



## Hotelstuff and Greenstuff Newsletter

Indaba 2013

### Hello from Hotelstuff

Green Greetings from a clear, sunny, but nippy Jozi winter. Can't say I miss Cape Town's wet and windy days which felt like being in a giant car wash.

For those of you who are coming to Tourism Indaba or who may be in Durban next Monday, 13th May, please come to our 4th breakaway workshop at the Durban Convention Centre. This year we are joined by Eskom who will present their rebate and incentive schemes.

We will, as usual, talk about sustainable hospitality and cover energy, water and waste solutions with a special focus on green procurement options for hoteliers - everything you use to manage a hospitality property. (Invitation attached). Very important that you book, please: email [workshops@hotelstuff.co.za](mailto:workshops@hotelstuff.co.za) or phone 082 900 0929. See you there!

We've had a wonderful surge in new subscriptions and are always so encouraged by our regular subscribers who renew year after year. These are all listed for you, below.

We wish you lots of rich and happy customers and a cosy, safe winter.



Lorraine Jenks

Please remember to 'LIKE' our Facebook pages:



## New and Repeat Subscribers to our Directories



### BEYOND LINEN

Permanent non-iron cotton-knit with their soft feel and comfort, is the most Eco-Friendly linen in Europe. Positive guest feedback and ease of bed making makes this the hotel's linen of choice. Eco-knit quick dry towels can save 30% drying energy and are longer lasting. RFid - radio frequency tagging that allows the management of linen and assets through its anti theft and instant stock taking features.



### ELNINO SOLAR

Elnino Solar is a company founded on the initiative to save electricity by eliminating the biggest consumer of electricity in a normal home, the geyser. Their goal is to supply the best quality and most effective solution to any hot water requirement. In their years of experience and research they have tested various types and qualities of water heaters and with this information they have partnered with the best manufacturers to supply the most effective water heaters in their stable of solar geysers and heat pumps.



### EVENING BREEZE

More and more top safari lodges have adopted a new way of keeping their guests cool. Instead of using traditional air conditioning, they're using Evening Breeze. This smart alternative to ordinary air conditioning focuses on providing an ideal sleeping climate for your guests and allows you to cut heavily on energy costs and increase revenues.



### FULL STRETCH DISPLAY

Full Stretch Display (FSD) is a South African owned company that designs, manufactures, assembles and distributes a patented fabric display tensioning system throughout Southern Africa. The FSD solution is tool-less, which translates into a number of benefits, such as decreased transport, drayage and labour costs, as well as simpler logistics. Using their engineered system is extremely cost effective as the initial investment in the hardware delivers its return on investment time after time. The system can be adapted every time for new use by simply changing the print.



### GEBERIT

Geberit continuously introduces new and innovative products to the market. Geberit supply amongst other products, ecologically efficient concealed toilet flushing systems and dual flush actuator plates.



## H2O

H2O International - Cape Town & Atlantic Seaboard has been serving the water needs of businesses for the past 20 years. Not only can they provide you with a range of Water Purifiers, Ice Machines, Water Dispensers and Coffee Machines to meet every application and budget, but their dedicated support team will ensure you enjoy maximum reliability and longevity from the products that you have chosen.



## HISA

HISA Point of Sale has become recognized as providing the hospitality industry with superior solutions to manage and optimize business. They offer seamless, fully integrated, future proof solutions with outstanding customer service that forms the backbone of their culture. Their products and services are used by customers ranging from small boutique hotels to large hotel groups and contract catering enterprises.



## HOTEL SPEC

Hotel Spec is a hotel development management consultancy that provides development and fit-out services for hotels and residential developments. They offer hotel developers and operators complete development, renovation and refurbishment services for new-build, refurbishments and fit-out projects. They have an extensive network of contacts that allows them to source what you need, at the best prices, to create solutions tailor-made to meet your specific needs.



## HOTEL AMENITIES SUPPLIERS

Over the past 18 years Hotel Amenities Suppliers (Pty) Ltd., the largest guest supply company in Africa - has successfully supplied over 1400 clients with an extensive range of toiletries. They have also designed, created and supplied over 300 Independent Hotels with their own personalised guest amenity range.



## HYGIENE DISPOSABLES

Hygiene Disposables supply the Hospitality & Food Industry with a range of SABS approved chemicals, protective ware, brush ware and certified cleaning wipes that is HACCP compliant. They are authorized Distributors of Du Pont™ Sontara®, 3M, Master Distributors of Rubbermaid® and Technical Concepts, to name a few. They proudly own the FABRI-CARE scientific range of Laundry detergents and they are a Level 3 - BEE Certified company.



## HYPE-LIFESTYLE ACCESSORIES

HYPE is one of South Africa's leading interior design companies and contract out to discerning clientele. They have great competence in the designing of corporate offices, commercial institutions, boutique & niche retail stores as well as many up-market residences. They have a fully computerized drawing studio with software able to create animated rendered 3D virtual reality interiors, walk-throughs, technical drawings and a full sample library of fabrics and finishes.



## INTERZIGN

Interzign is a family owned business, offering everything from chair components for the office and hospitality industries to finished bentwood chairs for the restaurant industry. Interzign has the design capability to custom design chairs for the above industries. Interzign products, whether a component or a restaurant chair, can be seen in offices, hospital waiting rooms, auditoriums, homes and restaurants all over the country.



## KURGAN KENANI

Kurgan Kenani was established in 1928 and has over eighty years of leather product manufacturing experience. Products are factory direct, so prices are exceptionally competitive. Kurgan Kenani Leather can customise products exactly to your requirements, with relatively low minimums for customised designs. Kurgan Kenani is one of the leading small leather goods manufacturers in South Africa, so you are assured of excellent quality, and world class design and finish. Genuine leather menu covers, wine lists, room folders, as well as world class corporate gifts are their speciality. All embossed in house with your establishment's logo.



## NIFTY NAPKINS

Their broad range of branded items are by far the best way to keep your company in the mind of present or future clients and maintain high levels of brand awareness. The corporate napkin range is made from top quality materials and can be designed to meet the style of your company's image on Serviettes, Coasters, Paper Cups, Tissue Boxes, Wet Wipes and Paper Plates.



## PAPERSMITH & SON

Their range offers a wide array of weights, colours and textures suitable for a myriad of applications for the hotel industry. They have papers suitable for all stationery requirements; door hangers, packaging, brochures, tags, menus, invitations, room directories, visitor cards, vouchers, gift bags or postcards.



## PESCATECH

Pescatech strive to offer premium grade hygiene solutions and equipment that are technologically advanced, innovative and environmentally friendly. Pescatech has helped some of SA's biggest-name companies clean up their act by completely transforming their cleaning processes and equipment. They are also proud to offer a new range of eco wise products that boasts efficiency.





### POLYGON SOFTWARE

Polygon succeeded in developing integrated products that provide total control of all moveable assets. A general moveable asset module handles assets such as furniture, equipment, vehicles and consumables. On the basis of abovementioned knowledge a state-of-the-art reservations system was developed. This off-line reservations system has key integrated financial tools. It has user friendly one screen functionality which enables you to know where your business is going, at the touch of a button.



### ROBAS SALES

Robas Sales was started in 1982 and prides itself with first class service to all their customers. Their napkins are: oxygen bleached and chlorine free, 100% biodegradable and recyclable with the paper being FSC certified. Their AIRLAID napkins provide an economical solution to linen and tissue serviettes with an upscale and elegant look without the expense of laundering and storage. They supply and deliver throughout South Africa, Namibia, Botswana, Zimbabwe and Mauritius. Service to their customers is of prime importance and their reputation has grown as a result.



### SPECIFURN

Specifurn Contract Furniture are providers of high quality, ergonomically superior furniture that lends excellence in design and affordably to any space. Be it for conference & banqueting, office, educational or restaurant and bar purposes: Specifurn is the specialist solution.



### STEINER HYGIENE

Bidvest Steiner prides itself on providing quality hygiene solutions to a wide spectrum of businesses and with a National footprint of 29 branches, can provide quality services across both South Africa and neighbouring countries. Their services include: Office Hygiene Solutions, Deep Cleaning Services, Pest Control and Hygiene Consumables.



### SUPERIOR CARPET CLEANERS

Superior Carpet Cleaners is a professional eco-friendly organisation that is dedicated to quality service, offering a full Carpet and Upholstery Cleaning Service. They are based in Gauteng, and provide service to residential and commercial customers. Superior Carpet Cleaners cater for the smallest business to the largest corporation. They will customize a cleaning service to your requirements and can work outside normal office hours to make sure that your cleaning requirements are met and exceeded.



### TECHNILAMP

Technilamp is South Africa's leading supplier of ultraviolet lighting and infrared lighting technology. The company, formed 30 years ago, has been and continues to be the exclusive supplier of the Philips range of ultraviolet and infrared lighting in South Africa. From infra-red zone heaters, infra-red process heaters to living colour lamps to colour your world!



### THE SILVER FLAIR

The Silver Flair specialises in supplying the hospitality industry with all their daily needs. They have a wide range of guest amenities which they will personalise to suit each individual establishment's requirements. The Silver Flair supplies Hotels, Bed & Breakfasts, Guesthouses, Restaurants, Lodges, Corporate as well as schools and private households. Their slogan says it all "Nothing is impossible". They will source anything your establishment requires.



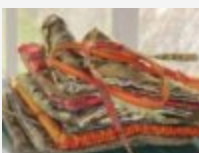
### TIMBER FANS

Timber Fans are South Africa's finest handcrafted paddle fans and each is made to the customer's own specifications. Their Classic Range ceiling fans use less power than an 80 watt light bulb. Their fans are whisper quiet and have become the choice of leading architects, interior designers and decorators in both South Africa and the rest of the world.



### URBAN RAIN SYSTEMS

Urban Rain Systems, manufacturers of the revolutionary RainCell™ Tanks, brings you a complete range of rainwater harvesting tanks and accessories. Ideal for either rainwater harvesting or municipal water storage. With its slim design and appealing aesthetics, the RainCell™ tank is the perfect money saving addition to any urban environment.



### YONA YODWA

Yona Yodwa use reclaimed material to create unique and special products. They minimise waste in the design of their handbags, by cutting as little as possible and allowing the material to guide the product instead of forcing a product onto a piece of material creating waste. Other creations include scatter cushions, patchwork throws and conference bags.



## ATKV KLEIN KARIBA

ATKV Klein-Kariba Holiday Resort in the Waterberg Mountains offers a wide variety of accommodation and a diversity of activities and facilities. Their conference centre has 3 fully equipped conference rooms that can accommodate up to 90 pax and a hall that can accommodate up to 500 pax in cinema seating. They offer a wide variety of single and sharing accommodation for conference groups which are serviced on a daily basis.



## CTICC

The Cape Town International Convention Centre (CTICC) is committed to becoming a leading environmentally sustainable convention centre. They are committed to excellence in environmental responsibility in all facets of their business - from infrastructure and operational policies to recycling programmes, CTICC is serious about making a difference and becoming an industry leader in sustainability and event greening.



## SANDTON SUN

Sandton Sun, located in the heart of Sandton CBD combines business services, contemporary dining and fashionable shopping. Professional, fully-serviced meeting rooms with banqueting and conferencing facilities are available to meet all eventing needs from exhibitions and weddings to conferences and banquets. Sandton Sun is committed to the environment, and is an active member of the Heritage Programme.



## THE COCA-COLA DOME

The Coca-Cola Dome is situated under the roof of one of Johannesburg's most-recognised landmarks. From its huge 11,000 square metre arena to its private hospitality suites, the Coca-Cola dome is a flexible entertainment space that can be transformed into whatever you need it to be. Unmatched in its perfect combination of capacity with capability, it's safe to say that the Coca-Cola dome is Southern Africa's ultimate multi-purpose indoor entertainment venue.



## THE FORUM COMPANY

The forum company has established itself as a best-of-breed conference venue and catering operation. As an organization, The Forum Company strives to architect world-class food and gatherings, delivered with professional slickness and unique South African personality and style.



## VALVERDE COUNTRY HOTEL

Valverde is a unique country-style hotel in the Muldersdrift area specialising in Conference, Weddings & Functions and Accommodation. Valverde offers five fully equipped conference and function venues that cater from two delegates in the boardroom to 150 delegates cinema style. Valverde embraces the trend to go green with numerous measure implemented to take environmental responsibility seriously.



## VINEYARD HOTEL AND SPA

Located in the lush leafy suburb of Newlands, the award winning 2 storey Vineyard Hotel & Spa Conference Centre is one of the finest venues in Cape Town for conferences, weddings or special occasions. The Vineyard Hotel & Spa has made a commitment to living green and has implemented environmental and social responsible decision making to ensure that sustainable development principles are incorporated throughout the Hotel.



## 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.

**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, Lorraine mans 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.

**Eco Events & Conferences Directory:** We have partnered with The Event Greening Forum and 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:** Ask Lorraine to come and address you, your team or your community. Lorraine has become a popular motivational speaker on sustainable and responsible hospitality and family lifestyle. She has been invited to speak at international conferences, seminars, exhibitions, right through to small local functions.

**Workshops:** Hotelstuff/Greenstuff is running nationwide workshops on Green Procurement in partnership with Eskom who promote their rebate and incentive schemes. 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.

For more information please visit [www.hotelstuff.co.za](http://www.hotelstuff.co.za) and [www.greenstuff.co.za](http://www.greenstuff.co.za); drop us a line at [info@hotelstuff.co.za](mailto:info@hotelstuff.co.za) or call us on 0860 272 272.

## Our Awards

2011 Winner EXSA  
**Best Green Indoor Pavilion**  
Hostex Johannesburg



2011 Winner  
Invelo Responsible Tourism  
**Chairman's Award**



2010 Winner  
**Best Overall Stand**  
Decorex Johannesburg



2010 Winner  
**Excellence award**  
Decorex Cape Town

