

Groomer To

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1951 - 2009

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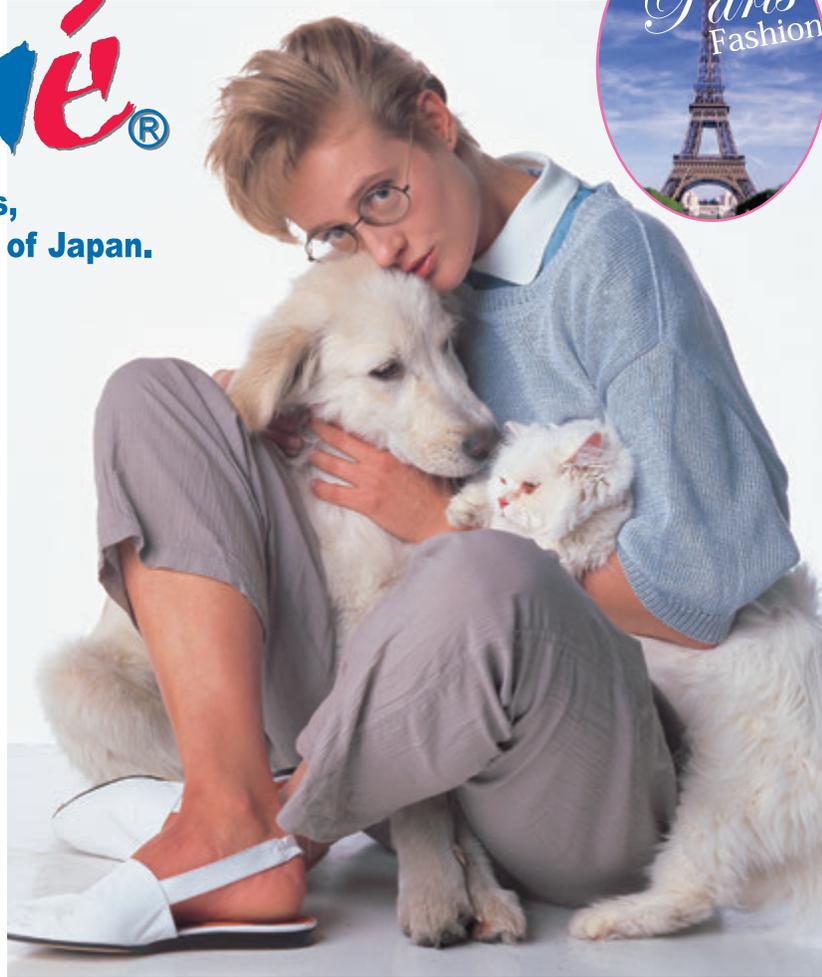
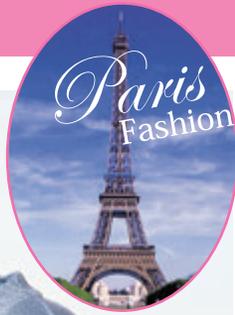
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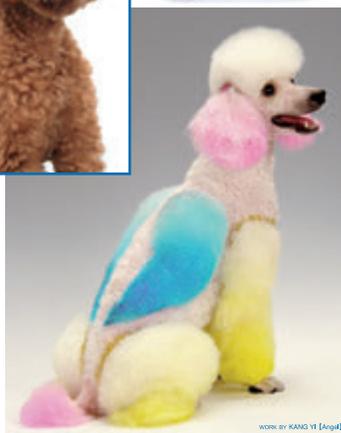


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Off the Top of My Head by Todd Shelly Organized Chaos



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

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

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

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

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

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

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

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


todd@barkleigh.com



JOHN NASH
1951-2009



John Nash, Grooming Innovator, succumbs to cancer at 58

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

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

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

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

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

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



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My Friend John

By Sally Liddick

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

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

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

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

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

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

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

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

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



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

Continued on page 10

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

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

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

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

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

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

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

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

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

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

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

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

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

Continued on page 12



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

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

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

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

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

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

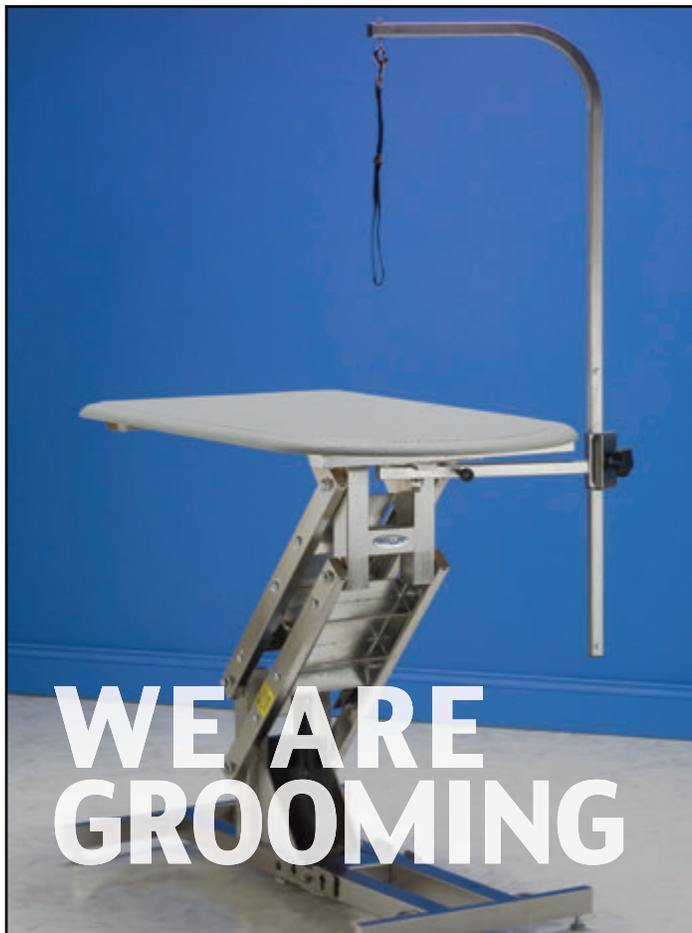
John and Viv had another passion. Jamaica. Years ago, his brother and wife took a vacation with John and Viv. They ventured around the island and found some land at a very reasonable price. They worked out a sales agreement. Over time, they found someone to build a vacation home. Thus



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

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

Continued on page 14



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

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

<http://www.nashbrighton.com>

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

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

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

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

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

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

Poverty swallowed up these loving people and John and Viv

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Continued on page 16

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

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

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

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

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

Continued on page 17

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

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

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

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

But I think I know some of the answers.

- Find a business partner that has the gifts that you need.
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- Listen to people and take advice.
- Don't stagnate. Take calculated risks. No risk. No reward.
- Dream big dreams. And then try to make them come true.
- Make quality a priority in your business.
- Speak softly and carry a big stick.

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

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

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Memories of John Nash

By Shirlee Kalstone



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

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

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

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

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

Continued on page 20



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

A Time Line of Nash Academy Achievement

1978

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

1984

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

1986

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

1988

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

1991

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

1998

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

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

2000

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

2001

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

2003

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

2004

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

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

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

2008

July 1, 2008 *Nash, Inc.* launched www.CanineReference.com, an online canine encyclopedia consisting of breeds from various kennel clubs.

2009

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

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

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

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

everything possible to accomplish it!

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

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

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



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

Continued on page 22

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

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

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

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

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

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

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

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

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

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

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

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John Nash Remembered... by Industry Peers

Shirlee Kalstone

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

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

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

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

Gwen Shelly

Vice President, Barkleigh Productions

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

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

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

Marlene and Angie Romani,

Owners, MDC Romani, Inc

Angie and I met him 25 years

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

Teri DiMarino

*Industry Consultant,
Barkleigh Productions, Inc*

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

John Stazko

*Industry Consultant, Owner of
Stazko Products*

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

Barb and Don Kassebaum

Directors of Gifts of Love International

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

Linda A Law

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

Marea Tully

*Andis International Consultant,
GroomTeam Director, IJA Judge*

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

Mr. Gan Wee Yet

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

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

Dawn Omboy

*Creative Speaker and Writer,
IJA Judge*

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

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

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

Continued on page 26

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

Christine DeFilippo

Owner of Interroom

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

Mario DiFante

Owner of Pet Fashion Week

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

Erick Goldberg,

Director of Talent Selection, PetSmart

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

Kim Raisanen,

Professional Cat Groomers Association of America

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

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

Don Kassebaum Jr.,

Cosmos Corporation

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

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

Cynthia and Sam Kohl

Owners of Aaronco, Writer and Author

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

Daryl Conner

Writer, Editor of GroomTeam USA Newsletter

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

Naohisa Tsujihara (Japan),

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

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

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

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

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

Continued on page 55

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

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The FINGER

Bonnie Wonders



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

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

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

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

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

"What's wrong?" I asked.

Continued on page 30

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The Finger

Continued from page 28

"He won't let me wash his face," she said.

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

Continued on page 32

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The Finger
Continued from page 30

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

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

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

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

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

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

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

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

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

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

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

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

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

breath away for a second.

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

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

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

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

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

"Yes, I have to," I admitted.

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

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

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

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

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

"Ok," I thought to myself. "There went my profit on Cody's

Continued on page 34

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The Finger

Continued from page 32

bath." I broke even.

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

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

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

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

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

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

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

But I still have my finger sock...

Success in Business Tips

by Sally Liddick



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

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

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

Continued on page 36

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

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

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

1. Set up a corporation. It will protect you in the long run. (Legalzoom.com is quick and easy. I've used it several times.)

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

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

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

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“Knowing Dogs”

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

Dogs Are Not Natural Animals:

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

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

Continued on next page

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There Are Exceptions to Every Rule:

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

Dogs Bark:

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

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

A: Normal.

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

Dogs Bite:

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

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

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

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

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

Dogs Kill Each Other:

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

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

Continued on page 40

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Knowing Dogs
Continued from page 39

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



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

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



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Groomer cleans up with easy money!

By Janis O'Neill

Jan's Grooming

Breeder/Owner

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

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

THE PRESIDENT'S GROOMER

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

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

GTG: *What is your background in grooming?*

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

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

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

Continued on next page

The President's Groomer

Continued from page 42

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

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

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

GTG: *Didn't you compete?*

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

GTG: *What was your specialty?*

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

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

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

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

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

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

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

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

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

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

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

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

Continued on page 44

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The President's Groomer
Continued from page 43

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

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

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

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

GTG: *Any special instructions?*

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

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

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

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

Sally: I never heard about the shower!

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

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

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

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

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



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Ticks

A QUICK REFERENCE GUIDE
FOR GROOMERS

BY BOYD HARRELL, DVM



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

Facts:

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

Myths:

- Ticks burrow under the skin.

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

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

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

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

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

How To Remove a Tick:

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

Continued on page 46

Tick Prevention for Pets:

- If possible avoid walking and hiking in wooded or tall grass areas where ticks like to live.
- Keep tall grasses controlled in the yard and along fence rows.
- Some lawn products will help reduce tick numbers.
- Check for ticks at least once daily and promptly remove any that are found. Ticks especially like to attach around the head, neck, ears and between the toes as well as in or near any skin folds.
- Use a topical product on the pet that is labeled for tick control. Not all products are equally effective and just because they may have a tick claim does not make them effective. Ask your veterinarian what products have proven themselves in your area.
- Some topicals contain permethrin which has some mild tick repelling properties.
- Have the pet wear a tick collar (this is different from the older style flea and tick collars). One tick collar, *Preventic*, contains amitraz; a chemical that is effective against ticks and arachnids. Remember many insecticides are not effective at killing ticks.
- It is sometimes appropriate to use both a topical and a tick collar. Be sure you know or ask your veterinarian what topicals and collars are compatible.
- Even the best tick products available at this time will not kill ticks quickly, often taking hours to a day or more to get the job done. No tick product will give a 100% tick kill.
- Don't wait for a tick product to kill any ticks you can find. Promptly remove them mechanically. Rely on tick products more for prevention of future infestations and even then still do a daily tick check.

Continued on next page



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

Lyme Disease

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

Canine Rocky Mountain Spotted Fever (RMSF)

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

Canine Ehrlichiosis

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

Canine Anaplasmosis

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

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

Canine Tick Paralysis

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

Diagnosing Tick-Transmitted Diseases

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

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

Summary:

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

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



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Grooming Makeover

Magic with Debra!

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

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

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

Debra Adler

Clean As A Whisker Grooming Salon, Whitehall NY



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

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

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

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

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

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

GTG: Have you ever gone to Groom Expo before?

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

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

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

Continued on next page

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

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

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

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

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

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

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

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

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

GTG: What would you do different?

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

GTG: What did family, friends and clients think?

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

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Grooming Makeover
 Magic with Debra!
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Sally: Has it had an impact on your grooming life? How?

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

Comments from hairstylist, Lisa Ward...

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



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

conceal her round cheeks.

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

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

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

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

Lisa Ward, Shear Art Hair Salon

Tips from Lisa...

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

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

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

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

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

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Touch of Color

by Dawn Omboy

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

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

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



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

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

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Lori Craig

Roars to Victory with the King of Beasts

by Kathy Hosler



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

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

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

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

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

styling ring – or even have become a groomer.

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

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

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

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

“I was actually at a dog Frisbee

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

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

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

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

Continued on next page

Lori Craig Roars to Victory with the King of Beasts

Continued from page 52

starting point when creative stylists plan their entries.

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

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

coloring my dog.

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

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

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

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

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

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

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

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

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

Continued on page 54

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

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

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

"I know almost every groomer

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

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

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

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

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

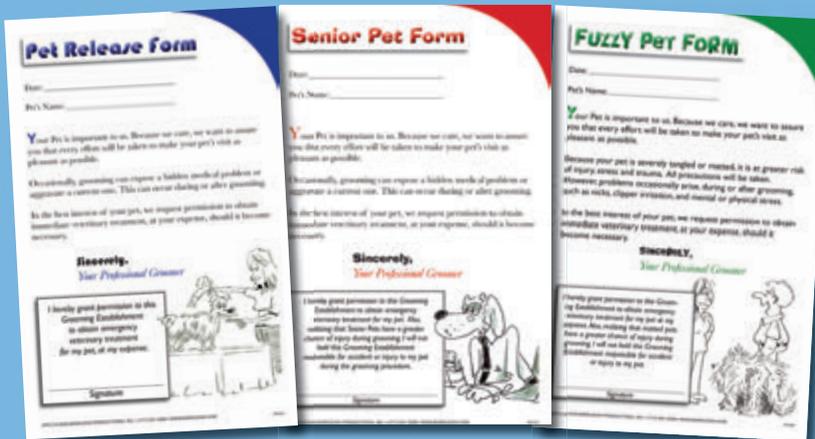
The NAPCG is for creative groomers and for anyone interested in becoming one. It is a place where groomers will be able to learn from each other and share new ideas and techniques.

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

That's Lori Craig - Hear Her Roar!

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John Nash Remembered...
Continued from page 26

Will Comparsi

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

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

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

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

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

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

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

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



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New England Pet Grooming Professionals Fall Fest 09



Photo by David Sombach

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

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

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

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

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

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



Photo by David Sombach

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

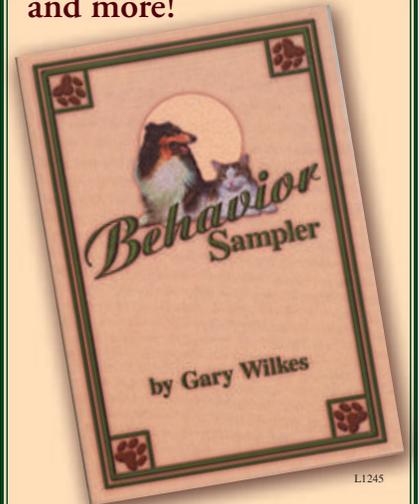
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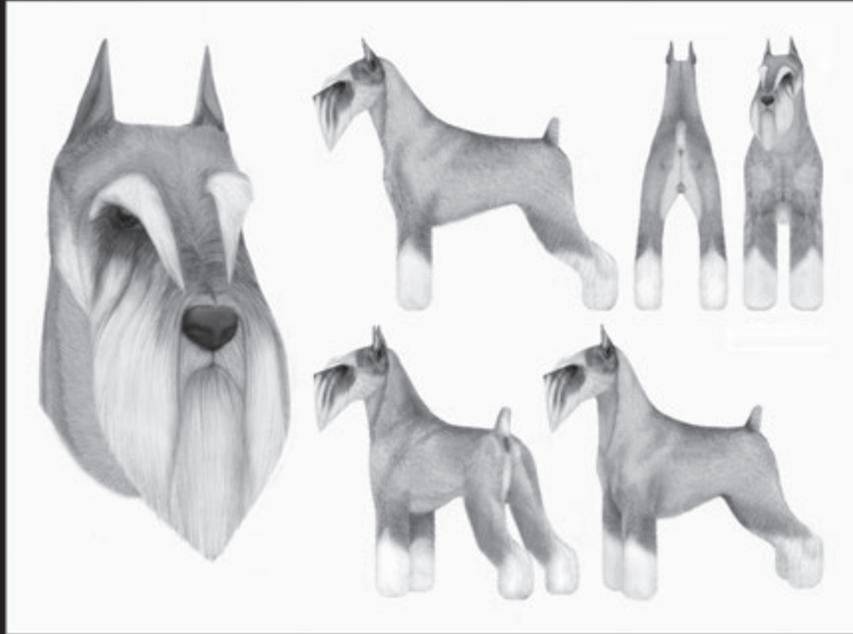
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Continued on page 62

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

www.cardinalpet.com

READER SERVICE CARD #6786

THE YEAR OF THE *Creative*

BY SALLY LIDDICK

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

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

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

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

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

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

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

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

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

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

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Groomers Club
Coordinator

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2010-11 CALENDAR OF EVENTS

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Colorado Groomfest 2010

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

FLORIDA

PET PRO CRUISE

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

NDGAA "Fun in the Sun" Seminar

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

GEORGIA

Atlanta Pet Fair

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

ILLINOIS

All American Grooming Show

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

Backer's Pet Industry Christmas Trade Show and Educational Conference

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

KENTUCKY

PETQUEST 2010

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

MARYLAND

Backer's Pet Industry Spring Trade Show

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

MISSOURI

Groom Classic 2010

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

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

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

NEVADA

Superzoo

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

NEW JERSEY

Intergroom 2010

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

Association of Pet Loss and Bereavement Conference

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

PENNSYLVANIA

GROOM EXPO 2010

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

RHODE ISLAND

NEPGP 30th Anniversary Fall Fest

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

TENNESSE

Animal Care Expo

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

Pet Stylists Super Show

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

WASHINGTON

NORTHWEST GROOMING SHOW

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

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



2010 Calendar

Northwest Grooming Show

3/19/2010 – 3/21/2010
Tacoma, WA

PetQuest 2010

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

Groom Expo 2010

9/9/2010 – 9/12/2010
Hershey, PA

2011 Calendar

Pet Pro Cruise

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

PetQuest 2011

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

Groom Expo 2011

9/8/2011 – 9/11/2011
Hershey, PA

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www.groomexpo.com

PROVERBIAL WISDOM

Hatred stirs old quarrels,
but love overlooks insults.

Proverbs 10:12
The Living Bible

CANADA

Canada Grooms

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

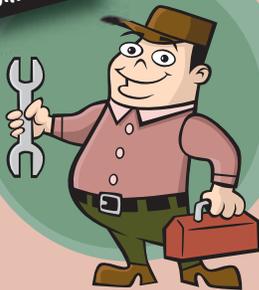
Canada Grooms

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

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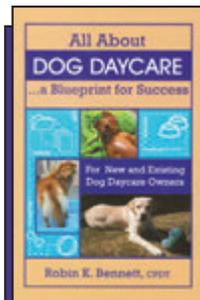
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See the newest visual info for the Pet Pro. We have Barkleigh Show Coverage, News, Interviews, Facility Tours, Groomer Video Tips, Company Profiles, and More!

NEWLY ADDED:

Creative Grooming from GROOM EXPO

Groomer News and Notes

Puppy Mill Rescue by Jon Bannon

Education from GROOM EXPO

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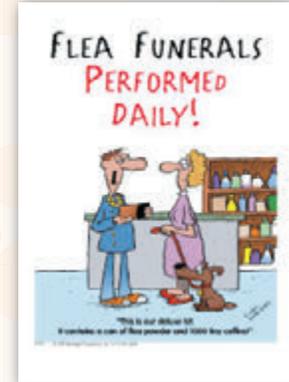
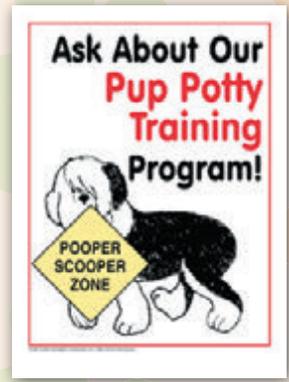
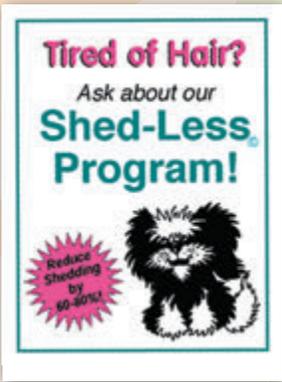
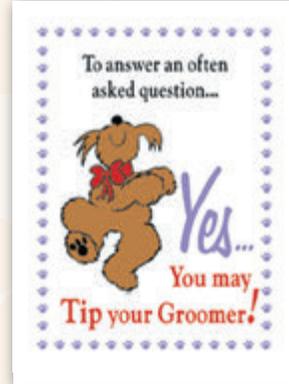
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 7. Your hairdresser doesn't have to clean your ears.
 6. Your hairdresser doesn't have to remove the boogies from your eyes.
 5. You sit still for your hairdresser.
 4. Your haircut doesn't include a manicure or pedicure.
 3. Your hairdresser only 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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| #909 | 500 Kennel Camper Cards | \$99.00 |
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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.

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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
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| #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 |
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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.

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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!

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(Indicate Style # When Ordering)

May Be Mixed in Packs of 100

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

Sympathy Cards

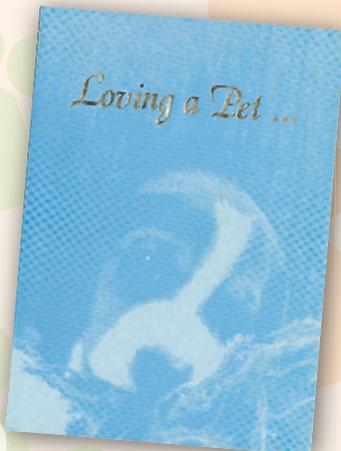


Elegant 4" x 6" card is printed with rich chocolate ink on ivory linen paper. Inexpensive and easy to send. Matching envelopes included.

(S3) Ivory Sympathy Cards w/Envelopes

| | | |
|-------|------------------------------|----------|
| #6033 | 5 Sympathy Postcards /Env. | \$12.95 |
| #6034 | 10 Sympathy Postcards /Env. | \$23.95 |
| #6035 | 25 Sympathy Postcards /Env. | \$42.95 |
| #6036 | 100 Sympathy Postcards /Env. | \$125.00 |

Your clients will be touched by your thoughtfulness with this beautiful French fold, baby blue parchment sympathy card. It is delicately embossed with silver foil lettering found only on the best "card shop" cards. You will be proud to send it. Matching blue parchment envelopes are included. Be sure to carry extras for retail sales to your customers.



(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.

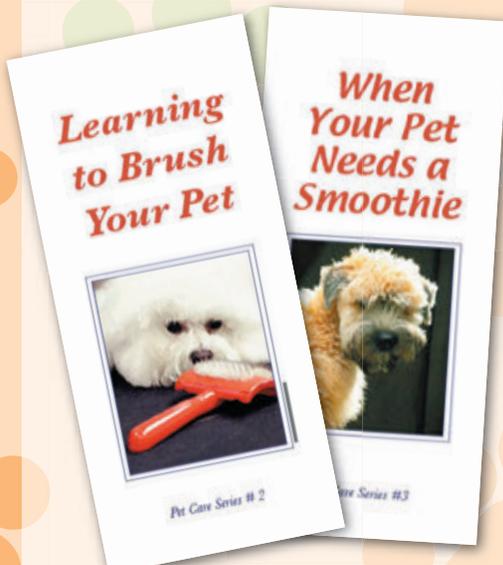
F I was a little Devil...
But My Groomer Still Loves Me.

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 |

Kenn-L-Kards and Run Kards

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

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

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

5" x 8" Kenn-L-Kard (BKK)

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

5" x 8" Kenn-L-Kard Extenders (BKK)

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

3" x 5" Run-Kard (BRK)

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

Calendar Paws

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



5/8" Small Calendar Paws

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

1" Large Calendar Paws

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

Super Sampler Pack

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

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

Only One Sampler Per Business!

| | | |
|------|----------------------|--------|
| #677 | 1 Super Sampler Pack | \$9.95 |
|------|----------------------|--------|

Pet Appointment Kards



These adorable dogs are printed on quality 2"x3-1/2" card stock. Great for grooming salons, kennels and veterinarians. Buy only the quantity you need!

Bathtub Appt. Kard

- #1936 100 Apt. Kards \$7.95
- #1937 500 Apt. Kards \$29.95
- #1938 1000 Apt. Kards \$43.95

Squares Appt. Kard

- #1939 100 Apt. Kards \$7.95
- #1940 500 Apt. Kards \$29.95
- #1941 1000 Apt. Kards \$43.95

Brown Appt. Kard

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

Kanine Kookie Cutters

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

Poodle, Cocker, Scottie, Terrier, Collie, Setter, Mutt, Kitty, Large Bone, Small Bone, and Hydrant



- #710 Kookie Cutters – 2 Bones + Hydrant \$8.50
- #711 Kookie Cutters – 7 Dogs + Kitty \$19.95
- #712 Kookie Cutters – Complete Set \$27.95
- Kookie Cutters – Individual (Indicate #) \$3.95

Display Holder



This black metal holder will put your Groom-O-Grams, and Sympathy cards, at your client's fingertips for maximum appeal. Special built-in "angle" feature for best viewing and response. Buy several to place at Vets, Kennels, Pet Shops, etc. Keeps your Groom-O-Grams and Sympathy Cards neat and easy to remove.

Attractive header cards for Sympathy Cards will promote sales. For peg-board or counter top use. Width is adjustable from 2-1/2" to 7."

- #685 Display Holder \$5.95
- #686 Display Holder for GroomOgrams \$5.95
- #687 Display Holder for Sympathy Cards \$5.95
- #688 5 Display Holders \$26.95
- #689 10 Display Holders \$49.95

Gift Certificate *Great for Pet Shops, Groomers, Kennels, Trainers and more!*

These elegant parchment certificates, bordered with paws, are "just paw-fect" for gift-giving. Great for pet shops, Groomers, Veterinarians and Kennels. A nice way to show appreciation for referral customers, too. Rubber stamp your business name in the corner. Stub attached for your records. Certificates come with beautiful matching envelopes.



Gift Certificate (#GC)

- #603 10 Gift Certificates/Envelopes \$9.95
- #604 25 Gift Certificates/Envelopes \$22.00
- #605 50 Gift Certificates/Envelopes \$40.00
- #606 100 Gift Certificates/Envelopes \$75.00
- #607 500 Gift Certificates/Envelopes \$299.00
- #608 1000 Gift Certificates/Envelopes \$500.00



The Wonderful World of Terriers

Sarah Hawks

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

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

the nuances of each of the various breeds.

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

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



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

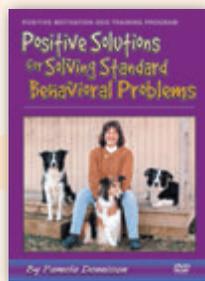
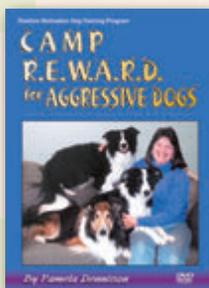
Pam Dennison Training DVDs

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

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

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

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



Positive Solutions for Solving Standard Behavioral Problems

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

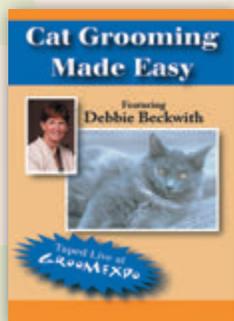
#1405 Positive Solutions - DVD \$29.95

Cat Grooming Made Easy!

Debbie Beckwith, CMG

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

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

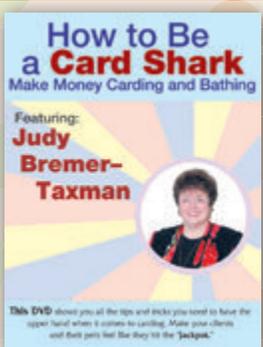


Be A Card Shark! Make Money Carding and Bathing

Judy Bremer-Taxman

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

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

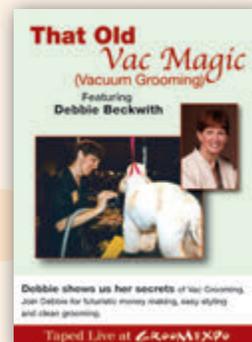


That Old Vac Magic (Vacuum Grooming)

Debbie Beckwith, CMG

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

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



Handstripping & Carding Clinic

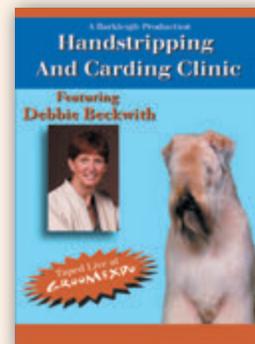
Debbie Beckwith, CMG

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

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

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

#1409 Handstripping & Carding Clinic - DVD \$59.95



Grooming Equipment Clinic

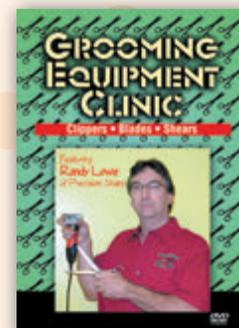
Randy Lowe

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

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

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

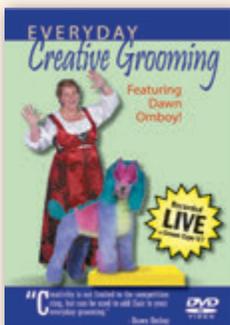
#1567 Grooming Equipment Clinic (DVD) \$39.95



Dawn Omboy Creative Grooming DVDs



Everyday Creative Grooming



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

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

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

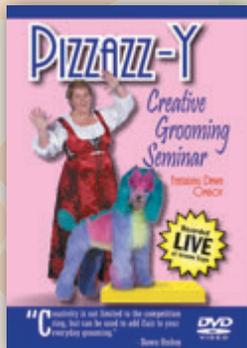
Pizzazz-Y Creative Grooming Seminar

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

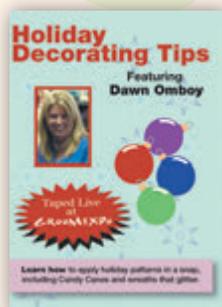
Dawn will cover topics from temporary to semi-permanent color, from coloring the entire dog to using stencils, to just adding a little touch of pizzazz that will tantalize and complement your client's pet.

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

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



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



Holiday Decorating Tips

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

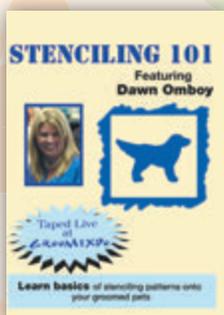
Dawn will show you how to apply holiday patterns in a snap, including candy canes and wreaths that glitter.

#1895 Holiday Decorating Tips \$39.95

Stenciling 101

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

#1896 Stenciling 101 \$39.95



Animal Behavior Conference

Sarah Wilson

This Exciting Conference Includes:

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



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

CD'S

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

DVD'S

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

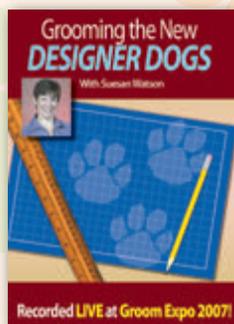
Grooming the New Designer Dogs

Suesan Watson

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

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

#1897 Grooming The New Designer Dogs \$39.95



Add-On Services: Money in Minutes

Judy Bremer-Taxman

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

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

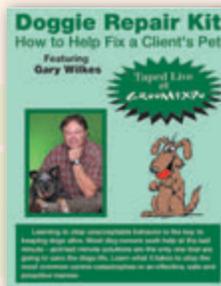
#1787 Add-On Services: Money in Minutes \$49.95



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

Gary Wilkes

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



#1413 Doggie Repair Kit - DVD \$49.95

Groomer & Kennel Sales Slips

Make More Money Without Raising Your Prices!

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

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

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

Groomer Sales Slip (#GSS)

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

Kennel Sales Slip (#KSS)

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

Pet Release Forms

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

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

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

Klip or Kenn-L-Kard Special

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

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

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3. Your hairdresser only washes and cuts the hair on your head.
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From The National Cat Groomers Institute

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Wahl Bravura: The Bravura provides a smooth, suede-like finish that is unequalled by any other clipper. Its cordless feature makes it easy to use, while the battery indicator lets you know how much life is left. The Bravura is fantastic for quick belly shaves and sanitary clips as well as doing the final work on lion cuts. It also works great for ruff trims, skimming off the excess coat while leaving it looking natural and untouched.

Tips: Keep the adjustable blade set on #10 and work in reverse for the smoothest finish possible. Keep the Bravura off of the charger until the battery runs completely down. Then charge completely before using again.

Wahl ChroMini: The ChroMini is fantastic for a quick, easy, effortless trim of the toe tufts on a cat. Its cordless feature makes it easy to use.

Wahl KM2 - For clipping with suction (a MUST for doing those Comb Cuts!) the KM2 is the answer. Attach it to the suction hose and use a #30 blade with a metal snap-on comb. This will provide a nice "trim" that can range in length from 3/8" to 1" depending upon the comb used. The KM2 also works great with suction and a #10 blade for doing lion cuts without the hairy mess to clean up afterwards.

Tips: If using a Clipper Vac by Romani keep the flap closed completely to utilize full suction. If using a Taxi Vac by Hanvey set the variable speed to 6 o'clock and adjust accordingly, depending upon the coat thickness and hair type. Be sure the cat is bathed, dried, and completely combed out prior to doing the Comb Cut.



Danelle German
Certified Feline Master Groomer

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(for more on this see our step-by-step demonstration in the DVD entitled "The Comb Cut")
Videos Are Available For Purchase Online At www.nationalcatgroomers.com

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