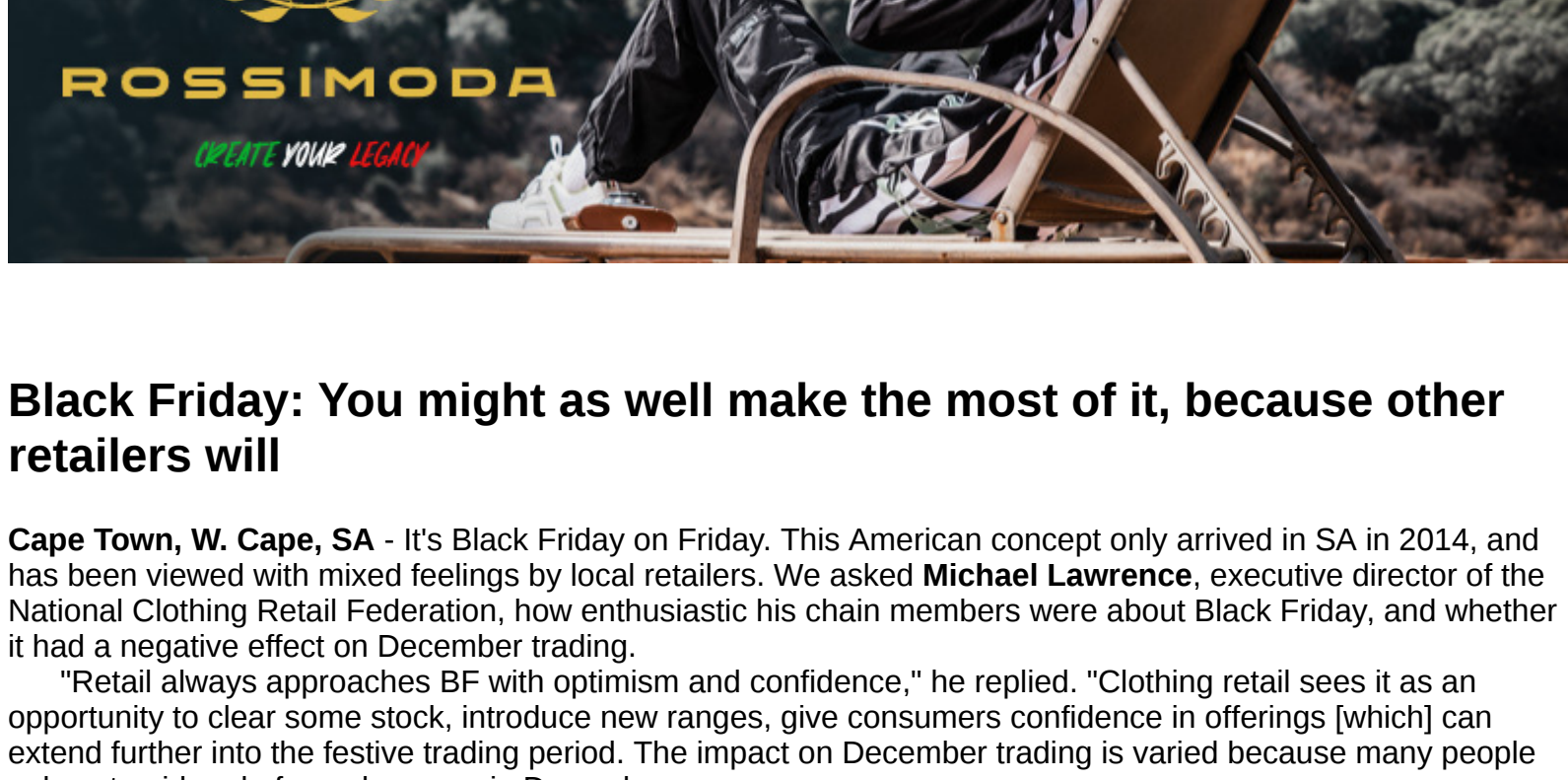


THIS NEWSLETTER IS SPONSORED BY SAFLIA
 We help keep local footwear manufacturing alive - Click to find out how.

Please note: Click on any ad to go to the advertiser's website



Black Friday: You might as well make the most of it, because other retailers will

Cape Town, W. Cape, SA - It's Black Friday on Friday. This American concept only arrived in SA in 2014, and has been viewed with mixed feelings by local retailers. We asked **Michael Lawrence**, executive director of the National Clothing Retail Federation, how enthusiastic his chain members were about Black Friday, and whether it had a negative effect on December trading.

"Retail always approaches BF with optimism and confidence," he replied. "Clothing retail sees it as an opportunity to clear some stock, introduce new ranges, give consumers confidence in offerings [which] can extend further into the festive trading period. The impact on December trading is varied because many people only get paid end of year bonuses in December....

"BF offers great deals for consumers who have smartly planned their spending...but even for the unready, smart use of credit or smart monitoring of offerings makes sense. Consumers can also see best opportunities for great retail benefits post BF.">



Johannesburg, Gauteng, SA - The foot count in the Oriental Plaza, Fordsburg, is up, which is an indicator of improved trading, said **M.H. Abdulla**, member of men's lifestyle outfitter Casual Affair. "It's not going to be like the old days, pre-Covid, but business is definitely up on last year," he said. The biggest single issue affecting trading is load shedding, but procurement hasn't been an issue. He said customers were more interested in value than labels, and Casual Affair's strategy has been to offer discounts on branded goods.

Pietermaritzburg, KZN, SA - Business "has picked up slightly", said **Presheen Jankee**, manager of Failsworth Road hawk trade specialist Leatherhaven, "but it's nowhere near what it was before Covid, and I don't think it will ever get back to that - there are so many unemployed people, and the cost of living keeps rising."

What has improved, however, is that many hawkers are now ordering from WhatsApp catalogues sent out by Leatherhaven, which are delivered by courier. "That makes it a lot more affordable and much easier for them," he said.

Most of Leatherhaven's hawk customers are from country areas in Mpumalanga, Limpopo and North West Province, and from rural KZN. "There used to be a lot from the Eastern Cape, but not anymore."

Leatherhaven sells mostly unbranded, locally made footwear, and he said most demand was for low cost women's and children's shoes.

Carletonville, N.W. Province, SA - "Before Covid there was life," said Power Sports/Power Stores member **Anees Nosarka**. "Now it's about survival."

The biggest problem, he said, is that consumers don't have much money. Power Sports/Power Stores has a very broad range to attract as wide an audience as possible, covering casual and formal family apparel, sportswear, workwear, schoolwear and swimwear.

Among its current best sellers is the outdoor and hunting clothing brand, Sniper Africa. "We carry on doing what we've always done," he said. "We'll survive."

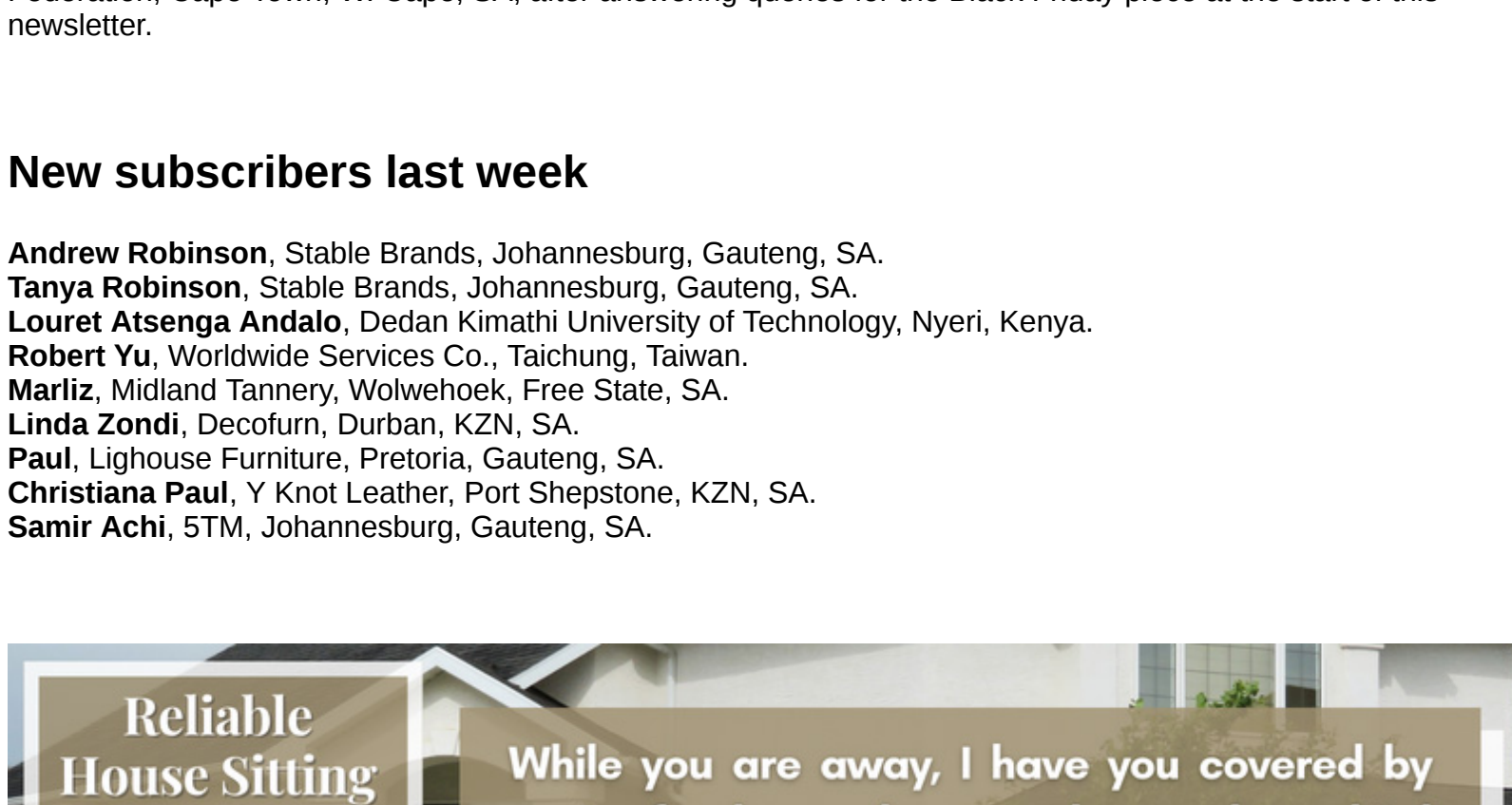
Johannesburg, Gauteng, SA - Trade is "nothing like it was pre-Covid", but it is about 15% up on last year so far, said **Chris van den Berg**, member of Burgers Brothers.

Burgers specialises in school wear and corporate wear, and also supplies chef wear. "School wear has been hit harder than corporate wear," he said. "People are having to delve into their savings, and school wear is a bit of a grudge purchase."

"It's clear most people are battling. Where previously someone would come in and buy 5 pairs of socks, now they buy 1."

He said procurement was sometimes an issue. "Everything is blamed on Covid. It's hard to know whether it's an excuse or not."

January is traditionally Burgers' busiest period. What is he expecting of this January? "I have absolutely no idea," he said.

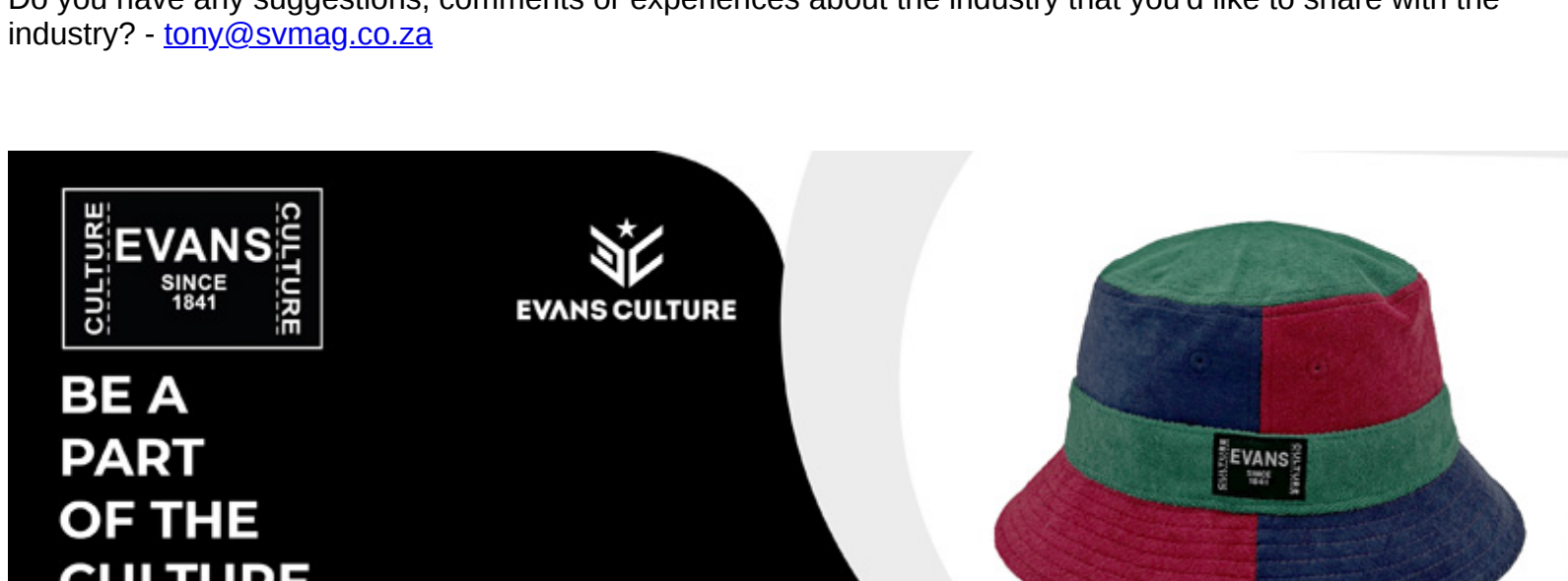


They Said It

"Can I go drink now please?" - A WhatsApp plea from **Michael Lawrence**, director, National Clothing Retail Federation, Cape Town, W. Cape, SA, after answering queries for the Black Friday piece at the start of this newsletter.

New subscribers last week

- Andrew Robinson**, Stable Brands, Johannesburg, Gauteng, SA.
- Tanya Robinson**, Stable Brands, Johannesburg, Gauteng, SA.
- Louret Atsenga Andalo**, Dedan Kimathi University of Technology, Nyeri, Kenya.
- Robert Yu**, Worldwide Services Co., Taichung, Taiwan.
- Marliz**, Midland Tannery, Wolwehoek, Free State, SA.
- Linda Zondi**, Decolurn, Durban, KZN, SA.
- Paul**, Lighthouse Furniture, Pretoria, Gauteng, SA.
- Christiana Paul**, Y Knot Leather, Port Shepstone, KZN, SA.
- Samir Achi**, 5TM, Johannesburg, Gauteng, SA.



Directory entries updated last week

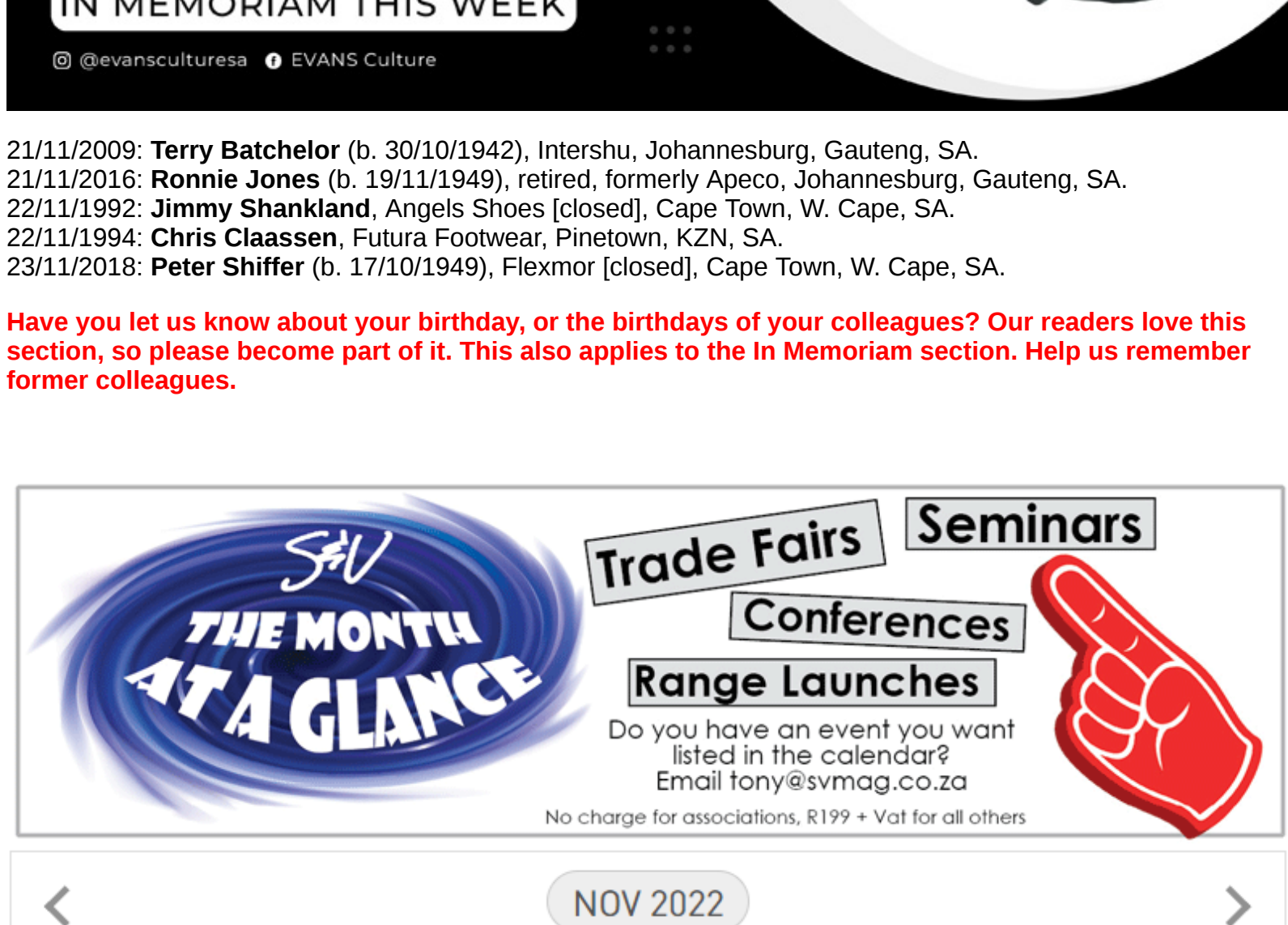
- Burgers Brothers, Johannesburg, Gauteng, SA.
- Casual Affair, Johannesburg, Gauteng, SA.
- Impela Trading, Ladysmith, KZN, SA.
- KRB Safety & Packaging, Midrand, Gauteng, SA.
- Leather & Leather Products Industry Research & Development Centre, Addis Ababa, Ethiopia.
- Leather Institute of Zimbabwe, Bulawayo, Zimbabwe.
- Leatherhaven, Pietermaritzburg, KZN, SA.
- Strassberger Skoene, Clanwilliam, W. Cape, SA.

Trade fairs updated last week

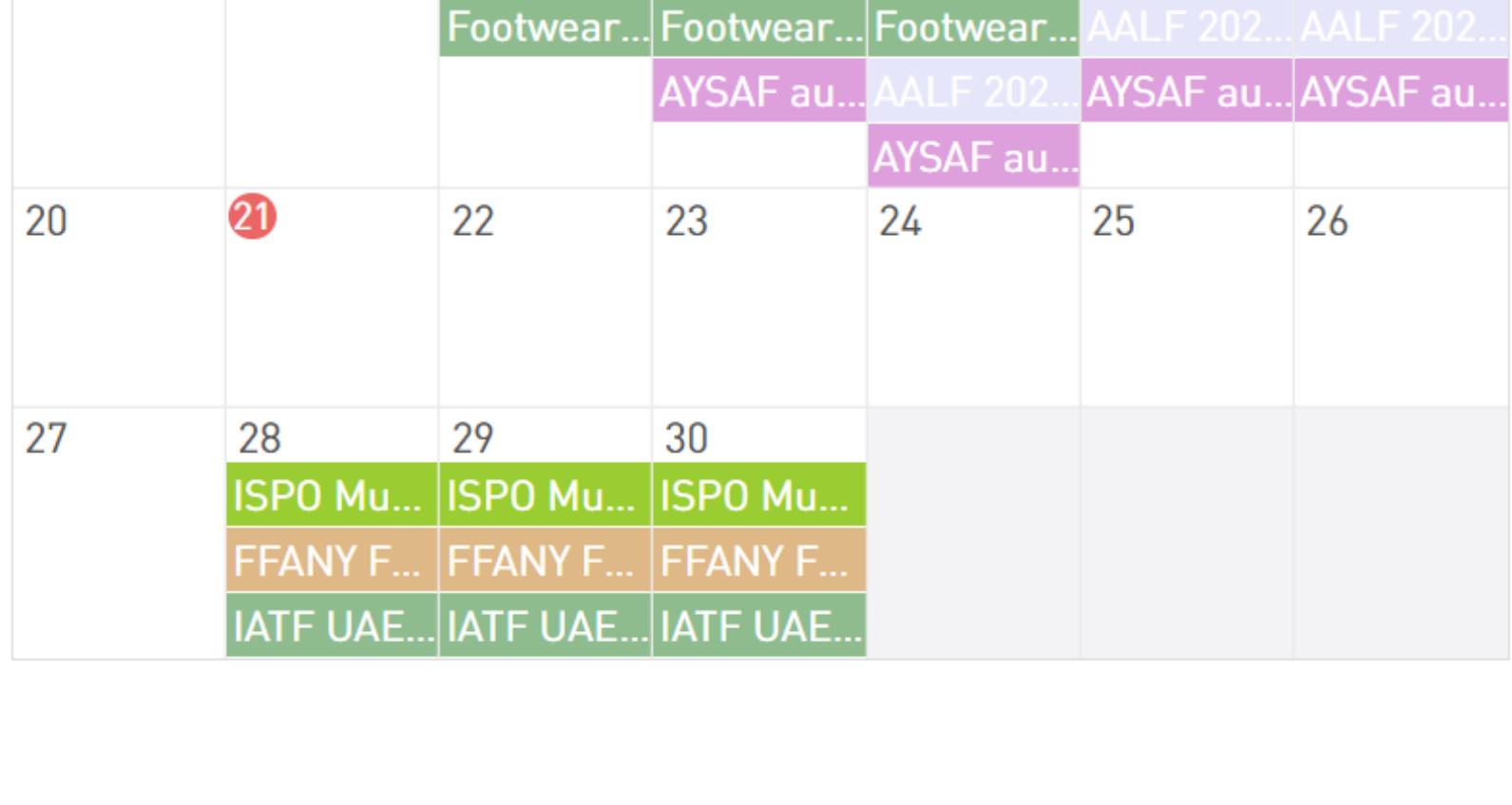
A+A, 24-27 October 2023, Düsseldorf, Germany.

Got anything you'd like to share?

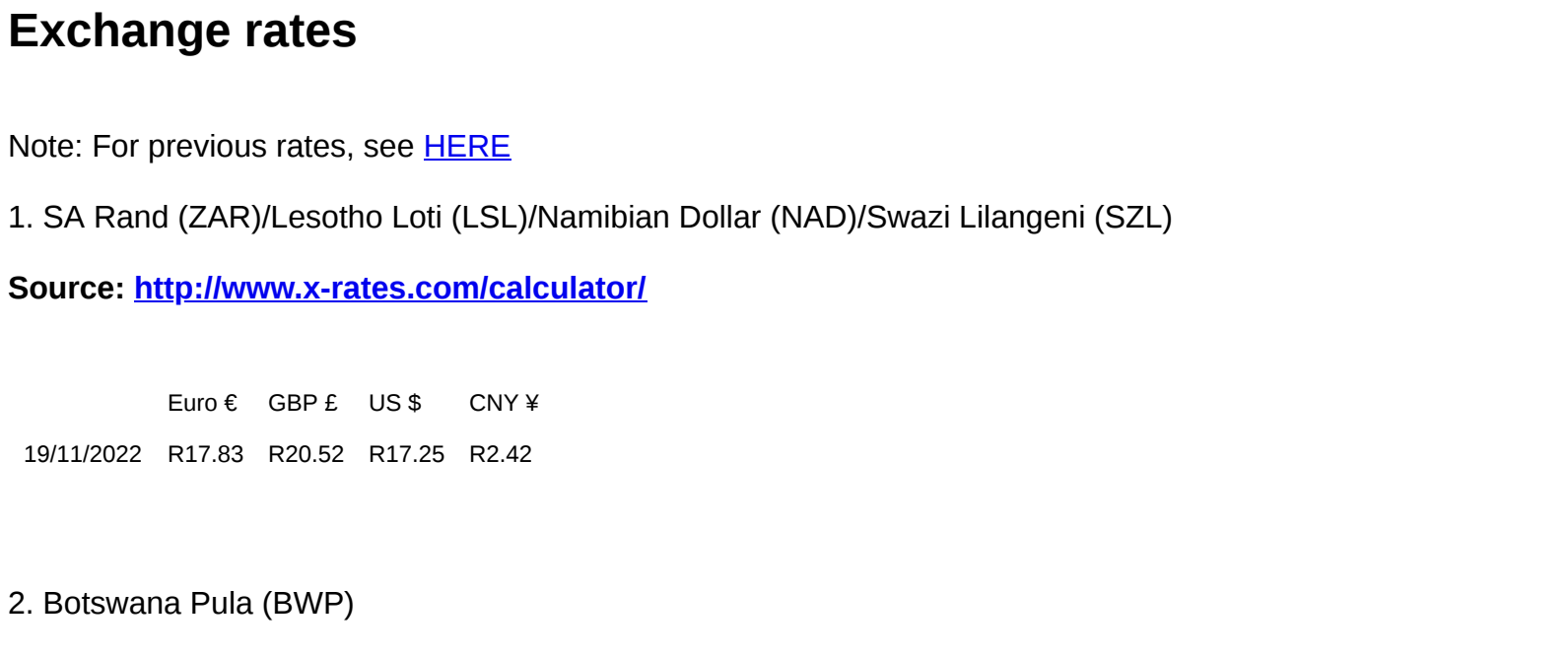
Do you have any suggestions, comments or experiences about the industry that you'd like to share with the industry? - tony@svmag.co.za



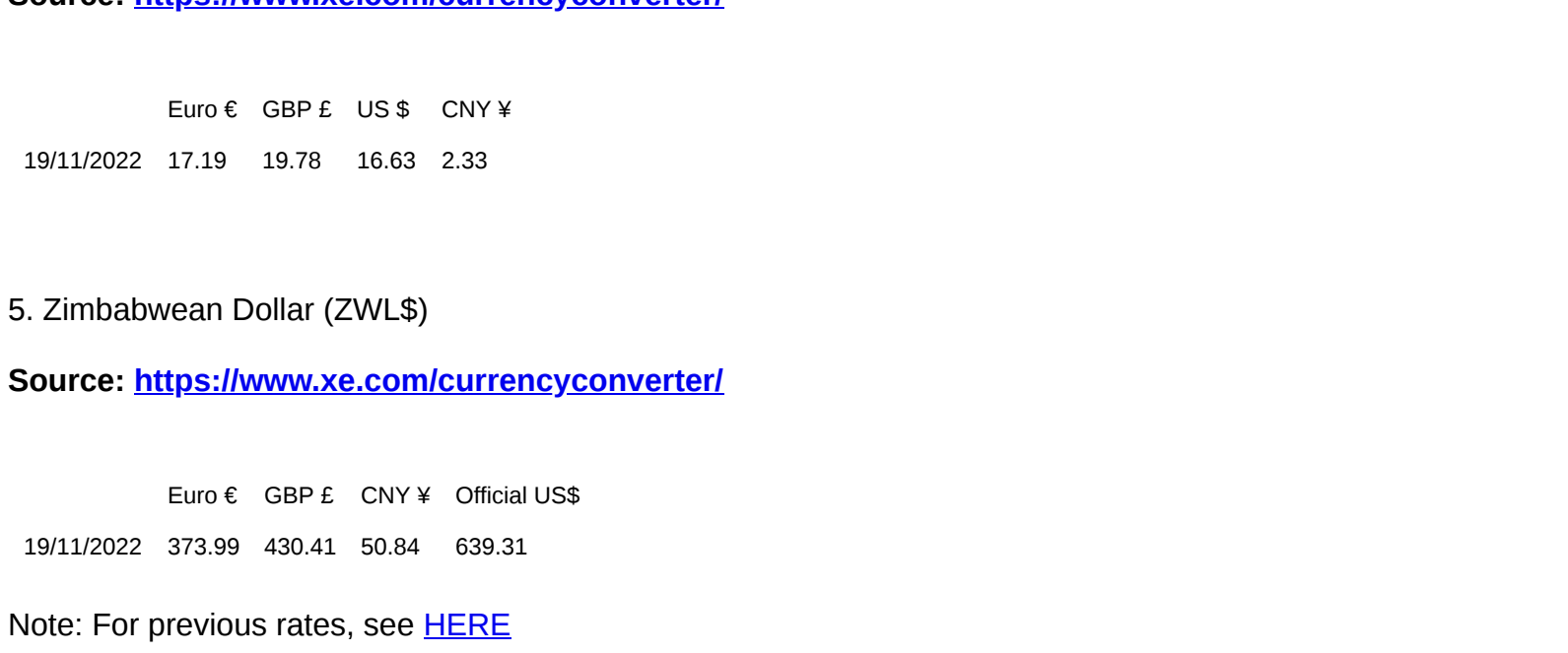
- 21/11/1950: **JK Strydom**, Werda Humansdorp Beleggings, Humansdorp, E. Cape, SA.
- 21/11/1938: **David Wilson**, retired, resident in George, formerly Barker Footwear, Cape Town, W. Cape, SA.
- 23/11/1965: **Bernice Kalakazinos**, Toffee Clothing, St Francis Bay, E. Cape, SA.
- 23/11/1996: **Cornelio M Sunda**, Dadu Leathers Zimbabwe.
- 23/11/1970: **Premlija Govender**, Dynamic Engineering, Durban, KZN, SA.
- 23/11/1987: **Phelokazi Gxaba**, Mr Price, Durban, KZN, SA.
- 24/11/1955: **Surie Mistry**, Super Star Fashions, Vereeniging, Gauteng, SA.
- 25/11/1952: **Elaine Botha**, Velle Shoes, Heidelberg, Gauteng, SA.
- 25/11/1972: **Fiona Dale**, AFD Industries, Pretoria, Gauteng, SA.
- 25/11/1977: **Wayne Hockly**, Sondor Industries, Cape Town, W. Cape, SA.
- 26/11/1977: **Ed Duthie**, retired, formerly Bata Zimbabwe.
- 26/11/1953: **Gerry du Toit**, retired, Johannesburg, Gauteng, SA, formerly EVA Components, Durban, KZN.
- 26/11/1967: **Peggy Govender**, Dynamic Engineering, Durban, KZN, SA.
- 26/11/1972: **Brenda Kriel**, Vellie Boutique, Boksborg, Gauteng, SA.
- 26/11/1974: **Salman Jonas**, Fred Footwear, Port Elizabeth, E. Cape, SA.
- 27/11/1965: **Gerda Rappard**, retired, formerly Bolton Footwear, Great Brak River, W. Cape, SA.
- 27/11/1975: **Dione Govender**, Paragon Footwear, Pietermaritzburg, KZN, SA.
- 27/11/1977: **Paul Diedericks**, agent, 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.



NOV 2022						
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
		Footwear...	Footwear...	Footwear...	AALF 202...	AALF 202...
			AYSAAF au...	AALF 202...	AYSAAF au...	AYSAAF au...
20	21	22	23	24	25	26
				AYSAAF au...		
27	28	29	30			
		ISPO Mu...	ISPO Mu...			
		FFANY F...	FFANY F...			
		IATF UAE...	IATF UAE...			



Exchange rates

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

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

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

Euro €	GBP £	US \$	CNY ¥
19/11/2022	R17.83	R20.52	R17.25 R2.42

- Botswana Pula (BWP)

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

Euro €	GBP £	US \$	CNY ¥
19/11/2022	13.40	15.42	12.96 1.82

- Malawian Kwacha (MWK)

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

Euro €	GBP £	US \$	CNY ¥
19/11/2022	1060.58	1220.58	1026.28 144.18

- Zambian Kwacha (ZMW)

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

Euro €	GBP £	US \$	CNY ¥
19/11/2022	17.19	19.78	16.63 2.33

- Zimbabwean Dollar (ZWL\$)

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

Euro €	GBP £	CNY ¥	Official US\$
19/11/2022	373.99	430.41	50.84 639.31

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

ABSA Agri Trends: Hides & skins prices

Johannesburg, Gauteng, SA (11 November 2022) - The current average hide price remained unchanged at R4,64/kg from a week ago. The current price is the same as the average price a month ago and 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 **Nkhesani 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:
[Ismail's Tackie & Sports](#), Dundee, KZN, SA. Sports goods retailer.
[Ital Shoe Ltd](#), Dar es Salaam, Tanzania. Footwear manufacture, PPE distributor.

Classified Adverts

Agencies sought

Professional and very experienced agent, with extensive chain and retail customer list, seeks agencies for the Western Cape. - **Skip Bradfield** (0)82 477 7312, skipbradfield@gmail.com

Sewing Machine Mechanic/Technician seeks position

PREMCHAND HARIPERSAD. I have 34 years combined experience as a machinist/mechanic. Currently a qualified sewing machine mechanic. My qualification was obtained at 'London City of Guilds institute'. During my tenure in the industry I have serviced and fixed high quality machinery that production depended on. Passion and skill for the industry assisted me in obtaining world class experience which I thoroughly enjoy not just as a job but more as my hobby. This allows me to exceed expectations of technical demands and standards ensuring maximum production at all times. Based in Durban CV available +27 78 151 7752 +27 67 047 3952 haripersadpremchand@gmail.com

Contact us

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

Next newsletter: November 28, 2022.

SAFLIA enquiries: Tel 0800SAFLIA * Email info@safflia.co.za * Website <http://www.safflia.co.za>

Our website www.svmag.co.za