

# Groomer To

"THE GROOMING INDUSTRY'S TRADE MAGAZINE"

# Groomer

VOL. 29 ED. 6 • SEPT. 2010

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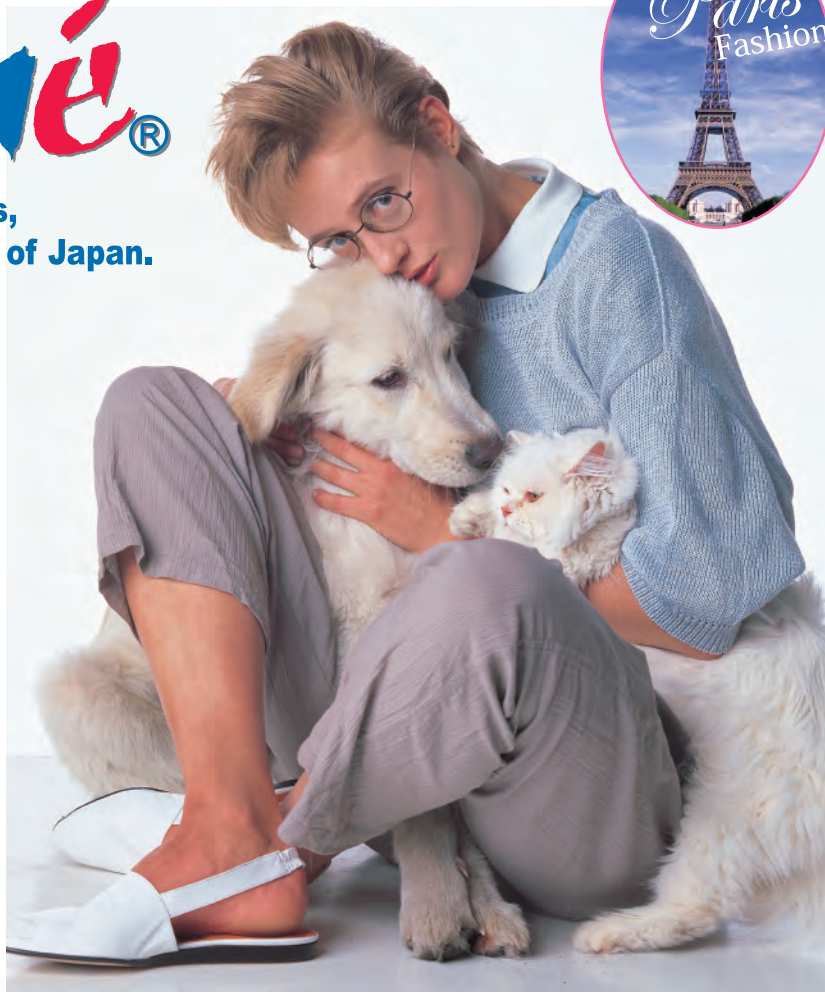
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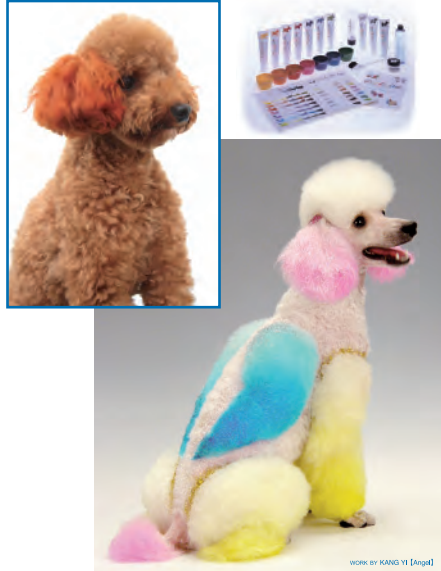


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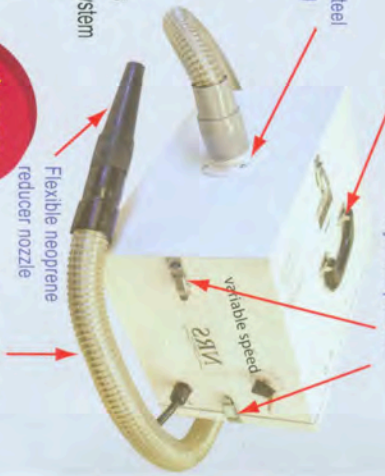
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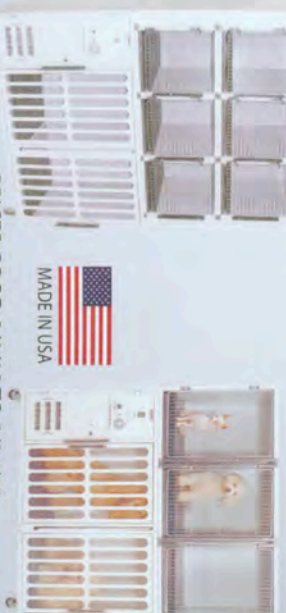
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# Groomer To Groomer

6	FAILURE...IS NOT AN OPTION
10	THE DOG THAT GROOM EXPO BOUGHT
20	HYPOGLYCEMIA
26	EASY MONEY: SMART GROOMERS PROFIT
30	THE GROOMER'S ROUNDTABLE
38	THE ENGLISH SPRINGER SPANIEL
42	"BEE" "MOO" "YO"
48	KEEPING CREATIVE ALIVE
50	EDUCATION
56	NORTHWEST GROOMING SHOW REVIEW
57	PETQUEST REVIEW
59	NEW PRODUCT NEWS
64	JOANNE'S AH-HA'S
66	CLASSIFIEDS
68	CALENDAR OF EVENTS



## COVER

Barkleigh on his way to Groom Expo!

Designed by  
Lucas Colton

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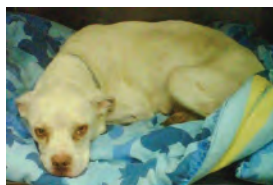
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## Off the Top of My Head by Todd Shelly

### Life of Raleigh



The first picture of Raleigh.



Sometime in early July, I received a phone call at about 11:30 pm from Kelly Lewis, a mobile groomer for Aussie Pet Mobile of the Triangle in the Raleigh area of North Carolina. Kelly explained to me that while driving home earlier that day she saw a dog get hit by a pickup truck. Kelly immediately grabbed a handful of towels and followed after that dog while Laura Rhodes, who happened to be working with her that day, jumped into the van's driver seat to follow.

Kelly expected to find a dying or severely injured dog. Instead, the dog, bleeding from cuts and limping badly, ran a mile and a half back to her home under the porch of a dilapidated shack. Kelly and Laura arrived to find the dog barking at them from a cinder block that was used as a makeshift step. She was attempting to guard her three puppies that were tied under the porch.

The owner of the shack and dogs came out after hearing the commotion. He was an older man in poor mental and physical health who could barely take care of himself, let alone a dog and her puppies. The man explained that he took over ownership of the dog when his son went to prison. He readily surrendered the injured mother and her puppies to Kelly and Laura.

Several hours later, Kelly was calling me from the vet office. The adorable puppies were in good shape. Kelly and Laura, along with their boss Mary Anne Hubbard, decided they would foster the puppies until they could find permanent homes. But there was still the problem of the wounded mother dog. The evaluation from the emergency vet showed that the approximately one-year-old dog was severely malnourished, had a fractured pelvis and a mild case of heartworm. The purpose of Kelly's call was to get another opinion on what she should do about the mother. For various reasons, nobody could take the dog. They knew that if they took the mother to a shelter, she would be put down. And, it was going to cost hundreds of dollars to get the dog the medical attention she required.

The easiest, and possibly the most logical, thing to do would be to put the dog down. I sensed that Kelly and Laura wanted to have another opinion that would free them from any guilt they would feel about euthanizing the dog. I quickly realized that was not the case at all. They wanted to try to do anything they could to save the dog. I figured there must be something special about the dog, so I asked if they felt any sort of bond or connection. Kelly flatly stated, "No. I just can't stand putting down any dog."

So, here I am on the phone expected to give the life or death call for an unappealing, skinny, sick, mangled dog that has no home or prospects for a home. A thought entered my head just as Kelly exclaimed with excitement in her voice, "I just remembered, the local shelter officially becomes a no-kill shelter at midnight tonight! We can get her fixed up and they won't put her down!" The timing was perfect. In twenty minutes, the former kill shelter would be a no kill shelter.

With that I said, "Thank goodness, because I was about to say something that might have been really stupid." Unbeknownst to me, in the moment between Kelly's statement and my response, she remembered that dogs had to make it through the regular shelter to get to the no-kill shelter. This dog would not be approved for it.

For some reason, I already knew in my head I was going to end up with this dog. Less than a week previous to this, I adamantly stated that I couldn't take a dog because I work and travel too much, but I guess I had a "vibe" about this one. So, sight unseen, I told Kelly that if she could get this dog to me, I would take it. She then texted me a picture of a pathetic looking dog with big sad eyes. I immediately knew that this was my dog. Mary Anne fostered the dog for a week and adopted one of her puppies. Mary Anne, Cassandra Reed (Old town Pet Resort, Alexandria VA) and Deb Becker (Barkleigh) assisted in her transport to Pennsylvania. The dog was a perfect angel the entire trip, just sitting up straight, quietly looking out the window.

I named my new dog Raleigh. I was told that she is a little aggressive around new people, but she took to me instantly. When I took her into my house, I planned to give her space to get acclimated, but all she wanted to do was play. She wasted no time in making herself at home.

A month later, she is over the hip fracture, she's on her way to being free of heartworm, and she is the office darling. Yes, she gets to go to the office with me every day. She looks healthy and happy. She has a strong prey drive that can make a walk turn into a challenge, but she is getting better with that every day. Other than that, she loves other dogs, loves people (after the initial minute of apprehension) and is the gentlest dog I have ever been around. She even arrived housebroken. It has been said many times, "Wow, you really lucked out with that dog." That's funny, because I thought Raleigh was the one that was supposed to have lucked out.

  
todd@barkleigh.com



# Failure... is Not an Option

By Bonnie Wonders



## Today was bad.... really bad.

I got to work at 7:15 in preparation for my 8:00 AM appointment. The guy has two Yorkies. At 8:15 still no Terriers on my doorstep. I called him at 8:20. He NEVER forgets his appointments.....he forgot. He could be there in 25 minutes he said.

"No can do," I told him. It would screw me up for the next one at 9:00. It would be so busy today that I couldn't possibly fit him in anywhere else.

At 9:00 AM the Poodle showed up along with her sidekick the Westie. I bathed the Poodle and as I started force drying her, I noticed the volume of air from the dryer wasn't up to par. A few seconds passed and it kicked in full speed and I pondered the event.

"Just a fluke," I thought briefly to myself. I finished the dog and Trudy walked in.

"Bathe that Westie," I told her as I started shaving the Poodle's feet. The phone rang and I answered it promptly. I made an appointment for the caller and hung up. Back I went to shaving feet. The phone rang again and I needed to book another dog. In the midst of this the door buzzer went off and two customers walked in. I stuck my head out front and checked to see if they needed any assistance. "Not yet," they said and I went back to the phone. I finished off that appointment in time to be summoned by one of the women who had walked in to the salon.

I was quizzed about harnesses and picked out one that would suit her dog's needs. I returned to

the Poodle's feet and Trudy was complaining about the dryer.

"It's not blowing very hard," she yelled over at me.

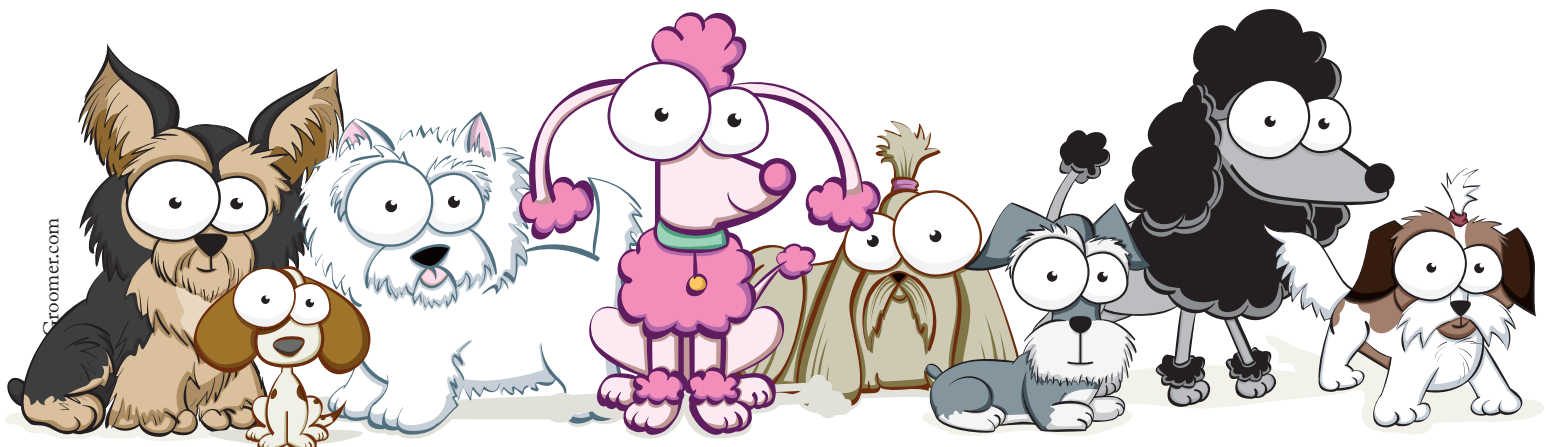
"If it's not blowing very hard, then WHY are you yelling?" I asked.

"Oh, just used to doing it I guess," she said shrugging.

"You complain a lot," I told her. The dryer once again kicked back into its high mode as I was responding to her. "It's fine," I told her, trying to sound reassuring. Now was NOT the time to have our best force dryer quit at the beginning of the day.

At 10:00 the next appointment came in, which happened to be for two Labs. Trudy started bathing one of them and twenty minutes later the 11:00 showed up. It was a Maltese in full coat forty minutes early. I popped her into a cage and headed back to get to work on the waiting Westie. At 10:30 the 1:00 came trouncing in.

*Continued on page 8*





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**“Lose something?” I asked casually.  
“Yes. Air pressure,” she said  
waving the hose at me.**

“Trouncing.” That was one of my mother’s words. She used to say it to describe me when I did something that really got her ticked off at me. “She’d tell my Dad, “That Bonita...(yes my real name) came trouncing in late last night like she was some queen.” Yeah, I know I got off track in the story. Anyhow....It was one of those times that people showed up early all over the place.

The dryer wasn’t doing so well by the time it was Lab drying time. Now, I know I could

have put these dogs in the cage dryer, but I prefer them to be force dried. Could it be that the brushes were going bad in the thing? I tried to remember when I had last changed them. Not that my memory is worth crap these days but I thought it MAY have been more than a couple of years since I last did it. I looked over at my helper and she was looking into the end of the hose as if she was going to see something stuck in it.

“Lose something?” I asked casually.

“Yes. Air pressure,” she said waving the hose at me.

Ok. I decided to call to order new brushes, just in case. “New parts will be here tomorrow,” I told my little buddy.

“Well, isn’t that nice?” she said sarcastically. “So how do you propose that I dry these dogs in the meantime?”

I went to the office and drug out the old stand dryer. “Here,” I said rolling it to her.

“Uh, I don’t think so,” she said putting her hands on her hips. She rolled the dryer back to me.

“And your better idea would be?” I asked pushing it back toward her.

“Sticking them in the cage dryer,” she retorted.

*Continued on page 9*

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## I didn't want to admit defeat, not to mention lose the money.

"You know I like them hand dried," I informed her. She glared at me. (I say it was a glare. She insists it was casual, longer than usual look.) "Ok. You can cage dry for a while, but I want them finished by hand," I demanded.

"Fine." she said dragging out the word a tad longer than I thought she should have.

The next time I tried to turn the force dryer on, all I heard coming from it was the sound of it blowing "Tapps." It was officially dead. I took it down from its place

of royalty on the wall and unscrewed the top. I pulled the brushes out of their mounts on the motors and found them to be completely worn down to nothing. I hung my head as I made the sign of the cross over its lifeless body and went to the office for the other stand dryer.

We were getting so far behind on the dogs that I didn't think I'd ever get done. I did have a fleeting thought to cancel a few of them, but I didn't want to disappoint any customers. Oh heck. Who was I kidding? I didn't want

to admit defeat, not to mention lose the money. So we persevered. I sweated, I swore and I sweated some more. Trudy was really cranky though. I kept my earplugs in most of the rest of the day. Usually I could only SEE her mouth moving a hundred miles a minute. I didn't ever ask what was coming out of it. Some things are best left to the imagination.

Finally the day ended. I haven't been so glad to come home in a long time as much as I was today. I think tomorrow when UPS comes I will give him a few bucks as a tip for bringing me the new brushes. I will tell him how grateful I am to have such a dedicated, hardworking, friendly, loyal delivery guy such as him. I will even give him a big kiss. I hope I don't get the one with the unibrow.....

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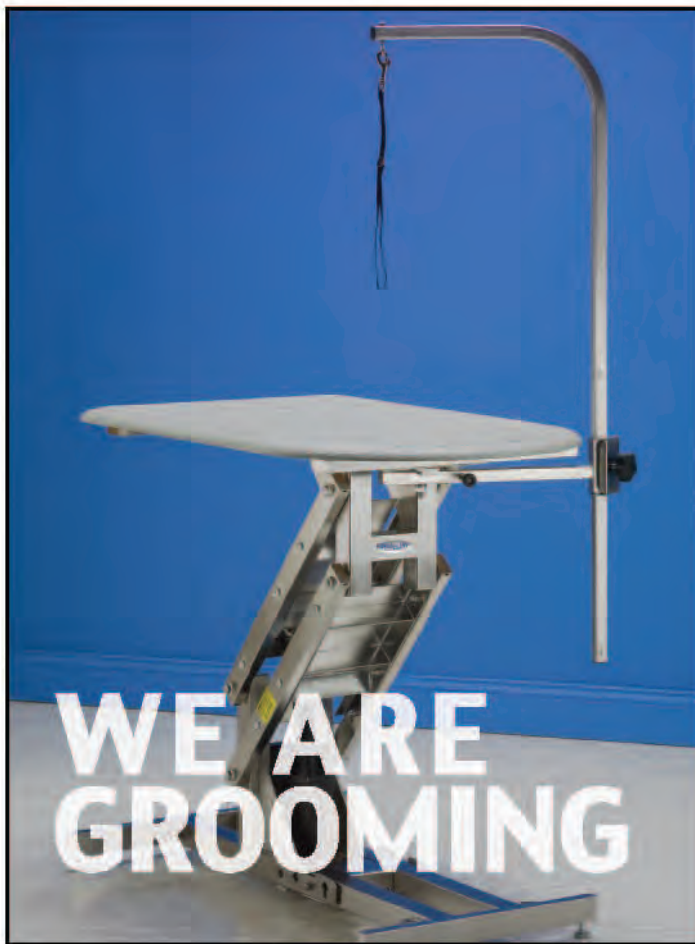


# The dog that Groom Expo Bought

Lisa Parrish has been attending *Groom Expo* for many years. Before *Groom Expo 2009*, Barkleigh discovered that Lisa, a groomer with multiple physical challenges, was in need of a service dog to help her in her daily life... and also in her grooming salon. Because *Groom Expo* is known to be a giving place, we asked our vendors to donate products for our *Closing Show Auction*.

Groomers were generous in their bidding. Exhibitors were generous in their giving. And Max, a Labradoodle service dog, became a reality for Lisa. Both dog and groomer got their desires. A Groomer for Max. A Service Dog for Lisa.

*Continued on page 12*



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**GTG: How long have you been grooming?**

**Lisa:** 17 years. I apprenticed under a master groomer for about two years at Hockessin Animal Hospital (1993). I've also tried to attend Groom Expo every year because there's always something new and helpful to learn at the seminars and trade show. I later groomed at a pet

supply store until I decided to open my own business in 1996.

My husband and I fixed up a rundown trailer on his family's farm and made it into a grooming and boarding facility. I did everything myself for a few years until I started having a lot of health problems. So I hired another groomer to take some of the load off and help out when things were busy or I was sick.

When we bought our house in Kennett we renovated the basement so I could start grooming there, since the old trailer was practically falling apart. My husband's family had to sell their farm in 2006.

Steve took some time to think about what he wanted to do after farming and one day said, "Let's open a serious grooming salon and make a go of it. We can work together and it would give us the flexibility to do what we have to when you're sick or need help. You can handle the grooming end and I'll manage it. Let's think big."

Even though Steve didn't know much about grooming, it made a lot of sense. I knew grooming and he knew about business. He's learned a lot and really loves the challenges of running a grooming business. We both love working with dogs and dealing with people (well, most of them!). He can also fix just about anything... we just don't let him touch the clippers! It is wonderful going to work together and being able to bring our dogs with us. It's not easy, but it's more rewarding than anything else we could've imagined.

**GTG: Where is your salon located and tell us a little about your facilities and staff?**

**Lisa:** Our grooming salon is in Elsmere, Delaware (near Wilmington). It's also a *Do-It-Yourself Dog Wash*. We had heard of *Dog-O-Mats* and thought the concept was pretty cool. The only *DIY Dog Washes* anywhere near us were rudimentary and had no one around to help the customer. We knew we could make ours nicer and more user-friendly. We help our customers when they come in, show them how to do a good job, then clean up the mess for them. If they don't get great results, why would they want to come back? I wouldn't. Our customers love our

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*Continued on page 14*

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at the Salon

setup and rave about how easy and fun it is. We did it right. Our philosophy is simple: treat customers and their pets like we'd want to be treated and make it fun! First

we found a cute little building in a great location with plenty of parking. We fixed it up and decorated it in a relaxed tropical theme. There's a surfboard with our logo on the wall, beach signs all over the place, and a tiki hut for our retail counter.

Too many salons have only four white walls with a couple of dog posters for decoration. That's lame. We want our customers to say, "WOW!" We're fortunate to have three excellent groomers and we treat them like family. They're reliable team players so we like to do a lot for them. We have barbecues together, steam crabs, go to *Phillies* games, and we're even closing down the salon to charter a fishing trip just for "the crew."

**GTG: You have a health challenge that forced you to contact Barkleigh. Can you tell us about it?**

**Lisa:** I have been a Type I diabetic

for 31 years, since I was 12 years old, and have had many health complications from it.

**GTG: What problems did that diagnosis present as a child? As an adult?**

**Lisa:** Doctors didn't know nearly as much then as they do now. Back then I only took one shot of insulin each day and used a paper strip for urine testing to check my blood sugar. Today I have an insulin pump that administers a small dosage every hour to keep my blood sugars more stable. I test my blood sugar several times daily using a blood glucose meter that is far more accurate.

Had I grown up with the pump and glucose meter, my body would not have deteriorated nearly as much. I would probably still have

*Continued on page 16*

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at Dialysis

my right leg, and may not have needed a kidney transplant. My eyesight would be far better and I wouldn't be on dialysis, either. A few simple things we take for granted today could have made an incredible difference in my quality of life had they been available when I was a child.

**GTG:** Can you elaborate on your medical condition?

**Lisa:** Diabetes deteriorated my

body to the point where I needed a kidney transplant in the mid 1990s. I received my first kidney in March 1996 at HUP (Hospital at the University of Pennsylvania). It lasted about nine years, but I had plenty of other problems during that time, requiring numerous hospital stays. Blue Cross probably hates me for what I've cost them over the years. At least I get my money's worth out of my insurance.

I lost my right leg to a condition called Charcot Joint, a degenerative bone disease, in 1999. By late 2004 my transplanted kidney had begun to function poorly. I began renal dialysis in the spring of 2005. I had another renal transplant in September 2007 at Johns Hopkins that failed due to infection. I was in the hospital for seven weeks because of the complications. It drove me nuts! I've only had a couple minor hospitalizations since then, but I have been re-listed on the transplant list,

so I'm keeping my fingers crossed.

**GTG:** How does it affect you in your day-to-day life? In your grooming life?

**Lisa:** I have to go to dialysis three times a week, pretty much wasting those days. I feel pretty worn down afterwards and naturally can't work those days. It bothers me that I can't be there more to help out. I love going to work. My leg problems prohibit me from doing a lot of grooming. I can't see very well, stand very long, or lift anything heavy. So I help out as much as I can on smaller dogs, and bathe a lot of dogs to help our groomers when we're busy.

**GTG:** How did you decide that a service dog would be the best thing for you? What did you hope a service dog would do?

*Continued on page 17*

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**Lisa:** I've spoken with a lot of people with service dogs about their capabilities. So I knew a dog would be a great help for balance, helping me walk on uneven surfaces and up stairs or inclines, opening doors, getting in and out of the shower and picking up items from the floor. We're also hoping he'll be able to alert me when my blood sugar drops too low. It's something he might pick up the longer we're together, but not the sort of thing he can be trained for. I've always relied on Steve a lot for help, but he can't always be there. Max has made me much more independent. Who wants to be a burden? I don't, because I have a life to live (and enjoy!).

**GTG:** *Max was kind of a miracle, wasn't he? Since you were told it would take quite some time to get a dog.*



*Lisa Grooming*

**Lisa:** I was very lucky to get Max when I did. He had been trained for another woman with the same needs I have. After her first day of training she decided it just wasn't for her, so there he was, out of the blue! I was on vacation when I was called and told that they had a dog for me. I was so surprised. I couldn't wait to get home!

Continued on page 18



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**GTG: Why did you need help in securing an assistance dog? How did Barkleigh get involved?**

**Lisa:** Service dogs are very expensive. Unfortunately, my insurance wouldn't pay for it because they didn't consider it "medically necessary." Max, and his training, cost \$7,000 from *Amazing Tails*. Our new salon has only been open about a year and a half and we have ev-

erything invested in it. We had no means of getting a dog, so I called Sally Liddick and asked if she might have any suggestions about fundraising. I was so pleasantly surprised and excited when Sally and Barkleigh offered to raise the funds at Groom Expo. It was an incredible relief to know that there are still people and companies out there that are willing to help those in need. This has been a dream come

true for me because it so greatly improves my quality of life. Max has been a gift beyond compare. To top it off, he's a wonderful dog!

**GTG: How is Max improving your day-to-day life?**

**Lisa:** He gives me a lot more stability walking (on my prosthetic leg). Max is a big help getting me up from a seated or kneeling position. He picks up things and helps me get on the bus that takes me to dialysis or doctor appointments. I can also negotiate stairs, inclines, and uneven surfaces more easily. All these things give me much more independence and improve my mobility.

**GTG: What advice do you have for a groomer in your situation?**

**Lisa:** Don't let the disability disable you. Find solutions, not excuses. I can overcome most things with good planning or creativity. I know it sounds simple, but it's true. We all have problems, but we can all have goals. It just takes a little more effort for some of us to achieve those goals. If life gives you lemons... throw them at something that makes you mad!

**GTG: I know that you have a great appreciation and zest for life. Tell me a little of your philosophy.**

**Lisa:** I want to enjoy an active life and be productive, so I do whatever I have to. I figure I can be disabled and happy, or I can be disabled and miserable, and miserable doesn't work for me!

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BY DR. BOYD HARRELL

# HYPOGLYCEMIA

## *Not Just A Diabetic Problem*

**Hypoglycemia** is a medical term to describe a condition of low blood sugar in animals and people. Many of us associate hypoglycemia with unregulated diabetes or an insulin overdose and they would be correct. However, hypoglycemia also occurs in non-diabetic patients.

The body has an amazing feedback system allowing it to regulate blood sugar within a relatively narrow range. Normal blood sugar for dogs is considered to be between 80 and 120 mg/dl. When the blood sugar persists at levels of 150 mg/dl or more, a diagnosis of diabetes is typically made.

Blood sugar may spike in an either upward or downward direction for a short period of time in an otherwise normal individual. Short-term stress and anxiety may cause the blood sugar to rapidly rise, yet when the stressful situation is abated the blood sugar will fall back down into the normal range. Generally speaking, the short upwards spikes do not cause any obvious or immediate urgency.

In contrast when blood sugar falls below 50-60 mg/dl the problem

may become both obvious and urgent. Typical signs of hypoglycemia may include and are not limited to the following list:

- Lethargy
- Unusual behavior
- Disorientation and confusion
- Weakness
- Muscle twitching, tremors
- Collapse
- Loss of Consciousness
- Seizure
- Coma

Let's take a simplified look at how the body assimilates, stores and mobilizes blood sugar (glucose).

Glucose is a simple sugar, a single molecule sugar that is easily moved across cell walls and utilized as a source of cellular energy. The body may break down more complex sugars and modify them to produce usable glucose. Glucose can also be made from amino acids and the glycerol portion of fat through a process called gluconeogenesis. Glucose is stored in the liver in the form of glycogen to be used at a later time. An easy way to think of glycogen is to imagine a chain being created by attaching one glucose

molecule to another. As body needs increase and blood sugar begins to fall, a regulatory mechanism releases enzymes to break down the glycogen chain once again into individual glucose units that are now free to be used by body cells.

The three basic mechanisms for hypoglycemia are:

1. Insufficient source or insufficient ingestion of substrates to create glucose
2. Glycogen storage problems
3. Inability to effectively mobilize stored glycogen

Some common causes of hypoglycemia are liver disease, glycogen storage disease, sepsis (generalized infection), hormonal diseases, starvation and malnutrition (including parasites), insulin overdose and toxins. A detailed medical workup may be required to make a specific diagnosis. One challenge is that hypoglycemic episodes are often episodic and transient, making sample collection at the time of the incident difficult.

Puppies are especially prone to hypoglycemia during the first few months of life, with toy breeds

*Continued on page 22*



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accounting for the largest portion of affected dogs. Most will outgrow the problem by the age of 4 months or so. The micro breeds may experience hypoglycemic problems for a longer period and possibly even into adulthood. Frequent feedings and supplementing with Nutrical® or Karo® syrup will minimize the episodes.

Now that the basics of hypoglycemia are understood; let's take a look at how all this might apply to you as a groomer. There are four categories of possible involvement:

- Recognition
- Aggravation
- Prevention
- Treatment

### RECOGNITION

By knowing the signs you may be able to pick up on a dog suffering a hypoglycemic episode. The intensity of the signs directly correlate with the blood sugar levels. A dog that

## ANY UNDUE OR AVOIDABLE STRESS CAN AGGRAVATE SIGNS AND ELEVATE THE INTENSITY OF A HYPOGLYCEMIC PATIENT.

is mildly hypoglycemic may have very subtle signs such as behavior changes, muscle weakness or trembling while a more hypoglycemic dog may collapse or have seizures. For those dogs you know well, you might even pick up on a pattern of signs occurring under certain conditions of excitement or stress, which you might be able to avoid or modify for future visits. By sharing your observations with the owner, you could very well be responsible for an early diagnosis of a problem of which the owner was not previously aware.

### AGGRAVATION


Any undue or avoidable stress

can aggravate signs and elevate the intensity of a hypoglycemic patient. Some examples are:

- *Noisy housing conditions* - Barking dogs, rattling kennels, loud telephone ringers, banging food/water bowls, people shouting
- *Exposure to busyness* - Dogs confined in or near high traffic areas, frequently relocating such as lifting on and off the grooming table excessively, moving dogs in and out of crates multiple times, etc.
- *Separation anxiety* - Some dogs become very nervous when separated from their family, so try to make smart appointments for drop off and pick up so the dog is at the salon for

Continued on page 24

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## PROVIDING A SOOTHING COMFORTABLE ENVIRONMENT IS A MAJOR PREVENTIVE MOVE.

minimal time.

- *Prolonged grooming or drying* - If a dog has a tangled coat or some other issue that is time consuming and may cause the pet anxiety, be in touch with that pet's mental state and take a break, feed a treat, provide fresh cool water or anything else that will distract from and defuse the situation.

- *Long days at a grooming competition, bench show, agility event, flyball, etc.* can bring on hypoglycemia in a dog that has never experienced glucose regulation issues at any other time.

### PREVENTION

Providing a soothing comfortable environment is a major preventive move. Provide plenty of fresh cool water during the pet's stay. Feeding a small treat or snack every couple of hours is good prevention, be certain to get the owner's permission and avoid large amounts of food and greasy foods. There is some cross-over between prevention and treatment, so be sure to consider additional measures mentioned under "Treatment".

Do not feed or allow a dog to have access to any food or product containing xylitol! Xylitol affects

dogs differently than people. Insulin production in people is affected very little by xylitol, while in dogs xylitol provokes a strong insulin production response that can lead to severe hypoglycemia including seizures and death. A single stick of gum containing xylitol can be very toxic to a small dog. Xylitol can also be found in products such as toothpaste, so be sure to read all product labels and keep any xylitol containing product out of reach of your canine friends.

### TREATMENT

- Any pet that has exhibited signs of hypoglycemia should be seen by a veterinarian and a definite diagnosis actively sought which may include some or all of the following procedures: a blood count, blood chemistry tests, urinalysis, x-rays, ultrasound and hormonal tests.

*Continued on page 25*

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The screenshot displays the Store Vantage web application. At the top, there are navigation tabs for 'CALENDAR', 'NEW ACCOUNT', 'NEW BOOKING', and 'VANTAGEplus'. A search bar for 'Your Store (username)' is visible. Below the navigation, a 'Store Vantage' logo is present. The main content area is divided into two sections: 'SETTINGS' on the left and a 'Calendar' view on the right. The 'SETTINGS' menu includes options for 'Store', 'Profile', 'Regular Hours', 'Holidays', 'Edit Single Day', 'Staff', 'Resources', 'Accounts', 'Customers', 'Services', 'Add-on Services', 'Tasks', and 'Display Options'. The 'Calendar' view shows a table with columns for 'Day of Week', 'Start Time', and 'End Time'. A 'Add New Entry' form is overlaid on the calendar, allowing users to specify the 'Day of Week' (currently set to Monday) and 'Times' (Start and End times, both set to 9 AM). A green notification banner at the top of the calendar area states 'Your entry has been added. Add New Entry'. A 'Cancel' button is located at the bottom right of the calendar area.

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With that said, the short term treatment for hypoglycemia may include the following:

- Provide frequent high protein quality meals, all carbohydrates should be complex carbohydrates.

- As a preventive, feed a high protein meal a couple of hours before any anticipated strenuous exercise, such as dogs participating in a competitive event. Feed small amounts of high protein food or pieces of candy every 1-2 hours through the working day. Shorten the working/activity period for dogs with known hypoglycemic episodes.

- For juvenile or puppy hypoglycemia feed at least 4 times per day. Also consider using commercial supplements like Nutrical® every few hours between meals. Rubbing Karo® syrup on the puppy's gums during an episode will usually bring blood glucose levels quickly back to normal. It is not necessary for the puppy to swallow the syrup, simply coat the gums.

- For larger or more mature dogs, Karo® syrup given orally at the rate of one teaspoon per 20 lbs. is a good starting dose.

- Place the pet in a warm comfortable quiet area to reduce stress and trembling which can rapidly burn glucose.

- Provide fresh water. Anxious panting dogs will dehydrate quickly adding to pet's burden.

- If the signs do not resolve

## AS A PREVENTIVE, FEED A HIGH PROTEIN MEAL A COUPLE OF HOURS BEFORE ANY ANTICIPATED STRENUOUS EXERCISE

within a few minutes or escalate at anytime seek immediate veterinary help.

Armed with the information in this article you can now be a pet advocate and good source of information and assistance to dog owners for this often overlooked and misunderstood problem.



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 also presently serves as Medical

Director for the SPCA Animal Medical Center in Lakeland, Florida. He has been speaking internationally and coaching others to succeed in business for over twelve years. He is a certified Human Behavior Specialist 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 recently authored a book titled "Groomers Guide To First Aid, Injuries and Health" published by Barkleigh. He can be reached at drbharrell@gmail.com or by calling 863-248-4257.

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By Mary Smith

Groomers are in a unique position among pet care professionals. Veterinarians may see their patients only once a year, trainers perhaps weekly but only for a month or two, but groomers see

some dogs month in and month out for years. Why not make the most of this relationship? Pets, their care-takers, and your bottom line will all benefit if you offer even just a few of the best selling pet care products.

Merchandise related to coat and skin care is an obvious place to start, but don't limit yourself to grooming products. If you notice fleas, flea dirt, or ticks on a dog, you can treat him at the time of his appointment, but he is likely to become infested again when he returns to his normal environment.

Capstar is a product that kills fleas almost instantly and you should be administering it to nearly

*Continued on page 28*

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# Groomers Helper® is the gold standard for grooming safety.

Thousands of professional groomers around the world benefit from using Groomers Helper in their salons. The professional system allows groomers to work hands free while calming the dog and reducing the bite radius by up to ninety percent. According to inventor Chuck Simons, "It's like having an extra set of hands in the salon."

Groomers Helper is being used by top professionals in the industry and top grooming schools around the world. Most recently, the system became standard equipment at Harrods in London in their upscale salon and grooming academy. "I am thrilled that our products are being used in what can be considered the top salon in the world," Simons said.

According to Bob Thompson, president of Governor Insurance, a leading provider of business insurance for the pet industry, "I believe that there hasn't been a single claim that was table-related that involved an injury to pet or groomer that could not have been prevented with the Groomers Helper."

To date, there has not been a single insurance claim made from using the product. "I estimate that an average of 100,000 dogs are groomed each day using the Groomers Helper," Simons said. "And more than one hundred million successful grooms to date without a claim is a phenomenal record for any product, especially one used to position pets for grooming."

By using the Groomers Helper to reduce stress and struggle, groomers are empowered and gain confidence in their ability to groom. The pet smells their confidence and subordinates to the groomer. They are also able to reduce the time it takes to complete a groom. According to Simons, "I recently spoke with Colin Taylor, former GroomTeam USA champion, who believes that grooming is eighty percent handling and twenty percent grooming. That equals about six hours of handling and only two hours of grooming each day. By using the Groomers Helper and cutting that handling time, a groomer will get back four more hours of groom time and earn more money with less struggle and stress."

The system is being used in grooming schools to help students learn how to groom smarter from the beginning. Schools including The Paragon School of

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- 2 standard clamps (fit tables up to 1.25 inches)
- 2 mini-arms
- 1 training DVD



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Pet Grooming in Michigan and the Pennsylvania Academy of Pet Grooming are showing their students how to groom with less struggle. And top groomers in the industry have been demonstrating the product in their seminars. "I want to thank Sue Zecco, Jay Scruggs, Jodi Murphy and Melissa Verplank for their recent videos about the Groomers Helper," Simons said. "It's great to know that the top groomers around the world are using our products."

Simons has pledged to support the grooming industry including his sponsorship of Class C competitions for the National Dog Groomers Association of America, and his efforts for GroomTeam

USA. Simons donates both time and money to these causes and will continue to offer his support. According to Simons, "I am very proud of the groomers who participate in these competitions and our 2009 World Champion GroomTeam USA members."

According to Joey Villani from the hit show Groomer Has It, "I don't know how I groomed without it. It revolutionized the industry!" Teri DiMarino says, "Groomers Helper should be considered an integral part of any salon's equipment collection."

For more information about the entire product line, visit the web site at [www.groomershelper.com](http://www.groomershelper.com) or call the toll free number 866-987-2426.



every pet entering your practice. Selling preventatives like *Frontline Plus*, *Advantage* or *K9 Advantix* will offer owners a long-term solution to their flea and tick problems.

Oral omega-3 fatty acid supplements are standard treatment for dogs with dry or itchy skin. Many formulations are available. Pick one or two that you can recommend to owners who are interested in making their pets more comfortable. Topical products are now available

that combine fatty acids with other ingredients to promote a healthy coat and skin.

Do you brush teeth as part of your grooming package? If not, you are missing an opportunity to promote pet dental health. The majority of adult dogs have some degree of dental disease. While brushing teeth every six to eight weeks at the groomers frankly does little to reduce the development of dental disease, being able to tell an owner

that “Gizmo” liked the taste of a particular brand of doggy toothpaste might convince them to give it a try at home. Of course, you’ll need to have the same brands of toothpaste and toothbrushes that you use available for purchase in your shop. Also carry products like *CET* chews, *Greenies*, or *AquaDent Drinking Water Additive* to provide options for owners who aren’t able to brush their pet’s teeth regularly.

Nutritional supplements are very popular for both pets and people. Older dogs that limp, have difficult rising, or seem stiff and sore often suffer from arthritis, and joint supplements like *Dasuquin* or *Glycoflex* can really help keep them comfortable and active. Your clientele would certainly appreciate the convenience of purchasing these products from you when they pick up their pets. Antioxidants, probiotics, and supplements designed for the aging pet all sell well.

Know what you have on your shelves. Clients are more likely to trust your recommendations if you can readily explain a product’s benefits. If you have personal experience with your own pets or can at least pass on someone else’s success story, even better.

Obtaining over-the-counter products to sell in your grooming practice is easy.

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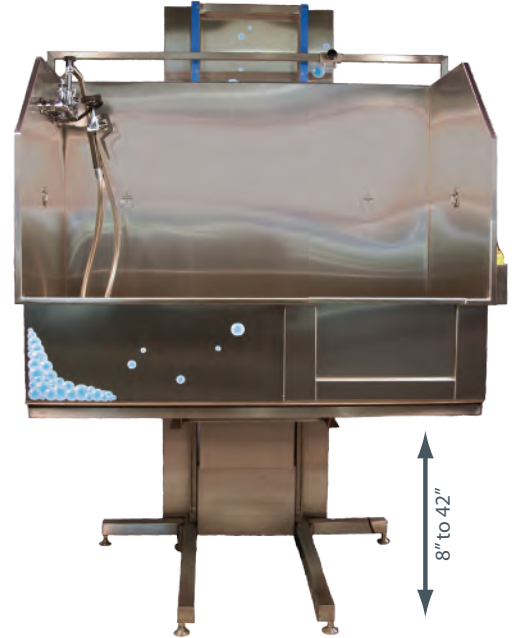
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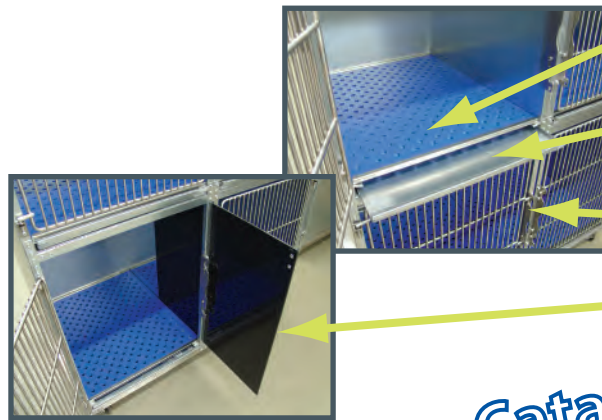


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The

# Groomer's Roundtable

## Roundtable Question:

- What Add-On Services Do You Offer?

I offer pick-up and delivery of pets and I carry interesting pet related items, fancy collars, homemade organic treats and jewelry *Valerie Polychronopoulos, VIP Pet Grooming, Homer Glen, IL*

Sea salt scrubs and mud baths for dogs with oily or dry, itchy skin. *Sandy Figueroa, Sandy's Pet Pampering, Hialeah, FL*

"Bling" We will add rhinestones with hair extension glue or do a bit of

creative grooming. *Julia Kurdt, Shampooochies, Charlotte Court House, VA*

In-home grooming. *Tina Price, Muna Show Kennels, Shandon, CA*

Pawdicure- SPA paw bubble bath and when the bath is over I use paw cream. *Nikki Elie, Backyard Bubble, South Grafton, MA*

Blueberry Facials (using *Spa Lavish* product) - Has been a big hit!

(Request Reader Service Card #7227) *Jennifer Glassford, Puppy's Breath Pet Grooming, New Liskeard, CN*

Antiseptic Wash and Condition (this is an add-on service). Relieves itchiness and eliminates bacteria on the skin due to scratching with those little dirty nails. It softens skin to help the healing process and conditions coat. I have had a lot of success using *Hibiclens* antiseptic wash and *Coat Handler* Conditioner. (Request Reader Service card #7228) *Susan Farrell, Pawformance Grooming Salon, LLC, Greenville, MI*

Recently I added mint body wraps. I had an arthritic Bichon come in to the shop and he was so sore. I remembered a couple years back I had a rejuvenating mint body wrap and how good I felt, so I tried it and that Bichon bounced out of the shop amazing both the owner and me! *Tina Standing, Dog Grooming By Tina, Saint John, CN*

Continued on page 32

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Facial scrubs (for tear stain and eye gunk) and teeth brushing. *Gretchen Schultz, Bethel Island, CA*

We now do canine massage, hot oil treatments, nail polish, and our newest add on is coloring dogs. This has gone over big for us, much to my surprise! Clients also love the "in house" pet sitting we do here. We do not pet sit more than one pet at a time, and the pets are not crated/caged while here. I live above my salon, so I can care for the pets 24/7 if need be. My clients love it! *Suzanne Hentschel, Posh Paws Pet Salon, Macomb, MI*

Go Scribe engraved pet tags. (Request Reader Service Card #7229) *Sandra, Solis Puppy Palace Etc... Laredo, TX*

We have introduced The Express Groom, which is an additional \$25 charge to your regular bill IF a client prefers their dog to be groomed and

ready in less than 1 ½ hours. *Terrie Crawford, TLC Pet Grooming, Hamilton, CN*

I have recently started adding the new *Fresh Breath Made Easy* by *Tropiclean* to my services. So far it seems to work well and easily. The customers like their pets minty breath when they pick them up from grooming! (Request Reader Service Card #7230) *Linda Thornley, The Grooming Oasis, North Providence, RI*

Pet Photography. *Linda Thoma, Mobile Dog Grooming By Linda, Port Richey, FL*

Massage, recently dog training, daycare and boarding. *Victoria Lees, The Dog Spa, Bramhall Stockport Cheshire England UK*

We have just added mud treatment to our spa service. *Tess Hilderbrand, Model Pets Resort & Spa, Lanett, AL*

I went to dog training school to add that service to my mobile (housecall) business. I also do pet sitting. *Jennifer Lavelle, Kool Klips, Brookhaven, PA*

Pet treadmill work outs for overweight, sedentary or hyper dogs *Karen Cantner, Li'l Doggy Salon, Evansville, IN*

French manicure nails. *Pam Crump, Gilmer Girlz Petwear & Grooming, Gilmer, TX*

Feline Softclaws gel caps. (Request Reader Service Card #7231) *Jacki McNally, Hairy Hobby Dog Grooming, Rosetown, CN*

Most recently we added internet coupons... I decided (after MUCH deliberation) to cancel my yellow pages ad. It was costing me thousands of dollars a year and not bringing in NEARLY the customers that my web site coupons have. *Amy Howard, Groomingdales, Beavercreek, OH*

*Continued on page 34*

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Nicole Kane, *Dog Days Delight*, Cape Coral, FL

*PetzLife* Tooth Brushing and Peticure. (Request Reader Service Card #7232) Robin Hughes, *Critter Cuts*, Russellville, KY

I offer a pick up and drop off service. Donna Piche, *Wags & Whiskers Pet Service*, Vaudreuil, CN

Boarding, but would like to add teeth cleaning in the near future. Debbie Cobb, *Puppy Le Pew Groom & Board*, Pikeville, TN

Chalking, recently we've started to offer this service to our customers who want their white dogs whiter than shampoos can get them. We use dog chalk and *BioGroom's Super White* shampoo (Request Reader Service Card #7233). Apply shampoo to dog, then take chalk (powder form) and mix a little water in with it, then glob it on the dog's feet or other white areas. Let sit for a few minutes then wash out. The remainder of the chalk that didn't wash out will come out with the dryer and slicker brush. Your dog will now be

as white as show dogs. Danielle Kemper, *Phoenix, AZ*

Extreme hot oil treatments. Linda Claflin, *NEPGP, Haydenville, MA*

*PlaqClnz* (Request Reader Service Card #7234) is so much better than teeth brushing and more effective. We offer the spray and water pic in the bath, bundled with the gel to take home. As long as they rebook and continue with the gel, we offer the spray for free. The spray costs us pennies, but the good will is immense! Nancy Secrist Easdale, *The Best Pet Care*, Akron, OH

We now offer *TRUE* spa treatments (salts, mud, sugar scrubs, paw pad butter). Renee Bartis, *Cameo's Pet Spa*, Mebane, NC

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*Fido's Fun House*, Phoenix, AZ

Comb cuts or Teddybear cuts using *Clipper Vac*. (Request Reader Service Card #7235) Adrienne Kawamura, *City Kitty*, Edmonds, WA

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We have added paw soaks and pad massages to our menu. Tamara Janowski, *A Green Dog*, Oak Creek, WI

Dry nose and pad treatment. Lee Mitchell, *Grub & Groom*, La Crescenta, CA

Small stencils with holiday logos, yappie hour, birthday cakes. Diane Lavin, *The Groom'n Station*, Huntersville, NC

I have recently added both a small indoor doggie daycare and have

*Continued on page 36*

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opened my shop to do it yourself dog washers after 3:00 on weekdays and all day on Saturday. Both are starting to catch on. *Marthe Worley, Canine Shear Heaven, Asheville, NC*

Selling ID tags. *Stacey Fine, Fancy Paws, Charleroi, PA*

I make collar charms with beads for their collars. Good owner response. *Verna Crawford, Who's Your Groomer?, Highland, CA*

Monthly specials - February was Plum Shampoo, Remoisturizing Leave-In Conditioner, Nail Dremeling and Toothbrushing. *Rhonda Witcpalek, Little Devils, Greenleaf, WI*

Glitter and stenciling, brushing teeth, *Furminator* treatments. (Reader Service Card #7238) *Margie Stevens, A Touch Of Class Pet Grooming, Cape Coral, FL*

I am a mobile in home service. I do the crazy aggressive dogs and cats

that get asked to leave salons and hospitals. I do them in their home with owner nearby. *Cookie Doughnten, All Pet Grooming, Oceanside, NY*

Our best selling add on is a facial! *Tropiclean Spa* blueberry facial is amazing! (Reader Service Card #7239) Even the stinkiest faces smell wonderful after having a facial. We also breed French Bulldogs and the facial works wonders on their wrinkles! *Daniel Fazica, Pet Xtras Grooming & Training, Howell, MI*

Our new add-on is Nail Art. We do flowers and all sorts of designs on nails with our newly designed Nail Art Pen. *Christine Speerin, The Grooming School Australia, NSW Australia*

I have recently begun offering hair coloring! It's fun, there's a lot of great, safe product out there now, and the response has been very positive. *Dorothy Line, 24th St Haute Dog Grooming Salon, Bakersfield, CA*

We have added "Doggy Mental Health Day." We offer a kennel free grooming experience and decided to add a few spaces a day where small dogs could come and hang out. We are not a dog daycare, because we don't offer walks or guaranteed play time. But they can hang out if their owners are shopping for the day or something. *Cheryl Petursson, The Purple Poodle, Brandon CN LLE PA*

Daycare. *Donna Anderson, Petite Pet Inn & Spa, Richmond, VA*

Hot oil treatments and de-shedding treatments. *Sherri Grissom, Pet Stop, Bowling Green, KY*

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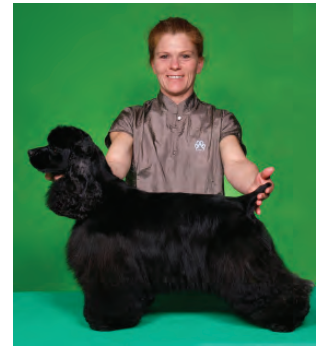


*On the English Springer Spaniel the top one third of the ear on both sides is clipped close, generally using a #10 or #15 blade, the ear line is blended into the base of the ear with thinning shears.*



*I generally shave the muzzle with a #7 backward, for a smooth appearance, including the whiskers.*

# THE ENGLISH SPRINGER SPANIEL



By Carol Hoover

Whether a pet or show trim, the English Springer is groomed to accentuate its features of a strong, muscular, balanced dog. Before you start any groom, you need to make sure the dog is properly bathed and dried. The hair is blown back and down or flat dried, the idea is to have a nice flat straight coat to work on.

The top of the head is flat. Using thinning shears and hand stripping will give a more natural look, but may be clipped for a pet trim. The back of the skull is VERY short. The top one third of the ears are clipped close on both sides. Generally a #10- #15 is preferred, blending the shaved top into longer hair at the base of the ear with thinning shears. The bottom of the ear is lightly trimmed with thinning shears or scissors.

Blades ranging from a #10 to a #7 can be used, depending on coat, to clip the muzzle throat and top of shoulder. This will give them a well defined strong muscular front, hopefully showing a well laid back shoulder. The point of chest is well above the breast bone and is a separate area from the front legs, which are short and smooth in the front and feathered in the back. The feet on the Springer are neat, plush and should have a natural look to them. The hair on the hock is trimmed at an angle, the hair on the top of the hock is longer than the bottom. However, the entire hock should look neat.

When it comes to the jacket, the technique and length will be different, but the pattern lines will be the same. A show groom will be done by hand stripping and thinning shearing. I usually start with a Coat King, to get as much excess coat off as possible, and then start bulk thinning my main pattern lines, when blending the neck I will want to leave the back part of the neck hair longer than the sides showing a moderately arched neck blending smoothly into sloping shoulders. Most of the jacket will be approximately one and one half inches long, but will be shorter on the

*Continued on page 40*





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Hand stripping the front of the legs will give you a short and smooth look, defining separate areas of the chest and leg.



When neatening the underline on the English Springer Spaniel, you want the top of the soft arch to be at the last rib.



When blending your neck line, use thinning shears for a natural look.

front and back assemblies, enhancing the Springer's features. A variety of coarse medium and fine stripping knives are used through the groom, ALWAYS check the dog's skin as you're working to ensure a pleasant grooming experience for both you and the dog. The pattern line should run from the elbow to above the tuck up then down the upper and lower thigh, these lines are well blended and should seem invisible. The feathering that is left on the back of the thigh is left on the very back of the thigh only, not on the sides, and under the tail is thinning sheared tight.

If clipping the jacket, a variety of blades can be used from #10 to a #2 clipper comb. What you need to remember is, the shorter the blade the higher you will need to leave your blend line, leave yourself enough room for well blended

pattern lines. Hopefully when finished you will end up with a strong, muscular, balanced dog with well laid back shoulders and well developed hips and thighs. The English Springer Spaniel is built for strength and endurance, the grooming should enhance its characteristics.

*Carol is an IPG certified master groomer and manager of Petco in Puyallup, Washington. In 2001 she began competing and moved up the ranks nationally in the competition world. "My passion and goal in the pet industry is to be able to groom every AKC breed to a show quality breed standard and share the knowledge I've received... not only correct professional grooming but also on being a professional in the pet industry," says Carol.*

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# Behavior CLIPS

by Gary Wilkes



“Bee”  
“Moo”  
“Yo”

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A: Say them once and they have a particular meaning, say them twice and they mean something completely different.

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While we humans are quite comfortable translating this type of “double talk”, it might surprise you to know that dogs also recognize double words, such as “sit-sit”, “down-down” and “come-come”. Some dogs are even capable of understanding “three-peats” such as “sit-sit-sit” or “stay-stay-STAY!!!”

One of the most common training errors is repeating commands. If Fido does not “sit” at the first command, we automatically say the word again (“sit-sit”). Over a series of repetitions, we inadvertently teach the dog to wait patiently until the second or third command before he is required to respond. While the owner fumes about stubbornness and laziness, the dog’s com-

Continued on page 44

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ment would probably be, "Look, boss, the command isn't 'sit', it's 'sit-sit!' I'm just waiting for you to finish the sentence!" The ironic part of this exchange is that both participants are convinced the other is mistaken.

The primary reason for this confusion is that most people take language for granted. We are so conditioned to respond to humans that we forget that animals do not think of words as we do. They know words as sounds that are connected to particular situations. Our mistake is that we assume that dogs speak "language" and that commands "cause" behaviors to happen.

If we are talking to another human and receive no response to a simple request, we automatically repeat the word on the assumption that the person did not hear us. Often this second command is spoken louder than the first, still convinced that the first word was not heard. To test this reasoning, watch the way tourists attempt to communicate with people who do not speak their language.

**Both praise and scolding are dependent upon good timing to be effective.**

When the first word brings no response, they automatically say it again louder. If increased loudness fails, they will probably try to pronounce the word in an exaggerated manner and sometimes add a foreign sounding ending to it, such as turning "car" into "car-o". If a person, or a dog, does not know an association between the word and its meaning, saying it twice or twenty times will make no difference.

While repeating commands tends to erode good behavior, there are two other types of repeated words that can seriously effect a dog's learning potential - praise and corrections. Dogs listen for praise

to tell them which behaviors bring treats and affection, while scolding identifies those behaviors that should be avoided. Both praise and scolding are dependent upon good timing to be effective. Repeating the words that identify good or bad behavior does not necessarily give them added emphasis, but does slow them down. This makes it difficult for the dog to know which behavior "caused" the praise or scolding.

For instance, if Fido likes to jump on Aunt Winnie, the time to say "No!" is at the instant he starts to jump. If you are in the habit of saying "no-no-NO!" Fido has already done the deed and escaped before you got to the end of your triple talk. In this case, Fido heard the first "no" as he started to jump on Winnie. He knows he can ignore this sound because a single "no" has little or no consequence tied to

*Continued on page 46*



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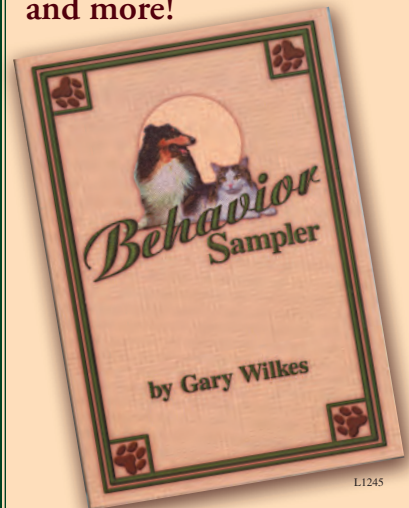
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In June 2010, the radio show “Coast to Coast” had a guest tell how some food has been purposely altered causing disastrous results. A farmer used to save seeds from this year's crop, to plant next year. Then, large companies began to produce Terminator Seeds. The seeds have been genetically modified (GM) so as not to be able to reproduce, causing farmers to buy new seeds every year. These genetically altered seeds are 98% soybean and 90% corn. The government has partnered with the chemical companies. The official term is Genetically Modified Organisms or GMO.

These GMO foods were tested on mice. The male mice's testicles were no longer pink. They turned purplish showing lack of oxygen. Some had cancerous tumors. Instead of 100% female mice conceiving, only 30% became pregnant. When these 30% were bred, only 10% conceived. Then these 10% were bred, zero were born. The control group was fed non-GMO food, almost 100% conceived.

When GMO alfalfa was fed to female pigs, sows, they were then bred. X-rays showed the placenta sac with the fluid, it was empty – no piglets at all. Yet the non-GMO food sows produced normal piglets.

When the guest on the radio called the chemical company why these terminator seeds were produced, she was told there were too many people in the world, and this was a form of population control. Isn't this what is the basis of the New World Order!!!

If you intend to breed your dogs, and are feeding pet food with soybean or corn, you may get zero puppies. Soybean is sometimes called lecithin.

Solid Gold used to get Alaskan wild caught salmon for our dog food. But we were informed that the area has been “fished out”, we were told to use farmed salmon. Never! Farmed salmon is fed GMO corn.

The owner of Solid Gold dog food has been raising and showing Great Danes for 50 years. For 30 years, Solid Gold produced many healthy supplements, one of which was called Solid Gold Concept-A-Bitch. They FDA forbid her to produce this herbal aid to pregnant bitches. They said that conception and pregnancy were diseases and only vets should be allowed to breed dogs! The lady's vet is only 32 years old. When the lady told this to her vet, he said that this was ridiculous, he had other things to do. Also, if breeders are now forbidden to breed by the FDA, where are the future puppies going to come from?

Solid Gold doesn't use sunflower oil in its dog food. The Swedish National Cancer Institute's 10 year study found a 69% increase in cancer. Solid Gold doesn't use peas – which may cause gas; or peanuts / peanut butter a well known allergen, or avocados. Dr. Karen Halligan warns that avocados may contribute to pancreatitis.

A lady came to our Solid Gold store and bought a bag of our “Just a Wee Bit” dog food for the little dog. When asked what kind of dog she had, she replied that she didn't have a dog. She had chickens. She replied that she used to feed corn, but about a year ago, their feathers began to fall out, they developed cancer tumors and her egg production dropped considerably. Everything improved when she switched to Solid Gold “Just a Wee Bit” dog food.

### **Now for our story: Angels Unaware**

Farmer Brown was walking along a road when he heard a tiny sound. It came from a near-by box. Inside the box were some tiny puppies. All had been struck on the head and most had died. But one was still alive although her head was dripping blood. It had been a deliberate killing.

Farmer Brown carefully picked her up, wrapped her in his handkerchief and went home, where she was slowly nursed back to health. She looked to be a Border collie mix. Perhaps the mother had bred with a mixed breed dog and the owner didn't want the puppies, so he decided to kill them.

Farmer Brown named the puppy, Angel. Soon the farmer and Angel would go out and do their work. In time Angel was also about to be a mother. She has three lovely puppies.

One night, Angel was late returning home. Around suppertime, Angel came into the house carrying a towel in her mouth. Inside the towel was a new born human baby girl. Angel put the baby in her litter box, cleaned it up and cuddled it to keep it warm.

Farmer Brown had called the sheriff who quickly came out and transported the baby to the hospital.

Seems as though a young unwed girl had given birth to the baby, wrapped it in a towel, and placed it by the side of the road to die. Then, along came Angel and took the towel and baby home.

Several months later a couple adopted the baby girl. They knew the background and decided to name the baby, Angela.

In the fullness of time, Farmer Brown passed away. Shortly afterwards, so did Angel, the Border Collie mix that no one wanted.

Angela grew to be a fine young lady. This is a true story and took place in Scotland.

A phrase in Hebrews 13.2 that says “Do not neglect to show hospitality to strangers, for by this, some have entertained angels without knowing it.”

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it. It is the all important, and much louder, third “NO!” that he must pay attention to. By the time he hears the third “NO!” he is racing down the hallway and thinking of darting out the doggie door. All thoughts of jumping and Winnie are long forgotten.

Just as scolding must be quick to be precise, long winded praise can be equally inefficient. If Fido decides to sit momentarily for Aunt Winnie and then jumps on her, a series of “Good-boy-good-boy-good-dog” will capture both behaviors. Instead of praising just the sit, Fido’s owner has mistakenly reinforced the jump as well. Without a fast signal to identify good behavior, the dog will soon be convinced that the entire sequence is appropriate.

Avoiding the problem of “double talk” takes some concentration and observation. The tendency to repeat oneself is so deeply ingrained that most people are unaware that they do it. The quickest way to tell if you suffer from a case of “double talk” is to have a friend listen as you train your dog. Try to work as you always do. Your friend may surprise you by

**Avoiding the problem of “double talk” takes some concentration and observation.**

distinctly hearing you repeat a command even though you could swear that you only said it once.

If you are fairly caught giving commands twice, don’t panic. Merely recognizing the problem is half the battle. First, get a package of doggie treats at the store. Offer a small treat to your dog, so that Fido knows what you are offering. Now give the command “sit,” and bite your lip after you say the word. Wait for 30 seconds to allow your dog to realize that you aren’t going to say it twice.

If the dog sits within the time limit, praise him and give him the treat. If he simply stands like a

zombie, turn your back and walk away from him. A very shocked dog is most likely to follow you to get another chance for the treat. Ask him to sit again. Give him another 30 seconds. If he does it, praise him and give a treat, if not, walk away and try it again.

After several attempts at getting the dog to respond to only one command, Fido will not wait for the second one. Once he realizes that you aren’t going to repeat yourself, you can give him less and less time to perform the behavior before his failure “causes” you to go away. Soon he will perform the behavior instantly, on the first command.

Reducing praise and scolding to a minimum is an even easier task. Start by developing the habit of saying the word “good” at the instant your dog performs a behavior correctly. After you say “good”, wait a second before you start including the normal excited and affectionate praise. By waiting a second, you are prepared to withhold the more powerful reinforcers if Fido switches to an incorrect response.

In nature, a dog rarely has a second chance to respond to the sound of a bear or the smell of a rabbit. Your dog is descended from animals that must respond instantly to the slightest hint of danger or safety. To utilize your pet’s best attributes, avoid using double-talk for commands or reinforcers. It’s really not necessary to say it twice twice.

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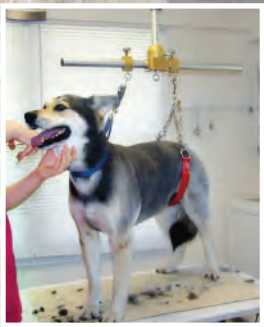
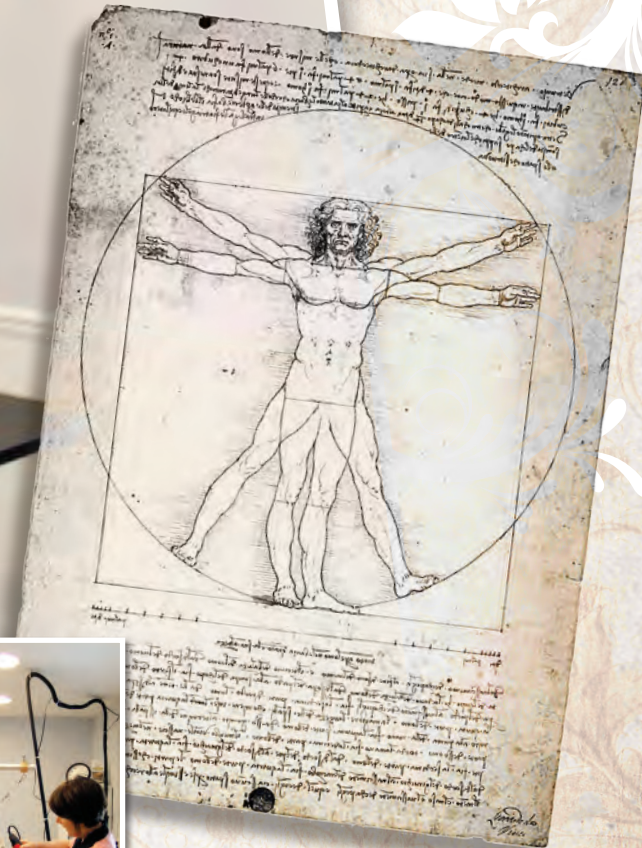
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# Keeping Creative Alive

by Dawn Omboy

Creative Styling is a passion, an art form that combines the love of the dog with the skill and imagination of the groomer. It's a beautiful expression of love and art shared between groomer and dog. All products used are done so with the safety and comfort of the dog in mind. They love all the extra attention and we love our dogs!

I was first introduced to this wonderful art form years ago at the Atlanta Pet Fair when I saw *The Carousel Horse* by Kathleen Putman and knew right then and there this was my calling. The competitions over the years drew many spectators to the various shows that held them, but to compete in Creative can be very costly and back in those days there was not much in the way of prize monies that could be won and I think this may have kept many groomers from the competition. Over the years I noticed entries started to fizzle out and some shows changed to a pre-groomed competition or had even dropped the class completely, a big blow for everyone, especially the creative groomers. This brings me to the whole point of this article.....Sally Liddick.

Sally also has the passion for Creative and recognized what was happening at the other shows. She worked hard to make sure, that at the Barkleigh Shows Creative Styling was not lost. The prize money got bigger,



almost enough to cover the expenses of a single entry at first, then later it doubled. Now it has been as much as \$5000 for 1st placement in 2009 at *Groom Expo* in Hershey! I like to say this is the Super Bowl of grooming shows and winning that cover shot is like "Being on the cover of Rolling Stone!" Sally has worked hard to help bring Creative Styling mainstream by signing with *Nancy Glass Productions* and making the TLC show *Extreme Poodles*.

Look for Creative dogs in the new book by renowned photographer Tim Flach due out this October. Tim and his crew attended Groom Expo 09 to photograph dogs for this book. It makes me so happy to see Creative has been added back in to the other shows over the last couple of years.

Thank you Sally. You are one of my Heros! (even though the one time you judged, I got dumped) And thank you to the competitors with the passion for keeping this art form alive!

*Creative Styling Artist Dawn Omboy NCMG Creative DVD's and supplies can be found at [www.klippers.com](http://www.klippers.com) Visit Creative Grooming on Facebook.*

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## Highlights

**Seminars & Demonstrations**  
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# EDUCATION

Getting Down to BUSINESS

BY TERI DIMARINO



Another year has come full circle. Most of us mark the turning of a year by simple calendar dates: January 1 through December 31. Other, more financially oriented individuals may look at a certain date as the beginning of their fiscal year or April 15, that dreaded tax deadline date. Others, me included, watch out for any announcements regarding certain annual occurrences and plan our schedules (and lives) around these happenings.

The message boards light up like Broadway lights when the first inkling of information of these events is leaked out. I am, of course, speaking of our own professional pet grooming industry trade shows. As you know, you are reading the September 2010 issue of *Groomer to Groomer*. If you have it in your hands, I am sure you have received the show catalog for *Groom Expo* by now. In fact, you have more than likely picked up this very copy of GTG as you entered the main hall of the Hershey Lodge to the sound of the booming voice of Frank Brown

Continued on page 52

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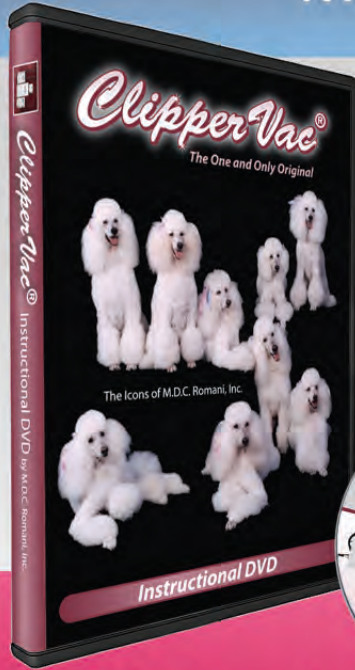
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W1816



# LET'S FACE IT, FOLKS, IN ORDER TO EARN MORE, YOU HAVE TO LEARN MORE!

declaring "Welcome to Groom Expo 2010".

You are a very special pet care professional. Yes, you, the person reading this column right now. What makes you so special? Just the simple fact that you have a publication in your hand that is geared toward your occupation tells me that you have an interest in furthering your knowledge of your chosen career. You have an interest in what is new and innovative. You would be surprised, and possibly shocked, at the number of professional pet stylists who don't know that periodicals, like *Groomer to Groomer*, even exist. A magazine like *Groomer to Groomer* can also be the only source of education and information that many people, within our industry, have available. The helpful articles are enhanced by the advertisements displaying the latest in industry products as well as the hottest

new offerings and improvements in equipment and techniques.

This is all well and good for products, but what about "hands-on" education? I firmly believe that an educated groomer is a successful groomer. To invest in continued education is just as important, if not more so, than the purchase of that new dryer or scissor. We all know people who "know it all" and there is nothing useful they could ever learn at a seminar. But often, when these "know-it-alls" are further questioned about their businesses, they confess that they can't afford to leave the salon to attend trade shows or educational seminars, much less to take time for a vacation.

Well, I have but one question for these people: If you're so booked up with regular clients, how is it that you can't afford to take a few

*Continued on page 54*

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days off to learn something that will help make you make more money and save you more time? Let's face it, folks, in order to earn more, you have to learn more! Nobody knows it all! And, even if you hear something that you DO already know, accept the fact that re-affirmation is a wonderful thing!

While pet industry grooming is fairly large and there are usually annual events going on all across the country, some in your own area, some of these shows are NOT going to be directly across the street from your salon, meaning that you may have to travel a bit to get to a good trade show with the speakers and seminars you want. By knowing the dates of the shows you want to attend you can block out your calendar and book your clients around these dates. Taking an extra dog a day or squirreling away your tip money can easily provide some of the financial resources needed for the travel. And, remember, many of the expenses involved with these business trips are tax deductible.

If you've never attended a trade show, make a commitment to yourself. But be careful... it will become addicting! You will have hands-

## GOING TO A GROOMING TRADE SHOW WILL MAKE YOU FEEL LIKE A KID IN A CANDY STORE...

on access to equipment you only dreamed about and watch experienced platform artists showing the proper ways to use them. Grooming demonstrations and business seminars are the norm at most of these conventions so there is sure to be something on the agenda for everybody. A nice bonus is that most of these shows sponsor styling competitions. Watching some of the finest pet stylists in the world can be a true inspiration. These groomers do what you do every day, but have taken their craft to the competition level, giving the average pet groomer something to aspire to.

Going to a grooming trade show will make you feel like a kid in a candy store, but it can bring you so much more than motivation in your business. You will make friends that you will have for life. I attend many of these shows so, when you're

there, please look me up and say "hi." Or better yet, sit in on one of my seminars!

*An industry veteran, Teri has owned and operated successful salons and mobiles in Florida and California. A winning grooming contest competitor Teri was a member of three GroomTeam USA Gold Medal teams. A multi Cardinal Crystal Award winner, Teri is a popular speaker, judge at seminars and trade shows across the United States, Canada, Europe, South America, Korea and Australia.*



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# SuperGroom

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The Northwest Grooming Show was held in Tacoma, Washington at the Murano Hotel and Convention Center on March 19th-21st, 2010. The event hosted 26 companies with 30 exhibitor booths and nearly 600 pet care professionals, a 14% increase in attendance over last year's show.

The show was home to Poodle and All Other Purebreds grooming competitions. The two-tiered competition awarded first place in the Open Poodle Class to Tracy Spokes of Blue Ribbon Grooming in

Prince George, British Columbia, Canada. The first place winner for the Open All Other Purebreds Class was Carol Hoover of *The Gentle Touch Grooming* in Yelm, WA.

Trade show exhibitors offered special show pricing while introducing and demonstrating new products to attendees. It was a great opportunity for groomers to stock up on supplies. The show featured educational seminars and demonstrations by leading pet industry professionals on grooming and business topics. Speakers and topics included; Donna Owens with grooming demonstrations, Kristen Fulton on Mobile Grooming, Lola Michelin on pet massage, Barbara Bird for *Chris Christensen* grooming, Adrienne Kawamura on cat grooming and an *IPG* Workshop.

For more information on next year's show, visit [www.NWGroom.com](http://www.NWGroom.com).



Best in Show (Open) - Tracy Spokes with Andis Reps Pete Carroll and Marea Tully

#### Northwest 2010 Competition Results

**Best in Show (Open)** - Tracy Spokes

**Best in Show (Novice)** - Tami Vornbrock

#### Poodles

Open: Tracy Spokes, Carole Ryan, Carol Hoover  
Novice: Tami Vornbrock, Olga Sinelik, Krysta Richardson

#### All Other Purebreds

Open: Carol Hoover, Deb Richie, Jennifer Sears  
Novice: Olga Sinelik, Tami Vornbrock, Helen Barker



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# PetQuest 2010 Review



*Best Groomed Dog - Jennifer Lee with Andis Reps Marea Tully and Roxanne Zenner*



*Best All Around Groomer - Olga Zabelinskaya with Andis Reps Marea Tully and Roxanne Zenner*



*Creative First Place - Angela Kumpfe "Grieving Angel"*

## PetQuest 2010 Competition Results

**ANDIS Best Groomed Dog:** Jennifer Lee

**ANDIS Best All Around Groomer:** Olga Zabelinskaya

### TROPICLEAN Poodles

Level 3: Olga Zabelinskaya, Michell Evans, Michelle Breen; Level 2: Jessica Rudden, Trudy Van Arsdale, Larissa Kalinina; Level 1: Lisa Baxter, Ryann Holcomb, Barbara Jackson

### Sporting

Level 3: Jennifer Lee, Michelle Breen, Olga Zabelinskaya; Level 2: Trudy Van Arsdale; Level 1: Renee Beutler, Christina Winne

### THE GROOMER'S MALL Terrier & More

Level 3: Michell Evans, Jeri Hoppe; Level 2: Shannon Moore; Level 1: Lisa Baxter, Carolee Brancefield, Cindy Oliver

### ELECTRIC CLEANER CO.

#### All Other Purebreds

Level 3: Olga Zabelinskaya, Michell Evans, Jeri Hoppe; Level 2: Shannon Moore, Larissa Kalinina; Level 1: Donna Hanners, Paul Romeo, Carolee Brancefield

### BARBLEIGH Salon/Freestyle

Level 3: Amy Triezenberg, Jennifer Lee, Kendra Otto; Level 2: Shannon Moore, Tara Denean, Trudy Van Arsdale; Level 1: Lisa Baxter, Glenda Essic, Stacey Dublin

### BARBLEIGH Creative Styling

Angela Kumpfe "Grieving Angel", Cindy Oliver "Poodle Pond", Sandy Blackburn "The Pupweiser Clydesdales"

*PetQuest 2010* was held recently, at *The Drawbridge Inn* in Fort Mitchell, KY. The event featured educational seminars, grooming competitions and a pet care professional trade show. The show welcomed nearly 900 attendees with 50 companies offering 34 exhibitor booths.

*PetQuest 2010* was home to

*IJA* and *GroomTeam* sanctioned breed class grooming competitions. *Andis* awarded *Best in Show* winner Jennifer Lee of Philadelphia, PA a \$1200 cash prize. *Best All Around* winner, Olga Zabelinskaya was awarded \$600. The *Tropiclean Poodles* Level 3 winner was Olga

*Continued on page 58*

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Zabelinskaya, *Groomers Mall All Other Purebreds* Level 3 winner was also Olga Zabelinskaya, *Electric Cleaner Terriers* Level 3 winner was Michell Evans, *Sporting Breeds* Level 3 win went to Jennifer Lee and *Salon/Freestyle* Level 3 winner was Amy Triezenberg. The *Barkleigh Creative Grooming Contest*, held on Sunday, awarded Angela Kumpe first place for her "Grieving Angel" creation.

The event included grooming seminars and demonstrations by GroomOlympians Olga Zabelinskaya and Michelle Breen. Tim Prior, of the *Nash Academy*, will be presenting the *Nash Salon Series* and Harriet Spivey, also of *Nash*,

presented a *Canine CPR* class. Sherri Shinsky, star of *Groomer Has It Season 2*, offered a *Canine Massage* seminar. Ellen Ehrlich instructed a *Mobile Grooming Success* seminar. Dawn Omboy presented a creative grooming seminar. Linda Easton offered *Breed Profiles* and an *IPG Certification Workshop*. Kimberly Raisanen hosted *Styles for Today's Feline*.

Christine Speerin presented a *Color Workshop*. Kendra Otto instructed on the *Secrets of Sporting* and *Wire Coated Breeds*. Marlene Romani, of *Clipper Vac*, presented *What Makes a Successful Business*.

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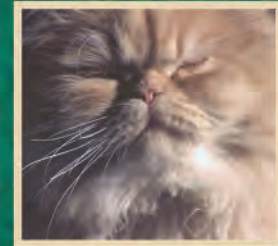
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# NEW PRODUCT NEWS

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PremiumSatin Shears offer precision, comfort, and style. They are sleek and balanced with an ultra sharp convex edge and ultra smooth operation. The new Rotating Thumb Shear allows for a more natural movement and relaxed feel. PremiumSatin Rotating Thumb Shears are available in 8.5" straight and curved. Premium features include: Japanese Cobalt 440C Stainless Steel with a soft satin finish, 58-62 Rockwell hardness, convex hollow-

ground premium sharp edge, ergonomic handle with blue finger rings and matching replaceable silence, dial adjuster and ultra smooth operation. For more information, request Reader Service Card #7223.

## Gussy Up Aprons

Gussy Up, an apron line geared toward the beauty industry, has reached the pet grooming industry. Gussy Up aprons are great because they're fashion forward, completely waterproof, one size fits all, and machine washable. The design offers



two front pockets and adjustable straps. The aprons are constructed with a water-proof polyester front and special nylon lining that is highly breathable to keep you cool. Gussy Up aprons are made in Southern California and have an affordable price tag. For more information, request Reader Service Card #7172.

## Bravura Clipper

Wahl introduces the new Bravura Cord/Cordless Clipper in all your favorite colors; red, green, silver and purple. The Bravura Clipper features "turbo-speed" control and can be used corded or cordless, with 80 minutes



Continued on page 60

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L1833

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of battery operation. The *Bravura* features an adjustable blade set. The detachable blade is precision ground high carbon steel with a satin chrome, corrosion-inhibitive finish and fully adjusts to five cutting positions from #9, #10, #15, #30, to #40; without changing the blade. For more information, request Reader Service Card #7226.

**PetBizInsurance.com and Embrace Pet Insurance have Partnered**

*PetBizInsurance.com* and *Embrace Pet Insurance* have partnered together to offer *PetBiz* associates a discounted rate on *Embrace Pet Health Insurance*. In addition to the discounted rates, all *PetBiz* Associates will be able to offer this product to their clients and get paid for it. For details, contact Andrew Thompson at (877)273-8249 or [athompson@PetBizInsurance.com](mailto:athompson@PetBizInsurance.com). *PetBizInsurance.com* offers

insurance for Pet Businesses, including Groomers, Kennels, Mobile Groomers, and more. For more information about *PetBizInsurance.com*, request Reader Service Card #7225.

**Opie & Dixie has a New Line of Organic Pet Care Products**



*Opie & Dixie*, the creator of all-natural, eco-friendly pet products, has launched a new line of organic pet care products that consists of shampoos, scrubs, treatments and supplements. The new line includes: *Organic Ear Wash* made with spring

water, peppermint, and eucalyptus; *Oatmeal Almond Shampoo* for silky coats and skin health; *Rosehips Dry Shampoo and Conditioning Mist* for waterless washing; *Gentle Puppy Shampoo* soothing and mild for a puppy's delicate coat; *Botanical Crème Rinse and Conditioner* for hydrating skin and coat; *Healing Paw Balm* for restoring, healing and hydrating paw pads. For more information, request Reader Service Card #7224.

**Quadruped Yucca Multi-Purpose Tearless Shampoo**

Multi-purpose uses the mojavave yucca extract's natural steroidal saponins' insecticide to alleviate the itching and irritation from flea and tick infesta-



*Continued on page 61*

New Book from  
Groomer to Groomer's  
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tion. This gentle deep cleaning and moisturizing shampoo contains optical brighteners that add new life and luster to white and light coats while the gentle scent leaves pets smelling fresh for weeks. This product is safe for puppies and kittens. Request reader Service Card # 7240.

**Charlie Dog Flea and Tick Shampoo**

Bobbi Panter products presents *Charlie Dog Flea and Tick Shampoo* in gallon size. *Charlie Dog* contains clove oil, lavender oil, cedarwood oil and citronella to work naturally against fleas, ticks, lice, mosquitoes and other pesky insects. Safe for puppies and kittens of all ages - even newborns! Like all *Bobbi Panter* products, *Charlie Dog Flea and Tick Shampoo*, is salt free, tear free, won't wash off topical flea remedies, highly concentrated for 50% more washes and leaves skin and fur soft and shiny. *Charlie Dog* can be used daily. Also available in 10 oz. For more information, Request Reader Service Card # 7241.



**Scentament Spa Collection**  
Best Shot Pet Products is launching its *Scentament Spa Collection* of

*Continued on page 62*



# CHRISTMAS IDEAS FOR YOUR GROOMING SHOP

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upscale grooming products this fall in time for the holiday retail season. *Scentament Spa* features a complete body wash and fortifying conditioner, oatmeal wash and soothing conditioner, a complete puppy wash and conditioner, and 12 spa-inspired botanical body splash sprays. Each product boasts a unique blend of certified organic extracts, silk protein, vitamins, finished with captivating natural essences presented in fine exquisite packaging. *For more information, request Reader Service Card #7242.*

**Accordian Lift Electric Table**

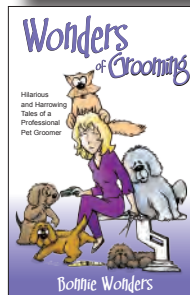


ComfortGroom is proud to introduce a special line of high quality electric lift tables at low prices which includes free shipping. One

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ders, comedic columnist for *Groomer to Groomer*



magazine, features a collection of everyday grooming adventures experienced by Bonnie and told with her hilarious style and charm. *Dog Grooming Quick Tips* by Laureen Osborne, editor of *Canadian Groomer* magazine, is a reference offering practical advice and time saving techniques for all pet groomers. *For more information, request Reader Service Card #7244.*

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# Joanne's AhHa's:



Joanne Russell

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I know some of you are saying, "Sure, that's fine for her, but I have to work." Well, so do I, but I come back to my work with such enthusiasm and I feel all better. Another win, win, win!

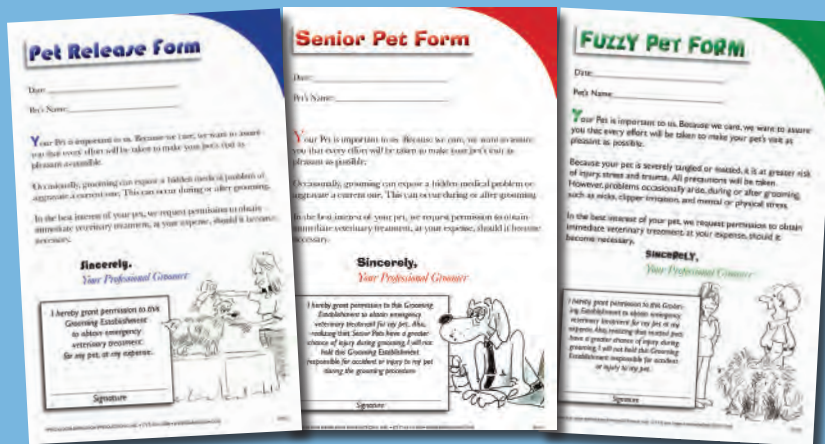
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# CALENDAR OF EVENTS

## CALIFORNIA

### GROOM AND KENNEL EXPO

2/10/2011 – 2/13/2011  
Pasadena, CA  
(717) 691-3388  
info@barkleigh.com  
www.groomandkennelexpo.com

## FLORIDA

### PET PRO CRUISE

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Fort Lauderdale, FL  
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info@barkleigh.com  
www.barkleigh.com

### NDGAA "Fun in the Sun" Seminar

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

## GEORGIA

### Atlanta Pet Fair

3/3/2011 – 3/6/2011  
Atlanta, GA  
(770) 908-9857  
atlantapetfair@yahoo.com  
www.atlantapetfair.com

## ILLINOIS

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

10/8/2010 – 10/10/2010

Chicago, IL  
(312) 578-1818  
hhbacker@hhbacker.com

## KENTUCKY SUPERGROOM

11/12/2010 – 11/14/2010  
Lexington, KY  
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www.groomexpo.com

## NEVADA

### SuperZoo

9/13/2011 – 9/15/2011  
Las Vegas, NV  
www.superzoo.org

## RHODE ISLAND

### NEPGP 30th Anniversary Fall Fest

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

## WISCONSIN

### WAPPS Pet Stylists Invitational

9/26/2010  
Madison, WI  
(608) 795-9837  
wisconsinpetstylists@gmail.com

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



## 2011 Calendar

### Pet Pro Cruise

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

### Groom & Kennel Expo 2011

2/10/2011 – 2/13/2011  
Pasadena, CA

### PetQuest 2011

6/23/2011 – 6/26/2011  
Wilmington, OH

### Groom Expo 2011

9/8/2011 – 9/11/2011  
Hershey, PA

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## CANADA

### The Show at the Capital

10/2/2010 – 10/4/2010  
Ottawa Ontario CA  
www.renspets.com

### Go West! SuperNatural Groom Fest

11/07/2010 – 11/08/2010  
Surrey, BC CA  
www.animalhavengrooming.com

### Canada Grooms

11/20/2010 – 11/22/2010  
Oakville, Ontario CA  
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info@petsupplyhouse.com  
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# GroomOlympians SERIES

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### Learn from International Champions!

See...	Kendra Otto*
Olga Zabelinskaya	Amy Triezenberg
Julie Pantages	Michelle Breen
Irina Pinkusevich	Carol Hoover

**World's Top Competitive Groomers  
teach you Hands-On Skills.  
See all their Tricks and Time Savers...  
and the beautiful results!**

\*Kendra Otto will perform demo on thurs.

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W1747

READER SERVICE CARD #7331



# To Clean or Not to Clean?

Taking the Mystery Out of Ear Cleaning

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



Featuring **Dr. Boyd Harrel, DVM**

Taped Live at **GROOM EXPO**

**Barkleigh Productions, Inc**

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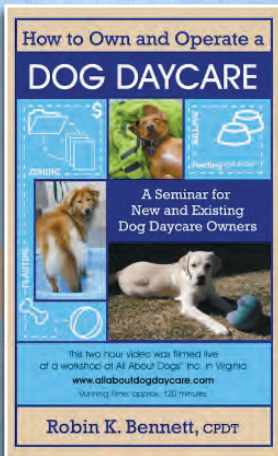
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R1596

READER SERVICE CARD #7332

# START A DOG DAYCARE BUSINESS...

Add lucrative daycare services to your kennel, grooming salon or clinic?



DVD #6001 - \$69.95

W1728

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READER SERVICE CARD #7333



# NORTHWEST GROOMING SHOW

GROOMING SEMINARS & CONTESTS  
PET INDUSTRY TRADE SHOW

**March 2011**

MURANO CONVENTION CENTER • TACOMA, WA

**NWGROOM.com**

Barkleigh Productions • (717) 691-3388  
info@barkleigh.com

READER SERVICE CARD #7343

## SAVE BIG ON EMAIL SPECIALS!

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**FEATURED SPEAKER  
MARTIN DEELEY**

**BARKLEIGH PET PRO  
CRUISE**  
JANUARY 15-23, 2011

**MEXICO COSTA RICA PANAMA**

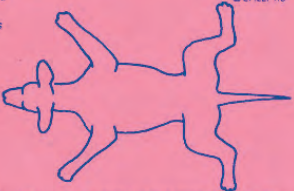
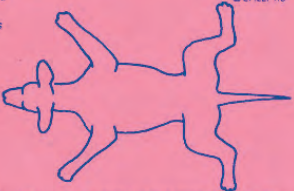
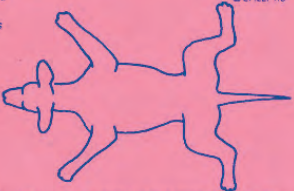
FOR MORE INFORMATION  
GO TO [www.BARKLEIGH.com](http://www.BARKLEIGH.com) OR CALL LUCY AT (800) 677-7605

READER SERVICE CARD #7330



# Klip Kards Client Index & Extender Cards

Extenders staple to your filled Klip Kard and add more record space!

DATE	SERVICES, PRODUCTS, ETC.	CHARGES	GROOMER	REMEMBER SENT		
<table border="0"> <tr> <td style="vertical-align: top;"> <p>ADDRESS</p> <p>LAST FIRST</p> <p>HOME PHONE</p> <p>CELL PHONE</p> <p>WORK-MR.</p> <p>WORK-MRS.</p> <p>EMAIL</p> <p>REFERRED BY</p> <p>BREED SIZE</p> <p>NAME <input type="checkbox"/> M <input type="checkbox"/> F <input type="checkbox"/> NEUT</p> <p>COLOR BIRTHDATE</p> <p>VET PH.</p> <p>VACCINATIONS</p> <p>MEDICAL PROBLEMS</p> <p><small>In event of an emergency, I authorize this establishment to provide necessary treatment for my pet at my expense.</small></p> <p>#</p> </td> <td style="vertical-align: top;"> <p>CLIP \$</p> <p>CLIP \$</p> <p>CLIP \$</p> <p>SPECIAL INSTRUCTIONS</p> <p><input checked="" type="checkbox"/> ALL THAT APPLY:</p> <p><input type="checkbox"/> EASY</p> <p><input type="checkbox"/> FAIR</p> <p><input type="checkbox"/> DIFFICULT</p> <p><input type="checkbox"/> BITER</p> <p><input type="checkbox"/> CAGE SOILER</p> <p><input type="checkbox"/> NOISY</p> <p><input type="checkbox"/> SHY</p> <p><input type="checkbox"/> CHECK ANALS</p> <p><input type="checkbox"/> CHECK EARS</p> <p><input type="checkbox"/> BURNS EASILY</p> <p><input type="checkbox"/> BLIND</p> <p><input type="checkbox"/> DEAF</p> <p><input type="checkbox"/> DIABETIC</p> <p><input type="checkbox"/> EPILEPTIC</p> <p>B - Burn sensitive area X - Moles, Warts O - Old injury, Arthritis</p> <p>SIZE CHART</p> <p>HT. _____</p> <p>WT. _____</p> <p>NECK _____</p> <p>BACK _____</p> <p>CHEST _____</p> <p>GIRTH _____</p>  </td> </tr> </table>					<p>ADDRESS</p> <p>LAST FIRST</p> <p>HOME PHONE</p> <p>CELL PHONE</p> <p>WORK-MR.</p> <p>WORK-MRS.</p> <p>EMAIL</p> <p>REFERRED BY</p> <p>BREED SIZE</p> <p>NAME <input type="checkbox"/> M <input type="checkbox"/> F <input type="checkbox"/> NEUT</p> <p>COLOR BIRTHDATE</p> <p>VET PH.</p> <p>VACCINATIONS</p> <p>MEDICAL PROBLEMS</p> <p><small>In event of an emergency, I authorize this establishment to provide necessary treatment for my pet at my expense.</small></p> <p>#</p>	<p>CLIP \$</p> <p>CLIP \$</p> <p>CLIP \$</p> <p>SPECIAL INSTRUCTIONS</p> <p><input checked="" type="checkbox"/> ALL THAT APPLY:</p> <p><input type="checkbox"/> EASY</p> <p><input type="checkbox"/> FAIR</p> <p><input type="checkbox"/> DIFFICULT</p> <p><input type="checkbox"/> BITER</p> <p><input type="checkbox"/> CAGE SOILER</p> <p><input type="checkbox"/> NOISY</p> <p><input type="checkbox"/> SHY</p> <p><input type="checkbox"/> CHECK ANALS</p> <p><input type="checkbox"/> CHECK EARS</p> <p><input type="checkbox"/> BURNS EASILY</p> <p><input type="checkbox"/> BLIND</p> <p><input type="checkbox"/> DEAF</p> <p><input type="checkbox"/> DIABETIC</p> <p><input type="checkbox"/> EPILEPTIC</p> <p>B - Burn sensitive area X - Moles, Warts O - Old injury, Arthritis</p> <p>SIZE CHART</p> <p>HT. _____</p> <p>WT. _____</p> <p>NECK _____</p> <p>BACK _____</p> <p>CHEST _____</p> <p>GIRTH _____</p> 
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## Giant Klip Kard

Our most popular card! 5" x 8" Klip Kard features a dog diagram for notation of old injuries, warts and sensitive areas. Sketch the clip right on the card. Emergency permission included, plus a size chart for easy sales reference. Includes Pet Profile checklist with lots of space on the back for date, charges, services, groomer and reminder sent date.

### Giant Klip Kard - White • 5" x 8"

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

### Giant Klip Kard - Colored • 5" x 8"

Indicate Color Choice: Lavender, Pink, Blue, Yellow or Green

#503	100 Giant Color Klip Kards	\$15.75
#504	500 Giant Color Klip Kards	\$69.95
#505	1000 Giant Color Klip Kards	\$109.00

### Giant Klip Kard Extenders • 5" x 8" - White

#506	100 Giant Klip Kards Extenders	\$13.75
------	--------------------------------	---------

Available Colors



## 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"

Indicate Color Choice: Pink, Blue, Yellow, Green or Lavender

#510	100 Medium Color Klip Kards	\$13.95
#511	500 Medium Color Klip Kards	\$56.00
#512	1000 Medium Color Klip Kards	\$95.00

### Medium Klip Kard Extenders • 4" x 6" - White

#513	100 Medium Extenders	\$11.95
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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
------	-----------------------	---------

Put Essential Information at Your Fingertips!



# Groomer & Kennel Sales Slips

## Make More Money Without Raising Your Prices!

Professional Sales Slips for groomers and kennel operators! Both have space for all the little extras you haven't been charging for. These 5-1/2" x 8-1/2" two-part NCR forms are clean, with no carbon needed.

**Groomer Sales Slip** includes space for groomer's name, skin treatment, next appointment, bows, medicated shampoo, tangling, bad behavior and more!

**Kennel Sales Slip** includes space for salesperson and/or groomer (for easy tally of commissions), number of days, weeks or months of boarding and charges, next grooming appointment and much more!

### Groomer Sales Slip (#GSS)

#623	100 Groomer Sales Slips	\$18.50
#624	500 Groomer Sales Slips	\$72.00
#625	1000 Groomer Sales Slips	\$117.50
#626	5000 Groomer Sales Slips	\$450.00

### Kennel Sales Slip (#KSS)

#627	100 Kennel Sales Slips	\$18.50
#628	500 Kennel Sales Slips	\$72.00
#629	1000 Kennel Sales Slips	\$117.50
#630	5000 Kennel Sales Slips	\$450.00

## Pet Release Forms

These cartoon pet release forms convey a little light humor for a serious subject. They explain, in a gentle way, the owner's responsibility to the groomer and give you the right to obtain emergency treatment for their pet.

Each pad is a different color. Mix or match. Pad of 50 forms General Pet #PR-1 (for most clients), Fuzzy Pet #FP-1 (for matted dogs), and Senior Pet #SP-1 (for the older pet).

#614	1 Pad - Pet Release Forms - Select One Style	\$7.95
#615	3 Pads - Pet Release Forms - Mix and Match	\$22.95
#616	5 Pads - Pet Release Forms - Mix and Match	\$35.00
#617	10 Pads - Pet Release Forms - Mix and Match	\$69.00
#618	25 Pad - Pet Release Forms - Mix and Match	\$149.00



## Klip or Kenn-L-Kard Special

### Klip Kard or Kenn-L-Kard Special...

includes 250 Klip Kards or Kenn-L-Kards, one File Box and one Set of Alphabetical Index Guides.

#680	Regular Klip Kard Special	\$21.95
#681	Medium Klip Kard Special	\$28.95
#682	Giant Klip Kard Special	\$34.95
#683	Kenn-L-Kard Special	\$34.95
#684	Super Kennel Special	\$68.95

### Super Kennel Special...

Includes File Box, Set of Alphabetical Index Guides, 250 Kenn-L-Kards and 500 Run-Kards!



# Reminder & Klient Postcards



MV-1



R-1



R-2



R-3



R-5



R-7



R-4



R-6



R-9



M-1

**Inexpensive • Convenient • Colorful**

**Just stamp your salon name, address, and mail them!**

**Fantastic as Total Reminder Program or between GroomOgrams!**

## The Back Sez ...

**MV-1 (back)** See you at our new "digs!"

**R-1 (back)** Dear \_\_\_\_\_, You are probably very busy toy-tossing, napping and dining on gourmet canine cuisine. But, I know you like to look your very best. So, I'm sending this little reminder just to say that it is time for you to be groomed again. Please call for an appointment at your earliest convenience. Thank you. Your Groomer.

**R-2 (back)** Is your pet trying to tell you that he needs to be groomed? If so, please call for an appointment at your earliest convenience, before he finds the scissors! Your Groomer.

**R-3 (back)** All dogs benefit from regular professional grooming. For your pet's continued good health, please call for an appointment at your earliest convenience. Thank you. Your Groomer.

**R-4 (back)** Dear \_\_\_\_\_, I know you like to look your very best, smell your sweetest and feel great! Please remind your "Best Friend" that you are now due for a professional grooming. Thank you. Your Groomer.

**R-5 (back)** ...to remind you that your pet is due for professional grooming. Please call for an appointment, at your earliest convenience. Thank you. Your Groomer.

**R-6 (back)** Grooming is a PURR-fectly wonderful experience... when performed regularly. Call now for your pet's next appointment. Your pet will PAWS-ively love you for it! Your Professional Groomer.

**R-7 (back)** Just a reminder that your pet is scheduled for a professional grooming on: \_\_\_\_\_ at \_\_\_\_\_. If it's im-PAWS-ible to keep this appointment, please call at once. Thank you.

**R-9 (back)** It's been Paws-ively wonderful serving you and your pet. Hope to see you again soon!

**M-1 (back)** ...but just can't find "hide nor hair" of your pet. Is your pet okay? Have you moved? Was your pet's last grooming satisfactory? You are important to us and we'd like to hear from you. Please call at your earliest convenience. Thanks.

**Postcards Cost Pennies ... But Reap \$\$\$!**

**Give Your Clients a Gentle Nudge for Grooming!**

## Reminder Cards

(Indicate Style # When Ordering)

### May Be Mixed in Packs of 100

#574	20 Reminder Postcards	\$10.50
#575	50 Reminder Postcards	\$21.95
#576	100 Reminder Postcards	\$31.95
#577	500 Reminder Postcards	\$127.95
#578	1000 Reminder Postcards	\$198.00



# Groom-O-Grams



**Exciting digest-sized newsletter becomes your own personal Salon Newsletter!**

Contains grooming and health information, stories, and cartoons that present a professional image to your community. Give them at each appointment. Groom-O-Grams will encourage better home care and more frequent appointments.

**Use it as a reminder card!** Many groomers report a fantastic 50-100% response.

**GroomOgrams are a fantastic promotional tool!** Your grooming clients will give it to their friends. Leave them anywhere there are pet owners — humane societies, veterinarians, kennels, pet shops, and breeders.

**GroomOgram will keep your clients coming back** while teaching them proper “between grooming” care. Over 10 million Groom-O-Grams have been distributed by caring groomers like yourself.

Seasonal issues are available after February 10 (Spring), May 10 (Summer), August 10 (Fall) and November 10 (Winter). Each issue deals with the seasonal grooming needs of pets.

- Give to Your Clients at Each Visit
- Leave at Vets, Clinics and Humane Societies
- Encourages future appointments
- Educates Your Clients
- Doubles as an Appointment and Reminder Card
- Undated – Use Them Anytime!

**Groom-O-Grams PAY FOR themselves in NEW and Increased Business!**

**Over 10 Million Sold!**

**Standing Order Program! Save 15% on your next order of Groom-O-Grams! Mark Your Order Form! No obligation to future purchases. Cancel anytime.**

**GROOM-O-GRAMS Current Season Unless Specified!**

#565	25 Groom-O-Grams	\$10.50
#566	50 Groom-O-Grams	\$18.00
#567	100 Groom-O-Grams	\$25.50
#568	200 Groom-O-Grams	\$49.50
#569	300 Groom-O-Grams	\$70.50
#570	400 Groom-O-Grams	\$88.50
#571	500 Groom-O-Grams	\$95.00
#572	1000 Groom-O-Grams	\$169.00
#573	2500 Groom-O-Grams	\$358.00

## Revolving Reminder System



**Boost your income without getting one new Client!**

**Keep a steady flow of clients in your grooming shop year round! Get your clients in every 4, 5 or 6 weeks with this complete ready-to-use system!**

**Includes:**

- 5" x 8" File Box
- #1-31 Index Guides
- 200 of our most popular Reminder Cards (50 each: R-2, R-4, R-5, R-7)
- Instructions for instituting a Successful Reminder Program.

**Revolving Reminder System**

#676 1 Revolving Reminder System \$59.95

## Business and Appointment Cards



**High quality black raised printing on crisp white card stock. Choose one of our stock logos FREE.**

High quality black raised printing on crisp white card stock. Choose one of our stock logos FREE. Instructions: Circle logo of your choice and print your six lines of type clearly on the Order Form. Allow three to four weeks delivery time.

#662	1000 Business Cards	\$49.95
#663	1000 Appt. Cards	\$49.95
#665	Extra Line of Type	\$2.95
#666	Custom Logo	\$19.95
#667	Custom Layout	\$25.00



# 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

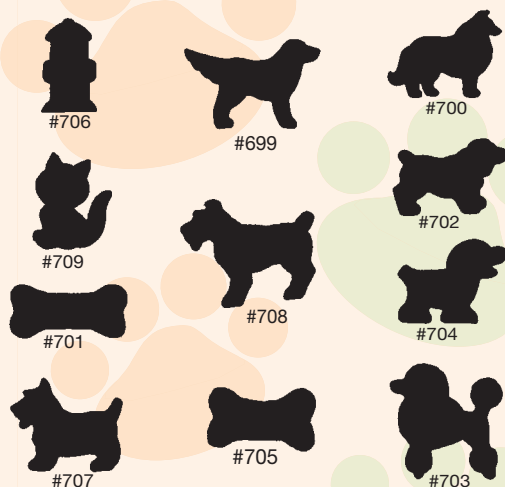
#652 100 Pet Apt. Kards \$6.95  
 #653 500 Pet Apt. Kards \$26.95  
 #654 1000 Pet Apt. Kards \$39.95



# 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

*A Gift for You*



# 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.



#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 Care Series Brochures



"Learning to Brush Your Pet" is an attractive pamphlet that will help your clients learn how to brush correctly. Don't take valuable time to answer these everyday questions. This pamphlet covers the topic in more detail than you could... ensuring success in brushing. Great promotional tool, too! Rubber stamp your shop name in the space provided and leave them at vets, shelters, and pet shops.

When a pet's hair becomes severely matted, there is simply no way to remove it except to give the pet a very short haircut, often referred to as a 'smoothie.' "When Your Pet Needs a Smoothie," is a new addition to the Pet Care Series. Owners are advised what to expect once the matting is removed, and what equipment and products will be recommended.



**Written by Professional Groomers for Your Clients!**

**Puppy's First Visit to the Grooming Salon** will help your client prepare their pup for grooming. Beneficial before and after the first groom.

**The Ferocious Flea** helps your clients learn how to protect their pet from fleas! Helps sell retail products too!

## Brushing (#PS-2)

#631	20 Pet Care Series - Brushing	\$9.95
#632	50 Pet Care Series - Brushing	\$18.50
#633	100 Pet Care Series - Brushing	\$29.95
#634	500 Pet Care Series - Brushing	\$99.00
#635	1000 Pet Care Series - Brushing	\$180.00

## Smoothie (#PS-3)

#1844	20 Pet Care Series - Smoothie	\$9.95
#1842	50 Pet Care Series - Smoothie	\$18.50
#1843	100 Pet Care Series - Smoothie	\$29.95
#1845	500 Pet Care Series - Smoothie	\$99.00
#1846	1000 Pet Care Series - Smoothie	\$180.00

## Puppy's First Grooming (#PS-4)

#1853	20 Pet Care Series - Puppy's	\$9.95
#1852	50 Pet Care Series - Puppy's	\$18.50
#1854	100 Pet Care Series - Puppy's	\$29.95
#1855	500 Pet Care Series - Puppy's	\$99.00
#1856	1000 Pet Care Series - Puppy's	\$180.00

## Flea (#PS-5)

#6013	20 Pet Care Series - Flea	\$9.95
#6014	50 Pet Care Series - Flea	\$18.50
#6015	100 Pet Care Series - Flea	\$29.95
#6016	500 Pet Care Series - Flea	\$99.00
#6017	1000 Pet Care Series - Flea	\$180.00

# Kennel-L-Kards and Run Kards

**At Last! The Most Advanced Boarding Kennel System Ever Devised!**

After extensive research, we've designed a 5" x 8" client record card with all the information the Kennel Operator needs! **Kennel-L-Kards** contains fantastic Kennel, Medical and Grooming Profiles. This easy check system eliminates tedious handwriting. **Speeds your record keeping!** Extender Kards double your record space...just attach to the back of a full Kennel-L-Kard.

**3" x 5" Run-Kard** is completed at each visit and attached to the run. Contains all the up-to-date information you need about the pet. The back contains a boarding release for your protection, which is signed and dated by the owner. You'll wonder how you ever lived without them!

## 5" x 8" Kennel-L-Kard (BKK)

#589	100 Boarding Kennel-L-Kards	\$13.75
#590	500 Boarding Kennel-L-Kards	\$59.95
#591	1000 Boarding Kennel-L-Kards	\$99.00
#592	2500 Boarding Kennel-L-Kards	\$215.00
#593	5000 Boarding Kennel-L-Kards	\$350.00

## 5" x 8" Kennel-L-Kard Extenders (BKX)

#901	100 Boarding Kennel-L-Kards Extenders	\$13.75
#902	500 Boarding Kennel-L-Kards Extenders	\$59.95
#903	1000 Boarding Kennel-L-Kards Extenders	\$99.00
#904	2500 Boarding Kennel-L-Kards Extenders	\$215.00
#905	5000 Boarding Kennel-L-Kards Extenders	\$350.00

## 3" x 5" Run-Kard (BRK)

#594	100 Boarding Run-Kards	\$10.50
#595	500 Boarding Run-Kards	\$39.75
#596	1000 Boarding Run-Kards	\$62.95
#597	2500 Boarding Run-Kards	\$125.00
#598	5000 Boarding Run-Kards	\$200.00

# Calendar Paws

Red and white sticky-back label with space to jot next appointment date and time. Your client can affix it to his home calendar as an appointment reminder, or just as a general reminder to call. Makes an excellent eye catching price tag, too! Two great sizes.



## 5/8" Small Calendar Paws

#601	100 Calendar Paws - Small	\$7.95
#602	1000 Calendar Paws - Small	\$55.00

## 1" Large Calendar Paws

#599	100 Calendar Paws - Large	\$8.95
#600	1000 Calendar Paws - Large	\$59.95

# Super Sampler Pack

**See Our Cards Before You Buy! Try Them on Your Clients!**

- Reminder Kards
- Klient Kards
- Thanks for Coming Card
- Sympathy Cards
- Klip Kards
- Kennel-L-Kard
- Kennel Run Card
- GroomOgrams
- Kennel Sales Slip
- Grooming Sales Slip
- Happy Camper Card
- Pet Report Cards
- Pet Release Forms
- Little Angel Award
- Pet Care Series Magazine
- Groomer to Groomer Magazine
- Off Lead Magazine
- Pet Boutique & Spa Magazine ... and More!

**Only One Sampler Per Business!**

#677	1 Super Sampler Pack	\$9.95
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# Minit Moneymaker Programs!



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

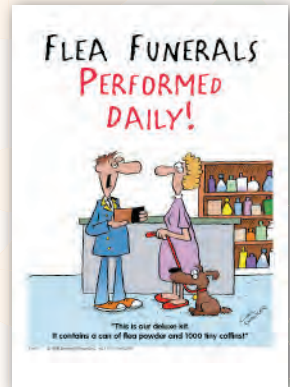
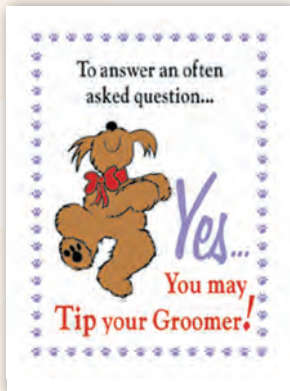
## Counter Signs!

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

# Great Poster for Your Salon!

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

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



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

*Each packet provides a new money-making program, instructions on how to begin, PLUS an 8.5" x 11.5" colorful display sign for your counter or wall. Some programs include handouts for photocopying!*

#6043	Poster/Frame	\$59
#6044	Poster & Tip Sign Special (Reg. \$74)	\$69

# Happy Camper Card

**Kennel Operators... Was the Pet a "Happy Camper?" Or was he a "Little Devil... but had a great time!"**

Now, like a Camp Counselor, you can grade each pet in your care from an A+ to an F. A time-saving checklist will tell your client that his pet ate well, had fleas or ticks, should see a veterinarian and more.

Lots of room for your own personal comments, too. It's a personalized way to thank your boarding clients. Plus, it's a promotional tool, too! Pet owners show it to their friends! Comes in green only.

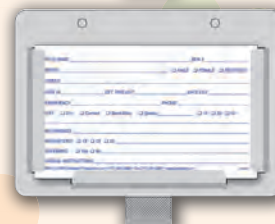


## KENNEL CAMPER CARD (#KCC)

#906	20 Kennel Camper Cards	\$6.95
#907	50 Kennel Camper Cards	\$13.95
#908	100 Kennel Camper Cards	\$25.95
#909	500 Kennel Camper Cards	\$99.00
#910	1000 Kennel Camper Cards	\$159.95

# Kage Kard Karrier

**3" X 5" or 5" X 8"**



This sturdy aluminum card holder will keep pet information right where you need it. Two popular sizes: Holds 3 x 5" Boarding Run Cards or Klip Kards, and 5 x 8" Giant Klip Kards or Kennel Kards.

Clip on easily to cage or crate. Has holes to wall mount near grooming table or tub. Also has collar and leash holder. Practically indestructible, won't rattle and holds information cards securely.

#1951	Kage Kard Holder 3"x5"	\$5.95
#1952	5 Kage Kard Holders 3x5	\$27.95
#1953	10 Kage Kard Holders 3x5	\$49.95
#1954	Kage Kard Holder 5"x8"	\$7.95
#1955	5 Kage Kard Holders 5x8	\$37.50
#1956	10 Kage Kard Holders 5x8	\$69.95



# The Groomers Club

## What is the Groomer's Club?

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

### It's Buying Power at its best!

A one year membership in the Groomers Club will entitle you to exclusive Discounts, Rebates and Gifts from many Participating Companies. **Your membership will be worth hundreds of dollars in the first year!**

The value of a Groomers Club Membership increases the more you use it! It even guarantees

that you will get Groomer to Groomer magazine for a whole year. **All that for just \$29.95. WOW!**

### Who Can Join?

Membership in this exciting program is open to ALL Petcare Professionals... Groomers, Kennels, Trainers, and Vets.

#6022 Groomers Club Membership – 1 year \$29.95

Add Up the Savings!

\$\$\$

### Participating Companies

123 Pet Software BY CMJ designs, Inc. • A Bow and Beyond • A. M. Smith • A Place For Paws • Aesculap • Alpha for Pets Angelica's Cards • ARTICO Products • Ascot Products • Ashley Craig Pet Products / PFP Intl • Austin Rose • Barkleigh Productions, Inc. • Best Shot Coat & Skin Care Products • Bio-Groom / Bio-Derm Laboratories, Inc. • BodySense - Midwest / Bodewell Products • Boutique Beads, Inc. • Bri-Products • C-MON Shears • Cherrybrook • Clark Cages, Inc. • CleanLife Products • Concord School of Grooming • Cowboy Magic • Crocodile Tears Pet Fashions • De Botanica • Direct Animal Products • Doggy + Safe • Dogteesdirect.com • Earmaxx Pet Medicating Products • Elchar Dog Bows • Elizabeth Essentials Epi-Pet • Espree Animal Products • ForeverLawn • Fuminator, Inc. • Galaxy Grooming Co. • Go Fetch All Natural Dog Treats • Golden Paws School Licensing • GoScribe.com • Groom & Kennel Expo • Groom Expo • Groomer's Best Inc. • Groomer's Mall • Groomers Helper • Groomer to Groomer Magazine • Groomtech • Hanvey Specialty Engineering • Happy Feet Happytails • HappyWhiskerz Cookie Co. • Identiproducts • International Professional Groomers - IPG • IV San Bernard Jewelry and Gifts • Kennel Connection By Blue Crystal Software • Kennel Link • Kim Laube, Co. • KleenMaster Sinks • Lela's Fancy Pooches • Lisa Welch Designs LLC • Lupine Inc. • M.D.C. Romani, Inc. • Mirage Pet Products • Mr. Groom Pet Products • My Lucky Dog • National Cat Groomers Institute Of America • Nature Labs • Northern Tails Sharpening • Northwest School of Animal Massage • NuTOPICALS • Off Lead & Animal Behavior Magazine • Oxyfresh - No Limits • Oxygreen Pet Products • Pacific Northwest Grooming Show • Pacific Sales and Service • Pawier Inc. • Paws For Thought • Pet Boutique and Spa Magazine • Pet Flies • Pet Silk Inc. • PetEdge • PetQuest • PetSmith LLC • Petstuff 4 U • PetzLife • Precision Sharp Co. • Primary Wave Media • Primp - N - Pets, LLC • Quadruped Pet Care Products • Ryan's Pet Supplies • Scissorman Intl. Ltd. • Showseason Animal Products • Showtime Pet, Inc. • South Bark's Blueberry Facial • Spectrum Laboratories • Stylist Wear • Suds-N-Stuff • TalyN Shears • Tattoo a Pet Protection & Recovery System • The Cat's Inn, LLC • The Magic Zoo • The Shampoo Lady, Inc. • The Well Animal Institute • Tropiclean Pet Products • Westcoast Animal Groomers Supply - WAGS • Wgroom Worldwide Whitman Sharpening • Windy City School of Pet Grooming • Kim Laube • E-Z Groom • Majesty's Animal Nutrition • Animal Essentials • Ruff-Doggie • Just Ducky • Sharbelle Originals • Mr. Sharpey • Sal's Blade Shop • Sharper Edge of K.C. • Frank Rowe & Son ... MORE TO COME!!!

## Off Lead & Animal Behavior



FREE Sample Issue!

### The Magazine Dedicated to How Dogs Think, Feel and Learn!

- A Modern, Exciting Magazine Dedicated to the Study of Animal Behavior, Training and the Human Animal Bond.
- Understand Animal Behavior as it Relates to YOU, the Pet Professional
- Learn about Medical Problems that affect Pet Behavior

Go to...

[www.off-lead.com](http://www.off-lead.com) for more information!

#900	Sample Off Lead Issue	FREE
#645	Off Lead Subscription – 1 Year	\$15.95
#646	Off Lead Subscription – 2 Years	\$27.95
#1872	Canadian Subscription – 1 Year	\$29.95
#1871	International Subscription – 1 Year	\$56.00

## Creative Grooming Secrets DVD



### See Donna Create Her Famous Goldfish!

Want to Learn Coloring Techniques? Or compete in a Creative Styling Contest? Creative Styling Diva, Donna Holtzer, will divulge her winning secrets on a set of three DVDs, taped live at Groom Expo in Hershey, PA.

- Choosing and Setting Creative Patterns
- Coloring and Decorating the Dog
- Costumes, Props and Presentation

#1805	Choosing and Setting Creative Patterns	\$49.95
#1806	Coloring and Decorating the Dog	\$49.95
#1807	Costumes, Props and Presentation	\$49.95
#1808	Three DVD Set	\$139.00

DVDs are NOT Returnable!

## Doggie Day Care Handbook & DVD By Robin Bennett



### All About Dog Daycare ... A Blueprint for Success

This book provides proven techniques to give you a blueprint for success.

- Basic information for starting a dog daycare
- Forms and record-keeping materials
- How to provide a safe and stimulating environment
- Optional money-making services
- Troubleshooting ideas
- How to monitor relationships within a group of dogs

#6040 All About Dog Daycare Book \$37.95



### How to Own and Operate a Dog Daycare

DVD version of Robin's day-long seminars!

What is a Doggie Day Care? Where do you begin? Is it cost effective? How do you organize the play area? What must you know about pack behavior to operate safely?

These questions and more are in this exciting DVD. Learn how to market, troubleshoot and administer a dog day care business.

120 minutes. DVD's are not returnable.

#6001 Own and Operate A Dog Day Care Video \$69.95

**Combo Special!**  
#6042 Dog Day Care Special: Handbook and DVD \$99.95

[www.barkleighstore.com](http://www.barkleighstore.com) • (717) 691-3388



# Dawn Omboy Creative Grooming DVDs



## Everyday Creative Grooming



In this four-hour comprehensive coloring and styling demo seminar, Dawn will transform one dog into a small work of art before your very eyes. There will be a demo on jazzing up those little matted clipper strips that will have them coming back for more, and sooner!

This class will blow you away and unleash your creative side. Dawn will even tell you how to introduce your clients to the wonderful world of color and creativity. Then you too can make the world a more colorful place, one dog at a time.

#1877 Everyday Creative Grooming  
- 4 Hour DVD \$99.95

## Pizzazz-Y Creative Grooming Seminar

You will learn that the world of grooming can be full of rich color and beautiful carvings. Dawn will show you how to achieve them with proper balance.

Dawn will cover topics from temporary to semi-permanent color, from coloring the entire dog to using stencils, to just adding a little touch of pizzazz that will tantalize and complement your client's pet.

It will cover products, and how to use them, as well as a live demo on black dogs. Finishing touches will also be covered.

And for the wannabe creative competition groomer, or for the seasoned creative groomer, Dawn will share freely from her winning "bag of tricks" that may put you up on stage at the Barkleigh Creative Styling Competition or improve your techniques in the competition ring.



#1575 Pizzazz Creative Grooming  
Seminar (4 Hours) DVD \$99.00



## Holiday Decorating Tips

Dawn offers endless possibilities to help insure family pets are a part of the festivities.

Dawn will show you how to apply holiday patterns in a snap, including candy canes and wreaths that glitter.

#1895 Holiday Decorating Tips \$39.95

## Stenciling 101

Did you ever want to put just the right design on a dog but are not good at freehand? Want a special design for just the right occasion but can't find the right pattern or size? Well, this is your chance to find out how. In this one hour class you will learn the basics of stenciling patterns onto your groomed pets. It only takes a few minutes to rack up on this fun and easy income that will help set you apart from the competition. You will also learn how to make stencils to suit your specific needs.

#1896 Stenciling 101 \$39.95



# Animal Behavior Conference

Sarah Wilson



This Exciting Conference Includes:

- Understanding Breed History
- Hardwiring...What does it mean?
- Understanding subtle changes in behavior
- What makes a dog a serious threat
- Avoiding the triggers...or removing the danger
- Three things that make a dog dangerous
- Simple ways to assess problem behaviors
- Helping reactive dogs
- Is it miscommunication... or medical?
- Red flags in behavior
- Safety handling tips

#1676 Animal Behavior Conference - Set of 5 (DVD) \$199.95  
#1677 Animal Behavior Conference - Set of 7 (CD) \$59.95

### CD'S

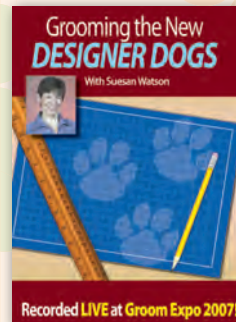
#1679 How Breed History Influences Behavior \$9.95  
#1681 Reading Stress and Threat in Dogs \$9.95  
#1682 What Makes a Dog "Dangerous" \$9.95  
#1685 Behavior Problems \$9.95  
#1686 Helping the Reactive Dog \$9.95  
#1689 When is Aggression Not Aggression \$9.95  
#1690 Handling Dogs Safely \$9.95

### DVD'S

#1678 How Breed History Influences Behavior \$29.95  
#1680 Reading Stress And Threat in Dogs \$29.95  
#1683 What Makes a Dog "Dangerous" \$29.95  
#1684 Behavior Problems \$29.95  
#1687 Helping the Reactive Dog \$29.95  
#1688 When is Aggression Not Aggression \$29.95  
#1691 Handling Dogs Safely \$29.95

# Grooming the New Designer Dogs

Suesan Watson



We are all getting them now, all those little or big Mixed Breeds, no, wait, "Designer" Dogs. The owners have no clue what their pet should look like because they never want it to look like what it really is.

Sue can give you suggestions that can help you deal with those clients and make their decisions easier for them and their fancy designer dogs.

#1897 Grooming The New Designer Dogs \$39.95

# Add-On Services: Money in Minutes



Judy Bremer-Taxman

Spend a fast paced two-hours laughing and learning in a seminar to make extra money in minutes! What's the secret? "First, learn to work smarter, not harder," says Judy. Then add a few new simple extra services and watch your income jump \$4,000 to \$10,000 per year!

Can't believe it? Can't sell extra services to your customers? This seminar is your answer. Every detail, and advantage, will be presented to you step by step!

#1787 Add-On Services: Money in Minutes \$49.95

# Doggie Repair Kit How to Help Fix a Client's Pet

Gary Wilkes



Learning to stop unacceptable behavior is the key to keeping dogs alive. Most dog owners seek help at the last minute - and last minute solutions are the only ones that are going to save the dog's life. This presentation will describe what it takes to stop the most common canine catastrophes in an effective, safe and proactive manner. Don't miss it - you won't find this information anywhere else.

#1413 Doggie Repair Kit - DVD \$49.95





# Professional Pet Grooming Secrets Books

## Volume 1

This book contains grooming secrets from Sally Liddick, editor of Groomer to Groomer and Groom-O-Gram; Mario Migliorini, author of many books on grooming and handling; plus other grooming authorities. 22 full-color Creative Contest winners! Original grooming cartoons! 64 pages full of illustrations and photos!

- What's in a Name • Getting Down to Basics
- Correcting Faults • Control Counts
- Preventing Accidents in the Shop
- Secrets of Creative Grooming
- A Tale of Two Poodles
- Grooming the Neglected Dog
- Fantastic Finishing Touches
- Clipper and Blade Maintenance and lots more!!!



## Volume 2

This book contains grooming secrets from Sally Liddick, editor of Groomer to Groomer and Groom-O-Gram; Mario Migliorini, author of many books on grooming and handling; Creative winner, Jeanne Mulcahy, plus other grooming authorities. Contains full-color Creative Contest winners! Original grooming cartoons! 75 pages full of illustrations and photos!

- Clipping Four Feet In Three Minutes Or Less
- First Aid In The Grooming Shop
- Grooming Very Old Dogs
- Simple Bow Making
- Creative Coloring Techniques
- Coping With Coat
- Mobile Grooming... Is It For You
- Reconditioning A Difficult Dog and more!

#5013	Volume I	\$15.95
#5014	Volume II	\$15.95
#5013MX	Vol. I and Vol. II	\$27.95

## Groomer System

### Appointment & Income Tracking Book

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



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

#6053	Complete Groomer System	\$59.95
#6054	100 Appointment Sheets	\$12.95
#6055	Assorted Reports - 1 Year Supply	\$17.95
#622	Calendar Page In Plastic Sleeve	\$2.95

## The Empowered Employer



A powerful guide for owners and managers of pet care facilities. This fantastic book was written by Industry Icon, Consultant and Communicator, Judy Bremer Taxman. Power-Packed with Ideas to Boost Your Income and Management Skills!

- How to be the Boss
- Organizing your Business
- Keeping Personnel
- Winning "Boss of the Year" Award
- Tactics for keeping your Business Running Smoothly!

#5012 Empowered Employer Book \$14.95

## Rubber Stamps & Pads



Eliminate tedious handwriting or typing with our quality Rubber Stamps. Just perfect for GroomOgrams, Reminder and Klient Kards, letters, checks and receipts.

To truly personalize your stamp, select a stock logo (see order form). For the personal touch, we can add your custom logo for an additional charge.

#6045	One Line	\$10.95
#6046	Two Lines	\$15.50
#6047	Three Lines	\$19.95
#6048	Four Lines	\$23.95
#6049	Five Lines	\$28.50
#6050	Six Lines	\$32.95
#642	Custom Logo	\$7.95
#643	Stock Logo	\$7.95
#6052	Stamp Pad - Black	\$7.95

## Poop Scoopin' Puppy



Remind your clients (and passing dog walkers) to clean up after their little ones have finished their business. This adorable Polyresin statue of a responsible and tidy pup features a discreet clothespin on the nose and a dust pan sign that says, "Don't forget to scoop your poop!" 9 1/2"H x 7 1/4"W.

#1866 Poop Scoopin' Puppy \$29.95

## Teaching You to Train Your Dog

### A Student Guide

This blue and green guide tells new training students how to prepare for class and have a successful learning experience with their pet. Great promotional tool, too. Rubber stamp your information on the front. Leave at Clinics, Grooming Shops, Pet Shops, Breeders, Pet Fairs and more! Pulls in new students like crazy!

#800	100 Student Guides	\$10.95
#801	500 Student Guides	\$49.95
#802	1000 Student Guides	\$89.95

## PetRef Kards

### Did You Find a Medical Problem?



Put your findings on the PetRef cards to be taken to the Veterinarian. Use these attractive 3" x 5" cards anytime you notice a medical problem. You will earn veterinarian respect, and perhaps referrals, because they will know you are observant and professional. Plus, your customer will appreciate your concern. Gray Card printed with blue ink.

### 3" x 5" PetRef Kard

#668	100 PetRef Cards	\$9.95
#669	500 PetRef Cards	\$39.95
#670	1000 PetRef Cards	\$59.95

Teaching You To Train Your Dog  
A Student Guide





# The Wonderful World of Terriers

## Sarah Hawks

Sarah will cover hand-stripping, breed profile, coat texture, carding (removing undercoat), tools, chalking, products, bathing of the hand-stripped coat, and how to satisfy your clients.

Sarah will show six long-legged Terriers, many of which are show dogs: Airedale, Soft Coated Wheaten, Lakeland, Wire Fox, Kerry Blue and Welsh; and six short-legged Terriers: Cairn, Norfolk, Norwich, Sealyham, Scottish and Westie. She will discuss

the nuances of each of the various breeds.

The Set of 4 DVDs includes all of the following seminars:

- Airedale, Soft-Coated Wheaten, Kerry Blue
- Cairn, Norfolk And Norwich
- Min. Schnauzer, Parson's Russell, Lakeland, Welsh
- Scottish, Sealyham And West Highland Terrier



#1577	The Wonderful World Of Terriers Set Of 4 (DVD)	\$125.00
#1588	Airedale, Soft-Coated Wheaten, Kerry Blue (DVD)	\$49.95
#1591	Cairn, Norfolk And Norwich (DVD)	\$49.95
#1589	Scottie, Sealyham And West Highland Terrier (DVD)	\$49.95
#1590	Min. Schnauzer, Parson's Russell, Lakeland, Welch (DVD)	\$49.95

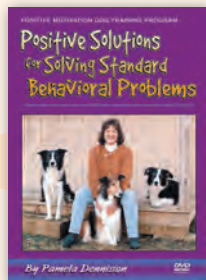
# Pam Dennison Training DVDs

## Camp R.E.W.A.R.D. for Aggressive Dogs

Accredited by APDT Realizing Excellence With Attention, Redirection and Desensitization.

For pet pros, trainers or pet owners of any level, this seminar teaches how to manage, train and start the desensitization process with an aggressive dog in a positive, pro-active and effective manner.

#1403 Camp R.E.W.A.R.D. - DVD \$29.95



## Positive Solutions for Solving Standard Behavioral Problems

For pet pros and trainers of any level, this seminar will address typical problem behaviors using positive training methods. Behaviors discussed are: jumping, pulling on leash, not coming when called, charging through doorways, nipping, stealing and guarding objects, etc.

#1405 Positive Solutions - DVD \$29.95

# Cat Grooming Made Easy!

## Debbie Beckwith, CMG

Is it a CAT-astrophe when you put clipper to feline in your grooming salon? Do you think the words EASY and CATS should not reside in any grooming program? Well, Debbie thinks differently. "I firmly believe that cat grooming should be done by cat-lovers," says Debbie. Now, if you have passed that first step to "feline finessing" then join Debbie for tips on handling, nail clipping, carding, trimming and bathing techniques. Cat grooming could just turn out to be a great income source for you.

#1420 Cat Grooming Made Easy! - DVD \$49.95



# That Old Vac Magic (Vacuum Grooming)

## Debbie Beckwith, CMG

Vacuum grooming at its best. Tried it? Like it? Messed up? Don't know what to do with it? Vac grooming could be the best way in modern pet styling. From short cuts to scissored looks, join Debbie for futuristic money making, easy styling, and clean grooming with no hair flying in your face, dropping on the floor or clogging your lungs with the help of a vacuum system.

#1899 That Old Vac Magic (Vacuum Grooming) \$39.95



# Handstripping & Carding Clinic

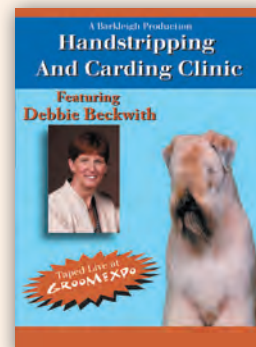
## Debbie Beckwith, CMG

This program unveils the truth about how stylists can add harsh coat hand stripping and carding skills to their everyday grooming techniques. Go the extra mile for your customers who prefer the attention to detail, and make more money, too, by adding this extra professional service.

Learn how to hand strip dogs from mixed breeds to simple terriers. Find out how to cheat on terriers with clippers, yet maintain better color and texture with carding skills. Learn tricks on double-coated breeds from Afghans to Shepherds, and Whippets to Greyhounds. Carding skills will enhance the

proper look of many breeds, help with the natural shedding process and add easy \$\$\$ to your income. Hey, works for cats too.

#1409 Handstripping & Carding Clinic - DVD \$59.95



# Be A Card Shark! Make Money Carding and Bathing

## Judy Bremer-Taxman

Want cash in a flash? Money in minutes? Learn to card a dog properly and find out how to double your money! For services that sell themselves, watch, learn and "cash in" when you go home!

#1570 Be a Card Shark! Make Money Carding and Bathing (DVD) \$49.00



# Grooming Equipment Clinic

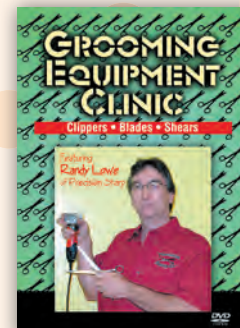
## Randy Lowe

Randy talks about everything that clips in this two-hour seminar. From clippers and blades to shears, Randy offers his expertise from his thirteen years of experience in the sharpening trade.

Randy talks about the eight biggest problems with blades, and some easy fixes that you can perform without sending them off to a sharpener. He will go over the major clippers and discuss things that you can do to fix and repair, before you replace.

The second part of this program is devoted to Shears. Here are just some of the topics: *What are the differences in scissors? German style vs. Japanese style edges? What does Rockwell hardness mean? Should you buy Stainless, high carbon, cast aluminum, ceramic or a combination? And What about "hot dipped", cast or stamped?*

#1567 Grooming Equipment Clinic (DVD) \$39.95





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9. You don't go eight weeks without washing or brushing your hair.
8. Your hairdresser doesn't give you a sanitary trim.
7. Your hairdresser doesn't clean your ears.
6. Your hairdresser doesn't remove the boogies from your eyes.
5. You sit still for your hairdresser.
4. Your haircut doesn't include a manicure or pedicure.
3. Your hairdresser only washes and cuts the hair on your head.
2. You don't bite or scratch your hairdresser.
1. The likelihood of you pooping on the hairdresser is pretty slim.

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### Top Ten Reasons Why It Costs More To Get Your Pet Groomed Than Your Own Hair Cut!

10. Your hairdresser doesn't wash and clean your rear end.
9. You don't go eight weeks without washing or brushing your hair.
8. Your hairdresser doesn't give you a sanitary trim.
7. Your hairdresser doesn't clean your ears.
6. Your hairdresser doesn't remove the boogies from your eyes.
5. You sit still for your hairdresser.
4. Your haircut doesn't include a manicure or pedicure.
3. Your hairdresser only washes and cuts the hair on your head.
2. You don't bite or scratch your hairdresser.
1. The likelihood of you pooping on the hairdresser is pretty slim.

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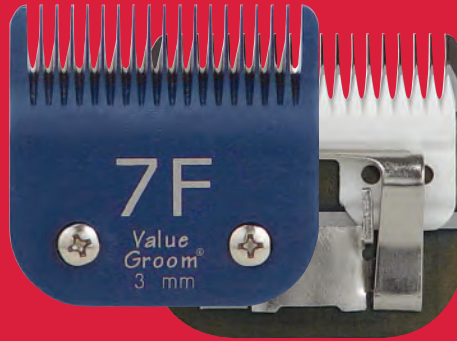
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