

Groomer To

VOL. 29 ED. 2 MARCH 2010

"THE GROOMING INDUSTRY'S TRADE MAGAZINE"

# Groomer

[WWW.GROOMERTOGROOMER.COM](http://WWW.GROOMERTOGROOMER.COM)



John Nash  
1951 - 2009



NEW!

andis®

# Power De-Shedder +™

the **ONLY** de-shedder with a **Vibrating Action Blade** to remove more hair

Andis' exclusive, vibrating action blade moves back and forth removing up to **90%** of your pet's undercoat.

“ I love the calming vibrating action. My owner loves our fur-free couch. We're both happy! ”

**1** The **NUMBER ONE BRAND** with PROFESSIONALS

- Perfect for dogs and cats
- Vibrating action blade removes more hair and calms pets for easier grooming
- Durable teeth – won't break or bend
- Teeth are gentle and safe on your pet's skin
- Reduces shedding and maintains a damage-free topcoat
- Stainless-steel combs won't rust

Vibrating Action Blade removes more hair

**Medium 2.6" De-Shedder**  
Just the right size for mid-size pets

**Small 1.7" De-Shedder**  
Ideal for smaller pets

**Large 4" De-Shedder**  
Perfect for larger pets



# If you have a **passion** for pets. **It's time** you considered PetSmart.

Join our talented Services team at PetSmart, the leading provider for the lifetime needs of pets and Pet Parents.

- **Salon Managers**
- **PetStylists**
- **Professional Bathers**
- **Pet Trainers**

And, we believe hard work deserves great benefits:

- health, dental & vision
- 401 k/RRSP savings plan
- large, developed client base
- store discount
- company-paid training
- full and part-time positions



**PETSMART**<sup>™</sup>

Apply online at  
[www.petsmartjobs.com](http://www.petsmartjobs.com)

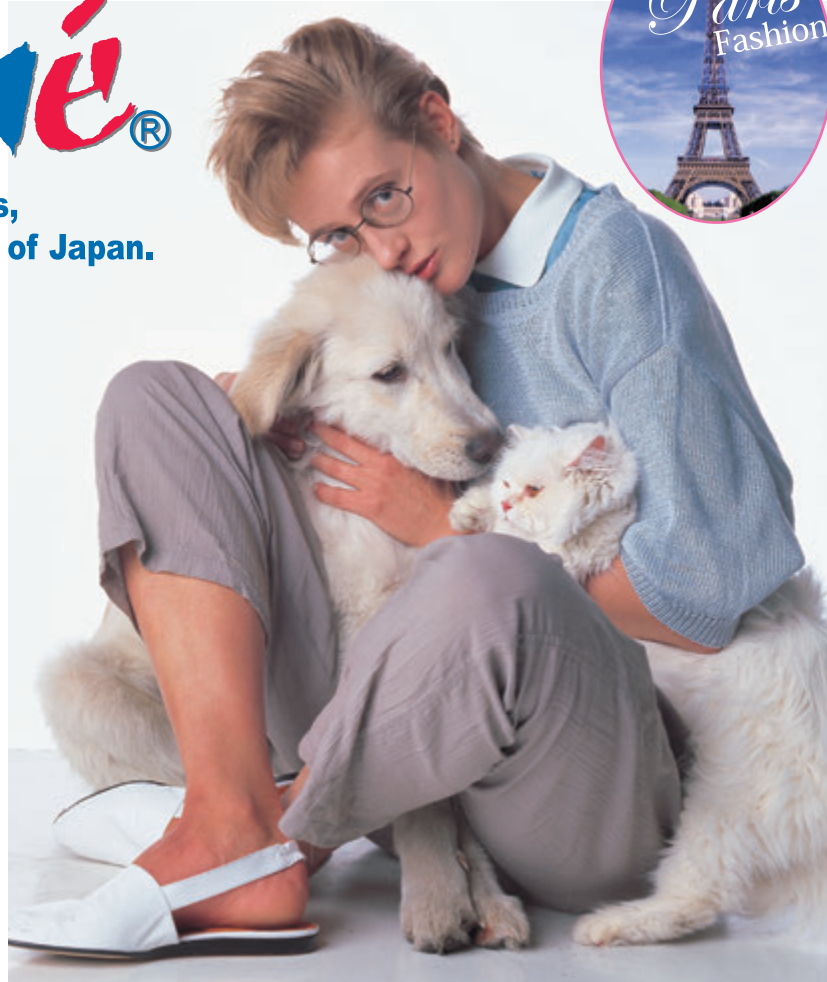
Equal Opportunity Employer  
M/F/D/V.  
We screen for drugs.

READER SERVICE CARD #6767



# Pet Esthé®

"Pet Esthé" is an esthetic brand for pets, combining the spirit of Paris and the innovation of Japan.



## Pet Esthé's goal is to rejuvenate your pet.

There are four elements to pet rejuvenation. These are: improving the coat, improving the skin, improving the coat color, and the mutual healing of both pet and human. Our rejuvenation philosophy involves all four.

*Your salon can become a fashionable, leading-edge esthetic salon!!*

**Pet Industry's First**

**Pet Esthé®**  
Color Restoration System



The product will restore the colors of aged dogs' coats to youthful ones

**Before**

**After**

Revitalizes discolored hair



Restores gray hair to its original state.



Enhances breed uniqueness



Aging dogs regain youthfulness

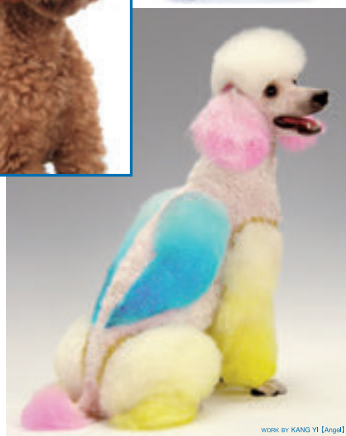


## Pet Esthé®

Vivid Color

Highlighting the charm of your pets  
Vivid Color extends and intensifies the coloring world

The Pet Esthé Vivid Color system is able to generate limitless color shades by changing the combination ratio of seven Vivid colors and four Medium Colors.



## Aromatic Spa (Aromatic Bath)

Relaxation with  
Pet Esthé Aromatic Bath Salts



## Thalassotherapy

Thalassotherapy for pets



Our Pet Esthé product series was introduced in the World News page of The Times, the British newspaper.

## Aromatherapy

Aroma effect + Massage effect



It is an esthetic treatment for pets in which aromatic oil and massaging are applied at the same time. Your pet is massaged with your choice of aromatic oil and coat-strengthening aromatherapy massage gel. Your pet's stress will be relieved, and the coat will be improved.

**Seeking U.S. Distribution**

Pet Esthé de Paris FRANCE

MERRY DO BEAUTY PRODUCTS CO., LTD.  
2-23-24, HYAKUNIN-CHO, SHINJUKU-KU, TOKYO JAPAN

Pet Esthé is a registered trademark of Merry Do Beauty Products Co., Ltd. MADE IN JAPAN

sales@petesthe.com

www.petesthe.com

READER SERVICE CARD #6768

TOKYO · PARIS



ENGINEERED FOR SERIOUS PROFESSIONALS

# UltraMAX™

ADVANCED GROOMING PRODUCTS

## Make a Masterpiece Out of a Nightmare In Record Time!™

Best Shot® UltraMAX™ is targeted specifically to serious professionals who demand results, not promises. Each product is engineered to tackle the toughest challenges with ease and guaranteed results!

### UltraMAX 50:1 Pro Shampoo

The most versatile concentrated shampoo available. Dilute to preference specifically for the task at hand. General Purpose cleaning up to 50:1, Coarse Coats Up to 30:1, Deep Cleaning up to 15:1, Degreaser 1:1.

### UltraMAX 8:1 Pro Conditioner

Use for severely damaged, matted, and tangled hair. Technically advanced hydrating conditioners feature extra Coat Release™ for excessive shedding, thick undercoat, and long drop coats requiring desired slip and flow.

### UltraMAX Pro Finishing Spray

Alcohol free! Offers superior sheen, coat strengthening, and desired slip. It protects hair from heat and chemical styling, hydrates coat, soothes skin, eliminates static, and speeds drying time.



CONDITIONER  
Up to 8:1

SHAMPOO  
Up to 50:1

FINISHING SPRAY  
Ready to Use

## Learn more at UltraMAXpro.com

# One Shot®

WHITENING  
SHAMPOO



One Shot Pro Whitening Shampoo deep cleans and brightens white and light coats, manes, and tails. It reduces discoloration and stains without harmful bleach or peroxides. It's natural blend of concentrated coconut cleansers, wheat protein, aloe extract, and rosemary extract restore your animals hair to its natural color and vibrancy.

It can be used together with any of Best Shot's silk protein conditioners and finishing sprays to release stubborn shedding and undercoat too.

# Scentament®

COAT FRESHENERS



Scentament Natural Coat Fresheners are infused with chamomile, rosemary, rose hips, ginseng, and sage. They deodorize and condition both coat & skin enhancing your pets appearance and presence with many spa inspired fragrances to choose from.

[bestshotpet.com](http://bestshotpet.com)

Find a Distributor near you.

1 800 735 5251





# NATURAL Grooming Products



# What the pros use!



## Original ULTRA WASH® Shampoo

**MAKE A MASTERPIECE OUT OF A NIGHTMARE IN RECORD TIME!** Our legendary all purpose shampoo works on any coat. Famous for double coated breeds and de-shedding. Low-foaming formula rinses faster and helps prevent tangles and static! Its herbal essentials naturally freshen & deodorize.



## LEMON-AID™ Oatmeal Conditioning Shampoo with Jojoba Oil

**MINIMIZE EFFORT AND MAXIMIZE RESULTS!** Its pH balanced blend of gentle cleaners, oatmeal protein, and jojoba oil soothe sensitive skin, fight dandruff, and enhance elasticity & moisture retention. Bolsters body and manageability, rids static, and improves gloss and sheen for a stunning appearance. Famous for silky drop coats and smooth coated breeds.



## ULTRA WASH TOO™ Shampoo

**FOR USE WITH RE-CIRCULATING BATHING PUMP SYSTEMS!** A significantly higher concentrate of our original Ultra Wash Shampoo™ with the same quick-rinse, brush-out, & blow-out benefits. Specially formulated to further increase your bathing pumps efficiency with minimal foam build up to save you time, water, and product. Works with any power bather system. Simply dilute 1/2 to 1 ounce per gallon in your bathtub.



## M.E.D.™ Healing Shampoo

**FAMOUS FOR ITS MANY EXTRA DUTIES!** Stops the itch cycle and promotes hair growth. Renowned for skin allergies, eczema, flea bites, sun burn, clipper irritation, hot spots and seborrhea. Features 100% organic extracts like eucalyptus, chamomile, and aloe for their proven antiseptic & healing qualities.



## FLEA & TICK Shampoo

**WHAT FLEA & TICK PROBLEM? HIT'EM HARD WITH BEST SHOT!** Swiftly kill fleas, ticks, lice and larvae with our potent formula. It's fortified with soothing aloe, is quick rinsing, and finished with our pleasant herbal scent so you won't have to do any re-bathing. Soap and detergent free, so it won't wash out monthly spot on flea treatments. Puppy and Kitten safe.



## 256 Disinfectant

**Kills H1N1  
Swine Flu Virus!**

**ONE GALLON MAKES 256 GALLONS!** Kills Parvo Virus Distemper & More! Best Shot's 256 all-in-one cleaner, disinfectant, and virucide is effective against the broadest spectrum of bacteria and viruses. Approved for animal care facilities and surgical rooms. Great for floors, kennels, crates, table tops, etc. It will even disinfect your scissors and clipper blades too!



## ONE SHOT® Waterless Shampoo

**ALCOHOL FREE - FRESHEN UP ANY TIME!** Our self rinsing shampoo is perfect for last minute touch up jobs, deodorizing, and unexpected potty messes. Simply spray on, set, then towel off or blow dry. Features coconut cleaners, aloe vera, and organic conditioners so it won't dry or irritate the skin. Great for cats!

*Shop online or contact your favorite grooming supply catalog or local distributor!*



[bestshotpet.com](http://bestshotpet.com)

1 8 0 0 7 3 5 5 2 5 1



# Groomer To Groomer

6	John Nash Remembered
28	The Finger
35	Success in Business Tips
38	"Knowing Dogs"
42	The President's Groomer
45	Ticks: A Quick Reference Guide for Groomers
48	Grooming Makeover Magic with Debra!
51	Touch of Color
52	Lori Craig Roars to Victory with the King of Beasts
56	NEPGP Fall Fest Review
57	Off Lead's Prestigious Nomination
59	The Pacific Northwest Grooming and Boarding Show
60	New Product News
63	The Year of the Creative
64	Classifieds
65	Calendar of Events



## COVER

John Nash 1951-2009  
Designed by Lucas Colton  
Photo by Udo Kretschmer

## EDITORIAL STAFF

PUBLISHER	Sally Liddick sally@barkleigh.com
EDITOR	Todd Shelly todd@barkleigh.com
ASSISTANT EDITOR	Gwen Shelly gwen@barkleigh.com
MANAGING EDITOR	Deb Becker dbecker@barkleigh.com
VP OF CREATIVE SERVICES	Emily Willis emily@barkleigh.com
GRAPHIC DESIGNERS	Lucas Colton lucas@barkleigh.com Lance Williams lance@barkleigh.com Cindy Agoncillo cindy@barkleigh.com
VP OF MARKETING AND SALES	Todd Shelly todd@barkleigh.com
BUSINESS MANAGER	Adam Lohr adam@barkleigh.com
ADVERTISING CONSULTANT	Maggie Gellers maggie@barkleigh.com
ADVERTISING SECRETARY	Sherri Shadle sherri@barkleigh.com
PRODUCTION MANAGER	Martha Lucas martha@barkleigh.com
ACCOUNTS MANAGER	Joyce Hoverter joyce@barkleigh.com

## COLUMNISTS

Teri DiMarino  
Dr. Boyd Harrell  
Kathy Hosler  
Vivian Nash  
Gary Wilkes  
Bonnie Wonders

Copyright Jan 2010. Groomer to Groomer is published nine times yearly in Jan/ Feb; March; April/May; June; July/August; Sept; Oct; and Nov/Dec by Barkleigh Production, Inc. 970 West Trindle Road, Mechanicsburg PA 17055. Postmaster: Send change of address to Groomer to Groomer c/o Barkleigh Productions, Inc., 970 West Trindle Road, Mechanicsburg PA 17055. Annual U.S. subscription rate \$25. Outside U.S. \$79. year, surface rates. Groomer to Groomer is free to current Barkleigh Productions, Inc. customers. No part of this publication may be reproduced without written permission of the publisher. Editorial offices: 970 West Trindle Road, Mechanicsburg PA 17055. (717) 691-3388 FAX (717) 691-3381 Email: info@barkleigh.com

## Off the Top of My Head by Todd Shelly Organized Chaos



I have a really hard time keeping my office clutter free. I want to have a nice, organized office, but I just don't know how to do it. Well, I know how to get it done - I have to pay someone to come in to do it for me.

I can't imagine putting a paper or file away when I'm just going to pull it out a few hours later. So, it goes on one of the piles of stuff that sit on either side of my laptop. Those piles then tend to slide around and become more of a mound than a neatly stacked pile. Those mounds then become too cumbersome, so they get moved to a new location to make room for the newer piles.

I really don't like to live like this, so in an effort to improve my organizational skills, I bought a book that is specifically written to help people organize their office. The author stated that you should organize from the outside and work your way in towards your desk. In other words, you start by clearing off the shelves and bookcases, etc. before you start on your desk. The logic behind it is that you want to be able to put the papers from those mounds in their proper place.

I tried this method, but I quickly found that the most interesting things in my office are located in those "outside" locations. That's where I find pictures, interesting books that I meant to look over, magazines that I've been meaning to thumb through and all sorts of interesting gadgets that are way too fascinating at that moment to not be given their proper attention. Usually about 2 hours after I have started "cleaning" I'm no further along than when I started. Well, I took a nostalgic trip down memory lane and probably read a few good articles, but my office looks no better than when I started.

Only people that have the same issues with clutter will understand that I have an easier time finding things when they aren't filed away. If I know what pile something is in, I can have it within a few seconds. If it has been filed, it may take me several minutes just to figure out which filing cabinet, drawer or shelf it is located.

Recently, I finally admitted to myself that I had to address my clutter issue. The final straw was when I started doing projects in the conference room because my office didn't have the necessary free space. As you can probably guess, the conference room soon became a bit of an eyesore shortly after I took it over.

I hired a friend who likes to organize and clean. I don't understand her type. She is one of those people that somehow derive pleasure from it. She also manages to stay focused. She has an amazing ability to take papers and put them somewhere that is out of the way, rather than in another pile.

I'm proud of the fact that I identified and admitted to a personal shortcoming. I addressed the problem and took action to do something about it. As a result, I now have a wonderfully clean office. Now I just need to figure out how I will find everything that has been "put in its proper place."

  
todd@barkleigh.com



JOHN NASH  
1951-2009



## John Nash, Grooming Innovator, succumbs to cancer at 58

John Nash, Founder of *Nash Academy* of New Jersey, Co-Director of *Nash Academy* Lexington KY, and Co-Director of *International Judges Association*, has passed away at the age of 58 after a gallant three year battle against bladder cancer. His wife Vivian, was at his side.

"Few people in grooming have influenced our industry in such a dramatic fashion," stated Shirlee Kalstone. "He was always an innovator, way ahead of his time."

Establishing *Nash Academy* in 1979, John was also a respected international grooming judge, educator and speaker. He won the *Cardinal Crystal Award for Outstanding Contribution to the Dog Grooming Industry*. In 1988, John and Vivian Nash opened *Nash Academy* in Lexington, KY and they began a student exchange program with the *Sepia School of Dog Grooming* in Japan and the *KK Grooming School*, Frankfurt, Germany.

In 1998, Vivian and John Nash founded the *International Judges Association for Dog Grooming Competitions*, an organization dedicated to standardization and fairness in judging of dog grooming competitions worldwide. They also created the *Triple Crown* of dog grooming competitions, in which an individual could win prize money of \$30,000, the largest ever offered in dog grooming competition history.

In 2004, celebrating its 25th anniversary, the *Nash Academy* expanded into the world of online training by offering online classes globally. In 2008, *Nash, Inc.* launched *www.CanineReference.com*, an online canine encyclopedia and in 2009, they launched *www.GroomersReference.com*, an online reference with illustrated guides for bathing, grooming and styling every AKC breed. In 2009, *Nash* opened *Nash Europe*.

Donations may be sent to the *Nash Brighton Project*, c/o *Global Gain*, 449 W. Sixth St., Lexington, KY. This project was established by John and Vivian Nash in 2009 to establish a school for the poor in a small town in Jamaica, that they loved.





# Introducing Groomers Spa

By  
PET<sup>®</sup>  
Silk

**formula** for the professional groomer only.

Four new value priced grooming products formulated to transform your grooming shop into a day spa resort.



**Hawaiian Plumeria**  
Anti-Static & Anti-Shedding



**Jamaican Grapefruit**  
Deodorizing & Refreshing



**Mediterranean Pomegranate**  
Clarifying & Detoxifying



**French Wild Raspberry**  
Detangling & De-Matting



**Ultimate Grooming Products**  
for more information call today

1.800.619.1333 • [www.petsilk.com](http://www.petsilk.com)

# My Friend John

By Sally Liddick

John telephoned me a few days ago. He could barely talk. John was in the last chapter of his life on earth and he wanted to connect for prayer and Bible reading. John and I had bonded on many levels over the past several years, but our most meaningful way was a spiritual one. I felt privileged that Vivian and John would invite me into this most private time of their lives. I felt like more than family. A trusted friend.

My first recollections of John were from afar as a groomer going to *Interroom*. Everyone knew of *Nash Academy*. John Nash was a young tiger in the grooming industry. A mover and shaker operating "the" top grooming school. He was slight built and not all that tall... but very, very cool! Sunglasses, long leather trench coats, limousines, cowboy boots, tight jeans, and cool shirts, dense black hair, "four o'clock shadow at 9 in the morning" and an air of hip-ness that was not usually part of the grooming industry. That was John.

Vivian was the gorgeous gal on his arm. A true raven-haired beauty with a soft voice and southern drawl. They were the perfect couple. Vivian was an award winning competitive groomer who brought style to the industry. John was the eligible, handsome grooming judge. They were the "Brad Pitt / Angelina Jolie" match of the grooming world.

I don't remember when John and I met, but we liked each other. I always say that I am an acquired taste, like an olive or sauerkraut. John, with his sophisticated North-

ern New Jersey attitude, somehow took to this Pennsylvania Dutch groomer. And we would talk easily at shows.

When Gwen and I decided to put on our first grooming show, *Groom Expo*, it was no question that John would be in the line up. Not only did I think he would be a draw, but I trusted him to deliver a spectacular message to the industry. I was right. We had overwhelming attendance at our first show. Over 500 came to the educational seminar. An unheard of attendance at that time.

"I couldn't believe it when I looked at that audience," said John. "That ballroom was overflowing with groomers and more people than I had ever spoken to at one time. I was terrified."

But he didn't look it. That New Jersey cool kicked in and he spoke easily as he strutted back and forth across the stage in his cowboy boots. I came to realize that John always strutted when he talked... before an audience, in his home or on a cell phone.

As time went on, our lives crisscrossed in a special way. Gwen and I had a booth at the *Atlanta Pet Fair*. John and Vivian were there and had heard that we were planning a full grooming contest at *Groom Expo*. He and Vivian had a new vision for judging... a panel system where the decision was not left to one judge's opinion, but an open discussion and collaboration



(Top) John and Vivian (Fall 2009), (Middle Top) Sally Liddick and John Nash bantering during a grooming contest, (Middle Bottom) John in his Woodstock - Haight/Ashbury decade (Bottom) Daughter, Tanya, John and Vivan (2009)

*Continued on page 10*



# Meet The First Family's New "Baby"



US Patent  
D583,041

Air Force®  
Commander®

Air Force®  
Master Blaster®

Air Force®  
Blaster®

The new **Air Force® QuickDraw™** Portable Pet Dryer is the latest addition to Metro's family of professional, all-steel, American-made, forced-air pet dryers – a family that you've made number one worldwide in sales, service and overall customer satisfaction!

The **QuickDraw™** features a super-efficient 1.3 HP motor that puts out 18,000 ft./min. of warm (25-30 degrees above ambient), filtered air. Enough to thoroughly and safely dry a large, longhair dog in minutes. Yet, it stands only 9.5" high and weighs just a hair over 3 lbs. **The best power-to-weight ratio of any dryer on the market!™** It's designed for hard professional use in the shop, at the show or on the road. And, with home grooming becoming such a hot category, and an MSRP of under \$100, the **QuickDraw™** will also be a great moneymaker for you!



Contact your distributor, professional supplier, or call: **1-800-822-1602** • [www.dogdryer.com](http://www.dogdryer.com)

**METRO®** Family Owned Since 1939

Metropolitan Vacuum Cleaner Co., Inc., One Ramapo Ave., P.O. Box 149, Suffern, NY 10901 • Fax: 845-357-1640 ©2009

220 Volt Models Available

\*The configurations and coloring of the Air Force® Commander® and Blaster® pet dryers are protected by US Registered Trademark 3,552,787.



READER SERVICE CARD #6770

much like a jury room. Judges would learn and share and openly discuss grooms. This was not the norm ten years ago.

Like many new ideas, their vision was a bit ahead of its time. Me? I am always ready for a new idea. Since judging was certainly not my bag, and I knew that John and Viv were well respected judges, I felt that this was a great opportunity and totally fair to the contestants and sponsors since prize money was climbing so rapidly. I jumped on it. And the *IJA*, *International Judges Association* was born, brain child of John and Vivian.

We took our idea to other shows to garner support for this new judging system. Naively, we fully expected to be greeted enthusiastically. Such was not the case, and a huge stalemate ensued. The industry split. Some friends on both sides got caught in the middle. Some bravely stuck to their guns, and others retreated under pressure.

Shocked and surprised, John and I had "each other's backs" and blazed into this new contest world. Sponsors pulled out under pressure leaving us to sponsor some of our own contests. Boycotts of our shows were called. Some judges didn't speak to each other. Long time friendships were broken. It was a terrible toll for a new idea. But John and I, backed by Gwen and Vivian, were committed. And we never wavered. When I was low, he was high and visa-versa.

In time, fences were mended, ideas were shared, changes were made, and all agreed that it wasn't as big a deal as it seemed. But the biggest plus for me, was the incredible bond I forged with John. Looking back on it, if that had not happened, I would never have enjoyed the deep friendship that we shared.

We began to talk about all kinds of things. Personal and spiritual things. We just enjoyed being together and sharing ideas. An unusual pairing. The chubby Pennsyl-

vania Dutch lady on a scooter and the slim New Jersey cool guy!

We became a team at shows announcing contest results and bantering back and forth. If I forgot something, he picked up and I did the same. Many would tell us how they enjoyed our camaraderie at the microphone. Perhaps they were being kind... but we kind of liked it, too.

Whenever we were at shows together, we would go out to dinner. And they would sometimes stop in our area for dinner when traveling through to New Jersey. We would be invited to their lovely home when in their area and would visit some of their favorite restaurants. He would finish your leftover lamb dish quicker than anything. That skinny guy could put it away!

Our first visit to John and Vivian's home was astounding. John was always hesitant to share his personal abode lest it be misunderstood. But to not share it does a disservice to successful groomers everywhere.

Their home is a marvel valued in the seven figures. It is located on a private groomed countryside lane midst lakes, fountains, Arab sheik residences and prize winning Kentucky thoroughbreds standing behind manicured fenced acres. The winding road in was so impressive. You drove looking right and left to catch your first glance of their spectacular home.

The GPS said it was 500 yards away on the left. At first we couldn't see it, so nestled was it among the huge gardens, trees and meandering stream. Driving in the stone driveway, a large garage with an apartment above stood on the right, and a glass garden room with John and Viv at the door welcomed us in.

"You have to see the gardens," said Vivian, and so we did. They explained that they had planted everything in their yard. It was their passion. They moved plants, ferns, trees and flowers. The city boy had

*Continued on page 12*



(Top) John and Vivian (Middle) John with another industry icon, Iris Paulus. She was one of the original and founding directors of NDGAA, grooming judge, national speaker and personal mentor to Sally Liddick (Bottom) John at the judges table with Vivian and judge Teri DiMarino.



# Our New Dryers are the Most Effective, Quiet, Durable, Reliable & Versatile Available



- **Greatest Air Volume, Power and Velocity**
- **10-foot Crushproof Hose** • **2 Speed or Variable Speed**

Extreme & Airmax constructed with Super Tough, Quiet Clamshell Housing, Dual Filtration, Easy Serviceability. Satisfaction Guaranteed. Available in 115 or 230 volts, Blue or Black Body

**2-year Warranty**

**CHALLENGAIR AIRMAX™**

- Two - 123 CFM Motors
- 2 Spd. or Variable Spd.
- 6' Crush-Proof Hose



Special Limited Time Offer!

**ONE FREE GALLON**

of your choice of any Groomer's Edge™ Shampoo or Conditioner with the purchase of a Double K Industries Extreme or Airmax dryer.

**PROMO CODE: G2G-21510**

Clip or jot down this code and visit [www.doublekindustries.com](http://www.doublekindustries.com) for order form and instructions



**QUALITY SHAMPOOS, CONDITIONERS & COLOGNES FOR ADVANCED ANIMAL CARE**

## ULTIMATE GROOMER CONTEST

**Sign Up Now!!!**

**Contest ends April 30, 2010**

Download your applications from [www.doublekindustries.com](http://www.doublekindustries.com)

**GRAND PRIZE:** \$3000 cash + Assortment of 4 Double K CHALLENGAIR™ Dryers + 401 Power Clipper + 40 gallons any Groomer's Edge™ shampoo or conditioner of winner's choice.

**Winners:** based on the greatest improvement in the dog's appearance as well as the best groomed dog. Photo quality is also a factor.

**RAGS to RICHES**  
**ULTIMATE GROOMER Contest**

**DOUBLE K INDUSTRIES**

[doublekindustries.com](http://doublekindustries.com)  
[info@doublekindustries.com](mailto:info@doublekindustries.com)  
(800) 821-9449 • (818) 772-2887

READER SERVICE CARD #6771



adapted well to country life. They were so proud of their home.

Later, over dinner, they told us of the history of the house. How it was designed by a famous architect. And how they had to replace one side wall that was collapsing after they bought it. A homeowner's nightmare. The house had an amazing center atrium that went up several stories and the bedrooms overlooked the atrium space. Gwen and I were enthralled at its ambiance, the Nash's style and their down home hospitality. It was showy, but beautiful and comfortable, as well.

Large glass windows opened out on all sides. "We see deer and all kinds of wildlife," said Vivian. "We just love it so much." They preferred an austere interior and chose comfortable desk chairs, to sofas and ottomans. They ran the business much of the time from their home.

Gas and wood fireplaces adorned the dining and living areas. Vivian's art hung on the walls. She has a talent beyond grooming. John, as always, beamed as he showed "his honey's skill."

The thing that most radiated between them was their love for each other. I have never seen the likes of it. I kiddingly called them "Vivie-John" as they were one person. I never heard a cross word, although John said that if Viv shook her finger at him, she was really angry. She just smiled a coy smile. "I don't think Vivian could be mad at anyone," I offered.

John and Viv had another passion. Jamaica. Years ago, his brother and wife took a vacation with John and Viv. They ventured around the island and found some land at a very reasonable price. They worked out a sales agreement. Over time, they found someone to build a vacation home. Thus



(Top) John and Vivian with new granddaughter, Sydney, born just weeks before John's passing.

(Bottom) John, Viv and Mick Tsujihara in their beautiful gardens in Lexington, KY.

*Continued on page 14*



**WE ARE GROOMING**



For over 83 years, Shor-Line has been an industry innovator. We pride ourselves on our commitment to quality and superior products. We are only as good as the products we sell. We are our products.



**SHOR-LINE**

Call today! 888.551.4061

Visit [www.shor-line.com/grooming\\_g2g](http://www.shor-line.com/grooming_g2g) for product specific information.



Become a fan on Facebook and follow us on Twitter.

READER SERVICE CARD #6774



# OVER 600 NEW PRODUCTS

Pro grooming supplies, tools, equipment, and more



**NEW!**

Top Performance®  
Graffiti Print Grooming  
Aprons



**NEW!**

Master Equipment™  
Electric Ease Grooming  
Table



**NEW!**

Master Equipment™  
Stainless Steel E-Lift Tub



paw  
earth™

**NEW!** Paw Earth™  
Shampoos & Conditioners

**FREE**  
17 ounce  
samples  
available  
Call for details



**NEW!**

Andis®, Oster®, and  
Wahl® Clippers



Andis®, Oster®, and  
Master Grooming Tools™  
Blades



**NEW!**

**Buy 3,  
get one  
FREE**  
A \$20.59 Value!

Pet Effects™ Elements  
Collection Shampoos &  
Conditioners

**PetEdge®**

DEDICATED TO BUILDING YOUR PET CARE BUSINESS®

**FREE CATALOG** VISIT [PETEDGE.COM](http://PETEDGE.COM) OR CALL 800-738-3343

MENTION DEPT. 364

**\*MOREonline**  
see all new products  
[www.petedge.com/newproducts](http://www.petedge.com/newproducts)

**SIGNup** for email  
specials  
[www.petedge.com/email](http://www.petedge.com/email)



(Left) John receiving the Cardinal Crystal Achievement Award for Outstanding Service to the Grooming Industry. Sally Liddick left, Jerry Shinberg next, Shirlee Kalstone were the nominees that year. Far right are representatives from Cardinal. (Middle) John with his buddy Callie. (Right) John's prized Maserati.

John began providing for the family, and educating the children privately as public schools were so far away. In time, one of the daughters came to learn grooming at the *Nash Academy*. Unfortunately, Jamaica had little use for groomers. John and Viv vowed to build a school for this community, and true to his word, they began in 2009.

<http://www.nashbrighton.com>

John had a passion that he didn't share with Vivian. Maseratis.

He had two to my knowledge. He took us to his garage to see the newest one. His tenderness to the car was riveting. He adored it. With this rich man's hobby, and the beautiful house, my reporter's nature wanted to investigate. But, was that polite? I couldn't help myself. I knew John had a job in the stock market. So I figured that he parlayed that into investments. Or perhaps, he came into an inheritance.

"No," John said, "It came from grooming. The Maserati's cost about what a new car would, and we drove older cars. Car payments went for the Maserati's. When one was restored, I started on another." The house was a bargain, needing work. It's mortgaged like everyone else's," he stated.

About three years ago, John's brother passed away from bladder cancer. John took him and his family in while he endured treatments. He passed away at John and Vivian's home. A few weeks later, John didn't feel well. After tests, he began to live his brother's nightmare with the same diagnosis. Rounds of chemo kept it at bay and gave him some periods of relief. At times he was well, healthy looking and determined to beat it. Though his health faltered, his spirit and compassion grew.

Our last good time together was after *PetQuest* in July 2009, after yet another major surgery. We were so happy to get together. I called

John began a love for the poor, native contractor's family, and the larger community of Brighton.

Poverty swallowed up these loving people and John and Viv

## Quality Designs That Work

Demonstrate a higher level of care:  
Animals can feel it. Clients can see it!



Durable, Easy to Clean  
Hands-Free Drying  
Safety Features

**SNYDER**  
**MFG. CO**

800/422-1932

[www.snydermfg.com](http://www.snydermfg.com)

The Leader in Laminated Animal Care Enclosures

READER SERVICE CARD #6776

*Continued on page 16*



**NEW!**

# A NAIL TRIMMER PETS WILL LINE UP FOR



## Perfect Paws™ NAIL TRIMMER

2 different filing grits and a variable 4-speed control allows you to find just the right setting for your pet



Gently files and smooths nails

**BONUS!**  
Batteries and extra filing stone included

# bamboo®

Visit us at  
Global Pet Expo | Booth #543

3 easy ways to order today!

① Call your local distributor ② Call Bamboo 877-224-PETS (7387) ③ Visit [www.bamboopet.com](http://www.bamboopet.com)

Product design is a TM & ©2009 Munchkin, Inc. Munchkin, Bamboo and Perfect Paws are trademarks of Munchkin, Inc. 16689 Schoenborn Street, North Hills, CA 91343.

READER SERVICE CARD #6775

# TropiClean Goes Green!

New natural look,  
new natural attitude.



Luxurious, natural formulas.

Our products are formulated with therapeutic, organic extracts. A gentle bath in TropiClean promotes a naturally shiny, healthy coat.



New earth-friendly bottle.

Gallons and sprays are packaged in bottles made from 50% PCR (recycled material) and sleeves made from plants. The bottle is 100% recyclable and the sleeve will completely biodegrade.



Superior performance.

Rich lather, **QUICK RINSE** and gentle clean.



*Quick rinse formula!*



Grooming Sprays

**Call for your Trial Size!**



800.542.7387 • FAX 636.327.8143 • WWW.TROPICLEAN.NET



# Your customers pamper themselves... Now you can pamper their pets.

Turn your shop into a Pet Spa!  
...and increase your profits!

- SPA Starter Kit
- window sign
  - all products
  - packages
  - CD artwork
  - counter sign
  - brochures



**Call for your Trial Size!**



If you enjoy the luxuries of a day Spa, your pet will love the skin treatments of the SPA Lavish Your Pet collection. Found in the world's most prestigious pet spas and salons, this elegant collection is formulated with the finest botanical extracts. Now more than ever your customers are pampering themselves at day spas. This segment of the market continues to grow at a healthy 25% annually. Now you too can offer luxurious spa treatments to their pets and *increase your profits*.



(Left) John awards winner, Karla Addington.  
 (Middle L-R) Bea Van Zanten (Belgium), Anita Bax (England), Romaine Michelle (USA) and Naoko Tsujihara (Japan)  
 (Right) John judging Liz Paul at Intergroom.

**BIO-GROOM**  
 SUPER CREAM  
 COAT  
 CONDITIONER  
 Concentrate  
 Cleanses, soothes and  
 skin moisturizer

*It's A  
 Miracle!*

**SUPER CREAM™ IS A LUXURY "OIL CREAM" WITH THE POWER THAT WILL CHANGE THE WAY YOU DO BUSINESS!**

With limitless possibilities, Super Cream™ is the "miracle performer" of the grooming industry. The Bio-Groom Super Cream Hot Oil Treatment is one of a kind..... your miracle in a bottle.

**BIO-GROOM**  
 Call - 1.800.762.0232 or visit our website at [www.biogroom.com](http://www.biogroom.com)

READER SERVICE CARD #6772

him, before our visit and he was shopping "for me." He was installing handicapped bars in his bathroom insisting on making his home comfortable when I arrived. It was like him to think of others.

He had added colors to his "Nash black" as well, with a brightly colored yellow "islands" shirt. He had his usual strut, that "New Jersey swagger." We did restaurants and he felt well... and as usual finished up Gwen's lamb chops.

Sadly we parted with several plants from their gardens to transplant at Gwen's and my home. And those handicapped bars that he installed became more useful for him than me, as time went on.

After one surgery, I sent a beautiful orchid, on Gwen's recommendation. He loved it and so began John's

*Continued on page 17*

**Incorporate**  
 for as little as **\$99**

Visit [www.incorporate.com](http://www.incorporate.com)  
 or call 800-453-9596

THE  
**COMPANY**  
 CORPORATION

INCORPORATING WHAT'S RIGHT FOR YOU

READER SERVICE CARD #6777





(Left) John enjoying "mike time" at *Groom and Kennel Expo*. John especially enjoyed talking to the audience about the panel judging system and encouraging new groomers to compete. (Right) The loves of John's life: His daughter Tanya, and wife, Vivian.

passion for orchids. Even in his last days, Vivian would tell me he was cleaning his orchids when he had strength. When we visited after *Groom Expo*, his bed in the "garden room" was surrounded by colorful, vibrant orchids.

John, just 58 years old, passed away peacefully at home in the Garden Room on Dec. 17, 2009 at 10:27 am. His devoted wife, Vivian, was by his side. She never left him during his ordeal.

My great regret is that I never really interviewed him. I wanted to find out what made him tick. What were his life lessons? What did he regret? What did he do to be such a success in the grooming industry? But John was always more about the other person than himself. And we just never got to those topics.

But I think I know some of the answers.

- Find a business partner that has the gifts that you need.
- Find a life partner who completes you. One that you enjoy being with.
- Buy a bargain and fix it up.
- Listen to people and take advice.
- Don't stagnate. Take calculated risks. No risk. No reward.
- Dream big dreams. And then try to make them come true.
- Make quality a priority in your business.
- Speak softly and carry a big stick.

- Find something outside of work that you are passionate about.
  - Do something good for your fellow man.
  - Give to the Lord and He will give back to you.
- Luke 6:38 "Give, and it will be given to you: good measure, pressed down, shaken together, and running over, will be given to you. For with the same measure you measure it will be measured back to you."*

Good work, John. You completed your mission in shorter time than most of us. We will remember you as a vibrant star in the grooming industry. You left us wanting more.

More of your spirit. More of your ideas. More of your integrity. More of your smiles. More of your caring. More of your vision. More of your faith. More of your friendship. Just more of you.

### A Completely Different Alternative to Stainless Steel!

*"We discovered your tub by talking with a groomer who just opened her shop and bought one and loves it. **We agree that they're the nicest on the market!**"*

*"I LOVE THEM!!!! The reaction has been fantastic. A few of the area groomers have been in and had never seen your tubs and they all loved them. Great product and I'd be happy to recommend them to anyone."*

\* Many more customer comments at [PolyPetTubs.com](http://PolyPetTubs.com)



## Poly Pet Tubs

**Professional Quality—at a much lower price!**  
**Innovative • Attractive • User-Friendly • Durable • Practical**

**PolyPetTubs.com**

(585) 388-0216 [info@polypettubs.com](mailto:info@polypettubs.com)

READER SERVICE CARD #6778

# Memories of John Nash

By Shirlee Kalstone



It's tough to write about John Nash so soon after his passing because everything I want to say sounds trite to my mind. But I feel that his friends and colleagues might like to know a little about John and our friendship before he became an industry icon.

I first met John in 1973 after Larry and I had just moved to New York City. We were very friendly with Joe Stanton and Tom Meyers, who owned and operated the *Stanton School of Grooming* in Manhattan. Joe and Tom immediately welcomed us into their social circle which included for-

mer graduates John Nash and John Stazko. Also part of our group was Eliane Nizet (a young Belgian woman living in New York, who bred Yorkies and taught at the school) and, when she was frequently in NYC, Eliane's formidable and famous mother, Madame Denise Nizet de Leemans. I say formidable because Denise lived in Belgium and was a member of the *Committee on Standards for the F.C.I.* Not only that, she was credited for giving the curly variety of the Bichon the name *Bichon Frise*. So we were all in awe of her. Denise never went anywhere without her book that con-

tained all the *FCI*/breed standards which, to our consternation, she would quote from endlessly. Although we didn't realize it at the time, Denise was laying the foundation for us to appreciate the various breeds of the world.

We became a tight little circle whose main interests were learning as

*Continued on page 20*



John and Vivian, Tanya Henderson, Director of Nash Lexington and Joey Villani, Former Director of Nash New Jersey

## A Time Line of Nash Academy Achievement

1978

John Nash, realizing the need for standardization in the training of competent professional dog groomers, began the task of developing this curriculum in 1978. *The Nash Academy* held its first class in the art of dog grooming and styling in New Jersey in July of 1978.

1984

In 1984, John Nash, along with Naoko and Mick Tsujihara, established an exchange program with the *Sepia School of Dog Grooming* in Japan. Many students have participated in this prestigious exchange program with great success.

1986

Vivian Nash was named *International Dog Groomer of the Year*, one of the highest achievements and honors in the dog grooming industry.

1988

In November, 1988, Vivian and John Nash opened a *Nash Academy* location in Lexington, Kentucky.

1991

Vivian Nash won the *Cardinal Crystal Achievement Award for Dog Grooming Competition Judge of the Year*. In that same year, John Nash won the *Cardinal Crystal Award for Outstanding Contribution to the Dog Grooming Industry*.

1998

In 1998, Joey Villani became president and owner of the *Nash Academy* in New Jersey. He has been associated with the *Nash Academy* in New Jersey since its inception. Joey has been instrumental in assuring the quality of education at the New Jersey practical application school and in maintaining the standardization of the two *Nash Academies*.

Vivian and John Nash founded the *International Judges Association for Dog Grooming Competitions*, an organization dedicated to standardization and fairness in the judging of dog grooming competitions worldwide.

2000

In 2000, a German Exchange Program was established with Karin Kretschmer and her school, *The KK Grooming School*, located in Frankfurt, Germany.

2001

Vivian and John Nash, founders of the *International Judges Association for Dog Grooming Competitions*, created the *Triple Crown* of dog grooming competitions, in which any individual winning three dog grooming classes from a select series of such competitions receives prize moneys of \$25,000, the largest prize ever offered in dog grooming competition history.

2003

Tanya Nash assumed the position of Director of the Kentucky location of the *Nash Academy*.

2004

Tanya Nash, groomed for the position by Vivian and John Nash, became President of the *Nash Academy*, Kentucky. She has taken an active part in the business since she was a young child. Tanya, skilled in all aspects of the profession, oversees the practical application of the world renowned grooming and styling program in Kentucky.

On July 8, 2004, celebrating its 25th anniversary, the *Nash Academy* expanded into the world of online training. The *Nash Academy* made history in the grooming profession

by offering online classes for the Dog Grooming Profession. They now offer courses and programs globally.

2008

July 1, 2008 *Nash, Inc.* launched [www.CanineReference.com](http://www.CanineReference.com), an online canine encyclopedia consisting of breeds from various kennel clubs.

2009

January 1, 2009 [www.GroomersReference.com](http://www.GroomersReference.com) was launched by Nash, Inc. The *Groomers' Reference* is an online reference created for the pet care profession. As a tool, the *Groomers' Reference* is unparalleled. It is and always will be a work in progress, with new information being released on a daily basis. You will find a wealth of knowledge, compiled over decades, with illustrated guides for bathing, grooming and styling every *AKC* breed, including how to choose the right products, tools and equipment for every coat type.

Also on January 1, 2009 *Nash* opens *Nash Europe*.

*Copyright Nash Academy Website*



# Buy Direct

Quality  
Durability  
Affordability

Custom Colors  
Dual Slam Latch  
Non-Marking Casters  
Powder Coated Steel  
Horizontal & Vertical Portals



K  
e  
n  
n  
e  
l  
s



No bottom rail to trap urine  
Door swings in & out  
Positive Lock Latch  
1/4" Tempered Glass  
1 1/4" SS Square Tubing Frame

See our website for a full line of tubs, kennels, cat condos & tables.

G  
r  
o  
o  
m  
i  
n  
g  
T  
a  
b  
l  
e



940.433.2173

**DIRECT**  
ANIMAL PRODUCTS  
A DIVISION OF TRISTAR METALS, INC.

[www.directanimal.com](http://www.directanimal.com)



B  
a  
t  
h  
i  
n  
g  
T  
u  
b

Patent #6,516,752

much as possible about advanced grooming techniques. All of us were instrumental in forming the *New York Professional Groomers Association*. John Stazko was an instructor at the *Stanton School* and he went on to open his own salon in Manhattan and become famous as "Broadway John," groomer to the stars.

John Nash owned a grooming salon in Cliffside Park, New Jersey, just across the George Washington Bridge from Manhattan. He was very interested in education and eventually wanted to establish a school. Having operated one of the first schools in the country, we spent a great deal of time talking about what was necessary to train individuals to groom dogs and the lack of consistency in the training that was presently being offered. Eventually the *Nash Academy of Animal Arts* came to be in 1979, and I never saw anyone who was so conscientious about designing the curriculum and teaching methods. When an idea formed in his head, he did

everything possible to accomplish it!

Of course, there were other grooming schools at the time, but nothing like the *Nash Academy*.

John made a point of selecting only the best instructors ... people like Sally Critchlow (a fantastic terrier groomer who went on to marry Mark George and become a top handler), Loretta Marchese (who was Loretta Vogt at the time) and others. Joey Villani, a teen at the time, lived nearby and used to hang out with us; he loved animals and just wanted to be around them.

Every year, it was mandatory that the current students take a field trip to the *Westminster Dog Show*, and there John would be leading them around and making them acquainted with the various pure-breeds. John also loved art and he was very fond of the art deco illustrations of Erte, a Russian painter who worked in Paris. In fact, he liked Erte's picture of an



(Top): John speaking at the first Groom Expo in 1988.  
(Bottom) John teaching a class at Nash Academy New Jersey.

*Continued on page 22*

# www.RyansPet.com

Shop Anytime From Anywhere.  
Bunny Slippers Optional.

1000's of Professional Pet Care Products Are Only A Click Away  
True Wholesale Shop 24/7

"Rely on Ryan's"™

**RYAN'S PET SUPPLIES®**  
**1(800)525-7387**  
**Best Prices... Best Brands...™**




**New & Improved**  
**Faster & Easier**

©2010 G&G Distribution Inc. All rights reserved.

READER SERVICE CARD #6781



# PETLIFT®

## Manufacturers of the Finest Animal Health Care Equipment

*Celebrating 35 Years  
in Business*

### Introducing the all new Aqua Quest Walk in Bath

**A total stainless Tub. Fabricated of  
heavy 16 gauge 304 stainless.  
Accommodates breeds up to 300lbs!**

#### Standard equipment

- New & convenient roll-out portable ramp
- Four animal restraint eye hooks
- Drain basket strainer
- Four bolt down adjustable feet

#### Optional equipment

- New animal restraint track system
- Faucet, spayer, hose & hose hook
- Hair traps
- Vacuum breakers
- Floor racks
- Booster rack
- Stainless steel 32 oz. Bottle rack



TUBS - GROOMING TABLES - WET TABLES - POSTS - CAGES - DRYERS - PLUMBING - ACCESSORIES

Pet Lift Equipment Corporation  
6340 17th Street Circle East  
Sarasota FL, 34243

Toll Free :: **1-888-388-1159**

[www.petlift.com](http://www.petlift.com)

# PETLIFT®

EQUIPMENT CORP.

VETERINARY  
DIVISION



VETLIFT  
MEDICAL

READER SERVICE CARD #6782



(Left) Some of the IJA judges (top row): Karin Kretschmer (Germany), Kathy Rose, Jarbas Godoy, Joey Villani, Teri DiMarino, Judy Brenton, with Vivian and John.  
 (Right) John, in black flowered shirt, showing off his Maserati at an auto show (2009).  
 (Bottom) John and Vivian at an awards ceremony at Intergroom.

elegant woman walking her Russian Wolfhound so much that he had that image etched on a glass panel that was in the school and he once used that as part of his logo.

I went to the school regularly to teach cat grooming and handling. I fondly remember John's love of Siamese cats. At the time, he owned a seal point named *Arlo* (after Arlo Guthrie) who was the school mascot and official greeter. No one ... students, clients, clients dogs ... came through the door without *Arlo's* inspection.

After *Intergroom* began in 1981, both Johns contributed a great deal to its success. I relied early on for the *Nash Academy* to supply contest dogs. John Nash was the one who suggested that we start a "Grooming School Challenge" competition. We all thought it was a great idea, but it only lasted about four years because the Nash students always won and no one wanted to challenge them after that.

As the *Nash Academy* blossomed, John Stazko eventually came to the school as its Director. Those were fun times, as John Nash owned

a limousine at the time and had the most charming Italian man (who used to pilot a gondola in Venice) as the driver. We had lots of memorable limo rides on Saturday nights in New York and we really became as close as brothers and sister.

John Nash was forever an innovator, whose ideas were always ahead of their time. I'll never forget the mid-1980s, when Mirjam van den Bosch came from Holland to compete at *Intergroom*. She brought her own white standard Poodle and groomed him in the "Scandinavian" trim that most American groomers had not seen before. The dog was gorgeous and went on to win *Best Groomed Dog in Show*. When I saw John looking intently at Mirjam's trim, I could see the wheels turning in his head that he had to incorporate European styles into his teaching and he did. After meeting Naoko and Masahiro Tsujihara at *Intergroom*, John and the Tsujiharas began a meaningful student exchange program with the *Sepia School* in Tokyo, Japan.

I could go on for pages and pages, there are so many memories. In the mid-1980s when John met Vivian Henderson, he truly found his soul mate. After they married, they opened the *Nash Academy* in Lexington, Kentucky in 1988. I don't think I knew any two who were as devoted to one another as John and Viv. They loved each other, but they

also respected each other and all this was apparent in what they accomplished together: the founding of the *International Judges Association for Dog Grooming Competitions* (holding events in the United States and Europe); the *Triple Crown*, which was the first competition to offer the largest prize money in the history of grooming; the Nash online training classes; the *Canine Reference*, the *Groomers Reference*, *Nash Europe* and much, much more.

After he was diagnosed in 2006 and until he passed, we talked a lot on the phone ... not just about the grooming industry but also about cancer. The last time I saw John in person was at his home in Lexington in 2008. I was there for an *IJA* meeting and the *Barkleigh Supergroom Summit* that was held at the *Nash Academy*. I stayed at John and Viv's house, along with Sasha Riess, Kathy Rose, Marea Tully, Karla Addington-Smith.

John always loved Italian sports cars, especially Maseratis, as did Larry and I. One afternoon, he and I went to his garage and sat in one of the Maseratis and talked a long while about cancer and chemotherapy and all the devastating things it does to one's body. He told me then no matter what happened that he was not afraid to die if that was God's plan. Now, after all his suffering, he is gone too soon and my heart grieves for Vivian.



SO GOOD... IT'LL DRIVE YOU NUTS!!!



MICHEL RAVIOL,  
FOUNDER

*Les Poochs*<sup>®</sup>

Paris • London • New York

**THE WORLD'S MOST LUXURIOUS SHAMPOOS**

FOR RESERVATIONS CALL: 800-745-4512 TEL : 845-268-6500 FAX: 845-268-6237

LES POOCHS FRAGRANCES P.O. Box 51 Tuxedo, New York 10987 USA

[WWW.LESPOOCHS.COM](http://WWW.LESPOOCHS.COM)

READER SERVICE CARD #6784



# John Nash Remembered... by Industry Peers

## **Shirlee Kalstone**

*Founder of Intergroom, Author,  
Director of IJA Education*

This is such an emotional time for all of us who loved John Nash. His death happened too soon ... far too soon ... for he (with Vivian) had such plans for the future of grooming.

John Nash was my close friend for over 35 years. I first met him in New York in 1973 and we became instant friends and colleagues. For as long as I knew him, everything he accomplished was done with style, elegance and grace.

Few people in grooming have influenced our industry in such a dramatic fashion. From the early days of the *Nash Academy* in Cliffside Park, New Jersey onward to the Nash Academy in Kentucky, the relationship with the *Sepia School* in Japan, the founding of the *IJA*, the online training courses, and the *Groomers' Reference*, he was always an innovator, way ahead of his time. On a personal note, I shall miss him terribly. He was a gentlemen and great role model for our industry.

## **Gwen Shelly**

*Vice President, Barkleigh Productions*

John was an icon to the grooming industry, but to me he was a true friend. John loved life and everything around him. He was always upbeat with an encouraging smile.

When I mentioned my son was interested in becoming a groomer, but was limited because he had some learning difficulties, he said without hesitation, "Don't worry, we can get it done," and that he did. Thanks to John, my son now has a profession.

John was one of the most caring individuals I ever knew and I often think of him and the loving kindness he shared with everyone. John you are truly missed, and we will watch over Vivian, your true love.

## **Marlene and Angie Romani,**

*Owners, MDC Romani, Inc*

Angie and I met him 25 years

ago and we watched this great man make a huge commitment to this industry, while not looking for rewards. All of us admire his contributions... He soon added his wife Vivian, who complimented him, and they both began a successful mission to contribute a huge amount of education to all.

## **Teri DiMarino**

*Industry Consultant,  
Barkleigh Productions, Inc*

He will be remembered in every scissor stroke I ever take.

## **John Stazko**

*Industry Consultant, Owner of  
Stazko Products*

Dec 17th is a very sad day for the industry, John's family and friends ... he is in such a wonderful place but will be very missed here. God bless you, John.

## **Barb and Don Kassebaum**

*Directors of Gifts of Love International*

I will always remember John's smile and his generosity to Barb and me. I loved his tender way of speaking and yet he was so professional in all his dealings with people in the Pet Industry. He never acted like he was greater than anyone else. For the stature of a man he was, he walked very humbly before God and His people. We will all miss John. We also hold in high esteem, Vivian... the jewel that God used to bring brilliance to their team. They surely were a team.

## **Linda A Law**

*Canine Clippers School of  
Pet Grooming, Dumfries, VA*

He gave of his knowledge with a open heart. He taught us how to be professional, successful and how to run our businesses. He was never too busy to take a question. He was a Great Leader and empowered us to be greater than we thought we could be. He and Vivian were a true love story. What a beautiful couple.

## **Marea Tully**

*Andis International Consultant,  
GroomTeam Director, IJA Judge*

John was an icon and credit to our industry. We all learned a lot from him, especially me. His smile and upbeat personality will be sorely missed.

## **Mr. Gan Wee Yet**

*MCMG, NCM, IJA,  
President, House of Groomers  
Academy, Malaysian Pet Groomers  
Association*

The grooming industry has lost one of the most revered industry makers. We are deeply saddened with the passing of this great man, Mr. John Nash. "Every man dies, not every man TRULY lives."

## **Dawn Omboy**

*Creative Speaker and Writer,  
IJA Judge*

I have several special memories of John and Vivian. One was a small thing to them but was huge to me. I had traveled to California to compete in the creative competition in Burbank. I was a shy self-taught Groomer from Georgia. The day after the competition (at LAX Airport) I was struggling with my luggage and my dog, and the line was very long. The Nashes saw this and John came over to help me, he told the airport security "Oh No, she just won an International competition and she belongs in this line." He helped me get the dog checked through. I was so grateful for the help and felt so elated that they even knew who I was.

Thank you John and Viv for making me feel so special and for believing in me. I was always taken with how much love I could see between the two of you. And John looked really hot in his black t-shirt with that heartwarming smile!

I also really loved the model dog that was being auctioned off in Pasadena, last year. I started the bidding on it but had to bow out soon because there were two serious bidders for the beautiful black and white Chinese Crested Model dog. After all other bidders had stopped,

*Continued on page 26*



# Introducing PlaqClnz™

The complete pet oral hygiene system



## EASY add on service to increase revenue!

PlaqClnz Spray and Gel are the only alcohol-free pet oral care products that **reduce plaque and tartar without brushing**. They contain scientifically proven, natural ingredients including Zinc complex, which stops odor formation, interferes with tartar growth and may aid in healing soft tissue.

Use PlaqClnz Spray along with the Oral Irrigator to **quickly clean and freshen pets' mouths** as an added service to your clients.

You'll find PlaqClnz Spray and Gel easy to use thanks to their **neutral pH and taste-free formula**. Even the most finicky dogs and cats will accept PlaqClnz.

Amazing results in the initial pet visit! PlaqClnz is safe, time efficient and has increased my grooming and retail revenues!

*Angela Mc Murray, Crystal River, FL*



**\*24-839**  
**FREE**  
1 PlaqClnz  
Oral Irrigator  
List \$24.95

**\*24-832**  
**FREE**  
1 PlaqClnz  
4 oz Solution  
List \$12.47

**24-83312**  
12 PlaqClnz  
2 oz Gel List  
\$10.98  
**Introductory price**  
**\$8.78 Each**  
**24 Minimum**

**\*FREE with initial order.**  
Limited time offer.

## FREE marketing and sales support materials!

It's as easy as 1, 2, 3

Add to your revenue and keep pets healthier by performing the PlaqClnz Oral Cleansing System on every pet you serve. **Here's how:**

1. Offer the first PlaqClnz Pet Oral Health procedure free at check-in. Give pet parent a PlaqClnz brochure to review.
2. Review the results of the oral ALERT exam with pet parent at checkout.
3. Ask for the order: "I'd like to send this bottle of PlaqClnz home with you today. It's easy to use and you don't even have to brush your pet's teeth! Can I add it to your total for just \$20?" **Schedule future PlaqClnz oral treatments.**



**FREE**  
**\$75 Value**

**24-332**

**Includes:**

- 2 Salon posters 11" x 17"
- 1 Oral ALERT Exam Chart
- 1 Oral Irrigator

- 50 PlaqClnz take-home client brochures
- 25 Canine Alert oral exam cards
- 25 Feline Alert oral exam cards
- 1 4oz PlaqClnz Solution



To order call:

**800.762.7877**

[www.plaqclnz.com](http://www.plaqclnz.com)

**See us February, Pasadena Groom and Kennel Expo**

READER SERVICE CARD #6787

75989\_1109\_2009 © SmartPractice® All rights reserved.

the bidding continued between Vivian and John! I think she won. I think they both won. I think anyone who had the fortune to meet them won. My love to you both.

### Christine DeFilippo

*Owner of Interroom*

John's welcoming smile is what I will remember most in my heart. We all know what he has done for the industry, and the grooming world, as a whole.

### Mario DiFante

*Owner of Pet Fashion Week*

He is an irreplaceable innovator and contributor to the growth of our industry. He will be missed by all. Having known him for many years, I had never seen him so happy as when he and Viv became soul mates. When they walked into a room they seemed to glow.

### Erick Goldberg,

*Director of Talent Selection, PetSmart*

Heart-broken is about the only thing that comes to mind. He has left a true "void".

### Kim Raisanen,

*Professional Cat Groomers Association of America*

John will always be an icon to the grooming industry. He will be sadly missed by all who knew him. For those individuals who didn't have

the pleasure to meet him, his legacy will continue to shine with the *Nash Academy* and their fine teaching.

### Don Kassebaum Jr.,

*Cosmos Corporation*

My fondest memory of John Nash goes back to the day that I first met him. My dad and I were exhibiting at our first "grooming" show... We didn't have any products in those days, just this quirky looking shampoo system that we wanted to show to groomers. During the show, two men walked up to our booth and began to look it over.

One of the men, named John Nash, had dark glasses on and spoke only a few words to us. After a few minutes in our booth, he invited us to come to his school in New Jersey and install our shampoo system. The rest is history. John Nash... came to our booth that day, invited us in, and we began installing shampoo systems all over the country. I will always remember John Nash as a man of a few words, but he had a heart as big as Texas. Psalm 112

### Cynthia and Sam Kohl

*Owners of Aaronco, Writer and Author*

He was one of our very favorite people in the industry and a true gentleman. We will all miss his warm smile.

### Daryl Conner

*Writer, Editor of GroomTeam USA Newsletter*

I only got to "know" John and Vivian through the Gospel breakfasts at Hershey. I was deeply moved by their story and by the richly apparent love they shared. Of course, the contributions they have made to our industry are enormous and will resonate for years to come.

### Naohisa Tsujihara (Japan),

*Director of Sepia School of Dog Grooming, Son of Founders Masahiro and Naoko Tsujihara*

Dearest Father John, How much I loved and respected you since I joined this Canine Business.

I have the greatest memories of you since you became one of the best friends of my deceased parents and as my best father in the U.S.A. I put your warmest words in my mind, that you would be my father when my parents passed away even though you lived one thousand miles away.


I lost my father again (now) with great sorrow. I hardly believe myself upon hearing of the loss of my beloved father... I have good memories in which you are still alive somewhere. There are no words to properly express my thanks for what you have done in your life for the people around me.

I will make my best effort to endure this tragic burden and to set a good example which you have extended to all the people in this field in the past. You will be alive in our mind forever. Finally, God bless my dearest father, John. Love your son, Naohisa

*Continued on page 55*

NEW from Shark Fin® Shears!

## DIRTY DAWGZ® for your Dirty Dogs!



**The Shark Fin® Handle**  
Only our patented handle design helps to properly align nerves and tendons in your hand for unmatched control and comfort.

**Patented Finger Fitting System**  
Custom fit your Shark Fin® Shear to your own specific ring-finger and thumb diameter size.

- Makes a rough-in more efficient
- Extends blade life with new semi convex edges for more durability
- Cuts through tough mats easily
- 30-day money back guarantee
- Unlimited lifetime warranty
- Full line of left hand shears

Available in 7, 8, and 9 Straight Only  
Swivel and Non-Swivel - Stainless Only

*The better the rough-in, the better the finish!*

SHARK FIN® PROFESSIONAL SHEARS  
"it's all about control!"

888-544-7254  
SHARKFINSHEARS.COM

Look for us at these upcoming shows: ATLANTA PET, TACOMA PET, INTERGROOM AND GROOM CLASSIC

READER SERVICE CARD #6785

Wheat Free • Corn Free • Soy Free • Vegetarian



Pawduke®  
all natural dog treats

Just Like You Baked Them Yourself... But without all the fuss!

Made in the USA

Simply Good For Dogs!

Bulk or Bagged Available

www.pawduketreats.com • 630-882-8558

READER SERVICE CARD #6789



## **N.D.G.A.A. Partnership with Governor Insurance "Reaping new Benefits for N.D.G.A.A. Members"**



Governor Insurance has negotiated special pricing for personal auto and homeowners insurance specifically for N.D.G.A.A. members. Details of the special pricing are currently being finalized and will be announced within the next several weeks. Governor Insurance has been providing Home, Automobile and Business coverage to its clients since 1947.

In 1985, Bob Thompson of Governor Insurance was approached by Jeff Reynolds, the director of the N.D.G.A.A. (National Dog Groomers Association of America) to create a specific insurance program for his members. From this meeting, Bob designed the Professional Liability and Animal coverage forms that were tailored to meet the specific needs of the Pet Service Industry.

In 1998, Bob Thompson also designed specific coverage for the expanding Mobile Grooming Industry. In addition to the Professional Liability and Animal coverage, Bob created coverage forms to provide for the Loss of Income for a grooming van or trailer, should it be damaged or destroyed; and to insure the customized portion of the van or trailer also.

In recent years, Bob and the Agency has continued to develop insurance coverage packages for the pet industry and has been very successful in providing specialized packages for Boarding Kennels, Dog Daycares, Mobile Veterinarians and Humane Rescue/Shelters.



**Only Our Name has Changed!**

**Same Great People...  
Same Great Service!**

- The P.L. Gibson Governor Agency Pet Division is **now Governor Insurance Agency, Inc.**
- Same great staff; Same great programs
- Same Phone numbers, **New P.O. Box** and **New Website Address.**
- Our owner, Bob Thompson, designed the Kennel & Groomer programs that we have offered to the industry **since 1986.**
- We appreciate your confidence and Business!

**New P.O. Box 770**

972 Youngstown-Kingsville Rd. SE  
Vienna, Ohio 44473

**1-877-PET-GROOMER**  
(738-4766)

**1-866-KENNEL INSURANCE**  
(536-6354)

**[www.GovernorInsurance.com](http://www.GovernorInsurance.com)**



Ask us about our **special pricing** on personal **auto** and **homeowners insurance** coverage. This special pricing has been negotiated specifically for Pet Industry Professionals.





# The FINGER

Bonnie Wonders



I have groomed Cody every Friday for almost 16 years now. Through wind, rain, snow, sleet and more turmoil than any Postal employee, I have done that little Poodle. It is with RARE exception that I have not seen him each Friday. In addition, the day before a major holiday, I groomed this dog.

Not that he has ever in his 16 years stopped shaking when he enters my place. I've never understood this as he has always been the perfect little client. He stands completely still to be bathed, force-dried and then cut. He waits patiently if I have to make an appointment for someone else, or when the phone rings. He doesn't

care what other dog is around him. He never barks, whines, pees or craps in the cage when he's done. He has never shown one iota of aggression toward anyone who enters the shop....that is until last year. And the person whom he turned on would be your's truly. And it was with a vengeance, I might add.

Cody turned blind and mostly deaf over the course of the last year. As most of us know, this tends to make an otherwise pleasant dog unsteady, uncoordinated and unhappy. It tends to also make the groomer a bit grumpy, especially when on the receiving end of an attack. And so it happened....

Cody arrived on his appointed day and, (we know that he will try to bite when we work around his head with the clippers these days). Trudy put him into the tub and proceeded with his bath. I was out front and I heard her saying "No, stop..... stop....." over and over. Finally she summoned me to the tub.

"What's wrong?" I asked.

*Continued on page 30*

## Can't find the right Pet Job for you?



In today's job market it is harder than ever to find that perfect job.

**We have made it easier for you!**

The Pet Grooming Industry is one of the few job markets not hit by the current recession.

Find the job of your dreams at:

[www.jobsforpetlovers.com](http://www.jobsforpetlovers.com)

[www.petstylistjobs.com](http://www.petstylistjobs.com)

READER SERVICE CARD #6792



# LEGACY

GROOMING PRODUCTS

SEE US  
AT  
ATLANTA  
AND  
INTERGROOM

BRINGING QUALITY TO GROOMING



ANN MARTIN, NCMG

530-601-1649

[LEGACYGROOMINGPRODUCTS.COM](http://LEGACYGROOMINGPRODUCTS.COM)



## The Finger

*Continued from page 28*

“He won’t let me wash his face,” she said.

Now knowing that I have many more years of expertise in handling dogs than she does and not wanting to see her get bitten, I of course told her I’d handle it. I carefully put my left hand around the back of Cody’s head and gently proceeded to lather up his face. As I leaned into the tub a bit further Trudy watched while she stood next to me.

“Aren’t you afraid he’s gonna get you one of these times?” she asked, watching me as I skillfully soaped up the beard area on the dog.

“Nahh...I haven’t really been bitten for years. You get to know how far you can push these old dogs,” I told her knowingly.

At that very moment somehow all my “skill” went out the window.

Although completely blind, that dog clamped down onto my middle finger with all the precision of a piranha after its next meal. The pressure of his old jaws was so intense, as he latched onto that single finger, that it sent electric currents all the way up my arm. He wasn’t about to let go either. He had me in that vise grip of his jaws and the blood was flowing freely.

It’s amazing what went through my mind at the time. Now, I realize it’s not like I was in an auto accident with my life flashing before my eyes or anything, but man did I have thoughts. Everything from what horrid bacteria must be in that dog’s mouth from those awful old teeth, to how many more dogs I had yet to groom the rest of the day. I thought about how much damage he was doing, to “When was my last tetanus shot?”

So there I am screaming like a Banshee and dancing around as much as I could possibly move

while fastened to the front of an old poodle’s head. “Ow....Oww..... Owwweee....” was all I could say. Trudy stood there next to me sort of hopping back and forth from foot to foot. Four letter words were about all she was getting out.

Then, “What do you want me to do?” she asked in a harried voice.

“I don’t KNOW!!!! He won’t let go! OOOOWWWW,” was all I could recall saying. There was so much blood running down the tub and I just couldn’t get this dog to release me. I suddenly remembered the one thing you should never do when a dog bites you. Do NOT pull back as it will really rip your skin. Well, like that hadn’t already happened. So I yanked my hand back from his mouth against that sage wisdom of NOT doing just that. No luck. Now Trudy is trying to hand me paper towels, “Here,” she says.

“For what?” I ask (really starting to panic now).

“I DON’T KNOW!” she yelled at me. “There’s a lot of blood,” she informed me as if I didn’t know already.

This was beyond ridiculous now and I couldn’t stand the pain any longer. I reached down and tried to pry my left hand fingers into the corners of the dog’s mouth. It took a mighty squeeze, but I finally got his gator jaws open enough to get my finger out. It wasn’t pretty.

I looked at my finger as I asked Trudy for some peroxide. She handed me the bottle and I poured it freely over the finger. It was hard to see exactly what the damage was for it was bleeding profusely. I could tell, however, that there was a big crack in my fingernail and a hole down through the center of it. The side of my finger where the nail is attached was ripped badly and when I turned my hand over I saw a huge tear in the bottom of the finger. Did I mention that it really hurt too?

I wrapped it in about a hundred paper towels....ok, maybe 4

*Continued on page 32*

# SKUNK-OFF®

*Safe even on your pet’s face!*



Removes all traces of skunk spray from dogs, other pets, people, cloths, cars, homes— anybody or anything a skunk has sprayed or anything a skunk-sprayed animal has rubbed against.

## REQUEST A FREE SAMPLE

BUSINESS NAME \_\_\_\_\_

YOUR NAME \_\_\_\_\_

POSTAL MAILING ADDRESS \_\_\_\_\_

CITY \_\_\_\_\_

STATE \_\_\_\_\_

ZIP \_\_\_\_\_

PHONE \_\_\_\_\_

**TO RECEIVE YOUR FREE SAMPLE**  
**FAX YOUR REQUEST TO (816) 873-3223**  
**CALL (888)-873-3442 OR Email: sales@thornell.com**

**T** HORNELL  
corporation  
YOUR ODORCIDE COMPANY  
[www.thornell.com](http://www.thornell.com)

READER SERVICE CARD #6793



*Every pet should be a work of art*



## QUADRUPED PET CARE

Contact us for **FREE SAMPLES** of our natural

ALL IN ONE YUCCA TEARLESS SHAMPOO, a general purpose, Flea & Tick, medicated,  
anti-itch, whitening and conditioning shampoo

&

ALL IN ONE YUCCA LEAVE-IN CONDITIONER, DE-MATting UNDERCOAT REMOVER and DRYING AID

**GET FREE SAMPLES NOW ONLINE AT:**

**[http://quadrupedpetcare.com/sample\\_request\\_adam.php](http://quadrupedpetcare.com/sample_request_adam.php)**

**or by telephone at: 1-800-638-1135**

\*AVAILABLE TO VERIFIABLE PET INDUSTRY PROFESSIONALS ONLY

[www.quadrupedpetcare.com](http://www.quadrupedpetcare.com)

READER SERVICE CARD #6794



TUBS • TABLES  
CAGES • ACCESSORIES

**Groomer's Best**

Quality Products at Affordable Prices

**FOOT HYDRAULIC TABLE**



Sturdy, easy-to-use foot operated pump. Pump to rise, hold down to lower.



Durable, removable, easy-to-clean table top.



- Dimensions: 24" x 36"
- Also Available in 42" Top
- Height Ranges from 19" to 39"

**ELECTRIC TABLE**



Easy to access height adjustment controls on both sides of table.

- Dimensions: 24" x 36" • Height Ranges from 20" to 42"
- Also Available in 24" x 42" Top

**STAINLESS STEEL TUBS**



- Dimensions: 48" x 24" x 57"
- Also Available in 36" & 58"
- Solid 20 ga., 304 Stainless Steel

- WALK-THROUGH TUB**
- Available With or Without Door
  - Available With or Without Ramp
  - Solid 20 ga., 304 Stainless Steel

**STAINLESS STEEL KENNEL UNITS**



**BUILT TO LAST**  
A LIFETIME



Divider Panels



Catch Tray



Secure Latches

- OUTSIDE DIMENSIONS: 58 1/2" w x 64 1/2" h x 25" d
- Top Cages (3): 19 1/2" w x 22" h x 25" d
- Bottom Cages: 29 1/2" w x 39" h x 25" d
- Quality Stainless Steel Construction

VISIT US ON THE WEB [www.groomersbest.com](http://www.groomersbest.com)

CALL FOR A FREE BROCHURE OR A DISTRIBUTOR NEAR YOU!

**605-582-3013**

READER SERVICE CARD #6795

The Finger

Continued from page 30

or 5 and called my doctor. I explained what happened and as expected they asked when my last tetanus shot was. "About 14 years ago," I told them.

"Well, you'll have to have one of those again," the nurse informed me. She told me to come in right away, so off I sped to their office, leaving Trudy in charge.

I walked into the Doctor's and they showed me into one of the exam rooms. "The nurse will be right in," the assistant told me.

"Let me see the finger," she said. I unwrapped it and we both grimaced as we looked down at it. "Eewww," was all she said.

"Yup," I said with a sigh. It was really throbbing now.

She went out and 10 minutes or so passed. I had grabbed a couple clean paper towels from the dispenser on the wall and sat patiently.

In came the CNP. "So you got nabbed, did you?" she asked. "Let's have a look over here at the sink," she instructed. I obediently did as I was told and again removed my paper towels. "Wow. Looks painful," she murmured. "Is it throbbing yet?" she asked.

"Uh, let me think.....YEESSS!" I informed her.

"Well, you know we have to clean it so I can see what we should do. This might be a little uncomfortable. I'll have to scrub it a bit," she said as she rotated my finger to look at the underside.

"Okay," I said as I tried to retract my hand from her grip.

"Oh come on, it won't be that bad," she said.

"If it is I'll have to hit you or something....but it won't be THAT bad," I responded in kind.

The nurse got a wad of gauze and started squirting my finger with the saline. The rinsing didn't hurt. But when she started scrubbing it with the gauze it took my

breath away for a second.

"Yeowww," I yelped as I tried to pull away from her. This woman knew what she was doing. She had a grip on me as bad as the dog that had bitten me.

"Hold still...you're ok," she was saying.

"Holy cow, you're sadistic," I told her. She grinned. She kept scrubbing and I thought I was going to pee myself. Luckily, she stopped before it got that far.

After scrubbing, she decided there wasn't much to be able to stitch together for the odd way that it was torn. She bandaged it with a load of antibiotic and gauze. Then came the "finger sock," to keep it all in place. I now had a middle finger that looked like a miniature baseball bat.

"Are you going back to work?" she asked.

"Yes, I have to," I admitted.

"Well, you'll have to keep it dry and clean. Here," she said handing me a fist full of latex gloves. "Someone will be in to give you your tetanus shot," she said. "Here's a prescription for antibiotics to get filled. Call me Monday and let me know if it's better. Hopefully, we won't have to take off the fingernail," she said as she walked out the door.

"You ARE kidding, aren't you?" I asked wide eyed.

She turned back around and shrugged with a half smile. "Call me Monday," she repeated. Now I really thought I'd be needing the bathroom.

In came the assistant with the shot and she was swift in her delivery. I hardly noticed the injection at all. That was the easiest part of the whole process. She dismissed me and there I went, paperwork in hand, to the front office.

"That's \$20 for your co-pay," the office girl informed me. I handed over the twenty bucks.

"Ok," I thought to myself.

"There went my profit on Cody's

Continued on page 34



# PUMP UP YOUR **BOTTOM LINE!!**



Want to add **\$10,000** in new revenue each month???



**Splash and Dash for Dogs** is the best program that has ever happened to the grooming industry! A revolutionary program, tried and proven to **pump up your bottom line \$10K** or more in **new** revenue!

**Don't put off getting your bottom line in shape!**

Call NOW for a FREE consultation: **888-815-BATH**...Or visit **[www.SplashIntoMoreCash.com](http://www.SplashIntoMoreCash.com)**



# THE PERFECT FACIAL



*Foam on, Rinse off!*

FACIAL CLEANSER AVAILABLE IN GALLON REFILLS

**ESPREE®**

for more information:  
[www.espree.com](http://www.espree.com)

READER SERVICE CARD #6797

## The Finger

*Continued from page 32*

bath." I broke even.

I got back to the shop in time to cut the last three dogs. "How in the heck are you gonna use scissors with that club in the middle of your hand?" Trudy asked.

"I'll get it done," I assured her. It was a bit awkward, but I did manage. I looked like a kindergartner learning how to use safety scissors. I know my tongue was sticking out part of the time when I was cutting. I think it helped.

The finger was REALLY throbbing now though. I found I couldn't squeeze the nail clippers shut to cut toenails. "You'll have to cut these," I told Trudy.

"I can't!" she said backing up.

"Yeah, you can. I'll put the clipper where you should cut and you squeeze," I told her. If we didn't look like dumb and dumber at that point. But we got 'er done, Redneck style.

After work I stopped to get my prescription filled. It came to \$22.83. I got home, took a shower and my pills and fell asleep. At 4:10 a.m. I awoke to a rock hard upper arm that ached like crazy from the shot. Ok, another inconvenience. I lay awake until 6:30 when it was time to get up. I went to work and muddled through the next couple of days. At least I did get a decent amount of sympathy from most people. Other than the one woman who told me that I must have done something to hurt the dog and he had "no choice" but to bite me. Yes, I really showed her the finger when she said that (hmmm).

Three days passed and I had to make another trip to the drugstore to get something to take care of the other "infection" caused by the antibiotic. Another \$23 and change spent. So far I am in the hole to the tune of over \$66 for the honor of bathing the dog.

But I still have my finger sock...



# Success in Business Tips

by Sally Liddick



“Only take cash,” was the email I received from the house organizer that I hired. I never finished this task after moving into our new home four years ago. Though I’m great in working and planning events, organization was sorely lost on the home front. Now, I really wanted it done... fast and efficiently, and decided to hire someone with expertise.

“I have received some bad checks in the past,” she continued.

“I understand,” I said. “However, I don’t keep that kind of money in my home, so I will have to find someone else.” At the loss of income, she quickly changed her tune and agreed to a check.

*Continued on page 36*

ENJOY THE POWER of the new

FAV<sup>5</sup>

**AESCULAP**<sup>®</sup>  
a division of **BRAUN**



A-VE09026

- Now for detachable blades!
- Most powerful pet clipper!
- Unmatched cutting performance!
- Extreme reliability – up to 10 years warranty!
- Premium quality product “Made in Germany”!

**NEW:**  
Works with  
all type of  
detachable blades.

To order or for more information please contact:

[www.GermanRedClipper.com](http://www.GermanRedClipper.com) or just call **800-447-1957** (toll-free)

READER SERVICE CARD #6798

## Stop living out of your pocket. Deposit your daily cash and take a salary. That way you will have money coming in during lean times.

**Is this you? What does it say to a customer? To me it signifies a lot.**

- It says that you are not prepared for the realities of business.
- That you are not there for the client. Your needs come first.
- That you are prepared to lose business.
- That you seem to think you are exempt from taxes, unlike the rest of us.
- And that if you will lie about your income, I don't feel I can totally trust you. As a client, I want to deal with a professional.

**Unfortunately, this is what many groomers do. Here are my suggestions for success:**

1. Set up a corporation. It will protect you in the long run. (Legalzoom.com is quick and easy. I've used it several times.)
2. If this is too costly right now, you can still operate under your own name.
3. Open a separate business checking account under your own name, if you cannot afford to set up the corporation right away. At least clients can give you a check. You can also file a fictitious name through your county, with your business name.
4. Contact your bank for information about a credit/debit card machine. They aren't expensive and the funds go directly into your account.
5. Stop living out of your pocket. Deposit your daily cash and take a salary. That way you will have money coming in during lean times.
6. Bad checks, though they happen, are a business cost.

Build it into your overall cost to run a business and go after those who do that to you. But give them one chance to rectify the problem. We have all been there.

6. Start paying your taxes. You will sleep better. And you are really putting away retirement for yourself. A true reportable income will benefit you in borrowing for your business, as well, and will help you sell your business to a prospective groomer.

Let this year be a new start for you.

BREATHE HEALTHY®

HI-TECH "Fun to Wear" GROOMER'S MASKS

Protection For Allergies, Pet Dander, Hair, Dust, Parasites & much more.

Antimicrobial Aegis® Microbe Shield® is permanent and continues killing microorganisms even with repeated washings.




WWW.BreatheHealthy.com

## Animal Photography



We create portraits your customers will Love!



www.animalphotography.com

Completely Self-Contained Professional Studio.

Over 100 Props, backgrounds and colors for your customers to choose from.

Portrait Packages are delivered in 3 days!

(727)804-6555

We are NOW accepting new clients for 2009!

READER SERVICE CARD #6799

READER SERVICE CARD #6800



# EDEMCO

*The professionals choice*

## F900 LIGHTED TABLE

From the simple and inexpensive  
you can't top an Edemco table



\$ 899

Save up to  
\$ 550

## ALL NEW ELECTRO-COATED CAGES

\$ 2,222



### F97600 ELECTRIC

\$ 592



### F975000 HYDRAULIC

\$ 440



### F2002SC

\$ 265



### F2002-2

\$ 355



### F3004

\$ 329



### F976 ELECTRIC

\$ 530



### F975 HYDRAULIC

\$ 379



### F887

\$ 389



### F87000

\$ 549



**Call your distributor  
or 800 253 3362**

Promotional prices good thru 3/31/10





## “Knowing Dogs”

It is amazing that after thousands of years of experience with dogs, we humans seem to be perpetually baffled by their behavior. As a groomer, you are in the perfect position to see this anomaly on a daily basis. When a dog bites a running, screaming child, your client may want a detailed explanation. If a dog guards his food, your clients appear puzzled by his behavior. When a dog digs a crater in the flower bed, they act as if we have never heard of such a thing. So, as my small effort to alleviate this universal blind spot, here are a few hints about “what dogs do.”

### Dogs Are Not Natural Animals:

Central to the theme of the “natural” behavior of dogs is that they have no “nature”. What we usually refer to as their “nature” is really a description of what is “typical” or “normal.” The reason dogs have no “nature” is because they are not natural creatures. We created them over several millennia through a process of completely unnatural selection.

For instance, wolves breed once a year, but almost all dogs breed twice a year. We changed the natural timetable of wolf reproduction by breeding animals that came into season more often. That allowed people to breed dogs more often and allowed us to change their genetic makeup more quickly. The well-known promiscuous behavior of dogs is dramatically different than that of their usually monogamous wolf ancestors. When you see a Bichon who is humping someone’s leg, you are looking at the miracle of domestication.

*Continued on next page*

#### Bone Key Tag

flexible plastic

250 for \$122.50  
500 for \$220  
1000 for \$420  
2500 for \$1025

\$40 set-up charge



available in white

#### Click Stix™

click pens

50 for \$35  
100 for \$55  
250 for \$125  
500 for \$220

\$25 set-up charge



5 colors available

price includes one color imprint

#### Business Cards

Magnet (economy)

100 for \$65  
250 for \$99  
500 for \$160  
1000 for \$275

Paper (2-sided)

250 for \$85  
500 for \$125  
1000 for \$200

Full color printing. No set-up charge for first proof. Choose from over 80 stock backgrounds or we'll design a card just for you!



# Animals INK

www.AnimalsINK.com

317-496-8467 info@AnimalsINK.com

#### Collar Clips

flexible plastic tag with durable clip

250 for \$142.50  
500 for \$260  
1000 for \$470

14 colors available



READER SERVICE CARD #6802



## There Are Exceptions to Every Rule:

The issue of domestication and breeding brings up another major topic, understanding dogs. The second rule of dog behavior is that there are exceptions to every rule. In the case of our “they breed twice-yearly” rule, you can easily offer Basenjis as the exception. Basenjis, a breed from central Africa, follow the old wolf schedule of mating only once a year...but remember rule number two. If you find a Basenji that comes into season twice a year, don't be surprised, she's a dog.

## Dogs Bark:

For most dogs, barking is a normal behavior. They bark when they are frustrated, happy, bored, threatened and asleep. A study of this behavior done in the 1950's, demonstrated a humorous canine cliché.

*Q: What do you call a Cocker Spaniel who barks 900 times in ten minutes?*

*A: Normal.*

As an aside, Basenjis are also the exception to this rule. While there is great variation in the barking among the hundreds of breeds of dogs, Basenjis are the most silent. If, however, someone tells you that Basenjis don't bark, you can cite “rule number two” and be perfectly correct. All Basenjis can bark, but most of them bark rarely, if ever. They do have a pretty odd yodel, though.

## Dogs Bite:

This next rule of dog behavior is pretty simple. Dogs bite because biting was probably the most attractive feature that caused humans to keep them around. In stoneage society,

hunting large animals was dangerous business. If a dog was willing to attack wildebeests in exchange for some scraps, the humans were pretty satisfied. Dogs who failed to attack and bite with gusto were not kept as breeding stock, so, if a dog bites, it is hard to be surprised. Modern dogs bite intruders, fast moving objects (especially screaming children), people who want to take their possessions and groomers who want to bathe them and trim their nails. (This has changed very little since the Stone Age, minus the groomers.)

## Dogs Have Great Noses and Will Use Them to Find Things of Interest:

Along with the chasing/biting behavior of early hunting dogs, scent detection was also very important. A dog could detect prey far better than a human, by using his highly sensitive sniffer. They can also live on carrion. Dogs have a shorter intestinal tract than we do. If a human eats a piece of bacteria-ridden, decayed, rotting meat, it sits inside the intestinal cavity for two or three days. This usually leads to “stomach flu” or worse. If a dog eats

the same morsel, the food passes through them faster and they strip any remaining nutrients without the same risk of disease. Today, this ancient trait is most often used to find delectable garbage and decayed animals. If your dog drags a dead cat through the doggie door, or tries to investigate Aunt Polly, don't be surprised.

## Dogs Kill Each Other:

Much is made of the fact that wolves live in relative harmony because of “pack dominance”. This implies that they have a hierarchy and a number of behaviors that reduce violence between pack members. In reality, wolves are more like Scottish clans who are all related. Even with this family bond, they still fight and kill each other on occasion. Regardless, the assumption that wolves have a special way of sorting things out stretches the truth and completely falls apart when you swap “wolves” for “dogs.”

Remember, dogs are significantly different from their ancestors. The same study that counted how often Cocker Spaniels bark, also looked at how dogs live when they are not exposed to humans. The

*Continued on page 40*

**LAUBE**  
KING OF CLIPPERS®

www.laubeshop.com Phone # (805)-240-1300 email@kimlaubeco.com USA

Order your free catalog TODAY!

NATURE'S CHOICE! Wild Animal

READER SERVICE CARD #6803

Knowing Dogs  
Continued from page 39

scientists isolated family groups from five pure breeds of dogs in their own little fenced areas. The dogs were observed, but had no contact with humans other than food and water delivery. The group of beagles were far more passive than what is usually credited to wolf behavior. The fox terriers, however, had regular, bloody fights, some ending in death to one of the combatants. Many breeds of dogs are hyper-aggressive compared to wolves and some are bred specifically to fight and kill other dogs.



While this short list of “What Dogs Do” is by no means complete, it would be unfair to end without mentioning the aspects of canine behavior that we really do understand.

1. Dogs sleep as often as possible.
2. Dogs charge ferociously to the door whenever your house is attacked by Girl Scouts, paperboys, letter carriers or miscellaneous meter readers.
3. Dogs hang around people who give them treats.
4. Dogs eat anything that was once living and many things that are plainly inedible.
5. Dogs get bored without regular mental stimulation. (Such as hunting for long dead cats or obedience training.)
6. Dogs do not like to be confined away from those they love.
7. Dogs curl up by your feet.
8. Dogs kiss, when given the opportunity.
9. Dogs fetch balls until we are totally tired of playing fetch.
10. Dogs give us the opportunity to display all that is good in human beings – compassion, empathy, charity, humor, strength, responsibility and most of all – love. In exchange, they act as living anchors of our happiness and lay claim to our hearts, forever.



Cutting Edge Social Site for Pet Groomers

*Get a Free Page for You or Your Business*

**PetGroomer.com · GroomerTALK<sup>SM</sup> Radio**  
*Leader in Top 10 Search Engine Results Since 1997*

#1 Buy & Sell Ads • Mobile Vehicles • Business for Sale • Products, Equipment & More  
Help Wanted Ads Free • Galleries & Fun • Schools & Home Study • Over 6,000 Pages

Find A Groomer Inc. POB 2489 Yelm, WA 98597 360-446-5348 findagroomer@earthlink.net

READER SERVICE CARD #6804

**wellanimalinstitute**  
.com

Learn

**Anesthesia FREE**

Teeth Cleaning For Dogs  
and Cats.

**Vet  
Supervised!**

Enhance Your  
Current Animal  
Business!



**Dr. Turie Norman, DVM**  
Director of Well Animal Institute

**Cindy Lloyd**  
(303) 514-0076

Certified Animal Practitioner  
info@wellanimalinstitute.com

J1190

READER SERVICE CARD #6805



# Groomer cleans up with easy money!

**By Janis O'Neill**

*Jan's Grooming*

*Breeder/Owner*

*Fantasy Yorkshire Terriers for 20+ years.*

As a pet groomer, I'm just like other business owners that continually look for ways to create new sources of revenue without having to invest hard earned money or precious time. Not long ago I found a fantastic program from NuVet Labs that perfectly fits the bill. As the owner of a grooming business I don't have a lot of time to give, so for me the best programs are the ones that are simple, easy, and won't take up time that I need for my clients. NuVet's program works like a charm and best of all I didn't have to invest one penny to get started, or even have to sell anything to make the money. All I have to do is talk to my clients about NuVet, hand out some flyers or brochures, and have them contact the company if they want to make a purchase or have any additional questions. In exchange, NuVet pays me up to 50% of the retail price of their product each and every time the customer orders.

NuVet spent 8 years to develop the best nutritional supplements around. They use only the purest of human grade ingredients and manufacture their products in a GMP (Good Manufacturing Practices) pharmaceutical lab approved by the FDA for human product production. That kind of dedication to their products, and the animals that take them, is literally unheard of in this industry. Their products are the best on the market for dogs and cats that suffer from skin and coat problems, allergies, arthritis, and joint conditions, and so much more. I have full confidence in their nutritional supplements so when I talk about the product, and NuVet, I honestly believe I'm doing the right

## Earn additional income with no out of pocket expense!

### Pet Groomers! Get in on this new passive income program from NuVet Labs!

- Help your client's pet's health and receive up to 50% of retail sales - with Little Work and No Investment.
- Thousands of America's top groomers, vets, breeders, and kennel owners are already earning income from this program - you can too.
  - No cost to you, not even for shipping!
- Minimal effort to earn extra money. Just hand out flyers and talk about NuVet to your customers. That's it!
  - No inventory or sales tax to deal with.
  - Each time your customer orders from NuVet you get money.
  - **BOOST THE HEALTH OF YOUR CLIENT'S PETS WHILE BOOSTING YOUR INCOME!**

### NuVet Plus® - Revolutionary Natural Product

An All Natural Remedy for:  
Scratching, Itching, Hot Spots, Allergies, Skin & Coat Problems, Arthritis, Premature Aging, Digestive Issues, Cataracts, Heart Disease, Low Energy Levels and General Health.

- Exceeds Good Manufacturing Practices (GMP) as defined by the FDA for humans.
- 8 years to develop this revolutionary product.
- Over 14 years as one of the best nutritional supplements in the pet industry.
  - No Sugars or Fillers
  - Absolute Money Back Guarantee!

“I searched for a product that would provide good results for my clients. NuVet Plus is a phenomenal supplement that really works. The residuals are terrific too!”

*Marcia Kaiser,  
Owner  
The Petstop,  
Litchfield Park, AZ  
petstopgrooming.com*



“NuVet ... is one product that does all that it claims to do. Incredible!”

*David Teta, Owner  
Ruff Kuts, Inc.,  
Olive Branch, MS  
ruffkuts.com*



Try it yourself  
**FREE!**

**800-474-7044**



**NuVet Labs®**  
www.nuvet.com

**For more info - Call Now**

thing for my clients.

I'm proud to count myself as one of the thousands of groomers, vets, and breeders that are providing the very best in pet nutrition while earning good, additional, income. The best part is all I have to do is talk about a product that I actually believe in! I couldn't ask for a more

simple and easy way to make money and take care of my customer's pets at the same time.

To learn more about the Groomer's Program call NuVet Labs at 1-800-474-7044. Request Reader Service Card # 6683

READER SERVICE CARD #6806



Kathe Barsotti 7-27-91  
A very clean Ranger & I send our best  
wishes. Cap Barnd

## THE PRESIDENT'S GROOMER

*I was seeking the groomer of BO, The First Dog in the Obama White House. In doing so, I went back to a groomer who I know was the Bushes' groomer of George and Barbara's Springer, Millie, in hopes that she was doing Bo, as well.*

*Kathe Barsotti, was the groomer and here is our interview.*

**GTG:** *What is your background in grooming?*

**Kathe:** I wanted to be a vet at first so started working at a clinic at a young 16, and worked my way up to being an ultrasound, water therapy, dental and surgery technician. I loved caring for the animals, but was depressed and had nightmares when we had to do hysterectomies on pregnant animals. I understood

that procedure is a choice the vet's had to make to help stop unwanted pets from being born. I could make different choices if and when I became a vet, but it affected me so profoundly that it turned me off to pursuing a career in veterinary medicine.

Thankfully, I found a groomer near my home, apprenticed there

*Continued on next page*



## The President's Groomer

*Continued from page 42*

and loved it. Grooming included seeing the animals more frequently so I could build relationships with them and their owners, which is much more my approach to life in general. I felt like I saw angels looking at me through all those big brown eyes that the dogs laid on me. And serving the clients who loved their dogs so much, was a calling. Plus it gave me the chance to do something artistic, fur sculpture! Creating a three dimensional sculpture with fine bits of freely flying hair on a wiggling canvas is a challenge that inspired me.

I opened my own business, *Featherle Pet Care*, in 1982 and built it into a business with two salons in Herndon and Sterling, VA., with a dozen wonderful employees, grossing in the top ten percent in the country for grooming establishments. We did celebrity dogs including Redskins football players' dogs and Jack Kent Cook's dogs.

I also became involved in helping with some of our trade associations. I was certified by PPGC (the precursor to IPG), and NDGAA, and hosted NDGAA in bringing the first certification programs here to Virginia. I became secretary of *Virginia Groomers Association*, first started by Linda Law, and then president for 2 years, and helped organize competitions in our area.

**GTG:** *Didn't you compete?*

**Kathe:** Yes, after I stepped down from VGA's board, I began competing at *Intergroom*, *Groom Expo*, and the *Atlanta Pet Fair*. I enjoyed making each dog look its best, every hair in place, and meeting the kind competitors and judges and so many people from our industry who encouraged me (like you!).

**GTG:** *What was your specialty?*

**Kathe:** In competition, my favorite trophy was for the *Clipper Vac* competition, where I won first place

in the very first competition the Romani's hosted. It was so much fun! In business, I specialized in grooming all breeds for show, as well as cats, geriatric pets, and pets that needed rehabilitation (read as "pets no one else would groom with a ten foot pole").

**GTG:** *Didn't you compete in creative as well? How did you do?*

**Kathe:** Creative styling is awesome, and so much a part of me. I couldn't resist. I groomed a shamrock leprechaun dog, a tiger style, a tree elf, a tuxedo, an angel, Dino from the Flintstones, Eeyore, and many others. I loved creative so much, but it was a lot of time consuming work that took me away from my clients too much. When I began home-schooling my kids, my competition days were over.

I loved competing, but I loved my human babies more. I found I couldn't divide my attention from my kids to give my business the attention it needed. So I sold my two salons to my long time friend, Linda Law, and went mobile part time. There was no way I could give up grooming, but also no way I could leave my children's education to anyone else. So a happy compromise was reached.

**GTG:** *How did you come to groom the Bushes' dogs?*

**Kathe:** One of the local papers did an article about a Poodle I had rescued, and groomed creatively in tree elf style. The Bushes' secretary, owned *Lady*, one of *Millie's* puppies and had chosen me to be *Lady's* groomer since she lived close by. She recommended me and my salon to the Bushes, and brought their dogs to me for grooming.

**GTG:** *What were the dog's personalities?*

**Kathe:** I groomed *Millie* and *Ranger*, and *Millie's* pup, *Lady*. They were liver Field Springer Spaniels with beautiful brown eyes, and sweet personalities. They would come in happily and greet everyone.

**GTG:** *What was the procedure on grooming day?*

**Kathe:** I hand-stripped their coats, so they could retain that natural Field Spaniel look, then bathed them in hypo-allergenic shampoo, dried them, gave them a pedicure and swabbed out their ears and voila!

When we were busy, my awesome staff would take care of the bath and drying part. They joked

*Continued on page 44*

Personal Training DVD's for Groomers

Super Styling  
SESSION  
WITH SUE ZECCO & JAY SCRUGGS

www.superstylingssessions.com

READER SERVICE CARD #6807

The President's Groomer  
Continued from page 43

with me that we had to be careful about airing our personal political views because the dog's collars might be bugged!

But I voted for the Bushes, so I don't know what they were talking about. I think some of them secreted away hair and toenail clipping samples for souvenirs or so they said. I do hope none of my staff were spies.

**GTG:** *Who made the appointments and brought the dogs?*

**Kathe:** Their secretary made the appointments and brought the dogs. No limo because....

**GTG:** *Any special instructions?*

**Kathe:** We were asked to keep it quiet about the fact we were grooming the dogs, as the Bushes had

been publicly criticized for purchasing a bed for their dogs when there were homeless on the streets. So, we did not really speak about it to too many people, as we did not want to cause the Bushes any embarrassment. I think it is safe to say, their reputation as dog lovers was secure, at least with me and my staff!

**GTG:** *Did they keep them in good condition?*

**Kathe:** The Bushes' dogs were always in great condition, and well mannered. I have it on inside personal information that the President used to bathe them, when needed, in that nice big shower. You know the one in the White House?

Sally: I never heard about the shower!

**GTG:** *Millie became a co-author with Barbara. Did you meet Barbara Bush?*

**Kathe:** I never met the Bushes, but Mrs. Bush was kind enough to write me a thank you note and send me a signed copy of a picture of *Millie*, which I treasure. President Bush sent me a signed copy of a picture of *Ranger* and him in Maine. *Ranger* looks as if he's just enjoyed a romp in the surf.

My kids particularly enjoy telling their friends that their mom was a Presidential Groomer! I feel blessed that my small efforts were noticed and I was able in return to bless *Millie* and *Ranger* with gentle, loving care. They were a sweet chapter in my book.

**GTG:** *Are you secretly grooming the Obama's dog?*

**Kathe:** I'm not doing the Obama's dog, nor do I know who is. I love PWDs so if they are looking for a groomer...



**Envirogroom**  
Professional Pet Products  
Seattle, WA  
Phone: 206-354-2248

**We are sure you will enjoy**  
**Envirogroom Professional Products**  
because of their high quality and value!

- Wheat and Gluten Free (Industry first)
- Paraben Free
- pH Balanced
- Non Toxic/Biodegradeable
- Vitamin and Protein Fortified
- Always gentle and mild for sensitive skin
- Easy mix 50:1 and 32:1 Concentrates available in gallon and 12 oz retail packaging
- Safe to use direct (without diluting)
- Premium quality
- Exceptional Value
- The best formulated shampoo for bathing systems

Available in gallon and 12oz sizes 50:1 and 32:1 Concentrates



For **FREE** Samples, call **877-630-3013**  
Order online at **Naturalpetshampoo.net**

**www. Envirogroom .com**

READER SERVICE CARD #6783



**magic**  
**color**

temporary dyes for pets

- FDA approved cosmetic pigments
- Mix & Match and create many colors and fades
- Can be diluted up to 20:1 in water
- Available in: Pink, Blue and Yellow
- Easy to use and apply
- Can be removed with a bath



**Pet Society**

For commercial info.:  
[www.mgbwestcoast.com](http://www.mgbwestcoast.com)

MGB West Coast Distributors, LLC  
1113 Davis St. - San Leandro, CA - 94577  
(510) 577-0310 / 225-5683 - [bernardo@mgbwc.com](mailto:bernardo@mgbwc.com)

READER SERVICE CARD #6808



# Ticks

A QUICK REFERENCE GUIDE  
FOR GROOMERS

BY BOYD HARRELL, DVM



Springtime brings increasing temperatures and moisture, two key ingredients for tick activity often leading to a wave of tick infestations and pet owner apprehension. Below is a concise organized list of tick facts, myths and general information to address common questions and concerns of pet owners.

## Facts:

- Ticks are not insects, they have 8 legs and are members of the arachnid family which also includes spiders, mites and chiggers.
- Because ticks are not insects many insecticides have little effect.
- Ticks position themselves on vegetation from near ground level to about three feet above ground. They are often found in wooded and shaded areas that tend to keep the ground moist.
- Ticks are drawn to their hosts or victims by carbon dioxide, scent, motion and body heat.
- Ticks don't jump onto their victims, instead they crawl or fall onto them.
- There are over 800 species of ticks worldwide and over 100 of them transmit disease. About 200 species of ticks live in the US.
- Hosts are often unaware of a tick attaching themselves because tick saliva contains a local anesthetic.
- Tick saliva from some species can also serve as a cement to help secure the tick to skin and helps prevent blood from clotting as the tick feeds.
- Some ticks can live over six months without food or water.
- Ticks feed on one thing and one thing only - blood.
- There are two main categories of ticks, hard and soft. Hard ticks have a shield like plate on their back called a scutum.

## Myths:

- Ticks burrow under the skin.

*False: Ticks do not burrow, they remain on the surface of the skin inserting only their mouthparts into the skin.*

- Applying a hot match, nail polish, alcohol or petroleum jelly will cause a tick to back out.

*False: These things do not help and will only cause the tick to enter a defensive mode to protect itself from harm and detachment.*

- If the entire head is not removed a new tick will grow back.

*False: If a portion the ticks head and mouthparts are not completely removed the remains will be rejected by the skin the same as a small splinter. Infections are uncommon though a raised firm swelling may be present for a couple of weeks or so due to an inflammatory response at the site of previous tick attachment.*

## How To Remove a Tick:

- First, wear protective latex or vinyl gloves.
- Grasp the tick's head/mouth with a pair of small tipped tweezers or a small hemostat. Specialized tick removal tools offer little if any advantage.
- Avoid crushing the tick's body which could release infected blood.
- With a slow steady motion pull the tick directly away from the skin. A small plug of skin may be pulled away along with the tick and that is to be expected. Don't panic, it is OK!
- Place the tick into an alcohol filled container or into a sealed bag/container. Discard in the trash.
- Gently clean the attachment site with mild soap and water. Do not use alcohol or peroxide because they can cause a burning sensation and may damage the already irritated skin.

Continued on page 46

**Tick Prevention for Pets:**

- If possible avoid walking and hiking in wooded or tall grass areas where ticks like to live.
- Keep tall grasses controlled in the yard and along fence rows.
- Some lawn products will help reduce tick numbers.
- Check for ticks at least once daily and promptly remove any that are found. Ticks especially like to attach around the head, neck, ears and between the toes as well as in or near any skin folds.
- Use a topical product on the pet that is labeled for tick control. Not all products are equally effective and just

because they may have a tick claim does not make them effective. Ask your veterinarian what products have proven themselves in your area.

- Some topicals contain permethrin which has some mild tick repelling properties.
- Have the pet wear a tick collar (this is different from the older style flea and tick collars). One tick collar, *Preventic*, contains amitraz; a chemical that is effective against ticks and arachnids. Remember many insecticides are not effective at killing ticks.

- It is sometimes appropriate to use both a topical and a tick collar. Be sure you know or ask your veterinarian what topicals and collars are compatible.
- Even the best tick products available at this time will not kill ticks quickly, often taking hours to a day or more to get the job done. No tick product will give a 100% tick kill.
- Don't wait for a tick product to kill any ticks you can find. Promptly remove them mechanically. Rely on tick products more for prevention of future infestations and even then still do a daily tick check.

Continued on next page



AT SUPERZOO



**The National Show for Pet Retailers™**  
**September 14 -16, 2010**  
Mandalay Bay Convention Center  
Las Vegas, Nevada

The Groomer SuperShow features six GroomTeam USA, Inc. and United Showmanagers Alliance sanctioned contests, the Rescue Rodeo Contest, thousands of dollars in prize money and top-notch pet grooming seminars presented by Oster Theatre. It's where new techniques, time-saving innovations and creative inspiration run wild!

**Mark your calendar and start making plans.**  
[www.superzoo.org](http://www.superzoo.org)

READER SERVICE CARD #6779



## **Tick Prevention for Pets:** *Common Tick-Transmitted Diseases*

### **Lyme Disease**

This is probably the best known tick transmitted disease and affects people as well as pets. It is transmitted by the deer tick and black legged tick causing signs of loss of appetite, lethargy and fever which may be accompanied by a lameness. The lameness can be a shifting lameness seeming to move from leg to leg and may be intermittent or constant. There is a Lyme Disease vaccine for dogs and may be appropriate for pets living in Lyme endemic areas of the country. Although most commonly associated with dogs, Lyme's may also infect cats.

### **Canine Rocky Mountain Spotted Fever (RMSF)**

Like Lyme's, RMSF can be a problem for people as well as pets. Pets cannot give either disease to people, however, pets and their owners are likely to share a similar risk of getting ticks. RMSF may cause signs of fever, rash, skin bruising and hemorrhages, lameness and can be fatal.

### **Canine Ehrlichiosis**

This disease is transmitted by the brown dog tick and signs may include fever, loss of appetite, weight loss, swollen glands, swollen legs, eye problems, bruising of the gums or belly and spontaneous hemorrhage. Signs may be vague and confused with other diseases. Severe and untreated forms may result in death.

### **Canine Anaplasmosis**

Also known as dog tick fever, this disease is transmitted by the same ticks that carry Lyme's disease, deer ticks and black legged ticks. A different form of Anaplasmosis is transmitted by the brown dog tick. Signs may include fever, lethargy, loss of appetite, painful and swollen joints and vomiting/

diarrhea. A neurological form can cause neck pain and seizures. Death is a possible outcome.

### **Canine Tick Paralysis**

Although tick paralysis is technically not a tick transmitted disease it is included in the same section of notes. Signs include weakness and even paralysis due to tick toxins affecting the nervous system. Signs may range from being mildly unsteady to complete immobility. Onset may be one week after tick attachment and the ticks may be difficult to find.

### **Diagnosing Tick-Transmitted Diseases**

As you can see, many of the tick transmitted diseases share some common and vague signs. Any pet living in an area harboring ticks and showing either vague signs of illness or more specific signs suggestive of a tick transmitted disease should be immediately examined by a veterinarian. A blood sample should be collected for a "tick panel", a group of tests that can identify presence of Lyme's, Ehrlichia, Anaplasmosis and Rocky Mountain Spotted Fever. An early diagnosis coupled with prompt appropriate antibiotic

therapy will often prevent long term illness and more serious signs of disease.

#### *Summary:*

It is impossible to discuss all the issues related to tick reproduction and disease transmission in one short article, and no attempt to do so was made here. Instead a concise bullet point list of the most common signs and diseases has been compiled to serve as a quick reference for both dog owners and groomers. May it support you to be a source of useful and accurate pet health information.

*Dr. Harrell is a former multi-veterinary practice owner, a current business coach to the pet industry, pet health advisor for Oxyfresh Worldwide and team trainer and hospital director for SPCA, Inc Animal Medical Center. He has been speaking internationally and coaching others to succeed in business for over twelve years. He is formally trained in life, leadership, health and business coaching and helps people to understand themselves, how others tend to perceive them and how personalities affect team building, performance and harmony in the workplace. He also coaches all types of business in the Strategic Mindset process, helping owners develop entrepreneurial habits. He can be reached at [Boyd@PetProsBusinessCoaching.com](mailto:Boyd@PetProsBusinessCoaching.com) or by calling 863-248-4257.*



## **EQUISSAGE®**

the nation's leading trainer of professional animal massage therapists ...  
**NOW OFFERS A HOME STUDY CERTIFICATE PROGRAM IN**

### **CANINE MASSAGE THERAPY (CMT)**

#### **THE EQUISSAGE PROGRAM IN CANINE MASSAGE THERAPY**

professionally schools the student in the theory and benefits of massage, massage strokes, technique and sequence, canine anatomy, dog handling, and marketing your own canine massage practice.



For a free brochure call:  
**(800) 843-0224**

or write: **EQUISSAGE®** P.O. Box 447, Round Hill, VA 20142  
Visit our web site: [www.equissage.com](http://www.equissage.com) · E-Mail: [info@equissage.com](mailto:info@equissage.com)

READER SERVICE CARD #6809

# Grooming Makeover

## Magic with Debra!

Dear Sally,  
The dogs I groom range from puppy and pedigreed, to old and of unknown gene pool. They are every size and kind. Some have thick, rich, healthy coats and others are dull and sparse. After a few trips to my grooming establishment "for doggy make-overs" they look like prize-winning canines.

Even though most women would not compare themselves to a dog, my "coat" is a little dull. I have had no time for manicures, hair cuts or updated makeup. As far as clothes other than those I work in, forget it. A makeover would come just in time for my 47th birthday. 50 is getting way too close and I can barely remember 40.

I have been married for a long time, raised some beautiful daughters, and bent over sinks and deep tubs. Sadly, I am no longer a fine looking young pedigree. My life is my family, my salon and community! I would love someone to restore me like I do my clients. Thank you for your consideration!

Debra Adler

Clean As A Whisker Grooming Salon, Whitehall NY



**GTG:** What prompted you to enter a chance for a makeover at Groom Expo?

*I really thought that it was time to do something for myself. I have done things for animals and people all my life. I thought that I could use a little "grooming"! I knew that I wouldn't go into a salon here and tell them "to have at it." I was too chicken!! I thought, on the outside chance that I won, I would HAVE to go through with it! It was the most fun I have had in a very long time!!*

**GTG:** Tell us about your grooming life... salon, location, experience, etc.

*I have loved animals my entire life. For my 7th grade home economics project I brought in my cat, Muffy, gave her a bath, clipped her nails, towel dried and brushed her out. I passionately pursued the dream of being a groomer. I apprenticed under two excellent groomers, after that, I went on to be the groomer in a local veterinary practice.*

*In 2007 the opportunity to open my own salon in upstate New York presented itself. I regularly attend seminars and take classes to stay current on new trends, styles and equipment. My household consists of 7 dogs, 4 cats and a beta. I regularly volunteer at local shelters, firmly believing that shelter dogs*

*and cats feel better and are more adoptable after being groomed.*

**GTG:** Have you ever gone to Groom Expo before?

*Yes! 2003, 2008, and 2009! I love it!! I save for it all year! I think it's important to go, see what's new, brush up on the old so that I can, in the end, do a better job for my customers.*

**GTG:** What did you like about it this year, other than the makeover?

*Well, I really liked the IPG certification classes, Nash Academy classes and was thrilled to take*

*Continued on next page*



**Grooming Makeover  
Magic with Debra!**  
*Continued from page 48*

*the Oochie Poochie class. Another high point of my Hershey trip is the creative grooming competition. The creative groomers do such beautiful work. I would really like to be able to do that at some point. I think that Barkleigh does a great job of providing a well-rounded expo with something for everyone. I like the availability of taped seminars. There has been a couple of times where something I want to take was at the same time as another.*

**GTG:** Tell me about the experience involving the makeover... trip to beauty salon, Lisa, etc.

*Lisa was awesome! We had so much fun! She really had the ability to bring out my inner butterfly! She was very confident in how she wanted each of us to look and never*

*seemed unsure about what she wanted to achieve! She was fun, friendly and professional the whole time. She looked after all of us and made sure that everything looked great. I think she did a great job on stage, as well. The entire time you could tell that she cared. I wish I lived closer so that I could go to her shop to get my hair done every time! Kim was also wonderful and really listened to my skin care concerns. The makeup she picked out really brought out my best features. I have to say, after Lisa and Kim worked their magic I actually felt beautiful!*

**GTG:** Were you uncomfortable with allowing the beautician to do anything she wanted?

*I thought I would be, but she had a great way of putting us at ease. I was apprehensive, but after meeting her I felt comfortable with her abilities and knew that I would come out looking much better than before!*

**GTG:** What did you think about the change? Like or dislike?

*I loved the change! It was very drastic, but in a very good way! It's pretty amusing because when I came home, there were quite a few people who did not recognize me! Everyone thinks I look fantastic!*

**GTG:** What would you do different?

*Take more pictures. There were pictures taken, but, I have no idea how to see them. I would definitely like to have one of them!*

**GTG:** What did family, friends and clients think?

*Everyone loves it. I get busy and forget that I look different, and a client will come in and tell me how wonderful my haircut looks! My family and friends think I look younger... and sassy!*

*Continued on page 50*

**www.RyansPet.com**

**New & Improved  
Faster & Easier**

**Shop Anytime From Anywhere.  
Bunny Slippers Optional.**

**1000's of  
Professional Pet  
Care Products Are  
Only A Click Away  
True Wholesale  
Shop 24/7**

**"Rely on Ryan's"™**

**RYAN'S PET SUPPLIES®**  
**1(800)525-7387**  
**Best Prices... Best Brands...™**

**pawbrothers®**

©2010 G&G Distribution Inc. All rights reserved.

READER SERVICE CARD #6781

Grooming Makeover  
 Magic with Debra!  
*Continued from page 49*

**Sally:** Has it had an impact on your grooming life? How?

*The Expo always has an impact on my grooming. The makeover has made me feel more self confident and has really lifted my spirits. I didn't realize how much I had let myself go physically and mentally until after my makeover.*

**Comments from hairstylist, Lisa Ward...**

Deb is a hard working groomer who needed to refresh her image and regain her confidence. Deb's long straight brown hair may have been easy to wash and go, but it was not the best shape or length for her face and body size. 5-6 inches of excess length was removed from Deb's hair and a thio-free exothermic wave was done to give movement and thickness to her hair.



To encourage curl definition, her hair was cut randomly with slight graduation at the perimeter. This inverted angular shape added just enough fullness on the sides to partly

conceal her round cheeks.

When in your mid-forties you should think about adding color to your hair. If you're blonde or slightly gray, try highlights. If you have dark hair with less than 30% gray, go for Carmel highlights, or go a shade or two lighter all over. Another great way of reviving dull, graying hair is to try highlighting and lowlighting together in your hair. The dark strands add shine and depth while the light strands add brightness and volume.

I chose to open up Deb's narrow forehead by decolorizing a substantial slice of her hair on a diagonal from a side part. This area was glazed with a golden blonde. The rest of her hair was glazed to control the brassiness while letting her varying natural tones show through.

Now that Deb's hair length is more in proportion to her body height and her face has been brightened and lifted with color, she definitely looks years younger. This groomer now has the confidence to grow in her business and stand out in a crowd.

If you would like advice on what hair color compliments your skin tone, e-mail Lisa at [lward02@comcast.net](mailto:lward02@comcast.net).

*Lisa Ward, Shear Art Hair Salon*

## Tips from Lisa...

Erase your mistake. A little heavy handed with your product? Lisa Ward explains how to fix it.

**Serum** - Wipe it off with a plush towel. The cotton will absorb the excess.

**Gel** - Apply water with a spray bottle to dilute the gel in your hair and blow dry the area and start from the beginning.

**Hairspray** - Let it dry, then spritz a little shine spray to loosen up the stiffness of the alcohol in the hairspray.

**Pomade** - If a little powder won't break it up, work with it by changing your style to a pulled back ponytail or chignon.

*If you would like to be considered for a Groomer Makeover at Groom Expo, tell me why, and send a photo to [sally@barkleigh.com](mailto:sally@barkleigh.com)*

GIVE YOUR CLIENTS THE ANSWERS THEY WANT TO EVERYDAY QUESTIONS!



#PS-2



#PS-3



#PS-4



#PS-5



#PS-6

PET CARE SERIES BROCHURES

<ul style="list-style-type: none"> <li>#PS-2 <b>Learning To Brush Your Pet</b> – Teaches proper brushing techniques to clients</li> <li>#PS-3 <b>When Your Pet Needs a Smoothie</b> – What clients can expect once severe matting is removed</li> <li>#PS-4 <b>Puppy's First Visit</b> – Helps clients prepare a pet for their first groom</li> <li>#PS-5 <b>The Ferocious Flea</b> – Teaches clients flea prevention</li> <li>#PS-6 <b>Keep Your Pet Salon Fresh</b> – Instructions on grooming upkeep at home</li> </ul>	<table border="0" style="width: 100%;"> <tr><td>20 Pet Care pamphlets</td><td style="text-align: right;">\$9.95</td></tr> <tr><td>50 Pet Care pamphlets</td><td style="text-align: right;">\$18.50</td></tr> <tr><td>100 Pet Care pamphlets</td><td style="text-align: right;">\$29.95</td></tr> <tr><td>500 Pet Care pamphlets</td><td style="text-align: right;">\$99</td></tr> <tr><td>1000 Pet Care pamphlets</td><td style="text-align: right;">\$180</td></tr> </table>	20 Pet Care pamphlets	\$9.95	50 Pet Care pamphlets	\$18.50	100 Pet Care pamphlets	\$29.95	500 Pet Care pamphlets	\$99	1000 Pet Care pamphlets	\$180
20 Pet Care pamphlets	\$9.95										
50 Pet Care pamphlets	\$18.50										
100 Pet Care pamphlets	\$29.95										
500 Pet Care pamphlets	\$99										
1000 Pet Care pamphlets	\$180										

Order Online at [www.barkleigh.com](http://www.barkleigh.com) or call (717) 691-3388

READER SERVICE CARD #6810 W1388



# Touch of Color

by Dawn Omboy

I have had the pleasure of being able to enjoy some of the best art on this planet, Creative Styling, and this year at the *All American Grooming Show* in Chicago was no exception. Creative groomers were learning to tone down some of their work in the new *Abstract Runway Competition*. There were many who didn't make the cut with the judges, but all were indeed winners.

There was one in particular that I want to spotlight in this article, a four month old Standard Poodle puppy named *Frankie*. She was simple, yet elegant, wearing cheetah print dyed into her coat by her owner Justine Cosley. When I asked Justine about her technique for setting this printed pattern on her *Frankie* she was most happy to share it with me and I wanted to pass it along to you. It should be a real crowd pleaser with some of your clients and can be easily re-created in your salon.

Justine's technique is one that is most unique. She used celery; yes that's right, celery as her stamp for the design. She would dip the end of the celery stalk into the black dye instead of using a dye brush



Justine Cosley with her daughters Faith and Quinn displaying her Cheetah print at the *All American Grooming Show Abstract Runway Competition*.

and stamping it onto the coat in the spots (no pun intended) that she wanted to color. Then to set off the black curved spots, she would do a fill in with brown. She liked her results so much that she decorated her model dog for the competition in Hershey at *Groom Expo* in cheetah print accented with gold. Her entry was called "Ivanna Vin" and win she did! The crowd loved it and you will too.

For more coloring tips and supplies go to [www.klippers.com](http://www.klippers.com). Email questions to [dawn1@petstore.cc](mailto:dawn1@petstore.cc)

New Book from Barkleigh!

## Grooming Puppies

A Professional Groomer's Guide

By **Kathy McGee**

### Chapters Include:

The New Puppy Phone Call  
Introductory Visit  
First Appointment  
Client Quotes  
Sending Home  
Tips to Remember  
Companion Booklets,  
and Educational Marketing Tools

Book Available at  
[www.BarkleighStore.com](http://www.BarkleighStore.com)

W1623

Regularly  
\$12.95  
**Just \$9.95**  
**Pre-Ordered!**



**FREE SHIPPING!**

READER SERVICE CARD #6811

# Lori Craig

## Roars to Victory with the King of Beasts

by Kathy Hosler



“It’s an overwhelming, wonderful feeling,” exclaims creative groomer, Lori Craig. “I’m still on cloud nine!”

Lori had just won, First Place honors and the *People’s Choice Award* with her entry, *The Lion King*, in the *2009 Groomer To Groomer Creative Styling Competition* that was held during *Groom Expo* in Hershey, Pennsylvania.

She had transformed her beautiful white Standard Poodle, *Falcor*, into a magnificent lion. And, to complete her safari theme, Lori sculpted a zebra into the hair on one of *Falcor*’s hips and a giraffe on the other.

“Winning the *People’s Choice Award* is awesome!” Lori says, with a smile that spread from ear to ear. “It’s the best feeling in the world to know that your peers think that your dog deserves to win!”

As a creative groomer, Lori is one of the very best – but if it had not been for a series of events and a chance encounter, Lori Craig might never have entered the creative

styling ring – or even have become a groomer.

“My grandmother, Esta Donaldson, was a dog groomer many years ago,” says Lori. “I remember going to her house when I was about three years old and watching her make dogs pink and blue with food coloring and sprinkling glitter on them. She was my idol and definitely my best friend. My love of dogs came from her.

“My parents didn’t allow me to have a dog when I was growing up,” recalls Lori. “Eventually I got my own dog – a Border Collie. When I took him to be groomed, he was treated very badly...so I decided to learn how to groom him myself.”

Lori went to grooming school and graduated in 1996. In 1997 she opened her own grooming salon in Moore, Oklahoma and named it *Doggie Styles*.

Lori’s introduction to the world of creative grooming was unplanned, but it became a life changing event for her.

“I was actually at a dog Frisbee

competition with one of my Border Collies and I happened to stay at the hotel that was hosting the *Pet Pro Classic*,” said Lori. “I was amazed. I never knew that there were grooming competitions, seminars, or trade shows for the grooming industry. Really, I never knew they existed!”

“Then, I walked in and saw Angela Kumpe with her entry for the *2004 Creative Challenge*, and I fell in love. I saw the bright colors and the amazing scissor work that turned her dog’s body into the scales of a dragon. I thought ‘Oh my gosh, I’ve got to do this!’

“At that time I only owned Border Collies,” Lori continues, “So I searched for a white Standard Poodle, and came home with *Falcor*. Within a week, he was colored Smurf blue. I started competing with him when he was just six months old.”

Although it takes knowledge, talent, and superb scissoring skills to win any grooming competition, these attributes are just the

*Continued on next page*



## Lori Craig Roars to Victory with the King of Beasts

Continued from page 52

starting point when creative stylists plan their entries.

A tremendous amount of planning and preparation goes into every entry. The stylist must choose the dog, then the design to put on it, and then decide on the colors that will be used. Of course, the costumes, background, and props must be selected for the presentation portion of the competition.

"For the 2009 *Groomer To Groomer Creative Styling Competition*, it was easy for me to choose my theme," says Lori. "*Falcor* is such a proud dog - I knew he would look absolutely awesome as a lion. I started the pattern about six months before the competition. Then about six weeks before it, I did the complete groom on him. The last two weeks, I was up late every night

coloring my dog.

"It's very time intensive when you have many colors and patterns to put on your dog," says Lori. "For example, when I was doing the zebra, I had to carefully section his hair and the part that I wanted to remain white had to be put in bands then covered in plastic wrap to protect it while I colored the rest.

"It probably took me about forty hours to color and prepare *Falcor* for this creative styling competition. I don't work on my dogs for more than a couple of hours at a time, to keep them from getting too tired."

In addition to getting her dog prepared, Lori had to assemble all the props and costuming that she would need for the presentation phase of the competition.

After Lori had assembled everything she would need for the contest, it was time to head to Groom Expo.

"Three of us drove from Oklahoma to Hershey, Pennsylvania,"

says Lori. "It took us a day and a half. For the first time, my husband got to come to the show. That made a world of difference to me."

After all her months of planning and preparation, Lori found herself on the *Groom Expo* stage along with about a dozen other creative stylists. Each of them had a goal and a plan. The biggest competition of the year was about to begin.

"I always get a little nervous before a competition," confesses Lori then adds, "but now, instead of being nervous about it - I am prepared for it. I try to get a good night's sleep, have my dog well prepared, and then - I go for it."

Creative stylists experience a gamut of emotions during a competition - hope, fear, anticipation, worry, excitement, and joy. In a few short hours they must complete the groom that they have planned down to the very last detail - and then hope that their's is the most creative

Continued on page 54

• Exciting  
Grooming Seminars

• NEW Grooming  
Contests!

• Trade Show  
with Nearly 50  
National Companies

**andis**  
Grooming Contest

**NORTHWEST  
GROOMING SHOW**

**MAR. 19 - 21, 2010**

Murano Convention Center • Tacoma, WA • [www.nwggroom.com](http://www.nwggroom.com)

W1668

READER SERVICE CARD #6812

Lori Craig Roars to Victory with the King of Beasts  
Continued from page 53

and the one that will catch the eye of the judges and the audience.

Then, some will experience the incomparable thrill of victory, and others, the total agony of defeat. In fact, that's what Lori says is the hardest part of creative grooming.

"I know almost every groomer

on the stage and I know that everyone who has entered has worked their tails off," says Lori. "In general, there are only three placements in a competition. It is very sad to see the devastation on the faces of those competitors who put so much time and effort into their groom and not place. If I do well, I'm ecstatic that I won – yet sad that my friends did not.

"The best part about creative styling is the friendships," says Lori

emphatically. "Getting together and seeing each other at the competitions. We all try to be a support system for each other."

In fact, Lori's love of creative styling coupled with her desire to share her knowledge and expertise with others has led to a new project.

Just recently Lori, Amy Brown and Angela Kumpe started the *National Association of Professional Creative Groomers (NAPCG)*. The website is [www.thenapcg.com](http://www.thenapcg.com).

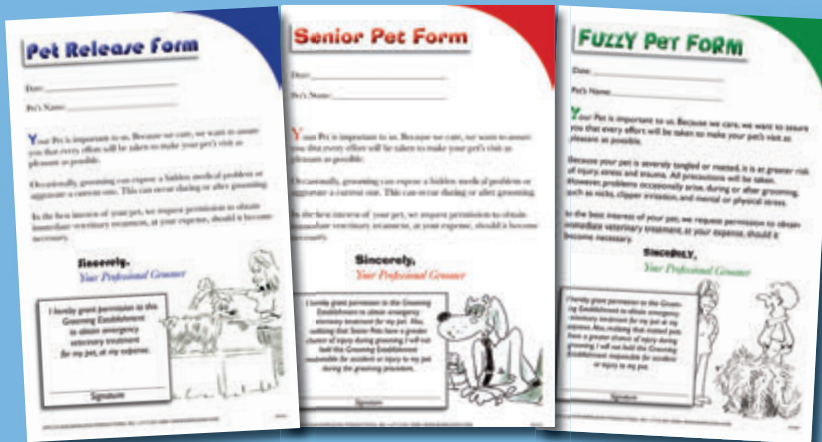
The NAPCG is for creative groomers and for anyone interested in becoming one. It is a place where groomers will be able to learn from each other and share new ideas and techniques.

Without a doubt, Lori Craig is a goal setter and a real go-getter when it comes to achieving her dreams, starting from the day she got her own dog, then learned to groom – and next opened her own salon. Then she began competing in and winning creative styling competitions, and now she is helping to build a better future for the world of creative grooming.

That's Lori Craig - Hear Her Roar!

**NEW PET RELEASE FORMS & TIP SIGNS!**

These cartoon Pet Release Forms convey a little light humor for a serious subject. They explain, in a gentle way, the owner's responsibility to the groomer and give you the right to obtain emergency treatment for their pet. \$7.95 per pad (50 sheets)



PR2 - General

SP2 - Senior

FP2 - Fuzzy



#6143 - Groomer Tip Sign



#6144 - Bather Tip Sign

A light-hearted way to say gratuity is appreciated!

8 1/2 x 11 framed counter sign \$15.95 each

Save BIG on Email Specials!

Give us your current e-mail address, and you will benefit from Barkleigh product special savings!

Receive E-Mail Product Specials Every Month!

[info@barkleigh.com](mailto:info@barkleigh.com)  
[www.barkleigh.com](http://www.barkleigh.com)

Order Online at [www.Barkleigh.com](http://www.Barkleigh.com) or by phone (717) 691-3388

W1360

READER SERVICE CARD #6813



John Nash Remembered...  
Continued from page 26

### Will Comparsi

*Speaker, Nash Grad, Competitor, Groomer Has It Season 1, Contestant*

I sat staring out the window of my salon today, reminiscing about the journey I have been on over the past 10+ years. The ups and downs, the good times and bad, since I have had the joy of calling myself a groomer and salon owner.

I have competed in numerous grooming competitions, both real and on TV. I have made lifelong friends from all over the world. I have found success both financially and emotionally. All this is due to the hard work and dedication of my mentor and friend, John Nash.

From grooming school until now, he has been just a phone call away. If I had a problem or wasn't sure if my profiles were right, he was always there. He and Vivian have given me

and other groomers so much. Not just what you learn in a book, but how to take pride in your work. How to be the best... This was not exclusively mine though. He envisioned what could become of the grooming world, and he helped shape and mold it into what we see today.

There isn't enough room for me to list all the breakthroughs and accomplishments he has achieved. But know this...wherever you are, if you are grooming dogs, this man has been beneficial to you. He helped mold what it is you do every day.

If I had one thing to say to John Nash, it would be simple. You have taught us well. You passed the torch into the hands of the next generation, and you made us ready.

We will continue to strive forward to better our industry. We will accomplish great things. Thank you for your hard work. Thank you for your dedication. Thank you for my industry. Thank you for teaching me.

http://www.barkleigh.com

**Now you can order Barkleigh Products with ease over the internet!**

**Barkleigh On-Line Store**  
[www.barkleigh.com](http://www.barkleigh.com)

# PET STYLISTS SUPER SHOW

**Industry Trade Show**

**Seminars**

and

**Grooming Competition**



**May 14-16, 2010**  
Knoxville Convention Center  
**Knoxville TN**

Please call Judy at  
(865) 687-7139  
Fax (865) 687-7139

W1660

READER SERVICE CARD #6831



# New England Pet Grooming Professionals Fall Fest 09



Photo by David Sombach

L-R Judge Teri DiMarino, Lindsey Dickens, Best In Show Winner, and Andis Representative, Bob Ehrler



Photo by David Sombach

L-R Sue Pratt, NEPGP Contest Coordinator, Best All Around Winner: Julie Pantages, Nature's Specialties Owner, Mary Meeks

The New England Pet Grooming Professionals (NEPGP) celebrated its 29th Annual Fall Fest in Warwick, RI recently. Over 50 competitors took part in grooming contests.

*Best All Around* contest, sponsored by *Nature's Specialties*, winners were Chiloe Hunt – Entry level, Intermediate level - Marilyn Wainwright and Open level - Julie Pantages.

*Best In Show* contest, sponsored by *Andis Company*, winners were Debbie Davis – Entry level, Intermediate level - Marilyn Wainwright and Open level Lindsey Dickens.

NEPGP presented seminars, featuring; Teri DiMarino - *Ready-Set-Go...Prep-Bathe-Dry!* Kendra Otto, Huber Pineda, and Chris Christensen presented - *Hand Stripping, Business Relations*, and a Product Review. The show also offered a *Pet First Aid* class.

The next NEPGP Fall Fest will be held November 5-7th, 2010. For more information, request Reader Service Card #6761.

## GROOMER LOCATOR ADDED TO WAG'N TAILS MOBILE CONVERSIONS WEB SITE

As a part of Wag'n Tails effort to promote the mobile grooming industry and generate business for Wag'n Tails family members, they have improved their groomer locator system. The groomer locator service is available to all owners of Wag'n Tails mobile grooming vehicles, whether the vehicle was purchased new, used or from a private party; the owner is eligible for listing in the groomer locator.

For more information, request Reader Service Card #6689.

For a **Quick Response** from Advertisers Use the Reader Service Card!

Help your clients with problem urination, house training, destruction, aggression and more!

A collection of more than 60 articles about dog and cat behavior from Gary's award winning articles told in an engaging, simple and easy-to-read fashion.  
237 pages - \$16.95

[www.clickandtreat.com](http://www.clickandtreat.com)

## Pet Botanics Naturals are ready to capitalize on a blooming market.

Nature has gone to the dogs! Introducing Pet Botanics Naturals, made with ALL NATURAL ingredients including saponified natural olive, safflower and coconut oils, Acai root (rich in Essential Fatty Acids) oatmeal, nettle, aloe vera; extracts of passion flower, orange peel, almond, chamomile, rosemary, lavender, southernwood and horehound; calendula, St. John's Wort, sage oil, clove oil, Pennyroyal and more.

Each shampoo, conditioner and herbal ear wash contains some Certified Organic Essential Oils. Aromatherapy oils take the place of synthetic fragrance. All colors are natural. Packaging is recyclable.

Pet Botanics Naturals contain no detergents, sulfates, parabens, phosphates, MEA, DEA, TEA, alcohol, dyes, synthetic color or fragrance.

Join this "blooming" market. Nature is calling!



Better for your pet. Better for the planet.

©2008 Cardinal Laboratories Inc., Baldwin Park, CA 91706 • Ph: 800-433-7387 • [www.cardinalpet.com](http://www.cardinalpet.com)



READER SERVICE CARD #6788

READER SERVICE CARD #6838



# Off Lead's Prestigious *Nomination*

*Off Lead & Animal Behavior* magazine has been nominated by the *Dog Writers Association of America* for the *Best Special Interest Dog Magazine Award*. *Off Lead & Animal Behavior* is a free quarterly digital magazine for dog trainers, pet professionals and enthusiasts.

The magazine features articles by leading trainers and animal behaviorists such as Gary Wilkes, Martin Deeley, Sarah Wilson, Dr. Ian Dunbar, Pia Silvani and a variety of dog organizations such as the *Association of Pet Dog Trainers*, *International Association of Canine Professionals* and *National Association of Dog Obedience Instructors*. It features articles on professional dog training, business topics, animal behavior, pet health, the latest canine news and sports, such as Disc Dogs, Dock Diving, Agility, Protection Sports and Obedience to name a few.

*Off Lead* won the *Maxwell Award for Best Special Interest Dog Magazine* in 2000. For a free subscription, visit [www.off-lead.com](http://www.off-lead.com).



# PetQuest 2010

**July 22–25, 2010**

**The Drawbridge Inn,  
Fort Mitchell, KY**

**Top Industry  
Speakers**

**BIG Pet Care  
Trade Show**

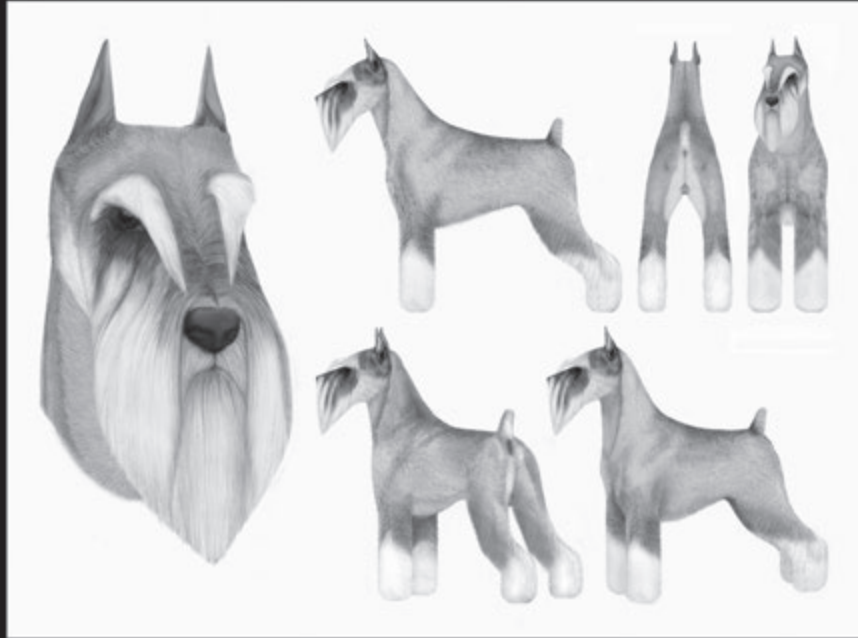
**IJA Grooming  
Events**

**[www.barkleigh.com](http://www.barkleigh.com)**

Phone: (717) 691-3388 • Email: [info@barkleigh.com](mailto:info@barkleigh.com)

READER SERVICE CARD #6815

www.GroomersReference.com



Presented By



READER SERVICE CARD #6817

## Cat Behavior and Grooming Procedures



Featuring:  
**DANELLE GERMAN**

Learn how to quickly and accurately decipher which type of temperament each cat has and how to best handle it safely. You will also learn how to groom a cat from start to finish, using the best products and techniques.

2 hour DVD #6020 • \$39.95

J883

www.barkleigh.com

Barkleigh Productions, Inc.  
970 W. Trindle Rd. • Mechanicsburg, PA 17055  
(717) 691-3388 • Fax: (717) 691-3381

READER SERVICE CARD #6818

The Wonderful World of Terriers DVD Presentation

Featuring Sarah Hawks  
One of the foremost Terrier people in the grooming industry!

**#1577 Four hour DVD \$125**

Taped LIVE at Groom Expo!

Barkleigh Productions, Inc.  
970 Trindle Rd., Mechanicsburg, PA 17055  
(717) 691-3388 • Fax (717) 691-3381

Order on-line at [www.Barkleigh.com](http://www.Barkleigh.com)

READER SERVICE CARD #6819

## First Aid For Pet Pros

featuring  
Dr. Boyd Harrell



DVD VIDEO

You will learn about first response care for everything from allergic reactions to trauma, from treating a minor cut to helping a canine patient in congestive heart failure.

Tape Live at Groom Expo!

#6188 First Aid for Pet Pros \$99.95

Order at (717) 691-3388 or Online [www.Barkleigh.com](http://www.Barkleigh.com)

E1356

READER SERVICE CARD #6820

## Sarah Wilson's Animal Behavior Conference

10 BIG Hours!

- Working with people
- Getting the Results You Want in a way you like
- Working with Stubborn Dogs
- Working with the Fear Aggressive Dog
- Socializing the Deficit Dog



Live from Groom Expo!

#1799 • DVD set – \$139.00

E1205

(717) 691-3388  
[Info@barkleigh.com](mailto:Info@barkleigh.com)  
[www.barkleigh.com](http://www.barkleigh.com)

READER SERVICE CARD #6821





March 19th-21st, 2010  
 Murano Hotel  
 and Convention Center  
 Tacoma, Washington

## The Pacific Northwest Grooming Show is Coming Soon!

This year we are excited to announce that IJA sanctioned grooming contests are being held at the Northwest Grooming Show! The event will be held in Tacoma, Washington at the **Murano Hotel and Convention Center on March 19th-21st, 2010**. Last year, the event hosted 36 exhibitor booths and nearly 600 pet care professionals.

The grooming competitions will offer a *Poodle Class* and an *All Other* class. Trade show exhibitors will introduce new products and offer show special pricing, making it a great opportunity to stock up on products. The show will also feature educational seminars and demonstrations by leading pet industry professionals on grooming and business topics. Speakers and topics include; Donna Owens with grooming demonstrations, Kristen Fulton on Mobile Grooming, Lola Michelin on pet massage, Barbara Bird for Chris Christensen grooming, Adrienne Kawamura on cat grooming and an IPG Workshop. Additional speakers and topics are being added.

For more information, request Reader Service Card #6836.

### MIXED BREED MAKEOVERS

By Marea Tully



Taped  
 Live at  
**GROOM  
 EXPO**



Marea will use the latest Andis grooming equipment to turn a mixed breed into something special. Find ways to groom a Poodle, so it does not look like a "Poodle" (for those clients who bought the wrong breed); and how to give cute pet trims to other purebred dogs. Marea will discuss many different types of mixed breeds and what can be done to enhance their appearance.

#1418 - \$49.95

Order online at  
[www.barkleigh.com](http://www.barkleigh.com)  
 or call (717) 691-3388

W1413

READER SERVICE CARD #6840

**BARKLEIGH PET PRO**  
**CRUISE**  
 JANUARY 15-23, 2011  
 MEXICO COSTARICA PANAMA

FOR MORE INFORMATION  
 GO TO [www.BARKLEIGHEVENTS.com](http://www.BARKLEIGHEVENTS.com) OR CALL LUCY AT (407) 286-7769

READER SERVICE CARD #6839

# NEW PRODUCT NEWS

## YUCCA MEDICATED EAR WASH

*Quadruped* announces the release of *Yucca Medicated Ear Wash*. The product is a medicated non-alcohol, non-oily Yucca Ear Wash that offers prompt relief for itching, inflamed, irritated and mite-infested ears. *Yucca Medicated Ear Wash* also removes excessive wax build-up and cleans ears while deodorizing and leaving a clean scent. For more information, request Reader Service Card #6764.



## PURE PAWS OATMEAL & ALOE SHAMPOO AND CONDITIONER

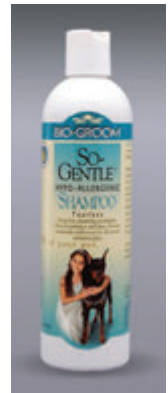
*Pure Paws* releases *Oatmeal & Aloe Shampoo* and *Oatmeal & Aloe Conditioner* which are specially formulated to relieve and restore moisture to dry, sensitive or irritated skin. Oatmeal has long been recognized and highly regarded for its moisturizing and anti-itch properties and is consistently recommended for pets with allergies. The addition of Aloe Vera provides soothing relief for pets



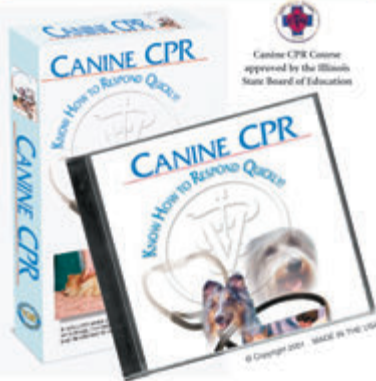
with sensitive skin while leaving the coat soft and shiny. This unique formula has the added benefits of Vitamin B-12 & Vitamin E. Discover the difference *Pure Paws* grooming products can make for pets. Free samples are available. Request Reader Service Card #6762.

## BIO-GROOM SO-GENTLE "HYPO-ALLERGENIC SHAMPOO"

*Bio-Groom* introduces a new mild shampoo, *So-Gentle*, tearless and soap-free. It is mild enough for even the most sensitive pets. Scientifically formulated, *So-Gentle* is free of perfumes and dyes and will not



## CANINE CPR



Canine CPR Course approved by the Illinois State Board of Education

Knowing how to respond quickly in an emergency and administer cardiopulmonary resuscitation (CPR), can save the life of a pet in your care. Veterinarian, Melanie Mokos, D.V.M., discusses practical issues of canine CPR and provides a thorough, step-by-step demonstration of the techniques.

Includes:

- Definition of cardiopulmonary arrest
- Assessment of the dog • Preparing the dog for CPR
- Demonstration of breathing and compression techniques
- CPR techniques for one or two people
- Benefits of learning canine CPR

#1340 CPR DVD - \$27.95 • #664 CPR Video - \$27.95

BARKLEIGH PRODUCTIONS, INC.

(717) 691-3388 • FAX (717) 691-3381 • www.BARKLEIGH.com

READER SERVICE CARD #6822

## To Clean or Not to Clean?

### Taking the Mystery Out of Ear Cleaning

**Learn Methods and Techniques of Proper Ear Cleaning!**



Featuring  
**Dr. Boyd Harrel, DVM**

Taped Live at **GROOM EXPO**

**Barkleigh Productions, Inc**  
970 W. Trindle Rd  
Mechanicsburg PA 17055  
(717) 691-3388 • Fax: (717) 691-3381

Order online at [www.barkleigh.com](http://www.barkleigh.com)

R1596

READER SERVICE CARD #6827

## PET Boarding & daycare



Coming 2010!

With Editor Tom Smoot

Barkleigh Productions, Inc

970 W. Trindle Rd  
Mechanicsburg PA 17055  
(717) 691-3388 • Fax: (717) 691-3381  
[www.barkleigh.com](http://www.barkleigh.com)

READER SERVICE CARD #6826



leave an irritating residue. Derived from natural sources such as corn, coconut, and palm kernel oils, it has been extensively tested to ensure the utmost in mildness for skin and eyes by in-vitro methods, a non-animal testing procedure. *So-Gentle* is available in 12 oz. and one gallon sizes. For more information, request Reader Service Card #6759.

**SCENTAMENT NATURAL COAT FRESHENERS**



Best Shot Pet Product's 'new' Scentament line of natural coat fresheners is a hit with specialty pet retailers and grooming professionals. The company has rapidly expanded its proprietary line of

aroma therapy deodorizing sprays to now include eight spa-inspired fragrances. Pets will not only smell great, but feel good too! *Scentament* sprays are alcohol and aerosol free and fabric safe. Each is infused with chamomile, rosemary, rose hips, ginseng, and sage. They will deodorize and condition both coat & skin enhancing your pet's appearance and presence. This product will not irritate or dry a pet's skin or coat. Request Reader Service Card #6758.



**KAKADU PET ADVENTURE MAT**  
Australian company, Kakadu

Continued on page 62

**NEW**  
**Door Hangers**  
for Mobile Groomers



Leave a message for customers who missed their appointment.

M4  
20pk. \$12.95  
50pk. \$39.95  
100pk. \$49.95

Please Call for a New Appointment.  
Phone \_\_\_\_\_

Order online at [www.barkleigh.com](http://www.barkleigh.com)  
info@barkleigh.com  
(717) 691-3388

W1416

READER SERVICE CARD #6823

**FREE E-Magazines**

**4x a Year!**

Sign Up at [www.Barkleigh.com](http://www.Barkleigh.com)

W1575

READER SERVICE CARD #6824

Pet recently launched their products here in the U.S. The *Adventure Mat*, included in their line of pet beds, is ideal for traveling or camping. The mat rolls up for convenience, is machine washable and made of durable cotton fabric with a soft polyester fill. The *Adventure Mat* is available in sizes small (33 ½ x 27 ½”) to X-large (47 ¼ x 31 ½”) and in four different color combinations. For more information, request Reader Service Card #6693.

## EARTHBATH'S NEW GROOMING WIPES



Earthbath presents new grooming wipes to be used as a touch-up

grooming solution or as a bath alternative. The wipes remove dander, drool, discharge and cling-ons from playing in the unknown. They contain only natural cleansers and conditioners, including exotic Hawaiian awapuhi extract, a shine-enhancing coat conditioner. *Earthbath* wipes are natural and contain no animal by-products (lanolin-free) or alcohol and will not remove spot-on flea control products. Both varieties contain Aloe Vera and Vitamin E to moisturize coat and skin. The product is safe for daily use on all animals over 6 weeks old. For more information, request Reader Service Card #6692.

## SPOT PETCLEAN CARPET STAIN AND ODOR ELIMINATOR

WD-40 Company offers *Spot Shot PetClean Carpet Stain and Odor Eliminator*. The product has been specially designed to instantly and safely eliminate dog stains and odors on carpets. The for-

mula neutralizes odors and prevents tough stains from returning. *Spot Shot PetClean* is a non-toxic, biodegradable environmentally friendly formula. The product is safe to use around children and pets and can be used on most carpet and rugs. For more information, request Reader Service Card #6691.



## PREMIER'S NEW POGO PLUSH TOYS

Premier announces new *Pogo Plush* toys. The patent-pending design provides a unique bounce-back action that dogs prefer over traditional stuffed plush toys. These toys are stuffing free, so there's no mess if your dog likes to destroy plush toys! Premier's *Pogo Plush* toys are built with inner rubber frames and free-floating squeakers that will give your dog hours of fun. The new product is available in large and small sized balls. For more information, request Reader Service Card #6690.



# GROOMER SYSTEM

APPOINTMENT & INCOME TRACKING BOOK

- Space for Time in and Out
- Client's Name and Phone Number
- Pet's Name and Breed
- Coding Block for Type of Service
- Space for Remarks
- Calendar
- Service Code Directory Makes Entry Quick
- Daily, Weekly, and Monthly Income Sheets
- Start Anytime during the Year... This Book Never Ends!

This loose-leaf Binder System permits an unlimited number of daily appointments. It comes with 150 Daily Appointment Sheets, 52 Weekly Reports, 12 Monthly Reports, 4 Quarterly/Yearly Reports separated by monthly/report dividers, as well. Each groomer can have his/her own book or everyone can work out of one... by adding extra pages. Satisfaction Guaranteed!

#6053 Complete Groomer System \$59.95

Order Online at [www.Barkleigh.com](http://www.Barkleigh.com) or Call (717) 691-3388

CRYSTAL GROOMING  
ACHIEVEMENT AWARDS

Cardinal Crystal winner Julie Wilkens Pantages is the current American Groomer of the Year.

[www.cardinalpet.com](http://www.cardinalpet.com)

READER SERVICE CARD #6786

READER SERVICE CARD #6825

W1402



## THE YEAR OF THE *Creative*

BY SALLY LIDDICK

The Chinese always proclaim a symbol for their new year. Here at *Barkleigh* we proclaim 2010 as the year of the Creative. Creative grooming has been growing in popularity over the last several years. At one time interest was waning. It had a spurt in competitive grooming rings for many years, but then interest fell off. Perhaps there just was greater interest in standard classes.

But my interest never waned. I found creative grooming absolutely fascinating. I tried judging it, actually Gwen and I tried judging together, and totally disagreed with each other. It seems that creative is subjective. What you love, you love. Either that or Gwen and I realized that we should never judge together on anything.

Even though other shows started dropping creative competition, I still loved it and wanted to see it continue. Where would we be, as an industry, if we lost our creative side? After all, we were artists. Our canvas was the dog. Our brushes were the scissor and clipper. Much

like artists that carve in stone, we choose a different medium. And I didn't want this art form to disappear.

So *Barkleigh* shows have always featured creative competition. For many years I did not allow the media to film or photograph our events. Creative was an acquired taste for the outside world. They either hated it, loved it, or ridiculed it. Purists hated it. Many felt it was sacrilege to desecrate the dog. Tell that to any respectable Poodle. They loved the attention. Always the clown, Poodles held their heads high while wearing beads, glitter, and glam.

But recently, there has been increasing interest in Creative by the world. Photos and videos began slipping out of our shows. And the world began to crave creative grooming. Media from other countries came begging to film our events. Famous photographers knocked on our doors to photograph the connection between man and dog in this unusual way. Paparazzi began sneaking in to shows to take

pictures and put them on the web. In the last year, photographs from our shows were featured all over the web, in a two-page spread in *People* magazine and in other smaller publications.

Then two film companies arrived at Groom Expo. One expected. One not. Both ran back to their respective networks to try and sell the idea of a Creative reality show. One company we liked. One we didn't. After much negotiation, a company was selected and the contract was signed to work with *TLC* network. It seems that *Extreme Poodles*, the working title, will become the new *Jon And Kate Plus Eight*.

A pilot was filmed at *Groom and Kennel Expo*, and now we have to see the response of the network. They may choose to do no more episodes, six more episodes, or up to 26 in a series of *Extreme Poodles*. So move over breed competitions. Move over skeptics. Creative is in the limelight, where I always thought it should be. Let's hope the world is ready!

# CLASSIFIEDS

Call (717) 691-3388 ext 210 to place a Classified.

Rates: 25 words or less – \$50.00.  
Each additional word – \$2.00 each.

Classified ads must be prepaid.  
Mastercard/Visa and Discover accepted.  
Call (717) 691-3388 for issue deadlines.  
Agency Discounts Do Not Apply.

## Blades & Sharpening

Professional clipper blade and scissor sharpening by a three generation company with over 19 years experience. We guarantee our work. All orders are processed within two business days. All clipper blades and standard scissors are \$5.00 each. Actual UPS shipping cost apply. Visit [www.sharpedgesinil.com](http://www.sharpedgesinil.com) or call Sharp Edges at (217) 422-0911 for information. Send to: Sharp Edges 519 W. Grove Rd. Decatur, IL 62521.

Frank Rowe & Son – “Our Only Business” est. 1973. Animal Clipper Sharpening, Sales & Service. Your #1 Place to Buy Professional Dog Grooming Supplies. Blade & Scissor Sharpening: \$6. ARCO Blade Sharpening: \$7. Maintenance & Repair of Andis Clippers: \$20+ parts. “Fast” 4-5 day service. Terms: CC, check, & COD (fees apply). PA Residents add 6%. [www.FrankRoweAndSon.com](http://www.FrankRoweAndSon.com) 309-G Hockersville Road, Hershey, PA 17033 (717) 533-4426.

EACH blade examined personally, sharpened to perfection, demagnetized and tested. Sockets and springs adjusted, blades individually sealed, READY TO USE. Sole proprietor w/ 20+ years experience. FACTORY-TRAINED to sharpen shears/blades. Customized tip sheet included w/ order - PROMPT RETURN. Clipper Blades \$5, Shears \$7, S/H \$7. PA residents add 7%. John's Sharpening, 1213 Middle St., Pittsburgh, PA 15212-4838. (412) 321-1522 [JKosakowsky@hotmail.com](mailto:JKosakowsky@hotmail.com).

“One Of America's Favorite Sharpener” Sharpener that is also a groomer. Website has free videos and articles on blade and clipper care. Blades \$4.00, Regular grooming shears \$4.00. ARCO blades \$6.00, Clipper maintenance (free labor + parts). Mail-in services has 48 hour turnaround, on-site serves the entire gulf coast. Website has

all information. All blades, all shears, clipper repair. Est. 1995. Northern Tails Sharpening, Mobile Alabama. Call 251-232-5353 [www.northerntails.com](http://www.northerntails.com).

## Bows & Accessories

Wholesale designer bandanas. Rolled-edged. Per Dozen prices: \$6.00 – Sm.; \$8.00 – Med.; \$15.00 – Lg.; Gigantic selection. Call Now! (301) 746-4327.

Christmas, Valentine's and St. Patrick's are coming. Order early for best selection. Elchar Dog Bows (800) 972-5857. [www.elcharbows.com](http://www.elcharbows.com).

GroomingBows.com/ 200 Models to choose from. Quality in mind. 100% handmade. Satisfaction Guaranteed. Call: Edgar 305-945-8903.

## Business Opportunity

Earn \$100.00 per hour. Easily learn to sharpen expensive dog grooming scissors and clippers. As soon as tomorrow you're making money. Training and equipment. (408) 439-9161.

We guarantee you will easily increase your monthly income dramatically! No investment required. Once in a lifetime opportunity. Toll free (800) 474-7044.

Roanoke, VA grooming/boarding business. Sales over \$300K. Cash flow \$90K+. Perfect for owner/groomer. Established over 20 yrs. Asking \$225K. Call John @ 540-342-2151.

## Mobile Grooming

Green Mobiles for over 40 years in our economical, state-of-the-art Grooming Salons. Earn more money, save on gas, jump-start business training included with purchase. Call Ultimate Groomobiles, Inc. 888-826-5845, E: [Groomobile@aol.com](mailto:Groomobile@aol.com) or tour [www.ultimategroomobiles.com](http://www.ultimategroomobiles.com).

Dodge Ram Extended Van 2001, extended roof, 76,000 original miles, great condition, white, great for conversion to mobile van, was a handicapped transportation bus. has commercial bus door with steps and handicapped lift for

big dogs. Heavy duty everything. Located in Pennsylvania. \$9,500 (717) 691-3388 ext. 202. Request photos.

New Mobile Conversions, Different Sizes and Styles. Priced from 15K - 30K. Contact [virgostar161@yahoo.com](mailto:virgostar161@yahoo.com) or 801-360-1668.

Southern California - 2004 Dodge Sprinter 2500 custom grooming van, 42,000 miles included prima bathing system, two Hurrycanine dryers, Clipper Vac. and client file. \$35,000. Call 310-831-4637 or 310-918-7387 or email [animalkrackers@cox.net](mailto:animalkrackers@cox.net)

**Precision Sharp Co.**  
SHARPENING • SALES • REPAIR

**WAHL**  
C-MON Precision Cut

120 Fourth Street • Mt. Wolf, PA 17347  
(717)266-7348 • (888) 742-7745  
[info@precisionsharp.com](mailto:info@precisionsharp.com)  
[www.PRECISIONSHARP.com](http://www.PRECISIONSHARP.com) W1535

READER SERVICE CARD #6828

## SAL'S BLADE SHOP

**GREAT PRICES on**  
Heritage Scissors and Thinners  
Groomers Edge Shampoos

Madan Coat Kings,  
Strippers and Shears!

Authorized Distributor for  
**ANDIS COMPANY**

Clippers, Clipper Blades and Parts  
Scissor Sharpening and Clipper Repairs  
[www.salsbladeshop.com](http://www.salsbladeshop.com)

4065 Millersport Hwy. • Amherst, NY 14228  
(716) 689-0623

READER SERVICE CARD #6829

**The Groomers Club**

Not a Member yet?

Don't miss out on savings and specials from over 120 pet industry companies! Save on your everyday salon needs and even those big ticket equipment items. A one year membership is only \$29.95. Visit our website for a list of Participating Companies and their exclusive offers to members. Sign Up and Start Saving Today!

[www.GroomersClub.com](http://www.GroomersClub.com) W1510

READER SERVICE CARD #6814

**Work Smarter, Not Harder**

Pet grooming software that helps you save time and money.

123Pet Software

888-803-4747  
[www.123petsoftware.com](http://www.123petsoftware.com)

READER SERVICE CARD #6830



# 2010-11 CALENDAR OF EVENTS

## COLORADO

### Colorado Groomfest 2010

6/4/2010 – 6/6/2010  
Denver, CO  
(724) 962-2711  
ndga@nationaldoggroomers.com  
www.nationaldoggroomers.com

## FLORIDA

### PET PRO CRUISE

Mexico, Costa Rica and Panama  
1/15/2011 – 1/23/2011  
Fort Lauderdale, FL  
(717) 691-3388  
info@barkleigh.com  
www.barkleighevents.com

### NDGAA "Fun in the Sun" Seminar

10/29/2010 – 10/31/2010  
Orlando, FL  
(724) 962-2711  
ndga@nationaldoggroomers.com  
www.nationaldoggroomers.com

## GEORGIA

### Atlanta Pet Fair

3/4/2010 – 3/7/2010  
Atlanta, GA  
(770) 908-9857  
atlantapetfair@yahoo.com  
www.atlantapetfair.com

## ILLINOIS

### All American Grooming Show

8/12/2010 – 8/15/2010  
Chicago, IL  
(847) 364-4547  
aagrmgshow@wowway.com  
www.aagrmgshow.com

### Backer's Pet Industry Christmas Trade Show and Educational Conference

10/8/2010 – 10/10/2010  
Chicago, IL  
(312) 663-4040  
hhbacker@hhbacker.com

## KENTUCKY

### PETQUEST 2010

7/22/2010 – 7/25/2010  
Ft Mitchell (Cincinnati, OH area), KY  
(717) 691-3388  
info@barkleigh.com  
www.barkleighevents.com

## MARYLAND

### Backer's Pet Industry Spring Trade Show

4/23/2010 – 4/25/2010  
Baltimore, MD  
(312) 578-1818  
hhbacker@hhbacker.com

## MISSOURI

### Groom Classic 2010

4/30/2010 – 5/2/2010  
Kansas City, MO  
800-705-5175  
groomclassic@comcast.net  
www.groomclassic.com

### OFF LEAD EXPO, SHOW RING EXPO, & GROOMING SUMMIT AT PURINA FARMS

6/7/2011 – 6/12/2011  
Gray Summit, MO  
info@barkleigh.com  
www.barkleighevents.com

## NEVADA

### Superzoo

9/14/2010 – 9/16/2010  
Las Vegas, NV  
www.superzoo.org

## NEW JERSEY

### Intergroom 2010

4/16/2010 – 4/18/2010  
Secaucus, NJ  
(781) 326-3376  
intergroom@msn.com

### Association of Pet Loss and Bereavement Conference

5/21/2010 – 5/23/2010  
Newark Liberty Airport, NJ  
(718) 382-0690  
www.aplb.com

## PENNSYLVANIA

### GROOM EXPO 2010

9/9/2010 – 9/12/2010  
Hershey, PA  
(717) 691-3388  
info@barkleigh.com  
www.groomexpo.com

## RHODE ISLAND

### NEPGP 30th Anniversary Fall Fest

11/5/2010 – 11/7/2010  
Warwick, RI  
(508) 799-5236  
lindacc@nepgp.com  
(Vendors) ritzydog@nepgp.com  
www.nepgp.com

## TENNESSE

### Animal Care Expo

5/12/2010 – 5/15/2010  
Nashville, TN  
800-248-3976  
www.animalsheltering.org/expo

### Pet Stylists Super Show

5/14/2010 – 5/16/2010  
Knoxville, TN  
865-687-7139  
www.petstylistssoftennessee.com

## WASHINGTON

### NORTHWEST GROOMING SHOW

3/19/2010 – 3/21/2010  
Tacoma, WA  
(717) 691-3388  
info@barkleigh.com  
www.barkleighevents.com

To list your event, send it to  
[adam@barkleigh.com](mailto:adam@barkleigh.com)



## 2010 Calendar

### Northwest Grooming Show

3/19/2010 – 3/21/2010  
Tacoma, WA

### PetQuest 2010

7/22/2010 – 7/25/2010  
Ft Mitchell, KY  
(Cincinnati Area)

### Groom Expo 2010

9/9/2010 – 9/12/2010  
Hershey, PA

## 2011 Calendar

### Pet Pro Cruise

Western Caribbean  
1/15/2011 – 1/23/2011

### PetQuest 2011

7/21/2011 – 7/24/2011  
Ft Mitchell, KY  
(Cincinnati Area)

### Groom Expo 2011

9/8/2011 – 9/11/2011  
Hershey, PA

Barkleigh Productions, Inc.  
(717) 691-3388 • Fax (717) 691-3381  
www.barkleigh.com  
www.groomexpo.com

## PROVERBIAL WISDOM

Hatred stirs old quarrels,  
but love overlooks insults.

Proverbs 10:12  
The Living Bible

## CANADA

### Canada Grooms

6/5/2010 – 6/7/2010  
Oakville, Ontario CA  
tony@petsupplyhouse.com  
www.petsupplyhouse.com

### Canada Grooms

11/20/2010 – 11/22/2010  
Oakville, Ontario CA  
1-800-268-3716  
info@petsupplyhouse.com  
www.petsupplyhouse.com/canadagrooms

## Mobile Maintenance Mania

featuring Cathey Love

Live from Groom Expo!



- Clean Air Conditioning Units
- Replace Motor Brushes and Filters
- Replace Dryer Brushes
- Water Tank TLC
- Tips on How to Conserve Fuel
- Plus much more!

#1901 • DVD - \$39.95  
#1924 • CD - \$9.95

(717) 691-3388

Order On-Line:

[www.barkleigh.com](http://www.barkleigh.com)

E884

READER SERVICE CARD #6841

## STARTING A DOG DAYCARE BUSINESS?

Looking to add lucrative day care services to your kennel, grooming salon or clinic?



All About Dog Daycare...  
A Blueprint for Success  
Book #6000 - \$32.00



How to Own and Operate  
A Dog Day Care  
DVD #6001 - \$69.95

Get Both for Only \$99.95!  
#6002

Order On-Line!!!!  
[www.barkleigh.com](http://www.barkleigh.com)

Barkleigh Productions, Inc.  
970 W. Trindle Rd.  
Mechanicsburg PA 17055  
(717) 691-3388  
Fax: (717) 691-3381  
E-mail: info@barkleigh.com

E846

[www.barkleigh.com](http://www.barkleigh.com) • [www.off-lead.com](http://www.off-lead.com)

READER SERVICE CARD #6842

## Aromatherapy

featuring

Lola Michelin

DVD

#1891 • \$59.95  
2 Hours

Live from Groom Expo 2007!



- Essential Oils
- Human and Animal Response to Oils
- Scents in the Products You Use
- Good Scents and Bad Scents
- Adding Oils to Improve Your Product Line

[www.barkleigh.com](http://www.barkleigh.com)

Barkleigh Productions, Inc.  
970 W. Trindle Rd. • Mechanicsburg, PA 17055  
(717) 691-3388 • Fax: (717) 691-3381

J885

READER SERVICE CARD #6843

BARKLEIGH

TV

See the newest visual info for the Pet Pro. We have Barkleigh Show Coverage, News, Interviews, Facility Tours, Groomer Video Tips, Company Profiles, and More!

NEWLY ADDED:

**Creative Grooming from GROOM EXPO**

**Groomer News and Notes**

**Puppy Mill Rescue by Jon Bannon**

**Education from GROOM EXPO**

[www.BarkleighTV.com](http://www.BarkleighTV.com)

W1627



# Minit Moneymaker Programs!



**Judy Bremer-Taxman says,**  
**"These Products will**  
**boost your bottom line!"**

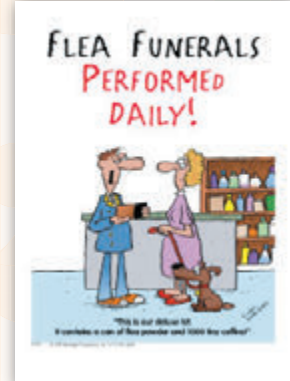
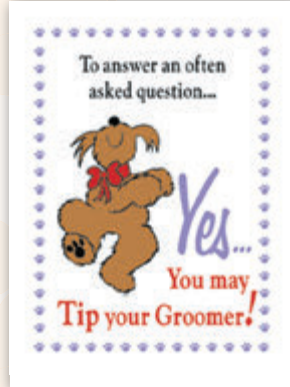
## Counter Signs!

- Increase Tips!
- Sell Products!
- Offer Services!

# Great Poster for Your Salon!

**Do you get tired of hearing the same old comments from your clients?**

This cute framed 24" x 36" poster will stop all those nasty remarks and replace it with a chuckle from your clients. Why not couple this poster with the Tip Sign and turn "lemons into lemonade!"



#5008	Carding Minit Moneymaker	\$19.95
#5004	Canine Toothbrushing Minit Moneymaker	\$19.95
#5007	Shed Control Minit Moneymaker	\$19.95
#5005	Puppy Potty Training Minit Moneymaker	\$19.95
#5009	Tip Sign Komputer Reminder Card	\$15.95
#5011	Flea Funeral Komputer Reminder Card	\$15.95

*Each packet provides a new money-making program, instructions on how to begin, PLUS an 8.5" x 11.5" colorful display sign for your counter or wall. Some programs include handouts for photocopying!*

#6043	Poster/Frame	\$59
#6044	Poster & Tip Sign Special (Reg. \$74)	\$69

# Happy Camper Card

**Kennel Operators... Was the Pet a "Happy Camper?" Or was he a "Little Devil... but had a great time!"**

Now, like a Camp Counselor, you can grade each pet in your care from an A+ to an F. A time-saving checklist will tell your client that his pet ate well, had fleas or ticks, should see a veterinarian and more.

Lots of room for your own personal comments, too. It's a personalized way to thank your boarding clients. Plus, it's a promotional tool, too! Pet owners show it to their friends! Comes in green only.



## KENNEL CAMPER CARD (#KCC)

#906	20 Kennel Camper Cards	\$6.95
#907	50 Kennel Camper Cards	\$13.95
#908	100 Kennel Camper Cards	\$25.95
#909	500 Kennel Camper Cards	\$99.00
#910	1000 Kennel Camper Cards	\$159.95

# Kage Kard Karrier

**3" X 5" or 5" X 8"**



This sturdy aluminum card holder will keep pet information right where you need it. Two popular sizes: Holds 3 x 5" Boarding Run Cards or Klip Kards, and 5 x 8" Giant Klip Kards or Kennel Kards.

Clip on easily to cage or crate. Has holes to wall mount near grooming table or tub. Also has collar and leash holder. Practically indestructible, won't rattle and holds information cards securely.

#1951	Kage Kard Holder 3"x5"	\$5.95
#1952	5 Kage Kard Holders 3x5	\$27.95
#1953	10 Kage Kard Holders 3x5	\$49.95
#1954	Kage Kard Holder 5"x8"	\$7.95
#1955	5 Kage Kard Holders 5x8	\$37.50
#1956	10 Kage Kard Holders 5x8	\$69.95



# Groom-O-Grams



**Groom-O-Grams  
PAY FOR  
themselves in  
NEW  
and Increased  
Business!**

**Exciting digest-sized newsletter becomes your own personal Salon Newsletter!**

Contains grooming and health information, stories, and cartoons that present a professional image to your community. Give them at each appointment. Groom-O-Grams will encourage better home care and more frequent appointments.

**Use it as a reminder card!** Many groomers report a fantastic 50-100% response.

**GroomOgrams are a fantastic promotional tool!** Your grooming clients will give it to their friends. Leave them anywhere there are pet owners — humane societies, veterinarians, kennels, pet shops, and breeders.

**GroomOgram will keep your clients coming back** while teaching them proper "between grooming" care. Over 10 million Groom-O-Grams have been distributed by caring groomers like yourself.

Seasonal issues are available after February 10 (Spring), May 10 (Summer), August 10 (Fall) and November 10 (Winter). Each issue deals with the seasonal grooming needs of pets.

- Give to Your Clients at Each Visit
- Leave at Vets, Clinics and Humane Societies
- Encourages future appointments
- Educates Your Clients
- Doubles as an Appointment and Reminder Card
- Undated – Use Them Anytime!

**Over  
10 Million  
Sold!**

**Standing Order Program! Save 15% on your next order of Groom-O-Grams! Mark Your Order Form! No obligation to future purchases. Cancel anytime.**

## GROOM-O-GRAMS Current Season Unless Specified!

#565	25 Groom-O-Grams	\$10.50
#566	50 Groom-O-Grams	\$18.00
#567	100 Groom-O-Grams	\$25.50
#568	200 Groom-O-Grams	\$49.50
#569	300 Groom-O-Grams	\$70.50
#570	400 Groom-O-Grams	\$88.50
#571	500 Groom-O-Grams	\$95.00
#572	1000 Groom-O-Grams	\$169.00
#573	2500 Groom-O-Grams	\$358.00

## Revolving Reminder System



**Boost your income without getting one new Client!**

**Keep a steady flow of clients**

**in your grooming shop year round!**

**Get your clients in every 4, 5 or 6 weeks with this complete ready-to-use system!**

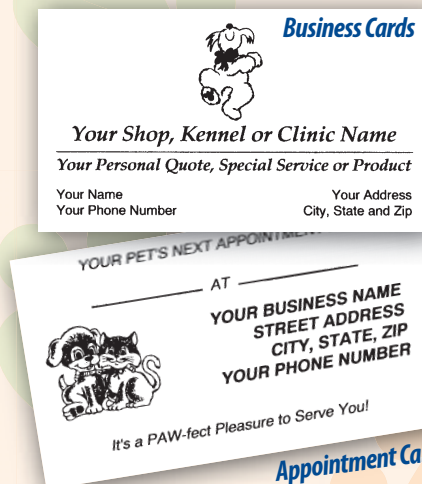
### Includes:

- 5" x 8" File Box
- #1-31 Index Guides
- 200 of our most popular Reminder Cards (50 each: R-2, R-4, R-5, R-7)
- Instructions for instituting a Successful Reminder Program.

### Revolving Reminder System

#676 1 Revolving Reminder System \$59.95

## Business and Appointment Cards



**High quality black raised printing on crisp white card stock. Choose one of our stock logos FREE.**

High quality black raised printing on crisp white card stock. Choose one of our stock logos FREE. Instructions: Circle logo of your choice and print your six lines of type clearly on the Order Form. Allow three to four weeks delivery time.

#662	1000 Business Cards	\$49.95
#663	1000 Appt. Cards	\$49.95
#665	Extra Line of Type	\$2.95
#666	Custom Logo	\$19.95
#667	Custom Layout	\$25.00



# Reminder & Klient Postcards



MV-1



R-4



R-1



R-2



R-6



R-3



R-9



R-5



R-7



M-1

**Inexpensive • Convenient • Colorful**

**Just stamp your salon name, address, and mail them!**

**Fantastic as Total Reminder Program or between GroomOgrams!**

## The Back Sez...

**MV-1 (back)** See you at our new "digs!"

**R-1 (back)** Dear \_\_\_\_\_, You are probably very busy toy-tossing, napping and dining on gourmet canine cuisine. But, I know you like to look your very best. So, I'm sending this little reminder just to say that it is time for you to be groomed again. Please call for an appointment at your earliest convenience. Thank you. Your Groomer.

**R-2 (back)** Is your pet trying to tell you that he needs to be groomed? If so, please call for an appointment at your earliest convenience, before he finds the scissors! Your Groomer.

**R-3 (back)** All dogs benefit from regular professional grooming. For your pet's continued good health, please call for an appointment at your earliest convenience. Thank you. Your Groomer.

**R-4 (back)** Dear \_\_\_\_\_, I know you like to look your very best, smell your sweetest and feel great! Please remind your "Best Friend" that you are now due for a professional grooming. Thank you. Your Groomer.

**R-5 (back)** ...to remind you that your pet is due for professional grooming. Please call for an appointment, at your earliest convenience. Thank you. Your Groomer.

**R-6 (back)** Grooming is a PURR-fectly wonderful experience... when performed regularly. Call now for your pet's next appointment. Your pet will PAWS-ively love you for it! Your Professional Groomer.

**R-7 (back)** Just a reminder that your pet is scheduled for a professional grooming on: \_\_\_\_\_ at \_\_\_\_\_. If it's im-PAWS-ible to keep this appointment, please call at once. Thank you.

**R-9 (back)** It's been Paws-ively wonderful serving you and your pet. Hope to see you again soon!

**M-1 (back)** ...but just can't find "hide nor hair" of your pet. Is your pet okay? Have you moved? Was your pet's last grooming satisfactory? You are important to us and we'd like to hear from you. Please call at your earliest convenience. Thanks.

**Postcards Cost Pennies ... But Reap \$\$\$!**

**Give Your Clients a Gentle Nudge for Grooming!**

## Reminder Cards

(Indicate Style # When Ordering)

May Be Mixed in Packs of 100		
#574	20 Reminder Postcards	\$10.50
#575	50 Reminder Postcards	\$21.95
#576	100 Reminder Postcards	\$31.95
#577	500 Reminder Postcards	\$127.95
#578	1000 Reminder Postcards	\$198.00



# Sympathy Cards



Elegant 4" x 6" card is printed with rich chocolate ink on ivory linen paper. Inexpensive and easy to send. Matching envelopes included.

### (S3) Ivory Sympathy Cards w/Envelopes

#6033	5 Sympathy Postcards /Env.	\$12.95
#6034	10 Sympathy Postcards /Env.	\$23.95
#6035	25 Sympathy Postcards /Env.	\$42.95
#6036	100 Sympathy Postcards /Env.	\$125.00



Your clients will be touched by your thoughtfulness with this beautiful French fold, baby blue parchment sympathy card. It is delicately embossed with silver foil lettering found only on the best "card shop" cards. You will be proud to send it. Matching blue parchment envelopes are included. Be sure to carry extras for retail sales to your customers.

### (S-2) Blue Sympathy Card w/Envelope

#524	5 Sympathy Postcards /Env.	\$12.95
#525	10 Sympathy Postcards /Env.	\$23.95
#526	25 Sympathy Postcards /Env.	\$42.95
#698	100 Sympathy Postcards /Env.	\$125.00

### (INSIDE)

Brings great joy and deep sorrow. May it be comforting to know that the loss of your beloved pet is shared by those who care.

### Envelopes Available!

Elegant 4" x 6" postcard is printed with rich chestnut ink on buckskin parchment and tastefully embossed with gold foil lettering. Inexpensive and easy to send. Just address and mail. Ivory suede envelopes (optional) for a more personal touch.

**BACK:** May it be a comfort to know that we share your feelings and extend our deepest sympathy.



### (S-1) Sympathy Postcards

#518	5 Sympathy Postcards	\$7.50
#519	10 Sympathy Postcards	\$12.95
#520	25 Sympathy Postcards	\$23.95
#696	100 Sympathy Postcards	\$75.00

### (S1-E) Sympathy Cards w/Envelopes

#6033	5 Sympathy Postcards /Env.	\$10.95
#6034	10 Sympathy Postcards /Env.	\$19.95
#6035	25 Sympathy Postcards /Env.	\$38.95
#6036	100 Sympathy Postcards /Env.	\$110.00

# Model Dogs

These mini-sized Yarn Dogs can be groomed into a variety of breeds. Show your clients what your grooming really looks like. Decorate your salon with your own true workmanship. Dog has a hard plastic form imbedded with white yarn plugs. Yarn can be sprayed with color to make more realistic. Also, great for students, to teach grooming and brushing techniques without harming a real dog. Brushing instructions included as well as recommendations for grooming from top groomers. Needs 2-4 hours of brushing before grooming.



#6031	Model Dog	\$99.00
#6032	2 or more Model Dogs	\$89.00 ea.

# Little Angel Award

The Award Sez ... This certifies that \_\_\_\_\_ has successfully completed a professional grooming in our establishment. Your pet has exemplified courage when confronting combs, brushes, clippers, and scissors and has shown valor in crossing the waters of shampoo, creme rinse and dip. It is with great pride that your pet has been selected as a Paw-fect specimen of beauty to be held in highest esteem by this grooming establishment.



**You will be proud to present these finely lithographed awards to all your clients. The goodwill generated will be "money in the bank" in new and repeat clients. A great gift and advertising tool!**

### Little Angel Awards (#LA)

#648	20 Little Angel Awards	\$12.95
#649	50 Little Angel Awards	\$29.95
#650	100 Little Angel Awards	\$49.95
#651	500 Little Angel Awards	\$150.95

# Pet Report Card

Like a teacher, now you can grade each pet from an A+ to an F. Did you ever forget to convey important information to your client? A time-saving checklist of common recommendations is included, with space for your personal comments. Plus, it doubles as a reminder or appointment card. Great promotional tool, too — your clients will tell their friends about your "caring" pet report card.



### Pet Report Cards (#PRC)

#657	20 - Pet Report Cards	\$6.95
#658	50 - Pet Report Cards	\$13.95
#659	100 - Pet Report Cards	\$25.95
#660	500 - Pet Report Cards	\$99.00
#661	1000 - Pet Report Cards	\$159.95

*My Groomer Sez...*

My coat was in excellent condition.

I could use more brushing and combing.

I had fleas and/or ticks.

I should see my Veterinarian for: \_\_\_\_\_

Other: \_\_\_\_\_

---

*Groomer's Remarks*

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

---

**MY PET'S REPORT CARD**

**A+** I was A Little Angel!

**B** I was a Paw-fect Pet.

**C** I was satisfactory.

**D** I'll Try harder next time.

**F** I was a little Devil...  
*But My Groomer Still Loves Me.*

---

*I should be groomed in \_\_\_\_\_ weeks.*

*My next grooming appointment is:*  
\_\_\_\_\_ at \_\_\_\_\_

**Indicate Pink, Blue or Tan!**



# Klip Kards Client Index & Extender Cards

Extenders staple to your filled Klip Kard and add more record space!

**DATE**      **SERVICES, PRODUCTS, ETC.**      **CHARGES**      **GROOMER**      **REMINDEE SENT**

LAST      FIRST      CLIP      \$

HOME PHONE      CELL PHONE      WORK-AR      WORK-ARS      EMAIL      REFERRED BY      BREED      SIZE      NAME      COLOR      BIRTHDATE      VET      PHONE      MEDICAL PROBLEMS

CLIP      \$

SPECIAL INSTRUCTIONS

ALL THAT APPLY:  
 EASY     BURNS EASY  
 FAIR     BLIND  
 DIFFICULT     DEAF  
 BITER     ARTHRITIC  
 CAGE SOLER     DIABETIC  
 NOISY     EPILEPTIC  
 SHY     AGGRESSIVE WITH PEOPLE     ANIMALS  
 CHECK ANALS     MOLES, WARTS, ETC.  
 CHECK EARS

B - Burn sensitive area  
 X - Moles, Warts  
 O - Old injury Arthritis

SIZE CHART

HT.      WT.      NECK      BACK      CHEST      GIRTH

*In event of an emergency, I authorize this establishment to provide necessary treatment for my pet at my expense.*

BARKLEIGH PRODUCTIONS INC. © 1991 • BARKLEIGH PRODUCTIONS INC. • (713) 891-2289 • Fax: (713) 891-2281 • www.barkleigh.com

## Giant Klip Kard

Our most popular card! 5" x 8" Klip Kard features a dog diagram for notation of old injuries, warts and sensitive areas. Sketch the clip right on the card. Emergency permission included, plus a size chart for easy sales reference. Includes Pet Profile checklist with lots of space on the back for date, charges, services, groomer and reminder sent date.

- Giant Klip Kard – White • 5" x 8"**
- #500 100 Giant Klip Kards \$13.75
  - #501 500 Giant Klip Kards \$59.95
  - #502 1000 Giant Klip Kards \$99.00

- Giant Klip Kard – Colored • 5" x 8"**  
 Indicate Color Choice: Lavender, Pink, Blue, Yellow or Green
- #503 100 Giant Color Klip Kards \$15.75
  - #504 500 Giant Color Klip Kards \$69.95
  - #505 1000 Giant Color Klip Kards \$109.00

- Giant Klip Kard Extenders • 5" x 8" – White**
- #506 100 Giant Klip Kards Extenders \$13.75

Available Colors

**DATE**      **SERVICES, PRODUCTS, ETC.**      **CHARGES**      **REMINDEE SENT**

LAST      FIRST      HOME PHONE      CELL PHONE      WORK-AR      WORK-ARS      EMAIL      REFERRED BY      BREED      SIZE      NAME      COLOR      BIRTHDATE      VET      PHONE      MEDICAL PROBLEMS

CLIP      \$

CLIP      \$

ALL THAT APPLY:  
 EASY     BURNS EASY  
 FAIR     BLIND  
 DIFFICULT     DEAF  
 BITER     ARTHRITIC  
 CAGE SOLER     DIABETIC  
 NOISY     EPILEPTIC  
 SHY     AGGRESSIVE WITH PEOPLE     ANIMALS  
 CHECK ANALS     MOLES, WARTS, ETC.  
 CHECK EARS

BARKLEIGH PRODUCTIONS INC. © 1991 • BARKLEIGH PRODUCTIONS INC. • (713) 891-2289 • Fax: (713) 891-2281 • www.barkleigh.com

## Medium Klip Kard

This 4"x6" card offers space for pet description and medical problems, referral, birth date, vet phone and clip description. Popular Pet Profile checklist denotes a number of conditions about a pet. Back has columns for date, services, charges and reminder date.

- Medium Klip Kard – White • 4" x 6"**
- #507 100 Medium Klip Kards \$11.95
  - #508 500 Medium Klip Kards \$46.00
  - #509 1000 Medium Klip Kards \$75.00

- Medium Klip Kard – Colored • 4" x 6"**  
 Indicate Color Choice: Pink, Blue, Yellow, Green or Lavender
- #510 100 Medium Color Klip Kards \$13.95
  - #511 500 Medium Color Klip Kards \$56.00
  - #512 1000 Medium Color Klip Kards \$95.00

- Medium Klip Kard Extenders • 4" x 6" – White**
- #513 100 Medium Extenders \$11.95

Available Colors

**APPT. DATE**      **CHARGES, ETC.**      **REMINDEE SENT**

LAST      FIRST      HOME PHONE      CELL PHONE      WORK-AR      WORK-ARS      EMAIL      REFERRED BY      BREED      SIZE      NAME      AGE      VET      PHONE      MEDICAL PROBLEMS

CLIP      \$

CHG. \$

EASY     FAIR     DIFFICULT

SPECIAL INSTRUCTIONS:

BARKLEIGH PRODUCTIONS INC. © 1991 • BARKLEIGH PRODUCTIONS INC. • (713) 891-2289 • Fax: (713) 891-2281 • www.barkleigh.com

## Regular Klip Kard

Are your client files a disaster? Do you forget to get pertinent information over the phone? These 3" x 5" client index cards will stand up against the daily abuse of any active grooming salon. Space provided on the back for date, services and reminder date.

- Regular Klip Kard – White Only • 3" x 5"**
- #514 100 Regular Klip Kards \$10.50
  - #515 500 Regular Klip Kards \$39.75
  - #516 1000 Regular Klip Kards \$62.95

- Regular Klip Kard Extenders • 3" x 5"**
- #517 100 Regular Extenders \$10.50

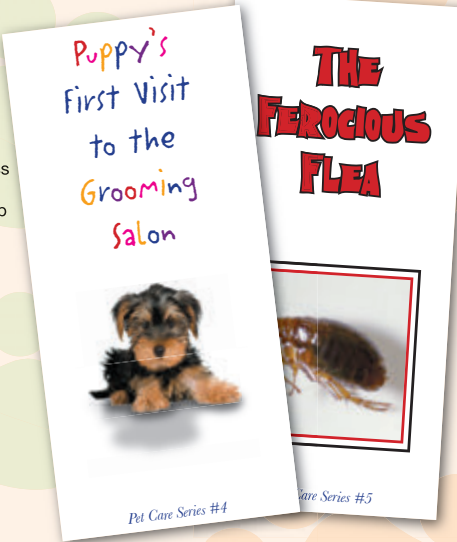


# Pet Care Series Brochures



"Learning to Brush Your Pet"... is an attractive pamphlet that will help your clients learn how to brush correctly. Don't take valuable time to answer these everyday questions. This pamphlet covers the topic in more detail than you could... ensuring success in brushing. Great promotional tool, too! Rubber stamp your shop name in the space provided and leave them at vets, shelters, and pet shops.

When a pet's hair becomes severely matted, there is simply no way to remove it except to give the pet a very short haircut, often referred to as a 'smoothie.' "When Your Pet Needs a Smoothie," is a new addition to the Pet Care Series. Owners are advised what to expect once the matting is removed, and what equipment and products will be recommended.



**Written by Professional Groomers for Your Clients!**

**Puppy's First Visit to the Grooming Salon** will help your client prepare their pup for grooming. Beneficial before and after the first groom.

**The Ferocious Flea** helps your clients learn how to protect their pet from fleas! Helps sell retail products too!

## Brushing (#PS-2)

#631	20 Pet Care Series - Brushing	\$9.95
#632	50 Pet Care Series - Brushing	\$18.50
#633	100 Pet Care Series - Brushing	\$29.95
#634	500 Pet Care Series - Brushing	\$99.00
#635	1000 Pet Care Series - Brushing	\$180.00

## Smoothie (#PS-3)

#1844	20 Pet Care Series - Smoothie	\$9.95
#1842	50 Pet Care Series - Smoothie	\$18.50
#1843	100 Pet Care Series - Smoothie	\$29.95
#1845	500 Pet Care Series - Smoothie	\$99.00
#1846	1000 Pet Care Series - Smoothie	\$180.00

## Puppy's First Grooming (#PS-4)

#1853	20 Pet Care Series - Puppy's	\$9.95
#1852	50 Pet Care Series - Puppy's	\$18.50
#1854	100 Pet Care Series - Puppy's	\$29.95
#1855	500 Pet Care Series - Puppy's	\$99.00
#1856	1000 Pet Care Series - Puppy's	\$180.00

## Flea (#PS-5)

#6013	20 Pet Care Series - Flea	\$9.95
#6014	50 Pet Care Series - Flea	\$18.50
#6015	100 Pet Care Series - Flea	\$29.95
#6016	500 Pet Care Series - Flea	\$99.00
#6017	1000 Pet Care Series - Flea	\$180.00

## Kenn-L-Kards and Run Kards

**At Last! The Most Advanced Boarding Kennel System Ever Devised!**

After extensive research, we've designed a 5" x 8" client record card with all the information the Kennel Operator needs! **Kenn-L-Kards** contains fantastic Kennel, Medical and Grooming Profiles. This easy check system eliminates tedious handwriting. **Speeds your record keeping!** Extender Kards double your record space...just attach to the back of a full Kenn-L-Kard.

**3" x 5" Run-Kard** is completed at each visit and attached to the run. Contains all the up-to-date information you need about the pet. The back contains a boarding release for your protection, which is signed and dated by the owner. You'll wonder how you ever lived without them!

## 5" x 8" Kenn-L-Kard (BKK)

#589	100 Boarding Kenn-L-Kards	\$13.75
#590	500 Boarding Kenn-L-Kards	\$59.95
#591	1000 Boarding Kenn-L-Kards	\$99.00
#592	2500 Boarding Kenn-L-Kards	\$215.00
#593	5000 Boarding Kenn-L-Kards	\$350.00

## 5" x 8" Kenn-L-Kard Extenders (BKX)

#901	100 Boarding Kenn-L-Kards Extenders	\$13.75
#902	500 Boarding Kenn-L-Kards Extenders	\$59.95
#903	1000 Boarding Kenn-L-Kards Extenders	\$99.00
#904	2500 Boarding Kenn-L-Kards Extenders	\$215.00
#905	5000 Boarding Kenn-L-Kards Extenders	\$350.00

## 3" x 5" Run-Kard (BRK)

#594	100 Boarding Run-Kards	\$10.50
#595	500 Boarding Run-Kards	\$39.75
#596	1000 Boarding Run-Kards	\$62.95
#597	2500 Boarding Run-Kards	\$125.00
#598	5000 Boarding Run-Kards	\$200.00

## Calendar Paws

Red and white sticky-back label with space to jot next appointment date and time. Your client can affix it to his home calendar as an appointment reminder, or just as a general reminder to call. Makes an excellent eye catching price tag, too! Two great sizes.



### 5/8" Small Calendar Paws

#601	100 Calendar Paws - Small	\$7.95
#602	1000 Calendar Paws - Small	\$55.00

### 1" Large Calendar Paws

#599	100 Calendar Paws - Large	\$8.95
#600	1000 Calendar Paws - Large	\$59.95

## Super Sampler Pack

**See Our Cards Before You Buy! Try Them on Your Clients!**

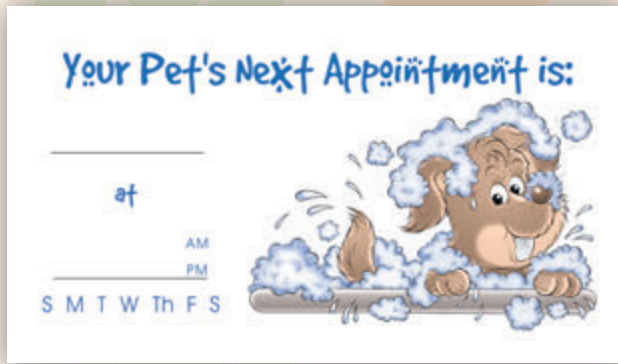
- Reminder Kards
- Kennel Run Card
- Little Angel Award
- Klient Kards
- GroomOgrams
- Pet Care Series
- Thanks for Coming Card
- Kennel Sales Slip
- Groomer to Groomer Magazine
- Sympathy Cards
- Grooming Sales Slip
- Happy Camper Card
- Off Lead Magazine
- Klip Kards
- Pet Report Cards
- Pet Boutique & Spa Magazine ... and More!
- Kenn-L-Kard
- Pet Release Forms

**Only One Sampler Per Business!**

#677	1 Super Sampler Pack	\$9.95
------	----------------------	--------



# Pet Appointment Kards



**These adorable dogs are printed on quality 2"x3-1/2" card stock. Great for grooming salons, kennels and veterinarians. Buy only the quantity you need!**

### Bathtub Appt. Kard

- #1936 100 Apt. Kards \$7.95
- #1937 500 Apt. Kards \$29.95
- #1938 1000 Apt. Kards \$43.95

### Squares Appt. Kard

- #1939 100 Apt. Kards \$7.95
- #1940 500 Apt. Kards \$29.95
- #1941 1000 Apt. Kards \$43.95

### Brown Appt. Kard

- #652 100 Pet Apt. Kards \$6.95
- #653 500 Pet Apt. Kards \$26.95
- #654 1000 Pet Apt. Kards \$39.95

# Kanine Kookie Cutters

Sizes range from 2-3/4" to 4-1/2". Great for breed club treats, fundraisers, sandwich cutouts, treats for your customers' pets or kids, dough ornaments, and more. Dog Bone Recipes included FREE!

**Poodle, Cocker, Scottie, Terrier, Collie, Setter, Mutt, Kitty, Large Bone, Small Bone, and Hydrant**



- #710 Kookie Cutters – 2 Bones + Hydrant \$8.50
- #711 Kookie Cutters – 7 Dogs + Kitty \$19.95
- #712 Kookie Cutters – Complete Set \$27.95
- Kookie Cutters – Individual (Indicate #) \$3.95

# Display Holder



This black metal holder will put your Groom-O-Grams, and Sympathy cards, at your client's fingertips for maximum appeal. Special built-in "angle" feature for best viewing and response. Buy several to place at Vets, Kennels, Pet Shops, etc. Keeps your Groom-O-Grams and Sympathy Cards neat and easy to remove.

Attractive header cards for Sympathy Cards will promote sales. For peg-board or counter top use. Width is adjustable from 2-1/2" to 7."

- #685 Display Holder \$5.95
- #686 Display Holder for GroomOgrams \$5.95
- #687 Display Holder for Sympathy Cards \$5.95
- #688 5 Display Holders \$26.95
- #689 10 Display Holders \$49.95

# Gift Certificate *Great for Pet Shops, Groomers, Kennels, Trainers and more!*

These elegant parchment certificates, bordered with paws, are "just paw-fect" for gift-giving. Great for pet shops, Groomers, Veterinarians and Kennels. A nice way to show appreciation for referral customers, too. Rubber stamp your business name in the corner. Stub attached for your records. Certificates come with beautiful matching envelopes.



### Gift Certificate (#GC)

- #603 10 Gift Certificates/Envelopes \$9.95
- #604 25 Gift Certificates/Envelopes \$22.00
- #605 50 Gift Certificates/Envelopes \$40.00
- #606 100 Gift Certificates/Envelopes \$75.00
- #607 500 Gift Certificates/Envelopes \$299.00
- #608 1000 Gift Certificates/Envelopes \$500.00



# The Wonderful World of Terriers

## Sarah Hawks

Sarah will cover hand-stripping, breed profile, coat texture, carding (removing undercoat), tools, chalking, products, bathing of the hand-stripped coat, and how to satisfy your clients.

Sarah will show six long-legged Terriers, many of which are show dogs: Airedale, Soft Coated Wheaten, Lakeland, Wire Fox, Kerry Blue and Welsh; and six short-legged Terriers: Cairn, Norfolk, Norwich, Sealyham, Scottie and Westie. She will discuss

the nuances of each of the various breeds.

The Set of 4 DVDs includes all of the following seminars:

- Airedale, Soft-Coated Wheaten, Kerry Blue
- Cairn, Norfolk And Norwich
- Min. Schnauzer, Parson's Russell, Lakeland, Welsh
- Scottie, Sealyham And West Highland Terrier



#	Title	Price
#1577	The Wonderful World Of Terriers Set Of 4 (DVD)	\$125.00
#1588	Airedale, Soft-Coated Wheaten, Kerry Blue (DVD)	\$49.95
#1591	Cairn, Norfolk And Norwich (DVD)	\$49.95
#1589	Scottie, Sealyham And West Highland Terrier (DVD)	\$49.95
#1590	Min. Schnauzer, Parson's Russell, Lakeland, Welch (DVD)	\$49.95

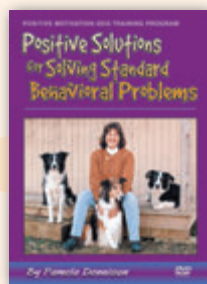
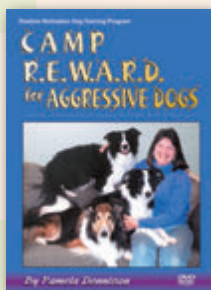
# Pam Dennison Training DVDs

## Camp R.E.W.A.R.D. for Aggressive Dogs

Accredited by APDT Realizing Excellence With Attention, Redirection and Desensitization.

For pet pros, trainers or pet owners of any level, this seminar teaches how to manage, train and start the desensitization process with an aggressive dog in a positive, pro-active and effective manner.

#1403 Camp R.E.W.A.R.D. - DVD \$29.95



## Positive Solutions for Solving Standard Behavioral Problems

For pet pros and trainers of any level, this seminar will address typical problem behaviors using positive training methods. Behaviors discussed are: jumping, pulling on leash, not coming when called, charging through doorways, nipping, stealing and guarding objects, etc.

#1405 Positive Solutions - DVD \$29.95

# Cat Grooming Made Easy!

## Debbie Beckwith, CMG

Is it a CAT-astrophe when you put clipper to feline in your grooming salon? Do you think the words EASY and CATS should not reside in any grooming program? Well, Debbie thinks differently. "I firmly believe that cat grooming should be done by cat-lovers," says Debbie. Now, if you have passed that first step to "feline finessing" then join Debbie for tips on handling, nail clipping, carding, trimming and bathing techniques. Cat grooming could just turn out to be a great income source for you.

#1420 Cat Grooming Made Easy! - DVD \$49.95

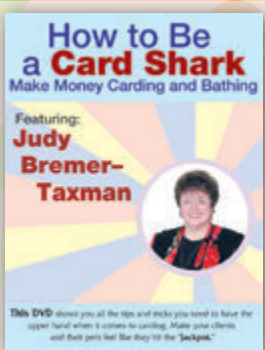


# Be A Card Shark! Make Money Carding and Bathing

## Judy Bremer-Taxman

Want cash in a flash? Money in minutes? Learn to card a dog properly and find out how to double your money! For services that sell themselves, watch, learn and "cash in" when you go home!

#1570 Be a Card Shark! Make Money Carding and Bathing (DVD) \$49.00



# That Old Vac Magic (Vacuum Grooming)

## Debbie Beckwith, CMG

Vacuum grooming at its best. Tried it? Like it? Messed up? Don't know what to do with it? Vac grooming could be the best way in modern pet styling. From short cuts to scissored looks, join Debbie for futuristic money making, easy styling, and clean grooming with no hair flying in your face, dropping on the floor or clogging your lungs with the help of a vacuum system.

#1899 That Old Vac Magic (Vacuum Grooming) \$39.95



# Handstripping & Carding Clinic

## Debbie Beckwith, CMG

This program unveils the truth about how stylists can add harsh coat hand stripping and carding skills to their everyday grooming techniques. Go the extra mile for your customers who prefer the attention to detail, and make more money, too, by adding this extra professional service.

Learn how to hand strip dogs from mixed breeds to simple terriers. Find out how to cheat on terriers with clippers, yet maintain better color and texture with carding skills. Learn tricks on double-coated breeds from Afghans to Shepherds, and Whippets to Greyhounds. Carding skills will enhance the

proper look of many breeds, help with the natural shedding process and add easy \$\$\$ to your income. Hey, works for cats too.

#1409 Handstripping & Carding Clinic - DVD \$59.95



# Grooming Equipment Clinic

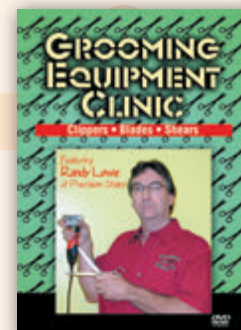
## Randy Lowe

Randy talks about everything that clips in this two-hour seminar. From clippers and blades to shears, Randy offers his expertise from his thirteen years of experience in the sharpening trade.

Randy talks about the eight biggest problems with blades, and some easy fixes that you can perform without sending them off to a sharpener. He will go over the major clippers and discuss things that you can do to fix and repair, before you replace.

The second part of this program is devoted to Shears. Here are just some of the topics: *What are the differences in scissors? German style vs. Japanese style edges? What does Rockwell hardness mean? Should you buy Stainless, high carbon, cast aluminum, ceramic or a combination? And What about "hot dipped", cast or stamped?*

#1567 Grooming Equipment Clinic (DVD) \$39.95





# Dawn Omboy Creative Grooming DVDs



## Everyday Creative Grooming



In this four-hour comprehensive coloring and styling demo seminar, Dawn will transform one dog into a small work of art before your very eyes. There will be a demo on jazzing up those little matted clipper strips that will have them coming back for more, and sooner!

This class will blow you away and unleash your creative side. Dawn will even tell you how to introduce your clients to the wonderful world of color and creativity. Then you too can make the world a more colorful place, one dog at a time.

#1877 Everyday Creative Grooming - 4 Hour DVD \$99.95

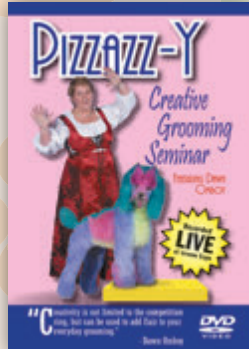
## Pizzazz-Y Creative Grooming Seminar

You will learn that the world of grooming can be full of rich color and beautiful carvings. Dawn will show you how to achieve them with proper balance.

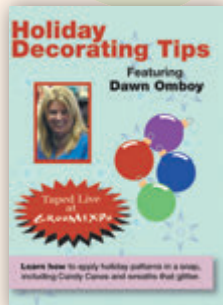
Dawn will cover topics from temporary to semi-permanent color, from coloring the entire dog to using stencils, to just adding a little touch of pizzazz that will tantalize and complement your client's pet.

It will cover products, and how to use them, as well as a live demo on black dogs. Finishing touches will also be covered.

And for the wannabe creative competition groomer, or for the seasoned creative groomer, Dawn will share freely from her winning "bag of tricks" that may put you up on stage at the Barkleigh Creative Styling Competition or improve your techniques in the competition ring.



#1575 Pizzazz Creative Grooming Seminar (4 Hours) DVD \$99.00



## Holiday Decorating Tips

Dawn offers endless possibilities to help insure family pets are a part of the festivities.

Dawn will show you how to apply holiday patterns in a snap, including candy canes and wreaths that glitter.

#1895 Holiday Decorating Tips \$39.95

## Stenciling 101

Did you ever want to put just the right design on a dog but are not good at freehand? Want a special design for just the right occasion but can't find the right pattern or size? Well, this is your chance to find out how. In this one hour class you will learn the basics of stenciling patterns onto your groomed pets. It only takes a few minutes to rack up on this fun and easy income that will help set you apart from the competition. You will also learn how to make stencils to suit your specific needs.

#1896 Stenciling 101 \$39.95



# Animal Behavior Conference

## Sarah Wilson

This Exciting Conference Includes:

- Understanding Breed History
- Hardwiring...What does it mean?
- Understanding subtle changes in behavior
- What makes a dog a serious threat
- Avoiding the triggers...or removing the danger
- Three things that make a dog dangerous
- Simple ways to assess problem behaviors
- Helping reactive dogs
- Is it miscommunication... or medical?
- Red flags in behavior
- Safety handling tips



#1676 Animal Behavior Conference - Set of 5 (DVD) \$199.95  
#1677 Animal Behavior Conference - Set of 7 (CD) \$59.95

### CD'S

#1679 How Breed History Influences Behavior \$9.95  
#1681 Reading Stress and Threat in Dogs \$9.95  
#1682 What Makes a Dog "Dangerous" \$9.95  
#1685 Behavior Problems \$9.95  
#1686 Helping the Reactive Dog \$9.95  
#1689 When is Aggression Not Aggression \$9.95  
#1690 Handling Dogs Safely \$9.95

### DVD'S

#1678 How Breed History Influences Behavior \$29.95  
#1680 Reading Stress And Threat in Dogs \$29.95  
#1683 What Makes a Dog "Dangerous" \$29.95  
#1684 Behavior Problems \$29.95  
#1687 Helping the Reactive Dog \$29.95  
#1688 When is Aggression Not Aggression \$29.95  
#1691 Handling Dogs Safely \$29.95

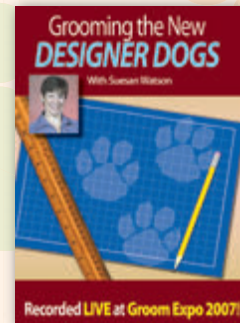
# Grooming the New Designer Dogs

## Suesan Watson

We are all getting them now, all those little or big Mixed Breeds, no, wait, "Designer" Dogs. The owners have no clue what their pet should look like because they never want it to look like what it really is.

Sue can give you suggestions that can help you deal with those clients and make their decisions easier for them and their fancy designer dogs.

#1897 Grooming The New Designer Dogs \$39.95



# Add-On Services: Money in Minutes

## Judy Bremer-Taxman

Spend a fast paced two-hours laughing and learning in a seminar to make extra money in minutes! What's the secret? "First, learn to work smarter, not harder," says Judy. Then add a few new simple extra services and watch your income jump \$4,000 to \$10,000 per year!

Can't believe it? Can't sell extra services to your customers? This seminar is your answer. Every detail, and advantage, will be presented to you step by step!

#1787 Add-On Services: Money in Minutes \$49.95



# Doggie Repair Kit How to Help Fix a Client's Pet

## Gary Wilkes

Learning to stop unacceptable behavior is the key to keeping dogs alive. Most dog owners seek help at the last minute - and last minute solutions are the only ones that are going to save the dog's life. This presentation will describe what it takes to stop the most common canine catastrophes in an effective, safe and proactive manner. Don't miss it - you won't find this information anywhere else.



#1413 Doggie Repair Kit - DVD \$49.95



# Groomer & Kennel Sales Slips

## Make More Money Without Raising Your Prices!

Professional Sales Slips for groomers and kennel operators! Both have space for all the little extras you haven't been charging for. These 5-1/2" x 8-1/2" two-part NCR forms are clean, with no carbon needed.

**Groomer Sales Slip** includes space for groomer's name, skin treatment, next appointment, bows, medicated shampoo, tangling, bad behavior and more!

**Kennel Sales Slip** includes space for salesperson and/or groomer (for easy tally of commissions), number of days, weeks or months of boarding and charges, next grooming appointment and much more!

### Groomer Sales Slip (#GSS)

#623	100 Groomer Sales Slips	\$18.50
#624	500 Groomer Sales Slips	\$72.00
#625	1000 Groomer Sales Slips	\$117.50
#626	5000 Groomer Sales Slips	\$450.00

### Kennel Sales Slip (#KSS)

#627	100 Kennel Sales Slips	\$18.50
#628	500 Kennel Sales Slips	\$72.00
#629	1000 Kennel Sales Slips	\$117.50
#630	5000 Kennel Sales Slips	\$450.00

## Pet Release Forms

These cartoon pet release forms convey a little light humor for a serious subject. They explain, in a gentle way, the owner's responsibility to the groomer and give you the right to obtain emergency treatment for their pet.

Each pad is a different color. Mix or match. Pad of 50 forms General Pet #PR-1 (for most clients), Fuzzy Pet #FP-1 (for matted dogs), and Senior Pet #SP-1 (for the older pet).

#614	1 Pad - Pet Release Forms - Select One Style	\$7.95
#615	3 Pads - Pet Release Forms - Mix and Match	\$22.95
#616	5 Pads - Pet Release Forms - Mix and Match	\$35.00
#617	10 Pads - Pet Release Forms - Mix and Match	\$69.00
#618	25 Pad - Pet Release Forms - Mix and Match	\$149.00

## Klip or Kenn-L-Kard Special

### Klip Kard or Kenn-L-Kard Special...

includes 250 Klip Kards or Kenn-L-Kards, one File Box and one Set of Alphabetical Index Guides.

#680	Regular Klip Kard Special	\$21.95
#681	Medium Klip Kard Special	\$28.95
#682	Giant Klip Kard Special	\$34.95
#683	Kenn-L-Kard Special	\$34.95
#684	Super Kennel Special	\$68.95

### Super Kennel Special...

Includes File Box, Set of Alphabetical Index Guides, 250 Kenn-L-Kards and 500 Run-Kards!





# "TOP 10" PRODUCTS

**New!**

## "Top 10" T-Shirts and Smocks!



**Smock Special**  
Only \$24.95

Purple, Black, Pink  
S, M, L, XL, 2XL, 3XL

**Only \$19.95**

2XL - \$21.95

**Free Bag**  
with any \$50 Order!  
at Groom & Kennel Expo



**Huge**  
20" x 16" Size

## Fun Poster for Your Salon!

*Do you get tired of hearing the same old comments from your clients?*

This cute framed poster will stop all those remarks and replace them with a chuckle!

**3 Sizes!**

8.5 X 11  
Clear  
Stand-up  
Frame Included  
#6059  
**\$19.95**

11 X 17  
Clear  
Stand-up  
Frame  
Included  
#6058  
**\$29.95**

24 X 36  
Poster  
(No Frame)  
#6060  
**\$39.95**

24 X 36  
Poster Framed  
#6043  
**\$59.00**

### Top Ten Reasons Why It Costs More To Get Your Pet Groomed Than Your Own Hair Cut!

10. Your hairdresser doesn't wash and clean your rear end.
9. You don't go eight weeks without washing or brushing your hair.
8. Your hairdresser doesn't give you a sanitary trim.
7. Your hairdresser doesn't clean your ears.
6. Your hairdresser doesn't remove the boogies from your eyes.
5. You sit still for your hairdresser.
4. Your haircut doesn't include a manicure or pedicure.
3. Your hairdresser only washes and cuts the hair on your head.
2. You don't bite or scratch your hairdresser.
1. The likelihood of you pooping on the hairdresser is pretty slim.

**Barkleigh Productions Inc.**  
970 W. Trindle Road  
Mechanicsburg PA 17055  
(717) 691-3388 • info@barkleigh.com

Order Online at  
[www.barkleighstore.com](http://www.barkleighstore.com)

READER SERVICE CARD #6835



# GROOM EXPO

SEPTEMBER  
9-12, 2010

Hershey Lodge &  
Convention Center  
Hershey, PA

## EXCITING SEMINARS

- Grooming
- Boarding
- Pet Day Care
- Animal Behavior
- Retailing
- Health
- Training
- Mobile Grooming

Over  
**170**  
Booths!

Dog groomed by Lori Craig  
Photo by Animal Photography

L1640

Barkleigh Productions, Inc.  
(717) 691-3388 • info@barkleigh.com  
[www.GroomExpo.com](http://www.GroomExpo.com)

READER SERVICE CARD #6844





# Purr-Fect Pointers

From The National Cat Groomers Institute

## We Recommend WAHL®

**The Wahl Switchblade:** The Switchblade is great for fast shave downs. It goes right through thick, matted cat hair with no trouble at all. Use a #10 blade at all times and work in reverse. Set the variable speed dial to the highest setting and get the job done quickly. These clippers truly are "a must" for shaving down cats.

**Wahl Bravura:** The Bravura provides a smooth, suede-like finish that is unequalled by any other clipper. Its cordless feature makes it easy to use, while the battery indicator lets you know how much life is left. The Bravura is fantastic for quick belly shaves and sanitary clips as well as doing the final work on lion cuts. It also works great for ruff trims, skimming off the excess coat while leaving it looking natural and untouched.

**Tips:** Keep the adjustable blade set on #10 and work in reverse for the smoothest finish possible. Keep the Bravura off of the charger until the battery runs completely down. Then charge completely before using again.

**Wahl ChroMini:** The ChroMini is fantastic for a quick, easy, effortless trim of the toe tufts on a cat. Its cordless feature makes it easy to use.

**Wahl KM2 -** For clipping with suction (a MUST for doing those Comb Cuts!) the KM2 is the answer. Attach it to the suction hose and use a #30 blade with a metal snap-on comb. This will provide a nice "trim" that can range in length from 3/8" to 1" depending upon the comb used. The KM2 also works great with suction and a #10 blade for doing lion cuts without the hairy mess to clean up afterwards.

**Tips:** If using a Clipper Vac by Romani keep the flap closed completely to utilize full suction. If using a Taxi Vac by Hanvey set the variable speed to 6 o'clock and adjust accordingly, depending upon the coat thickness and hair type. Be sure the cat is bathed, dried, and completely combed out prior to doing the Comb Cut.



Danelle German  
Certified Feline Master Groomer

### TAKES ADVANTAGE OF PERFECTION!

"Customers can request some pretty creative designs on their pets.

Thankfully the miniARCO allows me to safely and efficiently clip cat hair. When doing a creative cut on a cat, the miniArco is perfect for the fine detail work involved and it clips through the hair smoothly while the trimmer is unbelievably quiet with no vibration."

*Danelle*

## miniARCO™

### The Ultimate Trimmer

- 4oz Trimmer
- Astonishing Cutting Power
- 45 min. Cordless Convenience
- Exceptionally Lightweight
- Amazingly Quiet
- Low Vibration
- Quick Detachable #30 Blade Set



www.wahl.com  
1.800.PROWAHL



(for more on this see our step-by-step demonstration in the DVD entitled "The Comb Cut")  
Videos Are Available For Purchase Online At [www.nationalcatgroomers.com](http://www.nationalcatgroomers.com)

READER SERVICE CARD #6832



**RYAN'S PET SUPPLIES®**

**1(800)525-7387**

**Best Prices... Best Brands...™**



*"Rely on Ryan's!"™*

*Stylish European Designs*

*Exclusively Available at Ryan's*



**www.RyansPet.com**

READER SERVICE CARD #6833

©2010 G&G Distribution Inc. All rights reserved. Pricing and manufacturer spec's subject to change.