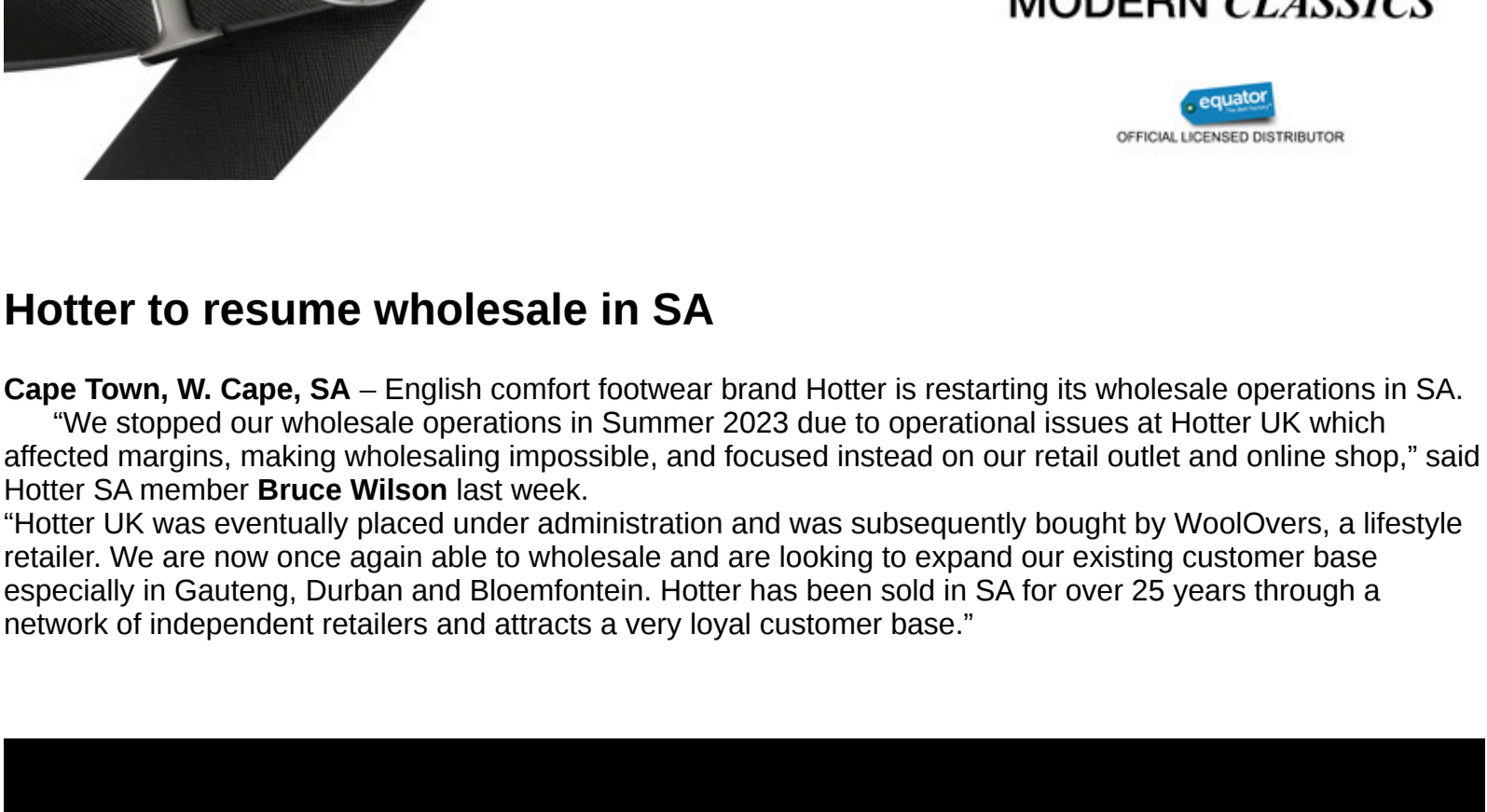


S&V Weekly Newsletter Vol.10 No.31, July 29 2024

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### Hotter to resume wholesale in SA

Cape Town, W. Cape, SA – English comfort footwear brand Hotter is restarting its wholesale operations in SA. "We stopped our wholesale operations in Summer 2023 due to operational issues at Hotter UK which affected margins, making wholesaling impossible, and focused instead on our retail outlet and online shop," said Hotter SA member Bruce Wilson last week. "Hotter UK was eventually placed under administration and was subsequently bought by WoolOvers, a lifestyle retailer. We are now once again able to wholesale and are looking to expand our existing customer base especially in Gauteng, Durban and Bloemfontein. Hotter has been sold in SA for over 25 years through a network of independent retailers and attracts a very loyal customer base."

## TOUGH GRITT | COMFORT FITT™

Looking to expand our customer base in Johannesburg, Durban and Bloemfontein. Contact Bruce : 0836550000 or [bruce@hottersa.co.za](mailto:bruce@hottersa.co.za)

### Hoka focuses on wholesale expansion as key retailers like Dick's Sporting Goods and JD Sports add inventory

Footwear News, 26 July 2024 As Hoka continues its winning streak in the first quarter of fiscal 2025, Deckers Brands executives are laser focused on building its wholesale business. On the company's first quarter earnings call on Thursday, Deckers Brands' incoming president and chief executive officer Stefano Caroti dubbed fiscal 2025 "a year of wholesale growth" for Hoka, adding that the star running brand is seeing an expansion of both shelf space and new doors within the segment this year. Caroti also noted on Thursday that some of the retailers expanding Hoka distribution are Dick's Sporting Goods, Foot Locker, Intersport in Europe, Top Sport in China, Sport Chek in Canada and JD Sports in the U.S., Europe and Asia.

For Sales Contact : admin@jfktrading.co.za 031 305 9999

## Jack Parcels

ORIGINAL FOOTWEAR SINCE '73

### They Said It

"Business is going great thank you – perhaps not so much on the footwear side, there was a good reason why the dinosaurs got wiped out eh?" - Ridhwana Shaik of Green Start Ideas, who offers consultancy services covering brand development, circular economy consulting, freelance design, and life cycle assessment.

### 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

Trevor Mkhize, School shoe brand manager, Bata, Durban, South Africa

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### Birthdays this week

- 29/07/1962: Graydon Cock, emigrated, formerly Eddels, Bata SA and Puma SA.
- 29/07/1965: Ashley Pillay, National Bargaining Council, Durban, KZN, SA.
- 30/07/1959: Alan Munsamy, Nulaw, Durban, KZN, SA.
- 30/07/1949: Gerald Batt, retired, Cape Town, W. Cape, SA.
- 30/07/1973: Frankie Sequeira, Novel's Outfitters & Shoe Store, De Aar, N. Cape, SA.
- 31/07/1940: David Berry, retired, formerly Rockshoes [closed], Pinetown, KZN, SA.
- 31/07/1969: Mark Dicks, emigrated, formerly Prime Leathers, Pinetown, KZN, SA.
- 01/08/1935: Bev Jack, retired, formerly Bata Zimbabwe and LAIFEZ, Harare, Zimbabwe.
- 02/08/1937: Brian Haaburger, MD, Paris Belts, Johannesburg, Gauteng, SA.
- 02/08/1946: Burt Coburn, ?, Cape Town, W. Cape, SA.
- 02/08/1971: JJ du Plessis, Strassbergers, Clanwilliam, W. Cape, SA.
- 03/08/1921: Malcolm Kueghn, Hi-Tec Sports, Johannesburg, Gauteng, SA.
- 03/08/1947: Noel Amery (b. 05/09/1944), Western Tanning and Michelle Footwear, Durban, Clarens Leather [closed], Clarens, Free State, SA.
- 04/08/2006: Peter Gibbins (b. 31/01/1922), Apeco [closed], Port Elizabeth, E. Cape, SA.

### In memoriam this week

- 29/07/1993: JA "Pat" O'Brien, agent, Cape Town, W. Cape, SA.
- 29/07/2003: Dennis South (b. 13/02/1923), Cuthberts Footwear, Johannesburg, Gauteng, SA.
- 29/07/2010: Eric Harvey (b. 09/02/1925), Barker Footwear [now Bolton Footwear], Cape Town, W. Cape, SA.
- 31/07/2022: Graeme Katz (b. 05/02/1969), Treetts Footwear [closed], Katz Footwear, Johannesburg, Gauteng, SA.
- 01/08/2023: Michelle Di Lembo (b. 17/08/1939), Villani Shoes [closed], Johannesburg, Gauteng, SA.
- 02/08/2022: David Tosh (b. 13/02/1954), Shoe Corporation, La Nuova, Adorable and Bona Shoes (all closed) in Durban, KZN, SA and Harrismith, Free State, SA, and Rockport, Lisbon, Portugal. Died in Glasgow, Scotland.
- 03/08/1999: Otto Guldemann (b. 2/10/1922), Cellini [closed], Cape Town, W. Cape, SA.
- 03/08/1992: Malcolm Kueghn, Hi-Tec Sports, Johannesburg, Gauteng, SA.
- [closed]: Noel Amery (b. 05/09/1944), Western Tanning and Michelle Footwear, Durban, Clarens Leather [closed], Clarens, Free State, SA.
- 04/08/2006: Peter Gibbins (b. 31/01/1922), Apeco [closed], Port Elizabeth, E. Cape, SA.

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.

**Richard Kushlick**  
Master Footwear Fitter & Educator

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Click Here to view the footwear education programs on offer

## 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](mailto:tony@svmag.co.za)

No charge for associations, R199 + Vat for all others

Calendar for JUL 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			

## 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 principal 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](mailto:tony@svmag.co.za).

Click HERE to view.

### Directory entries updated last week

Bella Bianca cc, Durban, KZN, SA.  
Brando Leather Goods (Pty) Ltd, Durban, KZN, SA.  
Frank Tonks Design, Cape Town, W. Cape, SA.  
Green Start Ideas, Johannesburg, Gauteng, SA.  
Innovative PVC Compounds, Durban, KZN, SA.  
Naiken Quality Solutions, Cape Town, W. Cape, SA.  
Oden Creative Works (Pty) Ltd, Cape Town, W. Cape, SA.  
Vandan Engineering Services KZN (Pty) Ltd, Pinetown, KZN, SA.

### 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 ¥
01/06/2024	R20.41	R23.96	R18.81	R2.59
08/06/2024	R20.40	R24.02	R18.87	R2.60
15/06/2024	R19.47	R22.03	R18.16	R2.50
23/06/2024	R19.22	R22.74	R17.97	R2.47
29/06/2024	R19.44	R22.95	R18.14	R2.49
07/07/2024	R19.74	R23.35	R18.23	R2.50
13/07/2024	R19.60	R23.32	R17.96	R2.47
20/07/2024	R19.89	R23.61	R18.27	R2.51
27/07/2024	R19.88	R23.55	R18.29	R2.52

2. Botswana Pula

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

	Euro €	GBP £	US \$	CNY ¥
01/06/2024	14.74	17.31	13.59	1.87
08/06/2024	14.82	17.45	13.71	1.89
18/06/2024	14.52	17.18	13.55	1.86
23/06/2024	14.45	17.11	13.52	1.86
29/06/2024	14.53	17.15	13.56	1.86
07/07/2024	14.76	17.46	13.63	1.87
13/07/2024	14.70	17.49	13.47	1.85
20/07/2024	14.71	17.46	13.51	1.85
27/07/2024	14.80	17.53	13.62	1.87

3. Malawian Kwacha (MWK) (buying)

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

	Euro €	GBP £	US \$	ZAR
01/06/2024	1912.34	2247.95	1716.73	94.10
08/06/2024	1925.25	2260.15	1716.73	93.44
18/06/2024	1897.13	2244.77	1716.73	96.93
23/06/2024	1895.01	2239.46	1716.73	98.39
29/06/2024	1890.06	2233.45	1716.73	95.73
07/07/2024	1913.40	2258.56	1716.73	97.10
13/07/2024	1921.86	2283.53	1717.02	98.27
20/07/2024	1924.69	2286.18	1717.02	96.71
27/07/2024	1919.74	2273.98	1717.02	96.61

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

### ABSA Agri Trends: Hides & skins prices

Johannesburg, Gauteng, SA (25 July 2024) - The average hide price increased by 0.83% to 2.787/kg from R2.764/kg a week ago. The current price is 13.29% lower than the average price a month ago and 18.0% lower than the average price a year ago. The range of prices reported was as follows: Minimum price: R2.75 Maximum price: R3.00. Price movements will be highly influenced by developments in the status of our animal diseases. Please note: Our methodology weighs the prices we collect according to the number of hides they sell in a month. This is done to make it more representative of the prevailing market price. NB\* Hide prices are determined by the average of the RMAA (Red Meat Abattoir Association) and independent companies. - **Marglene Louw**, senior agricultural economist, and **Nkhensani Mashimbyi**, agricultural economist, and **Zama Sangweni**, agricultural economist, Absa group.

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

### Have a look at these links

We invite businesses to send us links to websites, Facebook pages and the like which they feel would be of interest to others. The links below are from our database:

- T.I.S. Boutique, Kroonstad, Free State, SA. Women's apparel retailer.
- Tabita Fashions, Cape Town, W. Cape, SA. Women's apparel retailer.

### THIS WEEK LAST YEAR!

Chamberlain Phipps were expecting improved trading towards year end.  
Bolton Footwear sales were on par with previous year.  
Online had shown growth for Sole Base.  
Richemont bought top Italian shoe factory Gianvito Rossi.

READ IT HERE - [S&V WEEKLY NEWSLETTER VOL.9 NO.31, JULY 31 2023](#)

### THIS WEEK FIVE YEARS AGO!!

Comment from 5 retailers was mostly bad for the week but better for the month overall.  
Green Cross had hurt AVI results.  
Morné Gerber joined Leather From Hart from The Little Slipper Company.

For Ashley Pillay, PA to the General Secretary, the year marked 30 years service with the NBC.

READ IT HERE - [S&V WEEKLY NEWSLETTER VOL.5 NO.30, JULY 29, 2019](#)

### NEWSLETTER ARCHIVE

All the past S&V Weekly Newsletters from January 2016 onwards are available in the newsletter archive.

VIEW THE ARCHIVE - [CLICK HERE](#)

### Contact us

News & Classifieds: Tony Dickson, +27 (0)31 209 7505, [tony@svmag.co.za](mailto:tony@svmag.co.za)

Next newsletter: August 5, 2024. Ad and editorial deadline Friday 2 August.

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