

S&V Weekly Newsletter Vol.8 No.30, July 25 2022

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Retail

Load shedding dominates conversations

This week the interviews were with retailers in Gauteng, still the economic heart of SA. We will continue with this province next week.

Johannesburg, Gauteng, SA - PPE too has been affected by the poor economy, said **Cedric Zoghy**, who with his brother, **Norman**, are the members of Atlantic Protective Clothing. "Sure, the PPE businesses involved in Covid did well, but you know that many of those tenders went to the wrong people. And for general PPE? How many businesses have closed? And every one that closes means that many fewer Conti suits, that many fewer boots."

He says the future of the PPE reseller is online, supplying anywhere in the country, "and we're 95% there", but his personal preference would be to continue supplying smaller businesses in his area. "I'm the wrong person to ask," he said. "We're close to retirement. It's the younger guys who want to get into online in a big way, and are prepared to hold big stocks. We've scaled back on ours."

Nigel, Gauteng, SA - Load shedding has had a devastating effect on all aspects of the economy, said **Stanley Berger**, member of the 22-store Bergstan Outfitters women's outfitting chain. "It's been particularly bad in June and July, and the effect on retail has been very noticeable," he said. "People come into the store, the lights go out, and they walk out because they can't see the merchandise, and of course our point of sale machines are off also."

He said manufacturers weren't able to power every department, even if they did have generators, "and it's had a devastating effect on them, too". "South Africans have become complacent about load shedding, unfortunately, but trying to explain it to someone anywhere else and they find it hard to believe. If the government sorted this out, the economy would definitely improve."

He said Bergstan had increased its promotions, "and they do work, but of course there's a cost involved - you don't get the margins you should get". However, he hadn't been tempted to cheapen his procurement. "We stock what we always stock," he said. "I don't want to compete with the hawkers outside."

Nigel, Gauteng, SA - Consumers have very little disposable income for apparel, said **Muhammad Laher**, member of Bombay's of the 22-store Bergstan Outfitters women's outfitting chain. "The past 3 months have been quieter than the same period last year," he said. "Unemployment is the main problem, and load shedding is another issue."

The business has been "forced to reduce margins", but has kept its spread of brands. "We're buying a lot more conservatively, and within a narrower range, focusing only on what we're very confident will sell, but we haven't moved into a lower tier."

Bombay's is a men's & women's outfitter and school uniform specialist. Sports Fusion has moved more into athleisure, but still sells some technical product, including soccer and rugby boots and cricket shoes.

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Fairs & Conferences

'allfashion Sourcing to go ahead alongside SA Menswear Week as part of The Week of fashion'

Cape Town, W. Cape, SA – Messe Frankfurt SA has confirmed that allfashion Sourcing will be held this year from 29 September to 01 October alongside the consumer events Week of Fashion and SA Menswear Week. In a release, show director **Kathryn Frew** said:

"We are extremely excited to confirm that allfashion Sourcing will take place on the 29th September, 30th September and 1st October. This year's edition will take place at a venue called Wonderland Film Studios and will be available exclusively to a maximum of 50 stands."

"Some background on this event - it will be a fashion / footwear / apparel / accessories showcase. For the first time in 2022, allfashion Sourcing will also be a little more consumer orientated as exhibiting companies will be able to sell their goods directly on site to the Week of Fashion and SA Menswear Week audiences. The allfashion Sourcing trade audience will still be targeted to facilitate any potential business deals for the exhibiting companies."

"There is a great synergy between the two events which will serve as an incredible platform for both the allfashion Sourcing exhibitor audience and the SA Menswear Week and Week of Fashion audiences. This will be an extremely valuable opportunity to showcase your companies products to the wider fashion community in South Africa. We are certain this collaboration will deliver fantastic results to all 50 exhibiting companies."

"Menswear week has an extremely loyal fan following which we are so excited to introduce to our exhibitors. We know this collaboration will have fantastic results for both companies."

SGS to host PPE footwear and high visibility clothing standards update webinar

Geneva, Switzerland – Testing, inspection and certification company SGS will present a complimentary webinar, 'PPE Footwear and High Visibility Clothing Standards Update', on Wednesday 27 July.

In a release, it said: "At a time when quality and safety are regulated with increasing rigor, the business case for proactive study of regulations and a quick, flexible response to statutory and non-statutory changes is stronger than ever. For manufacturers and retailers of personal protective equipment (PPE) this has become particularly relevant in the last few years."

"This webinar provides an expert overview of recent updates to the major regulatory standards in the EU and UK which affect PPE footwear and high visibility clothing. From testing methods to clothing specifications, ISO, ANSI and EN requirements will be discussed, and routes to certification explored."

"Knowledge and understanding of the EU's Conformité Européenne (CE) and the United Kingdom's new Conformity Assessment (UKCA) marks are essential for PPE suppliers, and presenter **P. Venkatesan** will demonstrate how SGS's unique global network and resources help businesses all over the world access these major markets with the minimum of delay and the benefit of certifications that are recognized as benchmarks of excellence."

"The webinar will be useful for all PPE footwear and high visibility garment manufacturers, brands, buying agents and distributors who are planning to sell their products in the EU and the UK. The session will be useful for all compliance and quality teams involved in product manufacturing and quality control."

Go to <https://www.sgs.com/en/webinars/2022/07/ppe-footwear-and-high-visibility-clothing-update>

ELIA says All Africa Leather Fair 2022 will go ahead

Addis Ababa, Ethiopia – Under the heading 'Great Gathering in Addis', the Ethiopian Leather Industries Association (ELIA) has sent out a release which reads, in part:

"The 13th edition of the All African Leather Fair (AALF) 2022 will be held during Dec 01-03 at the Millennium Hall in Addis Ababa."

"Great Gathering will happen since with the government new initiation to support the manufacturing sector include leather sector under the umbrella of The project."

Competition Tribunal

Tribunal approves Mr Price takeover of Studio 88

Pretoria, Gauteng, SA (19 July 2022) – The Competition Tribunal has unconditionally approved the large merger wherein Mr Price Group Limited intends to acquire sole control over the business of Blue Falcon 188 Trading (Pty) Ltd trading as Studio 88. Following the implementation of the proposed transaction, Mr Price will solely control Studio 88.

Mr Price is a South African retailer that sells predominantly private label merchandise and operates through physical stores and its e-commerce platforms. Its retail store brands include Mr Price (Apparel), Mr Price Sport, Mr Price Home, Milladys, Sheet Street and Power Fashion. Mr Price also has a private store label credit offering, MRP Money.

Studio 88 is a branded sports-lifestyle, "athleisure" oriented clothing apparel, footwear and accessories retailer. It sells international sporting, leisure and lifestyle brands to various emerging market consumer segments throughout sub-Saharan Africa.

The Tribunal has concluded that the proposed merger is unlikely to result in any substantial prevention or lessening of competition. In addition, there are no public interest concerns.

They Said It

"Ha ha! They know their names will be put into the big red box! So best they...." - My contact at Standard Bank, after he intervened at my request following 2 fruitless days trying to get my online banking restored. I was back online within 15 minutes of my email. It was very simple really, but I didn't know how.

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

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BIRTHDAYS THIS WEEK

- 25/07/1949: **Leslie D'Unienville**, agent, Durban, KZN, SA.
- 25/07/1952: **Aoine Lailvaux**, agent, Durban, KZN, SA.
- 25/07/1948: **GH Moosa**, Riley Trading, Pietermaritzburg, KZN, SA.
- 25/07/1948: **Duncan Naidoo**, Lugogo, Pietermaritzburg, KZN, SA.
- 25/07/1974: **Morne Gerber**, The Little Slipper Company, Port Elizabeth, E. Cape, SA.
- 26/07/1958: **Mahomed Shaikh**, River Queen, Durban, KZN, SA.
- 26/07/1977: **Craig Kisten Pillay**, Topline Manufacturers, Durban, KZN, SA.
- 26/07/1987: **Jameel Cassim**, Fashion & Shoe Scene, Gauteng, SA.
- 27/07/1949: **Oli Gardella**, retired, formerly Gardella Shoes, Pinetown, KZN, SA.
- 27/07/1959: **Vibeke Dugmore**, KKI Leather Marketing, Oudtshoorn, W. Cape, SA.
- 27/07/1958: **Morris Marimuthoo**, Allimor Footwear, Durban, KZN, SA.
- 28/07/1970: **David Platt**, formerly Simitri Specialty Chemicals [closed], Kempton Park, Gauteng, SA.
- 28/07/1950: **Charles Stuart White**, retired, formerly commission agent, Durban, KZN, SA.
- 29/07/1962: **Graydon Cock**, emigrated, formerly Eddeles, Bata SA and Puma SA.
- 29/07/1965: **Ashley Pillay**, National Bargaining Council, Durban, KZN, SA.
- 29/07/1972: **Shona Kelland**, Chillisure, Durban, KZN, SA.
- 30/07/1959: **Alan Munsamy**, Nulaw, Durban, KZN, SA.
- 30/07/1949: **Gerald Batt**, last with Uber Gruvi (closed), Cape Town, W. Cape, SA.
- 30/07/1973: **Frank Sequeira**, Novel's Outfitters & Shoe Store, De Aar, N. Cape, SA.
- 31/07/1940: **Frankie Berry**, retired, formerly Rockshoes [closed], Pinetown, KZN, SA.
- 31/07/1969: **Mark Dicks**, emigrated, formerly Prime Leathers, Pinetown, KZN, SA.

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In Memoriam this week

- 25/07/2004: **Jules Fisher** (b. 19/07/1931), Fashionette Footwear [closed], Cape Town, W. Cape, SA.
- 26/07/2019: **Cassim Shaikh** (b. 30/09/1942), Hopewell Footwear, Durban, KZN, SA.
- 29/07/1993: **JA "Pat" O'Brien**, agent, Cape Town, W. Cape, SA.
- 29/07/2003: **Dennis South**, (b. 26/12/1923), Cuthberts [closed], Johannesburg, Gauteng, SA.
- 29/07/2010: **Eric Harvey** (b. 09/02/1925), Barker Footwear [now Bolton Footwear], Cape Town, W. 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

JUL 2022						
SUN	MON	TUE	WED	THU	FRI	SAT
					1	2
3	4	5	6	7	8	9
		Première...	Première...	Première...		
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 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.

Click here to view.
Email tony@svmag.co.za.

Directory entries updated last week

- African Ostrich, Somerset West, W. Cape, SA.
- Afro Leather, Johannesburg, Gauteng, SA.
- Atlantic Protective Clothing, Johannesburg, Gauteng, SA.
- Bergstan Outfitters, Nigel, Gauteng, SA.
- Der Lederhändler, George, W. Cape, SA.
- Design Unique Belts, East London, E. Cape, SA.
- E. Baranos Leather Manufacturers, Johannesburg, Gauteng, SA.
- Equator Accessories, Pinetown, KZN, SA.
- Franco C Saddlery SA, Mooi River, KZN, SA.
- FSP Collection, Cape Town, W. Cape, SA.
- Grand Uniforms, Durban, KZN, SA.
- Losco Leather, Durban, KZN, SA.
- Paris Belts, Johannesburg, Gauteng, SA.
- Saddler Belts & Leathercraft, Durban, KZN, SA.

New subscribers last week

- Pranay Nagar**, AmaGents, Nelspruit, Mpumalanga, SA.
- Malekanta Mmapatsi**, Fineways Holdings, Gaborone, Botswana.
- Tamlyn Syster**, Swartland Factory, Malmesbury, W. Cape, SA.
- André Warrington**, A-Z Sportsbags, Cape Town, W. Cape, 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 ¥
23/07/22	11.20	15.83	1.82

2. Botswana Pula (BWP)

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

Euro €	GBP £	US \$	CNY ¥
23/07/2022	12.99	15.27	1.88

3. Malawian Kwacha (MWK)

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

Euro €	GBP £	US \$	CNY ¥
23/07/2022	1046.26	1229.42	1024.24
			151.70

4. Zambian Kwacha (ZMW)

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

Euro €	GBP £	US \$	CNY ¥
23/07/2022	16.94	19.91	16.59
			2.45

5. Zimbabwian Dollar (ZWL\$)

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

Euro €	GBP £	CNY ¥	Official US\$
23/07/2022	369.67	434.39	53.60
			413.43

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

ABSA Agri Trends: Hides & skins prices

Johannesburg, Gauteng, SA (21 July 2022) - The current average hide price remained unchanged at R4.11/kg from a week ago. The current price is 0.6% lower than the average price a month ago and is 51% lower than the average price a year ago. The range of prices reported was as follows: Minimum price: R4.00 Maximum price: R5.00. 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, 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:
[Harbour Bay](#), Plettenberg Bay, W. Cape, SA. Women's boutique.
[Harry E. Teifel & Associates](#), Cape Town, W. Cape, SA. Supplier to tanneries.

Contact us

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Next newsletter: August 1, 2022.

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