



**Technical Report:
Regional Leather, Leather Goods and Footwear Supply
Chain Study for Southern Africa**

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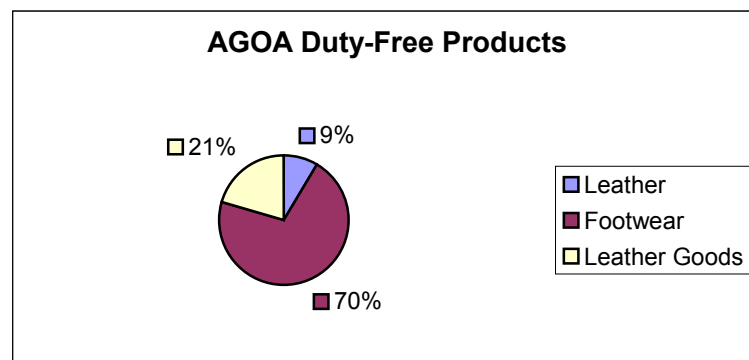
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I. Introduction

With the passage of the African Growth and Opportunity Act (AGOA) in May 2000 came many market access opportunities for leather and finished leather products. Over 126 new Harmonized Tariff Schedule categories have been opened to eligible sub-Saharan Africa for duty-free export to the United States - 11 categories in leather, 26 in leather goods and 89 in footwear for an average tariff savings of 17.71%.

Table 1. AGOA Duty-Free Leather, Leather Goods and Footwear Products



Several SADC countries – Zambia, Tanzania, South Africa and Botswana - are either currently manufacturers of leather/leather products or would like to develop the capacity to enter the market. Throughout the region, a definitive lack of information about new opportunities to increase trade along the supply chain has affected the industry’s ability to maximize the potential of regional cooperation.

This report will examine those opportunities in the context of the regional supply chain for leather and leather goods in Southern Africa and make recommendations on input production and US export potential. The Regional Leather, Leather Goods and Footwear Supply Chain Study for Southern Africa is by no means an exhaustive study and was designed to provoke thought and discussion as well as provide a foundation for further investigation.

II. US Market Opportunities

In the past, the United States produced the vast majority of shoes, handbags, and leather goods domestically. Today, the US is a net importer and local production in many leather goods is decreasing with each passing year, particularly footwear. As indicated in the table below, the United States only produced 79 million of the 1.9 billion shoes purchased in 2001 and are increasingly specializing in certain varieties of shoes such as men’s and slippers. Consumption continues to grow but the US domestic footwear production share is declining each year.

Table 2. U.S. Consumption of Footwear 1993-2001

U.S. Consumption

Thousands of Pairs	1993	1994	1995	1996	1997	1998	1999	2000	2001
Production	252,000	242,500	220,400	196,000	190,100	163,200	120,877	86,645	78,863
Exports	32,496	30,865	35,428	34,072	37,225	43,258	30,136	28,815	28,411
Imports	1,347,901	1,425,834	1,409,232	1,378,080	1,488,118	1,499,465	1,615,821	1,784,899	1,784,628
Consumption	1,587,405	1,637,449	1,594,204	1,538,008	1,640,993	1,619,407	1,706,562	1,822,729	1,835,080
Import Penetration	86.0%	87.1%	88.4%	89.5%	90.7%	92.6%	94.7%	96.8%	97.3%
Exports as % of Production	12.9%	12.7%	16.1%	17.4%	19.6%	26.5%	24.9%	33.3%	36.0%

2001 U.S. Footwear Market

- In 2000, U.S. footwear consumption reached its highest level ever.
- In 2001, the import penetration rate was over 95% for the third straight year.
- Based on the U.S. Census Bureau's 2001 population estimate of 284,796,887 people, 6.44 shoes were purchased by every man, woman, and child in the United States in 2001.

Opportunities for African footwear exporters exist in all categories but global competition remains strong particularly from China. As the graph below demonstrates, China has increased its market share from 67.4% in 1995 to 78.8% in 2001. Other exporters – Brazil, Indonesia, Italy and Mexico – have also increased their total exports of footwear to the United States over the same period. More importantly, the top ten global exporters have not changed from 1995 to 2001. Appendix A provides detailed statistics by footwear category for each major international exporter.

Table 3. Total Percentage 2001 U.S. Footwear Imports By Country of Origin

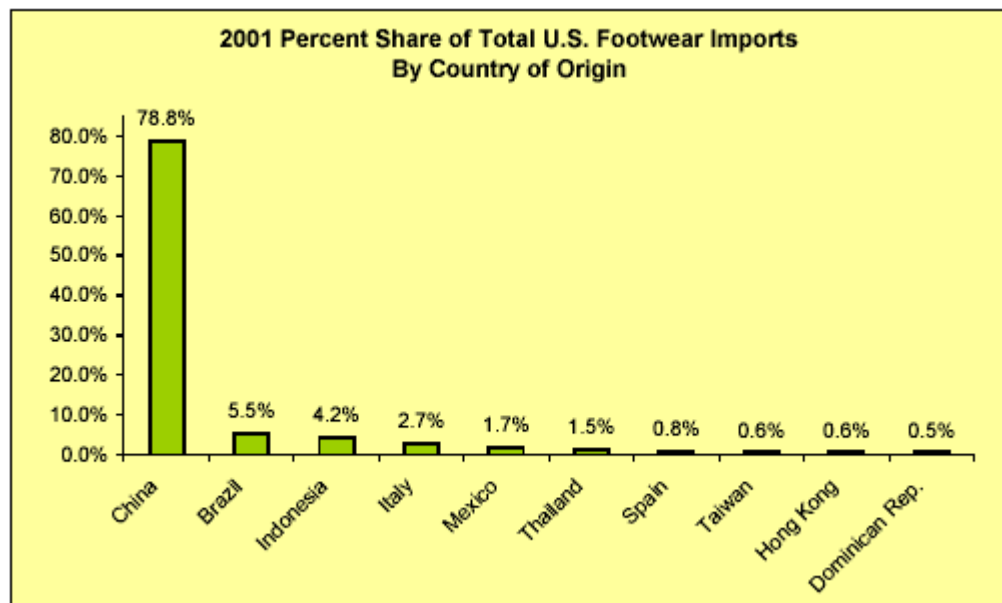
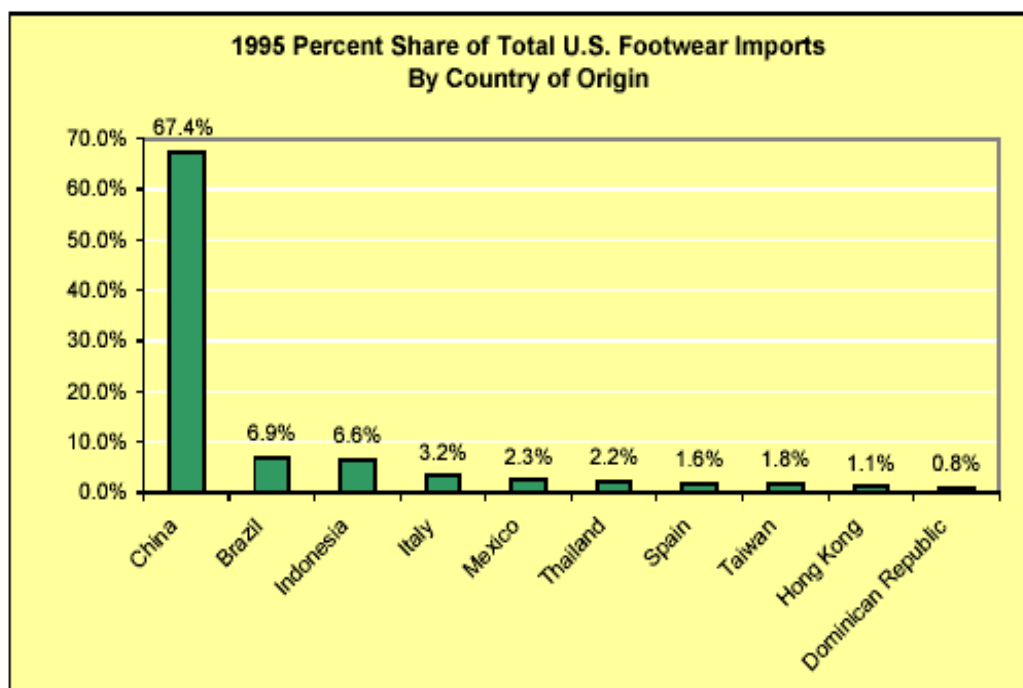


Table 4. Total Percentage 1995 U.S. Footwear Imports By Country of Origin¹



Unfortunately, statistics on domestic production of the leather and leather articles is not as readily available and is estimated at approximately \$3.3 billion in 2001. Total US imports of travel goods and handbags rose to \$4.4 billion in 2002 with leather and leather goods estimated at \$1.17 billion for the same period. Leading exporters of these products to the US are China, Italy, France, Hong Kong and Indonesia. For 2002 and 2003, South Africa is a top exporter of certain leathers to the United States.

AGOA Preferential Access

The AGOA preferential trade program offers lucrative duty-free access to the US market to both synthetic and natural leather products as well as processed and semi-processed leather. Of the 89 footwear HTS categories, only 29 involve animal or reptile leather. Among the leather goods categories, only 18 of the 26 eligible product classifications pertain to natural leathers. Many of the categories are available duty-free to other countries or regional trading blocks as well. As an example, the Most Favored Nation (MFN) tariff for handbags, with or without shoulder strap or without handle, with outer surface of leather, composition or patent leather, valued over \$20 each is 9% but the article is also eligible for duty free status or a reduced tariff rate under the Caribbean Basin Initiative (CBI), AGOA, Caribbean Trade Partnership Act (CPTA), Jordan FTA, Israel FTA, Andean Trade Preference Agreement, and the North American Free Trade Agreement (NAFTA). Similarly, AGOA eligible footwear products are also available to the same US trading partners.

¹ Tables 2-4 provided by the American Apparel and Footwear Association of the United States, www.apparelandfootwear.org.

Effectively, AGOA exporters are competing head-to-head with producers from North America and South America and the Middle East for market opportunities. In the case of footwear with outer soles of rubber, plastics or composition leather and uppers made of leather, not covering ankle, for women, children, or infants, valued over \$2.50 per pair, Mexico was the 10th highest exporter to the US. However, 98% of trade in this category did not claim tariff preferences. Conversely, with footwear with outer soles of rubber or plastic and uppers made of textile material, with open toes and heels or slip-on type, 10% or more by weight of rubber or plastic both Mexico and the Dominican Republic are top five exporters to the United States. While preferences may be important and provide entry into a new market, they have not dramatically changed leather goods and footwear trade with the United States. China remains the overwhelming leader capturing over 50% of the US market in virtually every product category without of duty-free privileges.

However, certain products have been excluded from the AGOA GSP eligibility list. While many categories of footwear, handbags and travel goods have been given duty-free status, several products have not been included. In the area of protective footwear, many of the leather work-boots and adventure footwear such as hiking boots were not on the list. The absence of duty can be quite significant and provide Southern African exporters a substantial advantage over their competitors in the US market as well as provide opportunities for first time orders. Further investigation into which products have export potential from the region and have not been included on the AGOA GSP eligibility list should be certainly be conducted.

III. Southern Africa Exporters to the United States

Southern African companies exported over \$20 million in duty-exempt leather, footwear, travel goods and handbags to the United States in 2002. Of that figure, only \$3 million entered the US under AGOA exported by three SADC countries - South Africa, Namibia and Tanzania. Appendix C provides a list of all AGOA eligible leather, footwear, travel goods and handbags exported to the US by Southern African countries.²

Table 5. Total US Imports of Leather, Footwear, Travel Goods and Handbags³

2002			
	US Exports	AGOA Exports	Total US Exports
All Countries	17,737,000	3,004,000	20,741,000
Botswana	3,000		3,000
Namibia	19,000	7,000	26,000
South Africa	17,405,000	2,994,000	20,399,000
Tanzania	48,000	3,000	51,000
Zambia	262,000		262,000

Of the non-AGOA products exported to the US, the vast majority is raw, semi-processed or finished hides. South Africa exported over \$15 million in leather of animals, without hair on, fancy, further prepared after tanning or crusting in 2002. Zambia exported

² Products represented are in Chapters 41, 42, and 64 of the Harmonized Tariff Schedule.

³ All statistics compiled from the United States International Trade Commission and the International Trade Centre websites, www.usitc.gov and www.intercen.org

\$262,000 in three varieties of reptile leather to the US that is often used in the making of shoes, particularly cowboy boots. Hidden within South Africa's AGOA export statistics is the increasing number of automobiles shipped duty-free to the United States. The South African leather industry supplied high-quality leather seat covers for cars valued at \$237,996,000 in 2001 and 131,060,000 in 2002. In the past, leather obtained both from overseas and within Southern Africa was used for the South African motorcar industry for sale in Europe and within Africa. As another attractive export market, the United States, has opened up due to AGOA, new companies have sprung up manufacturing leather seat covers as part of the automobile manufacturing chain. These companies are not directly exporting goods to the US but are most certainly having an affect on leather and leather goods production in the region.

While other Southern African countries produce finished leather goods, South Africa manufactures over 95% of the SADC region's US exports. Historically, South Africa supplied its own market with shoes, handbags and various leather products. During the apartheid years, the industry was forced to manufacture a diverse range of products for a largely captive South African market and to a certain extent, the region. After 1994, the South African economy quickly opened up to global trade and cheaper imports flooded the industry's traditional markets. South African manufacturers were not adequately prepared for the strong competition and for a variety of reasons many companies have closed. As an example, the South African footwear industry employed 24,000 people in 1995. Today employment has dropped to just below 10,000.⁴ Circumstances for handbag and travel goods industry have been similar.

Despite the difficulties of the past, many companies have found success in export markets and many more are interested in developing market contacts overseas, especially in the United States. Though exports of footwear, handbags and travel goods are relatively small in comparison to other sectors, sales have continued to grow each year since 2001. For instance, exports of footwear with outer soles of rubber, plastics, composition leather and uppers of leather, not covering the ankle, for women, children, and infants, valued over \$2.50 per pair have grown by 110% from \$121,000 in 2001 to \$230,000 in the first four months of 2003. Leather apparel, handbags of certain leathers and articles of leather have also increased over the same period. One firm in Pietermaritzburg, South Africa successfully exported over \$300,000 of footwear to the US in 2002 and volumes are growing. Similarly, a company in Johannesburg exported \$750,000 of handbags under AGOA in 2002. Though these companies are doing well in the US market, very few businesses in this sector have taken advantage of duty-free access opportunities. The question this report will try to answer is why and what, if anything, could encourage manufacturers to begin seriously exporting to the United States.

Given South Africa's historic market conditions (relatively small, heavily-protected, and price sensitive), the footwear, leather goods and handbag industry generally produced lower quality goods at uncompetitive prices and apartheid policies prevented South African companies from accessing global markets. In the mid-1990's, South Africa opened its economy to international trade lowering tariffs across sectors. In the absence of prohibitive tariffs, China and other countries began exporting to South Africa taking substantial market share from local companies. Unprepared for international competition, firms either closed or reorganized their production schemes to better represent the

⁴ Statistics supplied by the South African Footwear and Leather Industry Association (SAFLIA)

changing market conditions. In the case of handbag manufacturers, many companies significantly reduced their local production and imported foreign-made handbags themselves for retail in South Africa. The transition has been difficult and the remaining firms must look at tapping into lucrative export markets to survive in future.

However, entering international export markets continues to be a difficult goal to achieve, particularly the United States. The US is not considered a traditional market destination for the industry despite the fact America imports over a billion of shoes per year. The companies interviewed for this report cited the following concerns about exporting to the US:

- Lack of market information, such as consumer tastes and buying patterns, and buyer contacts
- Difference between European and American shoes ie. sizing differences requiring completely different lasts and plant re-tooling
- High quality and volume expectations
- Price expectations
- Availability of high quality, competitively priced inputs

Most South African companies are unfamiliar with the US market and have little idea how to take advantage of AGOA opportunities. Few businesses have ever exported outside the region and look at the US as a difficult market to break into. One company mentioned attending a footwear and leather goods trade show in the United States with several other South African manufacturers. The managing director described the event as a “complete waste of time” because they were “lost” among thousands of participating companies. Understanding the different buying patterns of American cultural groups, what products would be “easiest to produce” based on a company’s productive capacities and global competition for US market share all contribute to a final export decision for a Southern African firm.

As an example, women’s dress footwear is a notoriously difficult product to successfully supply no matter the market. Fashion dictates constant changes in design and materials often requiring quick response and delivery. Though profit margins are generally good for women’s footwear, Southern African companies would be unlikely to pursue this market for the following reasons. Women’s dress shoes require quick access to high quality leathers and synthetic materials, international designers to lay out challenging patterns and machinery as well as trained staff available to manufacture an often delicate shoe. Designers, high-tech machinery and highly skilled personnel are all far too expensive for most Southern African companies. Furthermore, many of the inputs needed for women’s dress shoes are not produced in the region requiring additional time and expense to import them from the Far East or Europe making the fast turnaround time to the US from Africa very challenging indeed. A regional firm would perhaps be better served by choosing a more “traditional” shoe, such as men’s or children’s footwear, which can be more easily manufactured with longer lead times and possibly utilize more locally obtained inputs.

Developing niche markets for goods uniquely or more readily produced in the region is another approach taken by some Southern African companies. Reptile skins and reptile skin products, principally crocodile, have proven to be a successful niche market for Zambia and South Africa. Zambia exported over \$260,000 of reptile hides and South

Africa sold \$200,000 in handbags and other accessories to the US in 2002. Buffalo hides and products are also being tested in the United States. The hides and shoes are increasingly popular, particularly in protective footwear, due to their attractiveness and durability. Clearly, a greater understanding of the US market and geographic as well as group buying patterns would assist regional companies maximize niche sales opportunities.

Surprising to some, Americans and Southern Africans wear differently sized and in some cases fitted shoes. Footwear manufactured in South Africa is sized according to European sizes, which differ from the United States. In addition, Americans apparently prefer a more rounded men's shoe than Europeans or Africans. While this may not seem significant, changes of this nature can require re-tooling and other capital expenditures in a factory. No company regardless of their location could make such a major financial commitment without a full understanding of the market potential as well as identifying US buyers with a real interest in their product. Without good market information, few Southern African companies will take the steps necessary to meaningfully trade with the US.

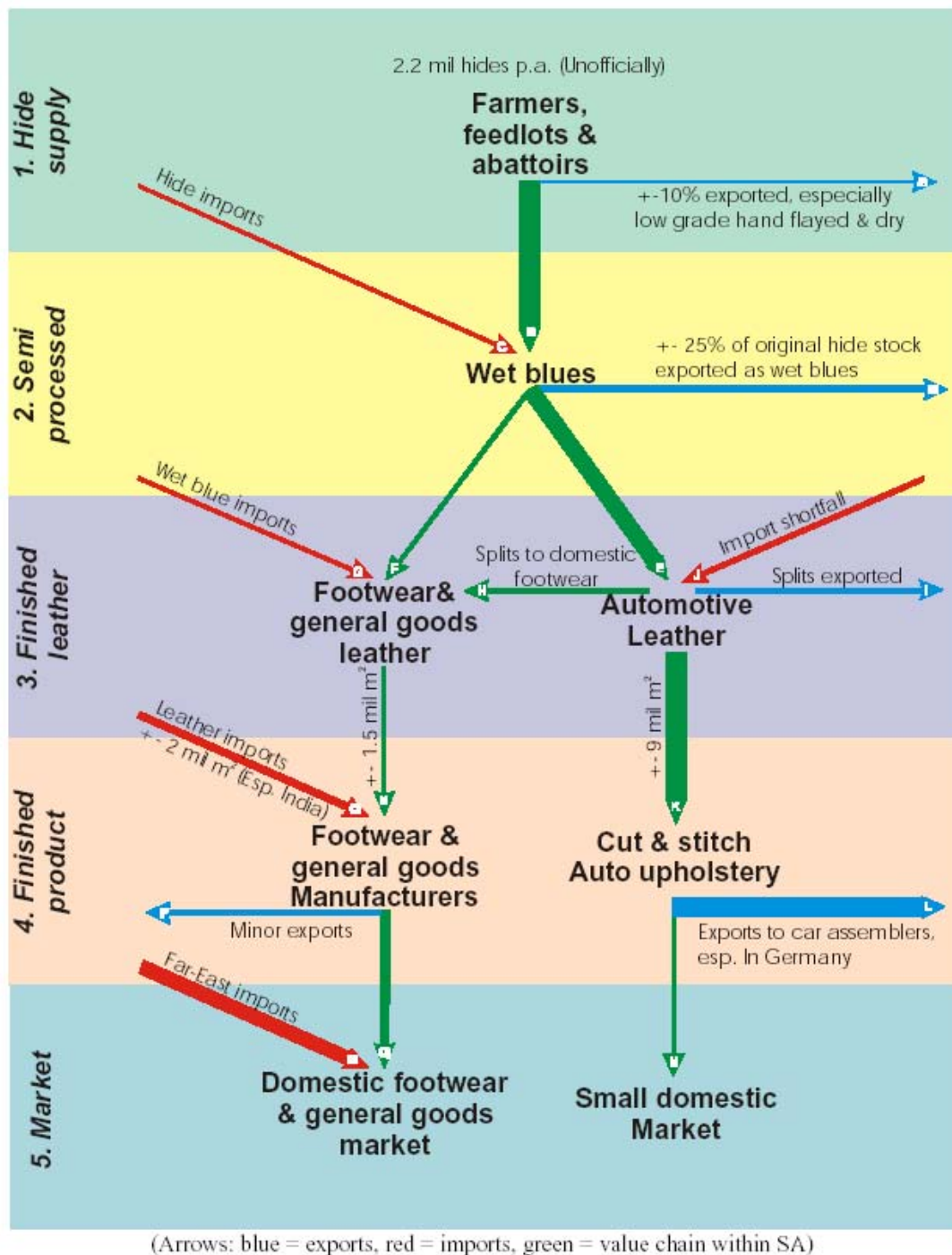
Southern African companies are small and most are producing the bulk of their products for low-income consumers. No matter what you manufacture, the US demands large volumes and high quality. Even lower-end stores like K-mart or Wal-Mart expect an attractive, durable product for a reasonable price. Many regional companies are concerned about the quality and the average order size expectations. As most firms are relatively small, large orders would be difficult to manage without expansion. Generally, the shoes, handbags and travel goods manufactured for the local market are not of the same quality standard as products purchased in the US. Many companies simply cannot reach that level or are unable to compete with China and other countries on price. Every company looking at export options is concerned about competition with China who is the largest exporter to the US of footwear, handbags and travel goods. Southern African exporters believe competition based on unfair trading practices has reduced their export options. Furthermore, most companies do not feel their governments have done enough to protect their traditional markets or support efforts to open export markets for their products.

Since the unrivaled AGOA export success of the automotive industry, high quality, competitively priced leathers have been hard to find in South Africa. The best leathers available in South Africa and globally are used in the production of seat covers. The demand for leather has also driven up the price and tanneries historically catering to the footwear or leather goods industry have begun producing for the automotive sector. More and more leather is sourced outside of the region each year due in part to a shortage of appropriate materials but mainly because of price concerns. As for synthetic products, virtually all man-made materials are purchased from China or elsewhere in the world. Very little capacity exists to supply footwear, handbag and travel goods industry with high quality and competitive inputs. Obviously, companies would generally prefer to source materials locally as they would have more control over the end product and theoretically shorter turnaround times, but this is not currently possible.

IV. Southern Africa Leather Suppliers

According to official statistics, South Africa produces approximately 1.8 – 2 million hides per year. As the figure below indicates, the vast majority of hides are further processed in South Africa and used in local industries, primarily within the automotive sector. Despite exports of certain hides along the supply chain, South Africa still does not produce enough high quality leathers to meet the growing demand; particularly since AGOA benefits became effective in October 2000. In 2001, South Africa imported over \$91 million in hides, skins and leather. Of that figure, just under 25% (\$25.1 million) were classified as raw skins and hides and another 50% (\$55.5 million) as bovine or equine leather. Though the majority of imports came from outside sub-Saharan Africa, several countries in the region exported hides, skins and leather to South Africa to help meet the growing demand for raw materials.

Figure 1. The South African Bovine Leather Value Chain – 2000⁵



Several African countries exported hides, skins and leather to South Africa in 2001. Kenya was the biggest exporter with nearly \$2 million in trade with South Africa, but the overwhelming majority of hides, skins and leather were imported from the rest of the

⁵ Ballard, Richard. "A Preliminary Study on the Bovine Leather Value Chain in South Africa," CSDS Research Report No. 40, University of Natal, Durban, South Africa, May 2001.

world. Leading global exporters to South Africa included Italy, Brazil, China, the United States, Argentina and Australia. South African companies are importing hides, skins and leathers for very specific reasons. In the case of the automotive sector, demand for more high quality leathers has outstripped supply so tanneries are looking elsewhere to make up the shortfall. Footwear, travel goods and handbag manufacturers have other issues driving their raw material buying decisions.

Table 6. Total 2001 South Africa Imports of Hides, Skins and Leather (Chapter 41)

2001 (in Millions \$)	
	South African Imports
All Countries	91,319,000
Non-African Countries	87,392,000
SACU (Excluding RSA)	426,000
Zimbabwe	1,479,000
Kenya	1,897,000
Tanzania	65,000
Zambia	60,000

Shortly after the rise of the automotive export industry, many of the established footwear and leather goods tanneries began shifting production to leather upholstery. As different parts of the hide are used for a shoe compared to a seat cover, tanneries were unable to service both industries simultaneously and of course, the demand for upholstery leathers continues to be many times greater. In the early 1990's, South Africa had 12 active footwear tanneries. By 2002, only one large and several small tanneries for shoes and other leather goods are still operational.⁶ Manufacturers today complain about the quantities and qualities of leather available in South Africa. As domestic demand for shoes and leather goods dwindled and international competition increased, services from the remaining tanneries suffered. Price and delivery time increased as quality declined. Even with the tariffs applied to imported leathers, the remaining tanneries could not compete and delivery times were constantly pushed forward making orders progressively more difficult to complete on time. In addition, quality problems such as uneven coloration and other tanning errors resulted in an unacceptably high rate of waste leather per meter increasing unit costs for the manufacturer. The largest footwear and leather goods tannery located in Cape Town is currently under new ownership and manufacturers hope that the changes will bring improved services and competitive prices to South African leather consumers.

Companies continue to argue that they cannot compete with imports into the South African market or hope to export internationally using locally produced inputs. Most are importing leathers from countries like India and Brazil. In general, the prices are cheaper and the quality more reliable. As very few companies are internationally exporting, price is still the most critical production factor for regional and domestic markets. Many manufacturers are quick to point out that inputs are cheaper elsewhere in the world due to the subsidies offered by certain governments to the leather and leather goods industry. They argue that as South Africa does not offer subsidies or substantial tariff protection, local manufacturers of both raw materials and finished goods are put at a competitive

⁶ Ballard, Richard. "A Preliminary Study on the Bovine Leather Value Chain in South Africa," CSDS Research Report No. 40, University of Natal, Durban, South Africa, May 2001.

disadvantage globally. Though numerous attempts have been made by the industry to address the alleged unfair practices of many Asian countries, most companies feel that for political and financial reasons they have no “real” recourse either at the World Trade Organization or with their own governments.

While purchasing local materials does offer many theoretical advantages such as shorter lead times and greater production flexibility, many manufacturing inputs for shoes, handbags and travel goods simply cannot be sourced in Southern Africa. As several AGOA duty-free categories pertain to synthetic-based products, many of the exports to the United States are of man-made original not natural leathers. Most raw materials, particularly for handbags and travel goods, are not available in the region and if they are, the price is also not competitive with the Far East. In the case of shoes, many of the heavy, thick leathers required for safety and industrial footwear cannot be purchased locally. One manufacturer indicated that the animals from which these leathers are derived, certain types of buffalo as an example, do not live in Southern Africa and leathers from the region are not a perfect substitute. Thus far, the vast majority of leathers used for safety shoes are imported. Companies manufacturing women’s fashion footwear also have difficulties finding appropriate leather and synthetic materials for their shoes. Manufacturers claim that the variety and quality of materials required for the ever-changing women’s fashion footwear market is simply not available in Southern Africa. They argue to produce a shoe that will sell domestically or internationally, all or most of the inputs must be sourced overseas. Much the same can be said for the handbag and travel goods industries.

Several countries – Namibia, Zambia, Botswana and Tanzania - in the Southern African region are examining opportunities to produce and export leather and leather goods, particularly since the passage of AGOA. Zambia has several small tanneries processing hides to both crust and finished leather for international and regional use. Bata Shoes utilizes much of the output manufacturing footwear in Lusaka for Eastern and Central Africa. Though Zambia does produce quantities of bovine leather, the country’s strength is in the preparation of reptile hides. Zambia exported \$834,000 of reptile leathers in 2001. The leather is very popular in the manufacture of shoes, handbags, small leather articles, and boots. An existing leather tannery in Zambia is currently upgrading its facility to produce high quality finished leather for international export. While the Zambia Leather Association (ZLA) is certain the industry has tremendous export potential, the executive director, Chris Spyron, is concerned that some Ministry of Agriculture policies could undermine the country’s future success. He mentioned the sale of raw hides outside of Zambia, branding and other animal husbandry practices as the principle leather industry concerns. The ZLA proposed a ban on the export of raw hides and a re-visitation of animal husbandry regulations were needed in Zambia to promote trade in high quality finished leather.

Botswana, though an insignificant exporter of hides regionally and internationally, is presently developing plans to open a tannery and is exploring new market opportunities for beef and ostrich meat making hides available in greater numbers for export. Botswana is currently only capable of tanning small amounts of hides to the wet blue level. While the quality is considered generally acceptable, many of the hides from slaughtered animals are lost each year due to improper skinning procedures practiced at smaller abattoirs. The Government of Botswana is interested in establishing a leather tanning industry based on close relationships with established regional exporters of leather

products and direct exporters into international markets. Like Zambia, animal husbandry practices in Botswana need to be improved to maximize hide quality and price potential, but the country has other concerns that Zambia does not. Due to the dry climate and limited rainfall, a tannery raises environmental issues that are not easily overcome. One more environmentally-friendly tanning method is vegetable tanning. The technique does not require the same hazardous chemicals and is certainly better suited to the climate in Botswana. The resulting leather is softer and more pliable than traditional leathers and is commonly used in the manufacture of leather articles such as gun or knife holsters, other small goods and some furniture upholstery.

Though several Southern African countries are exporting hides, skins and leather to the United States, few are exporting finished goods. The challenge for the region is to determine how to best turn direct exports of hides, skins and leather into finished leather product sales. Governments and the private sector must investigate regional export and production statistics to determine each country's advantage in the US market and how the region can work together towards a successful, competitive supply chain for leather products.

V. Recommendations

AGOA and the US GSP program offer numerous duty-free export opportunities to African countries. However, opportunities hold nothing more than promise if companies are unable to maximize existing advantages and export value-added products to the US. The following suggestions are intended to encourage public and private sector cooperation to increase exports to the United States and to the extent possible, develop a regional supply chain for leather products.

Overall, the biggest obstacle to effective regional cooperation is communication. Few manufacturers in South Africa are fully aware of leather production in Zambia or Kenya, for example, or have considered developing new capacities or products based on input production elsewhere in the region. Any intervention designed to improve regional communication would substantially increase public and private sector understanding of export as well as supply chain possibilities. The Hub effectively implemented an email list-serve for the regional textile and apparel sector, which could serve as a model to improve communication within the leather, leather goods and footwear industries.

Clearly, regional manufacturers are unfamiliar with the US market and require assistance to take full advantage of AGOA or GSP opportunities. Regional governments should cooperate with the private sector to systematically investigate the American market including buying patterns for both producers and consumers. The US imports expensive, high quality leathers for the furniture and automotive sectors as well as for footwear and leather goods. As part of any US market study, exporters should also examine global and US tariff benefits for their product. The US frequently offers the same tariff savings to multiple countries so a careful inspection of international trade statistics will provide a more complete and realistic export picture. Furthermore, support should be made available for focused inward buying and outward trade missions to expose local manufacturers to US business expectations. Understanding, on the part of both the public and private sector, of the global demand structure for leather, leather goods and footwear should be a critically important to any investment or expansion decision in the region.

For countries like Zambia, whose industries have successfully specialized to some extent in the production of reptile leather for export, a plan should be developed to closely investigate the products manufactured from their leather. If indeed an established market exists for reptile leather goods in the US, Zambia must determine how their companies can accrue additional value-added benefit from their exports. Furthermore, the private sector in Zambia and South Africa should look for joint manufacturing opportunities in products where the region has a distinct competitive or marketing advantage.

Footwear and handbag manufacturers have expressed concern about competing against China and other Far Eastern countries in their own and international markets. For mass produced items with mainstream appeal, African countries often struggle to beat Asia on price and volumes. Manufacturers must carefully examine their marketing and design advantage over the rest of the world. Africa has unique cultures and fashions that are appreciated by American consumers. Companies should use the talents of local designers to create products that appeal to a segment of the US population, such as the African-American community, with money to buy higher end products and a specific interest in African cultural goods. Manufacturers could develop focused marketing plans taking US population demographics into consideration to create clothing, footwear and handbag products that would be competitive and unique in the US market. Furthermore, to provide some intellectual property protection and assist with buyer identification, each product should be “branded.” Much like the “Proudly South African” campaign, Made in South Africa, Zambia or any other country should feature prominently in each design both to protect the products from copycats in Asia and help consumers recognize real African-made goods.

AGOA provides benefits to many categories of footwear but not all. Some of the largest shoe manufacturers produce safety and adventure footwear currently ineligible for duty-free benefits under AGOA. Why this category of footwear was left out is uncertain but there is a process to have products re-considered for inclusion on the AGOA GSP list. Each year the Office of the United States Trade Representative conducts an annual review of the AGOA GSP list encouraging input from the private sector in both Africa and the US. The review begins in June and provides an opportunity for companies in Southern Africa to ask for certain categories of shoes to be included on the AGOA GSP list of duty-free items. The Hub has assisted the South African Leather and Footwear Export Council and individual manufacturers to contact USTR and participate in the 2003 annual review process.

Though products made of synthetic materials are generally not part of a leather supply chain, they are featured prominently in the AGOA preference program. Several African countries, including South Africa, Zambia and Tanzania, have exported shoes and travel goods made in part of man-made materials and other untapped opportunities exist for these products in the US market. Manufacturers of synthetic-based goods should not be overlooked as part of the overall export strategy for each country.

Several countries in the region are considering investments to promote the leather industry. Botswana, as an exporter of beef, is looking at building a state-of-the-art tannery to encourage the export of leather and finished goods. Though Botswana does export small numbers of hides and skins to Europe and South Africa, the Government of Botswana and its private sector partners should carefully explore trade opportunities between the tannery and exporters in South Africa. As tanneries produce differing

leathers depending on their end use, a thorough understanding of regional demand for leather input would greatly improve any future project's chances of success and longevity. Furthermore, any Botswana tannery should examine business partnership and product development prospects with South African finished goods exporters to both learn from their experiences and develop a Botswana-based manufacturing base if feasible.

AGOA offers almost 2,000 new trade opportunities but no guarantees. The onus is on the public and private sector in each eligible country to determine what sectors they can succeed in. Few countries outside of South Africa have a diverse manufacturing base to fully exploit AGOA benefits, but the potential for collaboration between regional public and private sectors is greater today than ever before. The key to successful cooperation is communication, and donor organizations can play an important role in encouraging an understanding of regional supply chain possibilities. There are many lessons and much business experience that can be passed between the South African private sector and the rest of the region. Supply chain business partnerships and public sector collaboration will help make diverse export economies possible for more countries in Southern Africa.

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Appendix A

U.S. Footwear Imports by Category and Country of Origin

Thousands of Pairs	1995	1996	1997	1998	1999	2000	2001
Total Imports	1,409,232	1,376,080	1,488,118	1,499,465	1,615,821	1,764,899	1,784,628
By Category:							
Men's	150,543	146,010	163,115	170,826	178,621	200,464	199,539
Men's Work	19,610	18,138	20,218	20,030	21,037	24,094	23,778
Women's	496,736	509,267	542,385	533,124	551,234	587,171	623,775
Juveniles'	189,520	183,631	204,043	201,503	214,310	228,336	218,566
Athletic	198,983	204,519	227,090	244,994	269,723	288,064	293,464
Slippers	21,128	34,239	51,725	56,107	66,979	76,251	75,890
Other	2,930	3,056	4,590	3,248	3,358	9,869	7,757
Rubber/Fabric	309,284	254,117	228,589	246,841	284,799	317,261	289,599
Plastic/Protective	20,497	9,571	10,255	9,787	9,615	10,398	14,350
By Country:							
China	949,419	942,264	1,037,103	1,098,387	1,227,497	1,354,281	1,405,773
As % of Total	67.4%	68.5%	69.7%	73.3%	76.0%	76.7%	78.8%
Brazil	97,042	92,926	90,626	83,294	85,556	98,540	97,462
Indonesia	93,177	92,023	89,838	72,505	78,758	73,920	75,161
Italy	45,680	50,101	53,162	48,670	48,063	52,280	48,555
Mexico	33,015	37,082	44,249	42,780	38,278	34,743	30,394
Thailand	30,910	24,561	26,309	25,911	26,493	26,669	26,578
Spain	22,716	21,995	24,499	23,050	18,653	18,161	14,982
Taiwan	25,924	21,759	21,683	15,624	14,931	13,704	11,102
Hong Kong	15,469	10,349	13,164	8,224	8,753	10,557	10,616
Dominican Rep.	11,936	14,757	16,519	13,199	8,307	7,117	8,885
Rest of World	83,944	68,263	70,966	67,821	60,532	74,927	55,120
Total Imports	1,409,232	1,376,080	1,488,118	1,499,465	1,615,821	1,764,899	1,784,628

Import Highlights

- 2001 Imports by Category: 35.0% Women's; 16.4% Athletic; 16.2% Rubber/Fabric; 12.2% Juveniles'; 11.2% Men's; 4.3% Slippers; 17.1; and 0.8% Plastic Protective.
- U.S imports from China controlled 78.8% of all U.S. imports in 2001.

**Appendix B:
AGOA Eligible Products for Chapters 41, 42 and 64**

HTS Code	Product Description	MFN Tariff Rate
6402.91.50	Footwear w/outer soles & uppers of rubber or plastics, nesoi, covering ankle, designed as protection against liquids, chemical and weather	37.50%
6402.91.60	Footwear w/outer soles & uppers of rubber or plastics, nesoi, covering ankle, nesoi, valued n/over \$3/pair	48%
6402.91.80	Footwear w/outer soles & uppers of rubber or plastics, nesoi, covering ankle, nesoi, valued over \$6.50 but n/over \$ 12/pair	90 cents/pr. + 20%
6402.91.90	Footwear w/outer soles & uppers of rubber or plastics, nesoi, covering ankle , nesoi, valued over \$12/pair	20%
6402.91.70	Footwear w/outer soles & uppers of rubber or plastics, nesoi, covering ankle, nesoi, valued over \$3 but not over \$6.50/pair	90 cents/pr. + 37.5%
6402.91.40	Footwear w/outer soles & uppers of rubber or plastics, nesoi, covering ankle, w/ext. surf. of uppers o/90% rubber or plastics	6%
6402.99.20	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, nesoi, design. as protection against liquids chemicals and weather	37.50%
6402.99.60	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, nesoi, valued not over \$3 /pair	48%
6402.99.70	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering the ankle, nesoi, valued over \$3 but not over \$6.5 0/pair	90 cents/pr. + 37.5%
6402.99.80	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, nesoi, valued over \$6.50 but not over \$ 12/pair	90 cents/pr. + 20%

HTS Code	Product Description	MFN Tariff Rate
6402.99.90	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, nesoi, valued over \$ 12/pair	20%
6402.99.18	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, with external surface of uppers of 90% rubber or plastics, nesoi	6%
6402.99.10	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, with external surface uppers of 90% rubber or plastics, with base of cork	12.50%
6402.99.05	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, with external surface uppers of 90% rubber or plastics, with base of wood	8%
6402.99.30	Footwear w/outer soles & uppers of rubber or plastics, nesoi, not covering ankle, with open toes or heels or of the slip-on type	37.50%
6402.30.50	Footwear w/outer soles & uppers of rubber or plastics, nesoi, with metal toe-cap, designed as a protection against liquids, chemicals, weather	37.50%
6402.30.60	Footwear w/outer soles & uppers of rubber or plastics, nesoi, with metal toe-cap, not protective, valued not over \$3/pair	24%
6402.30.80	Footwear w/outer soles & uppers of rubber or plastics, nesoi, with metal toe-cap, not protective, valued over \$6.50 but not over \$12/pair	90 cents/pr. + 20%
6402.30.90	Footwear w/outer soles & uppers of rubber or plastics, nesoi, with metal toe-cap, not protective, valued over \$12 /pair	20%
6402.30.70	Footwear w/outer soles & uppers of rubber or plastics, nesoi, with metal toe-ca p, not protective, valued over \$3 but not over \$6.50/pair	90 cents/pr. + 37.5%

HTS Code	Product Description	MFN Tariff Rate
6403.51.60	Footwear w/outer soles and uppers of leather, nesoi, covering the ankle, not welt, for men, youths and boys	8.50%
6403.51.90	Footwear w/outer soles and uppers of leather, nesoi, covering the ankle, not welt, for persons other than men, youths and boys	10%
6403.51.30	Footwear w/outer soles and uppers of leather, nesoi, covering the ankle, welt	5%
6403.59.60	Footwear w/outer soles and uppers of leather, not covering ankle, not welt, for men, youths and boys	8.50%
6403.59.90	Footwear w/outer soles and uppers of leather, not covering ankle, not welt, for persons other than men, youths and boys	10%
6403.59.30	Footwear w/outer soles and uppers of leather, not covering the ankle, welt, nesoi	5%
6404.20.20	Footwear w/outer soles of leather/comp. leath., n/o 50% by wt. rub./plast. or rub./plast./text. & 10% + by wt. rub./plast., valued not over \$2.50/pr	15%
6404.20.40	Footwear w/outer soles of leather/comp. leath., n/o 50% by wt. rubber / plastic or rubber, plastic and textile & 10%+ by wt. rubber plastic, valued over 2.50/pr	10%
6404.20.60	Footwear w/outer soles of leather/comp. leather & uppers of textile, nesoi	37.50%
6404.19.50	Footwear w/outer soles of rubber or plastic & uppers of textile, nesoi, val. n/o \$3/pr, nesoi	48%
6404.19.40	Footwear w/outer soles of rubber, plastic & uppers of textile, nesoi, valued not over \$3/pair, with soles affixed to uppers with adhesives & without foxing	37.50%
6404.19.90	Footwear w/outer soles of rubber or plastic & upper of textile, nesoi valued over \$12/pair	9%

HTS Code	Product Description	MFN Tariff Rate
6404.19.70	Footwear w/outer soles of rubber, plastic & upper of textile, nesoi, valued over \$3 but not over \$6.50/pair, nesoi	90 cents/pr. + 37.5%
6404.19.60	Footwear w/outer soles of rubber, plastic & upper of textile, nesoi, valued over \$3 but not over \$6.50/pair, with soles affixed to upper with adhesives & without foxing	37.50%
6404.19.80	Footwear w/outer soles of rubber, plastic & upper of textile, nesoi, valued over \$6.50 but not over \$12/pair	90 cents/pr. + 20%
6404.19.35	Footwear w/outer soles of rubber, plastic & upper of textile, nesoi, w/open toes /heels or slip-on type, 10% or more by wt. of rubber or plastic	37.50%
6404.19.30	Footwear w/outer soles of rubber, plastic & upper of textile, nesoi, w/open toes/heels or slip-on type, less than 10% rubber/plastics by wt	12.50%
6404.19.25	Footwear w/outer soles of rubber, plastic & upper of veg. fibers, nesoi, w/open toes/heels or slip-on type, less than 10% rubber/plastics by wt.	7.50%
6402.30.30	Footwear w/outer soles of rubber or plastics, nesoi, w/metal toe-cap, w/external surface uppers over 90% rubber or plastics	6%
6404.19.20	Footwear w/outer soles of rubber, plastics & uppers of textile, nesoi, designed as a protection against liquids, chemicals & weather	37.50%
6404.19.15	Footwear w/outer soles of rubber, plastics & uppers of textile, nesoi, w/external surface of uppers over 50% leather	10.50%
6403.91.90	Footwear w/outer soles of rubber/plastics/comp. leather & uppers of leather, coving ankle, not welt, for persons other than men/youths/boys	10%

HTS Code	Product Description	MFN Tariff Rate
6403.99.90	Footwear w/outer soles of rubber/plastics/comp. leather & uppers of leather, not covering ankle, for women/child./infants, valued over \$2.50/pair	10%
6403.99.75	Footwear w/outer soles of rubber/plastics/comp. leather & uppers of leather, not covering ankle, for women/child./infants, valued not over \$2.50/pair	7%
6403.99.20	Footwear w/outer soles of rubber/plastics/comp. leather & uppers of leather, not covering ankle, made on a base wood	8%
6403.99.60	Footwear w/outer soles of rubber/plastics/comp. leather & uppers of leather, not covering ankle, not welt, for men, youths and boys, nesoi	8.50%
6403.99.40	Footwear w/outer soles of rubber/plastics/comp. leather & uppers of leather, not covering ankle, welt, nesoi	5%
6403.91.60	Footwear w/outer soles of rubber/plastics/composition leather & uppers of leather, covering the ankle, not welt, for men, youths and boys	8.50%
6403.91.30	Footwear w/outer soles of rubber/plastics/composition leather & uppers of leather, covering the ankle, welt	5%
6403.40.60	Footwear w/outer soles of rubber/plastics/leather/composition leather & uppers of leather, w/ protective metal toe-cap, not welt	8.50%
6403.40.30	Footwear w/outer soles of rubber/plastics/leather/composition leather & uppers of leather, with protective metal toe-cap, welt	5%
6405.90.90	Footwear, nesoi, w/outer soles and uppers other than of rubber, plastics, leather, composition leather, textile materials	12.50%

HTS Code	Product Description	MFN Tariff Rate
6405.10.00	Footwear, nesoi, w/outer soles of other than rubber, plastics, leather, composition leather & uppers of leather/composition leather, nesoi	10%
6405.20.30	Footwear, nesoi, w/outer soles of other than rubber, plastics, leather, composition leather & uppers of vegetable fibers, nesoi	7.50%
6405.20.90	Footwear, nesoi, w/outer sole other than rubber, plastics, leather, composition leather & upper of textile material other than vegetable fibers or wool felt	12.50%
6406.10.45	Formed upper for footwear, of materials other than leather, composition leather or textile, with over 90% of external surface rubber or plastics not for fw w/foxing	6%
6406.10.05	Formed uppers for footwear, of leather/composition leather, for men, youths and boys	8.50%
6406.10.10	Formed uppers for footwear, of leather/composition leather, for women, misses, children and infants	10%
6406.10.50	Formed uppers for footwear, of materials other than leather, composition leather or textile materials, nesoi	26.20%
6406.10.25	Formed uppers for footwear, of textile materials, nesoi, valued not over \$3/pair	33.60%
6406.10.40	Formed uppers for footwear, of textile materials, nesoi, valued over \$12/pair	7.50%
6406.10.30	Formed uppers for footwear, of textile materials, nesoi, valued over \$3 but not over \$6.50/pair	63 cents/pr. + 26.2%
6406.10.35	Formed uppers for footwear, of textile materials, nesoi, valued over \$6.50 but not over \$12/pair	62 cents/pr. + 13.7%
6406.10.20	Formed uppers for footwear, of textile materials, without 50% of external surface leather	10.50%

HTS Code	Product Description	MFN Tariff Rate
6402.19.05	Golf shoes w/outer soles of rubber or plastics and uppers > 90% of external surface area of rubber or plastics	6%
6403.19.50	Golf shoes, w/outer soles rubber, plastics, leather, composition leather & upper of leather, for persons other than men, youths, boys	10%
6403.19.30	Golf shoes, w/outer soles rubber/plastics/leather/composition leather & uppers of leather, not welt, for men/youths/boys	8.50%
6403.19.10	Golf shoes, w/outer soles rubber/plastics/leather/composition leather & uppers of leather, welt, for men/youths /boys	5%
6402.99.14	Sandals w/outer soles & uppers of rubber or plastics, not covering ankle, produced in one piece by molding	3%
6404.11.40	Sports & athletic footwear w/outer soles of rubber/plastics & uppers of textile, valued not over \$3/pair, with soles fixed with adhesives without foxing	37.50%
6404.11.60	Sports & athletic footwear w/outer soles of rubber/plastics & uppers of textile, valued over \$3 but not over \$6.50/pair, with soles fixed with adhesives	37.50%
6404.11.50	Sports & athletic footwear w/outer soles of rubber/plastics & uppers of textile, valued not over \$3/pair, nesoi	48%
6404.11.90	Sports & athletic footwear w/outer soles of rubber/plastics & uppers of textile, valued over \$12/pair	20%
6404.11.70	Sports & athletic footwear w/outer soles of rubber/plastics & uppers of textile, valued over \$3 but not over \$6.50/pair, nesoi	90 cents/pr. + 37.5%
6404.11.80	Sports & athletic footwear w/outer soles of rubber/plastics & uppers of textile, valued over \$6.50 but not over \$12/pair	90 cents/pr. + 20%

HTS Code	Product Description	MFN Tariff Rate
6404.11.20	Sports & athletic footwear w/outer soles of rubber/plastics & uppers of textile, with external surface of uppers over 50% leather	10.50%
6402.19.15	Sports footwear (other than ski footwear & golf shoes), w/outer soles of rubber or plastics & uppers >90% external surface area rubber or plastic	5.10%
6402.19.90	Sports footwear w/outer soles and uppers of rubber or plastics, nesoi, valued over \$12 /pair	9%
6402.19.50	Sports footwear w/outer soles and uppers of rubber or plastics, nesoi, valued over \$3 but not over \$6.50/pair	76 cents/pr. + 32%
6402.19.70	Sports footwear w/outer soles and uppers of rubber or plastics, nesoi, valued over \$6.50 but not over \$12/pair	76 cents/pr. + 17%
6403.19.40	Sports footwear, nesoi, w/outer soles rubber, plastics, leather, composition leather & uppers of leather, not w elt, for men/youths/ boys	4.30%
6403.59.15	Turn or turned footwear w/outer soles and uppers of leather, not covering the ankle	2.50%
6401.99.90	Waterproof footwear, not mechanically assembled, w/outer soles and uppers of rubber or plastics, nesoi, not cover ankle	37.50%
6401.92.90	Waterproof footwear, not mechanically assembled., w/outer soles and upper of rubber or plastics, nesoi, covering ankle but not knee	37.50%
6401.92.60	Waterproof footwear, not mechanically assembled., with over 90% of external surface area of soles & uppers PVC, covering ankle but not knee	4.60%
6401.91.00	Waterproof footwear, not mechanically assembled, w/outer soles & uppers of rubber or plastics, covering the knee	37.50%

HTS Code	Product Description	MFN Tariff Rate
6401.10.00	Waterproof footwear, not mechanically assembled, w/outer soles & uppers of rubber or plastics, with metal toecap	37.50%
6401.99.60	Waterproof protection footwear, not mechanically assembled, with outer soles and uppers of rubber or plastics, not covering ankle, with closures	37.50%
6401.99.30	Waterproof protection footwear, not mechanically assembled, with outer soles and uppers of rubber or plastics, not covering ankle, without closures	25%
4107.90.30	Leather of animals, nesi, without hair on, not including chamois, patent, patent laminated or metallized, not fancy	3.30%
4107.10.30	Leather of swine, without hair on, not including chamois, patent, patent laminated or metallized leather, nesi	4.20%
4109.00.40	Patent laminated leather or metallized leather, of calf or kip	3.60%
4109.00.30	Patent leather	2.30%
4105.20.30	Sheep or lamb skin leather, without wool on, excluding leather of heading 4108 or 4109, parchment-dressed or prepared after tanning, not fancy	2%
4105.12.00	Sheep or lamb skin leather, without wool on, not including chamois, patent, patent laminated or metallized leather, pre-tanned other than vegetable	2%
4105.19.20	Sheep or lamb skin leather, without wool on, not including chamois, patent, patent laminated or metallized leather, re-tanned, nesi	2%
4105.19.10	Wet blues of sheep or lamb skin leather, without wool on, not including chamois, patent, patent laminated or metallized leather, re-tanned	2%

HTS Code	Product Description	MFN Tariff Rate
4107.10.20	Wet blues of swine leather, without hair on, not including chamois, patent, patent laminated or metallized leather	4.20%
4104.10.80	Whole bovine skin leather, without hair on, fancy, not over 2.6 sq m not including chamois, patent, patent laminated or metallized leather	3.60%
4104.10.60	Whole bovine skin leather, without hair on, not fancy, not over 2.6 sq m not including chamois, patent, patent laminated or metallized leather	2.40%
4202.32.85	Articles of a kind normally carried in the pocket or handbag, with outer surface 85 % or more silk or silk waste	8%
4202.31.60	Articles of a kind normally carried in the pocket or handbag, with outer surface of leather, composition or patent leather, nesi	8%
4203.10.40	Articles of apparel, of leather or of composition leather, nesi	6%
4202.39.50	Articles of kind usu. carried in pocket or handbag (o/t lea., sheetng. of plastic, textile mat., vul. fib. or paperboard.), pap. cov., of mat. nesi	7.80%
4202.99.50	Cases, bags & sim. cont., nesi, of mat. (o/t lea., plas. shtng., tex. mat., vul. fib. or paperboard.), paper covering., except of wood or plastic	7.80%
4202.91.00	Cases, bags and containers nesi, with outer surface of leather, of composition leather or patent leather	4.50%
4202.99.90	Cases, bags and similar containers, nesi, with outer surface of vulcanized fiber or of paperboard	20%
4203.29.18	Gloves not wholly of horsehide or cowhide leather not specially designed for use in sports, nesi	14%

HTS Code	Product Description	MFN Tariff Rate
4203.29.15	Gloves not wholly of horsehide or cowhide leather not specially designed for use in sports, with fourchettes or sidewalls	14%
4203.29.50	Gloves, mittens and mitts of leather or composition leather, nesi, lined, for persons other than men	12.60%
4203.29.40	Gloves, mittens and mitts of leather or composition leather, nesi, not lined, for persons other than men	12.60%
4203.29.20	Gloves, mittens and mitts of leather or composition leather, nesi, not seamed	12.60%
4203.29.08	Gloves, wholly of horsehide or cowhide (except calfskin) leather, not specially designed for use in sports, nesi	14%
4203.29.05	Gloves, wholly of horsehide or cowhide leather not specially designed for use in sports, with fourchettes or sidewalls	12.60%
4202.29.50	Handbags with or without shld. strap or without handle of mat. (o/t leather, shtng. of plas., tex. mat., vul. fib. or paperbd.), paper covering of mat. nesi	7.80%
4202.22.70	Handbags with or without shoulder strap or without handle, with outer surface containing 85% or more of silk, not braided	7%
4202.29.90	Handbags with or without shoulder straps or without handle, with outer surface of vulcanized fiber or of paperboard, not covered with paper	20%
4202.21.60	Handbags, with or without shoulder strap or without handle, with outer surface of leather, composition or patent leather, nesi, not over \$20 each	10%
4202.21.90	Handbags, with or without shoulder strap or without handle, with outer surface of leather, composition or patent leather, nesi, over \$20 each	9%

HTS Code	Product Description	MFN Tariff Rate
4202.21.30	Handbags, with or without shoulder strap or without handle, with outer surface of reptile leather	5.30%
4202.22.15	Handbags, with or without shoulder straps or without handle, with outer surface of sheeting of plastics	17.60%
4203.29.30	Men's gloves, mittens and mitts of leather or composition leather, nesi, seamed	14%
4202.92.45	Travel, sports and similar bags with outer surface of plastic sheeting	20%
4202.11.00	Trunks, suitcases, vanity & all other cases, occupational luggage & like containers, surface of leather, composition or patent leather	8%
4202.12.20	Trunks, suitcases, vanity and attache cases, occupational luggage and similar containers, with outer surface of plastics	20%
4202.19.00	Trunks, suitcases, vanity cases, attache cases, occupational luggage & like containers surface of vulcanized fiber or paperboard nesi	20%

Appendix C: AGOA Exports of Leather, Leather Goods and Footwear from Southern Africa (In Thousands of \$US)

HTS Code	Product Description	2001	2002	2003 YTD (Jan-April)
41039020	Raw hides and skins of animals nesoi (other than those excluded by note 1(b) or 1(c) to chapter 41), pre-tanned but not further prepared	0	1	0
41069200	Hides and skins of animals nesoi, without hair on, tanned but not further prepared, in the dry state (crust)	0	21	1
41079030	Leather of animals, nesi, without hair on, not including chamois, patent, patent laminated or metallized, not fancy	370	0	0

HTS Code	Product Description	2001	2002	2003 YTD (Jan-April)
41139030	Leather of animals nesoi, without hair on, not fancy, further prepared after tanning or crusting, other than leather of heading 4114	0	1532	413
42021100	Trunks, suitcases, vanity & all other cases, occupational luggage & like containers, surface of leather, composition or patent leather	3	38	18
42021220	Trunks, suitcases, vanity and attache cases, occupational luggage and similar containers, with outer surface of plastics	0	3	0
42021900	Trunks, suitcases, vanity cases, attache cases, occupational luggage & like containers surface of vulcanized fiber or paperboard nesi	1	0	0
42022130	Handbags, with or without shoulder strap or without handle, with outer surface of reptile leather	122	431	184
42022190	Handbags, with or without shoulder strap or without handle, with outer surface of leather, composition or patent leather, nesi, over \$20 each	98	219	97
42022215	Handbags, with or without shoulder straps or without handle, with outer surface of sheeting of plastics	0	1	9
42022950	Handbags with or without shoulder strap or without handle of material (other than leather, plastic sheeting, textile material, vulcanized fiber or paperboard), paper covering of material, nesi	0	1	0
42022990	Handbags with or without shoulder straps or without handle, with outer surface of vulcanized fiber or of paperboard, not covered with paper	1	1	1

HTS Code	Product Description	2001	2002	2003 YTD (Jan-April)
42023160	Articles of a kind normally carried in the pocket or handbag, with outer surface of leather, composition or patent leather, nesi	54	79	26
42029100	Cases, bags and containers nesi, with outer surface of leather, of composition leather or patent leather	3	14	6
42029245	Travel, sports and similar bags with outer surface of plastic sheeting	0	0	21
42029990	Cases, bags and similar containers, nesi, with outer surface of vulcanized fiber or of paperboard	3	15	0
42031040	Articles of apparel, of leather or of composition leather, nesi	85	356	228
64029930	Footwear w/outer soles and uppers of rubber or plastics, nesoi, not covering ankle, w/open toes or heels or of the slip-on type	0	8	0
64035190	Footwear w/outer soles and uppers of leather, nesoi, covering the ankle, not welt, for persons other than men, youths and boys	0	0	2
64035960	Footwear w/outer soles and uppers of leather, not covering ankle, not welt, for men, youths and boys	0	35	12
64035990	Footwear w/outer soles and uppers of leather, not covering ankle, not welt, for persons other than men, youths and boys	22	9	6
64039130	Footwear w/outer soles of rubber, plastics, or composition leather and uppers of leather, covering the ankle, welt	0	2	0
64039190	Footwear w/outer soles of rubber, plastics, or composition leather and uppers of leather, covering ankle, not welt, for persons other than men, youths or boys	0	11	16

HTS Code	Product Description	2001	2002	2003 YTD (Jan-April)
64039960	Footwear w/outer soles of rubber, plastics or composition leather and uppers of leather, not covering ankle, not welt, for men, youths and boys, nesoi	10	3	0
64039990	Footwear w/outer soles of rubber, plastics, composition leather and uppers of leather, not covering ankle, for women, children, or infants, valued over \$2.50/pair	121	179	230
64041935	Footwear w/outer soles of rubber or plastic and uppers of textile, nesoi, with open toes or heels or slip-on type, 10% or more by weight of rubber or plastic	14	40	28
64041950	Footwear w/outer soles of rubber or plastic and uppers of textile, nesoi, valued at not over \$3/pair, nesoi	0	1	9
64041980	Footwear w/outer soles of rubber or plastic and uppers of textile, nesoi, valued over \$6.50 but not over \$12 per pair	0	1	0
64041990	Footwear w/outer soles of rubber or plastic and uppers of textile, nesoi, valued over \$12/pair	3	0	0
64052090	Footwear, nesoi, w/outer sole other than rubber, plastics, leather, or composition leather and upper of textile material other than vegetable fibers or wool felt	0	3	2

	2001	2002	2003 YTD (Jan-April)
Total US Exports	\$910,000	\$3,004,000	\$1,309,000