

SHOE SERVICE

The Newsletter of the Shoe Service Institute of America

Winter 2016 • Volume 5 Issue 1

SSIA CONVENTION

SSIA is Going to Kansas City for 2016 Convention

The Marriott Overland Park will host SSIA's 112th Annual Convention July 16-17, 2016. It's time to make plans to attend. Here is what you need to do.

Make Your Hotel Reservations

SSIA has secured a special room rate of \$115 single/double. You can make your reservation online by visiting www.ssia.info/convention. You may also call 800-228-9290 if you would prefer to book your reservation over the phone.

SSIA's room block almost always sells out months before the deadline, so make your reservations today. The SSIA rate will be honored until June 22, 2016 or until the room block sells out.

Register for the Show

Show registration is free, but it pays to register in advance to minimize your time at the registration table in Overland Park. You can register by visiting www.ssia.info/convention and clicking on the registration link.

Winterizing Promotion Available for Member Downloads

The fourth of SSIA's quarterly promotions for 2015 is available SSIA members for downloading. Visit www.ssia.info/promotions to get your copy.

The theme of this promotion is, "Winterize Your Shoes and Boots" and includes information you can pass along to your customers about how you can help them during the winter season.

As with previous promotions, the materials consist of artwork for a poster, artwork for a bag stuffer, a press release you can copy and send to your local media and a Facebook header graphic you can use on your business Facebook page. Previous promotional materials are available to members on the SSIA web site as well.



The Marriott Overland Park will host SSIA's 112th Annual Convention July 16-17.

Plan Your Visit to Kansas City

SSIA's show lasts all day Saturday (including our Saturday night gala free for all members) and Sunday until 2 p.m. Make sure to allow some extra time to visit Kansas City. For a list of things to do, there is a separate article in this newsletter. You can also visit www.visitkc.com or www.visitoverlandpark.com for ideas.

Also, visit the SSIA web site for a complete schedule of events. We look forward to seeing you in Overland Park in July.



Time to Pay Your Dues

SSIA's 2016 membership dues have been invoiced and were due January 1. If you have not yet paid your dues, please do so at your earliest convenience.

You can pay in one of two ways:

1. Pay online at www.ssia.info/join. Click the link to renew membership for your category (wholesaler, supplier or repairer).
2. Send a check payable to SSIA to 305 Huntsman Ct., Bel Air, MD 21015. Supplier and wholesaler dues are \$250 for the year. Repairer dues are \$65.

Benefits of membership include access to promotional materials, priority listing in the shop locator on SSIA's web site and benefits at SSIA's convention. If you have any questions, contact the SSIA board members representing your segment of the industry (repairers, wholesalers and suppliers).

Exhibitors: Time to Reserve Space for Kansas City

SSIA is now taking orders for exhibit space at its 112th Annual Convention in Kansas City. Exhibit space is available to SSIA supplier members only. If you are not a supplier member, you can find an application on SSIA's web site at www.ssia.info/join.

EXHIBIT PERSONNEL

Exhibit personnel is limited to SSIA supplier members only. Representatives of companies that manufacture products sold by the exhibitor are acceptable, but exhibit space cannot be sublet to non-member companies.

As in years past, only SSIA supplier members that have purchased a booth will be permitted in the exhibition hall and may participate in SSIA activities. Supplier members that have not purchased a booth are welcome in the annual business meeting.

Shoe service wholesalers, orthopedic distributors, or their employees are not permitted to work a booth at a SSIA sponsored event. Representatives of non-member companies are also not permitted to work a booth.

EXHIBIT COSTS

- \$700 for one six-foot table
- \$1,300 for two six-foot tables
- \$1,850 for three six-foot tables
- \$2,400 for four six-foot tables

Show Specials

Reserve space before May 1, 2016 and save \$50 per table.

Buy four tables get one FREE

HOW TO RESERVE EXHIBIT SPACE

Visit www.ssia.info/convention. You can reserve space online or download a form to return by fax or mail.

EXHIBITOR SCHEDULE

Exhibit set-up will be Friday, July 15 from 12 p.m. to 6 p.m. and Saturday, July 16 from 7 a.m. to 11 a.m.

Show hours are 12 p.m. to 1 p.m. July 16 for wholesalers and 1 p.m. to 5 p.m. for all registrants. The show will be open to all registrants Sunday, July 17 from 10 a.m. to 2 p.m. Exhibit break-down will be July 17 from 2 p.m. to 6 p.m.

MORE INFORMATION

Visit SSIA's web site at www.ssia.info/convention for information on hotel reservations, shipping and storage of materials.

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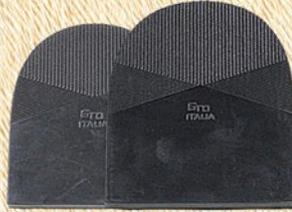
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DRV Enterprises
Fiebing Company Inc.
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Foam-Tex Solutions Corp.
Gateway Shoe Machine Inc.
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Pecard Leather Care Company
Pedifix Footcare Products
Petronio Shoe Products
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Toe Armor
Topy S.A.
URAD Products
Vibram USA



SSIA CONVENTION

Nine Places to Visit in Kansas City When You Attend SSIA's Convention

Kansas City will host SSIA's 112th Annual Convention July 16 and 17. If you plan to spend some extra time in Kansas City, here are some places you might want to visit.

Harry S. Truman Home

This historic site offers a glimpse at the 33rd president's life and career. The white, Victorian-style home looks much as it did in the early 20th century, complete with period antiques and family heirlooms. During the Truman presidency, the home was referred to as the "Summer White House." The site also features the homes of Bess Truman's two brothers and the home of the president's aunt (on nearby Delaware Street). Tours are limited to eight people, and tickets are time-specific, issued on a first-come, first-served basis.

Kansas City Zoological Park

Explore the wild Australian outback, the Kenyan savannah, or the deepest, darkest Congolese jungle at this state-of-the-art zoo. The 200-plus acre complex is home to more than 1500 animals, including polar bears, apes, elephants, birds of prey, and more than a few big cats. An extensive renovation program in the 1990s added \$71 million worth of improvements and took only five years to complete, doubling the zoo's area and tripling its population. Golf cart tours are available; reserve in advance.

Negro Leagues Baseball Museum

This unique museum utilizes film, memorabilia, and other exhibits to track a remarkable chapter of American sports history. Guests use computers to access 3-D information on the league's history and players, play challenging trivia games, and learn basic baseball techniques. An interactive playground allows visitors to "bat" against video images of major-league pitchers inside a 44-foot-wide batting cage, which also features

a virtual umpire and measurements of how far your hits travel. While you're there, make sure to check out the phenomenal collection of books, videos, and one-of-a-kind gift ideas at the museum's "Extra Inning Store."

Liberty Memorial and National World War One Museum

Officially the only US museum devoted solely to World War I, Liberty Memorial displays objects collected beginning on Armistice Day (November 11, 1918) at war's end. The permanent exhibits, then, seek to explain and interpret the varied holdings. The memorial itself is composed of a 217-foot tower, the museum building, two sphinxes representing Memory and Future, the Great Frieze (depicting man's journey from war to peace), and connecting courtyards and stairways. Great for history buffs and visitors wanting to learn more about the Great War.

Union Station

Originally the rail terminal for 12 main lines and 30 subsidiary lines, this circa-1914 building was renovated in 1997 as a \$188 million entertainment center. The gorgeous facility was treated to an historically accurate restoration and now shines with dramatic turn-of-the-century architecture. Other station attractions include an interactive children's science center, shops and restaurants, an exhibit on KC's railroad history, movie screens, a live theater stage, and even the return of railroad service, thanks to Amtrak. In addition, a covered walkway connects Union Station to Crown Center (a retail venue) and the Hyatt Regency.

Nelson Atkins Museum of Art

Established in 1933, this museum is among America's premier art institutions, boasting a variety of prestigious works dating from antiquity to the present. Indeed, the Atkins is renowned

for its magnificent collection of rare European, American, and Asian art. The 17-acre Sculpture Park features the largest stateside collection of bronzes by British sculptor Henry Moore, featuring significant work from Africa, Oceania, and the Americas. The museum's prolific art history research library houses 93,000 volumes.

Kauffman Center

Kansas City, Missouri's skyline changed dramatically in 2011 with completion of this immediately iconic structure. Designed by renowned architect, Moshe Safdie, the breathtaking modern building with sun-drenched lobby offers two performance halls that host music, opera, theater and dance programs from throughout the world. Pitch-perfect acoustics, dramatic lighting and inviting color schemes have created a spectacular performance venue. For the Kansas City Ballet, Kansas City Symphony and Lyric Opera of Kansas City, the Kauffman Center for the Performing Arts is a long-awaited new home. For local and visiting performers alike this venue offers a beautiful and technologically superior space in which to delight and inspire audiences.

Schlitterbahn Kansas City Waterpark

If physical growth is any indication of popularity then Schlitterbahn has unquestionably become a hot spot for cool activities. This waterpark 'resort' has undergone several multi-million dollar expansions, and opened the world's tallest water slide. There are plenty of other activities too, from watery roller coasters and a 3000-foot river full of rapids to more than a dozen mini slides and multiple beaches. Relax in a giant hot tub and swim right up to a refreshment bar. Surfers can practice here, float enthusiasts can experience a tidal wave river and adventurers can check out the Storm Blaster, Schlitterbahn's unusual uphill water roller coaster. And where else can guests float in tubes throughout a park without leaving the water?

Sprint Center

Since it opened in 2007, Sprint Center has become synonymous with entertainment in downtown Kansas City, whether visitors attend sports competitions, concerts or special events. A striking curved

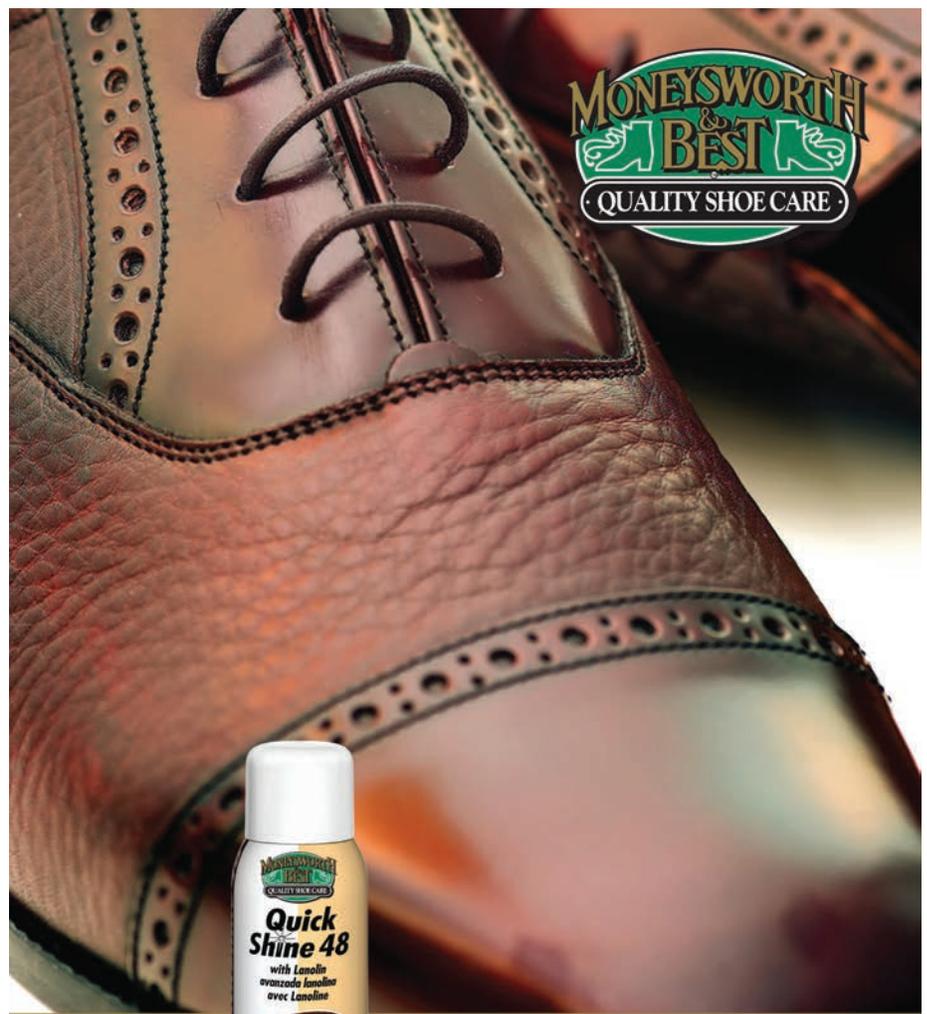
glass exterior enfolds an arena that seats as many as 18,000 patrons, depending on the individual event. During college, professional and amateur sporting events a 16 LED screen scoreboard ups the excitement ante. Named the nation's fourth busiest arena and the world's 14th busiest live entertainment venue, by Pollstar Magazine (2014), Sprint Center also easily accommodates Broadway shows such as Jesus Christ Superstar and iconic musicians as diverse as Paul McCartney or Cher.

Arabia Steamboat Museum

The side-wheel steamer Arabia was constructed in 1853 for powering through

the muddy Missouri River waters with up to 222 tons of material in tow. But later, it snagged a felled tree trunk and quickly disappeared under the sea. More than a century later, David Hawley discovered the sunken steamer a half-mile from the river bank and beneath 45 feet of earth; it then became the focus of the Steamboat Arabia Museum.

Today you can take a tour of the steamer's deck and hull, but there's also a great deal more to see. The museum features a general store, a cargo gallery and several other galleries with odds and ends recovered from the excavation of the great Steamboat Arabia.



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FAST FEET DELIVERS AWARD-WINNING SHOE REPAIR TO DELAWARE CUSTOMERS



Sandra Verbruggen (left) and Maria DeSmet carry on their family's six-generation commitment to quality shoe repair with Fast Feet Shoe Repair in Delaware.

This month, SSIA profiles its current vice president, Sandra Verbruggen. Along with her mother, Maria DeSmet, Sandra operates Fast Feet Shoe Repair in Wilmington, Delaware's Concord Mall. She represents the sixth generation of her family in the shoe repair industry. The family's journey started in France and moved to Belgium but, for the last 32 years, they have built an award-winning legacy in the United States.

Tell us about your family's background in the shoe repair business.

I am the sixth generation in the business. My family started in the business in France. My father had three shops in Antwerp, Belgium. In the late 1970s, he saw an opportunity to bring European-style shoe repair (fast service in a high-traffic location) to the United States. He wanted a mall location, but almost every mall turned him away. They didn't want a shoe repair shop. They said it would be too dirty, too noisy or would smell bad. Finally, Concord Mall in Wilmington, DE said they would try in for a year. Thirty-two years later, we're still here.

We opened our first shop in Delaware in 1984. I moved here in 1989 after I finished high school. By that time, we had three shops in the U.S.

I started helping in the shop in 1989 but left for about nine years when I got married and my son was born. I came back when my father died in 2000 to help my mom. I have been back for 15 years now.

I manage the Concord Mall store. I work the counter and do alterations and dye work as well.

Explain your business concept. It seems that most shops have moved out of malls. How do you make it work?

My father always said location, location, location. Our main shop has been in the mall for 32 years.

We have always offered while-you-wait service and that's what many of our customers expect. Some drop off their shoes, shop in the mall for a while and then pick up the finished shoes. We strive for great customer service and quality work.

About half of our work is picked up the same day. The other half is picked up the next day or two.

Everything is prepaid. It has been that way for 15 years. It was a great decision for us. Not only do we have the money in the register rather than waiting on the shelves, but we just don't have the space

to store shoes while we wait for customers to come back.

Being in a mall has its challenges. The rent is high, but we also have a lot of foot traffic in front of the store. We are right next to the mall entrance and, even though we have been here 32 years, we have people walk by all the time saying, "I didn't know you were here." They ask about what we do and often bring back shoes.

We also get the benefit of impulse buying from these passers-by. We have a good supply of retail merchandise and it accounts for about 25 percent of our sales. Polishes and laces are our best sellers, even the crazy laces my mom likes. We also sell a lot of insoles and foot comfort products to our older customers.

Do you find your customers are an aging crowd?

Not really, we get a lot of young people too. Some young people buy expensive shoes. They don't always know about shoe repair, so they're thrilled when they pass us in the mall and find out their shoes aren't ruined because, "the little heel fell off."

What are the best things you've done to promote your business this year?



Fast Feet Shoe Repair is located in Wilmington, Delaware's Concord Mall. Being next to the mall entrance maximizes foot traffic, so they keep an ample supply of retail items for impulse buyers. They also display their many industry awards in a glass case (left) to pique shoppers' interest.

We motivate our employees to enter shoe repair competitions like SSIA's Silver Cup Contest. It is a great way to promote our business and generate publicity.

We have won more than 60 awards over the years both in the United States and internationally. We are very proud of this.

My father, Daniel Verbruggen, won SSIA's Grand Silver Cup in 1995. Our employees Jean and Jules Van Passel won the Grand Silver Cup in 1997 and 2001 respectively.

Another Fast Feet employee, Rachel Drumheller, won bronze awards in SSIA's 2013 and 2015 Silver Cup Contests.

We display the awards in a glass case in the front of the store to attract attention. It works. People regularly stop to admire them and ask questions about what we do.

We also participated in the Repair With Pink program for the first time this year — a program I helped create with Shoe Repair International. We offered pink

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Another interesting thing we've done is add a video monitor to our store (top left in the photo on the left) where we show pictures of what we do and before-and-after samples. I wasn't sure this would have any impact, but it works. People watch this while they are waiting for their turn at the register and I can't tell you how many times I've heard, "I didn't know you could do that!"

You have served several years on SSIA's board of directors including the past two as vice president. What would you like to share about that experience?

It has been a great experience for me. It has given me an opportunity to learn how the association and the industry works. I have built great relationships with suppliers, wholesalers and my fellow repairers.

Anyone who has come to an SSIA show understands the value of these relationships. You get a chance to meet the people who make the products you use. You can pick up tips on how to better use them and offer suggestions about how suppliers can make them better. And, of course, the networking with repairers is incredible — the wealth of knowledge and experience that is shared.

All of that is even better when you become a volunteer leader. It has been a good experience for me and I would recommend it to anyone who is interested. I hope to be nominated as the first repairer president of SSIA this year.

What are the biggest challenges you face as a shoe repair business?

heels and pink protective soles to promote breast cancer awareness and donated 20 percent of the proceeds to the National Breast Cancer Foundation.

We received loads of publicity for the program and it was for a great cause. We were featured on the six o'clock news and in a full-page article in the *Sunday News Journal*. Radio stations announced the program. It was featured on the billboard at the mall and local businesses let us advertise for free in their locations.

Together with other shoe repair shops, wholesalers and suppliers we raised more than \$4,500 this year. You can learn more at www.repairwithpink.com.



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The biggest challenge is to find more employees. We have eight now and have trained others over the years. It is hard to find people who know what they're doing and, when we train them, they often find they don't like it and leave after a year. I thought it might be the pay, but when I asked them, they said they just didn't like the work.

Mall hours are hard. We could use more people. It's a struggle

What are your top two goals for 2016?

Well, as I mentioned, we want to find more help. We also want to bring more shoe repair awareness to consumers.

I mentioned the Repair with Pink program. We will continue to do that because it worked really well for us. We also generate some publicity from the shoe repair competitions I mentioned.

I am going to continue to build our social media presence as well. We have gotten a good response to our Facebook page. We regularly post about products we sell or jobs we do. Again, we get people coming in regularly saying, "I didn't know you could do that," or they'll see something on the page and bring in a similar job asking if we can do that as well.

Consumer awareness to us just means getting in front of the consumer any way we can. Shoe repair may be old news to us, but it's new to them. If we can just get them to realize we exist, or understand the range of services we offer, we will turn them into regular customers.

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SEMINARS RANGE FROM MAKING MONEY TO STAYING HEALTHY

SSIA offered seminars on a variety of topics during its 111th Annual Convention in July. We asked each speaker to provide the most important take-aways from their presentations. Here is what they had to say.

Front Counter Excellence Lisa Hubbs

- Great customer service is a skill set that can be learned...not everyone naturally has the skills to deal with a wide range of customers: ages, personalities, cultures, and different kinds of communicating, but they can be learned. You may have to “re-set” yourself with each customer, and try never to take it personally (it usually isn’t). If you continue to struggle with this, it may make more sense to hire someone who has those communication skills vs. alienating your customers and being frustrated all of the time.
- If you are a one-person shop, learn to “protect” the busy front counter time periods...if you know you are busy from 10 a.m. - 1 p.m. around the lunch hours, don’t unnecessarily stress yourself out by trying to get work done on the machines, only to keep being “interrupted” by customers. Focus on easy repairs/rips that you can stop/start with while you are managing the high traffic time periods, and do the machine work during the quieter, more likely to be uninterrupted times of the day. Set aside easier rip work that you can get done while you have a “talker” that has come into the shop--that way you are not losing valuable time while they talk with you, and they still get your attention.
- Every single customer interaction (in person, phone, email, social media) is an opportunity to earn, increase, (or lose) a customer’s loyalty to your business. Think about what are the local businesses that you love to frequent, and what do they do (or don’t do) that have you coming back again and again? What are the things a business has done/not done that makes you swear you will never give them your business again? Now compare those experiences to you and/or your staff.
- Inspect the item being dropped off completely — often the customer does not realize other repairs are needed, and this can help avoid additional trips. Educate the customer at the counter, as appropriate, and teach them how to prevent/minimize certain issues going forward. This is also your chance to let your customers know what other related services/products are available, especially when they have brought

in something unrepairable. Thank them for coming in, and tell them a few other types of services you offer for the future, going forward.

- Both professional service *and* good repairs are critical to a successful business. Remember the customer always has a *choice* of whether to give you their business. Make it your mission to make it easy for them to be your customer!

Be a Healthier Cobbler Raúl Ojeda

- Shoemakers spend a lot of time and energy in keeping our business alive. We often forget why do we do what we do.
- We are all working hard to have a better life, a better life starts with being in good health.
- Hygiene is very important. Continuously wash your hands. Visit a chiropractor regularly. Have a stretching routine. Walk more and include some outdoor activities. Eat on time.
- It seems like boring stuff, and a lot of people said they don’t have time for these things. But our lives and health are important. If we don’t take care of ourselves, no one will.

Specialty Work Steve Doudaklian

Steve Doudaklian shared examples of specialty sewing solutions and techniques that can apply to everything from furniture to leather goods. His top tips were:

- Take advantage of shared resources.
- No job is impossible.
- Always practice your craft.

Machinery Maintenance Blase Knabl

Blase Knabl of Shoe Systems Plus covered machinery maintenance. Attendees:

- Gained knowledge on maintaining better suction from their finishers.
- Improved their understanding of how tracking systems work to adjust and maintain sanding belt stability.



- Learned how to identify bad bearings and saw examples of damage caused by not replacing them.
- Learned how to replace 5 in 1 cutter blades, maintain and adjust them.
- Learned how to modify a press to eliminate an obsolete part.
- Participated in a session where they could ask specific questions about their own machinery.

How to Grow Your Sales and Profits Tauer & Johnson

The team from Tauer & Johnson discussed the benefits of selling shoes in a shoe repair shop. Here are the highlights:

- Cobblers know shoes. Our shoe repair retailers know quality footwear.
- We present the shoe repair industry with a unique opportunity to grow their business.
- Tauer & Johnson makes selling shoes easy, while keeping future repair sales in mind.
- We are very flexible, and we're eager to get shoe repair shops selling comfortable, quality footwear.
- We're happy to have you talk with a few of our most successful shoe repair dealers to get more information and make this work for you.

Expand Shop Profits Ronald Nijdam

- Pre-Pay: it will be the best business decision you've ever made. Speeds up the customer contact time, weeds out the non-payment customers before you start the work and it improves cash-flow
- Price list overhaul: your prices depend on cost of raw material plus: time spent times your rate. And your rate depends on your clientele, location, fixed costs, your personal financial needs and your profit. This way you always know how much money you make and when your prices need to increase! Don't set your prices according to your competition, an outdated pricelist or according to what your friends at the SSIA convention charge
- Repair vs. Retail: spend more money and time on *repairs*, it's where the profit is! Walmart can out-price you on retail items but they can't compete on quality shoe repair!
- Maximize your customer base by

having specials for your budget-minded customers, a standard price list for your everyday clients and and upgrades for wealthy customers.

- When you are too busy, increase prices using the price-list-formula; work more efficiently using systems developed by German scientists and fire time-wasting, obnoxious and chronically dissatisfied customers- even if they are friends or neighbors.

21st Century Business Kimberly Mahmud

- Those who attended "18th Century Business 21st Century Dubai" semi-

nar were gifted with out-of-the-box thinking: marketing ideas coupled with marketing samples, gifts from Dubai, and a brief discussion about setting up shoe repair shop area chapters to share ideas and support each other's businesses.

- The most profound statement from a seminar participant, "I have been doing business for over 30 years and have shoe shine contracts at the airport. I'm at the end and passing the torch on to my brother here. After 30 years of doing business *you* just gave me my vision."

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SSIA's classified advertising section is available to shoe repair shop owners or shoe repairers desiring to sell or buy shoe repair businesses; to employ help or find employment; or to offer for sale or to buy machinery or equipment.

Advertisements in this section cost \$25 and run for three months on the web site and appear in this newsletter. Visit www.ssia.info/classifieds to submit your ad.

While SSIA will not knowingly accept advertisements that contain misleading representations of items offered for sale, it does not assume responsibility for the accuracy or truthfulness of advertisements in this section. Buyers of any offerings in this section should make their own investigations.

Shoe Repair Specialist Needed

Happy Feet Plus, Florida West Coast's leading retailer of healthy footwear, is seeking a shoe repair specialist to work in its well-established corporate repair center in Largo, Florida. The center takes in repairs from our 10 Happy Feet Plus retail stores and our substantial E-commerce site (www.happyfeet.com). This position has flexible hours and is high-volume with a high earnings potential. Shoe repair experience preferred (especially with brands such as Birkenstock and Finn Comfort), but we are willing to train the right candidate. Contact Matt at matt@happyfeet.com.

Shoe Repair Shop for Sale in Arlington VA

Busy shop established over 60 years in the same location easy to expand and create more retail sales. Excellent Location in Busy Main Ave Training available for the right person Loyal clientele and surrounded by new Condos and Apartments Includes all Shoe Repair Equipment ,Tools and Supplies Finisher, McKay, Landis 12 stitcher,5/1 cutter, Nailer Machine, Key cutting machine, Patching Sewing machine, Brushing machine, etc. Asking \$75,000. Call Raul or Alex 202-497 9868 or 703-920 9166.

Must Sell Due To Illness

Established shoe repair business for sale in beautiful Southern Oregon. Great Equipment. Large customer base. 60 days training if needed. Orthopedic shoe repair master will work with new owner if needed. Contact Kathy (541) 660-0704 or email cobbleon164@gmail.com.

Very Profitable Shoe Repair Business for Sale in Gainesville, FL - \$125,000. Terms Available.

Retiring after 31 years in business. We have been the only Shoe Repair business in Gainesville for the past 8 years, and are surrounded by many small towns which haven't any Shoe

Repair shops. Sale includes all machinery and stock, as well as enough additional machinery to open a second shop. Also, an experienced repairman is available if needed. Call Steve at (352) 473-9202.

Well Established Shoe Repair for Sale

Well established shop has been in same location for 50 years. Great business opportunity. All machinery and store fixtures included Sutton finisher, Sutton McKay, Landis K stitcher, Sutton jack sander Sutton press, long arm patch machine and much more. Owner looking to retire don't let this great opportunity get away. One of the only shops on yelp with a five star rating. \$35,000 or best offer. 2777 Clayton Road, Concord, CA. contact: scottcoelho@comcast.net.

Shoe Repair for Sale

Shoe repair located in West cost Charlotte Harbor, FL. Over 40 years of quality service, this very well established business has instant cash flow. We sell SAS shoes REDWING boots orthopedic shoes. Very good equipment \$60,000. Contact: elcisne28@gmail.com.

Job Opportunity in Charlotte, NC

Searching for experienced shoe repair employee. Full or part-time...willing to train if necessary. Busy shop, very nice atmosphere and great hours. Please contact Moe at 704-334-8985, email at deansshoe@yahoo.com or stop by our shop at 2925 Selwyn Avenue, Charlotte, NC 28209. Hours are Tues-Fri 8am-6pm and Sat 9am-2pm.

Wanted: Boot and Shoe Lasts

Plastic C-Hinged, J&V Yellow Model #3-6621, two U-Te "Texas Roper," Model #3-35981 U-Toe, Model #3-1995 French To, Model #503M French Toe including ladies versions w/ A or B width heel. also Sterlon grey men's model #2509, Sterlon ladies model #LA159A, Masters green men's roper model #0055 U-Toe. Will consider one pair, dozen pair or multiple runs in good usable condition, no mods, no junk. Write snail mail only and state style, condition, price and terms the first time. Photos welcome. To: Boxholder, P.O. Box 241122, Omaha, NE 68124-0178.

Job Opportunity

Shoe Repair shop in Boca Raton, Florida is seeking a person for a shoe repair customer representative and quality inspector. Must be familiar with shoes, rips and other leather

repair services. Required to interact with customers, other employees, sell offered services and handle other duties. Contact Guy, guyb@shoesandpurserepairs.com.

Profitable turnkey Shoe Repair For Sale

Large customer base in up-scale Florida community of Vero Beach. 23 Years in same location. Plenty of Orthopedic work. 60 days of training will be provided; Seller is willing to work part-time for new owner. Business, equipment and supplies \$50,000. Contact Bob Neil at 772-240-4724 or Rneil91661@aol.com.

Shoe Machines For Sale

Remaining equipment, need to move prices Landis K Stitcher, sews great - \$900 (price includes loaded on your truck or trailer) Speed Master 8 with 2 rolls wire - \$200 Nosecone 12 Boot Model with 1 roll wire - \$200 Landis 5 in 1 - \$400 American 6-inch splitter - \$300 Heel Wheel Boot model - \$300 2 Sutton Boot Jack stands with Lasts - \$200 each Auto Soler trimmer sharpener - \$200 Lasting pliers with interchangeable hammers - make offer Ladies high heel boot lasts full run - make offer Located in Chesterfield, Missouri (west St. Louis County) Contact Mike 314-540-7539

Seeking Shoe/Leather Repair Bench Tools

Selling your shop? Letting go of extra equipment? I am interested in purchasing well maintained bench tools for our small leather shop. Ideal tools would include a good condition 5-n-1, boot/shoe jack and lasts, eyelet/grommet setters, nail trays, leather punches, lasting pincers, leather splitter, and all other applicable hand tools and accessories for shoe and leather repair. I am willing to travel to pick up, but most interested in tools located in or few hours outside southern California. Please email list of items, prices, and/or photos to sunrisesandals@gmail.com. Thank you!

Shoe Repair Shop for Sale

Assets only no building. Equipment, inventory and some shop fixtures. Cash and carry. Will email photos, list and features to you. Thank you. \$7,500. arches.timeless@gmail.com or 618-967-4621.

SSIA Shirts and Aprons Available
SSIA t-shirts are available in black and pink. SSIA aprons are available in black Visit www.ssia.info/apparel to see them.

SSIA CLASSIFIEDS

For Sale Unique Opportunity for Western Boot Sales and Repair Business

Established 26 year old business in San Antonio, Texas. One man operation with inventory of approximately 350 pair of top of the line all leather western boots. Great boot repair business. Complete line of immaculate boot repair equipment. Could be expanded to include saddle repair. Sale includes website (www.shiplerboots.com) and company name. Guaranteed lease in current location for one year at rate of \$650 per month. Retiring. 1-866-250-3350 or 210-215-9158 or email info@shiplerboots.com. \$150,000. Thank You.

Shoe Repair and Pedorthic Shop for Sale

Shoe Repair and Pedorthic Shop for Sale in Auburn, Calif. Very busy, owner willing to stay on and help a few days per week. We do W.C. and V.A. orders, and orthotics for a Doctor. Or looking for a master shoe repairman to reduce work load. Call for details. (530) 888-7884.

Shoe Repair For Sale in Phoenix, Arizona

Well established shoe repair for sale in Ahwatukee, Phoenix, AZ 0.5 miles from I-10.

Great location in a busy plaza. Open for over 20 years. Well established customer base and in a good location. Fully equipped and full inventory. Reason for sale due to future retirement. Contact owner at 480-893-8772 or 602-743-8770. Please if you are a "prince" and trying to give me your money, do not waste my time and yours. It'll be face to face transaction.

Shoe Repair Service Business for Sale

The Smart Choice Shoe Repair business is located in Palm Coast, Florida. After 20 years of quality service this well established turn-key business offers an instant cash flow for the new owner. Equipment: Included: Sutton S2000 Finisher, two Longhorn Auto Solers (one male / one female), Landis Stitcher, Landis Splitter, Nipper, Singer Long Arm Patcher and Four Shoe Presses. Supplies include a large supply of leathers skins and assorted heels and soles in inventory.

Equipment net-worth: \$85,000. Asking Price: \$65,000. Interests can call 386-597-2167 (store) 386-503-0097 (cell) or email vsmart@bellsouth.net

Opportunity in Seattle

Opportunity to apprentice with goal to purchase an established 29 year, high volume, 4 person shoe repair shop in Seattle, WA. We also need an experienced full-time cobbler. Pay D.O.E. Please call 206-953-1956

Job Opportunity

We need a Cobbler for Boot and Shoe Repair; full or part time; willing to train someone already being trained. We are in north San Diego County in Southern CA. 760-738-8941 or mjmorthotics0@msn.com.

Help Wanted

Full time, must know all phases of repair work. Able to work without supervision. Salary negotiable. Beautiful Colorado. Contact dcobbler@outlook.com.

MARK YOUR CALENDAR



112th Annual SSIA Convention
July 16-17, 2016 • Marriott Overland Park • Overland Park, Kansas
Details at www.ssia.info



Retailer

MEMBERSHIP APPLICATION

Retailer membership in the Shoe Service Institute of America is available to firms engaged in the shoe repair business at the retail level and costs \$65 for the calendar year. To join the association, complete the application below and mail it to SSIA, 305 Huntsman Ct., Bel Air, MD, 21015.

CONTACT INFORMATION

Business Name: _____
Contact: _____
Address: _____
City: _____ State: _____ Zip: _____
Phone: _____ Fax: _____
E-mail: _____
Web Site: _____

SOCIAL MEDIA

Please provide the FULL URL (example <https://www.facebook.com/fastfeetshoerepair>) to your social media accounts and SSIA will include them in your online profile for consumers to see.

Facebook _____
Twitter _____
LinkedIn _____

Describe your business for SSIA's Shop Locator. This is what consumers will see. Keep in mind that your contact information will already be listed, so this should be anything else you want customers to know.

PAYMENT INFORMATION

Credit Cards: VISA MasterCard American Express

CardNo. _____ Exp. Date _____ Security Code: _____

Checks: Membership dues are \$65 for one year. Make your check payable to Shoe Service Institute of America and send it to:
SSIA • 305 Huntsman Ct. • Bel Air, MD 21015

Questions: Contact Mitch Lebovic, at webmaster@ssia.info or 410-569-3425

Authorizing Signature

Date

Your dues are deductible as an ordinary and necessary business expense, and are not deductible as a charitable contribution.

RETURN TO: SSIA • 305 HUNTSMAN CT. • BEL AIR, MD 21015

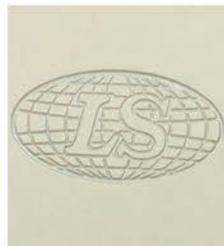


Shoe Service Institute of America

305 Huntsman Ct.
Bel Air, MD 21015



SRE Official Distributor of WYNY Mexico Outsole Leather



CHARACTERISTICS OF WYNY LEATHER

- * Full vegetal tannage using Chestnut and Quebracho that give the leather:
 - Uniform color and Tight fiber
 - Excellent abrasion properties
- * Tannage process inside pits
- * Production process of 50 days

- * High standards of quality
- * GOLD MEDAL rated tannery in terms of the environment
- * International presence - over 30 countries (Italy, Spain, England, USA, China, India, Mexico among others.)



Please contact us for more information and a list of exclusive wholesalers who carry these products!

sreimporters@comcast.net

www.sreimporters.com