

## Barber Industry Updated 6-9-2017



Business Resource List

Complied by Stuart Gibbs, Business Librarian

Send questions to [reference@libraryvisit.org](mailto:reference@libraryvisit.org)

### Job Outlook

Occupational Outlook Handbook (Dept. of Labor)

<http://www.bls.gov/ooh>

Barber

<https://www.bls.gov/ooh/personal-care-and-service/barbers-hairdressers-and-cosmetologists.htm>

<https://www.onetonline.org/link/summary/39-5011.00>

<https://www.onetonline.org/link/summary/39-5012.00>

### Books

How to cut your child's hair at home : a step-by-step guide to giving your child a professional looking haircut at home

A career as a hairstylist / Bridget Heos

Start your own hair salon and day spa : your step-by-step guide to success / Entrepreneur Press

Hair-care millionaire : Madam C.J. Walker and her amazing business / Edwin Brit Wyckoff

Meet my neighbor, the hair stylist / Marc Crabtree

Milady Standard Cosmetology Exam Review

Running a nail or hair salon? : Know your Ohio EPA regulations / Ohio EPA

Databases from Libraryvisit.org (Must have a Public Library of Youngstown and Mahoning County Card)

Business Insights: Global

News stories from around the world

Business Source Premier

SWOT Analysis of Publicly Traded Companies, Business News

Demographics NOW

Demographic information

Age by Sex Comparison

Consumer Expenditure Comparison

Daytime Population Comparison

Household Comparison

Population Comparison

Gale Directory Library

Associations, Trade shows

Gale Virtual Reference Library

Industry Reports, Business Plans

Keyword –Business, Business Plan Handbook

Mergent Intellect  
Global companies (Suppliers, Distributors, Competition)  
ReferenceUSA  
Industry Maps, Competition

Websites

Suppliers <http://www.thomasnet.com>

Local Help/Resources

[Mahoning Valley is for Entrepreneurs](#)

**Hair Salon/Barber Shop: Franchises and Business Opportunities**

[Small Business Sourcebook: The Entrepreneur's Resource](#). Ed. Virgil L. Burton, III. Vol. 2. 34<sup>th</sup> ed. Farmington Hills, MI: Gale, 2017.

Cartoon Cuts  
927 N University Dr.  
Coral Springs, FL 33071 USA  
Phone(s): (954)341-4221  
URL: [www.cartooncuts.com](http://www.cartooncuts.com)  
Contact: J. D. Camp, Division Director  
Description: Hair salons for children. Founded: 1991. Training: Yes.

Chatters Salon  
271 Burnt Park Dr.  
Red Deer County, AB, Canada T4S 2L4  
Phone(s): (403)342-5055  
Fax: (403)347-7759  
Toll-free: (888)944-5055  
E-mail(s): [franchise@chatters.ca](mailto:franchise@chatters.ca); [info@chatters.ca](mailto:info@chatters.ca); [customerservice@chatters.ca](mailto:customerservice@chatters.ca); [shop@chatters.ca](mailto:shop@chatters.ca)  
URL: [chatters.ca](http://chatters.ca)  
Contact: Jason Volk, Chief Executive Officer  
Description: Provider of salon services such as hair cuts, lashes, brows, waxing, perms, colors and other services for men, women and children.

City Looks  
3900 Grant Ave.  
3900 Grant Ave., Ste. 11  
Winnipeg, MB, Canada R3R 3C2  
Phone(s): (204)896-3177  
URL: [www.citylooks.ca](http://www.citylooks.ca)  
Contact: Sherry Normandeau, Chief Financial Officer Coordinator  
Description: Provider of salon and spa services including wig, scalp services and more. Training: Provides training and ongoing support.

Cookie Cutters Haircuts for Kids  
55 S Raceway Rd.  
Indianapolis, IN 46231 USA  
Phone(s): (317)271-3855  
Toll-free: (877)877-0775  
URL: [www.haircutsarefun.com](http://www.haircutsarefun.com)  
Description: Children's interactive hair care. No. of Franchise Units: 40. Franchised: 1995. Equity Capital Needed: \$200,000 net worth. Franchise Fee: \$25,000. Training: Yes.

#### Cost Cutters Family Hair Salon

3003 Nicollet Ave. S  
Minneapolis, MN 55408 USA  
Phone(s): (612)825-0623  
URL: [www.costcutters.com](http://www.costcutters.com)

Description: A value priced, full-service salon concept that provides low-cost, no-frills hair services for the family. The franchisor created Cost Cutters to meet the demand for providing the public with quality hair services and products at a moderate price. No. of Franchise Units: 447. No. of Company-Owned Units: 364. Founded: 1986. Franchised: 1982. Financial Assistance: Yes. Equity Capital Needed: \$300,000 net worth; \$100,000 liquid. Franchise Fee: \$22,500 1st, \$12,500 additional. Training: 1 week onsite training with ongoing support.

#### Fantastic Sams

50 Dunham Rd., 3rd Fl.  
Beverly, MA 01915-1882 USA  
Phone(s): (978)232-5626; (978)232-5600  
Fax: (978)232-5601; (888)315-4437  
Toll-free: (888)263-4432  
E-mail(s): [feedback@fantasticsams.com](mailto:feedback@fantasticsams.com)  
URL: [www.fantasticsams.com](http://www.fantasticsams.com)

Contact: Scott Colabuono, President

Description: Full service family hair salons. No. of Franchise Units: 1,216. Founded: 1974. Franchised: 1976. Equity Capital Needed: \$115,000-\$228,600. Franchise Fee: \$30,000. Training: Yes.

#### First Choice Haircutters

6400 Millcreek Dr.  
Mississauga, ON, Canada L5N 3E7  
Fax: (905)858-8100  
URL: [www.firstchoice.com](http://www.firstchoice.com)

Description: Operator of haircut saloons. Founded: 1980. Franchised: 1982. Equity Capital Needed: \$150,000 liquid assets ; \$500,000 net worth for single or multiple units. Training: Provides 1 week managerial and technical training, 1 week onsite training with support in all areas including real estate, grand opening, staffing, marketing and ongoing support.

#### Great Clips Inc.

7700 France Ave. S, Ste. 425  
Minneapolis, MN 55435 USA  
Phone(s): (952)893-9088  
Fax: (952)844-3444  
Toll-free: (800)999-5959; (800)473-2825  
E-mail(s): [customerservice@greatclips.com](mailto:customerservice@greatclips.com)  
URL: [www.greatclips.com](http://www.greatclips.com)

Contact: Charlie Simpson, President

Description: High-volume, quality hair salons that specialize in cuts and perms for the entire family. Unique and attractive decor and quality advertising. Emphasis on strong, hands-on support to franchisee's. Definite opportunity for growth in a fast-growing industry. directors. No. of Franchise Units: 2,650. Founded: 1982. Franchised: 1983. Equity Capital Needed: \$300,000 net worth; \$50,000 liquid. Franchise Fee: \$25,000. Training: Training begins with New Franchisee Orientation & Training. This 5 day session covers all aspects of the Great Clips operating systems. All style and employee training is provided through our field staff and our area training centers.

#### Lemon Tree Family Hair Salon

Description: Offers franchises for unisex hair care services. No. of Franchise Units: 45. Founded: 1976. Franchised: 1976. Equity Capital Needed: \$55,100-\$87,700. Franchise Fee: \$9,000. Training: Includes 1 week of training at corporate headquarters and a company representative spends 1 week at salon grand opening.

#### Magicuts

777 Bay St., Unit M216

Toronto, ON, Canada M5G 2C8

Phone(s): (416)486-5096; (416)977-2031

URL: [www.magicutssalons.com](http://www.magicutssalons.com)

Description: Provider of salon services including haircut, shampoo, style dry, perms, specialty perms, color services and highlights. Training: Full training and support.

#### Pro-Cuts

302 15th Ave. SE

Minneapolis, MN 55414 USA

Phone(s): (612)331-0014

URL: [www.procuts.com](http://www.procuts.com)

Description: Family hair care centers, providing quality haircuts for a low price. Also carrying a line of private-label, high-quality, hair care products exclusive to Pro-Cuts. No. of Franchise Units: 165. Franchised: 1984. Financial Assistance: Yes. Equity Capital Needed: \$300,000 net worth; \$100,000 liquid assets. Franchise Fee: \$22,500. Training: Provides 1 week managerial and technical training, 1 week onsite, support in real estate, grand opening and ongoing support.

Regal Nails, Salon & Spa

Description: Nail salon. Founded: 2006.

#### Roosters Men's Grooming Centers

37619 W 12 Mile Rd.

Farmington Hills, MI 48331 USA

Phone(s): (248)987-4844

URL: [www.roostersmgc.com](http://www.roostersmgc.com)

Description: Men beauty salons supply cosmetic products and specialist in tanning. No. of Franchise Units: 50. No. of Company-Owned Units: 1. Founded: 1999. Franchised: 2002. Equity Capital Needed: \$100,000-\$250,000. Franchise Fee: \$35,000-\$73,000. Training: Yes.

#### Snip N' Clip Haircut Shops

PO Box 2959

Olathe, KS 66063 USA

Phone(s): (913)345-0077

Fax: (913)345-1554

E-mail(s): [info@snipnclip.net](mailto:info@snipnclip.net)

URL: [snipnclip.net](http://snipnclip.net)

Contact: Deb Vielock, Contact

Description: Family hair salons. No. of Franchise Units: 23. No. of Company-Owned Units: 40. Founded: 1976.

Franchised: 1986. Equity Capital Needed: \$75,100-\$88,950, includes of \$15,000 franchise fee & turn-key package.

Franchise Fee: \$15,000. Training: Onsite training.

#### Sport Clips Inc.

110 Briarwood Dr.

Georgetown, TX 78628 USA

Phone(s): (512)930-5111; (512)869-1201

Toll-free: (800)872-4247

E-mail(s): [privacy@sportclips.com](mailto:privacy@sportclips.com)

URL: [www.sportclips.com](http://www.sportclips.com)

Contact: Gayle Longmore

Description: Men's hair care centers with sports theme. No. of Franchise Units: 850. No. of Company-Owned Units: 21. Founded: 1993. Franchised: 1995. Financial Assistance: No. Equity Capital Needed: \$100,000. Franchise Fee: \$25,000-\$49,500. Training: Initial and ongoing technical and management training by Sport Clips area Coaches.

#### Supercuts

Description: The franchise offers affordable hair care. No. of Franchise Units: 15. No. of Company-Owned Units: 37. Founded: 1975. Franchised: 1978. Equity Capital Needed: \$100,000 liquid assets; \$300,000 net worth. Franchise Fee: \$22,500 first salon; \$12,500 each additional. Training: Initial and ongoing support.

Supercuts Inc.

7201 Metro Blvd.

Minneapolis, MN 55439-2131 USA

Toll-free: (844)764-6871; (877)857-2070

URL: [www.supercuts.com](http://www.supercuts.com)

Contact: Dan Hanrahan, Chief Operating Officer

Description: Franchisee offering haircutting services for men, women, and children. Financial Assistance: Yes. Training: Provides 1 week managerial and technical training, 1 week on-site training. Support in all areas including real estate, grand opening, staffing, marketing and ongoing support.

#### Trade Secrets

101 Jevlan Dr.

Woodbridge, ON, Canada L4L 8C2

Phone(s): (905)264-2799

Fax: (905)264-2779

Toll-free: (888)264-7444

E-mail(s): [eyes@tradesecrets.ca](mailto:eyes@tradesecrets.ca)

URL: [www.tradesecrets.ca](http://www.tradesecrets.ca)

Description: Retailer of hair, skin and body products. Founded: 1989. Training: Offers 3 weeks training in a corporate store.

#### The Yellow Balloon

12448 Ventura Blvd.

Studio City, CA 91604 USA

Phone(s): (818)760-7141

Fax: (818)718-7117

E-mail(s): [info@theyellowballoon.com](mailto:info@theyellowballoon.com)

URL: [www.theyellowballoon.com](http://www.theyellowballoon.com)

Description: Hair salons for children. Founded: 1983. Franchised: 2000. Royalty Fee: 4%. Financial Assistance: Yes. Equity Capital Needed: \$55,000-\$103,500. Franchise Fee: \$25,000. Training: Provides 7 days at corporate headquarters.

#### Hair Salon/Barber Shop: Associations and Other Organizations

[Small Business Sourcebook: The Entrepreneur's Resource](#). Ed. Virgil L. Burton, III. Vol. 2. 34th ed. Farmington Hills, MI: Gale, 2017.

#### Allied Beauty Association (ABA)

145 Traders Blvd. E, Units 26 and 27

Mississauga, ON, Canada L4Z 3L3

Fax: (905)568-1581

Toll-free: (800)268-6644

E-mail(s): [abashows@abacanada.com](mailto:abashows@abacanada.com); [info@abacanada.com](mailto:info@abacanada.com)

URL: [www.abacanada.com](http://www.abacanada.com)

Contact: Marc E. Speir, Member

Description: Individuals and corporations engaged in the beauty industries. Promotes growth and development of members' businesses. Represents members' interests, conducts public relations campaigns and serves as a

clearinghouse on the Canadian beauty industries. Founded: 1934. Publications: Riben Nehrah Quarterly (Quarterly). Educational Activities: Montreal Beauty Show (Annual); Allied Beauty Association British Columbia Beauty Convention; Allied Beauty Association Salon de la Beaute; Saskatchewan Beauty Convention; Calgary Beauty Show. Geographic Preference: National.

American Association of Cosmetology Schools (AACCS)

9927 E Bell Rd., Ste. 110

Scottsdale, AZ 85260 USA

Phone(s): (480)281-0431

Fax: (480)905-0993

Toll-free: (800)831-1086

E-mail(s): [info@beautyschools.org](mailto:info@beautyschools.org)

URL: [beautyschools.org](http://beautyschools.org)

Contact: Christine Gordon, President E-mail(s): [c.gordon@grahamwebbacademy.edu](mailto:c.gordon@grahamwebbacademy.edu)

Description: Owners and teachers in cosmetology schools. Founded: 1924. Publications: CEA Update (Quarterly); Salon City Star; Skin Inc. (Monthly). Educational Activities: American Association of Cosmetology Schools Annual Conference - AACCS Annual Convention & Expo (Annual); American Association of Cosmetology Schools Spring Management. Awards: Nicholas F. Cimaglia Educator of the Year (Annual). Geographic Preference: National.

American Health and Beauty Aids Institute (AHBAI)

PO Box 19510

Chicago, IL 60619-0510 USA

Phone(s): (708)633-6328

Fax: (708)633-6329

E-mail(s): [ahbai1@sbcglobal.net](mailto:ahbai1@sbcglobal.net)

Contact: Clyde Hammond, Chairman

Description: Minority-owned companies engaged in manufacturing and marketing health and beauty aids for the black consumer. Represents the interests of members and the industry before local, state, and federal governmental agencies. Assists with business development and economic progress within the minority community by providing informational and educational resources. Maintains speakers' bureau. Conducts annual Proud Lady Beauty Show. Founded: 1981. Awards: Fred Luster, Sr. Education Foundation Cosmetology Scholarship (Annual); Fred Luster, Sr. Education Foundation College-bound Scholarship (Annual). Geographic Preference: National.

Intercoiffure America/Canada

1645 Downtown W Blvd.

Knoxville, TN 37919 USA

Toll-free: (800)442-3007

E-mail(s): [info@intercoiffure.com](mailto:info@intercoiffure.com)

URL: [intercoiffure.com](http://intercoiffure.com)

Contact: Frank Gambuzza, President

Description: Owners of beauty salons in the United States and Canada who meet the ethical standards set down by Intercoiffure. Seeks to make the women of America the best in hair fashion. Founded: 1915. Educational Activities: Intercoiffure America Show. Geographic Preference: National.

National Accrediting Commission of Career Arts and Sciences (NACCAS)

4401 Ford Ave., Ste. 1300

Alexandria, VA 22302-1432 USA

Phone(s): (703)600-7600

Fax: (703)379-2200

E-mail(s): [Webinfo@naccas.org](mailto:Webinfo@naccas.org)

URL: [naccas.org/naccas](http://naccas.org/naccas)

Contact: Tony Mirando, MS, Executive Director E-mail(s): [amirando@naccas.org](mailto:amirando@naccas.org)

Description: Accrediting body for schools of cosmetology; presently there are 1030 accredited schools. Objectives are to:

raise standards of cosmetology schools throughout the country; encourage use of modern educational methods and techniques; stimulate self-improvement by the schools. Sponsors standards and professional team training workshops. Founded: 1981. Publications: NACCAS Review (3/year); Directory of Accredited Cosmetology Schools (Annual). Geographic Preference: National.

National Association of Barber Boards of America (NABBA)

2886 Airport Dr.

Columbus, OH 43219 USA

Phone(s): (614)523-0203

URL: [www.nationalbarberboards.com](http://www.nationalbarberboards.com)

Contact: Connie Skaggs, President

Description: Represents state boards of barber examiners. Promotes the exchange of information among state barber boards and state agencies that examine, license, and regulate the barber industry. Improves standards and procedures for examining barbers and regulates the barber industry. Furthers continuing education and development of curricula for educating barbers. Devises procedures for ensuring that consumers are informed and protected. Maintains library. Founded: 1926. Educational Activities: National Association of Barber Boards of America Annual Conference (Annual). Geographic Preference: National.

National Beauty Culturists' League, Inc. (NBCL)

25 Logan Cir. NW

Washington, DC 20005-3725 USA

Phone(s): (202)332-2695

Fax: (202)223-0940

E-mail(s): [natbaker2@aol.com](mailto:natbaker2@aol.com)

URL: [www.nbcl.info](http://www.nbcl.info)

Contact: Dr. Katie B. Catalon, President

Description: Beauticians, cosmetologists, and beauty products manufacturers. Encourages standardized, scientific, and approved methods of hair, scalp, and skin treatments. Offers scholarships and plans to establish a research center. Sponsors: National Institute of Cosmetology, a training course in operating and designing and business techniques. Maintains hall of fame; conducts research program. Founded: 1919. Educational Activities: National Beauty Culturists' League Annual Trade Show (Annual). Geographic Preference: National.

National-Interstate Council of State Boards of Cosmetology (NIC)

c/o Debra Norton, Coordinator

7622 Briarwood Cir.

Little Rock, AR 72205 USA

Phone(s): (501)227-8262

URL: [www.nictesting.org](http://www.nictesting.org)

Contact: Melanie C. Thompson, President E-mail(s): [mthompson.nic@gmail.com](mailto:mthompson.nic@gmail.com)

Description: Persons commissioned by 50 state governments as administrators of cosmetology laws and examiners of applicants for licenses to practice cosmetology. Founded: 1956. Educational Activities: National - Interstate Council of State Boards of Cosmetology Seminar. Geographic Preference: National.

Professional Beauty Association (PBA)

15825 N 71st St., No. 100

Scottsdale, AZ 85254 USA

Phone(s): (480)281-0424

Fax: (480)905-0708

Toll-free: (800)468-2274

E-mail(s): [info@probeauty.org](mailto:info@probeauty.org)

URL: [probeauty.org](http://probeauty.org)

Contact: Steve Sleeper, Executive Director

Description: Manufacturers and manufacturers' representatives of beauty and barber products, cosmetics, equipment,

and supplies used in or resold by beauty salons or barbershops. Promotes the beauty industry; works to ensure product safety; disseminates information. Holds educational seminars; organizes charity events. Founded: 1985. Publications: American Salon Magazine (Monthly); PBA Progress (Monthly). Educational Activities: Professional Beauty Africa; National Beauty Show - HAIRWORLD (Annual); Cosmoprof North America (CPNA) (Annual); International Salon & Spa Expo (Annual). Awards: Sally Beauty Scholarships for High School Graduates (Annual). Geographic Preference: National. Riben Nehrah Quarterly

Allied Beauty Association (ABA)  
145 Traders Blvd. E, Units 26 and 27  
Mississauga, ON, Canada L4Z 3L3  
Fax: (905)568-1581  
Toll-free: (800)268-6644  
E-mail(s): [abashows@abacanada.com](mailto:abashows@abacanada.com); [info@abacanada.com](mailto:info@abacanada.com)  
URL: [www.abacanada.com](http://www.abacanada.com)  
Contact: Marc E. Speir, Member  
Released: Quarterly.

### **Hair Salon/Barber Shop: Trade Periodicals**

[Small Business Sourcebook: The Entrepreneur's Resource](#). Ed. Virgil L. Burton, III. Vol. 2. 34th ed. Farmington Hills, MI: Gale, 2017.

The Beauty Industry Report  
The Beauty Industry Report  
22287 Mulholland Hwy., Ste. 403  
PMB 403  
Calabasas, CA 91302-5157 USA  
Phone(s): (818)225-8353  
Fax: (818)222-7828  
URL: [www.bironline.com](http://www.bironline.com)  
Contact: Lisa Iavello, Controller E-mail(s): [lisa@bironline.com](mailto:lisa@bironline.com)  
Additional URL: [www.bironline.com](http://www.bironline.com). Released: Monthly. Price: \$29.95, Individuals, online; \$92, Individuals, print and online. Description: Dedicated to the professional beauty salon and store industry. Recurring features include columns titled Guest Column.

Haircut and Style  
Harris Publications Inc.  
1115 Broadway  
New York, NY 10010 USA  
Phone(s): (212)807-7100  
Fax: (212)924-8416; (212)924-2352  
E-mail(s): [subscriptions@harris-pub.com](mailto:subscriptions@harris-pub.com)  
URL: [www.harris-pub.com](http://www.harris-pub.com)  
Additional URL: [www.style-stars.com/prizes-2006.html](http://www.style-stars.com/prizes-2006.html). Released: Quarterly. Price: \$3, Single issue. Description: Fashion magazine featuring hair and make-up tips and trends.

Modern Salon  
Vance Publishing Corp.  
400 Knightsbridge Pkwy.  
Lincolnshire, IL 60069-3613 USA  
Phone(s): (847)634-2600  
Fax: (847)634-4342; (847)634-4379; (847)634-4350  
Toll-free: (800)255-5113; (800)621-2845  
URL: [www.vancepublishing.com](http://www.vancepublishing.com)



Additional URL: [www.modernsalon.com](http://www.modernsalon.com). Released: Monthly. Price: \$28, U.S., 1 year; \$37, Canada and Mexico, 1 year; \$98, Other countries, 1 year; \$40, U.S., 2 year; \$57, Canada and Mexico, 2 year; \$50, U.S., 3 year; \$73, Canada and Mexico, 3 year. Description: Magazine focusing on hairstyling salons for men and women.

Salon Today Magazine

Vance Publishing Corp.

400 Knightsbridge Pkwy.

Lincolnshire, IL 60069-3613 USA

Phone(s): (847)634-2600

Fax: (847)634-4342; (847)634-4379; (847)634-4350

Toll-free: (800)255-5113; (800)621-2845

URL: [www.vancepublishing.com](http://www.vancepublishing.com)

Additional URL: [www.vancepublishing.com/salon/salon-today](http://www.vancepublishing.com/salon/salon-today). Released: Monthly. Price: \$45, Individuals; \$63, Other countries; \$75, Two years; \$111, Two years, other countries. Description: Management guide for beauty salon owners and managers.