

S&V Weekly Newsletter Vol.9 No.09, February 27 2023

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**You are Invited to:**  
**THE LAUNCH OF JUKI NON APPAREL SOLE AGENCY**  
Venue: Durban Botanical Gardens  
Date: 22-24 March 2023  
For more info please call Keith MacLachlan on 082 5568551 or email keithm@berzacks.co.za

Finished goods suppliers order positions

**Orders are there, exchange rate a worry**

**Michael Joseph**, CEO, Crick Group  
**Midrand, Gauteng, SA** - Our order book on all our brands looks good going forward. The biggest factor affecting trading conditions at this moment is the exchange rate as we are worried about pricing going forward.

**Good growth off low base**

**Eleni Gerpinis**, Operations and head of business, Earth Gear (Pty) Ltd  
**Edenvale, Gauteng, SA** - Our range is not truly a seasonal range by the strict definition of the word and we generally introduce new styles to our range through the year.  
2022 was a decent trading year for us, with a growth of 40% on 2021 and 80% on 2020. Not a difficult figure to beat given that we, as a brand, were new during the Covid year and all the lockdowns.  
For 2023 we have adapted our core range and top sellers which have proven to be a good return on investment for both us and our stockists.  
Most of our stockists are struggling as is the whole country to run their businesses with the new challenges we face now post Covid between load shedding and water shedding and public transport issues.

Retail trading conditions

**Load shedding hammers otherwise good sales**

**Kelli Dodo Kupritz**, group marketing director, Dodo's Shoes (Pty) Ltd  
**Johannesburg, Gauteng, SA** - Dodos and Franco Ceccato had an excellent back-to-school despite all the load shedding.  
February had been good, but as blackouts escalated, trade dropped immediately. A lot of our stores are without power for days on end. We are currently working on our power solutions for our stores.  
Our online division, being Shoebox and Madison Heart New York, has been trading extremely well.

**APLF 2023**  
13 - 15 MAR 2023  
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**Pienaar Bros. picks up pieces from North closure**

**Cape Town, W. Cape, SA** - PPE distributor Pienaar Brothers (Pty) Ltd has moved its Durban branch to new premises in Riverhorse Valley, and has taken on some former North Safety Staff.  
It has also opened a branch in Pietermaritzburg - where it wasn't represented before - in part of the former North premises, and has taken on some of North's staff there, also.

**Tamm closes**

**Boksburg, Gauteng, SA** - PPE distributor Tamm Industrial Supplies (Pty) Ltd, owned by **Rhona Wilson**, was liquidated in mid-February.

Stock Exchange News Service (SENS)

**Ackermans drags down Pepkor clothing sales**

Extracts from Steinhoff Quarterly Update. For the full report go [here](#).

**Cape Town, W. Cape, SA (24 February 2023)** - Pepkor Holdings Pepkor Holdings has the largest retail store footprint in southern Africa, with more than 5 900 stores operating across 10 African countries. It also has stores in Brazil. The majority of its retail brands operate in the discount and value segment of the market.  
In constant currency the clothing and general merchandise segment increased sales by 10%. Like-for-like sales (which exclude Avenida) decreased by 2% and were negatively impacted by the poor performance in Ackermans where trading continued to be impacted by a suboptimal merchandise mix in its summer 2022 range, as communicated in Pepkor's trading update. At the start of the second quarter, trading in clothing and general merchandise brands during January 2023 was supported by a very successful back-to-school season. PEP, Ackermans and Shoe City achieved double-digit sales growth in back-to-school trade, on a strong base in the prior year. This performance was underpinned by the ability of these brands to offer customers best value through their unrivalled volume and scale of operations.

**Truworthis: Africa, UK sales up**

Extracts from Truworthis interim results. For the full report go [here](#).

**Cape Town, W. Cape, SA (23 February 2023)** - Truworthis Africa: South Africa's energy crisis is evident in the sustained level of daily load shedding. Truworthis is adopting a pro-active approach to load shedding on the assumption that varied levels of disruption will continue in the short to medium term.  
In the months ahead the Group aims to extend back-up power solutions to protect turnover in stores not yet covered by alternate sources of power, creating further cost pressure in the current tight economic environment. Consumer disposable income is expected to remain constrained in the medium-term as inflationary pressures from higher food, fuel, electricity and cost-of-living expenses are compounded by rising borrowing costs. New retail concepts and brands developed over the last two years have exceeded management's expectations and the Group will continue to refine and invest in them, while the growing, integrated in-house design capability will bolster the supply chain and further enhance speed to market.  
Truworthis' retail sales for the first seven weeks of the second half of the 2023 financial period increased by 5.7% relative to the corresponding seven weeks of the second half of the 2022 financial period. Trading space is expected to increase by approximately 2% for the 2023 reporting period.

**Office:** The UK retail sector is expected to continue to face headwinds from mounting pressure on household income due to persistently high inflation, rising energy costs and interest rates, which have increased three-fold in the past year.  
Notwithstanding these challenges, the Office business has proven resilient on the strength of its relationships with the world's leading footwear brands and its loyal customer following. In the current environment, Office will capitalise on new store opportunities, the renovation of stores in strategically important locations, further strengthening its brand positioning, and introducing and growing new brands.  
Office's retail sales for the first seven weeks of the second half of the 2023 financial period increased by 39.2% in Sterling relative to the corresponding seven weeks of the second half of the 2022 financial period.  
Sales growth in Office is expected to slow down from April 2023 as the base started normalising in April 2022 when lockdown restrictions were lifted in the UK and tourism increased.

Office's trading space is expected to decrease by approximately 9% for the 2023 financial year as the business continues to exit marginal and loss-making stores as leases expire or lease breaks are negotiated with landlords.

**They Said It**

**"Sorry I missed your email. It was due to trying to get our factory settled after our move - between the devastating bouts of load shedding!"** - Alistair Watt, Bresan Footwear, Merrivale, KZN, SA.

**Directory entries updated last week**

Boaonda SA (Pty) Ltd, Durban, KZN, SA.  
Chommies Cape Town (Pty) Ltd, Cape Town, W. Cape, SA.  
Egoli Leather Wholesalers [Twinsavers cc], Johannesburg, Gauteng, SA.

**New subscribers last week**

**Ihoubt Mawere**, Footwear Technologist, Vaal University of Technology, Gauteng, SA.  
**Iham**, Sales Manager, Bash, Western Cape, 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)

**STOCKMAN**  
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PROUDLY SOUTH AFRICAN  
**BIRTHDAYS THIS WEEK**

- 27/02/2004: **Barry Dowson** (b. 1938), Barry Dowson Components [closed], Greytown, KZN, SA.
- 27/02/2010: **Jean Mee 'Mick' Lailvaux** (b. 22/02/1919), Service Agencies (closed), Durban, KZN, SA.
- 28/02/1969: **Dilesh Dajee**, agent, Johannesburg, Gauteng, SA.
- 01/03/1945: **Chris Schutte**, retired, former agent, Pretoria, Gauteng, SA.
- 02/03/1945: **Sakkie van der Vyver**, retired, formerly Adidas, Cape Town, W. Cape, SA.
- 02/03/1953: **Garth Ewing**, retired, formerly Garth Ewing Agencies, East London, E. Cape, SA.
- 02/03/1960: **John Teifel**, Harry E. Teifel & Associates, Cape Town, W. Cape, SA.
- 04/03/1946: **Robin Commins**, retired, formerly Wayne Plastics, Johannesburg, Gauteng, SA.
- 04/03/1977: **Arnold Govender**, Paragon Footwear, Pietermaritzburg, KZN, SA.
- 05/03/1937: **Reginald Buckby**, agent, Cape Town, W. Cape, SA.
- 05/03/1991: **Tony Carnecky**, retired, formerly Futura Footwear, Pinetown, KZN, SA.
- 05/03/1983: **Gerry Elder** (b. 03/08/1928), agent, Cape Town, W. Cape, SA.
- 05/03/2010: **Ernest Alfred 'Basie' Heunis** (b. 17/05/1923), Silverton Tannery [closed], Pretoria, Gauteng, SA.

**DAKOTAS**  
SINCE 1980  
QUALITY MOCCASINS  
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**IN MEMORIAM THIS WEEK**

- 20/02/2004: **Barry Dowson** (b. 1938), Barry Dowson Components [closed], Greytown, KZN, SA.
- 27/02/2010: **Jean Mee 'Mick' Lailvaux** (b. 22/02/1919), Service Agencies (closed), Durban, KZN, SA.
- 27/02/2010: **Amanda 'Mandy' Terry** (b. 20/02/1969), Makro, Johannesburg, Gauteng, SA.
- 28/02/2016: **Johanny Parboo** (b. 21/10/1945), Labora Shoes, Durban, KZN, SA.
- 01/03/2004: **Sandra Faye Campbell** (b. 09/06/1971), Dunns Stores, Johannesburg, Gauteng, SA.
- 02/03/1991: **Edward Powell** (b. 12/02/1967), agent, Johannesburg, Gauteng, SA.
- 03/03/2010: **Ernest Alfred 'Basie' Heunis** (b. 17/05/1923), Silverton Tannery [closed], Pretoria, 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.

**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

Calendar for FEB 2023

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

**SAFLIA 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 ¥
18/02/2023	R19.33	R21.73	R18.05	R2.62
25/02/2023	R19.43	R22.00	R18.42	R2.64

2. Botswana Pula (BWP)

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

	Euro €	GBP £	US \$	CNY ¥
18/02/2023	14.04	15.78	13.10	1.90
25/02/2023	14.01	15.87	13.28	1.91

3. Malawian Kwacha (MWK)

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

	Euro €	GBP £	US \$	CNY ¥
18/02/2023	1096.40	1237.63	1026.09	150.77
25/02/2023	1082.02	1225.16	1025.76	147.46

4. Zambian Kwacha (ZMW)

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

	Euro €	GBP £	US \$	CNY ¥
18/02/2023	20.81	23.42	19.45	2.83
25/02/2023	20.82	23.57	19.74	2.83

5. Zimbabwean Dollar (ZWL\$)

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

	Euro €	GBP £	CNY ¥	Official US\$
18/02/2023	387.25	435.80	52.70	864.08
25/02/2023	381.75	432.25	52.02	884.23

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

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

**Johannesburg, Gauteng, SA (23 February 2023)** - The current average hide price increased by 0.5% to R4.20/kg from R4.18/kg a week ago. The current price is 0.5% higher than the average price a month ago and 36.6% lower than the average price a year ago. The range of prices reported was as follows: Minimum price: R3.83 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:  
**Jackson's**, Dundee, KZN, SA, Family outfitter.  
**Jade Safety**, Johannesburg, Gauteng, SA. PPE distributor.

**Classified Adverts**

**CHOMMIES SEEKS PRODUCTION MANAGER**

Chommies, based in Cape Town, is looking for a production manager to manage the in-house production studio. Must have experience in samples and batch sample production, as well as full scale manufacturing according to set targets, timelines and quality control. Must have excellent people, analytical and organisation skills, knowledge of leather production and experience working with inventory and production software (ideally DEAR). Minimum requirements - tertiary studies, car and driver's license. Remuneration negotiable for the right individual. Please send applications to [katrina@chommies.com](mailto:katrina@chommies.com).

To see what we do, visit [www.Chommies.com](http://www.Chommies.com)

**Contact us**

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

Next newsletter: March 06, 2023.

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