

S&V Weekly Newsletter Vol.9 No.19, May 8 2023

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Long weekend retail

'Much to be thankful for'

Andreas Joss, Ally Shoes
Hermanus, W. Cape, SA - We had really good trading over the long weekend (Friday to Monday), definitely above expectations for all 4 days of the weekend. I think the cloudy weather also motivated people to go shopping. We have much to be thankful for!

[Arsutoria trends workshops](#)

In a word: Inspirational

The annual **Arsutoria footwear and handbag international trends workshops in South Africa** are sponsored by **SAFLIA, SAFLEC and the Ethekwini Footwear & Leather Export Programme**, and this year's workshops were held in Durban from 17 to 21 April and in Cape Town on 24 April. S&V asked the Durban attendees to say what effect it had had on them. 2 of the 24 have so far responded.

Colleen Chappé de Leonval, Azula Collective, Durban, KZN, SA

What was most helpful about the course?

Having time with Orietta to advise on range, materials, and business plan.
 For me, it was akin to a design sprint in that Orietta helped me course-correct my style, focus on an iconic product, expand my understanding of our target market, and commit to a plan. What was most helpful, was that Orietta was optimistic about the recycled plastic components I am developing. To have a green light from someone with so much context of the global fashion market was encouraging.

Was there anything you learnt which was completely new to you, and what was that?
 Exposure to international brands that are influencing the fashion and materials landscape was highly valuable. Many of these game-changers I had not heard of before. The concept of the 'indi brand' was particularly new. Essentially smaller brands that innovate and in a short space of time are competing on powerful platforms alongside huge and established luxury brands. This was not only novel but highly inspiring.

Do you expect to create a new style or product based on what you learnt at the workshop?
 Absolutely. I was going with a style that is currently not popular and as a result of the presentation and feedback from Orietta, I have chosen a more versatile product and adapted the materials I was planning to use.

Richard Mannock, Mannock Originals, Durban, KZN, SA

What was most helpful about the course?
 Learning about the new sustainable and innovative fashion trends. How big brands are tackling concerns from the public and how smaller brands (Rogue brands) have an impact on the marketing environment.
 I also thoroughly enjoyed meeting like-minded artisanal creatives in the leather and textile industry. It's nice to exchange ideas and views on the latest issues at hand.

Was there anything you learnt which was completely new to you, and what was that?
 Yes, I learnt that Artificial Intelligence will have an impact on the fashion industry and could even figure out the next trend. Our creativity will be affected by AI.

Do you expect to create a new style or product based on what you learnt at the workshop?
 Yes. I have been inspired to create a 'drop'. Which is basically the new fancy word for 'collection'. Through the workshop I got to put a passion project of mine into the works. I created a story, meaning and marketing strategy through this workshop.



Master Plan

Minister Patel to launch Localisation Support Fund

A press release received last week from the 'Localisation Support Fund' **Johannesburg, Gauteng, SA (03 May 2023)** - The Minister of Trade, Industry, and Competition, **Ebrahim Patel**, will tomorrow launch the Localisation Support Fund (LSF).
 The funding is aimed at assisting manufacturers to increase their capacity and improve their competitiveness. The LSF's goal is to contribute in the reduction of imports, promotion of competitiveness and increased capacity of manufacturers to produce optimally mainly for exporting. The LSF is a non-profit company funded by the private sector and it is focussing on localising manufacturing in South Africa by unblocking challenges in the sector.

The LSF partners with stakeholders in the industry to facilitate interaction between manufacturers and buyers (supply and demand participants). It provides funding for industry research and the deployment of technical experts to unlock challenges and accelerate opportunities for growth in the manufacturing sector.

They Said It

"If there were an Olympic sport for the development of plans, South Africa would win hands down." - Business Unity SA president **Bonang Mohale**, quoted in Daily Investor. In a very critical article, he listed the RDP, GEAR, AsgiSA and now the National Development Plan 2030, blaming poor execution for their failures, and said South Africa was now topping many lists for all the wrong reasons. Many would add the CTFL Master Plan to that list. Will the 'Localisation Support Fund' mentioned in the previous article share the same fate?

New subscribers last week

Martin Howard, Manager, GM Digital, Sandton, South Africa
Lauri, Bushwackers, Port Elizabeth, South Africa
Mohamed, Buyer, Tego Footwear, Durban, South Africa

Directory entries updated last week

Ally Shoes, Hermanus, W. Cape, SA.
 Kaytex Belts, Pretoria, Gauteng, SA.

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

Birthdays this week

- 08/05/1950: **David Boast**, retired, formerly African Hide Trading, Port Elizabeth, E. Cape, SA.
- 08/05/1956: **Jeff Human**, John Whittle Components, Cape Town, W. Cape, SA.
- 08/05/1965: **Theo Koutsoudis**, Action Sports, Port Elizabeth, E. Cape, SA.
- 09/05/1949: **Mike Millar**, retired, formerly MRM Agencies, Johannesburg, Gauteng, SA.
- 09/05/1955: **Jill Fraser**, Claw Boot International, Johannesburg, Gauteng, SA.
- 09/05/1960: **Donny Reynders**, left the industry, Durban, KZN, SA.
- 09/05/1963: **Don Tully**, Groundcover Leather Company, Curry's Post, KZN, SA.
- 09/05/1977: **Sarie de Wet**, KKI Leather Marketing, Oudtshoorn, W. Cape, SA.
- 10/05/1950: **Brian da Costa**, agent, Port Elizabeth, E. Cape, SA.
- 10/05/1971: **Ashraf Kathrada**, Catz, Cape Town, W. Cape, SA.
- 11/05/1945: **David Maisey**, emigrated to the UK, formerly Brondean Agencies, Port Elizabeth, E Cape, SA.
- 11/05/1973: **Shaun Bucktaraj**, Palm Footwear, Durban, KZN, SA.
- 12/05/1946: **Gordon Howie**, The Runner group, Johannesburg, Gauteng, SA.
- 12/05/1954: **Louise Pelsler**, retired to Philippolis, Free State, SA, formerly with SAFLEC, Durban.
- 12/05/1976: **Hennie Groenewald**, ACA Threads, Cape Town, W Cape, SA.
- 13/05/1934: **Dennis Linde**, retired to the W. Cape, formerly SAFLIA, Pinetown, KZN, SA.
- 13/05/1980: **Hayley Mitchell**, Trailmix Trading, Johannesburg, Gauteng, SA.
- 13/05/1977: **Carol Roberts**, Salkmix, Durban, KZN, SA.
- 14/05/1950: **Phillip Fox**, Jumbo Footwear, East London, E. Cape, SA.
- 14/05/1952: **Eric Majoor**, retired, formerly agent and retailer, Durban, KZN, SA.
- 14/05/1952: **Devan Sukool**, Devan's Footwear Agency, Durban, KZN, SA.

In memoriam this week

- 08/05/2010: **Bob Hunter** (b. 18/11/1938), footwear agent, Johannesburg, Gauteng, SA.
- 08/05/1956: **Peter Jönsson** (b. 01/04/1967), formerly TFL SA and others, Johannesburg, Gauteng, SA.
- 12/05/2011: **Albino Rodrigues De Oliveira** (b. 09/01/1944), Andreoli Shoes/Giorgio Marelli/Sabrina Shoes [all closed], Durban.
- 12/05/2011: **Charles Burger** (b. 28/12/1968), Klein Karoo International, Oudtshoorn, W. Cape, SA.
- 14/05/2010: **Peter Dington** (b. 19/11/1949), Front Edge Technologies, Johannesburg, Gauteng, 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.

| MAY 2023 | | | | | | |
|----------|----------|----------|----------|-----|-----|-----|
| SUN | MON | TUE | WED | THU | FRI | SAT |
| | 1 | 2 | 3 | 4 | 5 | 6 |
| | IATF UAE | IATF UAE | IATF UAE | | | |
| 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 | | | |

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 ¥ |
|------------|--------|--------|--------|-------|
| 18/03/2023 | R19.78 | R22.49 | R18.47 | R2.68 |
| 15/04/2023 | R19.98 | R22.47 | R18.09 | R2.63 |
| 22/04/2023 | R19.94 | R22.41 | R18.02 | R2.61 |
| 29/04/2023 | R20.34 | R22.94 | R18.26 | R2.64 |
| 06/05/2023 | R20.62 | R23.25 | R18.40 | R2.66 |

2. Botswana Pula (BWP)

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

| | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|--------|-------|-------|-------|
| 15/04/2023 | 14.46 | 16.26 | 13.10 | 1.90 |
| 22/04/2023 | 14.53 | 16.34 | 13.14 | 1.90 |
| 29/04/2023 | 14.68 | 16.61 | 13.22 | 1.91 |
| 06/05/2023 | 14.77 | 16.65 | 13.17 | 1.90 |

3. Malawian Kwacha (MWK)

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

| | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|---------|---------|---------|--------|
| 15/04/2023 | 1130.71 | 1271.44 | 1024.15 | 149.18 |
| 22/04/2023 | 1133.74 | 1274.49 | 1024.58 | 148.69 |
| 29/04/2023 | 1140.97 | 1289.81 | 1026.05 | 148.55 |
| 06/05/2023 | 1145.91 | 1291.92 | 1022.14 | 147.91 |

4. Zambian Kwacha (ZMW)

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

| | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|--------|-------|-------|-------|
| 15/04/2023 | 20.09 | 21.82 | 17.19 | 2.65 |
| 22/04/2023 | 19.41 | 21.82 | 17.54 | 2.54 |
| 29/04/2023 | 19.49 | 22.06 | 17.56 | 2.54 |
| 06/05/2023 | 20.06 | 22.62 | 17.89 | 2.59 |

5. Zimbabwean Dollar (ZWL\$)

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

| | Euro € | GBP £ | CNY ¥ | Official US\$ |
|------------|--------|--------|-------|---------------|
| 15/04/2023 | 399.55 | 449.28 | 52.71 | 969.01 |
| 22/04/2023 | 400.45 | 450.17 | 52.52 | 1000.40 |
| 29/04/2023 | 402.02 | 454.66 | 52.36 | 1047.44 |
| 06/05/2023 | 405.72 | 457.42 | 52.37 | 1096.97 |

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

ABSA Agri Trends: Hides & prices

Johannesburg, Gauteng, SA (04 May 2023) - The current average hide price increased by 0.6% to R3.40/kg from R3.38/kg a week ago. The current price is 10.0% lower than the average price a month ago and 33.5% lower than the average price a year ago. The range of prices reported was as follows: Minimum price: R3.12 Maximum price: R5.00. Please note: Our methodology weighs the prices we collect according to the number of hides they are sold 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](#)

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:
[Joley's Shoes](#), East London, E. Cape, SA. Family footwear mini-chain.
[Jolie Femme Boutique](#), Klerksdorp, N.W. Province, SA. Women's shoes, bags and clothing.

Contact us

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Next newsletter: May 15, 2023.

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