

New records set at 2000 Virginia Hunter & Bloodstock Fall Sale

Nearly every significant statistical record was broken at the Virginia Hunter and Bloodstock Fall Sale held at Frying Pan Park in Herndon, Virginia held September 30, 2000. The new records included top selling price at \$12,500 (which was reached by a pony); average sale price at \$2,440; average sale price for top five horses & ponies at \$8,960; and number of horses cataloged at 161.



Sellers from a record high fifteen states offered their horses and ponies to nearly 1,500 potential buyers. Seventy six percent (76%) of the horses offered for sale sold to new owners. Buyers from ten states took new horses or ponies home.

“This sale continues to make dramatic improvements from year to year.” stated Tim Jennings, Vice President of Professional Auction Services, Inc. “The Virginia Hunter & Bloodstock Fall Sale has never been this good or this big.” The 2000 Virginia Hunter & Bloodstock Fall Sale average price has risen forty one percent (41%) since 1998, the first year this sale was managed by Professional Auction Services, Inc.

The average for horses increased twenty five percent (25%) to \$2,655. The price for the high seller increased sixty four percent (64%) to \$12,500. The prices were strong right to the end of the sale when the last ten horses through the ring averaged \$3,025.

For the second time in 2000, a pony was high seller at a Virginia Hunter & Bloodstock Fall Sale. Itsallaboutyou, a five year old Welsh -TB cross gelding, fetched the top price of \$12,500. The large pony was sold by Richard Taylor’s Venture Stables as agent for Anne Corcoran & Joe Topper to Professional Auction Services, Inc. “This is a really fancy gelding,” said Jennings. “We bought him to develop and sell at the 2001 American Hunter Pony Classic next summer.” The American Hunter Pony Classic is held each year in conjunction with the AHSA Pony Hunter Finals.

The High Selling Horse was Why Salute, a seven year old Thoroughbred Gelding purchased by Edward T Baker III for \$10,000. Why Salute was sold by the sale’s Leading Consignor, Kelly Hoy, whose three entries averaged \$6,667.

“Our goal is to establish reliable auction markets for show horses, breeding stock and prospects at the Virginia Hunter & Bloodstock Sales in Virginia and the Eastern Hunter Fall Hunter Sale in Maryland, much like the auctions we produce for the Quarter Horse and Paint market” said Jennings. In 1999 Professional Auction Services, Inc. sold nearly 1,400 Quarter Horses at an average price of \$5,439 and have sold Quarter Horses for as much as \$400,000.00 at auction. “We feel that future is very bright for our Hunter & Bloodstock sales.”



PO Box 1399
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Leesburg, VA 20175
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PROFESSIONAL Auction Services, Inc.

America’s Leading Show Horse Auction Company

email: pasinc@aol.com

Web Site: professionalauction.com

VIRGINIA HUNTER & BLOODSTOCK FALL SALE



Saturday, September 29, 2001

Frying Pan Park, Herndon, Virginia

Entry Deadline - August 22, 2001

A catalog auction of horses & ponies for show, event, hunt & pleasure

Quality Photos may be used in advertising, the brochure, &/or the sale catalog.
A VHS Video can be shown during the sale of your horse.

- **QUANTITY DISCOUNTS ON CONSIGNMENT FEES !**
1-2 horses \$125.00 each • 3-5 horses \$110.00 each • 6 or more horses \$100.00 each
- **COMMISSION** 10% of the Sale Price
- **No Sale Fee** \$50.00 plus Consignment Fee
- **Send NO consignment fee** if your consignment is accompanied by original registration papers & transfer. The consignment fee will be deducted from your sale proceeds. **If your consignment is not registered, send full fee with your completed consignment form.**
- **Sale Order** will be determined by alphabetical order of the horse's or pony's name. This sale will begin with the entries whose names start with the letter "Z". A Consignor's entries will be split by 5 to 10 hip numbers for convenience, unless otherwise requested.
- **A Buyers Premium of 5%** of the purchase price will be charged to the buyer.

FAXED ENTRIES

**Fax Consignment Form, Copy of the Registration Certificate,
& copy of the HYPP Results (if applicable).**

PLEASE CALL TO CONFIRM WE RECEIVED YOUR FAX.

We MUST RECEIVE Fees or Original Papers within 5 days on Faxed Entries.

(Keep a copy of any papers mailed into our office for your records.)

BRING your Original Coggins & Health Certificate (if applicable) with you to the sale.

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INSTRUCTIONS: Fill out the information below. Each entry must have a separate Entry Form and **must be** accompanied by full **Consignment Fee** or accompanied by an **Original Registration Certificate, Signed Transfer Report, Breeder's Certificate** (for mares in foal), and then the consignment fee will be deducted from your sale proceeds. Make check payable to PROFESSIONAL AUCTION SERVICES, INC.

Name of Consignor _____ Agent Owner
 Farm _____ Home Phone _____
 Address _____ Business Phone _____
 City, State, Zip _____ Fax _____

Complete the following ONLY if different from consignor:

Owner _____
 Farm _____ Home Phone _____
 Address _____ Business Phone _____
 City, State, Zip _____ Fax _____

CHECKS ARE MADE PAYABLE TO THE CURRENT OWNER! (If CONSIGNOR is an agent, checks are made in CURRENT OWNER'S name and mailed to CURRENT OWNER, unless authorized by CURRENT OWNER in writing to do otherwise.)

Horse's Name _____ Breed _____

Reg # _____ Year Foaled _____ Color _____ Sex _____

Will this entry sell With Papers? yes no Height _____

Sire: _____ Dam: _____

Please select a Session Horse Pony

If mare in foal give Sire's Name & Last Breeding Date _____

OWNER'S STATEMENT as you want it to appear in the catalog. This is your written sales pitch, your opportunity to describe your horse to prospective buyers. (ie: training, show or produce record, pedigree information, etc.) If you give a height, use a measuring stick to be accurate.

A NEW HALTER must be left on your horse or pony for the buyer. Indicate any defects the animal may have.

I HAVE READ and agree to the conditions of this Consignment Contract on the reverse side of this form.

SIGNED X _____ Date: _____

Professional Auction Services, Inc.
 PO Box 1399, Leesburg, VA 20177 • Fed Ex: 15-B Catocctn Cir, SE, Leesburg, VA 20175 • 800-240-7900 • FAX 703-777-5580

For Office Use Only: RC _____ TR _____ TR Fee _____ Coggins _____ CF Paid _____
 HC _____ BC _____ RA _____ RA TR _____ Pictures _____

Professional Auction Services, Inc.
Virginia Hunter & Bloodstock Sale

CONSIGNMENT CONTRACT

Please read before signing

1. I, the undersigned, agree to the terms and conditions set forth below, and swear that all the information furnished regarding this entry is true and correct to the best of my knowledge, and I do further agree, and covenant, and specifically warrant, to PROFESSIONAL AUCTION SERVICES, INC. (hereinafter referred to as P.A.S., Inc.) and also to any subsequent purchasers that I do have absolute and complete title to the entry listed on the this contract. I further warrant that any registration certificates, applications, transfers or breeding reports are correct and free from any question or action by the applicable breed registry.
2. I release P.A.S., Inc., Sale Managers, Auctioneers, employees and its representatives, from any and all responsibilities, liabilities, obligations, claims, law suits, or legal proceedings arising from the sale of this entry. If legal action is initiated against P.A.S., Inc. involving this entry, the consignor agrees to fully indemnify P.A.S., Inc. from such suit, including legal fees and costs incurred by P.A.S., Inc. I agree that P.A.S., Inc. may publish sale results including information concerning this sale transaction.
3. I agree to pay P.A.S., Inc. the applicable **entry fee, (refer to front for appropriate fee)** for the number of entries for each animal catalogued. Further, I agree to pay P.A.S., Inc. a sales **commission of 10% of the selling price** for any animal sold through the sales ring, on the sales grounds or as a result of the sale. I agree to make any sale transaction on this animal through P.A.S., Inc. I agree that P.A.S., Inc. shall deduct and retain its consignment fee, sales commission or other fees from my account before making any distribution of proceeds to me. In the event that there is a deficit in my account, I agree to pay P.A.S., Inc. the balance due immediately. Interest of 1 1/2% per month will be charged on the unpaid balance. A fee of \$25.00 will be charged on returned checks for sale fees.
4. As the owner of this entry, **I reserve the right to pass this horse from the sale ring as unsold providing notification of the intent to No Sale or Pass Out is made to the auctioneer before the horse leaves the sale ring.** If the horse is not sold at the Auction, I agree to pay a **No Sale Fee of \$50.00**, in addition to the entry fee. If I do not sell this horse at the sale, but later sell the horse to a customer generated by the sale, I agree to pay P.A.S., Inc. a commission of 15% (includes 5% for Buyer's Premium) of the selling price, less any No Sale Fee paid.
5. The entry fee shall be considered as earned by P.A.S., Inc. upon any submission for advertisement by P.A.S., Inc. of my horse in any publication, OR upon submission of the brochure or catalogue information to the printer for printing. Prior to the occurrence of these events, I understand that I may withdraw any animal I have entered at no charge, so long as the requested withdrawal is made in writing. After the occurrence of the above events (advertising or printing), I agree that I will not withdraw any animal consigned, unless the withdrawal is accompanied by a veterinarian's certificate acceptable to P.A.S., Inc., in which case withdrawal shall be permitted at no charge, other than forfeiture of the entry fee. Should such a withdrawal occur without an approved veterinarian's certificate, I agree to pay P.A.S., Inc. \$500.00 as liquidated damages in addition to the entry fee.
6. I agree that this consignment contract is not assignable by me without the express written approval of P.A.S., Inc. In the event I privately sell any animal consigned by me to P.A.S., Inc after the animal has been advertised by P.A.S., Inc. in any publication, or the brochure or sale catalog has been printed, I agree to pay P.A.S., Inc. the sum of \$500.00, or 15% (includes 5% for Buyer's Premium) of the selling price, whichever is greater, as liquidated damages in addition to the entry fee. Furthermore, in the event I privately sell any animal on the date of the sale, after the animal is on the sales grounds, and not offer the animal through the sale ring, I agree to pay P.A.S., Inc. the sum of \$100.00 as liquidated damages, the appropriate entry fee, plus 10% of the selling price.
7. I understand that I have the right to substitute another horse for my original entry due to injury or death of the original entry. A veterinarian's certificate on the original entry must be presented to P.A.S., Inc. A \$25.00 charge is made for substitution.
8. All registration certificates, transfer reports, stallion service certificates, and entry fees must accompany this entry blank and all must be signed by the owner or their legal agent. Registration applications on foals must be completed and submitted to the applicable breed registry, by the owner of dam at time of foaling, prior to the sale. I agree that P.A.S., Inc. may withhold any monies due me until all certificates and Health papers are delivered in proper order.
9. **All horses must have an ORIGINAL NEGATIVE COGGINS report dated within 12 months of the sale date!!** The coggins report must be in the Sale Manager's possession prior to the sale. **Interstate Health Certificates dated within 30 days of the sale date are required on horses coming to the sale from out of state.**
10. Sale order for each session will be determined by alphabetical order of the first letter of the horse's name. Horses will sell in catalog order. P.A.S., Inc. may make adjustments in sale order to facilitate the progress of the Sale.
11. Permission is hereby granted to Sale Managers to edit, correct, or add to the Statement that I have furnished regarding this entry.
12. I agree that P.A.S., Inc. reserves the right (1) to reject any entry, (2) to assign stabling facilities as it sees fit and (3) to change the time, place or date of this sale should any unforeseen circumstances necessitate such a change.
13. I understand and agree that P.A.S., Inc. does not assume any liability for injury or unforeseen illness to any animal listed and consigned to it for sale, and in the event a veterinarian is called to care for or treat any of the animals, I agree to pay for said care and for any unusual or unforeseen expenditures in connection with said care and treatment. I further agree to indemnify and hold harmless P.A.S., Inc. from any and all costs incurred therein.
14. In the event a purchaser fails to pay for and receive a horse struck down to him, P.A.S., Inc. shall not be held liable for said sale, but shall have the right to accept the same amount from another person, accept the next highest bid, put the animal up for sale a second time or retain it for the seller as unsold.

PLEASE DETACH AND KEEP THIS PART OF THE CONSIGNMENT CONTRACT FOR YOUR RECORDS

15. Professional Auction Services, Inc. AGREES TO MAIL CHECKS TO **OWNER** FOR THEIR ENTRIES NOT EARLIER THAN FIVE (5) BANKING DAYS NOR LATER THAN TEN (10) BANKING DAYS FROM THE DATE OF THE SALE providing all necessary registration and health papers are in order and the purchaser has not stopped payment on their check or otherwise failed to pay for the horse for any other reason. I agree that if the sale of any animal is not consummated by reason of default of the buyer or otherwise, P.A.S., Inc. shall not be liable for the payment or collection of the purchase price or for the return of the consigned animal. The sole obligation of P.A.S., Inc. shall be to assist me in the collection of the purchase price of the animal, recovery of the animal or re-sale of the animal at the sale or by private sale. I understand that P.A.S., Inc. does not guarantee the validity, enforceability, payment or collection of any instrument received in payment of the purchase price of any animal.
 16. I agree that P.A.S., Inc. shall not be required to remit to me the net proceeds of the sale of any animal which is the subject of a dispute or claim by the buyer, for a serious soundness problem which may have existed prior to the sale, misrepresentation, fraud or breach of warranty, until such dispute or claim is resolved and the proceeds of the sale have been received by P.A.S., Inc. The responsibility to resolve such a claim lies between the seller and the buyer. Notwithstanding any other provision hereof, should a dispute arise between the seller and the buyer, P.A.S., Inc. may retain its fees and costs and may escrow or interplead into Court the balance of any proceeds of sale in its possession, as well as any titles or papers, pending a resolution of the dispute. Any and all legal fees and costs incurred by P.A.S., Inc. may be deducted by P.A.S., Inc. from the net proceeds of sale still in their possession. Otherwise, the Consignor and Buyer shall be jointly and severally liable for the same upon demand.
 17. **The consignor has the responsibility to insure that all announcements made while the horse is being sold are correct**, including, but not limited to, those required in Conditions 18, 19, 20 or 21, unless the statements were printed in the catalog. **PLEASE LISTEN TO ANNOUNCEMENTS WHILE YOUR HORSE IS BEING SOLD.**
 18. I agree that I am responsible for the correct representation of this horse in the owner's statement in the catalog, additional announcements at the sale in conversation with potential or eventual buyers. Representations may include, but are not limited to training, disposition, soundness for the advertised purpose, vices, age, height, HYPP status for horses tracing to the Quarter Horse Stallion, IMPRESSIVE, AQHA #767246, etc. I agree that I have a continuing duty to respond to the buyer, after the sale, in the event of a dispute over my representation of this horse. I understand that I may be subject to Condition 16 if the buyer makes a dispute or claim as stated in that Condition.
 19. **I agree to notify P.A.S., Inc. of any irregularities, blemishes, unsoundnesses or defects of any kind, including altered tails, prior to the sale** and hereby authorize Professional Auction Services, Inc., the Auctioneer or Announcer to state them in the catalog or announce them before the horse is sold. I agree to accept the return of the horse as unsold if it is determined to be unsound for the advertised purpose by a qualified veterinarian within 12 hours of the start of the sale and before the horse leaves the sale grounds. **P.A.S., Inc. must be specifically notified of any of the following conditions which must be stated in the catalog or announced before the horse is sold if this horse is a cribber, weaver, is unsound of eyes or wind, parrot mouthed, crypt-orchid, monorchid, or ridgling, has had major surgery or a serious illness, has been nerved, foundered prior to the sale, or has a lameness due to navicular disorder, osteoarthritis of a joint or other bone abnormality.** A horse sold with one or more of these conditions, that was not announced at the time of sale or stated in the catalog can be rejected by the buyer, upon receipt of a statement from a qualified veterinarian within **5 days** of the date of sale and returned at the seller's expense. I further agree that this animal is not suffering from any contagious or infectious diseases.
 20. I agree that this horse has not been given any drugs to alter soundness or temperament. If the buyer makes a claim of misrepresentation of soundness or attitude and the horse tests positive for a drug that could mask such a problem, the horse can be rejected by the buyer. The blood sample must be drawn within 12 hours of the start of the sale and before the horse leaves the sale grounds. If the horse must receive any such medication as a result of an injury or illness or to protect the welfare of the animal, this information must be provided to PAS, Inc. and announced clearly while the horse is being sold.
 21. **All mares selling as bred must be checked for pregnancy by a veterinarian within ten (10) days prior to the sale** or may be checked by the sale veterinarian on sale day at the seller's expense. Any purchaser of a broodmare sold in this sale may have the mare examined by an acceptable veterinarian within 12 hours after the fall of the hammer and before the horse leaves the sale premises. Any broodmare so examined whose pregnancy or breeding soundness status is found not to be as represented at the time of sale, may be returned to the consignor as unsold, and the consignor shall pay veterinarian's fee for examination. All consignors selling mares as being bred with a live foal guarantee or return privileges must furnish the Sales Management with written acknowledgement of this agreement signed by the stallion owner (or an authorized agent) that such privileges will be honored. If the breeder's certificate is withheld by the stallion owner until the foal is born, the consignor must furnish a letter, signed by the stallion owner (or his authorized agent), that such certificate is free of any additional costs and indicate how the mare owner should obtain the certificate.
 22. If a horse is rejected by the buyer under the terms of these conditions, the consignor shall pay the consignment fee and commission on the sale price plus all reasonable expenses to the buyer including but not limited to veterinary, transportation and board. The consignor will be responsible for getting the horse from the buyer.
 23. The terms and conditions of sale as listed in the catalogs are hereby incorporated by reference and made a part hereof as though fully set forth herein.
 24. The sales management or any of its employees or representatives shall not be held responsible for any accident that may occur to horses, equipment, or for loss by fire, theft, or injury, or for injury or death to any human or animal in any way or manner.
- I have read the above conditions and accept them.** Furthermore, I agree to abide by all other established conditions of sale under which P.A.S., Inc. conducts its business. **Please sign the other side.**

Before mailing in your consignment form please make sure you have:

- 1: Completed the ENTIRE FORM
- 2: **SIGNED and DATED the ENTRY FORM**
- 3: Included PROPER PAPER WORK and/or THE FULL CONSIGNMENT FEE with a copy of paper work

PROFESSIONAL AUCTION SERVICES, INC. Phone: 800-240-7900 • Fax 703-777-5580

PO Box 1399, Leesburg, VA 20177

Express Mail: 15B Catoctin Cir., SE, Ste. 202, Leesburg, VA 20175

ANSWERS

TO THE MOST FREQUENTLY ASKED QUESTIONS

How do I enter my horse/pony for the Sale?

Simple. Use the attached consignment form and

- Read the consignment contract on the back of the form carefully. If you have any questions, please call us.
- Fill out the form completely and neatly.

Including...

- Your name, address and phone numbers
- The owner's name, address and phone numbers (if different from name of consignor)
- Horse's/Pony's name, breed, registration # (if any), year foaled, color, sex, and size (be sure that this is accurate).
- Fill out the pedigree. Complete the owner's statement, as you would like it to appear in the catalog. It is a written sales pitch. Include information on training, show record, breeding, etc.
- Sign and date the form
- Return the form with the original registration certificate, if your horse/pony is registered, and we will deduct the consignment fee from your sale proceeds.
- OR return the form with the full consignment fee, if your entry is not registered. Partial consignment fee may be accepted on multiple entries.

Will you print pictures?

- If you have a quality photo of your horse/pony we may use it in advertising, the promotional brochure, the catalog, and/or on our website. Just send it in with the form. (Sorry no proofs.)

When do I get paid?

- Checks for sale proceeds are mailed from our office within 10 banking days after the sale, IF all paper work is in order.

What Hip number(s) will I receive?

- SALE ORDER will be determined by alphabetical order of the HORSE'S/PONY'S name. (See the Consignment Form for beginning sort letter.) Ponies will sell in the first session. Horses will sell in the second session.
- You will not have horses/ponies sell consecutively unless otherwise requested.

What paper work do I need to send on foals?

- If your horse/pony is eligible for registry, send the application to applicable registry, immediately.
- If you wish to represent your horse/pony as registered, you must provide the appropriate registration certificate and transfer information. YOU ARE RESPONSIBLE. We pay you only when ALL paper work is complete, in order and received in our office.

What health papers do I need?

- **The ORIGINAL Negative Coggins Report dated within twelve (12) MONTHS prior to the date of the sale.**
- A Health Certificate within 30 days prior to the date of the sale, for horses from outside of VA.

What if my horse/pony gets sick or hurt and can not come to the sale?

- Send us a Vet Certificate on the injury or illness and you may substitute another horse/pony in the same sale position for an additional Substitute Fee or withdraw your horse/pony and pay only the full consignment fee. Substitutes must be in our office on Monday prior to the sale.

What happens if I sell my horse/pony before the sale?

- There is a substantial withdrawal fee for selling once your horse/pony has been accepted for the sale. Please refer to the Consignment Contract on your Consignment Form for this fee. Once we receive your entry, we spend time and money to help you sell.

What does the Seller have to disclose?

- You, the seller, are responsible for disclosure of any unsoundnesses or defects. See the Consignment Contract.

What do I need to bring to the sale?

- Feed and hay, buckets, grooming equipment, a halter or bridle to show your horse/pony in, a new halter to leave on your horse/pony for the buyer, tools to clean your stall and stall area, saddle and bridle if your horse/pony will ride, materials to hang buckets and stall decorations.

How do I find my stall?

- Barn Charts will be located in each barn and in the Sale Office.
- Hip Numbers will be posted on each stall and security personnel will have a barn chart. All of your horses/ponies will be stalled together. Initial bedding is provided. If you want to be stalled with another consignor, let us know at least 2 weeks prior to the sale.

Should I ride my horse/pony at the sale?

- ABSOLUTELY! If your horse/pony is broke, show it in the Demonstration. Treat the Demonstration like a major show.

Who takes my horse/pony to the sale ring?

- You, are responsible for bringing your horse/pony to the sale ring and taking your horse/pony back to the stall after it sells.

Should I ride my horse/pony in the sale ring?

- If your horse/pony is broke and quiet, you may ride it in the sale ring.

Will someone lead my horse/pony into the sale ring?

- We provide handlers to lead your horse/pony in if you wish. There is no extra charge for this.

What can I do to help get the most money for my horse/pony?

- Treat the sale like a major show with a lot of judges. These judges will reward you with money by bidding on your horse/pony.
- Be sure that your horse/pony is fit and in good condition, is clipped properly, its feet are in good condition and it is clean.
- Be sure that your horse/pony is clean and ready to show EARLY on sale day. You should be clean and wear nice clothes on sale day.
- Stay by your stall to be sure you can help any potential customers and keep your stall area neat. Be pleasant and helpful.
- Stall displays and decorations will draw attention to your horse/pony. (Signs, pictures, scrapbooks, stall curtains, refreshments and other information on your farm, stallion etc.)

What do I do if I decide not to sell my horse/pony for the price bid?

- When you bring your horse/pony to the sale ring. A member of our staff, we call a consignor representative, will approach you and discuss your minimum price or reserve, if you have one, and relay it to the Auctioneer. He will also keep you informed of what is happening in the sale ring. If you don't have a handler for your horse/pony, we recommend you let one of our handlers take it in the sale ring, so you can stay with our consignor representative.
- If you decide not to sell your horse/pony for the amount bid, **you MUST announce "NO SALE" to the auctioneer or consignor representative before the horse/pony leaves the sale ring.**
- You pay the Consignment Fee and a No Sale Fee if your horse/pony does not sell at the sale.
- If you DO NOT SELL YOUR HORSE/PONY in the sale ring and are approached by a buyer afterwards, bring the buyer to the sale office. We will handle the transaction.

What does the auction company do?

- We promote your horse/pony to thousands of potential buyers through advertising and direct mail.
- We provide a quality marketplace to present your horse/pony to prospective buyers.
- We provide printed material to help you understand and make best use of the Auction process.
- We help present your horse/pony.
- We provide a professional staff, trained to get Top Dollar for your horse/pony.
- We help negotiate the price.
- We handle the money and paper work in the transaction.
- We help if any questions arise between the buyer and seller concerning the sale of the horse/pony.

Can I call if I have other sale questions?

- **Yes**, we are available to answer any questions you may have and help you take full advantage of this phenomenal marketing opportunity.
- **Just call us at 1-800-240-7900 or visit our web site: www.professionalauction.com**