



Consignors And Commercial Breeders Association

Newsletter

Summer 2009

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"Teamwork is the ability to work together toward a common vision... It is the fuel that allows common people to attain uncommon results."

Andrew Carnegie

Welcome New Members

DATTT Farm
Debbie Easter
David Egan
Hurricane Hills Farm
J. Kirk Robison
Josham Farms (Yvonne Schwabe & Ted Burnett)
Pine Tree Farm
Select Sales Agency
Michael Shanley
Smitten Farm
Cory Wagner

A Mid-year Report From CBA President Mark Taylor

As we race past the halfway pole of 2009, I write to highlight the many achievements of our CBA core committees.

The Veterinary Committee chaired by Craig Bendoroff was newly formed in 2009. This committee has been very successful in serving our CBA membership by obtaining preferred pricing for endoscopic exams and radiographs of sale yearlings. A great number of vets signed on to participate with us, including the three largest vet clinics in central Kentucky. The CBA's contract for discounts with these vets sets a "cap" of \$460 for pre-sale x-rays and \$65 for pre-sale scopes. A complete list of participating vets appears on the insert of this newsletter and on our website.

We are currently working closely with the AAEP Task Force to address other sales related issues which are crucial to breeders, consignors, veterinarians and buyers, such as vet reports and repository requirements. We have made significant progress toward improving communication with the veterinary community which will facilitate a steady improvement in the sales scene in the future.

The Sales Company Issues Committee chaired by Kerry Cauthen has worked toward opening up lines of communication between sales companies and the CBA in order to share

problems, ideas, solutions and innovations in a more unified manner. Towards this end, Nick Nicholson came to our April board meeting, gave an excellent presentation, and thanked the CBA for its significant role on important issues in recent years.

In May, Fasig-Tipton hosted the CBA board meeting at their offices. Boyd Browning and Dan Pride voiced their willingness to receive input from the CBA on sales-related topics.

Both sales companies have been very receptive to the CBA ideas and input and share our desire to grow the industry through cooperative effort.

The Education Committee chaired by Rob Whiteley and Joe Seitz has been a big strength of our organization since our inception. Rob Whiteley has done an incredible job producing the "Plain and Simple" booklets. In addition, over the last year Joe Seitz has been compiling data from breeders and consignors regarding pre-sale radiographic and endoscopic problems of stakes winners. Our goal is to compile a compelling list of top class runners and their repository vet work to begin an educational campaign to dispel the myth that perfect yearlings are the best performers. Please send your data to Joe Seitz, and if he contacts you asking for vet grades on a horse that you sold, I urge you to give him input!

The Membership Growth and Benefits Committee chaired by Pat Costello and Martha Jane Mulholland has worked successfully to provide the benefit of a new "CBA Rate" from CBA "Preferred Providers". This was a great accomplishment for our members. Martha Jane has negotiated special prices from providers for such items as halters, gates, landscape and printing services. The full list of providers appears on the insert of this newsletter and on our website. The list changes often, so be sure to visit the website regularly to keep abreast of the benefits you now have as a CBA member.

Pat Costello has also been working hard reaching out to our current members for help in signing up more breeders. The CBA has gained a voice because of our membership size. If you have a potential new member who we can send information and a sign-up packet to, please contact either Pat or Martha Jane. Our goal is to grow from 322 members to 425 by 2010!

Finally, I would personally like to thank all of our members for believing in the CBA. The CBA is the best investment a consignor or breeder can make to protect our collective livelihood. We finally have an effective seat at the table because we work together and have a unified voice in the CBA. We are grateful for your support and ask you to continue to help us move our mission forward.



“NONE OF US ARE AS GOOD AS ALL OF US!!”

Ray Kroc
founder of McDonald's

“Please do your part and help us to expand our membership: our reduced dues and the future of the organization depend on it!”

The CBA Lowers Membership Dues

by Kerry Cauthen

CBA dues have been significantly lowered for 2009 in an effort to add at least 150 new members. The CBA'S existence relies on the efforts of our current CBA members to recruit their clients as members. Increasing our membership base allows us to keep our consignor dues at this lower rate.

Dues for consignors are based on 2008 sales figures reported by the *The T-Times*, (excluding foreign and 2-year-old consignors) . The dues for top ranking consignors according to 2008 sales are as follows:

Consignors 1-5	-	\$3,000
Consignors 6-10	-	\$2,000
Consignors 11-20	-	\$1,000
Consignors 21-40	-	\$ 500

Dues for breeders and all other consignors (who are not ranked in the top 40 by sales revenue) are \$350 annually or \$750 for a 3 year commitment.

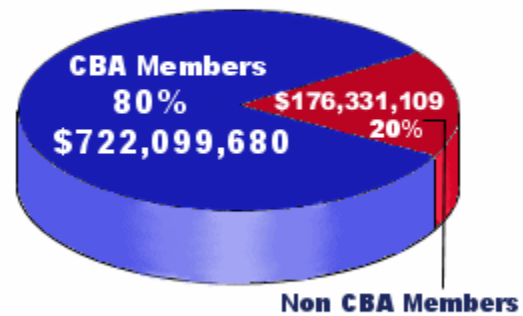
One of the key stated goals of the CBA is a commitment to 'represent all consignors and breeders, large and small.' In order to achieve that goal we must constantly grow our membership numbers and continue

to fairly spread the cost of running our organization among all those who benefit from its efforts. We now have a consistent and stable annual budget that can be maintained under the lower dues structure if we add new members. **Please do your part and help us to expand our membership: our reduced dues and the future of the organization depend on it!**

The CBA keeps its operational

costs to a bare minimum. Furthermore, the Directors and other CBA volunteers spend 1000+ hours annually to supplement the monies raised through membership support. Therefore, the CBA once again asks all current members to stop and take the time to reach out and ask the over 4,000 breeders and consignors who are not yet members to join in our effort.

CBA Members Generate 80% of North America's Sales



Based upon 2008 auction figures
(Excluding 2-year-old sales and foreign based consignors)

Summary Of Special Session 2009

by Gene McLean



Frankfort, Kentucky

In Frankfort, four main issues were addressed during the special session of 2009: Louisville Bridges, Economic Development, the Budget and Expanded Gaming. As you know, expanded gaming took most of the attention from media, legislators, and the general public.

The expanded gaming bill, HB 2, began in the House Licensing and Occupations Committee where testimony was given on both sides. HB 2 was moved out of Licensing and Occupations without a vote and placed in the House Appropriations and Revenue Committee. The

bill was then voted on in Appropriations and Revenue where it was passed and reported favorably. It then moved to the House floor. After about four hours of debate, HB 2 passed 52-45.

Following the passage on the House floor, HB 2 was delivered to the Senate where it was assigned to the Senate Appropriations and Revenue Committee. Following testimony from both sides, HB 2 was defeated in committee by a 10-5 vote.

Unfortunately, this ended the fight for expanded gaming in the 2009 special session. How

ever, there is still strong consideration for the bill to be recalled in the very near future. As was seen at the rally at Keeneland following the Senate A&R vote, there is still tremendous support from the Governor, legislators, and the general public for this cause.

We will continue to inform you of any progress or decisions that are made on this measure. In the meantime, we urge you to continue to call, e-mail, and visit any and all legislators letting them know that this issue is important and the fight is not over.



Beth Smith hired as CBA Coordinator

The CBA Board is very happy to welcome Beth Smith as our new CBA coordinator. Beth has been part of the horse scene for ten years while working in several areas of the Thoroughbred industry. Her experiences range from the foaling barn to the track, and include being a managing partner of a small boarding and sales operation.



bers, providing information to new participants, and distributing materials to consignors.

Equally important, Beth will be communicating on a weekly basis with all CBA members to keep everyone abreast of sales-related industry issues and developments as they occur.

In addition, Beth will be encouraging all CBA participants to provide input and feedback and to recruit new members.

Email:
beth@consignorsandbreeders.com

Phone: 859.243.0033

Beth will be the president's "right hand" and will provide support to the committee chairs. She will also be the "face" of the CBA at the sales, actively recruiting new mem-

CBA PREFERRED PROVIDER PROGRAM

The Membership Growth and Benefits Committee is working diligently to develop a list of Preferred Providers available to CBA members with a wide range of discounts and other benefits.

As a member of the CBA, you currently have products and services available to you at discounted rates that include tack and supplies, farm landscaping, entry gates, and printing services for the sales. In addition, the CBA has contracted with the three largest veterinary clinics in central Kentucky and a large number of individual veterinarians to offer discounted rates on presale x-ray and endoscopic evaluations.

Please be sure to refer to the newsletter insert with regard to

a complete list of the CBA's new Preferred Provider Program participants.

The insert was created to provide members and vendors with a ready reference to the CBA Preferred Provider benefits. The list will be continually updated on our website: www.consignorsandbreeders.com.



News From

KEENELAND



Keeneland officials announced July 8th that the sales commission on horses which fail to meet their reserve (RNAs) will be lowered to 2.5 percent for the upcoming sales season. The sales commission for horses sold will remain 4.5 percent.

The lower rate will take effect immediately, spanning the 2009 September Yearling and November Breeding Stock Sales, and the 2010 January Horses of All Ages Sale. Commission rates will be reviewed annually following this season.

"Keeneland is the industry leader, and we stand with our clients in good times and in bad," said Keeneland President & CEO Nick Nicholson. "Given the current states of both the global economy and the Thoroughbred industry, our directors and trustees believe this is the right thing to do at this time.

"We feel it is important that there be no exclusivity; these are across-the-board reductions," Nicholson added. "Horsemen at all levels of the market are feeling the pain, and all should share in the benefits. Keeneland too is being impacted as the reduction will have repercussions for our operations as well."

Keeneland has the lowest sales commission in the world, having reduced its rate in 2001 from 5 percent to 4.5 percent. That reduction has returned more than \$25 million to clients for reinvestment in breeding and racing operations.

News From



Fasig Tipton

What's happening at Saratoga...

Aug. 8th, 10:00 am. "From the Horse Farm to the Finish Line". A free seminar at the sales pavilion — Guest speakers include D. Wayne Lukas, Case Clay, Meg Levy and others.

Aug. 8th - 9th, first post 1:00. The Fasig Tipton Festival of Racing featuring the GI Whitney, GI Test, GII Alfred Vanderbilt and GII Honorable Miss.

Aug. 10th-11th, 6:00 pm. The Saratoga Select Yearling Sale.

Aug. 15th 8:00 am. The 5K to benefit the NY Racing Backstretch Charities. Race will begin in front of the pavilion.

Aug. 15th- 16th, 7:00 pm. The NY Preferred Yearling Sale.



IN THIS DIFFICULT ECONOMY . . .

Please remember to tell your clients that the current downturn creates great value and opportunity for people looking to get into the business and for those industry participants who wish to strengthen the quality of their bloodstock portfolio.

DEADLINE NOTICES



8/3/09 - Deadline: **Keeneland** November Breeding Stock Sale



8/14/09 - Nomination Deadline: **Fasig-Tipton** Kentucky Selected Fall Mixed

8/21/09 - Deadline: **Fasig-Tipton** Kentucky Fall Yearlings

CBA Committees

Following are the standing committees for 2009. The CBA welcomes members to participate on these committees and would like to get the membership more involved. **If you are interested in serving on one of these committees, please talk to a CBA board member or officer.**

Education:

Rob Whiteley (co-chair), Joe Seitz (co-chair), Frank Mitchell, Shack Parrish

Veterinary Issues:

Craig Bandoroff (chair), Neil Howard, Meg Levy, Mike Cline, Dermot Ryan, Archie St. George, John Stuart, Mark Taylor

Sales Company Issues:

Kerry Cauthen (chair), Case Clay, Mike Cline, Neil Howard, Reiley McDonald, Pope McLean Jr.

Membership Benefits:

Pat Costello (co-chair), Martha Jane Mulholland (co-chair), Kerry Cauthen, Robbie Lyons, Darrell Brown

Talk To Us! www.consignorsandbreeders.com

Please visit the CBA website—www.consignorsandbreeders.com—to voice your ideas and opinions. The CBA was formed to give a voice to all consignors and commercial breeders, large and small. So speak up!



The CBA works democratically on behalf of every consignor and commercial breeder, large and small, to provide representation and a constructive, unified voice related to sales issues, policies, and procedures. The Association's initiatives are designed to encourage a fair and expanding marketplace for all who breed, buy or sell thoroughbreds.

Consignors And Commercial Breeders Association

Email: info@consignorsandbreeders.com

www.consignorsandbreeders.com



Consignors And Commercial Breeders Association
P.O. Box 23359
Lexington, KY 40524

Please place stamp here

TO:



CBA MEMBERSHIP

CBA members account for approximately 80% of auction sales revenue in North America.

Airdrie Stud	Easter, Debbie	Lane's End Farm	Santulli, Richard	Tenlane Farm
Alliand Equine	Eaton Sales	Langsem Farm	Saxony Farm	The Acorn
Amlie, Erik & Mary Jo	Eddie Woods Stables	Legacy Bloodstock	Seitz, Joe	The Stallion Company
Anderson Farms Ontario	Edition Farm	Lemons Mill Farm	Select Sales Agency	Three Chimneys Farm
Andrew Thompson Co.	Egan, David	Leprechaun Racing	Sellers, Bill	Top Yield Bloodstock
Anstu Farm	Elangeni Farm	Robert/Beverly Lewis Trust	Serendipity Farm	Trackside Farm
Arch Bloodstock	Elk Manor Farm	Liberation Farm	Seven Islands Ltd.	True North Farm
Arnold, Terry	Elm Tree Farm	Lochlow Farm	Shadwell Farm	Trussell, Robert
Ashford Stud	Equus Farm	Long Grove Stables	Shanahan, Paul	Twin Creeks Farm
Audley Farm	Eutrophia Farm	Louis Brooks Ranch	Shanley, Michael	Twin Willows Farm
B & B Bloodstock	Fahlgren, Smoot	Lowenbaum, Michael	Shannondoe Farm	Upson Downs Farm
B. Flay Thoroughbreds	Falls Creek Farm	Lynch, Andre	Shawnee Farm	Viking Stud
Baccari Bloodstock	Fares Farm	Lyons, Robbie	Siena Farm	Vinery
Ballyrankin	Farish, W.S. III	Machmer Hall	Silverman, Marshall	Voute Sales
Bandoroff, Craig	Farish, W.S. Jr.	Manganaro LLC	Silverton Farm	Wacker, Charles
Barker Farm	Feld, Bob	Maple Leaf Farm	Sims, Jack	Wagner, Cory
Bedouin Bloodstock	Flying High Farm	Margaux Farm LLC	Sire Averages	Walmac Farm
Bell, Reynolds	Folck, Timothy	Maristow Farm	Smitten Farm	Walnut Green
Belvedere Farm	Foster, John	McCann, Bob	Spence, James	Warrendale Sales
Ben-D Farm	Four Star Sales	McCarthy, Dr. Phil	Spendthrift Farm	Waterford Millford Farm
Berger, Bob	Foxtale Farm	McIntyre, Bobby	Spring Hill Farm	Watership Down Stud
Betz Thoroughbreds	Foxwood Thoroughbreds	Meadow Haven Farm	Spruce Lane Farm	Wavertree Stable
Blake Agency	Fujita, Mrs. Nagako	Mill Ridge Farm	Stepwise Farm	Webber, W. Temple, Jr.
Blandford Stud	Gabriel Thoroughbreds	Millennium Farms	Stevens, Gary	Weisbord, Barry
Blue Heaven Farm	Gaines-Gentry Thoroughbreds	Mitchell, Frank	Stonereath Farms	Westwind Farm
Bluegrass T'bred Services	Gainesway Farm	Mitchell, Kelli	Stonerside Farm	Whisper Hill Farm
Bloodst'k Holdings/Bluestone Farm	Gallagher's Stud	Montessori Farm	Strouss, Callan	White Fox Farm
Bluewater Sales	Gardiner Farms	Monticule Farm	Stuart, John	Whiteley, Rob
Bowling/Dodd Inc.	Gaulstown Stud	Moonestone Farm	Stuebs, Kris	Whitewood Stable
Bradley, Peter	Giles, Dr. Charles	Morgan's Ford Farm	Sugar Maple Farm	Windfields Farm
Brandywine Farm	Glennalure Farm	Mt. Brilliant Farm	Summer Wind Farm	WinStar Farm
Bridlewood Farm	Glennwood Farm	Mulholland Springs Farm	Sun Valley Farm	Wintergreen Farm
Brookdale Farm	Glory Days Breeding	Mulholland, Martha Jane	Sunrise Stable	Winter Quarter Farm
Brown, Darrell	Goff, Dash	Murphy, Clem	Susan Forrester, Agent	Woodford Thoroughbreds
Bryan, Joseph	Golden Eagle Farm	Nagle, David	Swettenham Stud	Woods Edge Farm
Buckner, Marty	Goldthorpe, Jack	Nardelli Sales	Taylor Made Sales Agency	Woodstock Farm
Burgner, Danny	Good Win Farm	Narvick International	Taylor, Mark	Wynnmere Farm
Burleson Farm	Greenfield Farm	Nataf, Robert	Team Valor	Young Stables
Calumet Farm	Greenwood Lodge Farm	New Day Racing	Ten Flat, LLC	Zent, Dr. Walter
Campion, Ted	Greystone Farm	New Farm		
Carmichael Sales	Gulf Coast Farm	Nicoma Bloodstock		
Casse Sales	Hancock, Seth	Nikkel, Kathryn		
Castle Park Stud	Haras de Santa Isabel	North Wales		
Cauthen, Kerry	Haras du Fresnay	Nuckols, Charles		
Centaur Farms	Hardin Farm	O'Byrne, Larry		
Chantelclair Farm	Hart Farm	O'Connor, Charlie		
Charlton Bloodstock	Hartwell Farm	O'Rourke, Garrett		
Chateau Farm	Henry, Richard	Ocala Horses		
Cheyenne Stables	Herbener Farm	Occidental Thoroughbreds		
Claiborne Farm	Hermitage Farm	Oceanic Bloodstock		
Clark, Tom & Nancy	Hidden Brook Farm	Orange Blossom Farm		
Clarkland Farm	Highclere	Oratis Thoroughbreds		
Claunch, Todd	Hilbert Thoroughbreds	Paladino, Jill		
Cline, Mike	Hill 'n' Dale Sales	Paragon Farms		
Cobra Farm	Hinkle Farms	Paramount Sales		
Corner Woods Farm	Howard, Neil	Park Stud		
Costello, Pat	Hunter Valley Farm	Patterson Bloodstock		
Country Life Farm	Hurricane Hills Farm	Pauls Mill Farm		
Courtelis, Kiki	Hurstland Farm	Peace, Agnes		
Courtland Farm	Hyde, Timmy	Peachtree Stables		
Crestwood Farm	Idle Hour Farm	Pearson, Del		
Crossroads Sales	Indian Creek	Penn Sales		
Crystal Springs Farm	Ingordo, David	Perrone Sales		
Cunningham, Robert	Innwood Stable	Perrotta, John		
Dapple Stud	Iron County Farm	PHS Racing		
Darby Dan Farm	J & J Mamakos	Pigg Charles		
Dark Hollow Farm	Jamm Ltd.	Pin Oak Stud		
Darley America	JLT Bloodstock	Pine Tree Farm		
DATTT Farm	JMJ Racing Stables	Pollock Farms		
Dell Ridge Farm	Josham/Persley Den Farms	Ponchartrain Stud		
Denali Stud	Journeyman Bloodstock	Reightler, Bill		
Derry Meeting Farm	Justice Farm	River Bend Farm		
Diamond A Farm	Kane, Eddie	River Ridge Ranch		
Dixiana Farm	Kildare Stud	Robison, J. Kirk		
Donarra Thoroughbreds	Kilflynn Farm	Robinson, Jim & Pam		
Doninga Bloodstock	Kilroy Thoroughbreds	Rockwell Sales		
Donworth, Ken	Kindergarten Farm	Ron Ellis Racing		
Double K LLC	Kingswood Farm	Rosen, Andrew		
Dreamfields	Kinsman Farm	Royal Oak Farm		
Dromoland Farm	Knockgriffin Farm	Runnymede Farm		
Dunford Farm	La Ciega	Ruth Run Farms		
		Ryan, Dermot		

CBA Board Of Directors

Craig Bendoroff* craig@denalistud.com	Denali Stud
Darrell Brown darrellbrown7020@aol.com	Stonereath Farm
Kerry Cauthen kerry@fourstarsales.com	Four Star Sales
Mike Cline mikecline@lanesend.com	Lane's End Farm
Pat Costello pat@paramountsales.net	Paramount Sales
Neil Howard Neil.howard@gainesway.com	Gainesway Farm
Robbie Lyons hartwellfarm@aol.com	Hartwell Farm
Martha Jane Mulholland mjmulholland@mulhollandsprings.com	Mulholland Springs Farm
Dermot Ryan dryan@coolmore.com	Ashford Stud
Joe Seitz* jseitz@brookdalefarm.com	Brookdale Farm
John Stuart john@bluegrasstbred.com	Bluegrass T'bred Svcs.
Mark Taylor* mtaylor@taylormadefarm.com	Taylor Made Farm
Rob Whiteley liberationfarm@yahoo.com	Liberation Farm

*Officers



CBA PREFERRED PROVIDERS

Farming Supplies

AUTOMATED GATE SYSTEMS LLC

10% Off All New Installations

P.O. Box 888
Georgetown, KY 40324

P: (859) 351-7016

Printers

MYER'S PRINTING, INC.

10% Off All Printing

Includes horse sale signature & show cards
737 Price Avenue
Lexington, KY 40508-1314

P: (859) 255-9413

THOROUGH GRAPHICS

5% Off All Stall Cards & Sale Clings

2501 Sandersville Road
Lexington, KY 40511

P: (859) 255-7446 F: (859)-255-3299

Website: www.thoroughgraphics.com

Services

DAVID HAYDEN ADVERTISING

10% Off Initial Website Design

PO Box 68
Upperco, MD 21155

P: (410) 239-7075 F: (410) 239-8220

STEVEN HILLENMEYER LANDSCAPE SERVICES

10% Off Weedman Lawncare Services

2337 Sandersville Road
Lexington, KY 40511

P: (859) 255-1091 F: (859) 255-8789

Website: www.hillnemeyers.com

Tack Supplies

HORSE CENTS

**7% Discount Contact Horse Cents
for additional details**

199 Markham Drive
Versailles, KY 40383

P: (859) 873-4707

Website: www.horsecentsinc.com

KBC

Discount to be announced

140 Venture Court, Suite 1
Lexington, KY 40511

P: (859) 253-9688 F: (859) 253-9669

Website: www.kbchorsesupplies.com

PINKSTON'S TURF GOODS

5% Off Sale Halters

1098 West High Street
Lexington, KY 40508

P: (859) 252-1560 or (800) 233-4643

F: (859) 259-1991

Website: www.pinkstons.com

Participating Veterinarians & Vet Clinics

Participating Veterinary Discounts are as follows

- Screening X-ray Exam with interpretation not to exceed \$460.00.*
- Repository X-ray Exam with interpretation not to exceed \$460.00.*
- Endoscopic Exam with interpretation for an amount not to exceed \$65.00.*

**If medically necessary, an additional charge of up to \$25 for tranquilizers is permitted.*

Veterinary Hospitals/Clinics

EQUINE MEDICAL ASSOCIATES

P.O. Box 13116
Lexington, KY 40583-3116

P: (859) 255-9233 F: (859) 255-3116

HAGYARD-DAVIDSON-McGEE

4250 Iron Works Pike
Lexington, KY 40511

P: (859) 255-8741 F: (859) 253-0196

Website: www.hagyard.com

ROOD & RIDDLE EQUINE HOSPITAL

2150 Georgetown Road
Lexington, KY 40511

P: (859) 233-0371 F: (859) 255-5367

Website: www.roodandriddle.com

WOODFORD EQUINE

3550 Lexington Road
Versailles, KY 40383

P: (859) 873-7361 F: (859) 297-0007

Website:

www.woodfordequinehospital.com

Individual Veterinarians

CHET BLACKKEY

3850 McCowmans Ferry Road
Versailles, KY 40383

P: (859) 335-7171 F: (859) 873-4409

JOE CANNON

905 Shelley Drive
Arlington, TX 76012

P: (817) 371-2605

MARK CHENEY

290 S. Ashland Avenue
Lexington, KY 40502

P: (859) 335-9299 F: (859) 335-9499

RUEL COWLES

Equine Medicine and Surgery
P.O. Box 11873

Lexington, KY 40578-1873

P: (859) 293-5542 F: (859) 299-2354

Individual Vets (cont.)

DARYL EASLEY

PO Box 11770
Lexington, KY 40577

P: (859) 381-1595 F: (859) 201-1136

E.C. HART

PO Box 275, Millwood, VA 22646

P: (540) 837-1411 F: (540) 837-1487

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CHARLES KIDDER

Griggs & Kidder
901 Muir Station Road
Lexington, KY 40516

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SHAWN MITCHELL

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P.O. Box 11873
Lexington, KY 40578-1873

P: (859) 293-5542 F: (859) 299-2354

FOSTER NORTHROP

Northrop Equine
Louisville, KY

P: (502) 363-0967 F: (502) 363-3905

PETE PRYOR

PO Box 803
Versailles, KY 40383

P: (859) 231-7383 F: (859) 254-3230

CORY WILLIAMS

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901 Muir Station Road
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