

S&V Weekly Newsletter Vol.9 No.35, August 28 2023

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Formal: Still an uphill battle

Nas Kokoroyanis, director, Florsheim SA Johannesburg, Gauteng, SA - Formal footwear is struggling in the market. I believe that casual attire and therefore footwear is the order of the day. The other factor is the financial strain on individuals. The economic situation is a bigger factor than most of us realize. It will be difficult to predict when this will change.

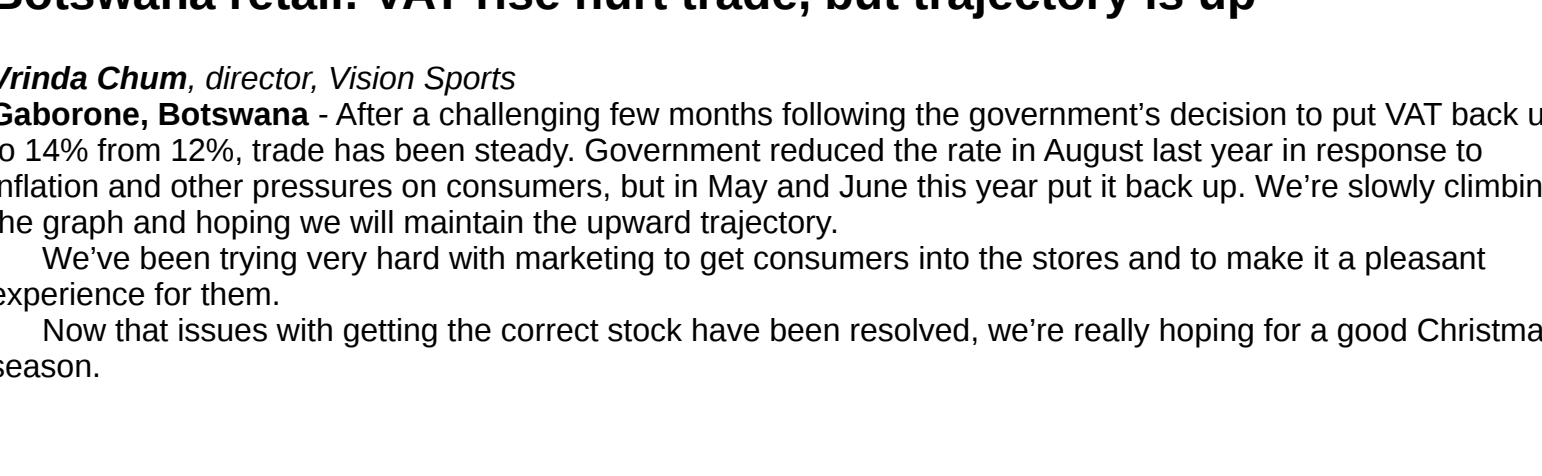
Travel goods: Getting back to normality

Owen Mathers, MD, Max-Cowell Port Elizabeth, E. Cape, SA - The domestic market for travel goods isn't quite back to where it was pre-covid, but it has picked up considerably over the last year and half. There are also a lot of international tourists that are visiting South Africa again, especially in Cape Town. They are a market for our leather, business, and casual bag ranges. Over the next couple of years, I expect growth to stabilise as the travel market returns to a normal situation.

Among our strategies during covid was opening our own stores, emphasising outdoor under the Troop London brand as well as travel. They are also multi-brand stores, carrying products from other suppliers. Starting in November 2020, we've opened 4 retail stores - in Pretoria, Port Elizabeth, Bedfordview, and now a second at Boardwalk in PE. A 5th is due to open beginning October in Edendale - 4 of these stores have replaced travel goods stores which had closed during Covid.

To assist our wholesale customers, we started a B2B website where they can order online if our agents are unavailable.

Our leather product is now under the Journeyman Leather brand.



Botswana retail: VAT rise hurt trade, but trajectory is up

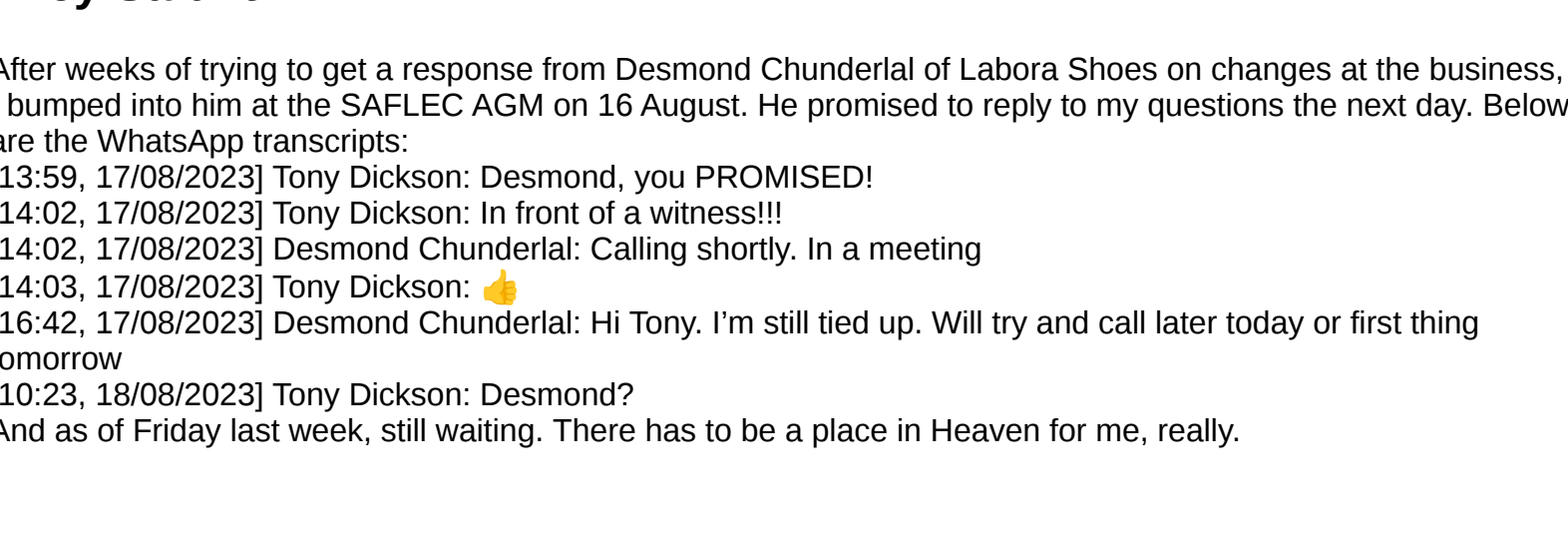
Vrinda Chum, director, Vision Sports Gaborone, Botswana - After a challenging few months following the government's decision to put VAT back up to 14% from 12%, trade has been steady. Government reduced the rate in August last year in response to inflation and other pressures on consumers, but in May and June this year put it back up. We're slowly climbing the graph and hoping we will maintain the upward trajectory.

We've been trying very hard with marketing to get consumers into the stores and to make it a pleasant experience for them.

Now that issues with getting the correct stock have been resolved, we're really hoping for a good Christmas season.

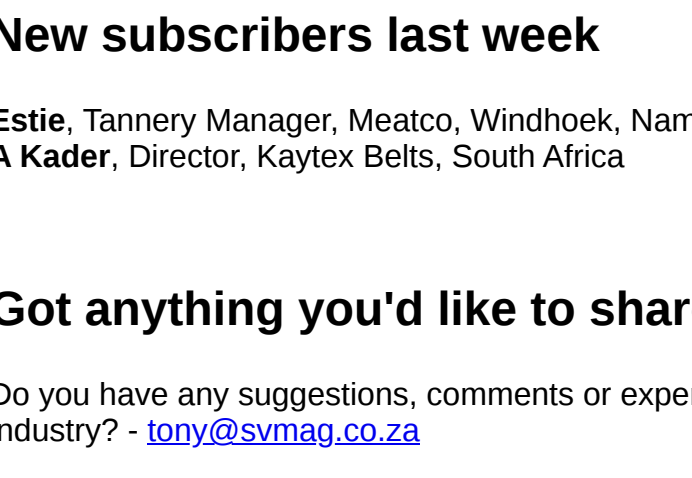
Namibia retail: Slightly up on last year

David Mushy, member, Fabulous House of Fashion Walvis Bay, Namibia - Trading has improved slightly from last year. I have noticed balanced trade across both segments, apparel and footwear. I am hoping for stronger festive trade - 4th quarter.



They Said It

After weeks of trying to get a response from Desmond Chunderlal of Labora Shoes on changes at the business, I bumped into him at the SAFLEC AGM on 16 August. He promised to reply to my questions the next day. Below are the WhatsApp transcripts:
 [13:59, 17/08/2023] Tony Dickson: Desmond, you PROMISED!
 [14:02, 17/08/2023] Tony Dickson: In front of a witness!!!
 [14:02, 17/08/2023] Desmond Chunderlal: Calling shortly. In a meeting
 [14:03, 17/08/2023] Tony Dickson: 🙄
 [16:42, 17/08/2023] Desmond Chunderlal: Hi Tony, I'm still tied up. Will try and call later today or first thing tomorrow
 [10:23, 18/08/2023] Tony Dickson: Desmond?
 And as of Friday last week, still waiting. There has to be a place in Heaven for me, really.



An iconic clothing brand established in 1977 & designed with an Italian flair offering a cultured consumers a unique collection every season. The brand speaks to the high-end, flamboyant consumer & acts as a representative of wealth & prestige. Rossimoda aims to inspire people to look forward to a better tomorrow, one that they are proud of.

New subscribers last week

Estie, Tannery Manager, Meatco, Windhoek, Namibia
A Kader, Director, Kaytex Belts, South Africa

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



Captivating, innovative & dynamic accessories & backpacks that are easily identifiable but complicated to recreate. Since 2010, Sprayground products are designed to tell a story through pop-culture, details, colour & concepts which surpass the limit in design & fashion. The promise of quality remains through the durability, strength & longevity of the products which also offer functionality suitable for daily use with ease of organisation, mobility and ergonomic strap support for easy transport.

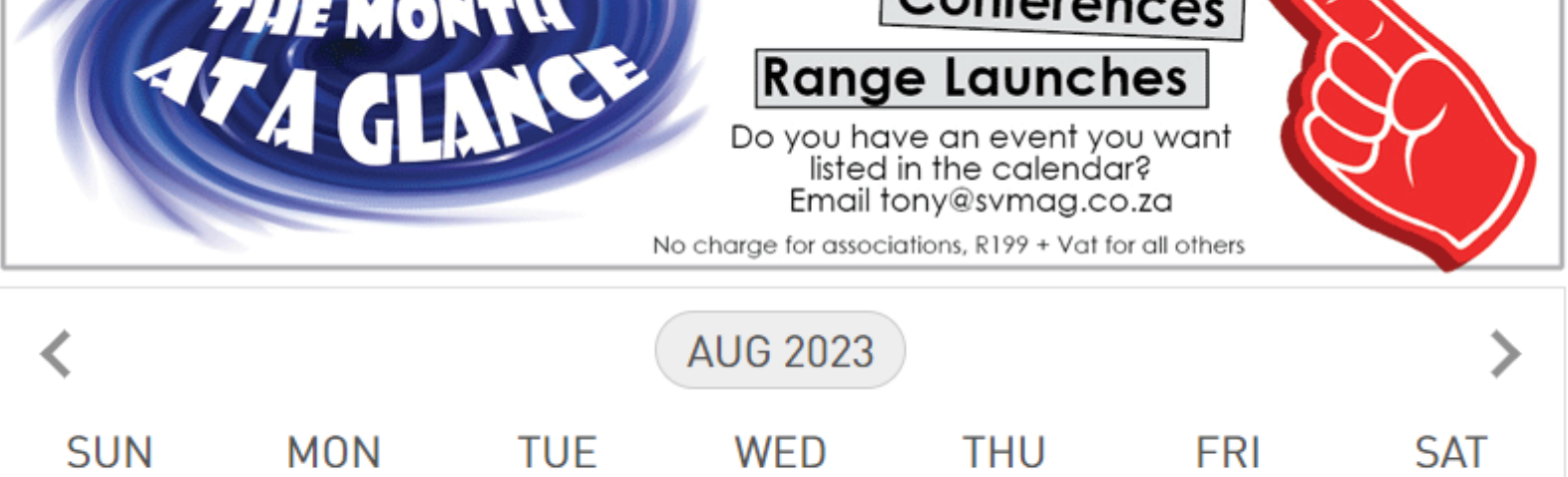
Birthdays this week

- 28/08/1947: **Kathy Graham**, retired, formerly Bagshaw, Port Elizabeth, E. Cape, SA.
- 28/08/1964: **Maon Saxe**, Lonshoe Holdings [closed], Cape Town, W. Cape, SA.
- 28/08/1969: **Craig Munro**, ? formerly Crafor Hart Hides [closed], Pietermaritzburg, KZN, SA.
- 28/08/1984: **Clive Pozniak**, Headmasters, Johannesburg, Gauteng, SA.
- 29/08/1961: **Steve Miller**, Qubeu, Cape Town, W. Cape, SA.
- 29/08/1976: **Minesh Gangiah**, Impact Industries Footwear Manufacturers, Durban, KZN, SA.
- 29/08/????: **Indira B Ambaram**, JFK Trading, Durban, KZN, SA.
- 30/08/1971: **Cheryl Kretschmer**, Sparg's Wholesale Supermarket, East London, E. Cape, SA.
- 01/09/1941: **Stan Kotkin**, Calvin Klein SA, formerly Footwear Trading (ceased trading), Johannesburg, Gauteng, SA.
- 01/09/1942: **Judy Vincent**, Saddler Belts & Leathercraft, Durban, KZN, SA.
- 01/09/1971: **Antonella Florio**, Vanity, Ladybrand, Free State, SA.
- 01/09/1991: **Ushir Singh**, Palm Footwear, Durban, KZN, SA.
- 02/09/1941: **Saag Jonker**, Ostrich Products SA/Saag Jonker Group, Oudtshoorn, W. Cape, SA.
- 02/09/1953: **Carlos Costa**, emigrated to Australia, former MD of Superior Footwear/Imponente Tanning [both closed], Harare, Zimbabwe.
- 02/09/1960: **Arveen Boodhoo**, Dick Whittington Shoes, Pietermaritzburg, KZN, SA.
- 02/09/1952: **Derek Ellway**, formerly Inspectashoe [closed], Cape Town, W. Cape, SA, now in the UK.
- 02/09/1963: **Sunil Daya**, Randy's Agency, Port Elizabeth, E. Cape, SA.
- 03/09/1953: **Vic Jablowski**, Protech V, Pinetown, KZN, SA.
- 03/09/1970: **Michel Hasson**, Topaz, Cape Town, W. Cape, SA.

In memoriam this week

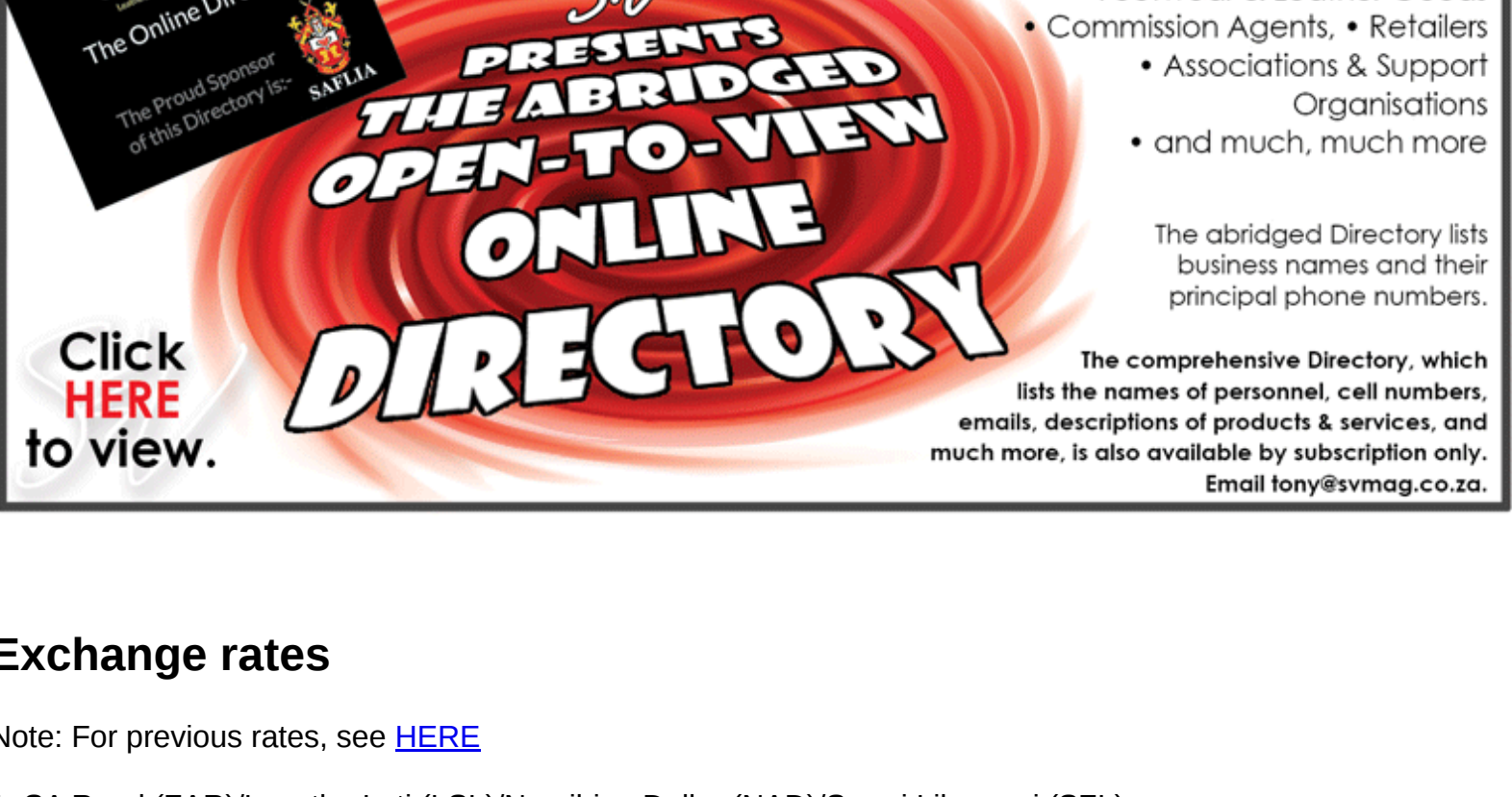
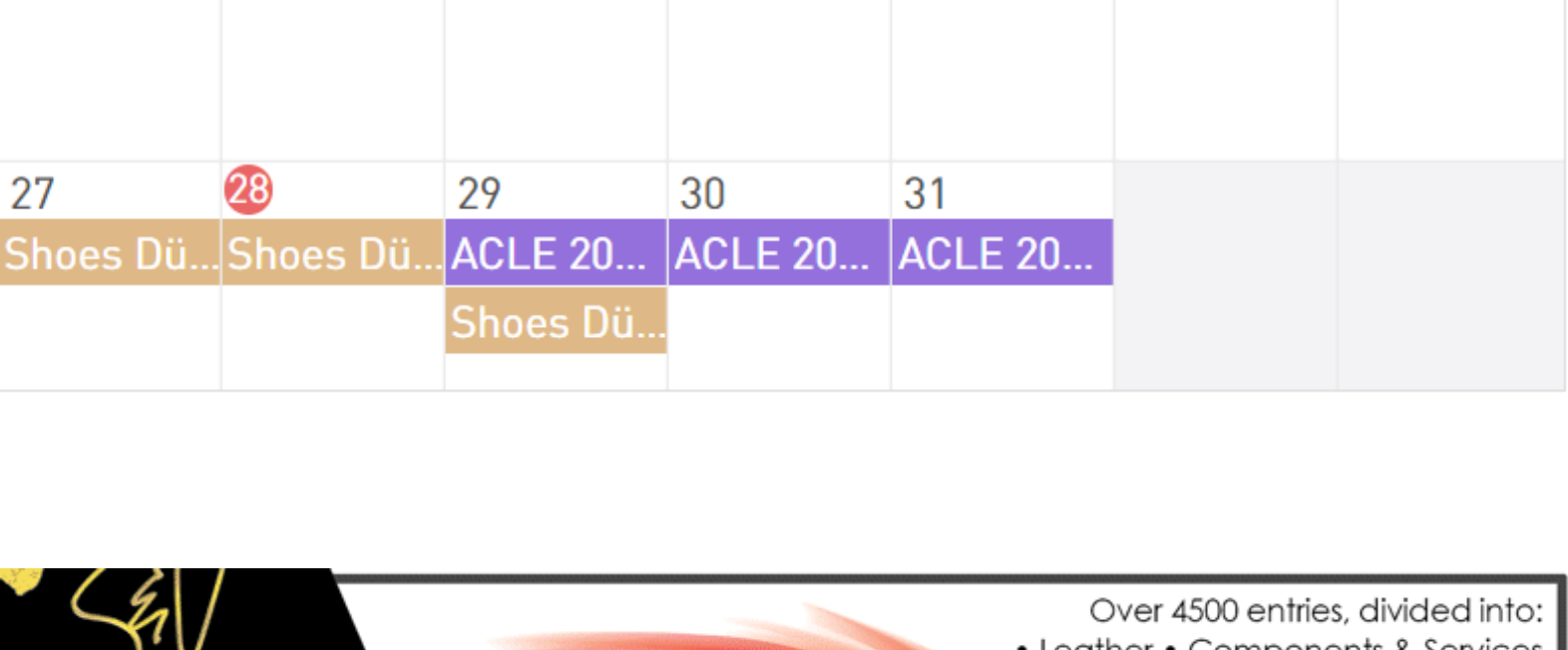
- 28/08/1997: **Richard Denton** (b. 24/06/1914), Ricmar group [closed], Durban, KZN, SA.
- 28/08/2013: **Tony Denton** (b. 06/03/1943), Ricmar group [closed], Himeville, KZN, SA.
- 28/08/2021: **Michael Anthony Clark** (b. 14/03/1946), International Shoe Machinery, Royal Adhesives, Durban, KZN, SA.
- 29/08/2021: **Nelson Govender** (b. 04/10/1964), Prisaan Footwear, Pinetown, KZN, SA.
- 30/08/1997: **Neville Solfer**, Medicus agent.
- 30/08/1915: **Willem Delft** (b. 10/04/1944), Bobbie Leathers, Uganda.
- 01/09/2012: **Mike Cromhout** (b. 06/02/1947), agent, Cape Town, W. Cape, SA.
- 01/09/2021: **Mike Lashbrooke** (b. 07/06/1935), agent, Cape Town, W. Cape, SA.
- 02/09/1918: **Sid Finlayson** (b. 07/01/1939), Bata Zimbabwe, Futura Footwear and Bolton Footwear, Mossel Bay, W. Cape, SA.
- 02/09/2020: **Alan Jackson** (b. 31/07/1928), founder of Alan D. Jackson, Port Elizabeth, E. Cape, SA.
- 02/09/2021: **Ahmed Patel** (b. 26/05/1949), Creative Leathergoods, Durban, KZN, SA.
- 03/09/2005: **Oliver Guibert** (b. 23/12/??), Bata Zimbabwe, Gweru, Zimbabwe.

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 is also available to the In Memoriam section. Help us remember former colleagues.



Directory entries updated last week

- Chobe Safari Lodge, Francistown, Botswana.
- Max-Cowell (Pty) Ltd, Port Elizabeth, E. Cape, SA.
- Morongwa Stores, Gaborone, Botswana.
- Reflex Footwear (Pty) Ltd, Maputsoe, Lesotho.
- Stanhope Boot & Shoe Manufacturers cc, Pinetown, KZN, SA.
- The African Boot Co. Ltd, Nairobi, Kenya.
- Zamleather Ltd. [Subsidiary of Zambeef PLC], Lusaka, Zambia.



Exchange rates

- Note: For previous rates, see [HERE](#)
- SA Rand (ZAR)/Lesotho Loti (LSL)/Namibian Dollar (NAD)/Swazi Lilangeni (SZL)
 Source: <https://www.x-rates.com/calculator/>
- | | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|--------|--------|--------|-------|
| 05/08/2023 | R20.34 | R23.54 | R18.46 | R2.57 |
| 12/08/2023 | R20.75 | R24.08 | R18.97 | R2.61 |
| 19/08/2023 | R20.76 | R24.25 | R19.06 | R2.61 |
| 26/08/2023 | R20.11 | R23.43 | R18.62 | R2.56 |
- Botswana Pula (BWP)
 Source: <https://www.xe.com/currencyconverter/>
- | | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|--------|-------|-------|-------|
| 05/08/2023 | 14.71 | 17.03 | 13.35 | 1.86 |
| 12/08/2023 | 14.82 | 17.20 | 13.54 | 1.86 |
| 19/08/2023 | 14.82 | 17.32 | 13.61 | 1.86 |
| 26/08/2023 | 14.57 | 16.98 | 13.50 | 1.85 |
- Malawian Kwacha (MWK)
 Source: <https://www.xe.com/currencyconverter/>
- | | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|---------|---------|---------|-------|
| 05/08/2023 | 1187.80 | 1374.67 | 1078.26 | 15.41 |
| 12/08/2023 | 1190.28 | 1381.30 | 1088.12 | 15.87 |
| 19/08/2023 | 1176.05 | 1375.14 | 1079.90 | 14.80 |
| 26/08/2023 | 1162.63 | 1353.92 | 1076.75 | 14.74 |
- Zambian Kwacha (ZMW)
 Source: <https://www.xe.com/currencyconverter/>
- | | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|--------|-------|-------|-------|
| 05/08/2023 | 21.39 | 24.75 | 19.41 | 2.70 |
| 12/08/2023 | 21.11 | 24.50 | 19.30 | 2.65 |
| 19/08/2023 | 21.31 | 24.90 | 19.56 | 2.68 |
| 26/08/2023 | 21.34 | 24.86 | 19.76 | 2.71 |
- Zimbabwean Dollar (ZWL\$)
 Source: <https://www.xe.com/currencyconverter/>
- | | Euro € | GBP £ | CNY ¥ | Official US\$ |
|------------|--------|--------|-------|---------------|
| 05/08/2023 | 398.66 | 461.38 | 50.48 | 4556.16 |
| 12/08/2023 | 398.88 | 459.38 | 49.86 | 4555.75 |
| 19/08/2023 | 394.21 | 460.61 | 49.70 | 4573.77 |
| 26/08/2023 | 390.73 | 455.26 | 49.74 | 4566.79 |
- Note: For previous rates, see [HERE](#)

ABSA Agri Trends: Hides & skins prices

Johannesburg, Gauteng, SA (25 August 2023) - The current average hide price increased by 0.4% at R3.07/kg from R3.06/kg in the previous week. The current price is 8.9% lower than the average price a month ago and 25.3% lower than the average price a year ago. The range of prices reported was as follows: Minimum price: R2.75 Maximum price: R4.50. 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 **Nkensani 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:

- [Kenya Leather Development Council](#), Nairobi, Kenya. State corporation.
- [Kenya Suitcase Manufacturers Ltd.](#), Mombasa, Kenya. Soft-sided travel goods manufacturer.

Contact us

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Next newsletter: September 4, 2023.

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