

**S&V Weekly Newsletter Vol.9 No.08, February 20 2023**

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**Vans changing distributors**

**Cape Town, W. Cape, SA** - Vans will move from Bounty Brands to Ares Holdings from the beginning of 2024. Bounty's Vans agents have been given notice, and at the time of writing had not been contacted by Ares.  
 Bounty Group CEO **Stefan Rabe** said he expected Vans owner VF Corporation to issue a press release in the next 2 weeks, and intimated that he expected further details to be included.

**Ceriani leaves BBF**

**Pinetown, KZN, SA** - Former BBF Safety Group CEO Silvio Ceriani left BBF and major shareholder, the Beier Group, at the end of January. His position as CEO had been filled earlier by **Brian Kuhner**.  
 After 20 years and with what was formerly Beier Safety Footwear and which evolved into BBF, he said: "It was a wonderful time, and I'm very grateful for it, but there comes a time when you have to move on." He said he was "exploring various options".

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**Order positions**  
 We again asked a number of manufacturers and importers of footwear and leather goods to comment on their winter and summer order positions.

**Mixed reports for winter, summer mostly positive**

**Dewald Visagie**, Bolton Footwear  
 Cape Town, W. Cape, SA - Thus far we are having a very positive reaction from our retailers regarding the rest of the year. We are seeing improved numbers compared to pre-covid. Bolton is still in the process of converting our orders from a "made to order" to a "made to stock" model. This encourages our customers to buy from our stock availability on a daily basis through a rapid replenishment system on core styles instead of placing orders in advance.  
 Our core brands are not season-specific and therefore we are launching styles on offer for the entire year. We are still facing some challenges in terms of raw material delays that have impacted our speed to market.

**Hannelie Strauss**, Camp Cover  
 Cape Town, W. Cape, SA - In general, we are blessed that we were able to diversify our production and service capacities and broaden our footprint in alternative industries (as opposed to our traditional outdoor, camping and offroad). But, of course, we still experience our conventional high/low seasons (for example, downward January and February, with high season September to December) but with less volatility, instability and fluctuations. We are experiencing an excellent January and February compared to other years - even pre-covid.  
 The only thing in my mind currently affecting sales and my sanity is Eskom!

**Mohamed Vanker**, Tego Footwear  
 Durban, KZN, SA - Our retail customers - chains and mini-chains - are pushing back their winter orders, from February to March, March to April, and so on. They're saying retail is very quiet, and they're blaming load shedding. They say it's now a consumer mindset - even if they have generators, when the lights go off, the customers leave.  
 They're also saying the illegal imports and street traders with counterfeit products are having a huge effect. They say a pair of counterfeit Nike has no effect on Nike because a Nike customer will buy a genuine product. But an aspirational customer, who can only afford lower prices, will buy a counterfeit from a street trader and not another lower-priced shoe from retail.  
 For us, it's too early to talk about summer.

**Brett Pengelly**, Trailmix Trading  
 Durban, KZN, SA - For winter we have sold long boots, ankle boots and work shoes very well. We are hoping that sales are as good this winter season as they were for our customers last season. As most customers are starting to prepare to take in Winter stock in March and April, there is still plenty of warm weather around leading up to Easter weekend to sell some summer sandals.

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**Closed**  
**Cape Town, W. Cape, SA** - **Steve Dai** has confirmed that men's footwear importer Bruce & Jason Trading Enterprises has closed. He said he wouldn't remain in South Africa.

**They Said It**

*"Unfortunately the hat-trick of Covid, riots and floods put an end to Branded Goods Merchants, the trade we had built up in the previous ten years was destroyed in the last three. We had to make a decision to keep funding or call it quits, I'd like to think that logically this was the right call!"* - **Paul Walsh**, former member of Branded Goods Merchants, which marketed its own ranges of footwear and leather care products. He still runs commission agency business Paul Walsh Agencies.

**APLF 2023**  
 13 - 15 MAR 2023  
**DUBAI**  
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**New subscribers last week**

**Preshan**, Sales, Palm Footwear, Durban, 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](mailto:tony@svmag.co.za)

**DAKOTAS** SINCE 1980  
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**BIRTHDAYS THIS WEEK**

20/02/1959: **Rashmi Kooverjee**, Babu's, Cape Town, W. Cape, SA.  
 20/02/1969: **Dada Segweu**, Bontsho Bosweu Shop, Vryburg, N.W. Province, SA.  
 20/02/1973: **Bridget Johnson**, Bibbi Shoes, Johannesburg, Gauteng, SA.  
 20/02/1977: **Rakesh Ambaram**, JFK Trading, Durban, KZN, SA.  
 21/02/1958: **David Barnett**, Urban Angel Accessories, Boksburg, Gauteng, SA.  
 21/02/1960: **Nigel Payne**, NTE, Pietermaritzburg, KZN, SA.  
 21/02/1975: **Zubair Desai**, Leather Loft, Stanger/KwaDukuza, KZN, SA.  
 22/02/1967: **Shabir Ahmed Moola**, Moola's Newcastle, KZN, SA.  
 22/02/1970: **Ebrahim Akoon**, Urban Legends, Bloemfontein, Free State, SA.  
 22/02/1982: **Katherine Bischoff**, Leatherband, Johannesburg, Gauteng, SA.  
 23/02/1949: **Jeff Burland**, retired to Australia, formerly United Fram/Wayne Plastics, Johannesburg, Gauteng, SA.  
 24/02/1954: **Linda Gordon**, Riversdale Skoenwinkel, Riversdal, W. Cape, SA.  
 24/02/1973: **M Taljaard**, Taljaard Shoe Store, Germiston, Gauteng, SA.  
 26/02/1946: **Brian Carmichael**, FTL Trading, Cape Town, W. Cape, SA.  
 26/02/1959: **Prakash Chiba**, MLCarray Trading, Durban, KZN, SA.  
 26/02/1961: **Keith Lyons**, Strayz, Pinetown, KZN, SA.  
 26/02/1981: **Ndlela Mazibuko**, BBF Safety Group, Pinetown, KZN, SA.

**EVANS CULTURE** SINCE 1941  
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 IN MEMORIAM THIS WEEK  
 @evansculturesa EVANS Culture

20/02/2004: **Barry Dowson** (b. 1938), Barry Dowson Components [closed], Greytown, KZN, 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](mailto:tony@svmag.co.za)  
 No charge for associations, R199 + Vat for all others

| FEB 2023    |             |             |             |             |     |     |
|-------------|-------------|-------------|-------------|-------------|-----|-----|
| SUN         | MON         | TUE         | WED         | THU         | FRI | SAT |
|             |             |             | 1           | 2           | 3   | 4   |
| 5           | 6           | 7           | 8           | 9           | 10  | 11  |
|             |             | Première... | Première... | Première... |     |     |
| 12          | 13          | 14          | 15          | 16          | 17  | 18  |
| 19          | 20          | 21          | 22          | 23          | 24  | 25  |
| MICAM F...  | MICAM F...  | MICAM F...  | MICAM F...  |             |     |     |
| Mipel FW... | Mipel FW... | Mipel FW... | Mipel FW... |             |     |     |
| The One ... | The One ... | The One ... | The One ... |             |     |     |
| 26          | 27          | 28          |             |             |     |     |

**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.  
 Email [tony@svmag.co.za](mailto:tony@svmag.co.za)

**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 ¥ |
|------------|--------|--------|--------|-------|
| 28/01/2023 | R18.71 | R21.32 | R17.21 | R2.53 |
| 04/02/2023 | R18.87 | R21.01 | R17.44 | R2.57 |
| 11/02/2023 | R19.11 | R21.57 | R17.88 | R2.62 |
| 18/02/2023 | R19.33 | R21.73 | R18.05 | R2.62 |

2. Botswana Pula (BWP)  
 Source: <https://www.xe.com/currencyconverter/>

|            | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|--------|-------|-------|-------|
| 28/01/2023 | 13.87  | 15.81 | 12.76 | 1.88  |
| 04/02/2023 | 13.87  | 15.45 | 12.82 | 1.89  |
| 11/02/2023 | 13.92  | 15.71 | 13.03 | 1.91  |
| 18/02/2023 | 14.04  | 15.78 | 13.10 | 1.90  |

3. Malawian Kwacha (MWK)  
 Source: <https://www.xe.com/currencyconverter/>

|            | Euro €  | GBP £   | US \$   | CNY ¥  |
|------------|---------|---------|---------|--------|
| 28/01/2023 | 1108.53 | 1262.94 | 1019.69 | 150.37 |
| 04/02/2023 | 1118.51 | 1245.71 | 1033.80 | 152.83 |
| 11/02/2023 | 1099.13 | 1234.00 | 1024.72 | 149.23 |
| 18/02/2023 | 1096.40 | 1237.63 | 1026.09 | 150.77 |

4. Zambian Kwacha (ZMW)  
 Source: <https://www.xe.com/currencyconverter/>

|            | Euro € | GBP £ | US \$ | CNY ¥ |
|------------|--------|-------|-------|-------|
| 28/01/2023 | 20.69  | 23.58 | 19.03 | 2.80  |
| 04/02/2023 | 20.67  | 23.02 | 19.10 | 2.82  |
| 11/02/2023 | 20.60  | 23.25 | 19.28 | 2.83  |
| 18/02/2023 | 20.81  | 23.42 | 19.45 | 2.83  |

5. Zimbabwean Dollar (ZWL\$)  
 Source: <https://www.xe.com/currencyconverter/>

|            | Euro € | GBP £  | CNY ¥ | Official US\$ |
|------------|--------|--------|-------|---------------|
| 28/01/2023 | 393.43 | 448.23 | 53.36 | 783.19        |
| 04/02/2023 | 391.55 | 436.08 | 53.50 | 805.87        |
| 11/02/2023 | 386.69 | 463.51 | 53.17 | 838.85        |
| 18/02/2023 | 387.25 | 435.80 | 52.70 | 864.08        |

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

**ABSA Agri Trends: Hides & skins prices**

**Johannesburg, Gauteng, SA (16 February 2023)** - The current average hide price remained unchanged at R4.18/kg from a week ago. The current price is 0.7% higher than the average price a month ago and 31.6% lower than the average price a year ago. The range of prices reported was as follows: Minimum price: R3.70 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 Mashimbi**, 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:  
[Jack Lemkus](#), Cape Town, W. Cape, SA. Sneaker retailer.  
[Jack's Footwear](#), Dar es Salaam, Tanzania. Leather footwear manufacturer.

**Contact us**

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