

S&V Weekly Newsletter Vol.10 No.50, December 09 2024

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Truworthis: Prepare for the best

Cape Town, W. Cape, SA – Truworthis responded to our questions about trading as follows:
How successful was Black Friday for the group? – We are unable to comment on Black Friday trading as we have not provided an update to the market.
How confident is the group about Festive Season Sales? – The reality is no one knows how festive trade will be this year. That said, we always plan our merchandise according to optimistic sales plans to ensure that we are positioned for sales demand.

Asmall's: Upbeat, so far

Yunus Asmall, director, Asmall's Pietermaritzburg, KZN, SA – For December, we're upbeat so far. We've had a good response to our adverts in newspapers and on Instagram and Facebook. We're hoping the momentum will remain.
 Schoolwear is important for our January business, and we'll have to wait and see...

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SAFLEC's perspective: Elevating SA footwear and handbags in a digital world

Nerisha Jairaj, executive director Durban, KZN, SA – The South African Footwear and Leather Export Council (SAFLEC) firmly believes that the future of South African footwear and handbags lies in embracing technology, prioritizing sustainability, and targeting niche global markets. The rise of e-commerce and artificial intelligence (AI) has revolutionized consumer behaviour and market dynamics, offering both challenges and immense opportunities for local manufacturers. Social media in addition has become the new way to influence and must be tool we take full advantage of.
E-Commerce as a Gateway
 SAFLEC advises manufacturers to leverage e-commerce as a vital platform for global expansion. Platforms like Amazon are invaluable tools for showcasing South African craftsmanship to international audiences. However, success requires more than just an online presence—it demands optimized listings, superior product imagery, and competitive logistics strategies to ensure fast and efficient delivery.
AI: A Tool for Innovation
 Artificial intelligence has become a game-changer in identifying global trends and streamlining production processes. SAFLEC encourages manufacturers to adopt AI-driven design tools and market analysis platforms to stay ahead of consumer preferences. These technologies also enable customization, allowing South African exporters to tap into niche markets where bespoke products are highly valued.
Sustainability and Quality: Key Differentiators
 SAFLEC emphasizes the importance of sustainable practices and ethical production. By using eco-friendly materials and highlighting transparent processes, South African manufacturers can align with global consumer expectations. The hallmark of local craftsmanship—attention to detail and high-quality production—must remain a central focus to enhance international competitiveness.
Navigating Challenges
 SAFLEC acknowledges the obstacles facing the industry, including disrupted supply chains, financial constraints, and compliance with international trade standards. Furthermore, the lack of digital tools and resources limits many manufacturers' ability to compete in a tech-driven marketplace. SAFLEC advises its members to prioritize compliance and innovation to overcome these barriers.
The Way Forward
 SAFLEC's strategic guidance highlights the need for investment in digital transformation and direct-to-consumer channels. Collaboration with international buyers and participation in key trade shows are essential steps to build brand recognition. Embracing AI, focusing on bespoke designs, and committing to sustainability will ensure South African manufacturers remain competitive globally.
 By following these strategies, SAFLEC believes South African footwear and handbags can thrive in the global market, building a strong reputation for quality, sustainability, and innovation, while creating employment and driving industry growth.

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Beier Group: 'Transformation through skills development and manufacturing excellence'

The full report will be published in S&V Protect in February 2025.
Pinetown, KZN, SA (03 December 2024) – The Beier Group – BBF Safety Group, Beier Drawtex, and Beier Envirotec – recently hosted the FP&M SETA CEO **Dr Felleing Yende**, and **Dr Minister Mimmy Gondwe**, the Deputy Minister of Higher Education, for an oversight visit to ensure that state funds are being dispersed in accordance with the Sectoral Skills Plan. The Beier Group showcased the significant progress the group of companies has made in training, development, and transformation. During the visit, the minister gained insight into the strong partnership between the Beier Group and the FP&M SETA.
 Said **Warren Sachs**, Group CEO at Beier Group, "Our various technical operating plants are actively run by leaders who mostly have been impacted by the support and programmes that are offered at the Hans Beier Centre for Learning, in partnership with Skills Development Partners. Moreover, the support and guidance from the FP&M SETA on sector skills planning and execution, has enabled the Beier Group to continue delivering on industrialisation, transformation, and development."

Kushy and The Shoedog: The next edition

Join **Wade 'Kushy' Kuschick** of Footwear Education (<http://footweareducation.co.za>) and his overseas guest, **Richard Motawi** (a.k.a. The Shoedog) for the next exciting chat on the 10th of December 2024 at 18h00 (CAT) – as we discuss the many aspects that effect the relationship between feet & footwear. Click [here](http://bit.ly/kushyandshoedog) to join.

In case you missed it!

The latest issue of S&V Protect Magazine

S&V PROTECT MAGAZINE VOL.18 NO.4 FOURTH QUARTER 2024
IN THIS ISSUE:
 03 OHS in Focus
 - The Fire and Life Safety Blame Game – a presentation by **Leighton Bennett**, Benrisk Consulting, Johannesburg, Gauteng, SA
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 - Standard sockhead shock: The hidden danger in anti-static work environments, by **Deane Northard**, BBF Safety Group marketing manager.
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 - PPG's flexible epoxy coating provides modular constructions with hours of fire protection.
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 - Mitigate risks and enhance efficiency – the ISO accreditation advantage, by **Robert Erasmus**, MD of Sanitech. - ASTM International devises test methods for breathability of infant products.
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 - Mastering contractor management for safety, business efficiency and growth in the mining industry, by **Roscoe Bremner**, business development executive of KBC Health & Safety.
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 26 Innovation
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 - Fraunhofer-Gesellschaft: Fungal microalgae as the basis for sustainable products.
 - Fraunhofer-Gesellschaft: Data-efficient foundation model for biomarker detection.
 - Fraunhofer-Gesellschaft: Mobile test platform for offshore wind turbines.
 35 Buyers' Guide
 - What's on offer.
Advertisers in this Issue
 BBF Safety Group/Bova (11), Claf Boot (03, 06), Dangee Carken/GrittGear (02), Kaliber (05, 15), Neptun Boot (09), Palm Footwear/Terrapod (0FC), Rainbow Group (17), Rebel Safety Gear (08), S&V Calendar (this page), S&V Directory (20), SAFLEC (31), SAFEMA PPE Conference (13).
 CLICK HERE TO VIEW IT ONLINE

They Said It

"I'm pretty sure I seized the wrong day." - A borrowed quote, but I often feel that way.

Got anything you'd like to share?

Do you have a news item, comment, or experiences about the industry that you'd like to share with the industry? - tony@svmag.co.za

New subscribers last week

Reena Houghton, Buyer, Royal Adhesive Industries, Westmead, KZN, South Africa
Juana-Wade Deyssel, Product Specialist, Ackermans Support centre, Cape Town, South Africa
Matthew Lecatsas, Finance, Intershu, Johannesburg, South Africa
Pat Coyne, Retired Cobbler, Brown Shoe, Dong Guan, China

Richard Kushlick
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 Click Here to view the footwear education programs on offer

Birthdays this week

- 09/12/1944: **John Watt**, retired, Bresan Footwear, Pietermaritzburg, KZN, SA.
- 09/12/1949: **Bob Ludlow**, Alberta Bay, Durban, KZN, SA.
- 09/12/1950: **Neil Tupper**, retired, formerly Bata Shoes SA, Rockshoes, Vunani Footwear, Game Discout World/Massmart, Durban, KZN, SA.
- 09/12/1957: **Rory Anderson**, Rory Anderson Agencies, Cape Town, W. Cape, SA.
- 09/12/1965: **Cliff Coombe**, Agent-C, Port Elizabeth, E. Cape, SA.
- 09/12/1979: **Naseem Tadia**, Less Price Fashions, Nigel, Gauteng, SA.
- 09/12/1977: **Yusuf Salie**, AM Showroom/Shoe City, Marble Hall, Mpumalanga, SA.
- 09/12/????: **Beryl Roach**, Logomoff, Cape Town, W. Cape, SA.
- 12/12/1954: **Rolf-Dieter Fuchsmann**, ?, (formerly DED, Ethiopia.
- 10/12/1965: **Benson Gor Okumu**, Bata SA, Pinetown, KZN, SA.
- 11/12/1964: **Hasina Lockhat**, Famous Shoes, Durban, KZN, SA.
- 11/12/1965: **Mwar Cassim**, Catwalk Footwear Manufacturers, Durban, KZN, SA.
- 12/12/1937: **N Kadowa**, Umzinto Wholesalers, Umzinto, KZN, SA.
- 12/12/1949: **Johan Barnard**, Envirotan, Port Elizabeth, E. Cape, SA.
- 12/12/1956: **Chandrakant Dajee**, Avalon Job Buyers, Port Elizabeth, E. Cape, SA.
- 12/12/1970: **Kobus Louw**, Morgan Beel/Brits Leathers, Pretoria, Gauteng, SA.
- 12/12/1979: **Dane Patterson**, Boardriders, Durban, KZN, SA.
- 12/12/1960: **Craig Lathie**, Rileweek Footwear, Cape Town, W. Cape, SA.
- 13/12/1959: **Kensie Gwender**, CK Shoes, Pietermaritzburg, KZN, SA.
- 13/12/1960: **Ebrahim Sonpra**, Sonpra's Warehouse, Pietersburg/Polokwane, Limpopo, SA.
- 14/12/1969: **Simo Simov**, African Merino Trading, Ekandustria, Mpumalanga, SA.
- 14/12/1965: **Rachmat Thomas**, retired, formerly Chic Shoe Manufacturers [closed], Cape Town, W. Cape, SA.
- 14/12/1988: **Lu Frasier**, Puma, Cape Town, W. Cape, SA.
- 14/12/1988: **Lu Frasier**, Claw Boot International, Johannesburg, Gauteng, SA.
- 15/12/1973: **Charl Lucas**, Springbok Skoeseisel, Springbok, N. Cape, SA.
- 15/12/1975: **Sabrina van Rooyen**, Van Hobs Dry Cleaners, Pretoria, Gauteng, SA.
- 15/12/1983: **David Fox**, Good Hope Sales, Cape Town, W. Cape, SA.

In memoriam this week

- 13/12/2023: **Allan Norman** (b. 15/06/1945), Sandals Ltd. (closed), Jardine Footwear (closed), NR Footwear, all Pietermaritzburg, KZN, SA.
- 14/12/2016: **Allan Capell**, (b. 01/07/1932), Capelli [closed], Durban, KZN, SA.
- 14/12/2016: **Raman Merchant** (b. 02/06/1929), Merchant's Outfitters, 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.

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

SUN	MON	TUE	WED	THU	FRI	SAT
1	2 Safety & ...	3 Safety & ...	4 Safety & ...	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
 • 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.

Directory entries updated last week

Cooper Brothers Almat (Pty) Ltd, Alice, E. Cape, SA.

Exchange rates

Note: For previous rates, see [HERE](http://www.x-rates.com/calculator/)

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

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

Euro €	GBP £	US \$	CNY ¥
02/11/2024	R19.12	R22.77	R17.62
09/11/2024	R18.85	R22.74	R17.58
16/11/2024	R19.18	R22.96	R18.19
23/11/2024	R18.87	R22.79	R18.11
30/11/2024	R19.10	R22.99	R18.05
07/12/2024	R19.05	R22.96	R18.02

2. Botswana Pula

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

Euro €	GBP £	US \$	CNY ¥
02/11/2024	14.50	17.28	13.37
09/11/2024	14.22	17.16	13.26
16/11/2024	14.40	17.24	13.66
23/11/2024	14.21	17.09	13.63
30/11/2024	14.43	17.37	13.64
07/12/2024	14.42	17.38	13.64

3. Malawian Kwacha (MWK) (buying)

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

Euro €	GBP £	US \$	ZAR
02/11/2024	1923.10	2293.07	1717.02
09/11/2024	1905.94	2280.08	1717.02
16/11/2024	1863.15	2240.37	1717.02
23/11/2024	1869.17	2221.98	1717.02
30/11/2024	1850.76	2247.63	1717.02
07/12/2024	1868.98	2253.11	1717.02

4. Zambian Kwacha (ZMW) (buying)

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

Euro €	GBP £	US \$	ZAR
02/11/2024	29.14	34.69	26.78
09/11/2024	29.29	35.24	27.23
16/11/2024	28.79	34.79	27.49
23/11/2024	28.79	34.59	27.62
30/11/2024	28.43	34.16	26.92
07/12/2024	28.92	34.87	27.24

5. Zimbabwe Dollar (ZWLs) (average) / Zimbabwe Gold (ZiG)

Source: [Source: https://www.rbz.co.zw/](https://www.rbz.co.zw/)

Euro €	GBP £	US \$	ZAR
02/11/2024	ZiG 21.18	ZiG 36.96	ZiG 28.68
09/11/2024	ZiG 27.59	ZiG 33.18	ZiG 25.58
16/11/2024	ZiG 26.65	ZiG 32.05	ZiG 25.28
23/11/2024	ZiG 26.50	ZiG 31.84	ZiG 25.33
30/11/2024	ZiG 26.90	ZiG 32.34	ZiG 25.45
07/12/2024	NA	NA	NA

Note: For previous rates, see [HERE](http://www.x-rates.com/calculator/)

ABSA Agri Trends: Hides & skins prices

Johannesburg, Gauteng, SA (05 December 2024) – The current average hide price decreased by 0.07% to R2,804/kg from R2,806/kg a week ago. The current price is 0.18% higher than the average price a month ago and 14.66% lower than the average price a year ago. The range of prices reported was as follows: Minimum price: R2.75 Maximum price: R3.07. 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. - **Marlene Louw**, senior agricultural economist, and **Nkhensani Mashimbyi**, agricultural economist, and **Zama Sangweni**, agricultural economist, Absa group.
 Note: For previous prices, see [HERE](http://www.x-rates.com/calculator/)

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:
[Shu In](http://www.shulin.co.za), Fort Beaufort, E. Cape, SA. Family footwear.
[Shutterlock](http://www.shutterlock.co.za), Randfontein, Gauteng, SA. PPE reseller.

THIS WEEK LAST YEAR!

Pepkor considers buying Edgars for R2.4 billion

December trading: Abdul Dajee, City Outfitters

In case you missed it! The Fourth Quarter 2023 issue of S&V Protect Magazine

READ IT HERE - [S&V Weekly Newsletter Vol.9 No.50, December 11 2023](http://www.svmag.co.za)

THIS WEEK FIVE YEARS AGO!!

Retail last week: Comment from 4 retailers on Saturday - location and a positive attitude help

READ IT HERE - [S&V Weekly Newsletter Vol.5 No.50, December 17, 2019](http://www.svmag.co.za)

Contact us

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Next newsletter: Monday December 16, 2024. Ad and editorial deadline Friday 13 November.

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