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"The Grooming Industry's Trade Magazine"

Vol. 28 Ed. 4 June 2009

Groomer



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Cover:

Angela Kumpe winner of the Groom and Kennel Expo 2009 Barkleigh Creative Styling Contest First Place and People's Choice Award for her "In The Jungle" theme.

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Off the Top of My Head by Todd Shelly

Bringing It All Together



As the editor of *Groomer to Groomer*, I am often asked about different aspects of the editorial process. Because it is my goal to create a magazine that groomers can most relate to, I thought it would be relevant to explain the process of putting it together.

The most common question I get is about the method we use to determine the articles that are published. First, we print the articles submitted from several talented columnists. For the most part, our columnists choose the topics that they want to write about. Occasionally, we will ask a columnist to cover an issue that we believe is timely and important. Not every columnist is in every issue. That is usually because an article wasn't submitted in time. That is understandable because it is tough to come up with a quality article for every issue. A journalist would rather "sit one out" than submit something that he did not feel good about.

Next, we look at articles submitted by writers that are not columnists. We are always looking for new perspectives. On many occasions, we have been pleasantly surprised by an article submitted by a new writer. Those articles are picked based on their relevancy and quality.

Many times you will see an article by someone that works for a company in the pet industry. They are industry experts that have been around the grooming industry for several years, and often have a unique perspective. However, we have a strict editorial policy that those articles must be informative, not promotional (the promotion comes at the end of the article in the "about the author" blurb). A good example of that is the *S.A.G.E. Advice* article by Chuck Simons of *Groomers Helper*. He tackles issues and answers questions that have nothing to do with his product.

If a writer mentions his products and services in an article, we assign a *Reader Service Card (RSC)* number to the reference. This makes it easier for the reader to find additional information. It is not uncommon for a company to get RSC responses before they even know they were mentioned.

Once all the articles are picked, the next step is layout of the magazine and it gets assigned to one of the designers on staff.

I am constantly talking to groomers and reading the various message boards for article ideas and general thoughts on improving the magazine. Feel free to email me with any input you may have.


todd@barkleigh.com

OUTSTANDING UPSTART

The Pampered Pooch Portland, OR

The Pampered Pooch in Portland, Oregon is such a beautiful dog grooming salon that walking by you could very well mistake it for a high class human beauty salon. This exquisite pet grooming establishment welcomes you with a “Metro Salon” look that entices even the most discriminating pampered pooch owner to step inside. This was Karen Naylor’s vision when she decided to take the leap last year and open her own salon. When



The Pampered Pooch welcomes clients with a distinct "Metro Salon" look.



Karen Naylor created The Pampered Pooch with the vision of giving the best care possible to her clients.

I called her about featuring *The Pampered Pooch* for this column she quickly offered, “It is definitely Pawsatively Posh,” and she was not exaggerating.

Karen knew she wanted to work with animals and about twelve years ago she set on course for a pet care career she would find fulfilling. Inspired by her blind niece, Karen wanted to train guide dogs. When she wasn’t able to get a foot in the door there she was disappointed. “At the time that was a big let-down, but I wouldn’t be here today if it weren’t for that,” she says.

Her groundwork of dog handling for that industry had led her to work in kenneling and she became familiar with grooming. “When the training thing didn’t happen, I went right back to the groomer and started working there. I knew I wanted to work with dogs and I had been interested in what I had learned about professional pet grooming.” For the next two years Karen interned with that groomer. Karen explained, “She was very particular. She was so detailed that she spent a year just having me perfect bathing and fluffing. I am so grateful though because it makes the basis for all good grooming.”

As her skills improved, Karen went to work as a full time groomer at an area veterinary hospital where she became

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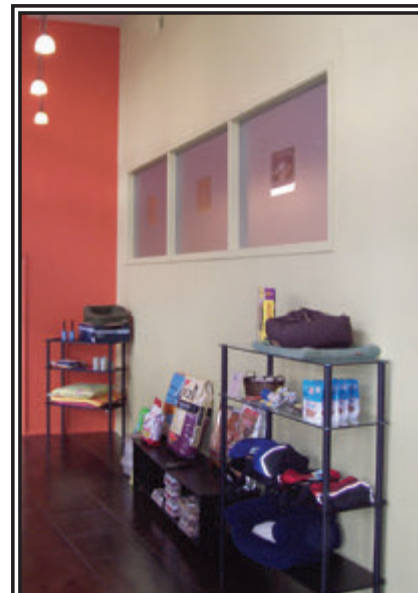


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known for her quality grooming and care of pets. Karen enjoyed working at vet hospitals and considers it a good opportunity for groomers. "If it is a busy hospital...with a few vets working there, the clients are built in," she explains. "There are some disadvantages too, it was hard for ideas I had for my grooming business to happen."

So after ten years of working as a groomer in these businesses, Karen decided it was time for her to bring her own vision of grooming to the world. "I wanted to create an amazing salon and really be able to focus on the things that mattered to me as a groomer."

Karen explains how her vision became reality. Once she had visualized what she wanted, the opportunity presented itself. "I was doing house call grooming in a new area of Port-



Eighteen foot ceilings give the salon an open feel.

land and I met a woman in the building who immediately offered me a partnership opportunity in the new development to open the salon I envisioned. I hadn't even groomed her dog yet!" Karen and her new partner drew up a contract whereby the financial partner invested start-up capital for *The Pampered Pooch* with a planned phase out, while Karen builds the grooming business. She was able to choose a prime location in the retail plaza of the new development which will host luxurious, pet friendly condos when it is completed.

Karen has always been committed to using quality products and choosing to do things the best way possible. She is also environmentally conscious in her choices and building her new salon offered special challenges in that arena. "The whole development is 'Green Built' which is kind of Portland's way, so there were strict rules on what types of materials, paints, EVERYTHING that went into putting the salon together. That's okay though, because it all makes sense and I can feel great about what I have created."

But like Kermit the Frog was fond of saying 'It's not easy being green.' Adds Karen, "Once you're aware how everything impacts our world it can

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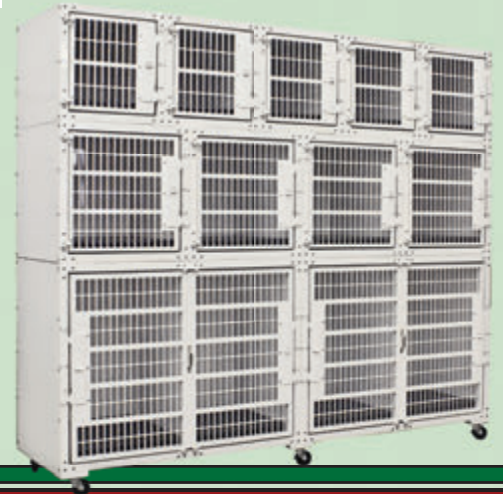
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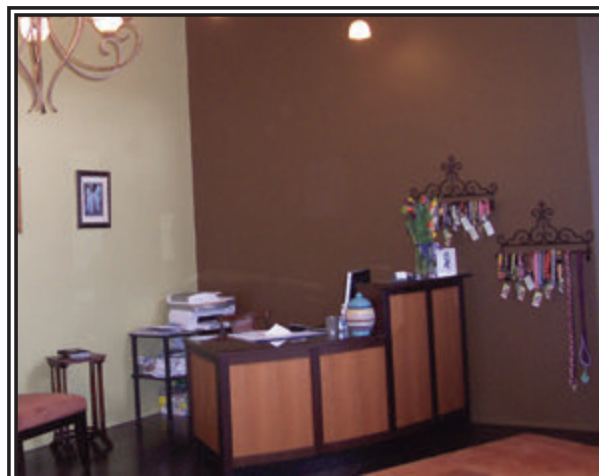
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become a problem just in the course of things." For example, she cites some grooming suppliers that use excessive packaging and Styrofoam packing materials, "You can't be perfect, but every little bit helps," she says.

The Pampered Pooch is 1,100 square feet and features separate retail, reception and grooming areas. Walking in, the air is fresh and comfortable. A large ventilation system with extra exhaust system ensures a comfortable, clean atmosphere. Eighteen foot ceilings create an open feel in the salon. The front area is floored in unusual, iridescent, rust brown ceramic tiles that change color as the light moves over them. A plush burnt orange carpet confirms

that this is no ordinary grooming shop. High end pet apparel and collars by *Diamond Dogs* (Reader Service Card #6073) tempt clients to give in and spoil their pets. Eco friendly pet beds and toys by *Planet Dog* (Reader Service Card # 6074), organic pet food by *Castor and Pollux* (Reader Service Card #6075), and raw dehydrated diets by *Addiction* offer clients top choices for their pets care.

Karen's husband, Robert, is a professional woodworker. He acted as general contractor for the building project and also created the one-of-a-kind wood fixtures that grace the salon, including the stunning lace wood reception counter. The front area features a beautiful curved wall that wraps around the seating area and reception counter, with a curved doorway entrance to the grooming room, another creation of Robert's. The invit-



Karen's husband built the stunning lace wood counter for *The Pampered Pooch*.

ing reception area puts clients and pets at ease. "I consulted with a Feng Shui practitioner on the layout of the salon. I wanted the energy flow to be very positive. One thing they emphasized was to minimize sharp corners, hence the curved reception area," explains Karen. "I know that once a client visits us the first time, they will keep coming back."

The grooming area is also beautiful while being designed for practical day to day operations. It is

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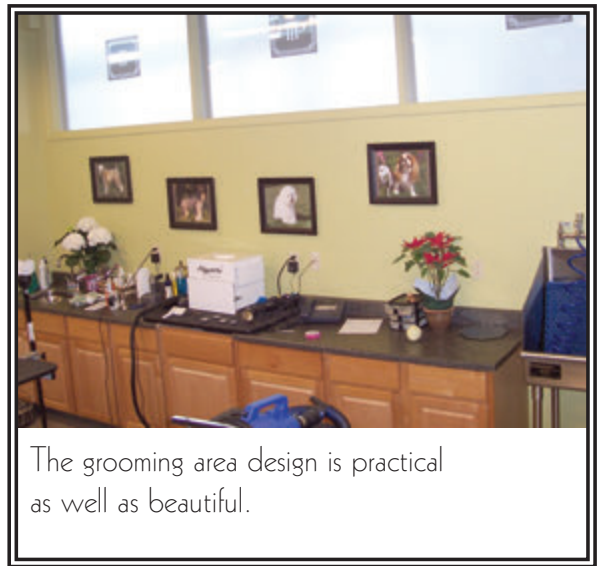
separated from the front area by the curved reception space and an elegant frosted glass wall that features an etching of *The Pampered Pooch's* logo in each panel.

"I chose this design even though it was more costly because I wanted to preserve the light to the back area," Karen says. Indeed the grooming area is bright and flows just as beautifully as the tastefully designed client care areas. Keeping in line with being 'Green Built', the grooming area features Marmoleum flooring, a green alternative to linoleum. In addition to being environmentally friendly, the floor is also beautiful in a marbled pattern of earth tones. It is completely sealed, and has a rolled edge under the bath

tubs to keep the area easy to clean.

Karen chose two tubs by *Forever Stainless Steel* (Reader Service Card #6076) for her salon, a large ramp tub and an elevated small dog tub. Karen also uses a re-circulating bathing system. "Some groomers are skeptical of using a re-circulator, but it works great and because my clients come in very regularly they are easy to get clean with it."

As she bathes a lucky pair of dogs, the room fills with the signature scent of her preferred shampoo line, *Les Poochs* (Reader Service Card #6077). "It is simply the most luxurious shampoo out there. The scents are marvelous and the clients really love the results." Next Karen employs the detailed drying techniques she learned from her fastidious mentor. She uses *Double K* high velocity dryers (Reader Service



The grooming area design is practical as well as beautiful.

Card #6078) to remove excess water from the coat and then hand fluffs the dogs using an *Edemco* stand dryer (Reader Service Card #6079) for a perfect finish. "It gives a great texture that lasts and keeps the haircut looking fresher, longer," she explains.

Watching Karen work, reawakens my own internal dialog about high velocity drying versus hand drying using a stand dryer. Since opening my salon

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Outstanding Upstart
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10 years ago I have exclusively used high velocity dryers. But having been raised in my mother's grooming salon with stand drying, I sometimes miss the particular finish stand drying produces and the relaxing process of hand brushing the coat.

Karen also grooms using a *ClipperVac* system (Reader Service Card #6080). "I LOVE it for poodle feet and sanitary clipping and it helps keep the shop clean," she says. "I do a lot of Standard Poodles and really like how smooth their faces turn out with the *Clipper Vac*."

While she works, the other grooming guests relax bedded down in stainless steel *Shoreline Kennels* (Reader Service Card #6081). "These are great because they are so easy to

clean," Karen says. "I will have to get more kennels as the business grows." Karen researches products and equipment choices by talking to other groomers and attending grooming shows and conferences whenever possible. "I like to learn new skills and stay informed on new products in our industry," she says.

I find myself wondering if there is anything about the salon that did not turn out the way Karen intended. Karen gives this question some thought before answering, "There isn't anything I would do different, I was pretty clear on what I wanted," she says. "I've been here a year, and I hope to expand to employing groomers, so as we work around in the space I expect there will be some modifications."

Karen's beautiful salon is backed up by her high quality grooming and the special care she gives each of her grooming



A Feng Shui consultation led to the design of a curved reception and seating area.

guests. "I don't cut corners, I use the best products, and equipment, and take the time needed to do a great job with every pet that comes here," she states.

As we chat Karen works on *Zeeba*, a 5 month old black Standard Poodle puppy she will be doing show grooming on for one of her great clients. Karen created *The Pampered Pooch* around the wonderful

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clients she had cultivated for years, and she tells me the story of her special relationship with *Zeeba* and her owners. "They first came to me with their other Standard Poodle, *Tula*. She was a gorgeous dog and they wanted me to do the show grooming on her." Karen had never done show grooming, even though the prospect was intimidating she took on the challenge. "I learned from a show groomer/handler and loved it." We go up front where Karen shows me framed pictures of *Tula* that hang behind the front counter. Sadly, the statuesque white Standard passed away of cancer at only 4 years of age. "We were all heartbroken and I still miss her, but now we have *Zeeba*," she smiles, petting the happy pup. We both admire *Zeeba*'s graceful movement as she prances and plays after her grooming is completed.

Karen encourages other groomers to visualize their dreams so they too



Karen learned show grooming for Standard Poodles due to a clients request.

can build the future they want. "You need to get the vision of what you want first and then the universe can answer! It's not easy, but if you have a clear picture of your vision it can become reality."

Despite Karen's amazing skills and vision, one thing has not been on her side, the current economic climate. Karen chose her salon location in an area that is literally building up all around her in anticipation of the high-end pet parents that would occupy the surrounding neighborhood, "A year later, the condos are still empty, nobody is buying, so it has been a challenge getting clients here."

Many clients followed me from the last veterinary practice I worked because they did not hire another groomer after I left, but it is still hard to build the business right now." But Karen continues to progress, "I am definitely getting and keeping great clients, many of whom travel to get here. At first, 80% of my clients were from the vet hospital, now it's more like 20% and I've gained a new 80%."

And Karen is not done building her dream business. There is a comfortable spa room adjacent to the front area for complimentary services like pet massage and Reiki. Karen also envisions building The Pampered Pooch into a multi groomer salon. "I designed the work space for several stations. I would like to build a great team and then put my energy into running the business and bringing to life the vision for it. I would love it if this article would help get the word out to some great groomers that

might want to join me here!" She smiles.

After the peaceful, comfortable, and fragrant atmosphere in The Pampered Pooch I feel assaulted as I head out the door and back into "the real world". All around, construction trucks hurry back and forth building the high rise condos that will ensure a fruitful future for The Pampered Pooch. Driving out of the neighborhood, I imagine the plazas teaming with Portland's up and coming "ready to take on the world" residents. With a pet ownership rate of over 80% in the Portland area and a #1 ranking for dog friendly city in the US, the plazas will undoubtedly also be filled with pampered pups. Afghans and Cavaliers will stroll down the side walks while Maltese and Yorkies take the high road in hand bags. It may not happen overnight, but when it does, *The Pampered Pooch* will be pawsatively poised for their arrival.

Related web site:
www.thepamperedpoochpdx.com

Audrey Ulrich and her husband, Matthew, own *The Barking Lot, Inc.* in Richland, WA. They are dedicated to helping every groomer reach their full potential. If you have a "Pawsatively Posh" salon in the Portland, Oregon area that you would like to have featured in an upcoming issue of *Groomer to Groomer* contact Audrey at info@barkinglot-friends.com



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Atopy A Special Kind of Allergy

By Dr. Boyd Harrell

Dogs may suffer from one or more of several allergies and allergy types. The common allergy groups are atopy or airborne allergies, food allergies, flea allergies, contact allergies and bacterial allergies. Bacterial allergies may actually be hypersensitivities though from a practical point of view it really doesn't matter since the signs and treatment are like those of allergies. The subject of allergies is a very broad one so let's keep it simple and down to earth and limit this discussion to the atopy or airborne group.

Atopy was once called inhalation allergies and we know now that even though the offending sub-

stances or allergens may be airborne, they actually cause their damage by absorption through the skin. Common allergens provoking an atopic response are pollens from grasses/ weeds/trees, house dust, house dust mites, insects and insect parts including roaches, mold spores and miscellaneous environmental substances.

The overall incidence of atopy is estimated at about 15% of the dog population though it may be higher in areas where offending agents are plentiful. Up to 20% of atopic dogs may develop concurrent food allergies and up to 80% may have a concurrent flea allergy.

When these allergens are ab-

sorbed through the skin of susceptible individuals, immune cells at the base of the skin react with them and set off a reaction in the immune system that causes circulating antibodies to be produced. The next time the allergen is encountered the immune system will attack it setting off an inflammatory response.

Though dogs are not actually born with allergies, there is a genetic predisposition. Signs of itching around the face, legs, feet, eyes, ears and the underside of the body typically begin to show up between six months and three years. Though it is rare, signs have been known to start as early as 2 ½ to 3 months of

Continued on page 20



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age and as late as 7 years.

The signs are usually seasonal in the beginning and may be overlooked or misdiagnosed as the occasional ear infection or recurring bacterial infection. With time, the duration and intensity of the atopy generally increases becoming difficult to manage. Atopic dogs generally are not allergic to only one thing, but several, and may also have concurrent food and flea allergies causing the initial seasonal pattern to become nearly non-stop for most dogs.

Atopy treatment may include prescription immune suppressors like prednisone, topicals, avoidance and immunotherapy or hypo-sensitization injections. Veterinary consultation and supervision is usually needed for optimum control. Only the non-prescription remedies will be discussed here, leaving medical advice to your own veterinarian. At this point in time, only the allergy testing followed by hypo-sensitization injections and avoidance are targeted treatments. All other treatments will have their effect regardless of the specific allergy.

Antihistamines

Antihistamines are not as effective in a dog as they are in people and still up to 30-40% of dogs may benefit. Antihistamines are very safe; with drowsiness, dry mouth and occasionally diarrhea being the most common side effects which are fully reversible when the medication is stopped. They are readily available and comparatively inexpensive, so a trial dosage is worth the effort. There is no single antihistamine that stands above the crowd and the newer human prescription choices seem to have little, if any, advantage over their non-prescription brothers. Doing a trial treatment for two weeks each with several antihistamines can help to sort out the best choice for each individual.

Commonly available antihistamines and their dosages are found in the table below. *Even though these drugs are considered very safe, you should still consult your veterinarian before using any of them.*

Essential Fatty Acids (EFA's)

Omega 3 essential fatty acids are derived from fish oil, primrose

oil and flax seed oil. (Don't get these confused with Omega 6 fatty acids which are often used to give a gloss to the coat and have no anti-inflammatory effect.) Specific names of Omega 3's are Alpha-linolenic acid (ALA), Eicosapentaenoic acid (EPA) and Docosahexaenoic acid (DHA).

EFA's have been shown to reduce the inflammatory chemicals and minimize their effect on the skin in up to 25% of dogs. They are helpful when used alone and can reduce the dosage necessary of antihistamines and prescription allergy drugs. When combined with antihistamines, the probability of success is significantly increased over using either supplement alone. Be aware that it can take several weeks after starting an EFA supplement before results are noticed. Many allergic dogs should stay on EFA supplements all year long as a base line treatment. There are many products available to choose from and you should follow the label dosage.

Topicals

Because allergens are absorbed through the skin, keeping the skin clean with a hypo-allergenic shampoo makes good sense. During allergy periods, dogs should be bathed with special shampoos at least every two weeks and possibly twice per week. Some allergy shampoos may

Continued on page 22

TRADE NAME	GENERIC NAME	HOW SUPPLIED	DOSAGE
Benadryl	Diphenhydramine	12.5, 25, 50mg tabs or caps and syrup 12.5mg/tsp	1mg per pound
Tavist	Clemastine	1.34 and 2.68mg tabs	0.5 to 1.5mg twice daily
Chlor-Trimeton	Chlorpheniramine	2,4,8,12mg tabs and syrup 2mg/tsp	2 to 4mg twice daily
Atarax	Hydroxyzine		(Prescription drug, yet a frequent choice)

DON'T TICKLE THE DRAGON

For those who are looking to clean their dog's teeth, use our biscuits named Dragon's Teeth, or Dragonette's for the little mouth, or mouths with few teeth. The shape of the biscuit helps to scrape off the tarter, if fed soon after eating or at bedtime.

The April 2004 issue of Life Extension Magazine reported in a Japanese study about perilla oil, which is one of the ingredients in Dragon's Teeth biscuits. The study concluded that it was a possible agent in the early stages of colon cancer. It is also used with heart problems and breast cancer.

We also use south Antarctic krill, which looks like a small shrimp. They live in clean Antarctic waters.

Astaxanthin, another ingredient, helps to reverse early cataracts and early macular degeneration, according to recent studies. Look up information on the web.

We use oatmeal, a non-allergic grain. Historical claims that the oldest long living man on record lived to be 152 years old in England during the reign of King Charles I. The man claimed that he ate oatmeal everyday of his life. As a guest of the king, he was given meat to eat. He was dead within two weeks.

Interesting!

We included peppermint to settle the stomach and clear up bad bacteria in the stomach. Peppermint is also for IBS and diarrhea. We added Green Tea for its anti-oxidant properties. Oriental cultures credit Green Tea long life.

Fish is brain food. Our chitosin is from the fish family. It is used in many diets since it has the ability to absorb excess fat and is safe. Many reducing diets include chitosin. Spinach is our source of chlorophyll. Every cell in the body contains chlorophyll. (That is why our Solid Gold Sea Meal is our shining star!) Chlorophyll transmits electricity in our body from cell to cell.

Without chlorophyll, the body couldn't communicate its actions.

If you saw our previous ad. "In Search of Cinnamon," about our Cinn-Bone Biscuits in 2½ an one pound containers, you read that cinnamon contains sulfur, the seventh most prevalent ingredient in the dog and human's body. Insects cannot reproduce in the presence cinnamon. It is a natural flea, fly and insect repellent. But do not put cinnamon on the dog's coat, it will dry the coat out. It must be mixed with other ingredients and taken internally.

The flea season is coming soon. The Chinese have an interesting saying – Don't tickle the Dragon.

Not sure what it means!

Dragons Teeth and Dragonettes are available in 2½ pounds or one pound jars. Call to place an order at (619) 258-7356, M-F, 11 am-5pm (PST).

FLASH: Solid Gold uses no peanut butter. See Salmonella poisoning making 500 people ill. One dog food company uses peanut hulls in its canned food - Peanut hulls frequently contain a fungus which causes ear infections.

FLASH: Life Extension (Life Exx) is back - \$30.00

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Atopy

Continued from page 20

contain antihistamines or other anti-itch aids. Oatmeal colloidal shampoos and rinses are very popular and effective. Anti-allergy rinses may extend the relief period over that attained with shampoos alone. There are many products to choose from and it is impossible to make a comparison of all of them here.

Hydrating sprays such as Humilac help keep the skin soft and reduce itching.

Cooling salves and lotions may be helpful for local treatment. Be careful not to create a greasy coat and play or walk the dog as a distraction, so the product is not licked off right away.

Antioxidants

Antioxidants help to support and stabilize the immune system

Because allergens are absorbed through the skin, keeping the skin clean with a hypo-allergenic shampoo makes good sense.

and have been effective in the author's hands to promote healthy skin and improve overall health of stressed and allergic dogs. Antioxidants are extremely safe and readily available. It is best and most convenient to use a product specifically formulated for use in dogs.

Environmental Control

Frequent vacuuming and laundering of bedding, small rugs, curtains, pillows and bed clothing will physically remove many allergens from the environment. HEPA filters and electronic filters in the heating/air conditioning system are also

recommended for problematic allergy sufferers.

Homeopathic and Natural Remedies

There are natural and homeopathic remedies not covered in this article that may benefit your dog. Don't attempt to guess your way to success, educate yourself or consult with a knowledgeable person in homeopathy before starting this type of treatment.

The information in this article is not all inclusive and is intended to serve as a general guide and starting point when attempting to use non-prescription allergy remedies. If



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Atopy
Continued from page 22

your dog is using medications, has responded poorly to home remedies or has severe symptoms consult your veterinarian before taking another step.



Dr. Harrell is a former multi-veterinary practice owner and current business coach to the pet industry and pet health advisor for Oxyfresh Worldwide. 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 or by calling 863-248-4257.

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BY
BONNIE WONDERS

I'm sure many of you remember the pre-caller ID days. You know, like when your phone rang and you threw all caution to the wind! You blindly jumped into the vast sea of names that were unbeknownst to you before you picked up the receiver. Ah,

yes. I remember it well. Back when I was a kid, we didn't even get a telephone until I was about nine years old. The excitement of waiting for the black beast to start ringing on the wooden end table was unreal. Those little round rubber feet held the "contraption", as my mother called it, about 3/4" above the table and when the phone did ring, it was

loud enough to scare the crap out of all of us.

My sister and I would run to it and in the process she'd usually elbow me in the mouth trying to shove me out of the way to be the first to answer it. I was lucky to have my front teeth intact during that phase of my childhood. I'd get

Continued on next page

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REQUEST READER SERVICE #6129

ID This!

Continued from page 24

her back though when she picked up the receiver. As she stood helplessly, connected to barely three feet of phone cord, I'd pinch her in the back of the arm. She'd let out one of those screams that could curl a dead person's toenails and mom would yell at her for shrieking into the phone. It was always my aunt, Sophie, on the other end. I'd run like the proverbial "cat caught in a room full of rocking chairs." I could hear Aunt Sophie yelling back from her end of the line about those "bratty kids." In hindsight, I'm guessing she was talking about us.

At any rate, I don't know of anyone who doesn't have Caller ID now. That was one of the first things that was a prerequisite at my store and my home. I could live without Direct TV, a stove, a fridge and my husband, but not without my Caller ID. We have a phone at home that announces who is calling on the second ring. Sometimes the pronunciation is a bit lacking though. It's actually a lot like my husband's vocabulary sometimes. You need a translator to understand that when he says he's picking up, "Flars in an are," that he really is telling you that he's going to get "Flowers in an hour." Same thing with the talking Caller ID.

On the first ring of the home



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phone he pipes up, "NOW, who's calling?" he asks looking at me for the big revelation.

"Like who am I? The Amazing Kreskin?" I ask. The phone announces it ... "Beirut Berrage" it tells us.

"Who?" My husband queries.

"Bi-Rite Beverage," I tell both him and the phone. It's Steve from the beer distributor next door to my store.

Now, the phone in the store is without the talking thing. It rings and both Trudy and I say to each other "Who is it?" at the exact same time. It dawned on me just the other day that none of the callers ever have real names.

I'll look at the name and say, "It's that 84 year old lady who insists on wearing those leather pants." We both groan. She changes her mind on how she wants her Yorkie cut EVERY single time she comes in and I MEAN every time. She also talks forever when she

makes the appointment. So I do what I know I have to....I make Trudy answer the call.

There is a point in every eight weeks that the phone rings and I look at Trudy. "It's the big-boobed woman with the peeing Cock-a-poo," I inform her. "You get it," I instruct. Of all the urinating mixed breeds and well endowed women, she knows exactly who I'm talking about. She makes a face.

Sometimes, I actually get excited when I see the ID light up. "Oooohhhh, it's that guy with the teeth and the Dobe," I often say. "I'll get it," I say as I pounce on the phone.

"How come you ALWAYS get that one?" Trudy asked one day.

"Don't act like I never let you have any of the calls," I told her.

"Yeah, but mine mostly are the ones with NO teeth," she chirped.

Then there are those "unavailable" IDs. They are almost always

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REQUEST READER SERVICE #6131

ID This!

Continued from page 25

sales calls. I don't know how many more times I can handle asking those companies to take my name off their lists. Apparently, it doesn't work, as I must have had 40 calls in the last two months from the same company trying to sell me "Those great magnetic business cards." If they only knew how many people I only WISH would LOSE my number.

I cringe when I see the people's number show up from whom I've had a wonderful winter's reprieve, those snowbirds that go from Pennsylvania to Florida every winter. Just when I have gotten over my fear of seeing their numbers come up.....dog-gone it....they return. Getting rid of some of those people is the only thing that makes it worthwhile to put up with it being 10 degrees below here.

Just yesterday one of them walked in and insisted on seeing me personally. "Jane" walked into the grooming room with "Gracie the dog" announcing to me that an awful groomer in Florida had traumatized her dog.

"She had one of those dog vans that come to your house and I don't know WHAT she did, but poor Gracie was shaking when the lady was done with her," Jane told me. "AND to top it off, she forgot to cut one of her toenails and she didn't put a pink bow on her," she added.

"So how do you know she was traumatized?" I asked stupidly.

"I just know it," she said. "After all, I do know my dog and I could see it in her eyes," Jane said in a huff as she held Gracie tightly to her chest. (Bear in mind that this woman had this dog swaddled in a heavy blanket when this dog has 5" growth of hair and it was 73 degrees here yesterday.)

"Now Jane, you KNOW that

Gracie shakes pretty much all the time anyhow," I said. "It doesn't mean that the groomer was hateful to her," I said in defense of a poor groomer I didn't even know. Actually, I don't even need to know the groomer.....I know Jane, and believe me, that's enough.

"Don't worry Gracie, mommy's not leaving you here," Jane was saying as she kissed the dog square in the snout. I love dogs, but YEAKK. I just can't do that snotty kiss thing. (I know I'll get crucified for that one by some:)

So are you just stopping by to say "Hi, or did you need an appointment?" I asked trying to get back to my work.

"Well, I need an appointment, but I'd rather wait about six more days to be sure Gracie is over her horrid experience," Jane said.

"So you figure six days will do it, huh?" I asked raising an eyebrow a bit too high.

"I think so," she said as she turned to leave. "You know, you could have said, "Welcome back," she said looking back over her shoulder at me.

"Yes, I could have..."

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Getting Down to **BUSINESS**
By Teri DiMarino

Timesavers

**“Where did the day go?”
“I have to call this customer and tell them I’m running late...again!”
“I never have any time for myself!”**

Do you hear yourself in one of these all-too-often declared statements? It’s amazing how often we cut ourselves short on time, not only in our businesses but in our personal lives as well. We try to get to the salon early in an attempt to get a jump on the day, but how many times does that turn into another late stay just trying to catch up on bookwork or cleaning?

This makes for a very unhappy groomer, as we feel we are stuck “doing it all” and never have enough time for ourselves. We complain when a customer shows up late for an appointment, but how many times are we late finishing a pet that DID come in on time? Many of these issues can be alleviated by efficiently using tools and techniques that are available to us.

“Time is money.” We hear that so often but many pet stylists do not totally understand the real meaning behind this simple three word phrase. Do you, as a professional pet stylist, really know how much money you lose when you have wasted time in your day?

Let’s say the price of your “average” groomed dog is \$40 (This is strictly a random figure for the purpose of making a point). Eight dogs per eight hour day for a groomer seems to be an industry average (depending on the types of dogs, of course) bringing a gross income for

Continued on next page

this day of \$320.00. What if you utilize some new tools and techniques available to you and manage to shave fifteen minutes off the time of each of those dogs?

If my math is correct, that gives you an additional two hours of time in the course of the day. What can a busy groomer do with this extra time? Well for starters you could have lunch! OR, you could do another dog or two for up to an additional \$80.00, bringing your gross for the day to \$400.00, OR, you could take that extra time and get a few things done around the salon and perhaps have some extra time for yourself.

Labor-saving devices are all around us. It may cost you a little money in order to save a lot of time but, as you can see, this translates

What if you utilize some new tools and techniques available to you and manage to shave fifteen minutes off the time of each of those dogs?

into dollars. Anything that can cut work time without cutting quality gets big points in my book. Let's take a brief look at some of the ways we can convert time into hard cash.

Clipper maintenance is something many groomers think of as a time waster. However, pulling clippers and blades apart only when they stop running, which is often in the middle of a groom, is the ultimate time insult. Since you are struggling to get the groom finished and have to fix a major problem in the middle of it.

Simple regular clipper and blade maintenance not only keeps them from breaking down at, usually the most inconvenient times, it keeps them running at peak per-

formance guaranteeing that your clipping will go quicker and more efficiently. Slow running clippers can bog down and track in a thick coat taking up to twice as long to do the job.

Another time saver in the clipping category is the vacuum clipper unit. These machines attach to the clippers and vacuum the hair away as we clip. This accomplishes two things. The hair is vacuumed up while you clip, making cleanup a breeze and keeping the working environment healthier. It also "stands up" the hair as it is clipped off by the blade, making the job quicker and efficient. No more going over and over the same spot to get all the

Continued on page 30

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hair off.

There are certain “curves” one must learn, as they can take hair shorter than without the unit, but once these techniques have been easily mastered clipping time can be cut in half with spectacular results.

I know the clipper companies cringe when they hear that a groomer is clipping through dirty hair, but I do it all the time. (Sorry clipper people) My blades are well oiled and my clippers are maintained in top condition so, when I get a dog with tons of hair on their feet or bodies that is coming off anyway, I clip it. Why wash and dry hair that is going to come off anyway? I clipper poodle feet as well as I can and I take body coat with a bit longer blade than I will finish with, making sure I don't carve into areas

High velocity dryers that literally blast the water off the pets are the biggest timesavers a groomer can have.

I will need for the finish look later on.

Taking a few minutes to remove excess coat, cuts my bath and dry time dramatically. And if I've gotten those poodle feet clean enough (which I usually do) I don't have to go over them again after the bath.

Bathing and drying is an area where we can really shave valuable minutes off our day. Shampoo distribution machines save tons of time and effort, not to mention money! They enable us to apply product quickly and powerfully, helping get the most efficient use out of our shampoos and conditioners. Some dispense pre-mixed product while others integrate directly with our water spigots; pulling concentrates

directly out of their jugs, mixing it with water and applying it directly to the pet.

A commonly used system recirculates a very diluted shampoo solution through the pet's coat. These systems use the least amount of water and shampoo necessary to clean the pet, making them very efficient for mobile groomers as well as the salon.

All of these systems conserve water and make the most of the shampoo we use. Coats are cleaned right down to the skin with a minimum of stress on the coat or your hands. While these machines do require some maintenance, you are not stuck filling shampoo bottles at the end of the day.

Dryer technology has taken huge strides in the past twenty years. High velocity dryers that literally blast the water off the pets are the biggest timesavers a groomer can have. But this wonderful piece of machinery can quickly fall into disrepair with just a little neglect.

Many of these dryers have “carbon brushes” that must be routinely replaced in order to run smoothly. Ignoring this simple maintenance can result in a blown motor with expensive repair bills or, worse, a new dryer purchase. A lot of how efficiently this piece of equipment works is in the technique.

Slower is faster when it comes to high velocity dryers. If you blast around on the dog without rhyme or reason you may be chasing water off one area onto an area you just dried.

First, towel as much water off the pet as possible. Then take the dryer nozzle in one hand and a

Continued on next page

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Timesavers
Continued from page 30

small towel in the other. As you blast the coat, position your hand with the towel ahead of the stream of forced air. This will catch the water as it blows off the dog, keeping it from re-wetting the pet. Proceed slowly and do not move to another area of the pet's coat until the area you started on is totally straight and dry. This technique results in a quicker dry as well as a straighter coat. A straighter coat is easier to scissor, thus saving even more time.

The minutes you save eventually turn into hours. I have made a few suggestions on how you can save hours and I can't tell you how to use them, but I know what I would be doing if I found two extra hours in the day.

In the beginning we discussed that one extra dog per day might

The minutes you save eventually turn into hours.

equate to an additional \$40.00 per day (random figure, remember?). That's \$200.00 per week. Wouldn't this help pay for a professional janitorial service to come in and clean the salon a couple times a week so you don't have to? Cleaning service companies are plentiful and not as forbiddingly expensive as you might think.

These suggestions should also leave you with a little more money in your pocket as well as more personal time on your hands. Speaking of hands, you may want to go and have a manicure. You'll have the time (and the money), won't you?

We will be featuring time-saving products and services in upcoming issues of Groomer to Groomer.

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- Christy; Montgomery, AL

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By John and Vivian Nash



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Coat Types

Unique, Different and Only Two Breeds Have This Coat Type

This article is all about the Sporting Saddle Coat Type and the trim styles that you typically see on the two breeds that have this coat type. Although the two breeds have an entirely different breed profile, especially on the head, the same products, tools and technical skills are utilized, especially if you create an easy to care for trim style for the average pet. To keep it simple, we call this the one and only Sporting Saddle Trim Style.

In this article, we will combine many of the grooming and styling procedures for both breeds. However, the head on the Afghan Hound and the American Cocker Spaniel is very unique to the breed and specific grooming and styling guidelines must be followed to capture the correct profile and expression. Cocker Spaniel Head View 1A, Afghan Hound Head View 2A.

Sporting Saddle Coat Type

The Sporting Saddle Coat Type has the same coat as the Sporting Coat Type except for the coat growth pattern. The coat growth direction on the saddle is clearly visible and so is the coat growth pattern that distinguishes the two coat types. This unique coat growth pattern creates a different shape jacket with short coat on the upper portion of the body and

the longer coat on the lower portion of the body and legs. There are only two breeds that fall into this coat type, the Afghan Hound and the Cocker Spaniel.

However, there is a difference between the placement of the saddle where the short hair on the top of the back blends into the longer hair on the body. The Afghan Hound naturally has a higher line than the Cocker Spaniel. The overall coat is a mixture of silky topcoat and soft, slightly wavy undercoat, almost like

guard hair, only duller and softer.

In cases of sporting saddles without profuse hair growth, there is a slight coat growth pattern around the pastern area where the coat is shorter. The coat growth on the saddle is considered to be determined and sheds in a block or band pattern, whereas the longer hair on the body and legs is undetermined and sheds in a mosaic pattern.

*Cocker Spaniel Side View 1B;
Afghan Hound Side View 2B*

Continued on page 34

Money from Heaven for Groomers

By **Deb Disney-Nusbaum**

As groomers, we are always looking for ways to boost our income without adding extra work or cost. I've recently fallen in love with a great program for groomers, from NuVet Labs, one of the older companies in the pet supplements industry. (They've

been around more than twelve years.)

Actually, NuVet's program is quite clever. They don't require us to sell anything or invest any money, which got my attention. It's so easy. NuVet Labs sends us free samples of their product to hand out to our customers whose dogs and cats have skin and coat problems, allergies, arthritis and

joint problems, etc.

In exchange, they pay us approximately 50% of the retail price each and every time these customers order. Not only does this boost our bottom line, but in most cases the improvement to the pet's health is dramatic.

The product itself is a natural, human-grade supplement. This product is so pure, it's actually manufactured in a pharmaceutical environment, meeting and exceeding GMP (Good Manufacturing Practices) as defined by the FDA (for humans), which is virtually unheard of in the pet industry.

It took NuVet Labs eight years to develop this unique product, which is only distributed through veterinarians and pet professionals, like us. It is not available in pet stores, which is another plus.

Initially, veterinarians and show dog breeders were selected to distribute the products because they are the most finicky and educated regarding the health needs, nutrition and costs spent on their animals.

Groomers were then added to the list because we have first-hand access (no pun intended) to so many dog and cat problems, especially skin and coat, allergy, arthritis and joint problems, etc.

So far, more than twenty-thousand groomers, vets and breeders across the country are already in the program. Many earn \$1,500 to \$2,500 every month, for no work beyond handing out the samples.

To learn more about their Groomers Program, call NuVet Labs at 1-800-474-7044. Request Reader Service Card #2903.

Deb Disney-Nusbaum, the owner of Aldemar Weimaraners, has been a groomer and a breeder of award winning Weimaraners for more than 25 years.

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1B – Cocker Spaniel Side View



2B – Afghan Hound Side View



1C – Cocker Spaniel Front

The Nash Salon Series Continued from page 32

The Secret: Enhance It Rather than Change It

The secret to styling the two breeds with the Sporting Saddle Coat Type is to use the natural coat growth pattern line that is created by the saddle and enhance it rather than attempt to change it. Trimming the coat too far down on the saddle or not taking it down far enough creates major blending issues and can affect the overall profile or silhouette.

A good rule to follow when styling the Cocker Spaniel and the Afghan Hound in a pet or a show trim is to always keep the longer coat above the breastbone and the point of rear so that it covers the cowlick areas. *Cocker Spaniel Front 1C; Cocker Spaniel Front Side 1D, Cocker Spaniel Rear 1E; Cocker Spaniel Rear Side 1F.*

Taking Care of the Saddle

For the show trim on the Cocker Spaniel and the Afghan Hound, the short coat on the saddle is maintained by brushing. A handstripping technique is used to remove the

longer hairs (topcoat) on the saddle and a carding technique is used to maintain the undercoat. A bulk thinning technique is also used to create a smooth topline and to remove dense coat to create the proper profile when viewed from all sides.

For the pet trim, especially on older or spayed pets, the saddle is clipped. However, this area should still be brushed and carded to maintain and keep the undercoat under control. Typically, it is better to card before clipping so that you are removing the coat rather than cutting the coat.

Foot Trimming

Trimming the hair between the pads and around the edges of the foot is required for the two breeds with this coat type in a pet and a show trim to maintain the length of coat and to prevent severe matting. For the pet that lives indoors, trimming the feet to create a perfect paw-print eliminates tracking and gives traction, especially on slick surfaces, and is a must for the safety of the senior pets. The coat around the edges of the foot is beveled. The degree of the bevel is determined by the breed and the amount of coat. Typically the foot on the Cocker Spaniel is beveled much more than the Afghan Hound.

Clipping the Sanitary Area

For the pet and the show trim, clipper or thin just slightly around the rectal area on the Cocker Spaniel and the Afghan. Trim the underside of the tail at the base. Use a blending technique with your clippers to prevent taking the coat too short and creating a clipped or bald appearance. Trim so that when the tail is tucked, the coat is trimmed enough to prevent fecal matter from sticking to the coat. On the Afghan Hound the coat on the underside of the tail is left. On the Cocker Spaniel, the underside of the tail is trimmed short.

Continued on next page



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The Nash Salon Series
Continued from page 34



1D - Cocker Spaniel Front Side



1E - Cocker Spaniel Rear



1F - Cocker Spaniel Rear Side



1H - Cocker Spaniel Side View Shorter Trim

Clipper the stomach and groin area to prevent matting.

Taking Care of the Longer Coat

The coat on the lower portion of the body on the Afghan Hound and the Cocker Spaniel is very long and similar in appearance to the drop coat types. This long coat is maintained by using a pin brush utilizing the line brushing technique. Daily brushing is required to maintain the long and flowing coat on a dog in a show trim. However, for the pet, this coat may be trimmed to various lengths to create easier to maintain styles and brushed with a slicker brush.

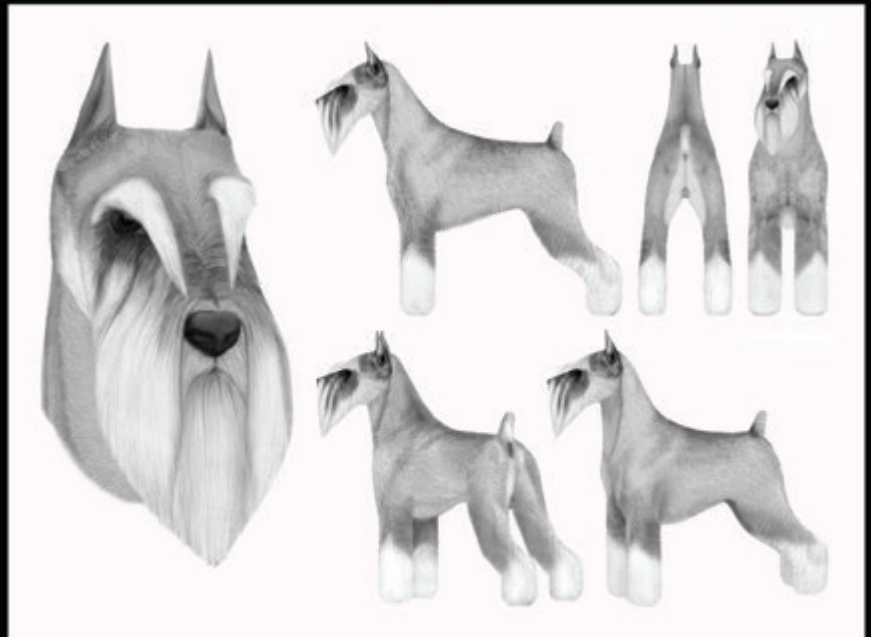
For the pet trim, depending upon the lifestyle of the dog, the coat may be trimmed to various lengths, creat-

ing short columned shaped legs with or without a skirt. Many pet families choose to have their pet trimmed in a body contour to create an easier and less frequent maintenance schedule, especially for active pets that spend a lot of time outdoors. Clipping, scissoring and thinning techniques can be used to create this trim style along with snap on combs to remove excessive length of coat. Clipping against the lay of coat can be used if you are creating a body contour trim to create a very smooth finish, but typically is not used if you are creating a trim style with a longer coat on the skirt and legs, due to the difficulty of blending the coat at the transition lines.

A good rule to follow when trimming the longer coat on the skirt and the legs is to always apply technical skills such as brushing, combing, clipping and scissoring with the lay of the coat. It is also important to allow the coat to fall to its natural state. Never comb the coat outward

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11 - Cocker Spaniel Side View Body Contour

or upward and then scissor or clipper because when the coat falls to its natural position, you will have an uneven finish. *Cocker Spaniel Side View Shorter Trim 1H; Cocker Spaniel Side View Body Contour 11.*

Neck, Saddle & Tail

Brush the coat on the neck, saddle and top of tail with the lay of coat. Typically, the hair on the crest of the neck, saddle and the top of the tail is the same length, creating a smooth transition from the occiput to the tail. Bulk thin if necessary to create a continuous line from the occiput to the tip of the tail. Areas to pay special attention are at the withers and the base of the tail.

Cocker Spaniel Head

The coat on the cheeks, muzzle and throat are clipped short and approximately the same length. The blade that you choose is determined by the density of the coat and the sensitivity of the skin. The coat on the top skull should be slightly longer to enhance the domed appearance and is blended to create a smooth transition from the crown to the cheeks. The upper portion of the ear leather is trimmed short. Just how much is trimmed is determined by the ear set and the length of ear leather. A good rule to follow on this procedure is to

trim the upper portion of the ear leather to approximately the jaw line to frame the face and give the correct expression.

The coat on the throat is trimmed short to enhance the arched appearance and to give the illusion of a longer, more elegant neck. The coat on the crest is left longer to create a more arched appearance and to help create a continuous line from the occiput to the tip of the tail. The coat on the sides of the neck is used to blend the shorter length of coat on the throat to the longer coat on the crest.

Afghan Hound Head

The head of the Afghan Hound is left natural except for plucking any stray hairs on the muzzle to enhance the overall natural hair growth.

Finishing Phase

After the pads and sanitary are trimmed, you must conduct your overview before the finishing begins. Brush and comb the coat out thoroughly and then stack your dog so that you can evaluate the overall structure, keeping in mind that the Cocker Spaniel must have a sloping topline.

For the pet trims, evaluate the ear set and the length of the ear leather to determine the line that you will set on the ears. Check out the expression. Next, check the feet. Do they point forward, outward, inward? Where do you have to leave coat to create the appearance of proper structure? Evaluate the amount of coat on the front legs and the back legs to determine how much coat you will have to remove to create good balance. Check the length of coat on the skirt on each side to determine how much coat you must remove or leave to create symmetry. We all know what it is like to create a beautiful profile on one side of the dog and then go to the other side and realize we do not have the same amount of coat to copy and paste the image. So, taking a few minutes to conduct your evaluation before the styling begins saves lots of time and energy.

After you have established a plan

of action, trim the edges of the feet using your beveling to help correct conformation faults. Complete the trimming on the head and then go to the saddle area. After you complete the trimming on the saddle area, you can move on to the longer coat on the skirt and legs.

Final Presentation

Whether you are creating a pet or a show trim, you should always conduct a final check. To begin, stack your dog and overview your work of art from all four sides. Check for balance, symmetry and the proper hair growth pattern for the breed. Check for a flowing topline and underline. Check the expression and the overall profile.

After completing your final check and before you remove the dog from the table, take the time to praise the dog for allowing you to perform these technical procedures. You know and we know that a good ear scratching and a belly rub goes a long way when working with man's best friend.

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Behavior CLIPS

by Gary Wilkes



HOUSETRaining 101

Most dogs eventually become housetrained. Some dogs don't. While some dog owners will put up with soiled carpets forever, it is very common for people to reluctantly get rid of a dog who fails to learn proper potty habits. As with many behavioral problems, the groomer is in the perfect position to assist in solving this "deal-breaker" problem. Here is a simple outline that you can use to educate your frustrated clients.

1) Scheduled Meals and Water:

The best rule of thumb for house-training is "what goes in, must come out – when and where is up to you." Pups are often placed on a three-meals-per-day schedule. Most adolescents and adults adapt well to a two-meals-per-day schedule. Regardless, if you have a housetraining problem, free-feeding is temporarily taboo. The problem with free-feeding is that eating stimulates drinking, which causes peeing and pooping. Most dogs have a particular lag-time between a meal and when they tend to eliminate. With-

out regular meals, this lag-time is difficult to observe. Try to set up two times a day that you can offer food and water. Your dog/pup should have access to outdoors within a few minutes of feeding and drinking so you can have all your tools ready to go.

2) Confinement: A crate, pen

or small area, such as a bathroom, is a great tool for controlling elimination. It is widely suggested that dogs will not soil their own nest – this is merely a tendency and is neither instinctive nor reliable. (Consider that dogs are notorious as a species for consuming feces... if you

Continued on next page

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would put it in your mouth, why would you object to stepping or sleeping in it?) A small pup (8-16 weeks) may not be able to hold it for more than about four hours. The time in the crate is usually spent napping or sleeping, which slows the process of producing urine or feces. This means that confinement areas are the least likely to trigger elimination, but don't bet on it. Any puppy confined for a long period will have an accident.

3) Tangible consequences for success: The secret for creating a strong behavior of "houstraining" starts with getting your dog on the right surface at the right time, in the right place. Once you are there (normally this is outdoors, on grass or gravel) you must wait quietly while your puppy sniffs around awhile. Do not disturb this process

with "encouragement." If you do, you'll merely cause the dog to focus on you rather than the urge to go. If you need a metaphor, consider yelling "ice cream truck" just as your child has settled down on the kiddy-potty seat. So, keep your lip zipped when Sparky is about to go to the bathroom.

The other good reason for this is that you want the pup to start initiating the process himself. The more you are a part of the houstraining equation the less the dog must rely on his own knowledge of how to solve the problem. As you watch your pup or dog pee or poop, wait for the last drop to hit the ground. That is when you click. (If you are not familiar with clicker training or wish to replace the click with the word "good", feel free.) The click ends the behavior and tells the pup what he did to earn what comes next – a treat.

Do not rely on praise to create this critical behavior. Highly desirable food treats are the way to a pup's bladder. So, be prepared to click and then treat for success. Put a Tupperware container outside with moist dog treats so that you are always prepared to reward good behavior.

A good suggestion is to make sure your pup starts walking around with you as you go back and forth in the potty area. Young animals have little control over their bladder or bowel and a little exercise is a good stimulus for peeing and pooping. This means that you don't want to stand there watching your pup standing there. For older dogs, a good game of fetch or chase helps stimulate elimination and cuts down on your time watching things unfold.

4) No punishment for errors: No matter what anyone says, the use of punishment in houstraining is incredibly risky and almost impossible to use effectively, even if it occurs at the instant the pup starts peeing or pooping. The most

This will take a minimum of 20 correct repetitions to start to make a connection between the phrase and the act.

common outcome is a pup that is afraid to eliminate in front of you. So, if you are indoors and your pup starts to pee, right in front of you, don't gasp, shout or do anything that might scare him. (That includes picking him up and running outside, spraying urine all the way.)

Imagine if you were in a port-a-potty and a bunch of thugs grabbed you, dragged you a short distance away and the shoved you down in another port-a-potty. This isn't going to teach you to trust port-a-potties or people who hang around when you need to pee or poop.

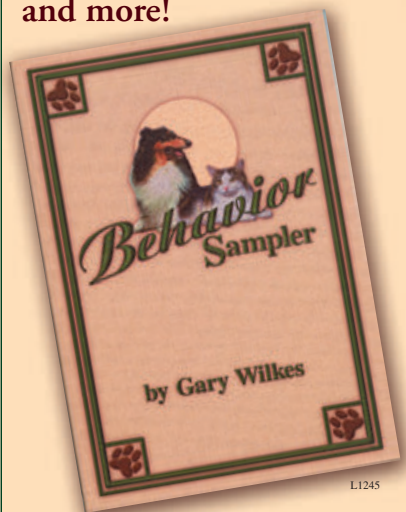
So, if your dog pees or poops in front of you, smile – and go back to watching his schedule better so there won't be a recurrence. It's up to you – one accident in your presence punished will yield weeks of finding "presents" behind a couch, on a bed, or in a rarely used room.

5) Developing Potty Control-Commands and Cues: Teaching any behavior starts with the behavior, not the command. That means that if you don't know how to speak Russian, no amount of yelling "Speak Russian!@#%#\$@#%" is going to help you do it. If, on the other hand, you do speak Russian, a simple request is all it takes. Houstraining is no different.

If the pup doesn't know how to pee and poop in a particular place and have a sufficient motivation to do it, no amount of saying "go potty" will help him learn. Instead, there is a perfect and simple way of teaching a phrase that will trigger elimination... if the dog actually has to go potty. Once you start seeing a predictable pattern, it's time to attach your cue. That means that you are reasonably sure that if you let your pup outside he will pee within about

Continued on next page

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Behavior Clips

Continued from page 38

30 seconds after arriving at his potty area. The pattern is simple – head outside and say “Go Potty” or “Hurry Up” while you are on the way to the potty area, but before he starts to go.

Once he finishes, stick to your rule – click as the last drop hits the ground and shove a treat in his face. At this point, after the click, the pup will be heading your way to get his treat. This will take a minimum of 20 correct repetitions to start to make a connection between the phrase and the act. This is a minimum!

If you successfully catch your dog doing something right three times a day, this would mean at least a week before your dog starts to get the idea. In reality, you’ll be lucky to get one or two a day and the process will take several weeks before “go potty” starts to trigger the action.

It’s important to remember that if someone commanded you to eliminate, you can only do so much. The phrase “pee in a cup” doesn’t always instantly lead to a urine sample at the doctor’s office. If you had to give a fecal sample, it might be a long wait, depending on when you last ate and how much exercise you’ve had in the last few minutes.

Other thoughts:

- If you do not have grass and simply must confine your dog indoors, get a brownie sheet (or an oil drip pan, depending on your dog’s size) and get some fresh sod at the local nursery. Use the sod as an indoor “litter box.” Periodically refresh the sod as it gets stinky. You can also wash it down outdoors and use it a bit longer.

Caution – adult dogs that lift their legs would need some kind of surface that allows the urine to drip down the wall

into the pan. Plastic wrap is superior to wax paper because it doesn’t make noise. Just tape the wrap to the wall and tuck it underneath the sod. This is a temporary fix for leg-lifters, not a permanent solution. The danger is that Sparky will come to assume that the location in the house is acceptable for accidents.

- Female dogs are more susceptible to urinary tract infections than male dogs. If your dog has a medical reason for having accidents, you have to fix that as quickly as possible.
- Very young puppies have very little control over elimination. They will not have full control of their bladder until about six months of age. If a young pup has an accident, it may very well be an accident.
- Confine your play to right after a pup has eliminated or keep it outdoors. Playing helps promote peeing – see #3, above.
- If you or someone else has used punishment for indoor

elimination, you can expect to wait and wait outdoors until your dog is almost ready to burst before you get what you want.

Your crate is the best tool to deal with this. If your dog doesn’t go within a few minutes of being let outside, put him back in his crate for 30 minutes. Take him outside after that for no more than five minutes. Continue this until he goes. Also, try to fade into the background so that he’s not aware that he’s being watched. As he becomes more predictable and starts to realize that peeing causes treats, you can become a bigger part of the process.

- When you are frustrated with the process of using clicks and treats to create a housetrained dog, do more of it. This whole process depends on your dog reaching a point where the overall reinforcement creates consistent behavior – much like learning any skill. So, the quickest way to a housetrained dog is practice, practice, practice.

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A Touch of Color

Dawn Omboy



Polka Dots are an easy way to add some fun and a touch of color to your summer-time grooms. Follow these easy step by step instructions and you can “Hit the Spot” with your clients. This is a groom I do on my mom’s Bichon, Harry.

Before beginning any color, make sure you cover your table with a towel to protect your expensive equipment from color transfer. Then prepare your favorite color medium that you are going to use.

Bathe your dog and dry him as you normally would prior to a regular groom, instead of finishing, strategically section off six circles into his hair holding each one in place with a small latex band. Next use a toothbrush or an applicator brush; starting with the outer part of the circle, paint the hair from the outside of the circle brushing color towards the center. When the outer area is saturated, carefully remove the latex band and brush color into the center of your dot. The color will hold the hair together until you finish the other dots and rinse. Repeat the process with all the other dots.

I use six different colors for my six dots and then color Harry’s tail with a bright and happy color. To prevent color from splattering when he wags, wrap the tail with foil. You may use a warm blow dryer, set on low, to heat-set the color and speed up processing time. Rinse out the color, dry and style as usual. Make your polka dots really pop by leaving them a bit longer than the jacket on your dog, have fun scissoring them and watch the joy it brings for everyone who see’s your work.

A Touch of Color featuring “Spots” on Harry is available on DVD. For more coloring tips and supplies go to www.klippers.com. Email questions to dawn1@petstore.cc.

Angela Kumpe Champion of Creativity

By Kathy Hosler



Photos by Animal Photography

Angela Kumpe was ecstatic! She had come to *Groom and Kennel Expo* in Pasadena, California to compete in the 2009 *Barkleigh Creative Styling Competition*. Now, she stood on the stage with a spectacularly groomed poodle and two huge, gleaming trophies in front of her.

The amazing design she put on her standard poodle had wowed the audience and judges alike. Not only did she win the *People's Choice Award* – Angela earned First Place honors in the competition as well!

How did this self-taught groomer accomplish such an amazing feat?

Angela's incredible career began when she was just seventeen.

"I started out working for a veterinarian and doing the kennel work," said Angela. "I had always groomed my own dogs. When the vet had a stroke, I took over the grooming there. When there was a dog scheduled that I wasn't sure how to groom; I got online and researched it."

Two and a half years later, she opened her own salon. *Angela's Grooming* is located in Little Rock, Arkansas. Angela bought out an old grooming shop. Among the equipment were stacks and stacks of old *Groomer to Groomer* magazines.

"I started looking through the magazines," said Angela. "Back then, I didn't know anything about seminars or grooming competitions. When I saw the *Creative Styling* winners on the cover, I knew immediately that I wanted to do it."

"I learned to do creative by trial and error," said Angela. "I borrowed a

client's toy poodle for my first creative grooming contest in 2002. In the grooming preparation area, I was having trouble getting the color to turn out the way I wanted. Another creative groomer, Kelly Black, stopped working on her dog to come over and look at mine. She told me what I needed to do and the products that I should use to get the results I wanted. She was so nice to me." Angela continued, "One half hour before that competition, I re-dyed my dog and I ended up winning second place! I've been addicted to Creative ever since."

Angela keeps a notebook of pictures and ideas for her creative grooms. "When I get an idea, I'll get on the internet and look at pictures," explains Angela. "My kids are always coming up with great ideas for me. Now, even my

Continued on page 42



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Angela Kumpe
Continued from page 41

customers are coming in with ideas and suggestions.”

Sometimes, Angela decides just days before a competition what she is going to do – other times, her ideas take months of coat growth and preparation.

“Ideally, to prepare for a competition, I go through my notebook and decide what I’m going to do,” says Angela. “Then, I take a black and white picture of my dog and sketch the pattern on it. I start growing in coat, and eventually I will cut in the pattern. Finally, I dye the coat just before the competition.”

“When we have a competition coming up,” said Angela. “You wouldn’t believe all the people who come to my shop, just to see the dogs. My dogs are used to being dyed and they love all the attention they get.”

“I do color on client’s dogs almost every day,” shares Angela. “Color on

coarse coats fades out quickly, but on Poodles and Bichons it can last for months. And, we do color on lots of cats too. That started after I gave my Persian a hot pink tail and ear tips.”

Angela has worked hard to perfect her creative styling techniques. In fact, Angela has taken everything that she has learned about creative grooming and written a book titled “A Creative Collection” which is available on her website www.acreativecollection.com.

“As I got better, people started asking me for advice. I felt it was my duty to help them as others had helped me,” said Angela sincerely. “The book started out as a collection of photos, and then turned into an in depth step-by-step on how to do creative...from basic stenciling to competition grooming and presentation...to different methods of applying color. All of my mistakes are in the book. And, all I’ve learned is in there too.”

Angela has entered 29 creative styling contests and has placed in 26 of them. She has received the

People’s Choice award eight times. “As far as I know,” says Angela, “I have more placements in creative competitions than anyone else.” Angela is in the process of contacting the *Guinness Book of World Records* about her achievements.

With all the creative styling competitions Angela has won, one prize has still eluded her. She has never appeared on the cover of *Groomer to Groomer* magazine. Angela was determined that at the 2009 Groom & Kennel Expo she would achieve that goal.

She had everything planned down to the last detail. Angela’s dad, Norman, a retired truck driver, would accompany her on the two and a half day drive and would assist her during the presentation part of the competition. Then, the unexpected happened.

“The day before we were to leave, I got sick,” said Angela. “I went to the doctor and got antibiotics. Somehow we left on schedule. I was pretty

Continued on next page



The advertisement features a collection of black dog silhouettes in various breeds and poses, displayed on a white background. A blue price tag in the upper right corner reads "JUST \$15,95 each". Below the silhouettes is a logo for "K-DESIGN Stickers by Kitty Dekeersgieter" flanked by two dog silhouettes. The main title "DECORATIVE DOG SILHOUETTE WINDOW DECALS" is prominently displayed in blue and white. A list of features is provided in a blue box at the bottom right.

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REQUEST READER SERVICE #6147

Angela Kumpe
Continued from page 42

miserable the first two days, but by the time we got to the show, I was feeling somewhat better.”

“The whole point of the trip was to win the *People’s Choice Award* and be on the cover of *Groomer to Groomer* magazine,” states Angela emphatically. “It really means a lot to me. I think that the *People’s Choice Award* is the hardest to get.”

The *Barkleigh Creative Styling Competition* always draws a huge crowd of spectators. The auditorium was packed as the creative stylists began the competition. The stage was filled with a dozen talented stylists, ready to put their skills and artistic abilities to the test.

Although Angela was not feeling great, she began to transform her Poodle into a scene right out of the jungle. Soon a very life-like iguana sitting on a branch appeared. When she was finished, beautiful tropical flowers in vibrant colors surrounded the scene.

“I wanted to add some finishing touches with a blo pen,” said Angela. “It really adds detail.” Then Angela chuckled and added, “But, every time I tried to use the blo pen, I started getting woozy and light headed. I didn’t want to pass out in the ring.”

After time is up for the actual grooming portion of the contest, each competitor has the opportunity to do a presentation; complete with props, music, assistants in costume, and more. Angela’s friend, Lori Craig, took off work and flew in from Oklahoma to help with her presentation. Angela’s dad, Norman, didn’t know until moments before he was to put on his costume that he would be wearing a loin cloth. By then it was too late to back out.

The *People’s Choice Award* is chosen by the applause of the



Sandra Hartness “El Chupa Cabra” wins second place in the Groom and Kennel Expo Creative Styling Contest.

audience. Every seat in the auditorium was filled with excited attendees who had watched the competition from start to finish. Even more stood shoulder-to-shoulder to cheer for their favorite contestant. Now they would choose their winner.

The crowd roared their approval and thunderous applause rocked the building when they viewed Angela’s entry.

“When they called my name as the *People’s Choice Winner*, I was ecstatic,” says Angela breathlessly. “I started crying and hugging my dog and my dad. Everything else just went away.”

Angela had done it! Finally, she would be on the cover of *Groomer to Groomer!*

Then it was time for the judges to announce their placements. Would Angela add yet another victory this day?

“When they announced the Third



Myra Macias’ creation transforms from a car to a dog to take third place in the Groom and Kennel Expo Creative Styling Contest.

and Second Place winners, I got really nervous,” shares Angela. “There were lots of good looking dogs left on that stage. It was hard to tell how it was going to end up.”

The room erupted with wild applause and cheers as the judges presented the First Place trophy to a thrilled Angela Kumpe. Angela had put the icing on the cake with her First Place win.

What an accomplishment! What a weekend. What an amazing gal. That’s Angela Kumpe – Champion of Creativity!



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REQUEST READER SERVICE #6148

Photos by Animal Photography

groomertogroomer.com



BY CHUCK SIMONS

The countdown to summer is here and we are looking forward to the return of our seasonal customers. Many live in New York or Philly and will begin their weekly trek to the Jersey Shore. Many are "snowbirds" returning home from their condos in Florida. But wherever they are from, they are a welcome sign that our busiest time of year is almost here.

In this month's SAGE Advice, I would like to discuss some of the many ways you can increase production, improve your salon or grooming shop, and increase your profits. Remember that YOU

are the Champions of the industry and deserve the best!

Dear SAGE,

Is there a way to cut down on the noise from my dryers? I had read somewhere about putting the dryer in another room. Can you explain this?

Dear Noisy,

Yes! There is a solution and we have done this with the *K9-II Dryers* (Reader Service Card #6083) that we use in the Pet Salon, as well as the internal vacuum system. You start by mounting the dryer in an isolated room such as a utility closet. You must install 1.5" PVC pipe either through the wall or in the ceiling to where you are planning to use the dryer hose in your shop.

Instead of the dryer being connected directly to the dryer hose, it is going to connect to the PVC pipe and that pipe is going to bring the forced air to your dryer hose.

You will next need an electrician's help to install a switched 20-amp circuit to the plug where the dryer is now located. Install the switch in the drying area and mount a garden hose holder to hang the dryer hose on. Now you have a "quiet" built in dryer.

Just remember to clean and change the filters regularly, as they say, "out of sight is out of mind."

Dear SAGE,

Lately many of our dogs that need to be muzzled have gotten smart and know how to snap and jump at the right time so we can't get them on. Are there any muzzles that are easier to get on a dog – especially the dogs that know how to fight it? We have actually sent dogs

home because we can't get the muzzle on.

Dear Muzzle Shy,

I have found in my experience that most dogs are "muzzle shy" and "muzzle smart".

This means that you might be able to get the muzzle on the first time, but try it the second time and they will bite. We try to avoid muzzle use by using an Elizabethan collars (e-collars) and – of course – the *Groomers Helper*. These solutions are less obtrusive and more comfortable to the pets than muzzles.

However, for our own safety, we will still use a muzzle in rare cases in conjunction with the *Groomers Helper* making it easier to put the muzzle on from behind. The more comfortable you keep the pet, the less likely they are to struggle and bite.

Dear SAGE,

I am getting very frustrated with my grooming table. It has vertical grooves on the top that makes it difficult to clean. I do not have the money for a new table, and I am actually very happy with the current table other than the cover. Is there anything that I can use to re-cover the table?

Dear Groovy,

Here is something you can try to solve your problem. If you get a new mat with the same vertical grooves and turn it upside down, the grooves will fit into each other and the top mat will not move. Now, the top of the mat will be flat with no grooves, making it easier to clean.

Continued on next page

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REQUEST READER SERVICE #6149

Dear SAGE,

I had a dog today that was a month overdue and had severe matting around the neck, head, shoulders, rear, stomach and behind the ears. Even with shampoo, conditioner and ruff out it took 25 minutes to de-mat these areas while stretch drying. What's the longest time I should spend to de-mat a dog?

Dear De-mat,

Keeping your customers in longer coats promotes more frequent grooming, which equals more profits. For groomers who offer de-matting and want to put that dog back into top condition (and not shave), try these techniques.

First, determine whether the mats are "pack-matted." Pack-mats absolutely have to be shaved off. Also, what is the physical condition of the dog? Will the animal be able to stand for the extra brushing and de-matting time?

Try to break out the matting and undercoat in the tub with consecutive baths. I recommend using *Ultra Wash* and *Ultra Plenish Conditioner* from *Best Shot* (Reader Service Card

#6084), as it is my experience that these products help tremendously. Multiple washes will break out the undercoat and dissolve some matting.

Using a high velocity force dryer, such as a *K9-II* from *Electric Cleaner Company* (Reader Service Card #6083), close to the skin will blow the mats right out. During the last minutes of drying, I recommend using a detangler such as *Ultra Vitalize* by *Best Shot* (Reader Service Card #6084) or *Pro Groom* by *Lambert Kay* (Request Reader Service #6085).

Finally, you should consider the quality of your brushes and de-mat tools and look at companies such as *Les Poochs* (Request Reader Service Card #6086) and *Oster* (Request Reader Service Card #6087). We have found that using these techniques cuts the backbreaking and wrist-aching struggle of de-matting by as much as 50%.

I recommend that you charge an average of \$80 an hour for de-mat

services. I will often try to talk the customer into a shorter "pet clip" if mats continue to be a problem. And if the customer cannot brush the dogs themselves, I will request that they come in between grooms for a brush out. The combination of de-mat charges and more frequent visits can ultimately convince the owner to keep the pet in a cute short pet clip.

Remember, it is time to get ready for the summer rush so visit a grooming trade show near you to stock up on quality grooming supplies. I hope to see you there.

Chuck Simons is the inventor of Groomers Helper, the leading pet safety and positioning system for professional groomers. When he is not traveling to grooming shows, he can be found at The Pet Salon in Margate, NJ. You can contact Chuck by emailing chuck@petshots.com or calling 866-987-2426 if you are in need of SAGE Advice. Visit www.sageadvice.biz. SAGE Advice is a registered trademark of The Pet Salon, Inc.



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Atlanta Pet Fair Review

The Atlanta Pet Fair was held recently and offered 98 lectures by 42 of the industry's top speakers for management, stylist, prep tech, and mobile.

The descriptive term "Official Groomer's Spring Break" was added to the show's name in 2009 due to the antics of some of the attendees at the 2008 show. It was determined that Groomers come to Atlanta to shop and learn, but even more so to network with their peers and have a good time before, during, and after the show closes each day!

The Spring Break Hospitality Party kicked off the show Thursday evening, featuring the infamous "Green Hat Competition." This year's competition boasted nineteen entries! Groomer creativity was "over the top" and unmatched fun

for all. The *Kenchii Fusion Party* on Friday evening made everyone feel like dancing! It featured dance performances, DJ, hors d'oeuvres, and surprise gifts for 50 lucky winners. "Cat Walk Creative Styling" was introduced this year and followed the *Best In Show Awards Ceremony* Saturday evening. Competitors walked the runway and had their designs spotlighted to the delight of the audience.

The *Atlanta Pet Fair* hosted the World's Largest Pet Styling Competition for the third year in a row with 204 *GroomTeam* sanctioned entries and thirty-one Special Class entries. They have applied for recognition in the Guinness Book of Records!

Plans are under way for the 2010 show, scheduled for March 4-7, at the Hilton Atlanta Airport Hotel.



(L-R) Ann Stafford, Show Producer; Marea Tully, Andis Clipper Co.; Kendra Otto, Best In Show Winner; Vero Dasylyva, Judge

Brian Rickard, Perpetual Photography



(L-R) Best All Around Winner Lindsey Berry; Suesan Watson, Wahl Clipper Co. Rep.



(L-R) Monica Rear, Ann Martin, Isle of Dogs Reps.; First Place Catwalk Creative Winner Angela Kumpke; Dawn Omboy, and Jorge Bendersky, Judge



(L-R) Judge, Dawn Omboy; First Place Creative Styling Winner, Lori Craig; Diane Betelak, Judge

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GROOM AND KENNEL EXPO 09

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Wendy Rodriguez



ANDIS GroomOlympics Best in Show
Jackie Boulton
with Representatives
(L-R) Pete Carroll and Marea Tully



Level 1 • Best in Show
Blancy Torres

Photos by Animal Photography

The Pasadena Convention Center was home to the largest, most successful *Groom & Kennel Expo* in history. Over 2,600 attendees gathered in February 2009 for the educational and trade show event. Pet professionals were greeted by over 70 exhibitors in nearly 100 booths with new, innovative tools and tips to boost their business.

"*Groom & Kennel Expo* exceeded all our expectations! We went from 1800 to 2650 attendees in one year. A 44% increase in attendance! We moved our show into the Pasadena Convention Center and it was good we did. Our last facility would not have been able to handle the huge crowd," says Sally Liddick, show organizer.

Groom & Kennel Expo 2009 offered a large selection of seminars on grooming, training and business skills. Top industry speakers included: Teri DiMarino, Hayley

Keyes, Linda Easton, "Groomer Has It" stars; Will Comparisi and Kathleen Sepulveda, Donna Owens, Tim Prior, Chris Pawlosky, Missi Salzberg, Judy Hudson, Marlene Romani, Kathy Rose, Mike Mailman and Curtis Hanvey.

Groom & Kennel Expo 2009 featured exciting grooming competitions throughout the weekend. *Nature's Specialties* presented the *Winner's Circle Tournament*. First place winner, Tammy Colbert of Huntington Beach, Ca., received \$2,500.

The *Andis World Cup Grooming Games* included five classes: *Lambert Kay Sporting Breeds, Grooming Business Terriers and More, Petco All Other Purebreds, Pet Boutique & Spa Salon (Freestyle)* and *Conair Poodle* classes. Each class consisted of three skill levels.

Andis awarded *Best in Show* winners in all three levels. *Andis World Cup Grooming Games* Cham-

pion was Jackie Boulton of Calgary, Canada. She received \$3,000. Level 2 Best in Show winner, Wendy Rodriguez of Watsonville, Ca. was awarded \$1,500; and Level 1 Best in Show winner, Blancey Torres of Miami, Fl. was awarded \$750.

The entertaining *Groomer to Groomer Creative Styling Contest* turned out such creations as the "Transformer Dog" and "Hannah Dogtana." First Place and People's Choice winner, Angela Kumpe, was awarded \$2,500 for her "In the Jungle" creation.

New this year was *The Crazy Model Dog Contest*. This "no rules" competition highlighted traditional grooming designs as well as outrageous style on yarn model dogs. Show attendees were able to cast ballots. All funds raised were donated to the *Gifts of Love International, Inc.* First place winner, Annett Whitelum of Australia was

Continued on page 50

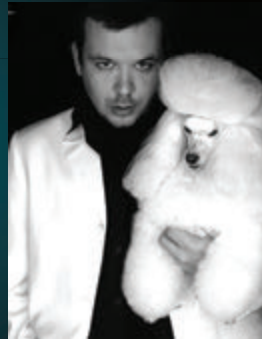
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Championships*

Groom and Kennel
Expo Review
Continued from page 48

awarded \$1,000 in prize money.

This year *Groom & Kennel Expo* hosted the *Off Lead & Animal Behavior Training Workshop*. The two day event presented by Gary Wilkes featured hands-on puppy demonstrations to offer additional skills to training professionals.

Additional show highlights were: The *Mobile Round-up*, featuring open access to browse on-site mobile grooming vans; *Gifts of Love Silent Auction*, offering thousands of pet industry products to the highest bidder. Proceeds from the auction were donated to *Gifts of Love International, Inc.*

For information on next year's **Groom & Kennel Expo, February 18 - 21, 2010**, visit www.GroomExpo.com or call (717) 691-3388.

Continued on page 53

Groom & Kennel Expo 2009 Competition Results

(BIC) Best In Class, (T) Technical, (P) Profile, (D) Difficulty

ANDIS WORLD CUP GROOMING GAMES CHAMPION

JACKIE BOULTON

Level 2 • Wendy Rodriguez

Level 1 • Blancy Torres

NATURE'S SPECIATIES Winner's Circle Champion

Tammy Colbert

BARKLEIGH Creative Styling Contest

Angela Kumpe "In the Jungle", Sandra Hartness "El Chupa Cabra",

Myra Macias "Transformer Dog"

People's Choice: Angela Kumpe "In the Jungle"

CONAIR Poodles

Level 3: (BIC) Jackie Boulton, Irina Pinkusevich, Christina Hankins; Level 2: (BIC) Catherine Opson, Yumiko Nakamura; Level 1: (BIC) Tracy Endicott, Chris Jackson, Sandra Hartness

LAMBERT KAY Sporting

Level 3: (BIC) Michell Evans, Carol Hoover, Deanise Stoops; Level 1: Kathleen Donahue

GROOMING BUSINESS Terrier

Level 3: (BIC) Tammy Colbert, Janet Lostale, Christina Hankins; Level 2: (BIC) Deborah Ryan, Sachiyo Kitatani, Randae Bither; Level 1: (BIC) Lisa Nixon, Allan Roston, Blancy Torres

PETCO All Other Purebreds

Level 3: (BIC) Christina Hankins, Michell Evans, Janet Lostale; Level 2: (BIC) Wendy Rodriguez, Catherine Opson; Level 1: (BIC) Blancy Torres, Andrew St. Jean, Casandra Montour

PET BOUTIQUE AND SPA

Salon Freestyle

Level 3: (BIC) Michell Evans; Level 2: (BIC) Randae Bither, Yukiko Ogawa, Catherine Opson; Level 1: (BIC) Lisa Jury, Ayano Itoh, Jennifer Nixon

Barkleigh Productions Crazy Model Dog

Annett Whitlum, Jeanie Parnprome, Catherine Opson

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GROOM EXPO

'09 and Animal Behavior Conference

Show Ring Seminars, Nash Salon Series, Groomer Has It Stars, Animal Behavior Conference, Dog Art Show, 80's Opening Party scheduled for the Super Show in Hershey!

Groom Expo 2009 will be held **Sept. 17-20 in Hershey, Pa.**, Chocolate town, U.S.A.! The Hershey Lodge, Hershey, Pennsylvania will again be the home to this huge trade and educational show event.

Last year nearly 4,400 petcare professionals and 178 exhibitor booths attended. Grooming contests, mobile and special events were included as well as educational seminars on grooming, animal behavior, boarding, mobile grooming, retail, breeding, training and pet daycare.

Educational seminars will be offered by top industry speakers; Lisa Leedy, one of the top groomers from *Groomer Has It*; Berno Bekebrede of the Netherlands; Teri DiMarino; Kathy Rose; Kim Raisanen; Linda Easton; Bob Harris; Ralph Idhe; Joe Zuccarello and Canadian Groomer Editor, Lauren Osbourn. The popular *Nash Salon Series* will also be held.

Debuting this year, Shirlee and Larry Kalstone, and Frank Sabella will present *Show Ring Seminars* featuring Peter Green, Margery Good, Sasha Riess, Loretta Marchese, Sarah Hawks and Mario DiFante. Topics will focus on success in the show ring.

Educational seminars on animal behavior and management will be of-

fered by international behaviorist, Martin Deeley.

An event highlight will be *Groomer Has It Season II* stars of the popular reality show! Of course, *Groom Expo 2009* will host exciting grooming competitions with generous cash awards. *PETSMART* is the *Best in Show* Sponsor.

Groom Expo 2009 will also offer fun, networking events. New this year will be an *80's Party* with a live band. More entertainment will be the *Dancing with the Dog Stars Contest* showcasing the talents of *Canine Freestyle* competitors. A *Crazy Model Dog contest*, *Silent Auction*, *Dog Art Sale*, and *Creative Grooming Contest* will be included.

"New this year is a *Pet Services Career Seeker* program to introduce

participants to the variety of opportunities in our industry," says show producer, Sally Liddick. "We will offer the gamut of opportunities by industry insiders in short sessions so that participants understand the education, income opportunity, educational requirements and more needed to become a groomer, kennel operator, mobile groomer, day care operator and more."

The *Mobile Round-up*, *Puppy Playground* and more are also included. Add-on programs such as the *Brusher Bather Certificate* program, *IPG Certification*, *Amish Fling Bus Tour* and a *Kennel Bus Tour* and more will be available.

For a program book, contact Barkleigh Productions at (717) 691-3388 or go to www.groomexpo.com.



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NEW PRODUCT NEWS

ECO-FRIENDLY AEROSOL PET CLEANING PRODUCT

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and PVC-free silicone and conveniently collapse to less than half an inch, making them great space-savers and easy to pack. They are ideal for pets "on the go" and are available in a variety of bright colors. *ARM & HAMMER Disposable Waste Bags & Dispenser* is a new way to "pick up" after your pets. They can be used at home or traveling. The dispenser is designed to attach easily to a leash, bag or belt loop and the extra large reinforced bags are infused with baking soda and lavender to naturally eliminate odors. *Request Reader Service Card #5967.*

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The *Safety Turtle* system for pets consists of a small, color-coded *Turtle Sensor* that attaches to the pet's collar, and a wireless base station that can be positioned anywhere from 200 to 1500 feet away depending on model. When the pet falls or ventures into the water, an alarm sounds at a house or boat from the base station; allowing immediate response to the distressed animal. One Base Station works with any number of pets



having the same color of *Turtle Sensor*. Rain or ground moisture doesn't set off the alarm. Unlike pet life jackets and other similar items, *Safety Turtle* can be worn by pets at all times. *Request Reader Service Card #5969.*

PAWSBY POOPATROLLER



New *Pawsby PooPatroller* is a concealed pooper scooper covered with a biodegradable bag, an attached 100% hemp leash and collar, an attached 5 LED crank flashlight, and a removable water bowl in an art design unit made in the USA from recycled plastic. The dog walker controls the dog and the unit with one hand. The other hand uses the scoop covered with a biodegradable bag to collect the waste. The scoop is returned to

Continued on page 58

SILICONE TRAVEL BOWLS

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GROOM AND KENNEL EXPO 09

CONTEST RESULTS

LAMBERT KAY Sporting Breed Tournament with Hilery Zusi, Grooming Show Representative



Level 3 Expert Best in Class • Michell Evans



Level 1 Novice Best in Class • Kathleen Donahue

Photos by Animal Photography

CONAIR Poodle Tournament



Level 3 Expert Best in Class • Jackie Boulton



Level 2 Intermediate Best in Class • Catherine Opson



Level 1 Novice Best in Class • Tracy Endicott

Photos by Animal Photography

GROOMING BUSINESS Terrier Tournament



Level 3 Expert Best in Class • Tammy Colbert



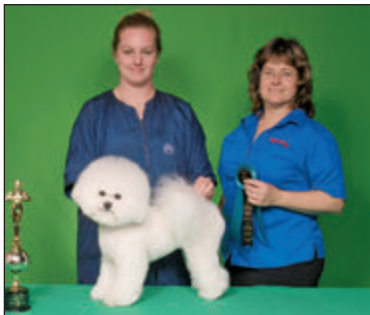
Level 2 Intermediate Best in Class • Deborah Ryan



Level 1 Novice Best in Class • Lisa Nixon

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PETCO All Other Purebreds Tournament with Christy Van Cleave, Grooming Training Area Coordinator



Level 3 Expert Best in Class • Christina Hankins



Level 2 Intermediate Best in Class • Wendy Rodriguez



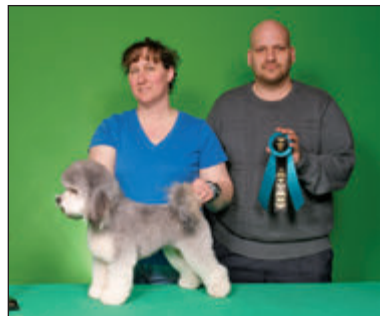
Level 1 Novice Best in Class • Blancy Torres

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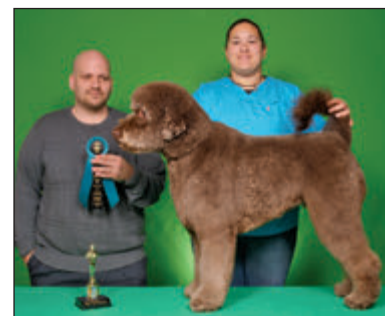
PET BOUTIQUE AND SPA Salon Freestyle with Todd Shelly, Groomer To Groomer Editor and Maggie Gellers, Advertising Rep.



Level 3 Expert Best in Class • Michell Evans



Level 2 Intermediate Best in Class • Randae Bither



Level 1 Novice Best in Class • Lisa Jury

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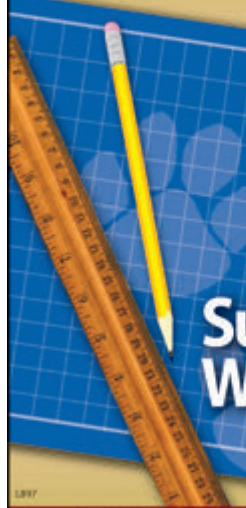
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#500	100 Giant Klip Kards \$13.75
#501	500 Giant Klip Kards \$59.95
#502	1000 Giant Klip Kards \$99.00

Giant Klip Kard - Colored • 5" x 8"	
<i>Indicate Color Choice: Lavender, Pink, Blue, Yellow or Green</i>	
#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** **REMINDER SENT**

LAST FIRST HOME PHONE

CELL PHONE

WORK-AR

WORK-MRS

EMAIL

REFERRED BY

BREED SIZE M F NEUT

NAME COLOR BIRTHDATE

VET PHONE

MEDICAL PROBLEMS

ALL THAT APPLY

EASY BURNS EASILY CLIP \$

FAIR BLIND CLIP \$

DIFFICULT DEAF

BITE ARTHRITIC

CAGE SOLER DIABETIC

NOISY EPILEPTIC

SHY AGGRESSIVE WITH

CHECK ANALS PEOPLE ANIMALS

CHECK EARS MOLES, WARTS, ETC.

BARK MEDIUM KLIP KARD © 1987 - BARKLEIGH PRODUCTIONS INC. • (717) 691-3388 • Fax: (717) 691-3387 • www.barkleigh.com

Medium Klip Kard

This 4" x 6" 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"	
<i>Indicate Color Choice: Pink, Blue, Yellow, Green or Lavender</i>	
#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

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



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09-10 CALENDAR OF EVENTS



ALASKA PET PRO CRUISE 2010

May 2010
(717) 691-3388
info@barkleigh.com
www.barkleigh.com

BAHAMAS PET PRO CRUISE 2010

Baltimore to the Bahamas
1/17/2010 – 1/24/2010
Baltimore, MD
(717) 691-3388
info@barkleigh.com
www.barkleigh.com

HAWAII PET PRO CRUISE 2011

(717) 691-3388
info@barkleigh.com
www.barkleigh.com

ARIZONIA

SUPERGROOM 2009

Featuring Ryan's Pet Supplies Open House

10/9/2009 – 10/11/2009
Mesa (Phoenix Area), AZ
(717) 691-3388
info@barkleigh.com
www.groomexpo.com

CALIFORNIA

GROOM AND KENNEL EXPO 2010

2/18/2010 – 2/21/2010
Pasadena, CA
(717) 691-3388
info@barkleigh.com
www.groomexpo.com

FLORIDA

NDGAA "Fun in the Sun"

10/30/2009 – 11/1/2009
Kissimmee, FL
(724) 962-2711
ndga@nationaldoggroomers.com
www.nationaldoggroomers.com

ILLINOIS

All American Grooming Show

8/13/2009 – 8/16/2009
Wheeling, IL
(847) 364-4547
aagrmgshow@wowway.com
www.aagrmgshow.com

Pet Industry Christmas Trade Show and Educational Conference

10/2/2009 – 10/4/2009
Chicago, IL
(312) 663-4040
hhbacker@hhbacker.com

IOWA

Iowa State Professional Dog Groomers Midwest Groom Fest

10/16/2009 – 10/19/2009
marshalltown, IA
(319) 372-5360
peavinelanepetspa@yahoo.com
www.iowaprofessionaldoggoomers.com

KENTUCKY

PETQUEST 2009

(Cincinnati OH area)
7/23/2009 – 7/26/2009
Ft Mitchell, KY
(717) 691-3388
info@barkleigh.com
www.barkleigh.com

ANIMAL BEHAVIOR CONFERENCE WITH GARY WILKES

In conjunction with PetQuest 2009
(Cincinnati OH area)
7/24/2009
Ft Mitchell, KY
(717) 691-3388
info@barkleigh.com
www.barkleigh.com

PUPPY TRAINING AND CLICKER WORKSHOP WITH GARY WILKES

In conjunction with PetQuest 2009
(Cincinnati OH area)
7/25/2009 – 7/26/2009
Ft Mitchell, KY
(717) 691-3388
info@barkleigh.com
www.barkleigh.com

MARYLAND

PET PRO CRUISE

Baltimore to the Bahamas
1/17/2010 – 1/24/2010
Baltimore, MD
(717) 691-3388
info@barkleigh.com
www.barkleigh.com

NEVADA

SuperZoo

9/15/2009 – 9/17/2009
Las Vegas, NV
www.wvpsa.com

NEW YORK

Pet Fashion Week

8/22/2009 – 8/23/2009
New York, NY
(401) 331-5073
petfashionweek.com

RHODE ISLAND

NEPGP

11/6/2009 – 11/8/2009
Warwick, RI
(508) 799-5236
info@nepgp.com
www.nepgp.com

PENNSYLVANIA

GROOM EXPO 2009

9/17/2009 – 9/20/2009
Hershey, PA
(717) 691-3388
info@barkleigh.com
www.groomexpo.com

CANADA

Canada Grooms

6/14/2009 – 6/15/2009
Oakville Conference Center
Oakville Ontario
(800) 268-3716
www.canadagrooms.com
canadagrooms@petsupplyhouse.com

To list your event, send it to
sally@barkleigh.com

2009 Calendar

PetQuest 2009

Groom • Board • Boutique

(Cincinnati OH area)
7/23/2009 – 7/26/2009
Ft Mitchell, KY

Groom Expo 2009

9/17/2009 – 9/20/2009
Hershey, PA

SuperGroom 2009

Featuring Ryan's Pet

Supplies Open House

10/9/2009 – 10/11/2009
Mesa (Phoenix Area), AZ

2010 Calendar

Bahamas Pet Pro Cruise

1/17/2010 – 1/24/2010
Baltimore, MD

Groom & Kennel

Expo 2010

2/18/2010 – 2/21/2010
Pasadena, CA

Alaska Pet Pro Cruise

May 2010

PetQuest 2010

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

Groom Expo 2010

9/9/2010 – 9/12/2010
Hershey, PA

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www.groomexpo.com
www.off-lead.com

Proverbial Wisdom

*The world's poorest credit risk
is the man who agrees to
pay a stranger's debts*

Proverbs 27:13

The Living Bible

the unit for the discrete transport of waste out of public view. *Pawsby PooPatroller* is lightweight, compact, convenient, hygienic and earth friendly. *Request Reader Service Card #5970.*

HAPPY HOODIE

Zoni Pets, LLC. announces the release of *Happy Hoodie*, a soft, expandable, lightweight, safe, comfortable band that provides relief and protection from HV drying. *Happy Hoodie* calms and protects pets by securing a pet's ears to its head, blocking out the painfully loud noise and forceful air. A calmer pet contributes to a safer



environment and saves groomers time and frustration. *Happy Hoodie* is available in two sizes to accommodate all breeds, is fully washable, and can last through hundreds of uses. *To learn more request Reader Service Card #5971.*

environment and saves groomers time and frustration. *Happy Hoodie* is available in two sizes to accommodate all breeds, is fully washable, and can last through hundreds of uses.

PARVO SCRUB VETERINARY DISINFECTANT & CLEANER

New Parvo Scrub prevents the spread of bacteria and potentially fatal diseases, like Parvovirus and Feline Leukemia, to the animals in your care. Ideal for everyday use in clinics, kennels, and grooming parlors for cleaning any contact surface. Just 8 ounces per gallon of water is effective against Canine Parvovirus (CPV), Minute virus of Mice and more. Daily cleaning with just 2 ounces of *Parvo Scrub* helps eliminate spread of other mammalian viral diseases like: Bovine Viral Diarrhea, Canine Distemper, Canine Coronavirus, etc. Available in ready-to-use quarts or gallon concentrate. Visit www.parvocrub.com for a complete list of viruses treatable by this product. *Request Reader Service Card #5975.*

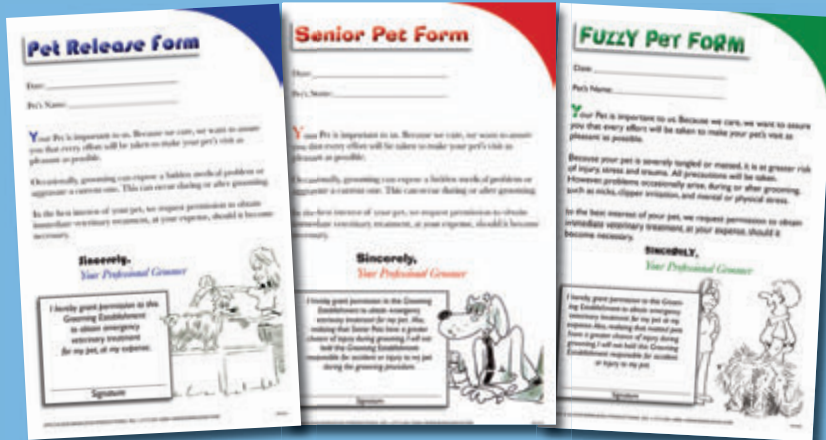
QUADRUPED INTRODUCES TWO NEW SKUNK PRODUCTS

Quadruped releases two new products: *Skunk Deodorizer Dirty Dog Shampoo*, eliminates skunk and pet odors by neutralizing, not



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



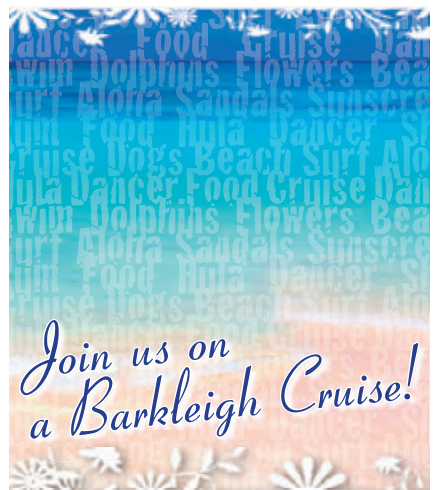
#6144 - Bather Tip Sign

A light-hearted way to say gratuity is appreciated!

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



Hawaiian Cruise 2011



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www.Barkleigh.com

W1291

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W1360

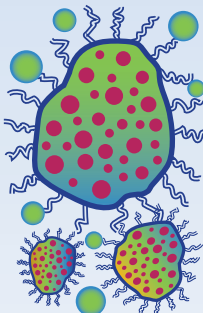
REQUEST READER SERVICE CARD #6167

REQUEST READER SERVICE CARD #6168

Zoonotic Diseases

What You Don't Know CAN Hurt You!

Featuring
Dr. Boyd Harrell, DVM



Educate yourself in this critically important area of pet health to protect yourself, your clients and their pets!

DVD VIDEO Recorded **LIVE** at **GROOM EXPO**

L1357

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REQUEST READER SERVICE CARD #6169

masking. This quick rinsing and quick drying shampoo's deep cleansing formula cuts through dirt and grease without stripping coats of natural oils. Botanicals help soothe and moisturize skin while conditioning coats. The product is gentle on bather's hands. *Skunk Deodorizer and Odor Eliminator Spray*, eliminates skunk, pet and other offensive odors while leaving a clean fresh scent and can be used to prevent bringing skunk odors indoors by spraying pet before bringing into home. Request Reader Service Card #6059.

DOGOSCOPES



DogOscopes, a zodiac guide to the souls of our pooches, introduces its whimsical line of astrology-inspired pet accessories. New pet ID tags feature colorful, artistic representations of the twelve signs of the zodiac. *DogOscopes 13th* design, *Ruffscue the Rescue*, is dedicated to rescue pups everywhere and promotes and encourages the practice of dog rescue and adoption. Highly durable, the front of each tag is protected with a clear epoxy coating and a smooth back for easy engraving. Packaging comes complete with doggie horoscopes and a list of personality

characteristics unique to your furry friend's sign. \$1 from the retail sale of each charm goes to support canine related causes. Request Reader Service Card #6063.

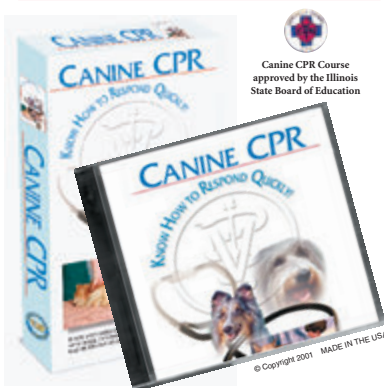
TOP TEN T-SHIRTS



Barkleigh Productions now offers T-shirts for groomers! Our favored Top Ten Poster is now featured on T-shirts. "Top Ten Reasons Why It Costs More To Get Your Pet Groomed Than Your Own Haircut!" includes humorous one liners ranging from: 10. Your hairdresser doesn't wash and clean your rear end. to 1. The likelihood of you pooping on your hairdresser is pretty slim. These fun and sassy T-shirts will surely add a chuckle to your customer's day! Available in Black, Brown and Pink, sizes: small - xlarge.

For more information, request Reader Service Card #6067.

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

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REQUEST READER SERVICE CARD #6170



DIGITAL GROOM-O-GRAM is customized for YOUR business. Each digital Groom-O-Gram displays all your business information, plus a link to your website.

- Send link to local pet groups
- Ask clients to send to fellow pet owners
- Email as a blast to your clients
- Email individually to each client
- Paste the link on your website

HOW DOES IT WORK? IT'S EASY!

When the newest Groom-O-Gram is available, we will send you a link to your custom Groom-O-Gram. You can forward the link to your customers to read with your business info displayed at the top. Customers will love the extra attention!

www.barkleigh.com/egog

REQUEST READER SERVICE CARD #6172



- Saves time
- Full color
- No Postage

W1340

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.



(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.

(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



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.



After Grooming



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.

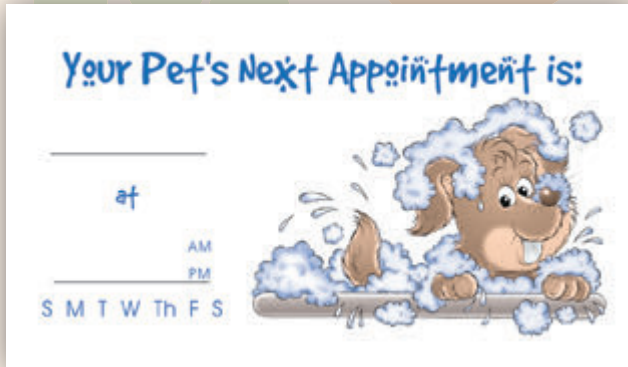
I should be groomed in _____ weeks.

My next grooming appointment is:

_____ at _____

Indicate Pink, Blue or Tan!

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

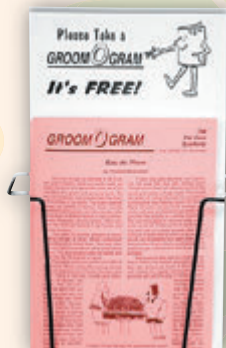
Sizes range from 2-3/4" to 4-1/2". Great for breed club treats, fundraisers, sandwich cutouts, treats for your customers' pets or kids, dough ornaments, and more. Dog Bone Recipes included FREE!

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

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Margery Good, Sasha Reiss, Loretta Marchese,
Sarah Hawks, Mario DiFante** and Lots More!

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W1362



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LISA LEADY
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"Using quality products is one key to being successful, using Wahl helps me be more efficient."



JUDI CANTU
Certified Groomer

"My Wahl delivers the power I need to get through tough jobs all the while keeping my blade & clipper cool to the touch."



DANELLE GERMAN
Certified Feline Master Groomer

"Customers can request some pretty creative designs on their pets. Thankfully Wahl allows me to safely and efficiently clip cat hair."



JAY SCRUGGS
Certified Master Groomer

"Wahl has the most versatile clippers."



SUE ZECCO
Certified Master Groomer

"I've used Wahl products for years and Wahl continues to deliver outstanding product and service."



ANNETTE QUICK
Certified Master Groomer

I love the new Wahl Stainless Steel Snap-On Combs. They cut through the coat more like a blade than the plastic combs. They make my life easier by minimizing my scissor work and giving me a great finish!

WAHL Xtreme Stylists

Travel to a Professional Pet Trade Show and stop by the Wahl booth to view and try out Wahl's quality product line.



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- ✓ Ultra Smooth Operation
- ✓ 58-62 Rockwell Hardness
- ✓ Convex Hollow-Ground Premium Sharp Edge
- ✓ Blue Dial Adjuster
- ✓ Comfortable, Ergonomic Handle with Blue Finger Rings and Matching Replaceable Silencer
- ✓ All Shears Come in a Sleek, Hard Side Carrying Case Which Contains Scissor Oil, Extra Silencer and Polishing Cloth



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Limits May Apply.



PBPS65CB (\$99.95) \$84.95

PBPS65SB (\$99.95) \$84.95

PBPS7050T (\$119.95) \$101.95

PBPS75C (\$109.95) \$93.45

PBPS75S (\$109.95) \$93.45

PBPS85C (\$129.95) \$110.45

PBPS85S (\$129.95) \$110.45

www.RyansPet.com

These Prices Good Thru June 30, 2009

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