



# Grooming Prices Survey Results for 2005

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## Grooming Industry's Most Popular Surveys

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## Discussion of the Survey

PetGroomer.com conducted the survey online during the entire year of 2005. More than 7,000 surveys were completed making it historically the largest survey of groomers ever. Bear in mind that your grooming fees may vary from those shown here. Based on our experience with past grooming price surveys we anticipate a variety of response. Last year we heard everything from the results seemed low, outrageously high to just right. The results are *averages*. In the same county, city or rural area fees obviously differ. Here we take the results by a defined region and average them. So you can expect that some prices will be lower or higher than your actual prices.

Ever striving to nail down accurate results we made an important change in the 2005 survey. We further divided up the United States from 4 Time Zones into 9 U.S. Census Bureau regions. Therefore, all results are displayed by Census Bureau regions.

Mobile grooming overall had the highest prices in all ranges as one would expect from compensation for their onsite services. In fact, you may find the reason for some prices being higher than your averages is the addition of the higher mobile grooming fees.

Overall the highest average fees were assessed by the Middle Atlantic (New York, Pennsylvania and New Jersey). The next highest prices were commonly found in New England (Maine, New Hampshire, Vermont, Massachusetts, Connecticut and Rhode Island). The lowest average fees originated in the West North Central region (North and South Dakotas, Minnesota, Iowa, Missouri, Nebraska and Kansas).

In addition to grooming prices we asked 16 additional questions.

### Which best describes the grooming business(es) you own?

- 64% I own a grooming business in a commercial location.
- 21% I own a mobile grooming van or trailer business.
- 9% I own a grooming business in my home.
- 3% I lease or rent a grooming department in pet store, kennel, vet, daycare or similar.
- 3% I own a pet business with a grooming department, and I hire groomers.

### Which best describes your pricing system?

- 94% I base my pricing system on breed, haircoat, and styling request.
- 4% I simply charge by the hour for my services.
- 1% I have one price grooming with some or no limitations.
- 1% Other

### Do you offer a price sheet that customers can take with them?

- 17% Yes
- 83% No

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- 51% At least 2 years between price increases.
- 44% At least 1 year between price increases.
- 5% More than once a year.

**Which operating expense, more than any other, encouraged you to raise your prices the last time you did.**

- 36% Labor costs for hired staff
- 34% Business rent
- 23% Utilities (includes gasoline for mobile groomers)
- 5% Grooming supplies
- 1% Business insurance
- 1% Other

**How much of your business is "bath only" services (not self service) versus "complete trim and bath" services?**

- 32% 26% to 50% of my business is bath only services.
- 30% 25% or less of my business is bath only services.
- 28% 51% to 75% of my business is bath only services.
- 10% 76% to 100% of my business is bath only services.

**If you offer self-service bathing tubs IN ADDITION to full-service pet grooming, how much of your business is self-service?**

- 33% 26% to 50% of my business is self-service services.
- 31% 51% to 75% of my business is self-service services.
- 19% 76% to 100% of my business is self-service services.
- 17% 25% or less of my business is self-service services.

**Which best characterizes the majority of your regular clientele?**

- 60% Middle class - income
- 31% Upper middle class and above
- 9% Low income

**In general, how do your prices compare with the local "competition?"**

- 55% My prices are about the same as my local competition.
- 24% My prices are a little less than my local competition.
- 11% My prices are a little more expensive than my local competition.
- 6% I am the low price leader.
- 4% I am the most expensive, or close to it.

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**Do you offer self-service bathing tubs in addition to full-service grooming services?**

84% No  
16% Yes

**When is the next time you plan to raise prices?**

56% 2005  
42% 2006  
8% 2007 or later

**Do you charge different prices for different trim styles on the same dog?**

53% Mostly no, a few exceptions  
33% Yes  
14% No

**Do you advertise actual grooming prices in some or all of your advertising?**

96% No  
4% Yes

**Do you ever discount your grooming prices with promotional coupons of any kind?**

44% Yes, but not often  
43% No, I don't discount services  
14% Yes, often

**When you raise your prices, what is the amount of your average price increase? (U.S. Dollars)**

35% \$2.01 up to \$3.00  
21% \$1.01 up to \$2.00  
17% \$3.01 up to \$4.00  
17% \$4.01 up to \$5.00  
9% Over \$5.00  
1% Less than \$1.00

On the next pages you will find a breakdown of the grooming prices surveyed.

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All figures are rounded to the nearest quarter.

### A. Overall Average Grooming Fee

<b>New England</b> (ME, NH, VT, MA, CT, RI)	38.25
<b>Middle Atlantic</b> (NY, PA, NJ)	40.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	34.75
<b>East South Central</b> (KY, TN, MS, AL)	32.50
<b>West South Central</b> (OK, LA, AR, TX)	33.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	35.25
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	29.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	32.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	36.25

### B. Bichon Frise – Complete Grooming (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	37.00
<b>Middle Atlantic</b> (NY, PA, NJ)	40.50
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	33.75
<b>East South Central</b> (KY, TN, MS, AL)	31.50
<b>West South Central</b> (OK, LA, AR, TX)	32.00
<b>East North Central</b> (WI, IL, IN, OH, MI)	34.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	30.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.50
<b>Pacific</b> (AK, HI, CA, OR, WA)	35.50

### C. Bichon Frise – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	28.25
<b>Middle Atlantic</b> (NY, PA, NJ)	29.50
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	25.00
<b>East South Central</b> (KY, TN, MS, AL)	22.50
<b>West South Central</b> (OK, LA, AR, TX)	22.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	23.50
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	20.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	21.75
<b>Pacific</b> (AK, HI, CA, OR, WA)	29.50

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#### D. Miniature Poodle – Complete Grooming – No Pattern (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	36.00
<b>Middle Atlantic</b> (NY, PA, NJ)	39.50
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.50
<b>East South Central</b> (KY, TN, MS, AL)	31.50
<b>West South Central</b> (OK, LA, AR, TX)	30.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	29.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	35.75

#### E. Miniature Poodle – Complete Grooming – Pattern (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	36.50
<b>Middle Atlantic</b> (NY, PA, NJ)	39.75
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	33.50
<b>East South Central</b> (KY, TN, MS, AL)	31.00
<b>West South Central</b> (OK, LA, AR, TX)	31.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	30.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	36.00

#### F. Miniature Poodle – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	27.25
<b>Middle Atlantic</b> (NY, PA, NJ)	30.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	24.50
<b>East South Central</b> (KY, TN, MS, AL)	21.50
<b>West South Central</b> (OK, LA, AR, TX)	21.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	23.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	21.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	20.75
<b>Pacific</b> (AK, HI, CA, OR, WA)	29.75

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### G. Standard Poodle – Complete Grooming – No Pattern (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	68.25
<b>Middle Atlantic</b> (NY, PA, NJ)	73.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	61.25
<b>East South Central</b> (KY, TN, MS, AL)	59.75
<b>West South Central</b> (OK, LA, AR, TX)	54.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	55.50
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	53.00
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	57.75
<b>Pacific</b> (AK, HI, CA, OR, WA)	67.50

### H. Standard Poodle – Complete Grooming – Pattern (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	68.00
<b>Middle Atlantic</b> (NY, PA, NJ)	74.50
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	62.25
<b>East South Central</b> (KY, TN, MS, AL)	59.00
<b>West South Central</b> (OK, LA, AR, TX)	55.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	57.50
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	52.50
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	58.75
<b>Pacific</b> (AK, HI, CA, OR, WA)	68.25

### I. Standard Poodle – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	34.75
<b>Middle Atlantic</b> (NY, PA, NJ)	35.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.25
<b>East South Central</b> (KY, TN, MS, AL)	34.75
<b>West South Central</b> (OK, LA, AR, TX)	32.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	31.50
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	32.00
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	34.75
<b>Pacific</b> (AK, HI, CA, OR, WA)	33.50

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### J. Cocker Spaniel – Complete Grooming (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	38.25
<b>Middle Atlantic</b> (NY, PA, NJ)	37.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	35.25
<b>East South Central</b> (KY, TN, MS, AL)	35.00
<b>West South Central</b> (OK, LA, AR, TX)	34.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	35.25
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	33.00
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	37.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	37.75

### K. Cocker Spaniel – Bath Only (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	28.00
<b>Middle Atlantic</b> (NY, PA, NJ)	28.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	25.75
<b>East South Central</b> (KY, TN, MS, AL)	25.00
<b>West South Central</b> (OK, LA, AR, TX)	24.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	25.25
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	22.50
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	27.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	27.50

### L. Miniature Schnauzer – Complete Grooming (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	37.50
<b>Middle Atlantic</b> (NY, PA, NJ)	39.50
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.75
<b>East South Central</b> (KY, TN, MS, AL)	31.50
<b>West South Central</b> (OK, LA, AR, TX)	31.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	31.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	35.75

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### M. Miniature Schnauzer – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	27.00
<b>Middle Atlantic</b> (NY, PA, NJ)	29.50
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	22.75
<b>East South Central</b> (KY, TN, MS, AL)	21.75
<b>West South Central</b> (OK, LA, AR, TX)	21.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	23.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	21.50
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	21.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	25.75

### N. Standard Schnauzer – Complete Grooming (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	54.50
<b>Middle Atlantic</b> (NY, PA, NJ)	56.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	42.75
<b>East South Central</b> (KY, TN, MS, AL)	41.50
<b>West South Central</b> (OK, LA, AR, TX)	41.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	43.50
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	41.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	42.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	52.75

### O. Standard Schnauzer – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	36.50
<b>Middle Atlantic</b> (NY, PA, NJ)	38.75
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.75
<b>East South Central</b> (KY, TN, MS, AL)	33.00
<b>West South Central</b> (OK, LA, AR, TX)	29.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	31.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	31.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	35.75

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### P. Golden Retriever – Complete Grooming (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	45.50
<b>Middle Atlantic</b> (NY, PA, NJ)	49.75
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	42.75
<b>East South Central</b> (KY, TN, MS, AL)	41.50
<b>West South Central</b> (OK, LA, AR, TX)	41.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	43.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	41.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	42.50
<b>Pacific</b> (AK, HI, CA, OR, WA)	48.00

### Q. Golden Retriever – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	35.50
<b>Middle Atlantic</b> (NY, PA, NJ)	39.75
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.75
<b>East South Central</b> (KY, TN, MS, AL)	31.50
<b>West South Central</b> (OK, LA, AR, TX)	31.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	31.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	32.50
<b>Pacific</b> (AK, HI, CA, OR, WA)	37.25

### R. Shih Tzu – Complete Grooming (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	36.00
<b>Middle Atlantic</b> (NY, PA, NJ)	38.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.50
<b>East South Central</b> (KY, TN, MS, AL)	31.50
<b>West South Central</b> (OK, LA, AR, TX)	30.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	29.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	35.25

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### S. Shih Tzu – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	25.00
<b>Middle Atlantic</b> (NY, PA, NJ)	26.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	22.50
<b>East South Central</b> (KY, TN, MS, AL)	21.50
<b>West South Central</b> (OK, LA, AR, TX)	20.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	25.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	28.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	22.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	25.25

### T. Sheltie – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	34.00
<b>Middle Atlantic</b> (NY, PA, NJ)	35.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.50
<b>East South Central</b> (KY, TN, MS, AL)	32.50
<b>West South Central</b> (OK, LA, AR, TX)	30.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	29.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	32.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	36.25

### U. Beagle – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	24.75
<b>Middle Atlantic</b> (NY, PA, NJ)	27.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	22.25
<b>East South Central</b> (KY, TN, MS, AL)	21.50
<b>West South Central</b> (OK, LA, AR, TX)	20.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	23.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	21.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	21.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	24.25

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### V. Labrador – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	35.00
<b>Middle Atlantic</b> (NY, PA, NJ)	36.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.50
<b>East South Central</b> (KY, TN, MS, AL)	31.50
<b>West South Central</b> (OK, LA, AR, TX)	29.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	29.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.50
<b>Pacific</b> (AK, HI, CA, OR, WA)	35.75

### W. Old English Sheepdog – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	58.00
<b>Middle Atlantic</b> (NY, PA, NJ)	67.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	42.50
<b>East South Central</b> (KY, TN, MS, AL)	41.50
<b>West South Central</b> (OK, LA, AR, TX)	40.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	43.75
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	49.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	41.75
<b>Pacific</b> (AK, HI, CA, OR, WA)	55.25

### X. German Shepherd – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	36.75
<b>Middle Atlantic</b> (NY, PA, NJ)	38.75
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	32.75
<b>East South Central</b> (KY, TN, MS, AL)	31.50
<b>West South Central</b> (OK, LA, AR, TX)	30.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	33.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	29.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	31.50
<b>Pacific</b> (AK, HI, CA, OR, WA)	35.75

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### Y. Great Pyrenees – Bath Only Grooming (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	61.75
<b>Middle Atlantic</b> (NY, PA, NJ)	68.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	59.50
<b>East South Central</b> (KY, TN, MS, AL)	59.50
<b>West South Central</b> (OK, LA, AR, TX)	60.75
<b>East North Central</b> (WI, IL, IN, OH, MI)	59.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	55.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	57.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	60.75

### Z. Hand Strip Medium Size Terrier (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	62.25
<b>Middle Atlantic</b> (NY, PA, NJ)	68.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	61.50
<b>East South Central</b> (KY, TN, MS, AL)	59.50
<b>West South Central</b> (OK, LA, AR, TX)	58.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	55.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	52.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	54.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	59.25

### AA. Hand Strip Large Size Terrier (bath, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	72.25
<b>Middle Atlantic</b> (NY, PA, NJ)	78.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	71.50
<b>East South Central</b> (KY, TN, MS, AL)	69.75
<b>West South Central</b> (OK, LA, AR, TX)	78.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	65.75
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	62.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	64.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	69.50

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### BB. Formal Show Trim – Miniature Poodle (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	70.25
<b>Middle Atlantic</b> (NY, PA, NJ)	78.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	63.25
<b>East South Central</b> (KY, TN, MS, AL)	74.50
<b>West South Central</b> (OK, LA, AR, TX)	73.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	72.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	72.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	74.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	79.25

### CC. Formal Show Trim – Standard Poodle (bath, style, ears, nails, not matted)

<b>New England</b> (ME, NH, VT, MA, CT, RI)	82.75
<b>Middle Atlantic</b> (NY, PA, NJ)	96.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	89.25
<b>East South Central</b> (KY, TN, MS, AL)	89.25
<b>West South Central</b> (OK, LA, AR, TX)	85.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	83.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	82.25
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	84.25
<b>Pacific</b> (AK, HI, CA, OR, WA)	95.75

### DD. De-Matting Average Fee

<b>New England</b> (ME, NH, VT, MA, CT, RI)	8.25
<b>Middle Atlantic</b> (NY, PA, NJ)	9.25
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	9.25
<b>East South Central</b> (KY, TN, MS, AL)	9.50
<b>West South Central</b> (OK, LA, AR, TX)	8.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	8.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	9.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	8.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	9.25

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### EE. Veterinarian Prescribed Bathing Treatments – Average Add-on Fee

<b>New England</b> (ME, NH, VT, MA, CT, RI)	6.50
<b>Middle Atlantic</b> (NY, PA, NJ)	7.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	5.75
<b>East South Central</b> (KY, TN, MS, AL)	5.50
<b>West South Central</b> (OK, LA, AR, TX)	5.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	4.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	4.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	4.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	7.00

### FF. Nails Only Average Fee

<b>New England</b> (ME, NH, VT, MA, CT, RI)	5.25
<b>Middle Atlantic</b> (NY, PA, NJ)	6.00
<b>South Atlantic</b> (WV, MD, DC, DE, VA, NC, SC, GA, FL)	5.50
<b>East South Central</b> (KY, TN, MS, AL)	5.50
<b>West South Central</b> (OK, LA, AR, TX)	4.25
<b>East North Central</b> (WI, IL, IN, OH, MI)	4.00
<b>West North Central</b> (ND, SD, MN, IA, MO, NE, KS)	4.75
<b>Mountain</b> (MT, ID, WY, CO, UT, AZ, NM, NV)	5.00
<b>Pacific</b> (AK, HI, CA, OR, WA)	6.25