

CUTTINGEDGE

THE No.1 TRADE MAGAZINE FOR TODAY'S SHOE REPAIRER

WINTER 2020

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at the end of
the tunnel...*

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Joh. Rendenbach jr.

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Welcome to the Winter issue of Cutting Edge.

What a year it's been. This time last year none of us could have imagined how 2020 would turn out. I just hope that you have all got through it OK so far, you have managed to keep your businesses going and that you and those close to you have stayed healthy.

Apart from the health issues caused by the pandemic, every high street has been affected. During the last few months some big names have already disappeared, and as I write this the news is all about the collapse of Arcadia and Debenhams with potential job losses reaching 25,000. So if you are still trading, congratulations! You have managed to get through what is probably the worst of it and there is light at the end of the tunnel with the roll out of the Covid-19 vaccine programme, and according to Health Secretary Matt Hancock this will signal that life can go back to "normal" by Easter, without the need for another national lockdown.

GETTING BACK TO NORMAL?

In late November he told a joint session of the Health and Social Care Committee and the Science and Technology Committee: "After Easter... there will be a shift to an emphasis on personal responsibility rather than social distancing once the vaccines have reached the most vulnerable people." Let's hope that his words do come true.

Talking of words, so many new ones have become part of our everyday conversations. I don't know about you but a year ago I hadn't even heard of 'furlough' and 'social distancing', but 'whatevs', 'chillax' we're going to get through this 'omnishambles'... 'simples'! ... just some of the words that have been added to the Oxford English Dictionary this year.

So, make a note on your 2021 year planner that you will have found with your copy of Cutting Edge – Tuesday April 6th, the day after Easter Monday... "Life is back to normal" (!?)

Until then we are doing our best to keep things as much as normal as possible with the magazine and so also inside this issue you will still find the latest product news, good news – in an interview with a repairer who is making a success of his business despite the pandemic and the story of a company that might be new to many of you but whose owner

has been supplying the shoe repair trade for over 60 years.

AFTER BREXIT

When this magazine is distributed to you the UK will be just days away from finally leaving the EU. Yes... remember Brexit ?? Whether or not Boris and Co manage to get a good trade deal things are going to be different. However, it is very reassuring to be told by the European manufacturers who have been loyal to Cutting Edge magazine throughout my involvement with it that they are still as keen as ever to supply their products to the UK shoe repair trade.

One company that has been very much involved with both the magazine and the CE organisation and its exhibitions over the years is JR Rendenbach, whose quality soles and leather I'm sure you are all familiar with. You might also know the name Stefanie Kamminga, who is the more attractive face of JR (sorry Hanns!), especially if you have taken part in 'JR Shoe Repairer of the Year' competitions in recent years. With Europe in mind we decided it would be a good time to find out a bit more about Stefanie and so we are pleased to say that she agreed to step into the 'Spotlight' for us. You can find her answers on page 21.

I hope you have as good a Christmas and New Year as possible – within the latest government guidelines of course! I don't know about you, but I for one will be sure to be ready at midnight on New Year's Eve, not to welcome in 2021 but to make sure that 2020 goes away!

Here's to a more prosperous and healthier 2021. See you next Spring... I hope!
Best wishes

Tony Driver
Editor

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CUTTINGEDGE

incorporating The Shoe Repairer.
4500 copies distributed FREE throughout the Shoe Repair trade to a regularly updated subscribers' list.

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**SPRING
2021
AD & EDITORIAL
DEADLINE
FEBRUARY
1st 2021**

THOUGHTS FROM THE CHAIR

My hope is that the country adopts the new vaccines to instil some confidence in the future and help to restore some normality as soon as possible. We all have our own views on Coronavirus and the response to it but having seen it firsthand I believe that we really must do all we can to eliminate it.

Back to business, the second lockdown has been peculiar to say the least and we are into County based Tier levels now. This is not ideal because it means that relatively safe towns can be punished, but any Tier scheme is going to be difficult to implement.

Talking to you it seems that with the main compensation being local government grants, each council has interpreted the "must close" rules on shoe repairers differently. Some of you closed to be told you weren't eligible for help as you can remain open yet some have been compensated for closing. The only other help seems to be the furlough scheme but that is only for employees and not for the self employed who rely on the second grant for help.

I have seen a few repairers decide that although they haven't planned to retire their hand has been forced and closed up for good. This means there are skills being lost forever which is


a great shame for our industry. I hope whatever you are going through with your shops you can cope and your health remains good.

Cutting Edge is not immune to the downturn either. We are seeing many changes forced upon us and we have some challenges ahead to set out a new future for our organisation. We are going to tackle them in the New Year when some dust has settled and some stability can be seen although I have a feeling this may take a good few months yet.

Suppliers are finding it hard to support CE which is understandable, we are finding it hard to give time freely to the running of CE therefore we have engaged the services of an admin company to look after our affairs day to day. This means contact will be easier and will become a 2 way thing so you may receive a call to check in on you... Don't be afraid they won't bite!

Lastly it is that time of year to wish you all a Happy Christmas & New Year if it's something you celebrate but if not then enjoy the holiday as much as you can and let's all hope that the New Year brings us all some fresh hope for the future.

Peter



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It's difficult to find words for this year!

Starting with a reasonable first quarter it's all been downhill from there with the whole country - in fact, the whole world - being put into utter turmoil that is lasting through to today. Although there are some glimmers of hope on the horizon it is still hard to see the way ahead as I am writing this.

You may know of my volunteer interests with St John Ambulance which also give me some insight to what is happening. As of today St John is gearing up to help the NHS deliver the vaccine programme in massive quantities. This is no mean feat as it includes a law change (injecting people is regulated but for a programme this huge there aren't enough authorised personnel) and the immediate training of 30,000 volunteers to help.



GOODBYE MISS BOSSY BOOTS

Those of you who have been reading Cutting Edge for a few years will probably remember the long-running 'Miss Bossy Boots' feature with unique advice to readers on a variety of often 'personal problems'.

It's been a couple of years now since MissBB took a break from writing her column but she's always been there in the background regularly giving me encouragement, supplying contacts and ideas for editorial and the odd bit of advice (no...not that odd!) for the whole time I have been editor of Cutting Edge magazine.

So I was sad to get a phone call from her recently to say that she had decided it was time for her to put away her stiletto boots and take a well deserved rest from Cutting Edge and the shoe repair trade.

Thank you Miss Bossy Boots for everything you've contributed to the Cutting Edge organisation, and especially to the magazine and me.

I, and all your friends on the Cutting Edge committee, past & present, will miss you very much!

Tommy

Merry Christmas Miss BB and a happy and healthy New Year!



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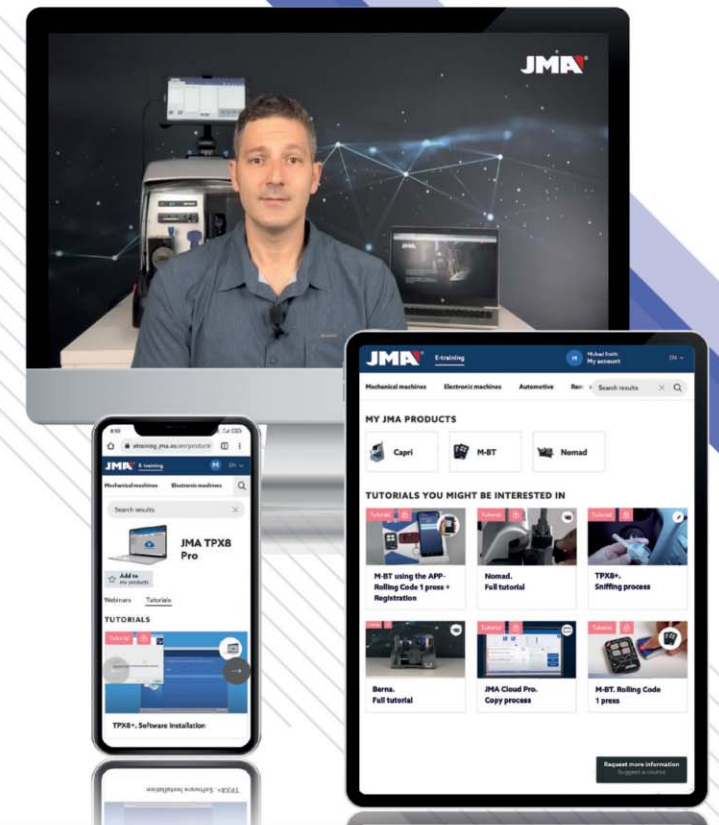
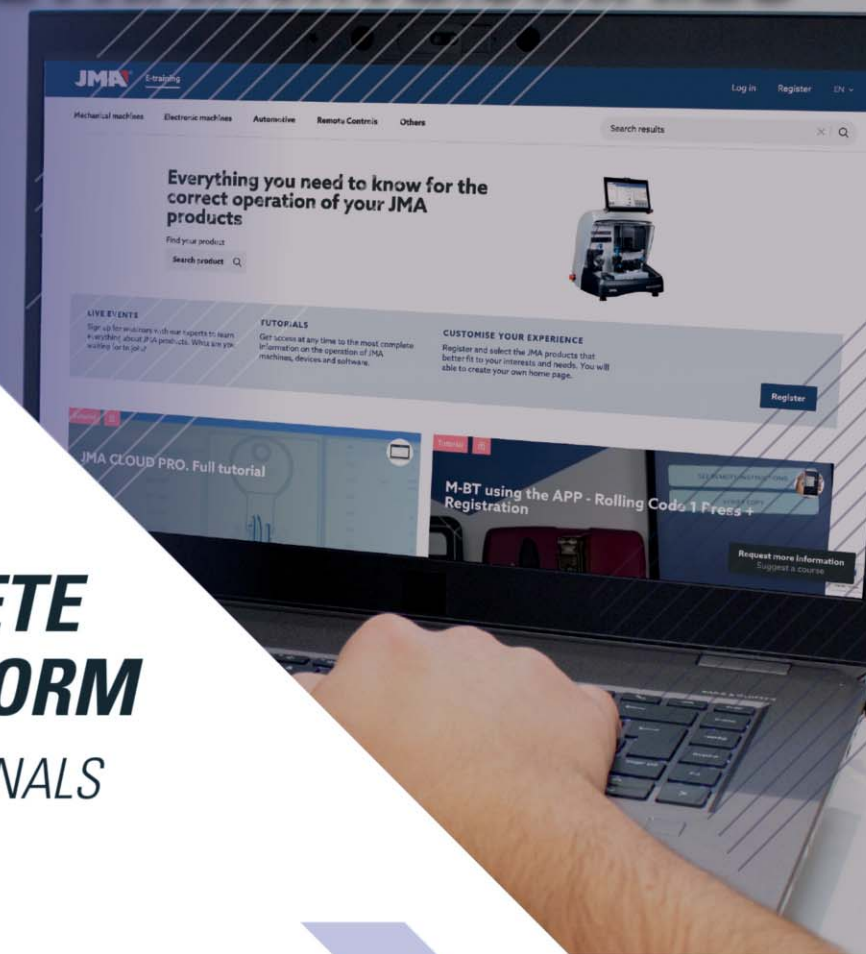
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Reader's Story

CHAD STEPS UP NORTH TO DO HIS OWN THING

Chad Edwards is an Essex born repairer who has set himself a few challenges in recent years – with varying success!

Firstly, despite his father being a successful cobbler with shops in Essex and London where as a boy Chad spent a lot of time to be with his dad with the bonus of some extra pocket money, he completed an Art History and Photography because he didn't see himself following in the family business.

His dad encouraged him to do his own thing, and it turned out to be... you guessed it ...shoe repairing!

"I soon realised I'd be very lucky to make a living with art history so in the end, after trying my hand at a few different jobs, it turned out that the best way I could find to express my 'artistic' side was to turn my skill and creativity to seemingly beyond repair footwear and leather goods and give them a completely new lease of life!" explained Chad when we spoke to him at his workshop in Scarborough.

Chad never saw himself moving north of London either "The thought of going any higher up the country than Watford Gap gave me a nose bleed!" ... so how did he come to be in Scarborough?

Simple really. He met a girl from there when she was living in Essex

but she couldn't settle "dam sarf" so Chad agreed to move "t'North" to her home town. A few years on, he says he loves it there and we were pleased to hear that his move into shoe repair in Scarborough has worked out pretty well for him so far.

When he first settled there with his little family he needed a job, any job. He approached a cobbler in the town centre but they had nothing for him as they told him they were planning on retiring and winding down the business. So after about 18 months working for MacDonalds Chad realised if he could stick at that job he could put up with just about anything... but what would that be?

To help decide he went back down to see his father and found himself



spending a week with him in his shop. He couldn't get used to doing the quick turn round jobs his dad was doing and when out of the blue Timpsons contacted him with the idea of him managing their Scarborough and Bridlington branches that was Chad's 'lightbulb' moment. He should take the plunge and go it alone as a shoe repairer and try to build a reputation for himself by concentrating on the more challenging jobs.

Luckily, things started to fall into place. The local guys had now retired. There was an empty retail/workshop unit available in Scarborough Market Hall for a bargain weekly rent of £65 and Chad found out that he was eligible for a new enterprise allowance from Scarborough council for six months. The benefit available was ...£65 a week. A no-brainer!

Now, just over 2 years later Chad is looking forward to an imminent move into bigger premises right next door to his existing premises. The location just outside the town centre suits him well. His little business has come through the covid lockdowns reasonably unscathed thanks to government grants and in fact it has now become a 'destination shop' for a growing number of loyal customers keen for him to restore everything from wrecked cowboy boots to a double barrel shotgun case over 170 years old. He also brings his work up to date by adding funky soles to brogues and reviving tired Louboutins. His only publicity is done on Facebook or word of mouth by satisfied customers and he's found he's luckily got more than enough work.



His ultimate test recently was one much closer to his heart. His father, now retired, visited Chad when covid restrictions were eased during last summer and brought with him a pair of his own boots with the idea of fixing them himself in a nice role reversal at Chad's workshop.

However, Chad couldn't resist and took on the project himself. "I insisted he let me strip them back for a complete welt down rebuild. Nobody wears their shoes out worse than a cobbler, even a retired one!" Apparently Mr Edwards senior was quite impressed!



So it is great to know that Chad is apparently quite looking forward to what the future might bring him in the way of more challenges.

However, his toughest one at the moment is apparently trying to convince his little son that he isn't actually a Yorkshireman – and no, he can't play cricket for them. He was born in Basildon, despite his accent!!

Good luck Chad! ... And good luck to all you dedicated repairers out there. 2020 could not have been a tougher year to be in business. We would love to hear about your successes, big or small, so that we might share them with the rest of our readers in a future issue of your magazine, Cutting Edge.



His dad's boots needed a complete rebuild!



LOOKING FORWARD WITH SVIG

What a year this has been! It has been very difficult for most of us but through it all here at SVIG we have kept working to develop products to help our customers.

So now that 2020 is ending let's look forward to better times next Spring...

Recently we've been quite focused on foam rubber sheets, with the aim of widening our range and improving their quality to be even more competitive! Performance light materials definitely are our future!

Our ITACA – available in sheets (art. ZE662GH, shown in the picture) is just one of these light and innovative materials ideal for both orthopaedic work and shoe repair, made with the wonderful "Ghiblis" foam rubber compound. It is simply one of our best products – safe, comfortable and best of all, anti-slip.

But that's not all we've been doing. We can now offer you WEDGE STRIPS art. SP650D20 in black, dark brown, white and cork art. ZE652D20 and WEDGE PIECES art. CU650D20 in black, dark brown, white and cork art. CU652D20

Both of them are made from our "D20" EVA and CORK sheets meaning from the lightest and at the same time stiffest type of CORK-EVA sheets we produce.

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We have recently introduced these pieces cut out of the sheets to offer quick and practical solutions to the repair trade too.

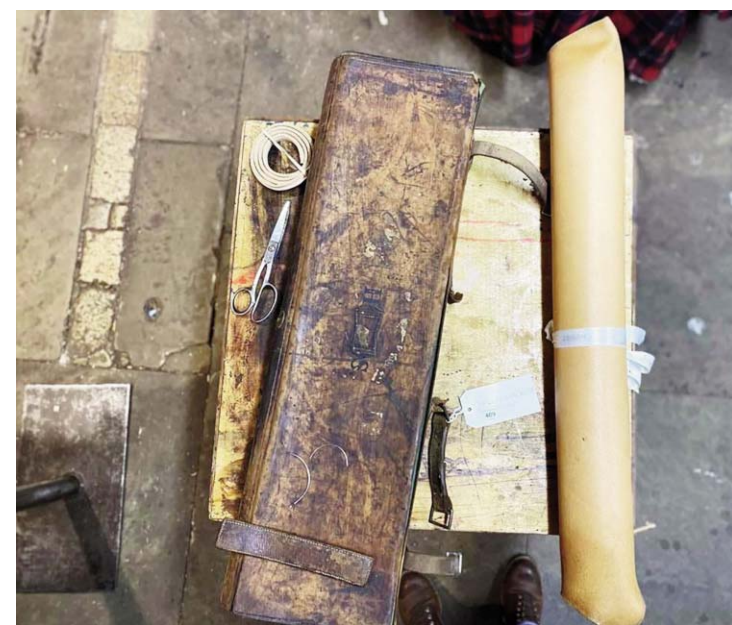
Choose from full wedge strips SP650-652 with a length of 1.200 mm or cut pieces CU650-652 with a length of 100 mm, both in 3 different standard heights, 10-15-20 mm.

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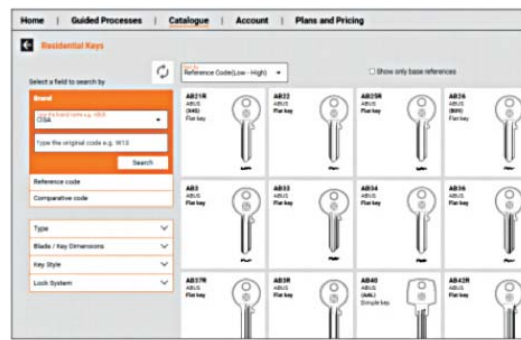
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Silca will be continually updating the app with new keys as they become available, so this is a great way to stay ahead of the key cutting requirement in your area.



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SEASONS (& EU MEMBERSHIP) MAY CHANGE but some things don't



As this pretty weird year is going into its final stretch, we are all hoping that 2021 will turn out a bit less unpredictable, and maybe a bit more "back to normal". But, as you are very well aware, there is most likely going to be another little bump between this year and the next, namely the end of the Brexit transition period on December 31st. If we assume that there will be no agreement beyond what exists now, we are looking at two areas that are particularly relevant to our products and their continued availability on the UK market:

UK-REACH: Hazardous substances are registered under EU-REACH, and that applied to the UK so far as well. There are ways to ensure the continued availability of such substances under UK law from 2021 onwards, and for this, we have to rely on our own raw material suppliers - only "substances" can be registered, not mixtures or finished products like our adhesives. We are in contact with our suppliers, and we are sure that if they have not completed this process yet, they will do so until the end of the year. So, you can be sure that all Renia products will continue to be available in the UK after January 1st, 2021 as well. We will make sure that all Renia products conform to UK and EU regulations going forward, even if the two systems drift apart, so that you can rely on the long-term availability of our products.

Customs: If present developments continue, WTO rules will apply to trade between the EU and the UK starting on January 1st. Renia is equipped to handle this, since we also sell to many other countries outside the EU. UK wholesalers will then act as importers - which most of them already do, if they sell anything that originates outside of the EU at this time. Therefore, it is not a new process for them in general, it just applies to additional products. There are two main impacts this may have for you as an end-user of Renia adhesives: The first is customs duty, since the standard WTO duty for adhesive products and

solvents is 6.5%. Unfortunately, this would apply to our products as well, and it might be passed on to the end user, i.e. you. The second issue is delivery time: It might take a while until the new systems to process goods at the border is up to speed, so deliveries might be delayed a bit until that is the case. So just as your wholesaler might decide to stock up in a bit in preparation for that, it could be a good idea for a repair shop to do the same as well, just in case.

In other words, we are doing our best to make sure that as much as possible stays the same for you - and so are our distribution partners. The UK is a very important market for us, and with your continued support, we plan to keep it that way for many years to come!



SOMETHING ELSE TO KEEP IN MIND

Speaking of things that change: Predictions are difficult when they concern the future (I think Mark Twain said something along those lines once), but here is another issue to keep in mind when ordering adhesive in the next few months.

If we get a halfway decent winter this time around, and especially if goods spend more time in transit or sitting around waiting for customs clearance, you might receive a frozen can of adhesive at some point. Not to worry, though - you might remember several articles in the magazine that dealt with that problem, usually in the winter issue (makes sense, doesn't it?). If you don't have them around anymore, here is the gist of it: Renia adhesives thaw without any problems at all and regain their former properties once they are liquid again (with the exception of the water-based Aquilim products). A bit of

shaking helps, as does taking the cans out of the box and separating them (if you bought more than one). All Renia adhesives have an optimum working temperature range of 15-25°C - any lower, and the open time of the adhesive will get shorter, until it starts turning to a custard-like substance at roughly 6-8°C and freezes eventually. Not to worry, this is completely reversible - and you can enjoy the same great quality that you are used to once the adhesive has reached a temperature it is comfortable with!

Dr. Rainer Buchholz, Renia GmbH, Cologne




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Self-Employment Income Support Scheme

IF YOU'RE SELF-EMPLOYED OR A MEMBER OF A PARTNERSHIP and have been impacted by COVID-19 you can use this scheme to claim a grant.

THE SCHEME HAS BEEN EXTENDED, but if you were not eligible for the first and second grant based on the information in your Self Assessment tax returns, you will not be eligible for the third.

If you are eligible, HMRC expects you to make an honest assessment about whether you reasonably believe your business will have a significant reduction in profits.

TO MAKE A CLAIM FOR THE THIRD GRANT your business must have had a new or continuing impact from coronavirus between 1 November 2020 and 29 January 2021, which you reasonably believe will have a significant reduction in your profits.

The third taxable grant is worth 80% of your average monthly trading profits, paid out in a single instalment covering 3 months' worth of profits, and capped at £7,500 in total.

The online service to claim the third grant is open now. If you're eligible, **YOU MUST MAKE YOUR CLAIM FOR THE THIRD GRANT ON OR BEFORE 29 JANUARY 2021.**

The grant does not need to be repaid if you're eligible, but will be subject to Income Tax and self-employed National Insurance and must be reported on your 2020 to 2021 Self Assessment tax return and you must keep evidence to support your claim.

Grants under the Self-Employment Income Support Scheme are not counted as 'access to public funds', and you can claim the grant on all categories of work visa.

Go online to www.gov.uk/coronavirus/business-support and follow the links to find out full details of who can claim, and to check that your business has been affected by coronavirus.

Who can claim

To be eligible for the third grant you must be a self-employed individual or a member of a partnership. You cannot claim the grant if you trade through a limited company or a trust.

You must have traded in both tax years:

2018 to 2019 and submitted your Self Assessment tax return on or before 23 April 2020 for that year 2019 to 2020

You must either:

- be currently trading but are impacted by reduced demand due to coronavirus
- have been trading but are temporarily unable to do so due to coronavirus

You must also declare that:

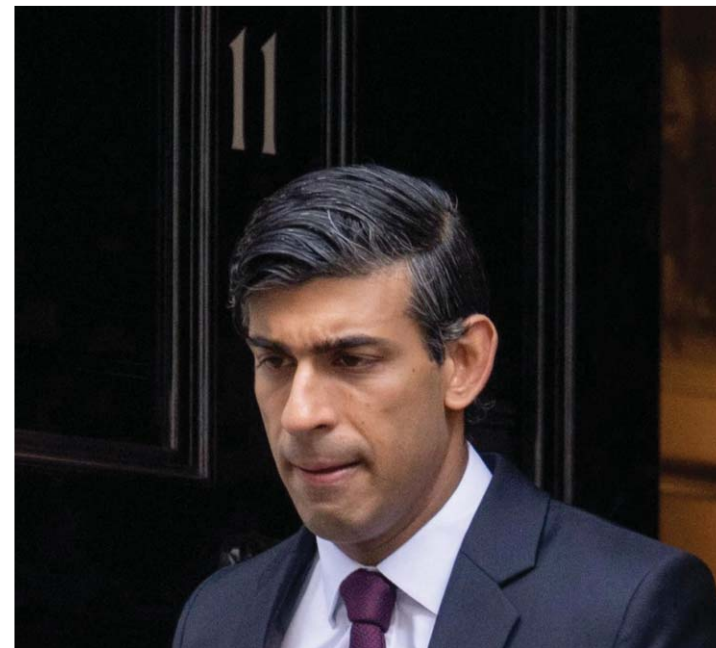
- you intend to continue to trade
- you reasonably believe there will be a significant reduction in your trading profits

Reasonable belief

In order to claim, you must reasonably believe that you will suffer a significant reduction in trading profits due to reduced business activity, capacity or demand or inability to trade due to coronavirus during the period 1 November to 29 January 2021. You must keep evidence that shows how your business has been impacted by coronavirus resulting in less business activity than otherwise expected.

Significant reduction

Before you make a claim, you must



decide if the impact on your business will cause a significant reduction in your trading profits for the tax year you report them in.

HMRC cannot make this decision for you because your individual and wider business circumstances will need to be considered when deciding whether the reduction is significant.

How HMRC works out your eligibility based on your tax returns

To work out your eligibility HMRC will first look at your 2018 to 2019 Self Assessment tax return. Your trading profits must be no more than £50,000 and at least equal to your non-trading income.

If you're not eligible based on the 2018 to 2019 Self Assessment tax return, they will then look at the tax years 2016 to 2017, 2017 to 2018, and 2018 to 2019.

How different circumstances affect the scheme

There are some circumstances that can affect your eligibility such as if:

- your return is late, amended or under enquiry
- you're a member of a partnership
- you had a new child
- you have loans covered by the loan charge
- you claim averaging relief
- you're a military reservist
- you're non-resident or chose the remittance basis
- state aid

How to claim

The online service for the third grant is available now. You must make your claim on or before 29 January 2021. Go to www.gov.uk/coronavirus/business-support to start the process.

There will be a fourth grant covering February 2021 to April 2021. HMRC will set out further details, including the level of the fourth grant in due course.

Good luck everyone!

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/ 1 US-GAL / 8 KG

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/ OPEN TIME 10-120 MIN.
/ 0.85 KG (1/4 US-GAL) WITH BRUSH
/ 1 US-GAL / 4 KG / 10 KG

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/ FOR ALL O&P MATERIALS, EVEN COMPACT PE/PP!
/ OPEN TIME 10-60 MIN.
/ 0.85 KG (1/4 US-GAL) / 1 US-GAL / 4 KG / 10 KG / 5 US-GAL

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THE END OF AN ERA

Punch & Dylon stop production of shoe care products



For the shoe repair and shoe retail trade the announcement in November from brand owners Henkel Ltd that they were discontinuing the Punch and Dylon shoe care brands is right up there with the disappearance of Debenhams and Top Shop from the high street.

For decades Punch's Lady Esquire and Dylon Shoe Colour fought it out for supremacy on the shoe repairers' shelves and now in one move both have been taken out of the market. Punch Protector was always the top selling aerosol but now it has gone the same way as other famous brands such as Meltonian dumpy jars, Patons laces and Carr Day and Martin shoe polish.

Why have these brands gone? The main reason would be that the huge chemical giant Henkel Ltd that owns them wasn't interested in the

shoe market. They are much more interested in the fabric care market and for that reason they bought the Dylon/Punch brands for the fabric dyes and the Colour Catcher product. The shoe care has now fallen by the wayside.

Fortunately the team at Charles Birch have seen this coming for a while and so have been busy developing their own unique family of shoe care brands namely: BAMA, TRG, Angelus and Birch. This is in addition to the brands they share with other suppliers such as Dasco, Woly and Shoestring and the more specialist brands such as Nanex, SmellWell, Orthosole and Easy Lace complete the range.

BAMA has long been established as one of the world's leading manufacturers of insoles, but now their comprehensive range of shoe care is also universally well received. All their products are made to the highest of standards using a combination of ingredients that not only perform well

but, most importantly, are sustainable and kind to the environment.

The BAMA brand was bought by Serafin in 2018 and with the appointment of new CEO Stefan Rassau they are set to transform the BAMA shoe care range in 2021. They are planning a range of exciting new concepts, products and packaging which will appeal readily to the end user. In the meantime, Charles Birch will be offering great deals across the existing BAMA range.

TRG was established in 2009 by the Tarrago family who had been making dyes since 1940. When the Birch team met Joaquim Tarrago at Wiesbaden in 2009, both Dylon and Punch were reducing their ranges of shoe colours to less than twenty. Charles Birch were keen to embrace the eighty colour shades on offer from TRG in both shoe dyes and shoe creams:

"This highlighted the limitations of the UK offer at the time, the UK shoe repairers wanted more colour choice and the traditional UK brands were

restricting their offer. This enabled European brands like TRG to get a foothold in the UK for the first time" said Charles Birch Managing Director Chris Wilson.

Whilst TRG dyes and creams were successful from the start, the rest of their shoe care range received a huge boost when the packaging was smartly redesigned in 2018. The aerosol range and specialist products like Leather Balm, Mink Oil, De Salter, Delicate Gel and Saddle Soap all experienced a huge jump in sales at this time.

Angelus was introduced because Charles Birch wanted a premium shoe polish that could retail at £4.95 for the premium end of the shoe repair market. This was achieved and Angelus Shoe Polish along with the Angelus Shoe Shine Kits have been a big success. However nothing prepared the directors of Charles Birch for the hidden gem that lay beneath the enquiry.

Angelus Acrylic Paints for "tattooing" shoes or shoe art hadn't arrived in the shoe trade in Europe they were being sold in modest quantities in the art and craft trade. As reported in the last issue of Cutting Edge the meteoric rise of the sale of Angelus paints in the UK and across Europe in 2020 has been phenomenal.

"This is really exciting for the shoe repair trade" said Charles Birch Sales Director, David Barber, "these paints are wanted by the younger generation to customise their shoes with fantastic designs and real art – shoe art and shoe customisation is something that all shoe repairers can get behind".

Angelus have over 100 different shades of acrylic paints including neons, glitterites, metallics, flourescents as well as a special collectors' range. There is no doubt that the brand has developed near cult status in the mad world of trainers and by their own admission the biggest problem Charles Birch have is keeping the Angelus stock on the shelves.

The Birch brand of shoe care has been growing over the years, it started as a filler, filling gaps left by the main brands but this has expanded by popular demand to encompass a whole range of shoe care including: shoe polishes, aerosols, insoles, laces and accessories such as shoe stretchers, trees, lifts, brushes and cloths as well as their popular shoe shine boxes and kits.

Whilst the whole Birch range consists of good quality, well packaged products the prices have always been kept low to enable retailers to be able to compete with the supermarkets and still achieve a generous profit margin.

Though it always sad to see a brand like Punch or Dylon disappear from the UK shoe care market the trade can rest assured that there is still plenty of choice to satisfy every customer and every eventuality.



MIRACLE STILL A CUT ABOVE THE REST AFTER ALMOST 10 YEARS

When Lockdecoders introduced Miracle key machines to the UK market back in 2011 the Miracle A5 was a technical revolution and we sold hundreds of them in the UK.

It was the first dedicated automatic key-cutting machine made for the mobile auto locksmith. Since then, a decade of technical progress has resulted in the Miracle S10, the great all-rounder which comes equipped to cut all auto keys and also edge-cut domestic keys. The S10 was voted the best new key machines in October 2019 by the International Locksmiths Association.

It has a 10" Microsoft Surface Go tablet and a suite of slide-in adapters for various types of keys – laser cut, edge cut, dimple auto or domestic. You can add tubular and engraving!

Miracle key machines are a great hit in the UK as well as in the international markets which we serve. To a very large extent we think our success lies not only in the technical excellence of our machines but also in our guarantee and our free 6 months telephone technical back-up. We are complimented on that just about daily.

We have added to the auto locksmith possibilities with a wide range of tested vehicle remotes with a 100% replacement policy if any fail. Trade counter Click-and-Collect or overnight timed DPD delivery.

We do much more – 3D printing machines and filaments, engraving machines, key programmers and diagnostics – you name it we've got it!

www.lockdecoders.com

Sales@lockdecoders.com

01322 407790



BAGS OF CHARACTER

You may remember when made in England labels were the norm, especially for quality products. Then the wave of mass imports arrived with small manufacturers closing in droves.

Those people making bags, purses and of course shoes were amongst the first wave of factories to close along with the industries that supported them.

Benny Englander was never one to retire nor give up. He redesigned and reengineered not just his range of handbags, sports bags and purses but also the very manufacturing processes that made them.

By making his new ranges and with a can't beat them join them attitude, Benny mixed his home made bags with imported ones and turned his factory into a factory plus cash and carry, serving shops and market traders with competitive and quality designs.

It hasn't been an easy ride, what is? But after several heart bypasses, cancer, divorce and more dreadful personal tragedy than anyone should suffer, Benny's attitude is that there is always another bag to get out there.

When moving premises, Benny merely put a sign at the end of the street pointing in the direction of his new warehouse with simply Benny's here and an arrow.

After 60 years in business Benny knows a thing or two about the handbag business, from using waste material to helping large designers innovate new designs, you can find Benny at his cash and carry or meeting up with customers from decades ago.

Benny has supplied his bags to everyone from shops, market traders to some of the biggest retailers in the world.

Today his business, OJP Products, stocks thousands of items including their own brand 'Tanmark' range of leather goods proudly bearing that 'Made in England' mark, including promotional items such as key ring blanks manufactured in-house for customers to add their own logos, etc.

However, if you are planning on visiting Benny these days you need to look out for a large yellow sign saying 'Bags' with OJP Products, etc more discreetly displayed underneath. Just don't rely on your SatNav which is very likely to take you two junctions and about half a mile away from where you need to be!

A visit to OJP Products is sure to be worth it though. Not only for the chance of a chat with Benny himself, maybe even with a mug of tea and a bagel - but also for the great deals on all those items you maybe weren't even aware you just had to offer your customers!

He is more than happy to pass on his knowledge to others, from using waste material and scraps of leather, to helping large designers innovate new designs.

Before then, check out the OJP Products website (www.ojpproducts.co.uk) to get an idea of the thousands of items they have in stock for immediate dispatch.

For wholesale prices you'll need a password so give Benny or one of his team a call on 0161 832 2854 or send an email to info@ojpproducts.co.uk and they'll let you in on the secret!



IN STOCK

BIRCH AEROSOLS



BIRCH
Established 1963
ALL LEATHER SHINE
Cleans & polishes
Suitable for smooth, grain, patent leather and synthetic footwear and accessories
ALL COLOURS



BIRCH
Established 1963
SUEDE & FABRIC CLEANER
Shampoo
Designed to clean suede, sheepskin, nubuck and fabric footwear and accessories
ALL COLOURS



BIRCH
Established 1963
SUEDE RENOVATOR
Restores colour, includes protector
Perfect for renovating suede and nubuck footwear
BLACK



BIRCH
Established 1963
SHOE STRETCHER
Softens leather
Ideal for softening leather to expand shoes for a more comfortable fit
ALL COLOURS



BIRCH
Established 1963
INSTANT PROTECTOR
Protects from rain and stains
Ideal for use on leather and suede, handbags and clothing surfaces
ALL COLOURS

Quality shoe care aerosols you can depend on.

www.charlesbirch.com





Step forward into 2021 with Cherry Blossom

In these strange, uncertain times we're living in, your customers need additional support now more than ever to help make their footwear last.

These times have affected us in unmeasurable ways, businesses, people's finances, and mental health and we believe that a shine in your customer's step will not only help them but help to boost your businesses, too.

What better way is there to support customers than by providing them with products that they can rely on to make their footwear last. In doing so, you also build customer loyalty and the bonus of add-on sales for your business.

For those key workers that are on their feet all day or for those who are walking a lot more, it's important that their footwear is as comfortable as possible. Our Premium Gel Insole, cushions feet and absorbs shocks, allowing your customer to move around all day reducing the worry of the impact on their joints and spine. It's important to recommend these types of products to your customers, especially at the moment, to help to keep them protected.

Whatever the time of year, introducing shoe care to your customers should be easy, as people look to extend the life of footwear, improve its appearance or look for comfort. However, winter makes these conversations even easier as the harsher weather takes its toll on footwear.

We know during these strange times you may be concerned that customers are not currently focused on caring for their shoes, but, as always, it's about education and so we want to provide you with our top tips for boosting sales. As people have been spending less time in the office and more time out walking and at home, you may have noticed a shift towards more casual footwear, but this doesn't mean they don't need or want to take care of it in the same way.

The trainer and sneaker market becomes more lucrative each year, and when people invest in a 'look' they want it to last. By offering your customer Cherry Blossom, you offer them an investment in their appearance.

Trainer midsoles are a worry for a lot of customers. They get dirty easily and can affect the appearance of trainers and casual footwear. Cherry Blossom Midsole Cleaning Kit is a great product for this. It's simple-to-use and tough on ingrained dirt and will restore midsoles to like-new appearance in no time.

Sometimes the customer will be short on time, if they're on-the-go, or perhaps they simply find shoe care a hassle. However, with Cherry Blossom Trainer Wipes, it's easy to convert these customers and expand your sale. These wipes

not only provide a quick-clean option but they're also versatile as they are dual-sided, with one smooth side to wipe easy stains away and the other side rougher to break down those tougher stains.

All is not lost for the formal shoe though. With a vaccine on its way, and more businesses opening up, those shoes will soon be finding their ways out of wardrobe and back onto your customers' feet. So now is the time to educate your customers and help them prep for a post-Covid world. We believe that parties, events and meetings will soon find their way into our lives again so educate your customers and build add-on sales with easy-to-apply products such as shoe polish, renovators and shoe creams.

Keeping footwear clean and protected is easy with Cherry Blossom. Universal Cleaner is a versatile cleaning solution while Ultra Repel offers superior, year-round rain and stain protection. We recommend that Ultra Repel is applied after cleaning. These products are ideal for all footwear from casual to formal so make sure to keep these stocked up and offer to every customer to build those additional sales.

Now, more than ever, people are also realising they have a part to play in protecting the future of our planet. With the positive impact that Coronavirus has actually had on our environment, people are even more conscious. Reducing fast fashion has become a priority and shoe repair and care is one of the easiest ways to help us achieve that goal. The average consumer may not, however, recognise the positive impact they can have by doing the simplest of things. Helping them to understand that by having shoes repaired and then taking care of them with shoe care means they'll stay in use for longer and by keeping footwear for just 9 months longer, they can reduce their carbon footprint by 20-30%.

Here at Cherry Blossom, we know that 2020 has been a tough year, the impact on the world is one we could never have anticipated. We're always here to support you in any way that we can, with products and advice on how to build those add-on sales and ensure customer loyalty. We really hope that we can all move forward to a new year with a brighter outlook for the entire industry but for now maximise those add-on sales and keep a shine in your customers' steps.



HAS ALWAYS BEEN PART OF THE FAMILY.



VIBRAM ARCTIC GRIP TECHNOLOGY

Vibram Arctic Grip is a state-of-the-art technology intent on changing winter footwear and it represents the most advanced cold-weather gripping system Vibram has ever created.

The Vibram Arctic Grip technology is entirely rubber material without addition of metal components or inserts and represents a new approach to the grip on icy surfaces (specifically on wet ice).

BENEFITS

- Unparalleled technology on slippery, wet ice surfaces
- Outstanding durability
- Surface friendly: it does not scratch soft floors

Vibram Arctic Grip technology provides the best performance possible when the design of the sole features wide contact areas with the ground.

Now available from Charles Birch Ltd in three styles of sole unit. Please ask your local Charles Birch representative for more details.



LET'S BREAK THE ICE

WARNING FOR YOUR CUSTOMERS

This product will not prevent slipping on cold, slick, wet, icy, or snowy surfaces. Always tread with care. This product does not replace use of crampons or spikes. This product is not intended for use on, and may harm, indoor surfaces.



Fairweather was 'working from home' when he was suddenly woken by his phone ringing...

"How are you doing Fairweather? Staying safe and well I hope?" asked the Ed. "It's wonderful news that the first of the Covid-19 vaccines are now being rolled out isn't it? And you'll be one of the first to get it won't you... old man!"

"I'm doing OK thanks, Boss but I'll be glad when I can stop self-isolating with Mrs F... there are only so many jigsaws and episodes of The Crown that I can stand ... and she doesn't like HobNobs either! She says they don't taste of anything... uh,oh!"

I can't wait to get out on my motorbike zooming along the motorway to go and interview another Spotlight candidate..."

"Well, talking of zooming... I hope you got the hang of that laptop I had sent to you because I want you to arrange another online chat - this time with the young lady I hope we'll get in the Spotlight this time."

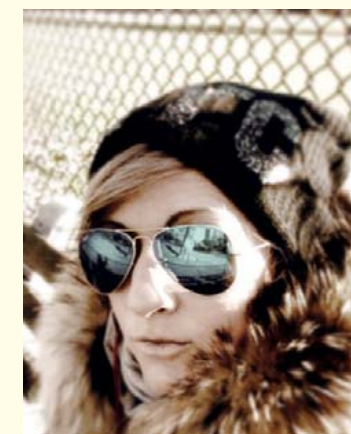
"Yes, our youngest helped me get it all set up... and I promise I won't wear my pyjamas for this one. You caught me out with the first one!"

"That's a relief! I don't want an international incident on our hands!" chuckled the Ed.

"International?"

"Yes, I thought seeing as we're likely to be out of the EU by the time our readers get to read the article it would be good to speak to someone from one of the European companies that have promised they want to remain loyal to Cutting Edge and the UK repair trade, despite what Brexit might bring. Get yourself smartened up and get in touch with Stefanie Kamminga. I've already got in touch with her at JR Rendenbach to warn her about you ... and your HobNob biscuits!"

Soon, Fairweather had worked out how to unmute himself and started with the first question...



Stefanie Kamminga of JR Rendenbach

What was your favourite subject at school and has it helped you since you left?

Definitely English language and yes, I would say it helped and still does :-)

... and what was your first paid job?

I worked as a student assistant in a headhunter office, before I started my career in the hotel industry.

How and when did you become involved with the leather & shoe repair industries?

About ten years ago ... by a providential twist of fate... I was given the chance to join JR.

How would you like to earn a living if you were not doing the job you are in at the moment?

Selling coconuts on a beach! Just kidding... I think I would definitely prefer to travel and to inspire, if not enthuse people.

What do you think has been your best achievement?

Almost a grade 1 graduation certificate for an academic course in Economics, which really gave me moral support for anything I started afterwards. Funnily enough the next destination was this trade, which I am now familiar with.

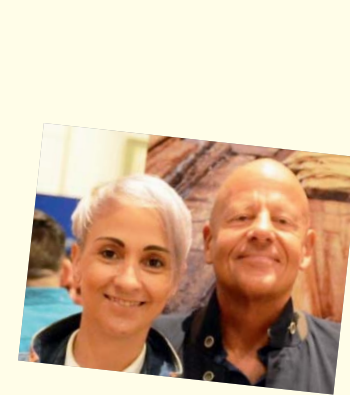
... and your worst mistake - if you have made one?

Not to believe in myself and not having focused on my talents earlier, maybe.

Who do you most admire in Business (not necessarily in the shoe repair supply trade) today and why?

I would name Jennifer Lopez, but that might sound a bit weird! So instead I'll say everyone who is passionate about what they are doing and radiating dignity and self-love, which is the most important thing you can achieve!!

Where is your favourite place? This could be anywhere from an exotic holiday destination to your local bar, or even your sofa... it's up to you!



You'll probably recognise her more like this with Hanns Rendenbach by her side.

Probably not my sofa, as this is where we all had to spend most of the time in 2020 - whether we liked it or not!!! I love being in New York - and even more I love being in California, which is always "doing something" with me and I am feeling free, happy and confident.



What is your favourite way to spend the day away from work?

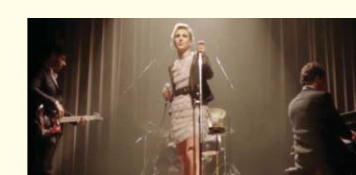
Starting the day calmly with a cup of coffee, taking my dog for a long walk, maybe hit the gym for an hour or two and then just strolling around, sitting chatting over a glass of wine with beloved people.

Do you have any hobbies?

Definitely the gym and a little weight training, to clear my mind.

Do you have a favourite piece of music, film or TV programme?

Music - Karen Souza and any kind of relaxed Jazz... And Maroon V (all that goes with it, preferably on a live concert.



Movie - La La Land...because the music puts you in such a good mood.

TV - I'm a Grey's Anatomy addict.

If you were to get stuck in a lift who would you want in there with you, and why?

I hope I will never get stuck in a lift!!! But if I do, I hope it is someone funny and entertaining to keep me from being nervous!

What is the best piece of advice that someone has given you?

Listen to your heart & believe in yourself.

... and the worst?

Try some extra mayonnaise :D

If you were given 1000 euros to spend on yourself what would you do with it?

Just a very fancy dinner and maybe a little wellness together with my mother.

What in your opinion is the best thing a shoe repairer can do to improve their business?

Tell people "how it works", how it is done and why it is worth to spend more money (sustainability, again) and why they should invest in quality - e.g. in our case what exactly makes the material special, explain the value, be convinced of what you are teaching

How do you think 'Brexit' will affect the trade between Europe & the UK?

I hope it won't, but I am afraid it is inevitable - hopefully things will not get too complicated and the long term friendly business relationships will last in the future in the pleasant way we are used to - we, on our end, will do our utmost to help where we can and to keep things as easy as possible if we can.

How do you see the future for the Shoe Repair trade after Covid?

In my opinion, now more than ever, shoe repair is relevant and if all the Greta Thunberg followers pay more attention to what (exactly) they are wearing, more precisely walking on, this could be a good start to focus on sustainability (although this word seems a bit worn now). On the other hand, since people were forced to stay at home most of the time and many used to work in their home office - where is the need for good shoes to be worn - so let us hope that one day, when we are allowed to "go out" and enjoy going to theatres, dinners and so on, people will look forward to dressing properly and then they might consider to appreciate their footwear again.

...and finally, how would you like to be remembered?

Maybe just as the funny, but focused (and passionate) "young lady" who was backing her business with all her strength and passion all the time.

Thank you... now how do I switch this thing off??





For warmth & comfort choose the Winter range of insoles by

Bama®

from

CHARLES BIRCH

GROUP

www.charlesbirch.com

Society News

The latest information from the SoMSR office



GMB aka GOOGLE MY BUSINESS.

Prepare for your future by clicking on <https://www.google.com/business/> and when you see the blue Manage Now button just click. (You may have to sign in to Gmail).

This is where your journey begins; the devil is in the details but just remember that sometimes less is more. We have all become time short and mostly only require simple straightforward information without it being tarted up. Take care when selecting business category. Add ALL your business services. Be inventive but list them in order of importance to you. Here is where you can show off a bit. If you travel away from your business address to attend jobs make sure you set the limits of your travelling distance. Get your contact details correct. Check, check and then check again. Make absolutely sure that what it says on your website matches what you put on GMB.

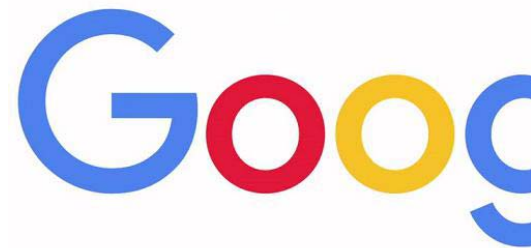
Once you have done the above you can get your GMB entry verified. This involves making a submission to

Google and waiting for a confirmation that they accept your entry. After that you can optimize with photos. Don't forget to include an outside photo of your business (clean windows, re do display and remove any litter before you click). Add a photo of yourself – smile – click. Add some before and after pics of completed work. At a later stage you could add videos, more extensive business descriptions, anything you want really.

Get that done and wait for reviews – it's perfectly ok to ask for them but remember that good reviews are the lifeblood of your business. Bad ones are the death knell. Make sure you keep your customers happy, make them feel special but also make sure they know about your review link.

For more details on how to make Google My Business work go to www.google.com/intl/en_gb/business/

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How To Use Google My Business

'Fascinating and full of practical actions'
Success



Let's face it, nobody loves the clever dick at the party boasting to anyone who will listen about how awesome they are. We don't like it online either... but we do like hearing how good someone is from others which is why good independent reviews of your business should be your most important target right now. In fact, social proof has fast become the most important part of business psychology.

This is why Google My Business, a relative newcomer to the marketing tool business is so important to those who want to showcase their special attributes without blowing their own trumpet. Statistics (groan) show that potentially three quarters

of interested people conduct local searches to find recommended businesses. Three Quarters!! That's way more than the number who read adverts on the back of buses. And from that lofty number, approximately half will visit the business on the same day or within two or three days. This suggests that one out of every two searchers is ready to become a customer.

GMB is a free tool to help business owners manage how they appear in Google search results and on Google maps. Can you really afford to ignore the benefits of being top result in local searches. If you can by the way, stop reading here because you are wasting even more of your time.

SoMSR NEWSFLASH

SoMSR HQ is on the move again. The new postal address for SoMSR is now:-

c/o Victor de Banke, 103 Bath Street, Market Harborough, Leicestershire, LE16 9EJ.

All enquiries should be sent to:- Lesley Burrows, SoMSR Team. Direct mobile 07724 503999

The email address remains as info@somsr.com

It's taking a little while to get everything transferred over because of Covid so please bear with us whilst we get up to speed.

Please get in touch with Lesley for all SoMSR enquiries, or even just for a chat.

Hoping you all have a Merry Christmas and a MUCH better 2021.

MORE DIGITAL MARKETING IDEAS FOR YOUR BUSINESS

SOCIAL MEDIA PLATFORMS

The 3 main platforms are:

<https://www.instagram.com/>

<https://www.facebook.com/>

https://twitter.com

INTERACT WITH YOUR FOLLOWERS

Organising promotions and contests on Facebook is an excellent way to honour your followers and entertain them at the same time.

Ensure you answer any questions sent and always thank anyone that shares your content.

Content with video tend to get more exposure than content with a photo. Show people who you are and what your business does.

You don't need a fancy bit of kit, your mobile phone will work just fine.

People love 'behind the scenes' content! Before and after photos of

work that has been completed. Big transformations of footwear or bags etc.

THINK BEFORE YOU POST!

Every piece of content you post on social media should be carefully thought-out. Have a clear intention as to why you are posting a piece of content.

Ask yourself

• Is this piece of content interesting and relevant to my followers?

• What action am I trying to get my followers to take?

• Don't forget the call for action – phone number, address and website details.

MAKE A COMMITMENT -

This is the most important step! Any kind of digital marketing requires regular updates. Try to post every 2-5 days minimum, so you build up a following. Make sure that you are responding to customer questions, too.

IS IT WORKING?

The reason why a piece of content is unsuccessful could be down to

• Low quality content

• Headline didn't capture attention

• Posted at the wrong time of the day

Posting on social media is all about trial and error to see which ones have the best engagement.

AND REMEMBER...
Don't forget to ask all new customers how they heard about you.

REVIEWS ARE IMPORTANT

72% of customers won't take action until they have read reviews. Ask your current customers to leave you a review about their experience.

Thanks to Emma Liptrott for this information.

New window sticker

The current window sticker advertising SOMSR membership measures 10cm x 10cm. The new prototype shown above comes in at a whopping 28cm x 28 cm or nearly 10 times larger. It will have the words 'Approved Member' included on the finished article.

Once we have finalised the design we hope to be able to offer the new

version to our members at a very low cost. Just out of interest we showcased the new one on Facebook last week and received interest from repairers wanting one from as far apart as the USA and Australia. Unfortunately they are only available to fully paid up members of the society. If you would like one please let me know.



SOMSR Additional Benefits

SOMSR has been approached by the Hospital & Medical Care Association to offer our members a comprehensive package of low cost plans which may include surgeons fees, treatment fees, cost of being hospitalised etc. some of which are available both in the UK and when travelling abroad.

Income protection if unable to work. Dental care. Travel insurance. Personal Accident Plans. Vehicle Breakdown Recovery plan are also available. There are far too many benefits to list and, it would appear, remarkably few exclusions.

The prospectus is very well thought out and appears to be a comprehensive 'one stop shop' provider of multiple benefits.

SOMSR would like it's members to be able to take advantage of this service which will be discounted ONLY to members.

If you are interested please let me know as soon as possible either by email to info@somsr.com or direct to 07724 503999



BECOME A SOMSR MEMBER TODAY
Join now at www.somsr.com

SILCA AND FUTURA PRO SOFTWARE UPDATE

Silca have now produced updates 3.21.0 for the Futura Software and 3.23.0 for the Futura Pro Software and also 04.09.097 for the Silca RW4 Plus.

The Silca Futura update includes 13 new updates for Abus Bravus and Abus Bravus Pro as well as Abus X60, Abus Mintus, Abus x12R, Assa Abloy Baodean Mod.12, Iseo, Taroni plus much more.

To update all Silca software simply download the Silca Remote Service software from the Silca website and follow the simple instructions. Alternatively call the Silca Services hotline at Charles Birch Ltd: 0113 200 3926.



TPX7 - THE NEW TRANSPONDER FOR COPYING THE DST80



JMN	Icon	Icon	Icon	Icon	TRS-5000 EVO	PROG. TP
FORD	B-MAX	2012-2018	TEX/DST80	FO-24P	TPX7	TP33
FORD	B-MAX	2012-2018	TEX/DST80	FO-24TL2	TPX7	TP33
FORD	C-MAX	2010-	TEX/DST80	FO-24P	TPX7	TP33
FORD	ECO SPORT	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD	ECO SPORT	2013-	TEX/DST80	FO-24TL2	TPX7	TP33
FORD	EDGE	2011-2013	TEX/DST80	FO-24P	TPX7	TP33
FORD	FIESTA	2013-2017	TEX/DST80	FO-24P	TPX7	TP33
FORD	FIESTA	2013-2017	TEX/DST80	OP-11P1	TPX7	TP33
FORD	FOCUS	2011-2018	TEX/DST80	FO-24P	TPX7	TP33
FORD	FOCUS C-MAX	2011-	TEX/DST80	FO-24P	TPX7	TP33
FORD	GALAXY	2010-2014	TEX/DST80	FO-24P	TPX7	TP33
FORD	GALAXY	2010-2014	TEX/DST80	FO-24TL2	TPX7	TP33
FORD	KUGA	2011-2016	TEX/DST80	FO-24P	TPX7	TP33
FORD	MONDEO	2010-2014	TEX/DST80	FO-24P	TPX7	TP33
FORD	MONDEO	2010-2014	TEX/DST80	FO-24TL2	TPX7	TP33
FORD	RANGER	2012-	TEX/DST80	FO-24P	TPX7	TP33
FORD	S-MAX	2010-2014	TEX/DST80	FO-24P	TPX7	TP33
FORD	S-MAX	2010-2014	TEX/DST80	FO-24TL2	TPX7	TP33
FORD	TOURNEO CONNECT	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD	TOURNEO COURIER	2012-	TEX/DST80	FO-24P	TPX7	TP33
FORD	TOURNEO CUSTOM	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD	TRANSIT	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD	TRANSIT CONNECT	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD	TRANSIT COURIER	2012-	TEX/DST80	FO-24P	TPX7	TP33
FORD	TRANSIT CUSTOM	2012-	TEX/DST80	FO-24P	TPX7	TP33
FORD (AUSTRALIA)	FALCON FG	2011-	TEX/DST80	FO-24P	TPX7	TP33
FORD (AUSTRALIA)	FIESTA	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD (AUSTRALIA)	FOCUS	2011-2016	TEX/DST80	FO-24P	TPX7	TP33
FORD (AUSTRALIA)	KUGA	2012-2016	TEX/DST80	FO-24P	TPX7	TP33
FORD (AUSTRALIA)	MONDEO	2010-2015	TEX/DST80	FO-24P	TPX7	TP33
FORD (AUSTRALIA)	RANGER	2011-2015	TEX/DST80	FO-24P	TPX7	TP33
FORD (MERCOSUR)	ECO SPORT	2012-	TEX/DST80	FO-24P	TPX7	TP33
FORD (USA)	C-MAX	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD (USA)	EDGE	2011-2015	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	ESCAPE	2012-	TEX/DST80	FO-24P	TPX7	TP33
FORD (USA)	E-SERIES	2013-	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	EXPEDITION	2011-2017	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	EXPLORER	2011-2015	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	F-150	2011-2014	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	F-250	2011-2016	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	F-350/450/550	2011-2016	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	FIESTA	2011-	TEX/DST80	FO-24P	TPX7	TP33
FORD (USA)	FLEX	2011-	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	FOCUS	2011-2012	TEX/DST80	FO-300CP	TPX7	TP33

JMA presents its new transponder chip - the TPX7 - for copying the DST80. This new chip makes it easier to copy keys for European and US model vehicles from brands including Ford®, Hyundai®, KIA®, Mazda®, Lincoln® and VPG®.

Copy process simplicity is one of the main characteristics of the TPX7 transponder. There is no need to access the vehicle in order to obtain information. It simply requires updates to both the PC software (JMA TPX8Pro) and the firmware on the TRS5000 EVO duplication machine. The copy process works in the same way as the rest of the TPX family, but an internet connection is required (as is the case with the TPX8 model).

TPX7 is compatible with all JMA vehicle keys and can be overwritten multiple times. Consult the list of brands and models with which the TPX7 transponder can be used here.

JMN	Icon	Icon	Icon	Icon	TRS-5000 EVO	PROG. TP
FORD (USA)	FOCUS	2012-	TEX/DST80	FO-24P	TPX7	TP33
FORD (USA)	FUSION	2011-2012	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	FUSION	2011-2012	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	FUSION	2013-2014	TEX/DST80	FO-24P	TPX7	TP33
FORD (USA)	MUSTANG	2011-2013	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	RANGER	2011-2012	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	TAURUS	2011-	TEX/DST80	FO-300P	TPX7	TP33
FORD (USA)	TRANSIT	2013-	TEX/DST80	FO-24P	TPX7	TP33
FORD (USA)	TRANSIT CONNECT	2014-	TEX/DST80	FO-24P	TPX7	TP33
HYUNDAI	CRETA	2014-	TEX/DST80	HY-11DP1	TPX7	TP46
HYUNDAI	EDON	2010-	TEX/DST80	HY-11P1	TPX7	TP46
HYUNDAI	HB20 (BRAZIL)	2012-	TEX/DST80	HY-11DP1	TPX7	TP46
HYUNDAI	IS8	2012-2016	TEX/DST80	KI-7P	TPX7	TP46
HYUNDAI	IS8	2017-	TEX/DST80	HY-20P1	TPX7	TP46
HYUNDAI	IB6	2011-2015	TEX/DST80	KI-7P	TPX7	TP46
HYUNDAI	IONIQ	2016-	TEX/DST80	HY-20P1	TPX7	TP46
HYUNDAI	DA20	2012-	TEX/DST80	KI-7P	TPX7	TP46
HYUNDAI	KONA	2017-	TEX/DST80	HY-20P1	TPX7	TP46
HYUNDAI	SANTAFE	2013-	TEX/DST80	HY-19P1	TPX7	TP46
HYUNDAI	SONATA	2015-	TEX/DST80	KI-7P	TPX7	TP46
HYUNDAI	TUCSON	2015-	TEX/DST80	KI-7P	TPX7	TP46
HYUNDAI	VELOSTER	2010-	TEX/DST80	HY-19DP1	TPX7	TP46
HYUNDAI (CANADA)	ELANTRA GT	2013-2017	TEX/DST80	HY-19DP1	TPX7	TP46
KIA	CARENS	2013-	TEX/DST80	KI-7P	TPX7	TP46
KIA	CARNIVAL	2014-	TEX/DST80	HY-11P1	TPX7	TP46
KIA	CEE'D	2012-	TEX/DST80	KI-7P	TPX7	TP46
KIA	CERATO	2013-	TEX/DST80	HY-11DP1	TPX7	TP46
KIA	MORNING	2011-	TEX/DST80	HY-19DP1	TPX7	TP46
KIA	NIRO	2016-	TEX/DST80	HY-20P1	TPX7	TP46
KIA	PICANTO	2011-2016	TEX/DST80	HY-19DP1	TPX7	TP46
KIA	PICANTO	2017-	TEX/DST80	HY-20P1	TPX7	TP46
KIA	RIO	2012-2017	TEX/DST80	KI-7P	TPX7	TP46
KIA	RIO	2017-	TEX/DST80	HY-20P1	TPX7	TP46
KIA	RONDO	2013-	TEX/DST80	KI-7P	TPX7	TP46
KIA	SORENTO	2015-	TEX/DST80	HY-19P1	TPX7	TP46
KIA	SOUL	2014-	TEX/DST80	KI-7P	TPX7	TP46
KIA	SPORTAGE	2015-	TEX/DST80	KI-7P	TPX7	TP46
KIA	STONIC	2017-	TEX/DST80	HY-20P1	TPX7	TP46
KIA (USA)	FORTE (CANADA)	2014-	TEX/DST80	HY-11DP1	TPX7	TP46
KIA (USA)	RIO (CANADA)	2012-2017	TEX/DST80	KI-7P	TPX7	TP46
LINCOLN	MARK LT	2011-2014	TEX/DST80	FO-300P	TPX7	TP33
LINCOLN	MKT	2010-2011	TEX/DST80	FO-300P	TPX7	TP33
LINCOLN	MMX	2011-2013	TEX/DST80	FO-300P	TPX7	TP33
LINCOLN	MKZ	2011-2017	TEX/DST80	FO-300P	TPX7	TP33
LINCOLN	NAVIGATOR	2008-2017	TEX/DST80	FO-300P	TPX7	TP33
MAZDA	BT-50	2011-	TEX/DST80	FO-24P	TPX7	TP33
VPG	MV-1	2012-2014	TEX/DST80	FO-300P	TPX7	TP33



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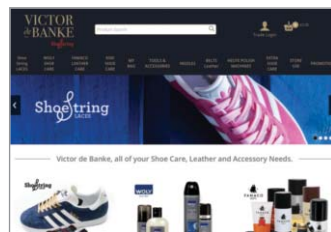
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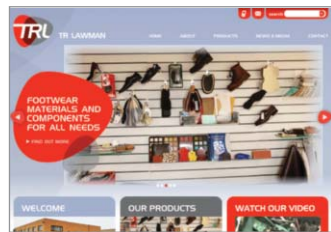
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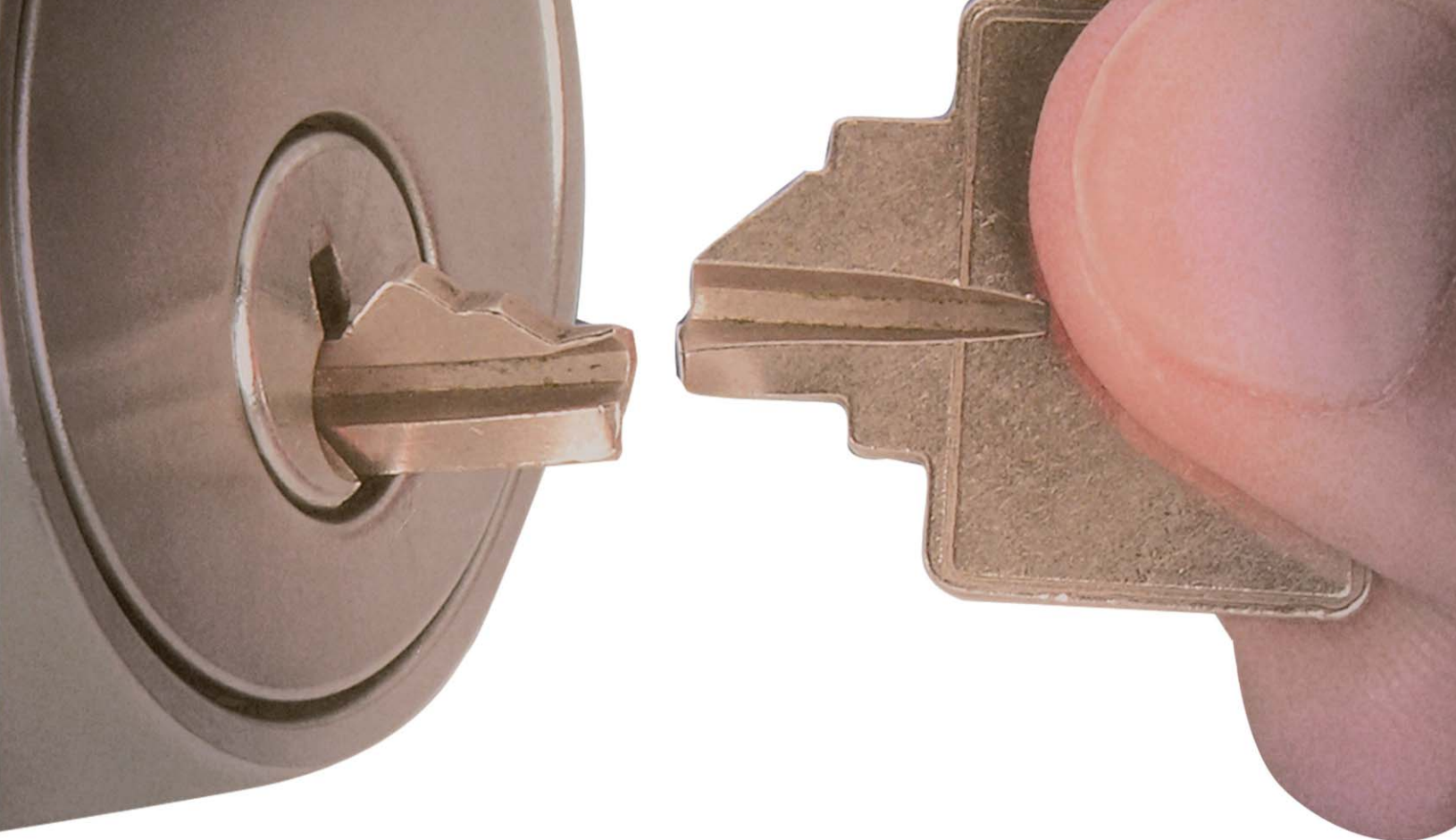
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