

WINTER 2022

THE No.1 TRADE MAGAZINE FOR SHOE REPAIRERS TODAY

cutting edge



we've got a new look,
find out **more** inside...

DUNKELMAN

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welcome from the editor



Photo courtesy of The Shoe Heeler

Hello everyone. I am delighted to introduce your new look Cutting Edge!

While celebrating the 20th anniversary of the magazine last Autumn we decided that it was about time we took a fresh look at what is apparently still an old favourite in the shoe repair industry, and beyond.

OUT WITH THE OLD

Gone is the familiar Cutting Edge logo to be replaced by a simpler, bolder and we hope soon to be just as memorable design. We have also tried to bring a bold and clear look throughout the magazine with new style headlines and text on almost every page.

No need to worry though; whilst we have introduced a new look and going forward we hope to be able to bring you more new features and articles, at the heart of the magazine we will still include your favourites such as company profiles, readers' stories and of course 'stars' in the Spotlight... oh, and in this issue there is, of course, a free year planner for 2023.

Please go to page 5 to find out more of what we have for you inside this time. Yes, that's right - the list of contents has moved... It's all part of the new look Cutting Edge.

We hope you like it! Let us know what you think...

WELCOME BACK

We are pleased to welcome back one supplier who we haven't seen in the magazine for some time. Dunkelman & Son have apparently been going through a lot of changes during that time so I was pleased to be invited to visit them and find out some of what has been happening there. During my visit I was also able to recruit our latest 'volunteer' to be featured in Spotlight. If you haven't already met their Business Development Manager, Mark Newman, I expect you will soon be hearing from him as Dunkelman continue their plan to introduce their new products to the shoe repair trade.

Despite the changes Cutting Edge is, as it always has been, your magazine - so this time it is good to be able to feature two repair shops whose owners have both been in their family businesses for decades.

GET IN TOUCH

If you think you have an interesting story to tell about your company or just about you yourself, please get in touch with us. We are always keen to hear from you and - who knows? - you could see yourself on the new look pages of what is undoubtedly still the number one magazine for shoe repairers today.

Well, I think that's enough from me - so I wish you all a very merry Christmas and a happy and prosperous New Year (assuming of course that the latest strikes by postal workers don't mean that your magazine reached you in February.)

Let us all hope that in 2023 trade continues to improve, and that the world will become a safer place once more.

See you next Spring.



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TONY DRIVER
EDITOR

Tony

All the latest trade news and information that you need is inside...

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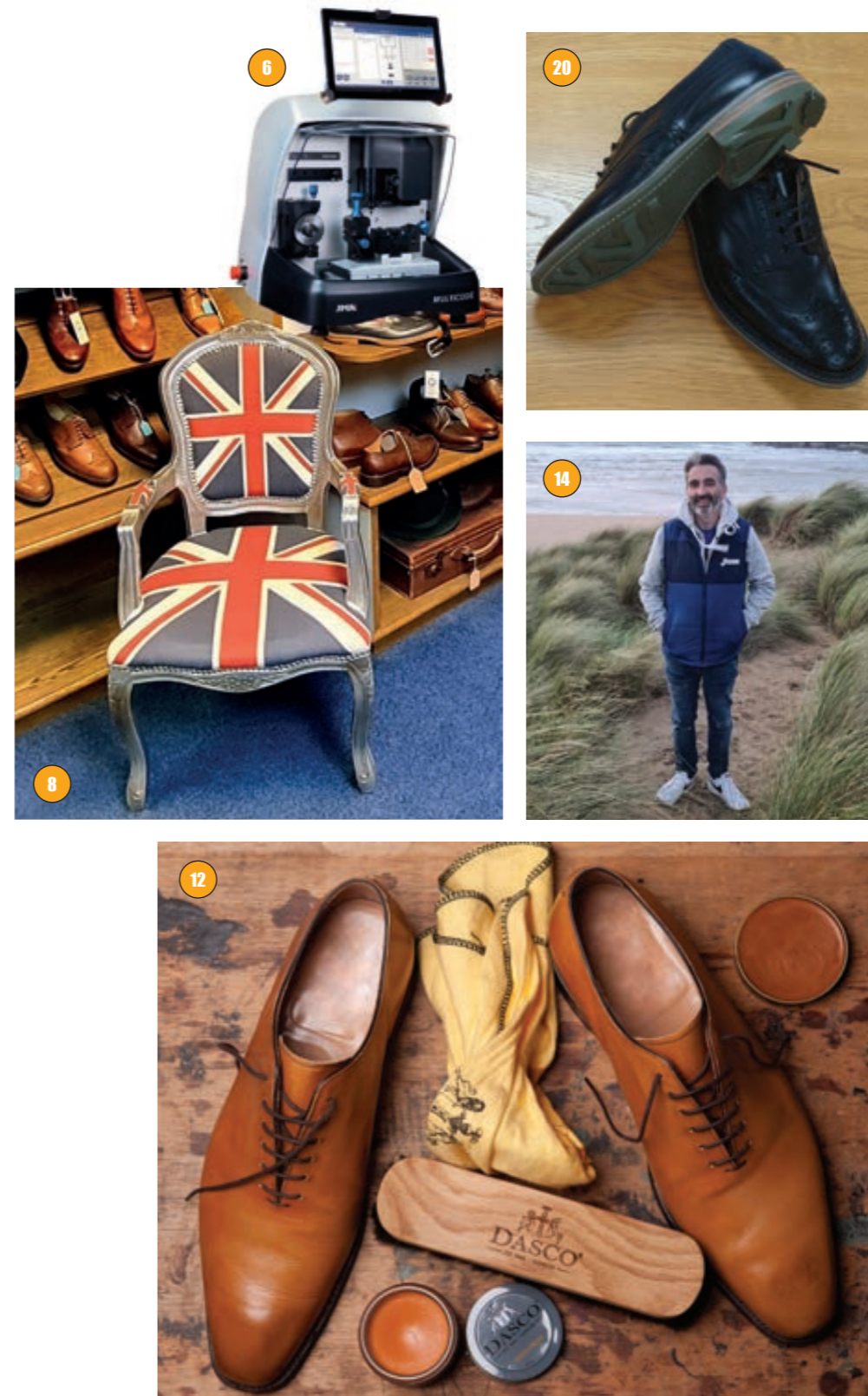
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cutting edge winter 2022



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the key to good customer relations

JMA is a firmly internationalised brand with operations on all five continents. This global approach does not sacrifice the spirit of close relationships that have been nurtured during its early days as a family business.

We have production and commercial businesses in a dozen countries across Europe, America and Africa. Furthermore, our strong international commercial network takes JMA products and services to over 100 countries worldwide.

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JMA currently manufactures more than 2,500,000 keys per day, and has an extensive catalogue with over 80,000 different items spread across its product range:

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- Transponder technology for car key duplication

This extensive catalogue has enabled JMA to position itself as a premium international provider of global security solutions. It is a brand that looks to the future by incorporating the latest technologies into its products while always meeting the needs of the local markets.

Unrivalled investment both in product and staff allows the business to maintain a consistent position in quality, range and availability. With rapidly changing market dynamics and the routes to market constantly evolving the JMA brand can no longer be ignored if you are involved in key cutting and duplication leading the way with a number of innovative cutting, duplicating and cloning products.

The JMACloudPro (the first cloud-based key duplication app), with the incorporation of mobile technology into our line of remote controls and the brand’s online catalogue ecosystem are just a few examples of JMA’s firm commitment to innovation.

With any security system, the expectation is that your property will be more safe and secure. High security locks including dimple and keyed

to code offer that and more, and with the innovation being built into our machines JMA are well qualified to support your transition into key cutting and duplication of the high security key blanks.

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The Supracode is the latest electronic machine for key cutting professionals from JMA for code cutting and decoding high security and vehicle keys. It includes the first automatic device for engraving text onto the key grip, with no operator actions required. This machine is designed for professional key cutters seeking precise and fast machining.



In at the Cutting Edge is the JMA Multicode

The Multicode, the most advanced electronic key duplication machine from JMA which continues evolving to meet the needs of the professional key cutter. JMA offers an all-in-one professional solution with the Multicode. Its multi-functional nature means it can copy flat, security and car keys without needing to adjust the machine. Witness its power and speed for cutting keys in a single motion and discover its cutting-edge technology, which uses a tablet and the JMAKEYPRO app for duplicating the entire JMA catalogue and their equivalents.



And with constant innovation and evolution we round off with the Evo Xpert

The JMA transponder technology range now includes a new duplicator machine, EVOXPERT, the “all-in-one” solution for cloning car keys. This new cutting-edge device boasts two essential features for automotive professionals, an ability to clone transponders and pre-program remote control keys; and an ability for the professional to take it with them wherever they need to go.



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THE SHOE HEALER 'the place to go for great footwear' in South Yorkshire

Antony Frith really wanted to be a mechanic when he was a lad. So, when his late father David, a respected master cobbler, invited young Antony to come and help in his shop after school all he was really interested in was the machinery that his dad used. However, he'd soon learnt the skills needed to be a good repairer... and enjoyed it! So, when at last (excuse the pun) he was able to leave school at 15 he started working full-time with his dad.

"It's absolutely in the blood." Antony told me as we sat in 'The Shoe Healer', a family business in the heart of Doncaster, with coffees in hand and surrounded by examples of the finest footwear from brands such as Tricker's, Church's, Barker, Cheaney, Alfred Sargent as well as Charles Hubert (more of which later in this story).

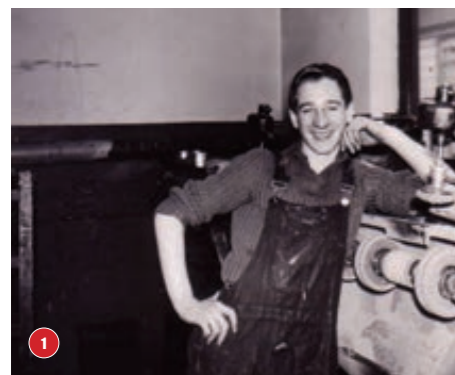
I wanted to know how Antony had gone from a teenager with few qualifications but lots of ambition to being the proud owner of a business renowned as 'the place to go for great footwear' in his home county of South Yorkshire.

"Put your mug down and I'll tell you – on there..." Antony said, pointing to the fashionably weathered and polished shelf beside me "it'll just add 'patina' if you spill a bit."

"It's only about 20 miles from South Elmsall where my story began to where we are now, but it's been quite a 'journey' to get here.

EXPERIENCE COUNTS

I've had over 35 years' experience as a self-employed shoe repairer and a few years



before that working alongside my dad. He was taught the trade by his uncle, Roy Clarke, also a master cobbler for over 50 years.

Antony couldn't wait to try out the skills passed on by his dad to him and his mate Paul Taylor who he's known since their schooldays. At just 17 Antony was running one of his dad's shops in the village of Carcroft, six miles from Doncaster and a couple of years later Antony and Paul opened their first 'shop' – in the open-fronted garage belonging to the local undertaker in their hometown of South Elmsall.



"It was more like a cave than a shop" smiled Antony "OK in summer but in the winter – by gum we really need those paraffin heaters."

FAST FORWARD

Fast forward a few years and David Frith's health was failing so it was agreed that Antony would take over his shop on Copley Road in Doncaster. He'd made it to the bright lights! Soon the business had expanded. In fact, it was going so well that they needed



“We're lucky to have such loyal customers, but we work hard to keep them coming back.”

- 1 David Frith
- 2 Just some of the finest footwear that is on display in store
- 3 The place to go for great footwear
- 4 Paul Taylor
- 5 Antony & Ann Frith



told him "Ah, but it's not on our route into town like this place..."

There's nowt as queer as folk, as they say in Yorkshire, but it got Antony thinking... maybe he could find someone to run that shop for him as well and that way catch all the trade again? So that's what he did - and it was a success for another 10 years until the chap running it decided to retire.

By then The Shoe Healer team of Antony,



his wife Ann and Paul were established in today's double-fronted shop in the centre of town. 15 years ago they added shoe retail and now offer all the familiar prestige names in the capable hands of Glen Hardy, the latest addition to the Shoe Healer 'family' who says "We are now proud that this is 'the place to go for great footwear' in South Yorkshire."

ALWAYS IMPROVING

Always looking to improve their offer Antony

has recently introduced a range of Charles Hubert footwear exclusive to The Shoe Healer designed and produced in conjunction with one of the top UK manufacturers. Why 'Charles Hubert'? Remember Antony said "it's in the blood"? Charles and Hubert were his great grandfather and grandfather's names – and happen to be his middle names... it's a family business.

Repairing and renovating shoes is still at the heart of the business though. Paul is renowned for not only his shoe repairs but also for his amazing modifications. His talent is closely followed by The Shoe Healer's Facebook and Instagram audiences who love to see his work. There is a constant supply of men's quality footwear needing Paul's expert touch. I spotted a box of 17 pairs, all in for complete new soles and heels – and all belonging to the same customer.

LOOKING FORWARD

"We're lucky to have such loyal customers" said Antony "but we work hard to keep them coming back. Some can be demanding, but now many of our regular customers have become our friends."

This is one of the factors that have enabled The Shoe Healer team to keep going when other stores have disappeared from the High Street. "Retail in Doncaster, like many cities, has changed radically during the last few years. Big names like Debenhams and Mothercare have gone but we're still here – and we're online of course.

Thanks to www.shoeheler.co.uk we get sales and repairs from all over the world."

So, what's next for Antony and The Shoe Healer? Settling back in the union jack upholstered 'throne' in the retail side of the store he told me "Well, I keep thinking I'd like to take it easier – but there's always something new to look forward to. Did I tell you Channel 4 have been in touch recently...?"

I expect we might be hearing a lot more from Antony in the future...

as time goes by

- what happens when adhesives and additives age? (part 2)

All (good) things must come to an end – when exactly that will happen in each case is another question though.

As mentioned before, this old saying also applies to chemical products such as adhesives. In fact, it applies to everything found in a shoe repair shop, although e.g.

a rubber heel or a good finisher will probably last a lot longer than a bottle of Superglue! Then again, the fact that soles and other parts of the shoe do not last forever is the reason why this trade exists in the first place – time is not the enemy here, merely a factor to take into account. So let us look at some more classes of adhesives, and how they deal with the passage of time.



One general rule applies to all products made up of solids dissolved or dispersed in liquids – if you allow the latter to evaporate, the mixture will thicken, up to a point where it can no longer be used. In case of a true solution (e.g. solvent-based adhesives), adding more solvent “solves” this problem, even with fully dried-up products (assuming you can mix them properly). Dispersions usually can only be thinned out, not dispersed again when fully dry, at least not with the means at your disposal. So in this case, their demise is final.

PU-based adhesives: In addition to the thickening described above, a second process sets in after a couple of years – the Polyurethane polymers in the adhesive start decomposing, and this causes a sharp decrease in viscosity. The adhesives become thinner and thinner, reaching a water-like consistency in the end. On top of that, they lose all their bonding properties – most PU adhesives are not too sticky to begin with unless heated, but even that won’t help anymore at that stage. There is no way to counter this process: Once they are this far gone, they can only be disposed of.

As with many chemical reactions, warmer conditions make this happen more quickly, so storing such products at higher temperatures should be avoided to lengthen the shelf-life.

CA-based adhesives: Cyanoacrylates, better known as Superglues, are actually two component adhesives – you buy one component (the CA) and get the other one for free (air humidity). CA works so quickly because it is highly reactive – no need for anything to evaporate, just a chemical reaction between the right “partners”. But this also poses a problem: Because it is so reactive, not every packaging material is suitable to fill CA (just Polyethylene, practically), and care must be taken to prevent moisture entering the bottle during the filling process. These factors, if neglected, can have a huge impact on the longevity of Superglues. But also, every time it is opened, air (and therefore humidity) will get in, so the quantity of half-full bottles getting thrown away because they have “dried up” is quite large. You can only hope to stay ahead of this effect until the bottle is empty, it cannot be prevented completely. Make sure to close the lid again right after use, and ensure the tip is as clean as possible. A good seal is key here – what helps as well is to keep Superglue in the fridge, especially once the bottle has been opened. Even unopened, the Superglue will harden after a few years – the CA is so reactive that it reacts with itself over time, and it also starts to creep through the PE bottle (this is what causes the white residue on the outside of old Superglue bottles, or the “elephant’s foot” on bottles that are too thin). Keeping the product in a cool place (fridge or even freezer for unopened bottles) increases the shelf-life by slowing down the chemical reaction – heat generally quickens reactions, cold slows them down.

Stay tuned for the next issue of this series, when we will examine the aging process of typical bonding additives/Primers.

Dr. Rainer Buchholz, Renia GmbH, Cologne



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company profile

DUNKELMAN

EST 1946 - LONDON

So, you think you know Dunkelman? You're probably familiar with the name – after all it has been around for almost 80 years, but did you know it has more brands and even more great products to offer? No? Well, read on and we'll tell you what we know so far...



IN THE BEGINNING

It all started in a small workshop in Battersea, London back in 1946...

Freddie Dunkelman, then a professional ice hockey player (really!) and apparently a keen woodworker, started to produce a range of hockey sticks. He had a passion for working with wood and after making quite a success with his hockey sticks he decided to 'branch out' by handcrafting his own shoe care products. He still found time to compete as a hockey player and even took part in the 1948 Winter Olympics in St.Moritz.

By the 1950s Dunkelman had begun to produce wooden shoe trees for the UK market and soon shoe care became the core of the business, expanding the range to introduce shoe polishes and creams.

During the next two decades the company developed a world-wide name and in 1969 it moved from London to Desborough in Northamptonshire, the heart of England's shoemaking industry.

By the 1970s a true shoe care brand had been developed and to this day Dasco is a familiar name in almost every shoe repair shop in the UK.



A NEW CHAPTER

Freddie Dunkelman retired in 2007 at the grand age of 87, after handing over the running of the company to his sons and daughter. He passed away peacefully shortly after his 90th birthday in 2010.

In 2015 Dunkelman & Son was acquired by ALMA F.R.C, another family-owned business with a long history in shoe care. ALMA F.R.C has great experience in supplying leather care and accessories to the shoe manufacture and repair industries and shares Dunkelman's core values of quality, service and innovation.

Since then, Dasco, Dunkelman's British brand has developed a comprehensive range of products to clean, polish and protect shoes and leather items. In fact, they now offer a total of 56 colours in their high pigment jar creams, polishes and renovating polishes as well as specialist balms, insoles, brushes as well as their ubiquitous shoe trees.

THE GOLD MEDAL

Alongside Dasco, probably the most famous brand supplied by Dunkelman is Saphir, produced in France since 1920. In 1925 Saphir was awarded the prestigious gold medal at

the World Fair in Paris for its unique ability to beautify and preserve the finest leather skin, assuring the reputation of the company which remains renowned for its quality, tradition and innovation. The motto created over 70 years ago which in English says 'Saphir - Leather Beauty Health' neatly explains what the brand is all about. However, Saphir doesn't simply rely on tradition. The company is always innovating and in 2018 a new logistics centre was built next to its state-of-the-art factory in the southwest of France.

LOOKING FORWARD

So, what else does Dunkelman offer shoe repairers today? We mustn't forget Tarrago, the Spanish brand with a tradition going back over 80 years, and coming right up to date, true to their global search for quality and innovative products, they have added Waproo, the Australian shoe care brand to their portfolio.

We are sure that you will soon be hearing a lot more about this great range aimed at the younger market – as well as other exciting developments across all Dunkelman's products.

But at the moment we have been sworn to secrecy. Watch this space, we hope to be able to tell you more in the Spring issue of Cutting Edge next year...





Another damp, foggy morning. Fairweather entered the Cutting Edge office, first day back after a few days off. He wasn't happy...

"Morning Boss... Wow! Am I in the right place??"

Freshly painted walls, new carpet, even new desks... Thank goodness the comfy old sofa was still there. His stash of Hob Nobs under the third seat cushion was probably safe.

"What do you think?" beamed the Editor. He'd been wanting to smarten things up for a while.

"It's great Boss. What brought this on?"

"Well, when we decided to have a new look for the magazine it got me thinking and I realised that this place was looking a bit tired too. Things all over the place, and a lot needed to be freshened up so here we are!"

Fairweather was suddenly concerned "This makeover doesn't mean you'll be wanting a new team too does it Boss?"

"Don't worry old chap... we couldn't do without you... or your stash of biscuits!"

Now, let's get on. Best foot forward... which reminds me I need you to go down to Northamptonshire to interview a chap who's been involved with footwear for his whole career!"

He glanced at Fairweather's brogues "Before you go there's a tin of Saphir polish in the cupboard somewhere... best smarten them up before you meet Mark Newman at Dunkelman!"

What was your favourite subject at school and has it helped you in your career?

In my final two years of secondary school, I attended a retail course at the local college every Thursday afternoon. It was a great foundation and helped me move into footwear retail where I worked for over 20 years before moving on to wholesale in the footwear trade.

What was your first paid job?

I was 12 and got a summer job washing up at a seaside café in Kent.

How and when did you become involved with the shoe repair trade?

Whilst working in my family's retail footwear business, I established a great relationship with a local independent repair shop. I was always seeking advice about shoes and shoe repair. He was a fantastic craftsman and there was very little footwear that he was unable to mend.

How would you like to earn a living if you were not doing the work you do now?

I like to think of myself as a foodie! So, I would have liked to have trained to become a chef.

What do you consider has been your best achievement?

Running the K Shoe flagship store in Oxford Street London at the age of 18.

...and your worst mistake – if you have one?

When running our family footwear business, I listened too much to business consultants rather than sticking to my own ideas. You know your business better than anyone else.

Who do you most admire in Business today and why?

Julian Richer of Richer Sounds. His book The Richer Way is a great read. I like the way that he built his business based on fantastic customer service and the way he values & rewards his staff.

Where is your favourite place?

Crantock beach in Cornwall. I have been lucky to travel around the world a lot, but I have never come across a more stunning beach and stretch of coastline. I try and visit at least 3 times a year.

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

I have three dogs so I always enjoy a nice country dog walk with a well-earned pint in a nice country pub at the end.

Do you have any hobbies - or a skill that might surprise our readers?

I am a keen tennis player and was playing club league tennis before the pandemic hit. I am now looking to return to it.

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

Californication by the Red Hot Chilli Peppers, The Wolf of Wall Street and Emmerdale – my guilty pleasure.

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

My first thought is a lift engineer! But seriously, it would be Sir Stuart Rose, somebody else I admire in business. He always speaks great common sense about business and the world in general. I would love to pick his brains and I am sure he would have many interesting stories about his career.

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

If you want to grow your business, you need to know your unique selling proposition and how you stand out from your competition.

...and the worst?

Stick with your business plan. (Clearly if it is not working changes need to be made).

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



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THERE'S A NEW SHOW IN TOWN!

TEAM ROADSHOW 2023 TROPHIES - ENGRAVING - AWARDS - MEDALS

The TEAM Roadshow 2023 is taking place on Monday 23rd and Tuesday 24th January 2023 at Walsall Football Club in the heart of the West Midlands.

The TEAM Roadshow has been launched by the Industry for the Industry as the new community and meeting place for the Trophies, Engraving, Awards and Medals market. Organised by Smart Media & Events, the show has been designed to deliver a cost-effective meeting place for Wholesalers and Retailers to meet and do business.

At the show you will find the leading companies who specialise in the area of Trophies and Awards, Laser Engraving, Medals, Embroidery, Doming, Sublimation, Imaging, Corporate Gifts, Personalisation, Labelling, Print and much more!

Tracey Glover, Commercial Director for the TEAM Roadshow said; "Recognising the economic challenges of the last two years, we've identified that large National shows carry hefty associated costs for both Exhibitors and Visitors, especially within the smaller niche markets. This restricts some companies who are leaders in their field, in their innovation and development in product design and materials, from exhibiting and reaching potential customers and securing new business.

What the TEAM Roadshow has been designed to offer is a competitively priced platform, for both exhibitors and visitors, to meet with new and existing customers, clients, suppliers and buyers from around the UK in a great informal setting."

Visitors to the show will have the opportunity to meet face-to-face with exhibiting companies, trial the latest products, experience one-on-one demonstrations, collect 2023 Catalogues and Brochures, network, negotiate and secure deals for the coming year.

There is **FREE Entry, FREE Parking** and **Complimentary Refreshments** for visitors to the show and the chance to win some great prizes! **A Pair of EasyJet Flights (Europe), An overnight Hotel Stay with the Radisson Park Inn, Corporate Hospitality and Tickets for a Football Game at Walsall Football Club, and many more exclusive Show offers from participating Exhibitors.** Terms and Conditions apply and you must attend the show to be entered in to the Prize Draw.

Tracey continued; "It is great that so many of the leading Wholesalers are exhibiting at the show, and we are thrilled to have joined forces with Cutting Edge Magazine as our Primary Media Partner This is a really important partnership for the TEAM Roadshow. Cutting Edge Magazine is the most respected publication in the shoe repair industry whose readers are an important demographic of our audience due to its relationship with SOMSR - The Society of Master Shoe Repairers. By partnering with Cutting Edge for the TEAM Roadshow in January we will broaden the reach of the show to a wider audience delivering greater benefits for both Exhibitors and Visitors to the show."

For all the information and to register to attend the event alongside your peers and colleagues visit; www.TEAMroadshows.com/registration

We look forward to seeing you there!



team

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ROADSHOW 2023

Walsall Football Club

Monday 23rd January 10am – 5pm
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“Q&A with Mr Li”



Nicky Rutter, Mr Li, James Chen & Samantha Rutter

Nicky from NW Keys asked Mr Li (inventor of the renowned Mr Li Original pick and decoder tools) to offer some advice for locksmiths & those considering adding lock picking to their business ...

1 WHAT INSPIRED YOU TO START MAKING MR LI PICK AND DECODERS?

After the year 2000 in China, a large influx of imported cars and private car ownerships opened up a substantial increase in business. During the time as traditional automobile locksmith tools required developed skills it was necessary for auto locksmiths to train for a substantial amount of time. As such I figured it was important to develop a prototype of special tools that a locksmith, who after simpler training, is able to master.

My aim was to design and manufacture a leading tool for locksmiths that were precise, simple and efficient. I continued with innovation and development, so that my tools are welcomed and recognised by locksmiths the world over.

2 WHAT WAS THE FIRST TOOL YOU EVER MADE?

The first tool I developed was for Toyota models using the key blank TOY40, with a singular function. The first tool mass produced was the pick and decoder for HU66 (VAG), HU100 (Opel/Vauxhall) and HU92 (BMW).

3 WHAT HAS BEEN THE MOST DIFFICULT LOCK TO MAKE A TOOL FOR?

I think that HU162T (9 cut) and HU162T (10 cut) were the most difficult tools to develop, because the lock structure is more complex. There is limited space within the lock to be able to pry the lock open and also designing the tool for multiple levers (including side cuts). This is made development extremely challenging, but we finally overcame the difficulties to complete the development of the product.

4 DESCRIBE SIMPLY HOW THE PICK AND DECODERS WORK INSIDE THE LOCK?

Once the tool is properly inserted within the keyhole, the lifter is used alongside the reading panel to determine the position of each wafer,

picking the lock is simply applying pressure to wafers that have a solid resistance. Once the lock is picked, the decoder reads each position of the wafer where the lifter stops to determine the combination.

5 WHAT HINTS AND TIPS CAN YOU GIVE SOMEONE USING THE TOOLS FOR THE FIRST TIME?

For beginners, understanding the tool and its function is crucial to becoming proficient in its use. This can be learnt through training classes, manuals or Mr Li master classes.

It is also important to pay attention to how the tool operates and through continuous practice, one can master Mr Li tools.

6 IS THERE ANY HOPE FOR THE HEAVY-HANDED LOCKSMITH? HOW DO YOU GET A FEEL FOR THE CORRECT TENSION TO USE?

Of course! I myself am heavy handed by nature, which is why the design of the tool is simple to use! While each lock requires different amounts of tension, a general guide would be to apply the same, if not more tension as you would when unlocking the car.

7 HOW CAN CUSTOMERS GUARANTEE THEY ARE BUYING GENUINE MR LI TOOLS IN THE UK?

Global sales of Mr Li tools only go through authorised agents. Our company insists that only qualified agents have the right to distribute our tools in the assigned area.

As long as Britain based locksmiths purchase tools from UK designated agents, this will ensure they are purchasing genuine Mr Li Tools.

Look for the Mr Li logo on the front and written on the back "This tool is designed and manufactured by Mr Li".

Also, anti-glare tools are made exclusively to a higher specification for the UK market).

Don't be fooled by fakes and copies!

Ensure you are using the finest engineered picks on your customers' locks by following these tips:

NW Keys are official UK distributors of Original Mr Li Tools

Only picks designed and manufactured by Mr Li at his factory in China carry the authentic Mr Li logo on the front and official text on the rear.

The Anti-Glare range also have 'Premium Grade UK' written on the rear as shown.



RW5



THE LATEST CLONING TECHNOLOGY FROM SILCA

NOW IN STOCK AT CHARLES BIRCH

This latest cloning technology, the evolution of the RW4 Plus comes complete with a full colour display including new, easy to use and intuitive software.

The new Silca RW5 also includes full connectivity from the built in Wi-Fi and Bluetooth technology included within.

FASTER & MORE POWERFUL

With the more powerful antenna the new Silca RW5 processes the information 66% quicker than previous Silca cloning devices.

The new Silca RW5 is light and portable and comes with a rechargeable battery and works with the U Snoop (which comes in the package).

FULLY COMPATIBLE

It is compatible with all the existing Silca RW4 solutions as well as a new cloning capability for Mazda.

New updates will be coming out regularly and will be easily installed using Air Technology and the internal Wi-Fi.

THE NEW GTI PRO TRANSPONDER CHIPS have also arrived at Charles Birch, these new chips cover an even wider range of cloning chips than the existing Silca GTI chip.



Contact your local Charles Birch representative for more details or visit www.charlesbirch.com.



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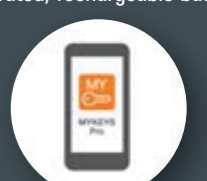
GUIDED PROCEDURES
Step by step via colour display



RELIABLE
Superior data processing power using Silca proprietary servers



PORTABLE
Integrated, rechargeable battery



DIGITALLY INTEGRATED
with MY KEYS Pro for full information on key duplication

*For the D46 cloning procedure compared to the Silca RW4 Plus

Calling all independent shoe repairers!



Dainite are keen to hear from you, the UK independent shoe repairers, on what might be the most effective Dainite point of sale marketing for your business.

To help the inner marketing genius we will be awarding a pair of shoes or boots manufactured exclusively for Dainite by Northamptonshire based shoe company Trickers.

The winner will be asked to select from the following:

Black Bourton Derby shoes in 8½ with olive green Dainite Ridgeway sole.

Acorn Bourton Derby shoes in a 7 with Oxford blue Dainite studded sole.

Black Stow Brogue boots in an 8 with black Dainite Ridgeway sole.

Expresso Stow Brogue boots in an 8 with dark brown Dainite studded sole.

We look forward to seeing your well-considered ideas accompanied by a picture or diagram, so get creative!!

Send your ideas to dainite@harboro.co.uk ASAP before the end of January 2023 when judging will take place and we will announce the winner shortly after that.

Good Luck,

Dainite



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winter is here So help your customers take it in their stride with SVIG!

OK – so there will be rain and sleet and snow... So what?

With TREKKING by SVIG on their shoes and boots there will be no problems wherever they go.



In the city, Trekking's soft rubber compound gives great grip so they can still get around quickly and safely on slippery, wet streets and pavements. The silent tread also means no distracting sound of footsteps in the office. In the park or in the countryside those same qualities mean that just like with winter tyres on their cars their feet have the best grip on winter walks. Help them choose their favourite Trekking design by having in stock these 3 best sellers from SVIG:

CRESPONE (Sheet art. LA300TR)

Its multidirectional crepe pattern is very versatile and can be successfully applied on a lots of winter shoes.

CROSS (Sheet art. LA307TR)

Its stylish profile suits more formal footwear and its criss-cross design could even remind the wearer of an aerial view of a city – so, perfect for hurrying in those busy streets!

SOUND (Sheet art. LA305TR)

Its rough texture, even more dense and thicker than the others makes it the 'sound' choice for winter footwear.

In fact, it is ideal so they offer it as full soles, heels and half soles.

It's great too for sports shoes, especially those where the sole comes up over the toe, when its grip works as a brake. For that reason, it's also great for active kids!

Whatever choice they make you know it will be a safe one - and better still, you know it will be easy to work and glue.

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www.svig.it



Do you recognise this man?

The mystery identity of a man's body discovered almost 30 years ago is forming part of a new documentary series for national television – and the UK shoe repair trade may be able to help to solve it..

Locate International, a charity that lends specialist assistance in searches for long-term missing and unidentified people, are appealing to the British shoe repair community for new information about the 'North Sea Man', whose body was found off the north coast of Germany in July 1994.

The case has remained unsolved in the files of the German Police for over 28 years, but the charity now believes that some newly discovered facts could trigger fresh information, in hopes of an eventual identification of the 6'2" – 6'5.5" (187 – 197cm) man.

He is estimated to have been born in the 1940's, and so he was between 45-50 at the time of his death. The body was found to have been weighed down by two iron shoe lasts, after suffering blows to the side of the head and rib cage.

The lasts both weigh 3kg and are stamped with the manufacturer's name 'AJK' (a manufacturer in Bristol that traded from the late 19th century until the mid-1960's when the company was taken over by Cheaney's).

The man was found wearing relatively expensive Church's shoes, re-soled with Phillips soles and had replacement heels made by Dinkie Heel PLC, Bristol with the inscription I.T.S. Jubilee and a stylised crown.

There have been extensive unsuccessful investigations, so now this appeal is the first critical step to establishing what happened to him and - most importantly – who he is.

An exhumation and autopsy were conducted to ensure a full DNA profile could be compared with international databases. Initial forensic analysis suggests he had spent time in Australia and/or Northern Europe.



A new facial reconstruction has been completed and the case has received extensive coverage in the international media, but unfortunately no possible matches have been suggested resulting from this or from international enquiries via Interpol or from public searches.

Dave Grimstead, CEO of Locate International commented:

"At present there are seemingly lots of disparate threads linking this unique case to many countries and cities around the world. We want to try and jog the memory of anyone who might know something or have even the smallest bit of information, no matter how insignificant it may seem.

If we can give this man a name, we can notify any family and friends that may still be wondering what became of him and offer them some peace of mind.

With just one person's help, we may be able to find answers to the mystery of what happened to this unfortunate man after nearly three decades."

So, it is over to the readers of 'Cutting Edge' – especially those more senior members of the shoe repair trade who might remember or recognise something from almost 30 years ago...

If you have any information at all that you think might help solve the mystery of 'North Sea Man' please contact ruairidunne@beaglemedia.co.uk. Or let us know and we will pass it on...

About Locate International: Locate International is a Registered UK Charity No.1197991 and is built of specialist teams from different disciplines and volunteers from local communities. Over the last three years, it has built a solid foundation through creating collaborative opportunities with universities, experts with academic research, and exploration into cold cases with direct access to specialists around the world. Its mission is to locate the missing and name the unidentified, and its vision is that every missing and unidentified person receives the highest quality investigation.



Time to take it easy



Here's a quick and simple way to make some extra profit with replacement watch straps for Apple watches - now available at Charles Birch.

EASY TO FIT

Replacing a watch strap on an Apple Watch is incredibly easy and does not require any tools. Simply press and hold the small button on the underside of the watch above where the straps connect and slide the old watch strap off and new watch strap on.

EASY AS 1,2,3

Charles Birch have introduced a whole range of magnetic watch straps to fit the ever-popular Apple Watch, offering three styles in an extensive range of colours.

1. Milanese style straps which are woven on specialised Italian machines, the smooth stainless steel mesh wraps fluidly around the wrist and is fully adjustable to ensure a perfect fit.

2. Silicone straps available in both sport and everyday styles in a wide variety of colours from the bright Barbie Pink to the classic Antique White.

These straps are made from lightweight and waterproof silicone, which means they are durable and strong, yet surprisingly soft.

The straps have a pin-and-tuck closure, providing easy locking and release, allowing for greater flexibility and a comfortable fit.

3. Nylon Loop straps are soft, breathable, and lightweight.

They also feature a hook-and-loop fastener for quick and easy adjustment. The double-layer nylon weave has dense loops on the skin side that provides soft cushioning whilst letting moisture escape. On the reverse side, the attachment loops are securely anchored for superior durability. Available in thirty colours.

EASY TO ORDER TOO...

Simply contact your local Charles Birch representative, or for more information about replacement straps for Apple watches please visit www.charlesbirch.com



reader's story

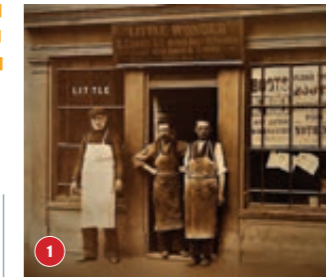
CURRY'S SHOE SERVICE

When Curry's Shoe Service in Bury St. Edmunds joined SOMSR recently Lesley at SOMSR spoke to Andrew Curry, the 6th generation of the Curry family to run the business.

Andrew explained: "Our family has been involved in the footwear trade for over 150 years, back to the late 1800's when bootmaker James Curry opened his first shop. His son Samuel then came into and carried on boot making. His sons Charles & Ben followed the tradition as did Charles's son Jack. It was then when the business changed more in the direction of shoe repairs. Jack's son, my father, Brian worked in the shop during school holidays and when aged 15 in 1961 started full time. He and my mum are both still involved with the business. In 2000 we won a Cutting Edge competition for a shop front and refit. The designers suggested

we change our name from Curry's Footwear Service to Curry's Service Centre because it covers all our services and we've never looked back. We added email shop@currysservicecentre.co.uk and website www.currysshoerepairs.co.uk and now get enquires all over and offer a postal service. It was Brian who began doing more diverse repairs - boot alterations, zips in boots and jackets, etc.

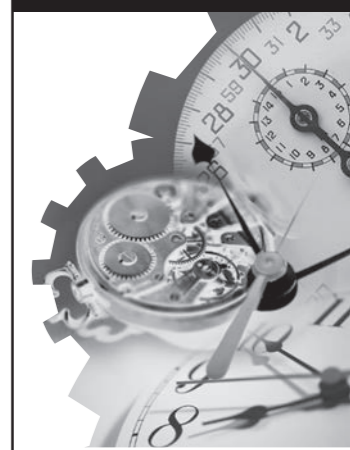
When I started work here we brought in key cutting and engraving. We're now up to the 7th generation with my son Callum who is already having his input in the business and says he plans to be here for many more years to come with new ideas."



1 From left to right: Sam, Ben & Charles outside their shop

2 The Curry family today

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Society News

The latest news and stories from the SoMSR office

DEAR DIARY

Wow what a year! Freebies, Competitions, New Members - and the Cutting Edge 20th Anniversary.

I hope you have enjoyed our Society News pages over the past year. Keep the stories coming in, keep us busy talking about you..... tell me what you like and tell me what you don't like.

Have a wonderfully Merry Christmas and a happy and healthy New Year and thank you for sending me your emails, letters and telephone calls....



SOMSR CONTINUES TO BRING YOU 'A LOAD OF OLD COBBLERS'!

THE STORY OF JOHN HENRY (HARRY) HUNTER



It's hard for me to believe that my Dad was born in 1911, and between witnessing 'Zeppelins' during the First World War, and serving in the RAF in WW2 he began a lifetime of 'High Class Shoe repairing' (never 'cobbling'!) –

initially as a manager at the local Coop department, briefly in Middlesbrough for 'Timpsons', then for over half a century in his original home town in Scunthorpe, mainly in the 'little shed' at the bottom of our garden in Ashby High Street. Repairing shoes for (and often becoming firm friends with) everyone from neighbours and friends to bank managers and surgeons, both local and distant, Dad made a huge impression on all who knew him, with many a tale to tell of a lifetime in shoe repairing...

On leaving school in 1925, work was scarce and he became apprentice to a Mr Arthur Cross 'High Class Bootmaker'. In 1927 Dad moved to the Co-op shoe repair dept. (with the princely wage of 19 shillings a week

– about 95p!) At 21 he was in charge of the 'Cutland nailer' and the 'Rough Rounder WH13, and later the riveting machine, becoming foreman at 25.

Harry attended the local 'Primitive Methodist' church on Sundays and joined in their varied activities, plus visits to the many Cinemas in the town (even catching Tom Mix, the cowboy star, on a 'live' tour). He became a little disillusioned with 'cobbling' in the 30's, but then discovered the CWS (Co-op) annual competition for craftsmen and worked towards his entry for 1938. Competitors had to hand make

a pair of shoes from scratch to be then worn just once and decorate the soles as they saw fit. Although this entry received 3rd prize, Dad was very disappointed with his efforts upon seeing the standard of the winners and decided to try even harder in '39, when he received 2nd prize.

In 1940 he enlisted in the RAF. Due to an episode of scarlet fever when young, a perforated ear drum made flying impossible, so Dad joined the medical corps and rose to the rank of Corporal, eventually based at the American air base Le Bourget in Paris until the end of hostilities. There are many amusing and frightening tales from his war years, but that's for another time!

After the war, Harry couldn't really settle back home after his travels and for a brief time went to Middlesbrough to manage a Timpsons shop. Eventually he was persuaded by his family to return to Scunthorpe and start his own business and opened his shop (called the 'little green hut') on Ashby High St., 1/2 a mile from the home he made for himself with mum and later on, me.

In the early 1950s the local council decided to re-structure the road system which meant demolition of a whole block, including the little hut. Mum and Dad decided to relocate to new premises (a concrete shed at the bottom of our garden!). This shed still stands today and contains the very same machinery (still in working order).

During the 60s, 70s and 80s, Dad's customers would walk up the passage,

past the kitchen and outhouses to bring and collect repairs every day. Many of the customers became firm family friends. A previous 'Cutting Edge' article referred to the regular visit by Mr Healy (I remember 'old' Mr Healy who, whilst with Dad, would let me sit in the drivers' seat of what I think was a modified BMC van when I was 5 or 6 years old. Dad and Mr Healy struck up a real bond, and in the late 80s (when I was now 'properly' driving) I took Dad across to the Healy warehouse in Wickersley, near Sheffield. That leather smell was unforgettable!

Dad continued repairing shoes until his early 90s, eventually 'mothballing' the machinery and shed and finally retiring and living on until almost 104.

It's sad to think that most, if not all, of those characters from the halcyon days of the 50s to the 90s are now no longer with us, but then again every so often when back in Scunthorpe (we now live in the Yorkshire Dales) the son or daughter of an old customer will say "was your Dad the shoe repairer at the bottom of Ashby?" and tell us about visiting the little shed.

Written by John Hunter, his son.



- 1 Harry in 1992
- 2 Harry & his son John
- 3 2nd prize in 1939
- 4 3rd prize in 1938

NEW MEMBERS:

Welcome our new Master member Chris at Shoemaster Rochdale. Follow Chris on Facebook... and Curry's Service Centre in Bury St.Edmunds. Read more about them on page 27... and last but not least, Shoecare who have 3 shops in Wales.

Don't forget to email me on info@somsr.com should you wish to become a member. Go on, I know you want to.



Paul Cummings, the winner of the Wordsearch has sent us some pics with the outstanding view of Loch Ness with Nessy itself! What a lovely thing to do to show his winnings off in such a beautiful location.



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#IFYOUREADINGTHIS

It might be time to update our member database. If your shop details are included on our website it makes sense to check them once in a while. If you have a moment please email your current full details, phone number, email address, website link, etc to me at SOMSR Global HQ: info@somsr.com so that I can keep our records straight. Thank you.

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industry organisations



www.somsr.com
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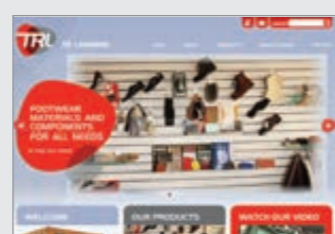
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