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"THE GROOMING INDUSTRY'S TRADE MAGAZINE!"

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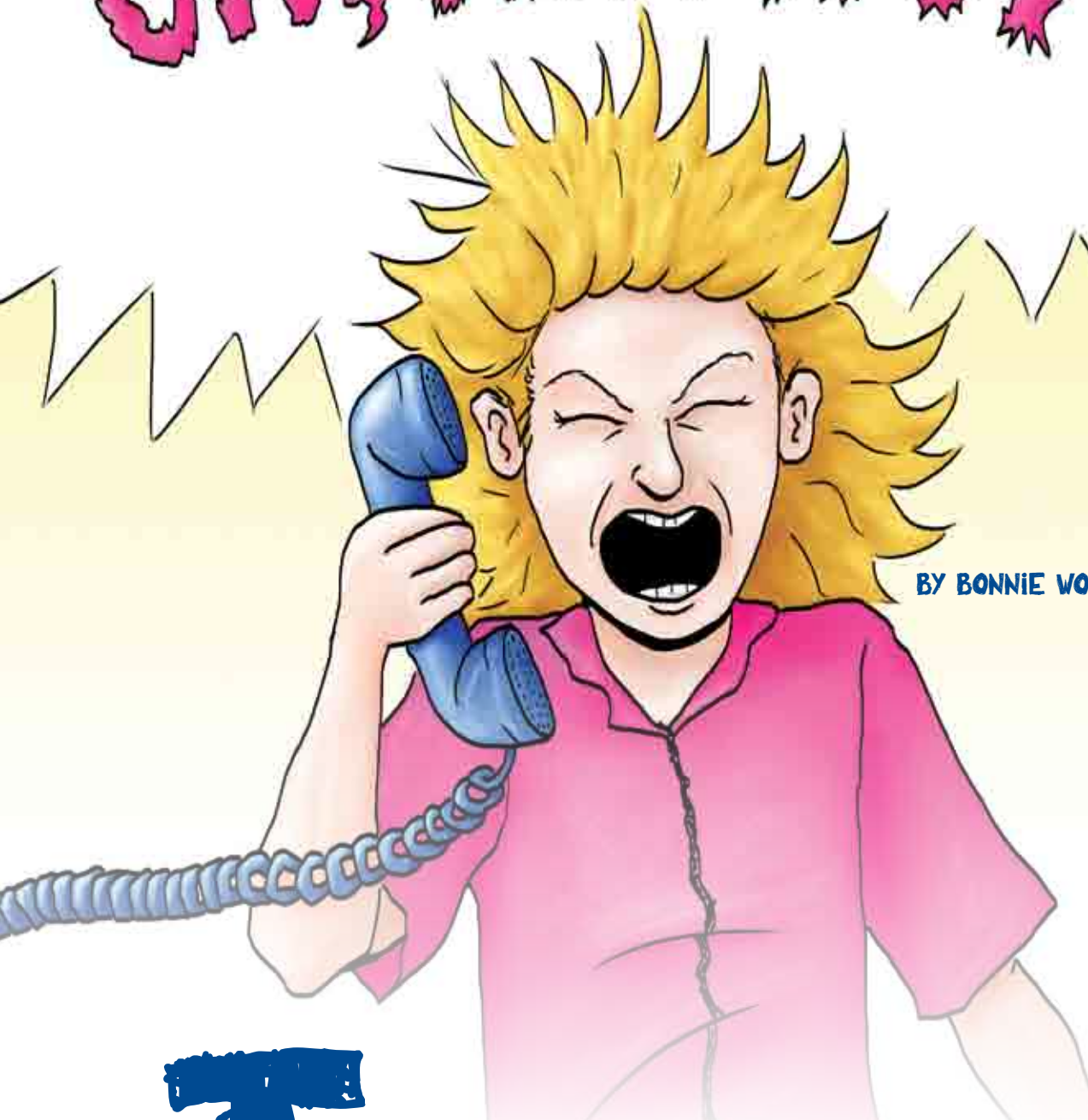
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ON THE COVER: Illustration by Lucas Colton

OH, HENRY!



BY BONNIE VONDERS-TRENT

T

hose of us who have been grooming for more than a couple years have had our share of customers who drop their dogs off and forget to pick them up. In fact, I even left my own dog at the shop years ago. Thank God it was my OWN shop. Yes, I will admit that I brought her in with me, groomed her, and put her

into a cage to wait patiently until I was done working for the day. In fact, she was a little too patient, as she never uttered a peep all day. Even when I was done and cleaning up, she never stirred.

I drove 11 miles home and was turning into the driveway when I looked into my rear view mirror and announced to her that

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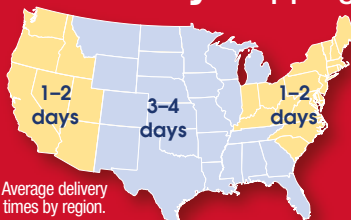
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Let me say, though, I had one MAD standard poodle. For days after that, she would have nothing to do with me. When I would try to get her to buddy up to me on the couch, I swear all I saw her do was whip me the “doggy dew claw.”

we were “home.” Well, at least one of us was home. It immediately came to me what I had done, and I called my husband, who was still at work.

“Do you have a key to the shop?” I asked him in a panic.

“Yes, why?” he responded.

“I left *Katrina* there. Run in and get her,” I told him. “Do it NOW,” I added.

“Why did you leave her there?” he asked in true husband fashion.

“Because I’m stupid,” was my quick

reply. He was only a mile or so away from there, so she didn’t have to wait much longer.

Let me say, though, I had one MAD standard poodle. For days after that, she would have nothing to do with me. When I would try to get her to buddy up to me on the couch, I swear all I saw her do was whip me the “doggy dew claw.” Rightly so, she had really gotten insulted. From that day on, however, Katrina would start carrying on like a maniac the minute the

last customer left so that she wouldn’t be left behind. It never happened again. All this occurred when I was only in my thirties, so my memory in my old age isn’t looking too promising.

Yesterday I had one of those days that made me flash back to that event of years ago. A regular customer, “Henry,” brought in his mini Poodle for his 9:00 appointment. He also has a Boxer that he was dropping off when he would pick up the Poodle. Promptly at 10:00, Henry arrived to exchange dogs with me. Bear in mind that Henry is in his 70s and is as hard of hearing as they come. So is his wife.

I did the Boxer and put her into a cage to wait for Henry to pick her up at 11:00. At 10:55, the boxer started barking. Eleven o’clock came and went... So did the next hour and the next one after that. The entire time this dog barked, howled, scratched at the cage door, and generally was

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throwing a fit. I tried letting her loose in the cage room, which didn't work, as she immediately began digging at the door. There was no other option that I could see.

I kept calling Henry's house, beginning at 11:30, and there was no answer for several hours. I was going nuts listening to this dog carry on, and the other dogs that were there for

grooming were getting stressed also. Finally at almost 3:00, I got an answer at his house.

"Henry, it's Bonnie. Did you forget about *Pup*?" I asked over the roaring of his TV in the background. "You need to come get her now. She's been barking non-stop for four hours," I added.

"No, she's not here," he said.

"I know. She's with me at the

grooming shop. This is Bonnie at *Wonders Sassy Pup*," I said again as loudly as I could without actually yelling.

"Huh?" was his only response. I repeated myself. "No, she took the other car to get cleaned up. I don't know when she'll be back. You know how she is, and I know she's somewhere shooting the breeze with some old lady about somethin'," he said.

"No, not Shirley. Your dog, *Pup*. You dropped her off for grooming this morning, and she's still here," I told him.

"Who?" he asked.

"*Pup*!" (Now I was yelling.)

"Let me turn the TV down. I can't hear you too good," he said. Henry turned down the TV and got back on the phone. "Now who is this and what do you want?" he asked. "I can hardly hear you. There's a dog barking somewhere," he added.

"YES! That's your dog, *Pup*. You



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left her here this morning for grooming, and I think you forgot to pick her up!" I said, relieved to finally be able to get through to him.

"Oh, the wife was supposed to come get her, and I don't know where she is. She took the car to get cleaned..." He repeated the previous story. "I'll get the other car and come in for her right now," he said.

"I'd really appreciate it if you could get here soon," I said. I could feel my eyes bugging out like a Bulldog's.

It was almost 4:00 when he showed up. "I'd have called the wife, but she doesn't have a cell phone. I don't know where she is now, but I know she's yakkin' at somebody. She never knows when to shut up," Henry said. "She took the car to get cleaned," he added.

"Yes, you mentioned that," I reminded him as I handed him his dog's leash.

"Okay. Thanks, Buddy," Henry said

as he opened the door. Why he always calls me Buddy, I don't know. He gives me a gender complex sometimes when he does that. At any rate, the dog was gone, and once again there was peace in the valley. My head was thumping from all the barking, and I popped a couple aspirins.

Almost 20 minutes went by, and in came Shirley's daughter, who is about 50 years old. "I'm sorry we're so late. I'm here to get *Pup*," she said excitedly.

"Your dad just picked her up about 20 minutes ago. Did you forget about her?" I asked.

"No, no. We went out to the Vo-Tech school to get the car cleaned, and when they were done, the teacher was driving the car out to us and noticed that my cigarettes were gone. One of the kids stole them, and they had to do an investigation," she explained.

"You are kidding me, aren't you?"

I asked.

"Not one bit," she said. "The teacher drives your car into their shop. When he drove it back out, he saw they were gone. I told him just forget about it, and he said he couldn't. They had to take each of those kids into the office and question every one of them about it. We were there for four hours!" she exclaimed. "I'm so sorry," she said.

"I'm surprised you were able to get a hold of my dad. He turns on his shows at 11:00 and has the television on so loud that you can't hear yourself think. I'm surprised he even heard the phone ring. Not to mention that he's getting forgetful as heck. I can't tell you how many times he's forgotten my mom at the hairdresser's," she said.


I smiled, thinking back to *Katrina*. "It happens to the best of us," I said grinning. ☺

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JAPANESE FREESTYLE GROOMING DEBUTS AT *PetQuest*

by Kathy Hosler



WILMINGTON, OHIO

JUNE 20-23, 2013



IRINA PINKUSEVICH

It's new! It's exciting! It's super cute! What is it? It's the hottest new trend in pet grooming — Japanese Freestyle grooming, and Irina “Pina” Pinkusevich is sharing what it's all about in her four-hour seminar at *PetQuest* in Ohio on Thursday, June 20th.

“Plain and simple, it's a completely different style of grooming,” says Pina. “This is the first seminar about it in the United States. I will be demonstrating the new style and showing the techniques it requires.”

Pina traveled to Japan twice to study the fine points of this

style of grooming and has even judged Japanese Freestyle grooming competitions in Japan. “It's purely pet grooming but a different style,” says an upbeat Pina. “It's for groomers who want to separate themselves from the shop around the corner.”

There are several theories about how this trend started, but everyone agrees that the panda was the inspiration for Japanese Freestyle. “It's all about cuteness, it's all about round, and it's all about looking like a panda,” says Pina. “There must be hair on the bridge of the nose and bell-bottomed legs. The

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rest of the body length is fairly short and low maintenance.”

Japanese Freestyle grooming is not just for Poodles. Any breed you groom can sport the unique look. Schnauzers, Yorkies, Maltese, mixed breeds, and more can all be put into these adorable trims. In her seminar, Pina will show how this trend can be adapted to any dog, and she will show you how to put balance in every Japanese Freestyle groom you do.

“I will be demonstrating on two separate dogs during the seminar,” says Pina. “I will work on a curly coat and a drop coat so that everyone can see both coats done in the same style.”

Pina will demonstrate the techniques needed to achieve this de-

lightful look. She will talk about the importance of prep work, especially in the head and face area. She will have handouts with the history, the trends, and lots of pictures.

She will also explain the unique variations that can be done with Japanese Freestyle grooming.

“You can use a curling iron on the ears and tail to create spiral curls,” says Pina. “Or the ears can be teased up to make them look more like a panda.”

A very popular trend in Japanese Freestyle grooming is to add color to their ears, tail, and sometimes the feet to highlight the points. Permanent or temporary colors can be used.

In this must-see seminar, Pina will tell you how to introduce Japanese

Freestyling to your clients and how you can incorporate it in your everyday grooming. And she will explain why you should charge more for this style of grooming.

“Customers really like it,” says Pina. “The style is extremely cute, and cuteness is what most of our clients are looking for!”

Come to this first-ever Japanese Freestyle seminar on Thursday, June 20 from 1 to 5 p.m. and learn how to perfect these adorable clips. Give your customers something to rave about. ☺

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WHY THE DEAF DOG BARKS

BEHAVIOR | CLIPS
by Gary Wilkes



Bosco, the Great Dane puppy, doesn't listen to his owner. No amount of yelling or pleading can get him to respond to a single command. The reason for *Bosco's* seeming indifference is simple. It's not that he doesn't want to listen to his owner; it's because he can't hear. *Bosco* was born deaf.

Congenital deafness is not an uncommon problem for purebred dogs. Dalmatians, Boston Terriers, Cattle Dogs, Collies, Bull Terriers, and Shelties are just a few of the breeds that are known for this condition. While truly responsible breeders take every precaution to ensure the creation of healthy dogs, many dogs are the

result of random breeding. For the person seeking to buy or adopt a pet, failing to check for deafness can cause unexpected hardships and may ultimately end the relationship. I recently bought a Cattle Dog pup whose entire litter was checked for hearing prior to my purchase.

If a breeder is specifically concerned with this problem, it is common to test for deafness by making a loud noise and then observing the litter's reactions. While this may seem to be a foolproof method, there are inherent weaknesses to this casual examination. Dropping a large book may convince you that *Fido* actually heard a sound. In reality, he may have felt the vibra-

tion of the floor. Banging pots and pans together may also prove futile. A puppy that has spent its life devoid of sound often learns to scan constantly for visual cues. If the puppy perceives a subtle change in ambient light as you wave your pot and pan around, seeing shadows or movement in its peripheral vision may defeat the loud noise test.

The best way to check hearing is obviously with a neurological test. However, a behavioral test can be performed on the spot if you have a few minutes. The goal is to select a noise that the pups are unlikely to recognize and associate it with a pleasant consequence. A whistle or training clicker will work perfectly. To start the test,

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One of the first problems you will encounter is simple housetraining. Most people understand that you should take the puppy to the appropriate area and then praise him for correct elimination.

Hmmm... Now how are you going to do that?

take one of the pups to a relatively quiet room. Blow the whistle loudly. If the dog jumps out of his skin, he probably heard it. If there is no reaction, switch tools and click the clicker. Then give the pup a treat. It doesn't matter if the pup sees you use the clicker. After about 20 repetitions, put the pup back with the litter.

Now return the puppy to the quiet room and have an assistant waiting with the clicker. Let the puppy investigate the room for a minute or so, and

then get the pup to focus on you with a hand motion. Make sure that you keep the pup's attention away from your assistant. You can even have the assistant sitting facing the wall. Just make sure the pup cannot see the hand that clicks the clicker. When the pup is fully focused on you, have the assistant click. Watch the pup's reaction closely. A normal puppy should turn and look in the direction of the sound, or rotate one or both of his ears to try and locate the source. If a pup does

not respond, further testing may be necessary. If you are unsure about the animal's ability to hear, make sure the sale is not final until after a thorough veterinary exam.

If you should decide to buy or keep a deaf puppy, you will soon learn how much we depend on our sense of hearing. While it is easy to assume that your decision will merely require additional work and commitment, anticipating the reality of deaf pet ownership is more difficult. Once the pup is at home, the difficulties will become readily apparent.

One of the first problems you will encounter is simple housetraining. Most people understand that you should take the puppy to the appropriate area and then praise him for correct elimination. Hmmm... Now how are you going to do that? Your puppy can't hear verbal praise. Suddenly you have a big problem.



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Hand signals, a pleasant luxury for most owners, will become your primary means of communication. Before you can teach the pup where to eliminate, you must first teach a hand signal for “yes.” The process of teaching a “yes” signal is relatively simple. First, you give the hand signal, then you offer the puppy treats and physical affection. After 50 repetitions or so, the pup will learn to associate the hand signal with an earned reward, just like verbal praise. (I use a simple closed fist and then quickly shoot my fingers outward, exposing an open palm.)

Now that you have solved this critical first problem, you are ready to try again. This time, as the puppy finishes eliminating, you are prepared to offer your “yes” hand signal, but he is looking the other way. Unless you are quick, he isn’t going to see you signal and isn’t going to connect the treat

and affection with eliminating in the right location. Did I mention that hand signals don’t work very well at two in the morning? Use a flashlight shined on the ground. You will have to teach this separately.

Besides the difficulty of merely trying to praise your pup, another constant challenge will be getting your pup’s attention. You will not be able to “call” the dog in a conventional fashion. Until you create a signal connected with “attention,” your deaf puppy will not have a “name.” Outside of actually touching the pup, you will be unable to communicate.

For the inventive owner, technology can help make communication easier. Many people oppose the use of remote shock collars, but for a deaf dog, they are a marvelous training aid. Many of these devices have a vibration option that feels just like a pager going

off. You can use this to get your dog’s attention, even if it’s sleeping. My experience is that a dog that is fully engaged in an activity may not feel the vibration. Some collars have gradient shock that goes below the threshold of human sensation. These collars can be used to create a mild “pinch” that will work even if the dog is distracted.

If you or a client is contemplating raising a deaf dog, it helps to contact people who have already done so. Common misconceptions may lead you to believe that deaf dogs are more likely to become vicious or that the condition implies other brain abnormalities. For those dog owners who have successfully raised and trained deaf dogs, these concerns are meaningless. Any dog that is not properly socialized may learn to bite. Teaching a deaf dog is more often a matter of trying to keep pace with a focused animal that is not distracted by extraneous sounds.

If you noticed that I didn’t actually tell you why the deaf dog barks, it’s the most obvious answer of all — he’s a dog. He barks because he’s a dog. ☺

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See Missi's GroomerTV interview with Sandy Hook, CT groomer, Cori McNerney here:

<http://bit.ly/gtvcori>

“If there is a heaven, it’s certain our animals are to be there. Their lives become so interwoven with our own, it would take more than an archangel to detangle them.”

— Pam Brown

On the night before my wife’s birthday, I asked her, “Do you want to do sushi for your birthday? Then we can hit the store and find you a summer bag!” Understand that two of her favorite things in the whole wide world are sushi and shopping. However, she looked at me with kind of a sad expression and said, “I don’t really feel like celebrating. It just doesn’t feel right.”

This was just a week after the Boston Marathon bombings, and we

live just south of the city. It was a long week of sadness, fear, heartache, and loss for our city and the nation, and she was right. It just didn’t feel like a time to celebrate. The two bombers were still on the loose, and it was just a heavy feeling hanging in the air. Even if you weren’t at the marathon, we all knew people that were there, either running or cheering, or as in the case of a few of my customers, on duty as members of the Boston Police Department.

On Friday morning, we loaded up

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I remember feeling such a sense of sadness watching the news, thinking about all of the violence that had touched New England, and contemplating the world my beautiful daughter, Evangeline, would grow up in.

the car, stuffed to the hilt with everything you need to travel with a toddler, and readied our trip to Intergroom 2013. It would be nice to get out of town, and as we were packing up, the local news affiliate showed the Golden Retrievers from *K-9 Parish Comfort Dogs* visiting some of the wounded

from the marathon attack.

I started thinking back to the events in Sandy Hook, CT, just four months earlier, and remembered the Golden Retrievers that visited the kids after the shootings at the local elementary school. I remember feeling such a sense of sadness watching the news,

thinking about all of the violence that had touched New England, and contemplating the world my beautiful daughter, Evangeline, would grow up in.

My role at *Intergroom* was to be on *GroomerTV* and interview vendors, attendees, and provide programming for our live feed and coverage of the show. I knew I would be seeing some of my favorite people, and I always love crashing their vendor booths and finding out about their new products and innovations. I knew my buddy Sue Pratt would be the pit boss in the judges' booth, Linda Clafin would be helping out behind the scenes, and Ren and Lynne would be on the *Animal Photography* bus! It would be nice to catch up with some of our friends.

All of the televisions at the restaurant were focused on Boston. The FBI had released pictures of the suspected bombers. According to news sources, they were surfacing, and things were

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Cori was lovely to interview. She was open, kind, and so full of love for her community and the pets in her community.

getting violent. Over the next 24 hours, one of the bombers would be dead, the other would be in custody, an MIT police officer would lose his life, and another cop would be injured. The healing of the victims, first responders, families, and our beloved city would just be under way.

Teri DiMarino was emceeing *Interroom* and came to check in at the *GroomerTV* table. She told me that there was a groomer from Sandy Hook, CT, at the show if I were interested in talking to her on air. Teri arranged for her to attend *Interroom* and *Groom*

Expo as a guest. I was thrilled at the opportunity to speak with Cori McNerney and admittedly a bit nervous to do an interview, because my own emotions were so delicate. This is the way things happen sometimes. You are presented with what you need when you need it.

Cori was lovely to interview. She was open, kind, and so full of love for her community and the pets in her community. I walked away with this sense of peace after speaking with her, and I thought of something my mom has said many times: "Working with

animals is not a job. It's a calling." On so many levels, this rang true. There is a connectedness that brought people and pets what they needed just at the time they needed to receive it.

The *Lutheran Comfort Dogs* came to Newtown just as those kids and their community needed them. They came to Connecticut and offered the wounded hearts there solace and a quiet, loving, and uncomplicated witness to their pain. Dogs offer us judgement-free compassion and understanding, and they can just be with us without any expectation.

Over and over again, you hear stories about how the kids couldn't talk about what had happened until they came into contact with the Comfort Dogs. Cori mentioned a young man whose best friend's little brother had been killed, and it wasn't until he met the Comfort Dogs that he was even able to cry. The images roll through my mind of all of the children lying next to the Golden Retrievers and quietly talking with them. They told these dogs their fears, their stories, and their pain.

Cori decided to keep her shop open, although much of Sandy Hook

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shut down after the shootings. She wanted to make herself available to her customers, both two-legged and four-legged, and she was able to be present for one of the first responders on the scene at Sandy Hook Elementary. She spoke of how affected his Westie was by what had happened to his human. She stayed open to be present and also to get what she needed for comfort, which was the connection she has with the dogs she cares for. They were her comfort dogs.

Cori responded to an article Teri wrote in *Groomer to Groomer*, and Teri was able to give Cori something she needed as well. By arranging for Cori to attend *Intergroom*, Teri opened a door for Cori to study Reiki and have the opportunity to share this gift with her customers at home. Teri was also able to do something loving and proactive in a situation when we all feel utterly helpless to do anything

meaningful, and that good work fulfills her heart.

At the core of what is in my mind right now is the interconnectedness of all of us and the way we find our path to peace in difficult times. By providing me the opportunity to interview Cori, Teri also allowed me a chance to bear witness and be inspired by Cori at the same time. I think I needed to be inspired at that moment, and I was also able to hopefully raise awareness to groomers about the *Lutheran Comfort Dogs* and perhaps even get them some donations.

When I left for *Intergroom*, I was in a sad place. The interactions I had there led me back to my own positive heart and my belief in humanity. Perhaps it is a question of what we choose to focus on. I could only see pain and sadness in my city and my community. My grooming community, however, brought me back around to goodness and kindness. Maybe I should

have expected it, though. It's hard to have a bad weekend when the first person to greet you at a conference is Frank Brown! You don't know Frank? Well, you are missing out. There is an abundance of kind, generous people of spirit and faith in this grooming world we work in. Thank you for reminding me of all of the good. Oh, and mom and Dad, thank you for letting me grow up surrounded by dogs to guide me through my life and bear witness to my journey.

To watch the interview in its entirety, go to <http://bit.ly/gtvcori>.

For more information on the *Lutheran K-9 Comfort Dogs*, visit www.lutheranchurchcharities.org and click on Comfort Dogs.

Thank you, Cori, for the interview. Thank you, Teri, for the tip. Thank you, Christine and Todd, for Cori's free passes. ☺



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SHOP SAFETY

PART FOUR

✎ by Mary Oquendo ✎

Miss a part of this series? Go to
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to read parts One, Two and Three!

In the last part of this series, focus is on safety in the drying area. The two important components are the dryers and the cage bank.

DRYERS

Cool air dryers do not have a heating element. The risk here is hypothermia. Hypothermia occurs when you lower the pet's normal body temperature by four degrees. This can happen if there is prolonged exposure to flowing air at a temperature lower than the pet's body temperature. Signs of hypothermia include shivering, bluish gums, and a cool feel to the touch on the pet's body.

Wrap them in warm towels and call the veterinarian for instructions. This is not solely a winter or damp day occurrence, as I knew a groomer who sent two cats to the emergency room

for hypothermia in August during a heat wave. Solutions include monitoring the pet at all times and toweling off excess water well.

Hot air dryers and dryer cages have heating elements. The risk here is dehydration and heat stroke. Dehydration occurs when the temperature in the environment is higher than the pet's normal body temperature. Factors that contribute include lack of water and stress. Signs include lack of elasticity in the skin, sunken eyes, tremors in the back legs, and tacky gums.

Left untreated, dehydration can lead to organ failure. Provide water and call the veterinarian for instructions. Solutions include monitoring the pet and providing water at all times. If you are concerned about the pets spilling the water and re-wetting themselves, attach the bowl to the

cage. To reduce stress, play soothing music in the background.

Heat stroke happens when the environmental temperature is higher than the pet's normal temperature with little to no air circulation, high humidity, and close quarters. Signs include a body temperature of 103 degrees or higher, lethargy, heavy breathing, and bright red gums and tongue. The tongue may also be swollen.

Cool off this pet with tepid water either in the tub or wrapped with towels. Do not use cold water, as it will constrict the blood vessels, creating a thermal barrier that traps in the heat. Contact the veterinarian for instructions. Even treated pets can die. Most susceptible are elderly, immune compromised, very young, pregnant, nursing, and brachycephalic dogs and cats. Brachycephalic dogs are those with the



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pushed-in faces such as Pugs and Shih Tzus. Solutions include monitoring the pets at all times. (Notice a theme here?)

High-velocity dryers produce a powerful blast of air designed to lift water off and away from the coat. They are powerful enough to pop a lung, perforate an eardrum, damage corneal tissue, and cause anal prolapse. Solutions include using ear and face protection, such as a towel or Happy Hoodie, around the pet's face. You can remove the nozzle on the dryer hose around the face and tail. If your dryer is a variable speed, dial it down for face and tails.

Wrap up cords and hoses when not in use to prevent trip and falls.

Plug into GFI (Ground Fault Interruptor) outlets if this is also a wet area.

CAGE BANKS

Assign one pet per cage per day. It will reduce cross contamination

between pets and lessen your cleaning workload.

Stainless steel cages are easier to clean, but the hot air dryers can heat the steel – not just the bottom of the cage, but the sides as well – enough to cause thermal burns. Use cage grates or towels and monitor the pet at all times. A mounted thermometer can alert you to rising temperatures in the interior of the cage. Amazon sells several varieties under \$10. They can be moved from cage to cage. Use caution for those pets who will view it as a chew toy.

Toes and paws can catch in cage grates, causing pain and injury. Cover the grate with a towel or mat. Paws can lodge in cage doors if they are trying to escape, as well as jaws if they are trying to bite their way through. I had a German Shepherd named Zeus break a tooth doing exactly that. After Zeus's injury, we become the cage nazis. No

cage for you. He became a start-to-finish pet. Zeus was table dried and picked up immediately after completion. If mom wasn't on site when he was done, we tethered him to an eyehook in a corner of the salon away from the other dogs but still in view.

Rap on the cage door before removing a sleeping pet. A startled pet may bite.

Exercise caution before removing a cage-aggressive pet. Zeus's sister, Taz, usually joined him in the back of the room. It was much safer for us. Both Taz and Zeus did well when I went mobile, as their bad behavior triggers were removed.

Every year, the media has a field day over the death of a pet in a grooming facility. Monitoring the pet at all times, as well as determining their best environment, can prevent or reduce the severity of an injury. ☹

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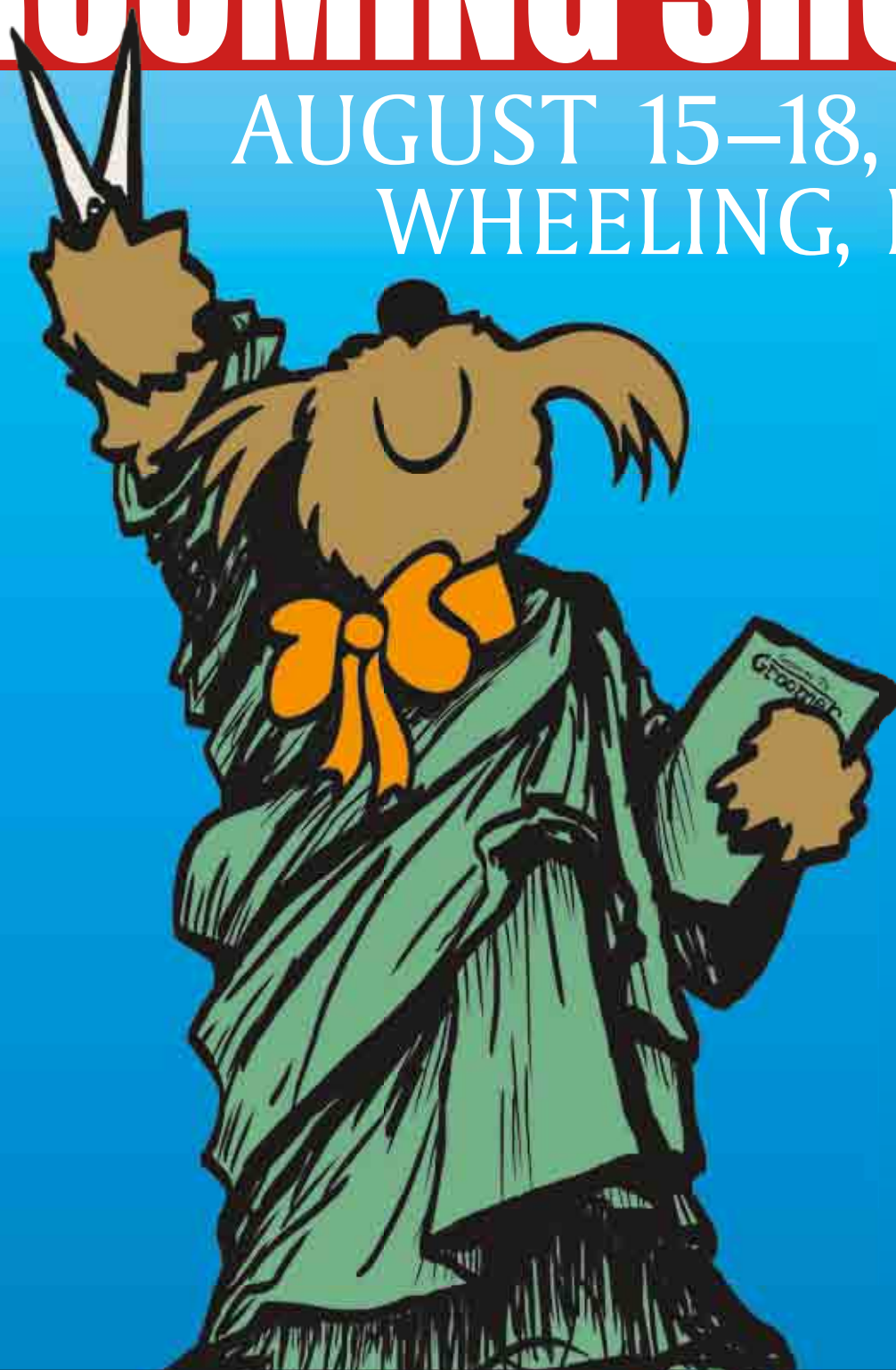
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Barb Hoover with Krissy.

GUARDIAN GROOMER

What is it that keeps someone both grooming and rescuing dogs for almost three decades? Tenacity. Barb Hoover has it in spades. Well known in the grooming industry for owning and operating the much loved "Groomers Lounge" (www.groomerslounge.com), Barb has been making pets more beautiful for 28 years. Like many groomers, she found some pets along the way that needed rescuing, and she did what she could to help them.

Around 15 years ago, she became actively involved with the *Leavenworth Animal Welfare Society* (L.A.W.S.) and has been co-director of the organi-

zation for the last six years. "I have probably taken around 60 dogs into my home for foster care," she said. "They stay a minimum of two weeks. I then keep them until they are adopted... or I keep them forever," she laughed. "But I've only adopted three dogs in all these years. The rest have all been placed in wonderful homes." Fostered dogs often find their forever homes through information placed on *Petfinder.com*. L.A.W.S. has a rigorous screening process in place to ensure that dogs are suitably placed.

One of the three dogs that stayed is Krissy. I've followed Krissy's story since she was turned in as a stray in

December 2011. Rescue stories are not unusual, and as groomers we all know many tales of dogs down on their luck, which have been helped to a new life. But Krissy's story is rather unique.

A little Ruby Cavalier King Charles Spaniel, she had more problems than most when she came to L.A.W.S. "She had a tiny little bit of hair when we got her," Barb said, "but with her first bath, every bit of it fell out. All that was holding that hair onto her thin body was several layers of yuck."

Deaf, with cloudy eyes and very little energy or interest in life, Krissy underwent a battery of medical tests to try to diagnose just what was

wrong with her. Her skin was scraped multiple times so they could look for mange mites. She was tested for fungus infections, bacterial infections, thyroid problems, autoimmune diseases, and more. The tests kept coming back negative, but clearly this little dog had some serious problems. They did more tests and then began treating her for things they thought might be the problem despite what the test results told them.

After much effort, the sad little dog was diagnosed with an autoimmune disease called pemphigus. "What pemphigus does," Barb told me, "is this: Krissy's body decided that her skin was bad and evil. About every 48 hours, she would shed off all her old skin like a lizard. It was disgusting. I swept up piles of dead skin. If you'd pet or hold her, you would be covered in her dead skin."

Clearly this dog was not too adoptable. In fact, the veterinarian who had

been treating her strongly suggested that the dog be sent to a sanctuary in Utah, because her health problems put her into a high risk category. But as I mentioned, Barb is tenacious.

"Once I moved her to my home for foster care, Atchison Animal Clinic began to oversee her treatment. A full thyroid panel found that she indeed have hypothyroidism, so she was put on medication. She had a terrible ear infection that had not been responding to treatment. There were two different kinds of rather nasty bacteria: pseudomonas and MRSA. The antibiotic that would treat both of these has a bad side effect. Some people are highly allergic to it, and if they even touch it, they can have a fatal reaction. I had to wear gloves in order to even give it to the dog! It was worth the effort though. Her infection cleared in 10 days."

Krissy now takes three medications a day. Her cloudy eyes are much more clear, and she has more

sparkle. She also has lots and lots of hair. "More than any one dog needs!" quipped Barb. Krissy enjoys time in the grassy yard, snuggling with other dogs when she sleeps, and meal time. "She lives to eat. When she thinks it is meal time, she'll bark to let me know. And keep on barking! It is a good thing she is so cute."

Krissy will spend the rest of her life with Barb. "When I take in a foster, I consider it is my responsibility until it is adopted. If the dog can't be adopted, then I take that responsibility for the rest of the dog's life." Krissy's medications are still not perfectly balanced, and she requires medical monitoring, so she will continue to snuggle, bark, and thrive with her tenacious angel rescuer. There are groomers everywhere who care enough to rescue, and the animals they save are blessed by that caring. Because grooming matters! <3

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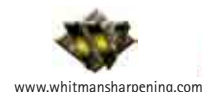
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BATMAN WALKS ON THE WILD SIDE!

by Dawn Omboy
www.queenofcolor.net



This guy belongs to Lori New-some, my cool groomer friend from *Lori's Doggie Doo's* in Rincon, GA. She attended our Creative Daze Workshop at the home of Amber Powell Brooks in Guyton, GA. Lori was here to gain the confidence she needed to create new looks for her dogs and pass along this new, exciting look to her clients' dogs.

Keeping one of your own dogs in a creative look is exciting for your clients. You will find they are talking about you to their friends and will even bring people by just to see in person what out-of-the-ordinary thing you have done on your own dog. This is free advertising for you and the job of *Batman*, Lori's five-year-old Brussels Griffon.

To get this wild animal look for *Batman*, we started with a clean, dry dog. The first step (Fig. 1) was to use a small, firm paintbrush dipped in cholesterol. The lines for the pattern were painted on thickly. (The cholesterol was thick — not the lines.) Cholesterol is a wonderful color blocker and can be purchased very inexpensively for usually less than \$5 at any beauty

supply outlet or most stores that have hair care products. Keep in mind this is a random pattern, so you almost cannot mess it up. Just go with what complements the body of the dog.

Once the pattern was in place, we chose to use *Kiss Express Jet Black* for the spots. The next step (Fig. 2) is easy. Also using paint brushes and dipping them into the dye, we filled in the spots between the lines. We let the product sit on the dog for about 20 minutes after the last application before taking *Batman* to the tub for a rinse (Fig. 3). Rinse with cool (not cold) water until no more color is coming off. The cholesterol will condition as you are rinsing. Make sure you get it all off so there are no little clumps of it left after the rinse. You should not see color on the towel as you get ready to dry your dog. And that's it! Now it's time for *Batman* to strut his stuff! He is the walking advertisement for *Lori's Doggie Doo's*. You go, *Batman*! Take a walk on the wild side! (Fig. 4) ☞

Visit Dawn at www.queenofcolor.net and like *Queen of Color* on Facebook for creative supplies and ideas.



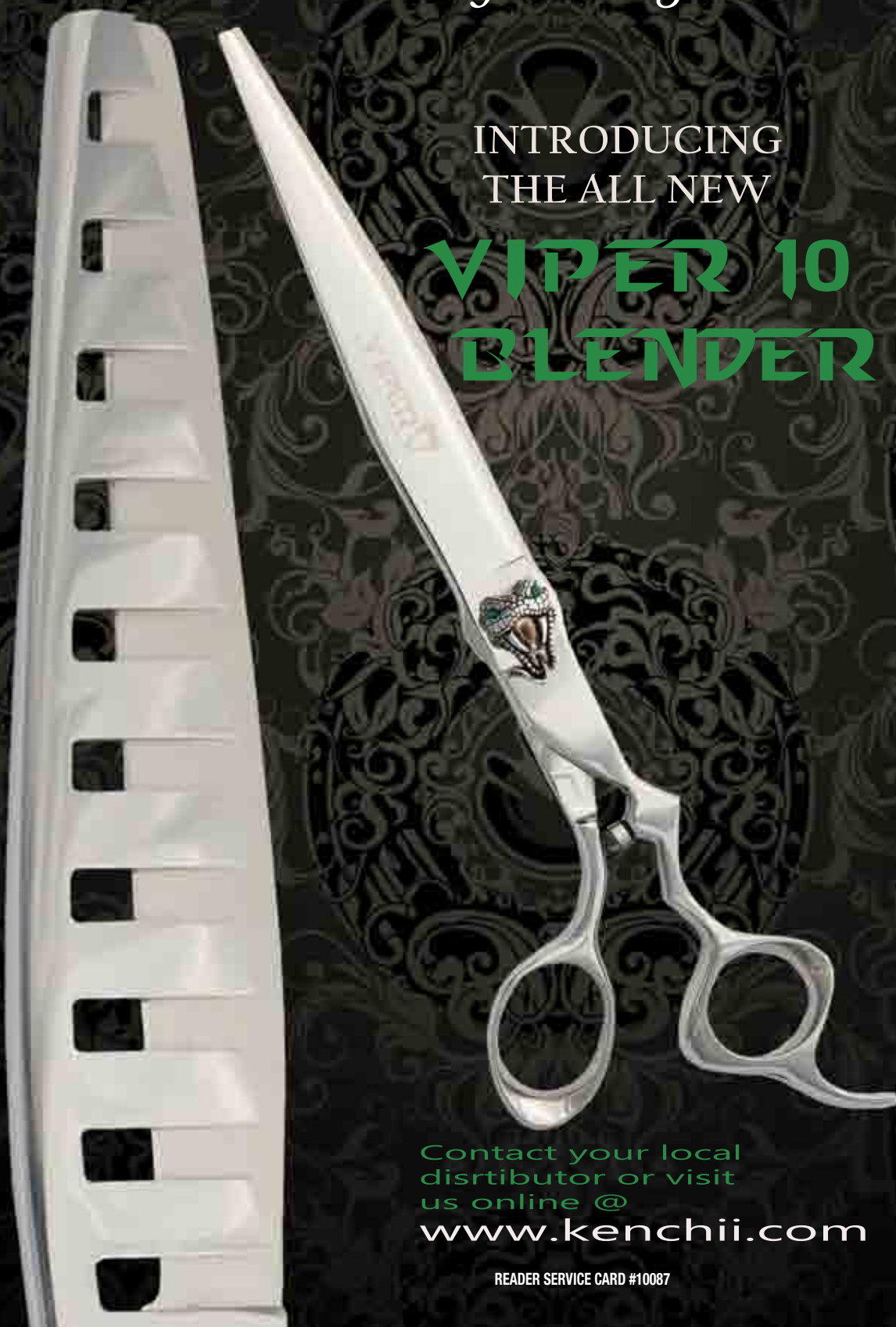


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ADDING MOBILE TO SALON SERVICES

by Ellen Ehrlich

Is your salon overflowing with customers? Instead of hiring another employee or expanding, think about adding mobile services. So many possibilities! If you have a home or storefront salon that is bursting at the seams, consider mobile grooming. It might be the perfect solution.

Do some research and see if your area is ripe for this service. Many parts of the country are. Mobile grooming is rapidly growing, becoming commonplace and more in demand every day. This trend has caught on and is here to

stay. There is no doubt about it! It does not matter where you live. From the country to the city, pet owners want the personal service that only mobile grooming can provide and deliver.

Salons that decide to offer this are way ahead of the game. They already have a solid, built-in clientele. Some of these customers might want to jump ship from salon to mobile. They would love the opportunity to have their pet groomed at home. No more taking Fluffy back and forth to the grooming salon on a busy Saturday in bad

weather. Puppies, nervous pets, the elderly, and pets with health issues will be the first in the appointment book.

The convenience factor is huge for busy families. Pet owners love the fact that their furry friend can be groomed one on one, start to finish, right in their driveway. At the very least, some will give mobile grooming a "try." Once they do, owners are usually hooked! That is why this is such an easy service to sell. After the first appointment, your customer could be a mobile customer for life. This is why moms and

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dads find the extra expense of mobile grooming worth every penny.

Adding mobile will take your business in a whole new direction. Many doors will open up because you will have options. Should you hire an employee to run the mobile or will you be the groomer behind the wheel? You might even have a willing, trusted employee who is up to the challenge and replace that groomer with a new trainee. Part time, full time — you can have the both of best worlds when you have a salon and a mobile van or trailer.

Bonnie Hayslett of Bubbles and Clips in Los Angeles, California, offers both salon and mobile grooming. This works well for her. She states, “Sometimes clients have a time crunch and prefer mobile. Sometimes it is a money crunch, and they want to save by coming into the shop. I can’t do everything, but I get to choose the things

that I am best at or enjoy the most.”

What a bonus! Bonnie spends part of the day in the salon and the other part serving her own mobile clientele, doing what she does best and enjoys the most. For her it is the perfect setup as she satisfies the different needs of all her clients.

If you look around, you will find that there does not seem to be enough mobile stylists to go around. When a client of mine is moving, more often than not, there is no mobile stylist servicing their new neighborhood. This means that there is an untapped market out there for salon owners with an entrepreneurial spirit.

There is no reason why you cannot capture both the salon and the mobile customer since the pet industry continues to be a booming business. The American Pet Products Manufacturers Association predicts that American

pet owners will spend almost \$2.9 billion this year on pet-related services, including grooming. With this upswing in the economy, the odds are even greater that pet owners will spend even more money on their furry best friends. In addition to that, more people will be able to afford having a pet, creating an even bigger demand for both salon and mobile services. The increased demand is perfect for those salon owners who wish to expand into offering a greater array of luxury services for pets.

Let’s not forget about kitties! They need grooming, too. Mobile grooming is a perfect fit for grooming our feline friends. Owners and groomers alike know that cats are much happier and more cooperative in the calmest setting possible. No more sitting in a carrier, listening to the hustle and bustle of a busy salon, causing stress

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levels to rise. When salon owners offer mobile service to kitty parents, many get right on board, opening up even more opportunities for both professional and financial growth. With cat grooming in its infancy stages, be the first to enter the market. Word will spread, and before you know it, the phone will be ringing off the hook from customers who are looking for a spa day for their Domestic Short Hair or Persian.

If you are intrigued by adding mobile to your salon, go for it! Since you have an established business and a relationship with your community, this service will be welcomed and easy to promote. The trust factor is set. All you have to do is add this information to your website, post a sign in your salon, and mention this service to local veterinarians and other dog-related businesses in your area.

Even more effective, park your

van or trailer right at your front door. Show it off! Pet owners cannot help but notice and be curious as to what this service is all about. Give a tour. Explain all the benefits of mobile grooming, and your appointment book will start to fill. This form of advertising will not cost you a penny, because this service can grow by word of mouth, with referrals being the best customers.

The bottom line is that pet owners want mobile grooming. There are two directions your customers can take. They can come to you. You can go to them. You can have the best of both worlds by offering both salon and mobile services to your clients. ✂

Ellen Ehrlich is currently writing another book that will be available this summer. For more information, go to www.gomobileandsucceed.com.

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The *All American Grooming Show* will return to The Westin Chicago North Shore in Wheeling, IL, from August 15–18, 2013. Following the show's 40th annual event in 2012, founder Jerry Schinberg sold the show to *Barkleigh Productions*. While under new management, the *All American Grooming Show* will continue to offer incredible education, exciting *GroomTeam*-sanctioned competitions, and a three-day trade show.

Barkleigh Productions will also

maintain the many traditions that Jerry Schinberg started over the past 40 years. Long-time attendees will still find on the schedule many of the special events they have grown to know and love, from the Knock Your Socks Off Smock Contest to the Abstract Creative Runway and Saturday night party. Jerry will also continue to be an important part of the *All American Grooming Show* as emcee of the show's events. "We are excited to continue with the tradition that Jerry has cre-

ated," says *Barkleigh* president Todd Shelly. "The show has a great identity. We hope to make the transition as seamless as possible."

In addition to maintaining the long-standing traditions of the *All American Grooming Show*, *Barkleigh Productions* will also introduce some exciting new programs and educational opportunities. For the first time ever at *All American*, Gary Wilkes will share his expertise with attendees in several animal behavior seminars throughout

the weekend.

The *All American Grooming Show* has an all-star lineup of speakers. Industry icon Teri DiMarino will bring her popular Brusher Bather Certificate Program to the Chicago show. Other unique seminars include "Science of Skin" with Michelle Knowles, who will address skin and coat health as well as methods for managing skin issues.

Groomers can also spend an hour with Sam Kohl, who will take attendees on a tour of grooming throughout the ages with "History of the Grooming Industry."

Competitions at the *All American Grooming Show* will continue to be *GroomTeam* sanctioned. Groomers will have the opportunity to compete for cash prizes and *GroomTeam* points in

the open, intermediate, or entry skill level. Grooming contests feature five different classes: Poodles, Sporting, Terriers, All Other Purebreds, and Salon Freestyle.

Grooming contests will also include the creative styling competition, an exciting event that began with *All American* founder Jerry Schinberg. "Given my creative nature, it should

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come as no surprise that the seed of creative styling was sown in my head early,” Jerry told *Groomer to Groomer* in 2010. Twelve groomers entered the first creative styling contest in 1980. “I was expecting some really exciting and creative trims that first year but was disappointed in the results. I shared these feelings with the first winner, Lynette Wallace Jacobsen, which made her a little angry but also challenged her.

“At the next show, which I co-sponsored with Margaret Migliorini in Atlanta, Georgia, in May 1981, Lynette was back with a vengeance. She executed a beautifully scissored, balanced, and symmetrical spiral trim that went from the back of her Miniature Poodle’s head, several times around the body, and ended at the base of the tail. It looked like a corkscrew. It wasn’t until several years later that Lynette confided in me that the real

name of her spiral trim was ‘Screw you, Jerry Schinberg!’”

Since that first contest in 1980, creative styling has grown in popularity, capturing the attention of TV producers and drawing out competitors from around the world. In previous years, groomers at the *All American Grooming Show* brought their completed creative dogs to the show and presented the finished work to judges and audience members. This year, groomers will sculpt and color their dogs’ hair in the contest ring and transform them into works of art before the audience’s eyes. Creative groomers are not only competing for trophies and prizes but also the coveted People’s Choice Award.

In addition to the seminars and grooming competitions, attendees will have three full days to enjoy the trade show and the many show specials vendors have to offer. The *All American*

Grooming Show is an excellent time to stock up on salon essentials and take advantage of trade show discounts on your favorite products. The trade show also offers the unique opportunity to try out products and see them in action before making your purchase. Try on smocks, feel the shears in your hands, and find the products that are just right for you. Vendors and company representatives will be available to demonstrate products and answer any questions you might have.

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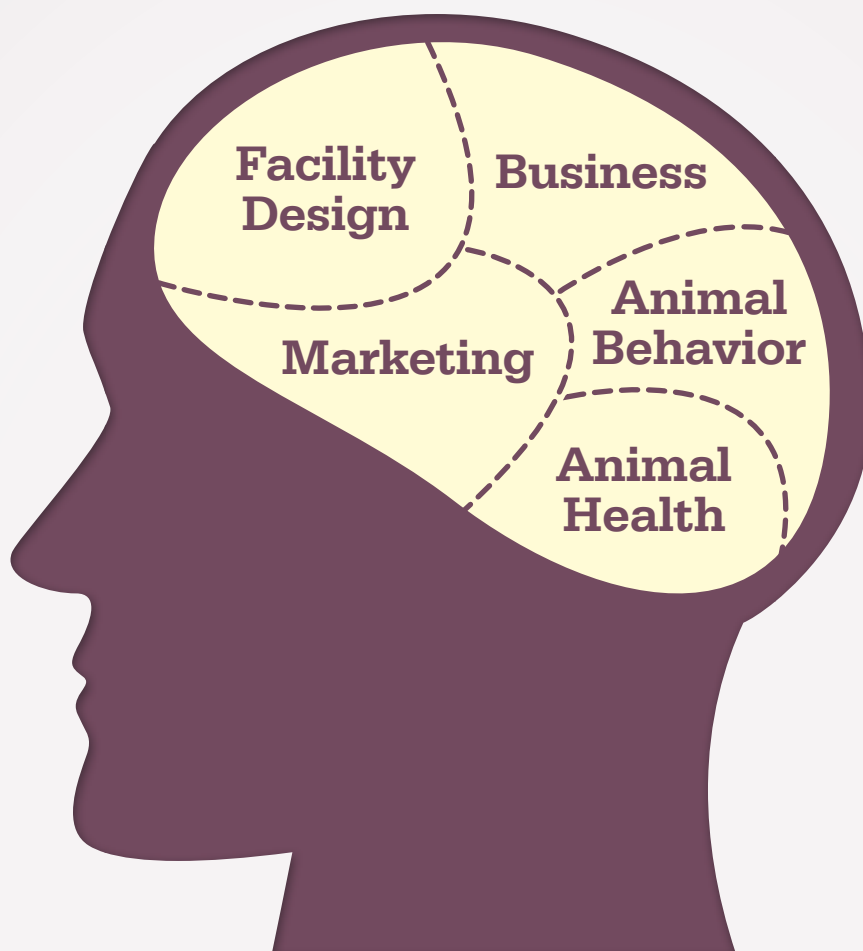


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SEE THROUGH THE EYES OF A GROOMING JUDGE IN THE CONTEST RING

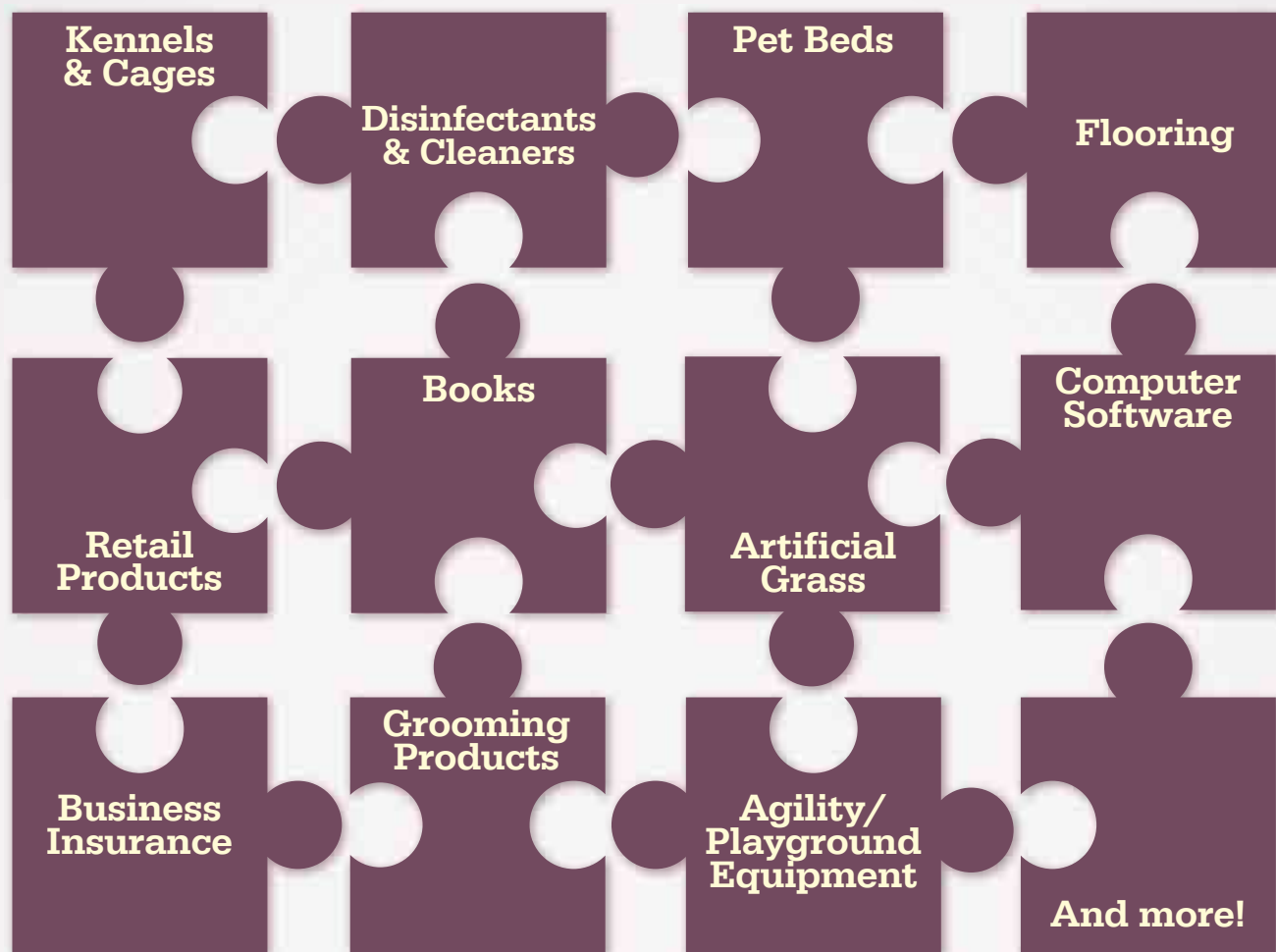
"What are those judges thinking? Are they blind? Clearly they have chosen the wrong dog!" Does this thought ever cross your mind as you watch a grooming competition? You can be ringside, watching the contest from just a few feet away, or you may be tuned into Groomer TV coverage of one of the many shows they broadcast. You may be a contestant in the ring, thinking that your groom is abso-

lutely the best one only to be shocked beyond belief when your name is not announced as a winner. Like most competitors, I've been there, and like many "ringside judges," I've done that. You see what appears to be a perfectly gorgeous groom that may not have gotten the placement that you thought it deserved. Maybe it didn't even make the cut. It leaves you wondering what the heck went on in the judge's head.

It can really make you furious and confused about what goes on in the competition ring.

One of the first things that may come to your mind is "politics!" Well, take that word out of your vocabulary. I, personally, have spent quite a bit of time in the contest ring on both sides of the table as a competitor and as a judge, and I can tell you that this word is tossed around way too much, mostly

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If you could read the minds of some judges while they examine an entry, you wouldn't believe what is found. Matted dogs. Dirty dogs. Symmetry issues. Poor technical work. And, yes, sometimes we find a careless injury.

by people who cannot be objective about their work. Things are not always what they appear to be, and we all know this from everyday life. Why should the contest ring be any different? Ringside judging is very easy, but it can also be very misleading. What you see isn't always what the judges see. I am sure you have all heard this before, but there are many factors that go into judging a grooming

competition class.

My column last month addressed the degree of difficulty and how that affects the decisions in a contest class. All things being equal, judges usually bring in the degree of difficulty as a deciding factor. How much hair did the groomer start with? Have they groomed the dog before, or did they just pick it up at ringside? Perhaps the dog has poor conformation that the groomer must

disguise. These are just some of the difficulty factors a judge pulls into the mix when making a decision.

While breed profile is very important and is usually what judges look for first, it is far from the only element. Breed profile, for the most part, can be assessed ringside. Many judges can easily eliminate half of their entries by just going on profile. Balance is another. If a groom is looking pretty good but there is something wrong that you just can't put your finger on, chances are the groom is out of balance. Balance issues can include a groom that is top heavy or the front not being in harmony with the rear. But when "the comb meets the coat," if you will, sometimes everything you have judged ringside gets tossed aside, and a judge has to reassess the entire class.

I hate when that happens!

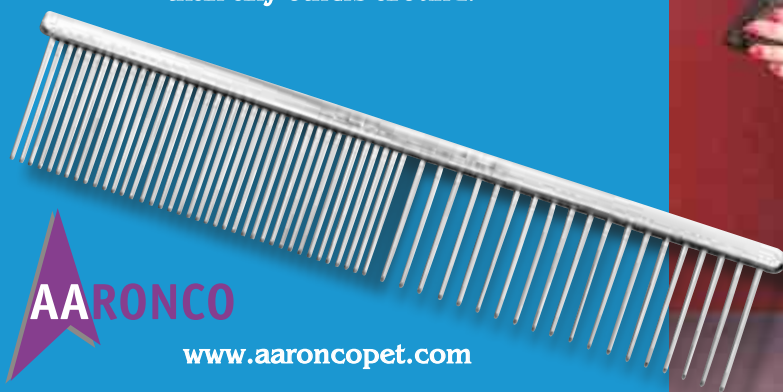
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Matted dogs. Dirty dogs. Symmetry issues. Poor technical work. And, yes, sometimes we find a careless injury. These are all things that spectators do not see, and these factors are just a few of the reasons a class doesn't turn out the way you may think it should.

Think about it: these are grooming competitions with an emphasis on grooming. While I really appreciate breed profile and believe it to be a primary consideration in the selection of a winner, it is most definitely not everything! What good is a lovely profile if you cannot get a comb through the dog?

The pool of judges is a relatively small one, but with the retirement of a number of the contemporary competition groomers, that pool is growing. While most of us know each other from one side of the comb or another, these new judges bring with them new

perspective and fresh vision while they watch and learn from the judges with time and experience under their belts. It is a nice balance of old and new. It's part of a continuing education. Everybody benefits.

I have contacted a number of my judge friends, old and new, and asked them what annoys them the most in the contest ring. What sets the stage for a good or bad groom? What mistakes do competitors constantly make, which keep them from the ribbons? What simple tips can give these contestants an edge? It was no surprise that everybody came up with nearly the same answers. And these "annoyances" are unseen from outside the ring.

The number one overwhelming irritation from every judge I surveyed, myself included, was poorly prepared dogs. I am not addressing every entry,

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as I have had my hands on many beautifully prepared and styled dogs, but it surprises my fellow judges and me how careless some groomers can be in basic skills like bathing and brushing. If you can't get a dog properly prepared for a competition, what are their salon dogs turning out like? Yes, we see matted, dirty, and curly coats. I even had one competitor snap at me while I examined the damp ears of her Cocker. "You DO know that you can never get a Cocker's ears totally dry, don't you?" she said with conviction, as if giving me a grooming lesson. Sorry, but I didn't get that memo.

Poor preparation spilled into several different areas, including prep work in the ring. We understand that some competitors pick up their dogs shortly before the contest, but when the nails, pads, ears, and sanitaries are all being done in the ring, that tells us that the contestant has not taken the time to prepare that dog properly. It's not just a few competitors that do this. There are a lot. These are basics that contest rules allow the competitor to perform out of consideration for the dog. They should actually be done while the dog is grow-

ing out to prevent problems and keep the dog clean and comfortable. Ear and nail health is something that every groomer should be on top of. If the dog was supplied and the groomer just picked it up, shame on the supplier for not keeping on top of these important factors. But the groomer still should not be performing these tasks in the ring. Remember, preparation is preparing your dog for the contest, and that should all take place in the prep area.

Some of my fellow judges are bothered by dogs not being totally brushed out when presented for prejudice. While there is usually a lot of time for "nervous brushing," no amount of brushing is going to help the coat of an obviously poorly bathed and dried dog. Curly coats really hurt a groom. Sometimes it's not evident from ringside, but when a coat like a Poodle or Bichon has not been totally dried straight, it can curl close to the skin. Just a little curl can be the kiss of death to a contestant's scissor work, as every stroke of the comb straightens a little bit more hair out from the base. It's impossible to get a perfect scissor job if the coat is not properly prepared.

If a judge finds a mat in the coat on the prejudice, we make a note of it. It better not be there for the final judging. A quick word on handstrip coats: judges are very aware that hard coats should not be freshly bathed, as "dirty" coat strips easier than clean. That is not a license to bring a totally filthy, repulsive, smelly animal into the ring.

Prejudging is just that: the judge does a quick examination of the dog before the contest begins. We can quickly tell if the dog is clean or if that coat will brush out nicely. We don't go over every square inch of the dog with a comb. There is no need for that, and time typically does not allow for it. We look at coat texture, quality of coat, the amount of growth, and preparation work. A quick hands-on check of the dog's conformation tells us what the groomer may need to correct.

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the dog before or if the dog was supplied. Then we ask if there is anything on the dog that the contestant feels may affect their groom. Sometimes we get no response when it would behoove the contestant to talk to the judge. Others get into volumes of excuses, and this can be, and generally is, an annoyance. Yes, it's important for us to know if there is anything that may affect the groom, but goodness, if there is a vet-shave on one of the front legs from six months ago, I think the contestant should be able to work around that.

Ear problems abound, and judges have no problem if a dog cannot have its ears plucked. We totally understand that some dogs do better when this is not done, but for the dog's sake, please get them clean! There's nothing more disgusting than picking up a dog's ear and seeing black slime covering the entire ear leather. On the other hand, if you DO pluck and clean the ears, please get ALL of the powder out! This is a health issue for the dog, and powder should never be left in the ears.

I might add that these preparation blunders are not exclusive to any one

experience division. While we do see more of it with new competitors, we are just as apt to find a matted armpit or dirty ear in the Open division. Clean up your acts and your dogs!

Right behind poor preparation was poor presentation. We see this mostly in the Novice divisions. "Newbie" groomers need to watch the seasoned groomers and how these people are "on point" every time a judge looks their way. When a judge approaches your table, be it for prejudge or final judging, a competitor should have their table cleared off with nothing but the dog and a comb on the table, and the dog should be stacked for examination. Competitions are on a pretty tight time schedule, and a judge does not have the time to fuss with a wiggly entry. Stand up and present your dog! The way a dog is stacked can make all the difference in how that groom looks. One judge expressed her irritation in competitors who sit during the judging process. They make no attempt to help the judge see the work they have done. I usually recommend that new competitors go to some dog show classes or take a class in Junior

Showmanship. These classes teach handling techniques that really help in the contest ring. Simple things like "never get between the judge and the dog" can make all the difference in the world on what a judge sees.

Poor preparation and presentation topped the list, followed by a litany of issues. Keep in mind that judges share this information with their colleagues, especially during a team or multi-judge situation. Judges have to share information about the entries in these circumstances.

In no particular order, here are some of the ones that made the list:

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Not bad enough to disqualify the competitor, but the judge will be counting the hairs on the floor. Yes, we DO look at how much you are taking off and how much is on the floor, and we are watching you and can see if you are barely "tipping" the dog.



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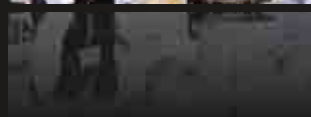
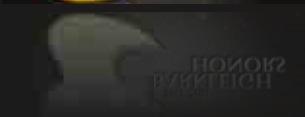
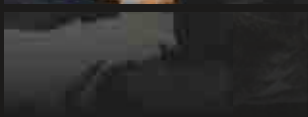
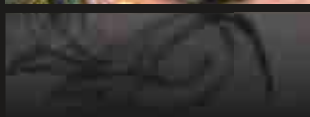
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TEACHING THE JUDGE BREED PROFILE

It may sound weird, but contestants have, at times, presented the judges with copies of a breed profile or pictures of the dog. They say they "just want to make sure the judge knows what they are looking at." The average judge is well aware of nearly all of the breeds out there, even the obscure ones. And if they are not, believe me – they will get that information before judging. Team or multi-judge shows have an advantage in this area, as the judges can confer with one another.

Usually there is at least one judge in the group that is familiar with an obscure breed. Just know that all shows keep an AKC All Breed book on the judges' table, and judges are usually given a heads up if there is going to be a weird breed in their ring. Besides, there's an app for that. Download the AKC mobile app, if you haven't already. It is breed profiles at your fingertips.

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will make a judge want to lose their breakfast more than being exposed to someone's bare midriff, sloppy cleavage, or plumber's butt first thing in the morning. You are not impressing anybody! Please do a mirror check before you leave your room.

POOR SCISSOR OR CLIPPER WORK

Poorly adjusted clipper blades can irritate or nick a dog, and bloody pads are definitely points off – as is any injury. One judge expressed their concern over groomers losing the sharpness in their scissor work. While many groomers are using the "chunker" blenders in the ring, these leave a softer finish to many coats when a crispness is more correct.

FROM A CREATIVE JUDGE: POOR AND UNEVEN COLOR

She also has caught people "cheating" by pre-scissoring in a pattern at the base of the skin and covering it with a comb-over of hair. If you have that little confidence in your ability to set patterns that you have to cheat, then you should not be in the ring. Once again, these are things that are not seen from ringside and can have a real affect on the final judging.



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INSIDE THE NEW 4th EDITION

BICHON FRISE

Coat Characteristics:
• Medium Shagging

AKC Breed Group:
• Non-Sporting



Equipment Required

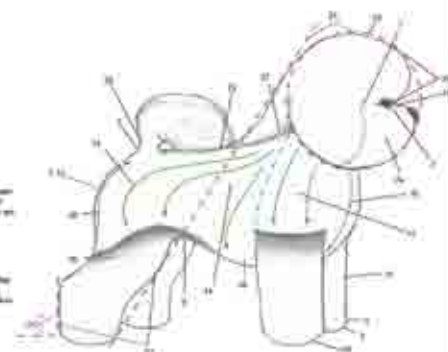
- | | | |
|----------------------------|--------------------------------|-----------------------------------|
| • Blended Brush | • Deodorizing Talc | • #1 Snap-On Comb (or larger) |
| • Metal Comb | • Nail Grinder or Nail Trimmer | • #2 Snap-On Comb |
| • Spring Slicker | • (medium grain type) | • Razor |
| • Stainless Steel Pin Tail | • Reusable Clippers | • Foliage Shear |
| • Ear Cleaner | • #15 Blade | • Thinning Shear |
| • Ear Powder | • #10 Blade | • Curved Scissors |
| • Grooming Table | • #6, #9 Blade | • Long-Handled Anesthetizing Mask |

Grooming Instructions

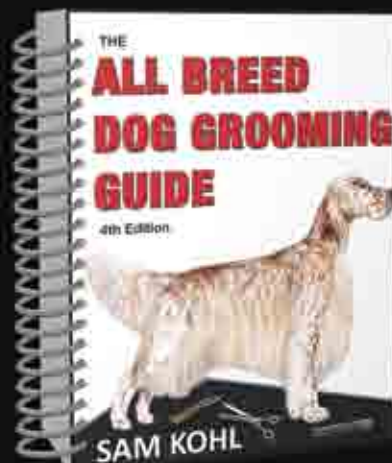
1. **Ear Cleaning:** First lightly dust the inside of the ears with ear powder, pulling out any dead hair from the ear canal with your fingers or a Hairmat® hair puller. Then, clean the inside of the ear using cotton balls lightly dampened with an ear cleaner.
2. Wipe the corner of the eye and under the eye with a cotton ball moistened with saline solution to remove eye debris.
3. Clip the hair from between the pads of the feet with a #15 blade. Use the clipper to remove any hair hanging off the edge of the pads.
4. Cut or grind the nails, removing only that part of the nail that grows out beyond the quick. Be careful not to cut into the quick.
5. Clip the hair away from the anal area, about one-half inch on either side of the anus, with a #10 blade. Never pull the blade in direct contact with the anus.
6. Clip the hair from the stomach area, from the groin to the hock, using a #10 blade.
7. Brush the coat quickly with a slicker brush or dematting tool to loosen any tight mats.
8. If the dog is on a regular, frequent grooming schedule, the body pattern will be put on after the back. If there is excessive coat, remove it by prestriding the body pattern before you stripe the dog.
9. Stripe thoroughly using clippers appropriate for the individual coat, then rinse. Repeat bath and rinse. Apply conditioner and rinse thoroughly.
10. Partially dry with high-velocity dryer to remove excess water and loosen mats. If desired, cage dry until slightly damp, or for better results continue with high-velocity dryer until 95 percent dry. Then fluff dry until 100 percent dry and straight.
11. Comb through the coat after brushing to be sure no small tangles remain.
12. Fluff up the hair on the body and legs with your metal comb.
13. Leaving the neck to remain flat, start there in four fingers behind the withers and hand scissor or clip with a #1 or longer scissor or comb back to the base of the tail. Do not clip into the tail. The topline should be level. If the owner desires a shorter clip for ease of maintenance, a shorter

Understanding the Lines:

Diagram of a dog's body showing the lines used in grooming instructions. The lines are numbered 1 through 13, corresponding to the grooming instructions provided. The diagram shows the dog's head, neck, back, legs, and tail, with lines indicating the areas to be groomed or clipped.



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POOPY BUTT AND EYE BOOGERS

(Yes, that's the way it came through to me.)

CHEWING GUM

NOT READING THE RULES

This is a bad one, as it tells the judge that you don't care enough to find out what you can and cannot do. And it can come up and bite you in the butt! Many contests are allowing feet to be pre-shaved in the Poodle class. (I said many, not all!) If you show up late for prejudice (another pet peeve) you may not have time to get them done, and you have to do it during the precious contest time. Read the rules!

Bad approach to the judges for a critique — Please don't go to the judge and ask what you did wrong. That immediately forces the judge to address the negatives of the groom, and we don't like doing that. We like to en-

courage you and tell you what you did right! Instead, ask what you can do to turn that groom into a winner. Some competitors approach a judge saying, "I know what I did wrong." Well if you really know what you did wrong, why are you asking me for a critique? What they really want to say is "Why didn't you place me?" And if you DO ask that, don't be surprised to hear that the other dog was better or you just got "outgroomed." It happens!

One judge addressed my question in a positive manner. She really enjoys and respects a beautifully prepared dog with ears nicely cleaned, nails comfortably filed, sanitaries and pads and/or feet cleanly done with no nicks or abrasions, and the coat clean, crisp, and well dried. She likes an efficient work area with an uncluttered table with a professionally attired groomer who has their dog on the table, presented,

and ready for prejudice. This groomer is ready to rock 'n roll with no excuses. These are the groomers that are physically and mentally prepared to win... and they usually do just that.

This was actually a fun article to compose, and I thank my friends for their feedback. While I spend time in the ring with many of these people, and while we all do know that we are on the same page in so many ways, it just felt good to get their input and have it be so in line with my own feelings. All contestants – Novice, Intermediate, and Open – really should all take heed of this input, and I really hope I have helped put some of what we see in perspective to our ringside judges. There is so much that you can't see, which can affect the final groom. It's not all about what you can see from 20 feet away.

See you ringside.

— Teri ☺

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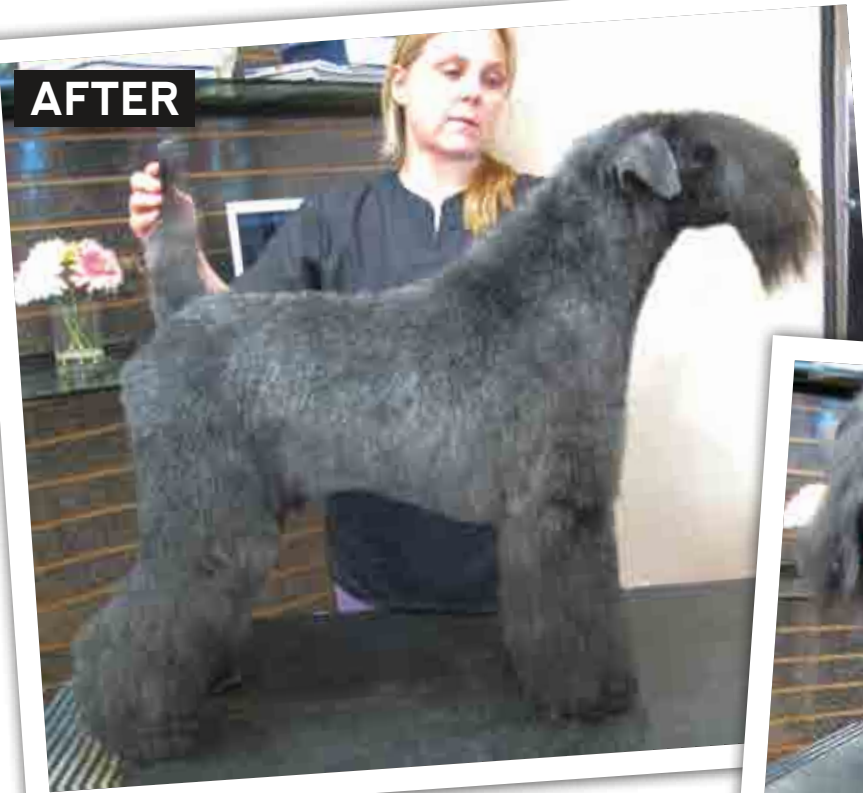
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AFTER



BEFORE



KERRY BLUE PET TRIM

The AKC breed standard for the Kerry Blue Terrier calls for him to wear a “soft, dense and wavy coat.” Although harsh, wiry, or Poodle-type coats are severely penalized in the conformation show ring, it doesn’t mean that these types aren’t among the names on our Bread & Butter client list.

With regard to the Kerry coat, the standard also asks that for the show ring, he is “well covered but tidy.” This may prove to be too much coat for our Bread & Butter clients to maintain. For this segment, we will discuss an easy-to-execute, shorter

pet trim on a slightly overweight and less than perfect Kerry sporting an uncharacteristic open, wiry coat.

The natural dense wave of a correct Kerry coat lends itself to smooth scissoring because of the inherent bounce and springiness of the coat. Blow-drying is actually counter-productive, and for a purist, the Kerry Blue’s body coat should not be blown out straight. However, that is not quite the case for wiry, harsh, or Poodle-type coats. For these coats, blow ‘em out straight! If there is any wave to the coat, you can apply a bit of watered down conditioner at the

FIG. 1



FIG. 2



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finale to bring up the coat movement.

FIG. 1: Shave the inside and outside of the ear with a #10 or #15 blade. Do not clip onto the top skull or too far behind the ear. These areas are blended with thinning shears.

FIG. 2: Clip the top skull from just behind the brow to just in front of the occipital bone. Do not clip over the bone. The blade length will depend upon the structure and the coat of the dog. In this instance, with a very “open” coat, with little or no structure to support the coat, I used a #5. The idea is either to enhance an already flat skull or to create the illusion of one with hair.

FIG. 3: Use a #10 to clip the cheeks from the outside corner of the eye to the ear. The cheekbones should not be prominent, so the length of the blade used here is also relevant to the facial structure.

FIG. 4 AND 5: Clip the throat with a #7 or #10 against the grain from just above the breastbone to the point on the lower jaw just behind the carnassial teeth (large molars). Continue up the sides of the neck to just behind the base of the ear in a slight

arc. The place where you begin and end these lines will vary, depending on the structure of the dog. The dog’s coat and skin sensitivity will determine the actual blade length used.

FIG 6: With a #4, clip down the sides of the neck and the shoulders, “falling off” before clipping into the leg coat.

Also with the #4, set the angulation on the rear legs by clipping from a few inches below the ischium (pin bone or point of rump) down to a bit above the hock.

Use a #10 to clip the inside muscle of the thigh and the under side of the tail starting just above the rectum.

Establish the overall body length with a snap-on comb. The comb size will depend upon the coat type and customer preference. The snap-on comb used for the body length should be several lengths shorter than the legs. In this instance, an “A” snap-on comb was used on the body with the exception of the rump. Clip down the shoulder and forechest, skimming the front and sides of the forelegs.

FIG. 7: Using a longer comb than on the body, clip over the rump and



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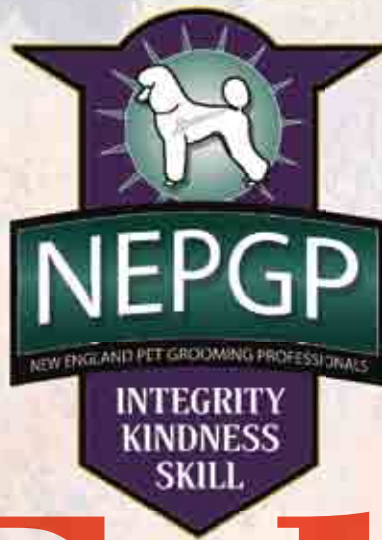
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FIG. 6**FIG. 7****FIG. 8**

down the sides of the rear legs, “falling off” before clipping into the front part of the upper and lower thighs. In this case, an “E” comb was used.

FIG. 8: Clip the inside of the rear legs by lifting the opposite leg.

At this point, the “bulk” of the coat has been removed with snap-on combs and an outline has been created.

Use long straight shears to level out the topline.

FIG. 9: Tighten the rear angulation by using straight shears to form a “shelf.”

Tidy the rear angles and blend into the outside leg coat to give the impression of a powerful rear. With the tail held upright, trim it into a fat carrot-like shape leaving the coat at the croup slightly longer so it blends unobtrusively into the topline. There should be a good bit of dog behind the tail if the angulation is set properly.

Lift the opposite leg and trim the insides of the rear legs.

FIG. 10: Blend the short coat from the back of the rear legs to the longer coat on the outside of the legs to form parallel columns.

Use long curved shears to give a slight curve to the rib cage.

FIG. 11: Create a very slight tuck-up with long curved shears inverted and then shape the underline about 3/4 of the way toward the front legs. Turn the shears the other way and continue in an unbroken line between the front legs.

With a short curved shear, round the back feet.

FIG. 12: Still using the curved shear, round the hocks, making sure they are perpendicular to the ground.

To finish the front legs, lift the leg slightly and trim the stray hairs to form parallel columns. Use short curved shears to round the feet.

FIG. 13 shows the legs when viewed from the rear. Note the parallel lines.

FIG. 14: Use fine thinning shears to blend the neckline.

Use bulk blenders or “super blenders” to blend the neck and crest. When blending the head to the crest, use caution to not dip behind the occiput. The

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transition of the back of the neck to the withers and then to the back should be a smooth unbroken line.

With fine thinning shears, blend the sides of the face and expose the sides of the eye as if the dog is looking out of a slit. Use your thinning shears to blend the beard. When viewing the head, it should appear long and brick-like. Any coat protruding from the sides should be removed.

Finish the ear by scissoring the rough edges. Always trim with the coat growth pattern to avoid cutting the ear leather.

Depending on the area, the frequency of this breed's appearance in our salons may be slight. With that said, it doesn't mean the ones we do see can't join the ranks of our Bread & Butter clients!

The United States Kerry Blue Terrier Club publishes a great illustrated standard that can be downloaded and used for reference. The website is a virtual plethora of useful Kerry information, history, and pictures.
www.uskbtc.com. ☺

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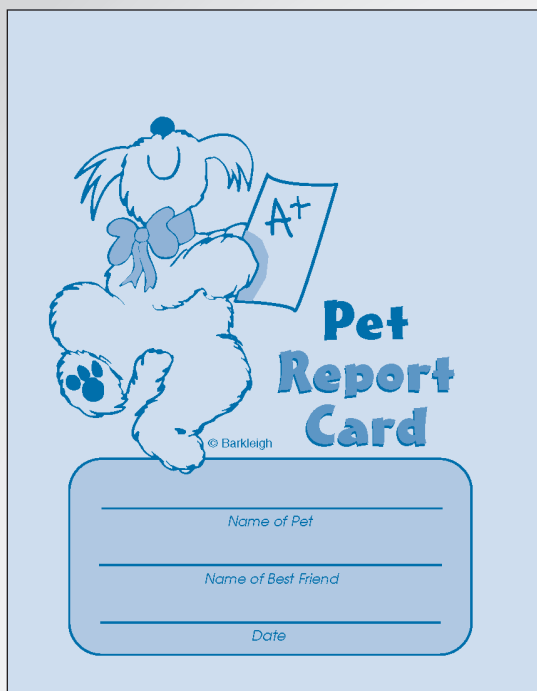
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Groomers and pet professionals came from around the world to experience the cutting edge merchandise, learn the latest industry techniques, and compete in the world's largest *GroomTeam* sanctioned competitions.

Thursday featured some of the top speakers in the industry. The "PetTech CPR" class, featuring Mary Oquendo and Beth Cristiano, kicked off the festivities with three full sessions. This was followed by "Super Coats" featuring Pam Lauritzen and the return of Chris Christensen's "Groom Fusion 2" featuring Carlos Carrizo and Coreen Bebawer. The Queen of Color, Dawn Omboy, and Lara Latshaw finished up the Thursday sessions with "A Celebration

of Color" and "To Hell and Back!"

After a hard day of competition, groomers brought Thursday to a close with the *Espree* Meet N Greet.

Friday commenced the annual Trade Show. Companies from across the USA and abroad showed off their top of the line merchandise.

Friday night entertainment featured the "Smock It To Me" competition, sponsored by *E-Z Groom*. Groomers paraded down the aisle, showing off their handmade smocks.

Kenchii closed the night with its yearly party. Everyone came to relax, dance, and enjoy the entertainment, prizes, and food.

Saturday rounded up the *GroomTeam* competitions with the "Best In Show." All of the top winners battled it out to see who would be crowned "Best In Show," taking away huge

prize money of \$2,000, courtesy of the *Andis Co.*, and the coveted gold medallion, courtesy of *McPaw, Inc.* Anna Calabrese won "Best In Show." The "Best All Around Stylist Award" and \$2,000, courtesy of *Wahl Clipper Co.*, went to Lindsey Dicken.

"Best First Time Competitor," Kelly French, won a huge trophy and \$1600 in *Hanvey Bucks*, courtesy of *Hanvey Engineering and Design, LLC*.

"Runway Abstract Design Challenge" followed, with competitors modeling their high-end fashions and creatively designed dogs for a chance at over \$2,000 in prize money. Cindy Oliver took first place.

Sunday morning featured the "Rescue Rodeo," now in its fourth year. Shelters provide the dogs, and groomers make them look their best, in hopes of finding a new home. Shelters are paid \$50 per dog provided and receive prize money equal to the winning groomers to help with their activities. Many of the dogs had possible adoptions after the event. First place went to Liz Sechrist and the *East Coast Humane Society*.

Last but not least, the "Crazy Super Model Dog Challenge" and "Creative Styling Competition" drew a large crowd. Groomers showed off their creative designs on live animals and stuffed ones as well. Stuffed Model Dogs were auctioned off, with the proceeds going to the Rescue Rodeo shelter providers.

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Pet hot spots are raw and painful patches that can be caused by allergies or any other skin irritations. They worsen over time and can often become infected. According to

Vermont Soap founder Larry Plesent, "Relief for your pet is actually just a few drops away. Hot spots are worsened by detergent-based grooming products and we are so excited to offer a new adjunct product to work with our certified liquid based pet shampoo." *Hot Spot Oil* contains no preservatives or artificial colors or fragrances. It is also gluten, animal product and lactose-free. This revolutionary herbal product is offered in a two ounce bottle and in one ounce testers. For additional information, request Reader Service card #10119.

TrueBlue Pet Products SuperFresh Dog Shampoo



TrueBlue Pet Products announced that it is launching a special concentrated version of its all-natural, botanical *Super-Fresh Dog Shampoo* for professional groomers. *Super-Fresh Dog Shampoo* for professionals can be diluted up to 6:1

and comes in a one gallon size. It is specially formulated to clean well without stripping out the beneficial natural oils in a dog's coat, so it won't dry out the skin or cause itching. Made with grapefruit and chamomile. A portion of the proceeds from the sale of *TrueBlue™* products is donated to the American Humane Association's Second Chance Fund. The fund provides financial assistance to shelters across

the country for the medical costs of treating and rehabilitating animals as they are prepared for adoption into permanent, loving homes. For additional information, request Reader Service card #10120.

SynergyLabs New & Improved Formula



Our recently improved *Veterinary Formula Solutions Snow White Conditioner* will soon ship. Based on customer feedback, we've enhanced our conditioner by utilizing a special pearlized mix. Our new formula contains the same effective optical brighteners with long-lasting Blue Coral & Citrus scent. It will leave a pet's coat soft, silky and

tangle-free without bleach or peroxide. For additional information, request Reader Service card #10121.



New Look for TropiClean's OxyMed Pet Grooming Products

TropiClean has launched their new look and *OxyMed* products. TropiClean's medicated line of grooming products uses a soap-free formula to gently clean and nourish irritated skin. The new design features an easy-to-grip shape and high definition graphics that jump off the shelf. The *OxyMed* packaging was also designed with a 100% biodegradable sleeve. Along with the original *OxyMed* products, the line will feature four new items with the complete line up being; *Medicated Oatmeal Treatment*, *Medicated Oatmeal Shampoo*, *Anti-Itch Oatmeal Shampoo*, *Hypo-Allergenic Oatmeal Shampoo*, *Medicated Oatmeal Spray*, *Anti-Itch*

Spray and *Ear Cleaner*. For additional information, request Reader Service card #10122.

Quadruped Pet Care Products, Inc. Introduces Yucca Multi-Purpose Tearless Shampoo



Multi-Purpose is a general purpose shampoo that addresses special needs pets may require. The extract of the Mojave Yucca's (*Yucca Schidigera*) alkaloids immediately address the problem of flea, tick and mite infestation. Yucca's steroidal saponins trigger the body's natural cortisone production

to resolve many skin-related issues such as "hot spots," dermatitis, itching and scratching, while anti-fungal properties will resolve the issue of ringworm. Optical brighteners add new life and luster to coats, leaving a long-lasting mild scent. Safe for use on puppies and kittens. Available in gallon and 16oz sizes. For additional information, request Reader Service card #10123.

Skin Repair Shampoo by Zen Dog

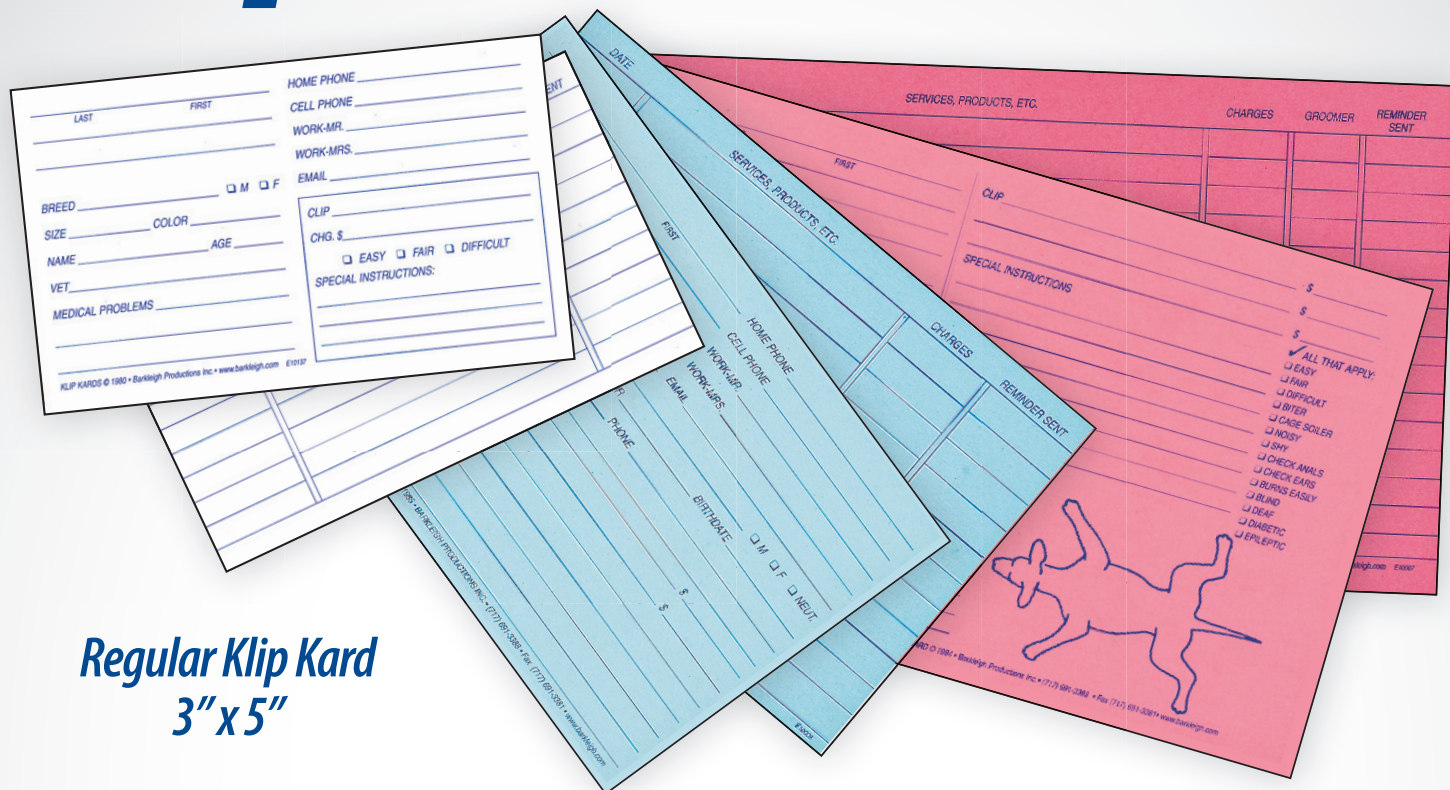


Put the ZEN back into your dog! *Zen Dog Holistic Healing Formulas* may have found a "Diamond in the Ruff" with their *Skin Repair Shampoo*, *Healing Spray & Gel*. *Skin Repair* (and all Zen Dog products) is made with 100%

therapeutic grade essential oils that help to soothe and heal compromised skin, aiding in regeneration of skin tissue and coat repair. The purity of *Zen Dog's* ingredients offers truly unique holistic dog care formulas. *Zen Dog* takes pride in its socially conscious motives and integrity driven merchandise. Healing energy in a bottle! For additional information, request Reader Service card #10124.

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Photo by Sheri Haglund

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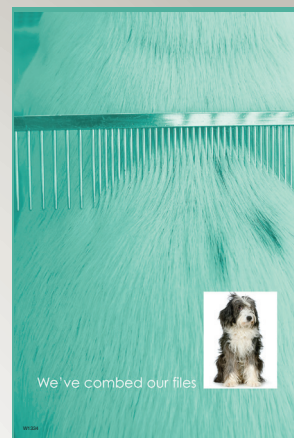
#207 (R-4)



#209 (R-6)



#211 (R-9)



#212 (M-2)

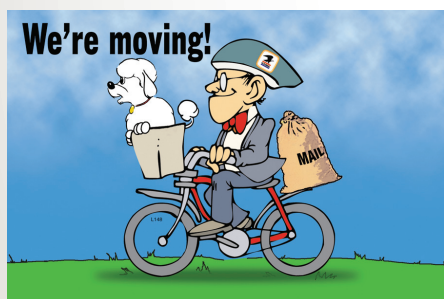
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READER FEEDBACK



A selection of
comments taken
from our
Facebook page

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About Clipped! on *Animal Planet*:

“I’m definitely watching. I started doing color because of Angela and Lori.”

— **Suzanne
Cummings-Castleman**

“It’s DVR-ing, as we type!”
— **Amy Prim-Prijatel**

On attending grooming shows:

“You ought to make a trip to *Groom Expo* in Pennsylvania. We’ve gone many times and always enjoy it. The creative grooming is so fun to watch. Real artists. I’m not that brave!”

— **Karen Folsom**

About *PetQuest*:

“Great line up of speakers!! Some new faces.”
— **Lori Craig**

“I hope it’s close to me so I can go.”
— **Daffanee
Adams Vogt**

About *Intergroom* on *GroomerTV*:

“Watched this everyday... I just wanted to let you know that I think Barbara Prueckel did the greatest job, and I’m looking forward to seeing her on here at the next show... also enjoyed Missi Salzberg.”

— **Darlene Hicks**

About subscriptions:

“I want to know why I no longer receive GTG???? Something I said??? Lol...”
— **Maura A Doyle**

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your *Groomer to Groomer*
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On *GroomerTV*:

“I am enjoying this live stream because I had a heart attack on Thursday and was supposed to work the show at the *Show Seasons* booth and was extremely disappointed that I couldn’t be there. This is the second best thing because I can still see all the booths, competition and all my grooming friends that are there. Keep up the good work and you are all very funny!”

— **Renee Michel
Christensen**

“Thank you from the bottom of my heart, doing this wonderful groom show/expo livestream. I have been unable to attend any groom shows due to time/cost restraints. I’ve garnered so much useful information on everything from equipment to new products. AND MOST important, actually watching awesome scissor skills.”

— **Peg Fultz**

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Rescue Remedy and a chicken sandwich, we were back. Josh was regaining his strength, but we had sat out of the competition and lost valuable time. I wasn't sure if I could complete him with the time I had left. Kathy Rose announced "scissors down" just as I added a couple feathers for a headpiece. After all that coat growth, I just didn't have time to finish what I had planned. We still managed to get third place and the coveted People's Choice Award. Lori again got first place, and the "Lion King" managed to remain undefeated.

I decided to go ahead and take the design to one more show: Atlanta Pet Fair. I just had to complete this design that I had worked so hard to perfect. Just a couple weeks before Atlanta, my mother passed away. I was devastated. I had no intentions of going anywhere, especially so soon after her death. My mother was my soul, my greatest fan, my seamstress, and my inspiration.

In the days before Atlanta, my entire family pushed me to go on and do what my mom would have wanted me to do. "She would want you to go, Angela!" is what my dad was telling me. I agreed to go but wasn't sure if I would compete. I just wasn't up to it. The night before we left, I told my dad, "I will work on my dog, and if I can do it, I will. For my mom!"

It was time to get the dogs ready, and I am sure everyone thought I had lost my mind. I just kept talking to my mom while I was working on Josh, just like she was standing there. When I was done, I was so excited. It was beautiful, and win or lose, I was happy. I pulled it together and completed the design; my mom would have been so proud. We won first place and People's Choice.

Top: Preparing for Atlanta Pet Fair just after Pasadena
— Angela thought about a more tribal eagle at first.
Middle and bottom: At Atlanta Pet Fair, where "Cherokee Heritage" took First Place



Angela Kumpo, winner of the 2010 Groom & Kennel Expo People's Choice Award, with "Cherokee Heritage"

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READER SERVICE CARD #10131



Color Me Bad

"Did I really just type that?" That was my immediate thought after explaining in an email that I do not, in fact, have a "hit list." I have no idea how to hire a hit man to carry out my hit list. I often see on TV people who think they are hiring a hit man, but it's really an undercover cop, so I won't be doing that.

The email I received made the point that some people might not be willing to express their feelings about contest rules for fear of "retribution" and ending up on a "hit list." This specific case is regarding the rule that allows a groomer to use bleach on a small percentage of a dog in a creative contest.

Here is the complete list of things that bother me more than someone's choice of coloring products: everything.

A small number of groomers have been waging a vicious Facebook battle over which products should be permitted in the contest ring. I often receive unsolicited (and unwanted) emails containing screenshots of groomers behaving badly toward each other. It started as sad, became destructive, and it has just now finally reached the point of being... funny.

After making assurances that there is no hit list, I declared that *Barkleigh* does not discriminate on the basis of bleach preference. We are an equal opportunity creative coloring organization. We are the rainbow coalition of coloring products. In fact, Jesse Jackson should use us as an example of how accepting a company should be for dogs of all colors, no matter how they got that way. We are proud of the fact that, having purchased the *All American Grooming Show*, we are taking over the tradition of being the first show to accept the openly gray and dogs of all other colors.

Wars are fought over land, money, religion, oil, and now fur. In Northern Ireland, the Catholics and Protestants fought a 30-year battle. Ironically, only 3% of them actually practiced the religion they were fighting for. But we can top that, because here in the U.S., we have a battle raging over a product that hasn't even been used in the contest

ring for over two years! *Barkleigh* will gladly take all the war refugees from both sides. We'll be the Ellis Island of creative grooming. No matter what your color persuasion, you will always have a home at a *Barkleigh* show. Give us your tired, your poor rescue dogs, and we'll color them in a *Rescue Roundup* competition.

We hold strongly to the belief in freedom of speech. You can go on Facebook and have nasty fights about creative grooming. Before you do, read that last line again, because it kind of sounds like a failed *Saturday Night Live* skit. Or you can set up a tent city to protest outside one of our shows, come in to compete in the creative contest, and then go back outside to protest against us some more. If you are protesting at Hershey, we'll send Frank Brown out to bring you chocolate. If you are protesting at the *All American Show*, we request that you return the favor by making a deep dish pizza run. I'll buy, you fly.

You can bash us all over Facebook for the people we use to speak or the judges we use, but we'll still welcome you like the prodigal son returning. Well, we probably won't cook up a fatted calf, but you get the point. Hopefully chocolate or deep dish pizza will be an adequate replacement for veal.

You can send the nastiest email you can write to me about how offensive this column is because I make light of an issue that is very important to you. That's okay – you are still allowed to attend our shows and compete. I'll even print an article by you if it's good enough. But I will also laugh at you for getting bent out of shape over someone making a different choice about how they choose to make a dog look pretty.

I have learned that I have magical powers. I have the amazing ability to make all of the Facebook drama disappear. I simply go to my Facebook page, click the icon in the upper right hand corner, and scroll down to the words "Log Out."


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