

**S&V Weekly Newsletter Vol.10 No.22, May 27 2024**

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**Vote for change – please**

The election is almost upon us. The polls aren't very promising for change, but last month, in response to a question from S&V, Dodo's Shoes group marketing director **Kelli Kupritz** wrote: "I hope everyone turns out to vote. If you think your vote doesn't count, it does. People of South Africa deserve so much more and this is your chance – vote. If you don't vote you have NO right to complain."

**Shipping from China: Problems as vessels 'redirected to South America'**

**Durban, KZN, SA** - The cost of sea freight from China to SA has risen, and has been compounded by a shortage of space, according to component suppliers in China.  
 In an email today to upper material wholesaler A. Greenways (Natal), a supplier in China wrote: "The goods are ready, but can't catch a ship this week. We can ship it next week. But now sea freight is crazy high – it is about USD6000 for a 20ft container."  
 On 13 May, a supplier warned Greenways: "Please be aware that the sea freight for next week's vessel has risen to USD3250 per MSK 20' GP. COSCO will be USD3730 – the ship space is a bit cramped too. "P.S. The freight costs for various shipping routes are skyrocketing. The cargo for our Peruvian clients, which previously cost less than 2000 for sea transport, is more than 5000 this week."  
 On 22 May, the same supplier wrote: "I regret to inform you: this container was originally scheduled to be loaded in warehouse today, but last night the freight forwarder informed me that the shipping company refused to release our container due to insufficient space... The freight forwarder is helping us find new space today, but the shipping schedule is still uncertain... Moreover, the price will also be a big problem, prices are rising every day now, and there's no guarantee that there will be space). This will have a significant impact on the subsequent shipment of goods, and it may be difficult to improve in the short term."  
 The reason for the shortage of space and the rise in prices was because Chinese companies were diverting shipping to South America, he wrote.  
 "The recent increase in shipping costs may be related to the following reasons. The price increase on all routes this time mainly started from South America. The reason for the price increase in South America is primarily due to Brazil imposing additional tariffs on new energy vehicles from China after July. New energy vehicle companies are accelerating the export of vehicles to South America. In addition, the United States has announced future additional tariffs on China, leading to some Chinese companies increasing their investment in South America. Shipping companies are facing a significant shortage of capacity, causing some African routes to be redirected to South America, resulting in a lack of capacity in Africa and a general increase in shipping costs. Another major factor is that shipping companies intentionally reduce ship capacity, the insufficient number of available seats has led to a significant increase in prices."

**Jack Parcels** | **ROCKFORD** | **ALL STAR**  
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**Wage negotiations: Footwear – no settlement**

**Durban, KZN, SA** - The parties to the Footwear Negotiations could not reach agreement as their respective mandates were exhausted, **Gerald Naidoo**, general secretary of the National Bargaining Council of the Leather Industry of SA, said on Friday. The parties will go back to their constituencies for revised mandates and will meet again in June. The proposed dates for the next meeting are 6 and 7 June.

**VF Corporation global results remain poor, but 2 of its brands doing well in SA**

International apparel group VF Corporation announced its 4th quarter results on 22 May. Its 4 biggest brands, by revenue, were all down on 2023 figures.  
 The worst performer was its second biggest brand (by revenue), Vans, which was 27% down for the quarter and 25% down for the 12 months.  
 Its 4th and 5th biggest brands, Timberland and Dickies, were down 14% and 15% respectively, both for the quarter and the full year.  
 Its biggest brand, The North Face, was down 5% and 1% respectively.  
 Its 'other brands', Altra, Eastpak, Icebreaker, JanSport, Kipling, Napapijri, Smartwool, and Supreme, were down 2% for the quarter and were even for the year.  
 The North Face is distributed in SA by Sector Apparel, Vans by Zeus Brands, Timberland by Timberland SA, Dickies by Skye Distribution, and Kipling by FrontierCo.

On Friday, we emailed each asking whether sales of their VF brand had declined in SA by the same sort of percentage as was reported by VF Corporation.  
**Gary Green** of Sector and **Kenneth Barlow** of FrontierCo responded.  
 Green wrote: "The two brands that appear to be most affected are Vans and Timberland. In respect to The North Face, the information being shared with us by our brand principals is that while there has been a decline in US revenue, as has been the case with many brands due to sluggish US demand, European sales remain relatively flat, Asia continues to show positive growth, and aggressive expansion plans are underway in the Middle East, North Africa and Southeast Asia. In South Africa, the brand continues its upward trajectory. 2023 sales revenue reflects 46% growth on the comparative 2022 period. While we are not anticipating the same level of growth into 2024, we are still projecting double digit growth off the back of the forward order book in our wholesale operations, the launch of our new dedicated e-commerce platform, and the roll out of two additional TNF concept stores."

Barlow wrote: "Kipling, retailled and distributed by FrontierCo, has shown a fantastic double-digit growth for the calendar year so far, bucking the local retail and their international trends. It is a premium brand driven by newness and design, which the market responds well to. We are very pleased with the brand to date, although it is coming off a relatively small base and is still establishing itself in the South African market."

Summary Revenue Information (Unaudited)

(Dollars in millions)	3 Months Ended March				12 Months Ended March			
	2024	2023	% Change	% Change (constant currency)	2024	2023	% Change	% Change (constant currency)
Brand:								
The North Face	\$ 814.3	859.5	(5)%	(5)%	3,673.3	3,612.7	2%	1%
Vans	631.2	857.0	(26)%	(27)%	2,785.7	3,682.9	(24)%	(25)%
Timberland	341.5	395.6	(14)%	(14)%	1,556.9	1,784.7	(13)%	(14)%
Dickies	162.4	191.5	(15)%	(15)%	618.4	725.2	(15)%	(15)%
Other Brands	424.4	436.0	(3)%	(2)%	1,820.3	1,807.0	1%	0%
VF Revenue	2,373.8	2,739.6	(13)%	(13)%	10,454.7	11,612.5	(10)%	(11)%

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**They Said It**

"This is the second time you have moved Bronkhorstspuit into Mpumalanga; we are in Gauteng. You are playing like the Government." - **Len Crozier**, retired, formerly with Clariant and TST Agencies, who lives in Bronkhorstspuit, GAUTENG, SA, Not Mpumalanga, which is what I wrote in last week's They Said It, and which I did once before, long, long ago. The biggest sin in journalism is to misspell someone's name. Clearly giving the wrong address isn't far behind.

**Got anything you'd like to share?**

Do you have any suggestions, comments or experiences about the industry that you'd like to share with the industry? - [tony@svmag.co.za](mailto:tony@svmag.co.za)

**New subscribers last week**

**Saajid**, Business Owner, Shoe Shack, Tshwane, Gauteng, South Africa

**Birthdays this week**

- 27/05/1944: **Richard Bunyard** left the industry, formerly GW Cowie & Co, Durban, KZN, SA.
- 27/05/1969: **Dean Tharman**, Ten Digits, George, W. Cape, SA.
- 28/05/1958: **Brigitte Davidow**, Nakara, Windhoek, Namibia.
- 29/05/1954: **Bevan Lamb** left the industry, formerly Wayne Rubber, Palmer Rubber and Egoli Gumboots (all closed), Amanzimtoti, KZN, SA.
- 29/05/1966: **Prakash Chapaner**, KG Chapaner & Co, Gweru, Zimbabwe.
- 29/05/1980: **Andrew Lang**, Rolles Chemicals, Germiston, Gauteng SA.
- 29/05/1987: **Ismail Khajee**, Fabrite Sports, Newcastle, KZN, SA.
- 29/05/1987: **Saahir Bajajee**, Szee Global Trading, Johannesburg, Gauteng, SA.
- 30/05/1940: **Subramonia Balakrishnan**, Malar Industries, Ndola, Zambia.
- 31/05/1951: **James Stewart**, Tokyo+Co, Cape Town, W. Cape, SA.
- 31/05/1959: **Mike Ing**, The Ing Thing, Howick, KZN, SA.
- 31/05/1963: **Craig Davis**, Spunlok, Pinetown, KZN, SA.
- 31/05/1972: **Calley Grecia**, Classic Components, Pinetown, KZN, SA.
- 01/06/1942: **Chris Horne**, The Little Slipper Company, Port Elizabeth, E. Cape, SA.
- 02/06/1946: **Freddy Pillay**, ? formerly East Coast Shoes, Chatsworth [closed].
- 02/06/1947: **Anver Carrim**, Colam Trading cc t/a Yankees, Rustenburg, N.W. Province, SA.
- 02/06/1975: **Shau Ganesh**, Nikkita Footwear, Durban, KZN, SA.
- 02/06/1983: **Jana van Vuuren**, Maraschino Shoes, Pretoria, Gauteng, SA.

**In memoriam this week**

- 27/05/2002: **Stan Austin** (b. 28/11/1915), Austin Shoes (closed), Pietermaritzburg, KZN, SA.
- 28/05/2011: **Charles Chavkin** (b. 20/03/1930), Charles Chavkin Agencies, Johannesburg, Gauteng, SA.
- 01/06/1992: **Harry Gassert**, formerly Panther Shoe Co [closed], Cape Town, W. Cape, SA.
- 01/06/2021: **Rajeev 'Rocky' Kumar** (b. 03/08/1967), Vision Sports, Gaborone, Botswana.

Have you let us know about your birthday, or the birthdays of your colleagues? Our readers love this section, so please become part of it. This also applies to the In Memoriam section. Help us remember former colleagues.

**Directory entries updated this week**

Ghêla Dayaram & Sons, Pietermaritzburg, KZN, SA.  
 Summerhill Trading, Port Elizabeth, E. Cape, SA.  
 Supplycor cc, Johannesburg, Gauteng, SA.

**S&V THE MONTH AT A GLANCE**  
 Trade Fairs | Seminars | Conferences | Range Launches  
 Do you have an event you want listed in the calendar?  
 Email tony@svmag.co.za  
 No charge for associations, R199 + Vat for all others

Calendar for MAY 2024

SUN	MON	TUE	WED	THU	FRI	SAT
			1	2	3	4
5	6	7	8	9	10	11
12	13	14	15	16	17	18
19	20	21	22	23	24	25
26	27	28	29	30	31	

**S&V PRESENTS THE ABRIDGED OPEN-TO-VIEW ONLINE DIRECTORY**  
 Over 4500 entries, divided into:  
 • Leather • Components & Services  
 • Footwear & Leather Goods  
 • Commission Agents, • Retailers  
 • Associations & Support Organisations  
 • and much, much more  
 The abridged Directory lists business names and their physical phone numbers.  
 The comprehensive Directory, which lists the names of personnel, cell numbers, emails, descriptions of products & services, and much more, is also available by subscription only.  
 Email tony@svmag.co.za

**Exchange rates**

Note: For previous rates, see [HERE](#)

1. SA Rand (ZAR)/Lesotho Loti (LSL)/Namibian Dollar (NAD)/Swazi Lilangeni (SZL)

Source: <http://www.x-rates.com/calculator/>

	Euro €	GBP £	US \$	CNY ¥
02/01/2024	R20.30	R23.42	R18.54	R2.60
06/01/2024	R20.45	R23.77	R18.68	R2.61
13/01/2024	R20.44	R23.79	R18.65	R2.62
20/01/2024	R20.71	R24.14	R19.01	R2.67
27/01/2024	R20.39	R23.85	R18.78	R2.64
05/02/2024	R20.41	R23.89	R18.98	R2.64
10/02/2024	R20.52	R24.03	R19.03	R2.64
17/02/2024	R20.35	R23.80	R18.89	R2.62
24/02/2024	R20.91	R24.40	R19.30	R2.68
02/03/2024	R20.71	R24.17	R19.11	R2.65
09/03/2024	R20.48	R24.07	R18.72	R2.60
16/03/2024	R20.43	R23.89	R18.75	R2.60
23/03/2024	R20.59	R23.93	R18.99	R2.62
01/04/2024	R20.37	R23.83	R18.96	R2.62
06/04/2024	R20.24	R23.60	R18.67	R2.58
13/04/2024	R20.08	R23.48	R18.85	R2.60
20/04/2024	R20.35	R23.67	R19.12	R2.64
27/04/2024	R20.13	R23.51	R18.82	R2.59
04/05/2024	R19.92	R23.21	R18.50	R2.55
11/05/2024	R19.88	R23.10	R18.45	R2.55
18/05/2024	R19.74	R23.06	R18.16	R2.51
25/05/2024	R19.99	R23.46	R18.43	R2.54

2. Botswana Pula

Source: <https://www.xe.com/currencyconverter/>

	Euro €	GBP £	US \$	CNY ¥
02/01/2024	14.66	16.91	13.39	1.88
06/01/2024	14.78	17.19	13.51	1.89
13/01/2024	18.81	17.24	13.52	1.89
20/01/2024	14.86	17.33	13.64	1.91
27/01/2024	14.77	17.28	13.61	1.91
05/02/2024	14.73	17.24	13.70	1.90
10/02/2024	14.77	17.29	13.70	1.90
17/02/2024	14.77	17.28	13.71	1.90
24/02/2024	14.92	17.41	13.77	1.91
02/03/2024	14.90	17.39	13.74	1.91
09/03/2024	15.01	17.64	13.72	1.90
16/03/2024	14.80	17.30	13.58	1.88
23/03/2024	14.79	17.19	13.64	1.88
01/04/2024	14.77	17.28	13.75	1.89
06/04/2024	14.86	17.34	13.71	1.89
13/04/2024	14.55	17.01	13.66	1.88
20/04/2024	14.67	17.07	13.78	1.90
27/04/2024	14.75	17.23	13.79	1.90
04/05/2024	14.84	17.30	13.79	1.90
11/05/2024	14.67	17.05	13.62	1.88
18/05/2024	14.74	17.22	13.56	1.87
25/05/2024	14.65	17.19	13.50	1.86

3. Malawian Kwacha (MWK) (buying)

Source: <https://www.rbm.mw/>

	Euro €	GBP £	US \$	ZAR
10/02/2024	1849.26	2165.66	1666.73	90.57
17/02/2024	1847.37	2160.68	1666.73	90.73
24/02/2024	1858.36	2173.21	1666.73	91.40
02/03/2024	1855.79	2167.03	1666.73	91.32
09/03/2024	1878.96	2198.79	1666.73	91.92
16/03/2024	NA	NA	NA	NA
23/03/2024	1916.05	2234.16	1716.73	93.54
01/04/2024	1913.05	2232.75	1716.73	93.36
06/04/2024	1914.11	2232.22	1716.73	94.51
13/04/2024	1889.00	2213.30	1716.73	94.21
20/04/2024	1880.34	2194.91	1716.73	92.06
27/04/2024	1896.43	2211.17	1716.73	93.03
04/05/2024	NA	NA	NA	NA
11/05/2024	1906.15	2217.01	1716.73	95.80
18/05/2024	1921.00	2238.58	1716.73	97.24
25/05/2024	1911.46	2243.88	1716.73	95.87

4. Zambian Kwacha (ZMW) (buying)

Source: <https://www.boz.zm/>

	Euro €	GBP £	US \$	ZAR
10/02/2024	29.04	33.99	26.96	1.41
17/02/2024	27.36	31.96	25.40	1.34
24/02/2024	24.91	29.19	22.99	1.19
02/03/2024	25.48	29.77	23.56	1.22
09/03/2024	26.25	30.78	24.14	1.28
16/03/2024	27.33	32.00	25.09	1.34
23/03/2024	28.52	33.25	26.36	1.38
01/04/2024	26.90	31.45	24.88	1.31
06/04/2024	26.66	31.06	24.69	1.32
13/04/2024	26.52	31.05	24.94	1.32
20/04/2024	27.31	31.88	25.61	1.33
27/04/2024	28.38	33.12	26.49	1.40
04/05/2024	29.12	33.99	26.96	1.46
11/05/2024	29.44	34.22	27.34	1.48
18/05/2024	27.64	32.28	25.49	1.39
25/05/2024	28.84	33.81	26.58	1.44

5. Zimbabwe Dollar (ZWL\$) (average) / Zimbabwe Gold (ZiG)

Source: <https://www.rbz.co.zw/>

	Euro €	GBP £	US\$	ZAR
10/02/2024	12335.25	14448.09	11450.66	40.42
17/02/2024	13556.38	15850.40	12597.58	
24/02/2024	14868.38	17396.60	13736.36	
02/03/2024	16324.79	19062.07	15098.03	
09/03/2024	17235.24	20160.26	15742.82	
16/03/2024	19794.68	23183.11	18201.92	
23/03/2024	NA	NA	NA	NA
01/04/2024	23536.57	26305.85	20824.77	
06/04/2024	31059.56	36262.23	28729.38	
13/04/2024	ZIG 14.01	ZIG 16.40.23	ZIG 13.08	ZIG 1.36
20/04/2024	ZIG 14.15	ZIG 16.53	ZIG 13.31	ZIG 1.44
27/04/2024	ZIG 14.39	ZIG 16.78	ZIG 13.42	ZIG 1.41
04/05/2024	ZIG 14.51	ZIG 17.01	ZIG 13.55	ZIG 1.36
11/05/2024	ZIG 14.56	ZIG 16.92	ZIG 13.51	ZIG 1.36
18/05/2024	ZIG 14.54	ZIG 16.95	ZIG 13.39</	