
NicaF Traders (Pty) Ltd

Till next time!

Hamba khale. Sala khale. And live harmlessly.

WHO ARE WE?

[Hotelstuff](http://www.hotelstuff.co.za) is an online Directory of Suppliers and Services for hotels.

[Greenstuff](http://www.greenstuff.co.za) is a division of Hotelstuff that identifies and lists only eco friendly products supplied by the companies listed on Hotelstuff.

These services are FREE.

The Helpdesk (info@hotelstuff.co.za) is manned by Lorraine Jenks who was Contracts and Purchasing Manager for the largest hotel chain in Africa for 15 years and is uniquely qualified to refer and advise.

Use us!

We charge no commission or fees for introductions or transactions between Buyers and Suppliers - Suppliers simply pay a once-off annual registration fee.

TENDERING SERVICE

We offer a tendering service. Let us have a list of your specifications and quantities and we will forward these to appropriate suppliers on our database (takes us just a few minutes!) They will then quote direct to you. No middle-man.

CONSULTING ON GOING GREEN

Let us sit with your team and discuss what it means to be **Carbon Neutral**, how you can achieve **Green Tourism Stars** and how to practice **Green Procurement** for all your products, equipment and services.



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