



Consignors And Commercial Breeders Association

Newsletter

2006 Year In Review Volume 1, Issue 2

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IMPORTANT NOTICE

The annual Board of Directors election will take place in February 2007.

Welcome New Members

- Anderson Farms
- Andrew Thompson Co.
- Burleson Farm
- Castle Park Stud
- Chanteclair Farm
- Cloverleaf Farms II
- Darley America
- Dell Ridge Farm
- Diamond A
- Double K LLC
- Dreamfields
- Eutrophia Farm
- Foxtale Farm
- Hilbert Thoroughbreds
- Jamm Ltd
- Kilroy Thoroughbreds
- Orange Blossom Farm
- Richwood Farm
- Shadwell Farm
- Stonerside
- Summer Wind
- Swettenham Stud
- Twin Willows Farm
- WinStar Farm

PRESIDENT'S LETTER

by Bayne Welker

Dear Members,

A very good year. During 2006, the CBA evolved from an organizing committee to a full fledged and important organization with by-laws and an elected Board. Currently, the CBA has over 150 members, representing nearly 75% of auction sales revenue for weanlings, yearlings, and breeding stock in North America.

Board members have created a strong working relationship with Keeneland, Fasig-Tipton, TOBA, KTA/KTOB, and the veterinary community which will help us be effective with future projects and objectives..

Educational initiatives. Our initial educational efforts to provide useful information to buyers and sellers have been overwhelmingly successful. Publication of the first two booklets on veterinary topics received consistent praise from industry professionals around the world. The JRA has translated and reprinted *Vet Work Plain and Simple: SCOPING* and *Vet Work Plain and Simple: OCDs in Sale Horses* for their Japanese membership. Aushorse and the New Zealand Thoroughbred Breeders Association have asked to reproduce the booklets for horsemen in their respective countries. In addition, over 10,000 booklets have been distributed in North America, Ireland, and England.

Legislative action. While supporting the spirit of House Bill 446 related to dual agency, the CBA worked with the bill's sponsor, our legislative lobbyist, and various friends in the legislature to amend language in the bill to prevent unintended consequences related to unfair liability for honest consignors and breeders.

Veterinary sales issues. The CBA has formed a veterinary subcommittee to study and advise on veterinary issues related to auction sales. This committee has provided CBA representation and a voice at meetings related to anabolic steroid use and testing of sale weanlings and yearlings held by the RMTTC. In addition, this subcommittee is developing a dialogue with both central Kentucky sales companies to address this important issue in a proactive manner.

Code of Conduct. As part of its ongoing effort to promote high ethical standards and inspire buyer confidence, the CBA has prepared and adopted a "Code of Conduct" for all members. The Code of Conduct is printed on the following page.

Going forward. I am very proud that Board members have left their competitive natures and personal interests "at the door" and have worked inside the Board room for the common good of the industry and the entire membership. During 2007, I am confident that working together we will make important strides toward making the sales scene better for buyer and seller alike. Medication issues will be at the forefront of our attention, as well as accountability by all who participate in the business of auction sales.

Most importantly, as members of the CBA, you are the driving force for the direction of the Board. Your views and opinions are openly welcomed and needed as we move ahead. Please take the time to speak with a Board member and let your voice be heard. Our website is a convenient way to communicate. Meanwhile, may the New Year be very good to you.





CBA Code Of Conduct

Introduction:

This initial CBA Code of Conduct builds on the well established policy of the CBA to promote appropriate ethical standards regarding the public and private sale of horses via self-regulatory codes.

Adoption of these self-disciplinary rules is a significant way for consignors and breeders to demonstrate that we are motivated by a sense of social responsibility.

The Code is designed primarily as an instrument for self-discipline, but it is also intended for use by legal or administrative bodies as a reference document within the framework of applicable laws.

The CBA believes that this Code will raise awareness and promote adherence to appropriate standards of trade within the thoroughbred marketplace.

The Code sets standards of

ethical conduct to be followed by all member consignors and breeders. (Veterinarians, bloodstock agents, sales companies or others providing services at public auctions should also be encouraged to adhere to the terms of the Code).

Members of the Consignors and Commercial Breeders Association (CBA) agree to uphold the following professional standards and Code of Conduct.

*“As individuals we can accomplish **some** things. As a strong group working together, we can accomplish **many** things and make a difference.”*

CBA CODE OF CONDUCT

A CBA Member Will:

- ▶ *Strive at all times to serve the best interests of his, her or its clients.*
- ▶ *Conduct business with honesty, integrity, and fairness toward clients, other CBA members, and the buying public.*
- ▶ *Answer truthfully and avoid intentionally misleading statements when responding to inquiries from prospective buyers.*
- ▶ *Refuse to pay or accept commissions that are not disclosed to the member’s principal and refuse to participate in any undisclosed dual agency or other fraud.*
- ▶ *Comply with all applicable sales company rules of sale and with all applicable state and federal laws.*

CBA Educational Initiatives’ International Reach

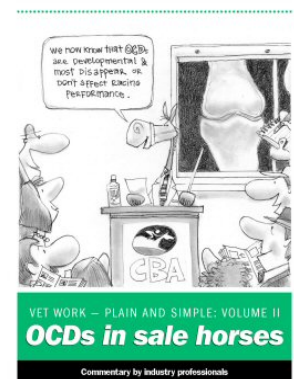
In 2006 the CBA published two volumes of its buyer education series. Volume I was titled *Vet Work Plain and Simple: “What is Scoping?”*. In September the CBA released Volume II titled *Vet Work Plain and Simple: “OCDs in Sale Horses”*.

Soon after the release of Volume I, the JRA requested permission to translate the edition into Japanese for distribution among its members.

Underlining the international impact of its educational initiatives, the CBA was re-

cently contacted by Aushorse Ltd. and the New Zealand Thoroughbred Breeders Association for permission to use and distribute both booklets. In a letter to the CBA, John Messara of Aushorse Ltd. wrote, “We would like to commend the CBA on the recent educational projects your organization have produced.” Peter Francis of the NZTBA found the book to be “easy to understand and informative”.

The CBA membership can take pride that such international attention has been paid to these



projects. The booklets are the result of much hard work by CBA members. Look for a new volume in 2007.





CBA Officers

Bayne Welker Mill Ridge Farm	President/Chairman bwelker@millridge.com	Joe Seitz Brookdale Farm	Secretary jseitz@brookdalefarm.com
Mark Taylor Taylor Made Farm	Vice President mtaylor@taylormadefarm.com	Pat Costello Paramount Sales	Treasurer pat@paramountsales.net

CBA Board Of Directors

Rick Abbott charltonbloodstock@hotmail.com	Charlton Bloodstock	Dermot Ryan dryan@coolmore.com	Ashford Stud
Kerry Cauthen kcauthen@fourstarsales.com	Four Star Sales	Joe Seitz jseitz@brookdalefarm.com	Brookdale Farm
Mike Cline mikecline@lanesend.com	Lane's End Farm	Mark Taylor mtaylor@taylormadefarm.com	Taylor Made Farm
Pat Costello pat@paramountsales.net	Paramount Sales	Tom Van Meter tom@eatonsales.com	Eaton Sales
Robbie Lyons hartwellfarm@aol.com	Hartwell Farm	Rob Whiteley liberationfarm@yahoo.com	Liberation Farm
Braxton Lynch royaloakfarm@speedbeam.net	Royal Oak Farm	Bayne Welker bwelker@millridge.com	Mill Ridge Farm
Peter O'Callaghan rwoodsedge@aol.com	Woods Edge Farm		



BULLETIN BOARD

Notice To CBA Membership:
Future newsletters will be published on a quarterly basis to keep the membership informed of CBA actions. Information is continually posted on the website: www.consignorsandbreeders.com.

CBA MEMBERSHIP

Airdrie Stud	Diamond A	Knockgriffin Farm	Sellers, Bill
Anderson Farms	Double K LLC	Lakland	Seven Fold Farm
Andrew Thompson Co.	Dreamfields	Lane's End Farm	Shadwell Farm
Ashford Stud	Dromoland Farm	Langsem Farm	Stonereath Farms
Ballinswood Farm	Eaton Sales	Lanni, Donato	Stonerside
Bandoroff, Craig	Elia, Christopher	Latimer, Christina	Sugar Grove Farm
Beau Lane Bloodstock	Elm Tree Farm	Legacy Bloodstock	Summer Wind
Bedouin Bloodstock	Equus Farm	Liberty Farm	Susan Forrester, agent
Belvedere Farm	Eutrophia Farm	Loch Lea Farm	Swettenham Stud
Berger, Robert	Farish, W.S. Jr.	Lynch, Braxton	Taylor Made Farm
Beth Bayer Sales	Farish, W.S. III	Margaux Farm	Taylor, Mark
Betterson Westwind Farm	Four Star Sales	McDonald, Reiley	The Acorn
Blackburn Farm	Foxtale Farm	Middlebrook Farm	Thoroughstock
Blandford Stud	Gabriel Thoroughbreds	Millford Farm	Three Chimneys Farm
Bluegrass Thoroughbred Svcs.	Gaines-Gentry T'breeds	Mill Ridge Farm	True North Farm
Bluewater Sales	Gainesway Farm	Mitchell, Frank	Twin Willows Farm
Brandywine Farm	Gaulstown Stud	Montessori Farm	Upson Downs Farm
Brookdale Farm	Gentry, Olin	Monticule Farm	Valykyre Stud
Burleson Farm	Glenmalure Farm	Morgan's Ford Farm	Viking Stud
Calumet Farm	Hart Farm	Mount Brilliant Farm	Walnut Green
Castle Park Stud	Hermitage Farm	Mulholland Springs Farm	Warrendale Sales
Cauthen, Kerry	Hernon, Michael	Narvick International	Welker, Bayne Jr.
Chantelclair Farm	Hidden Brook Farm	Needham-Betz	Whiteley, Rob
Charlton Bloodstock	Highclere	Nuckols, Alfred Jr.	Windfields Farm
Chesapeake Farm	Hilbert Thoroughbreds	Orange Blossom Farm	WinStar Farm
Clarkland Farm	Hill n Dale Farm	Paladino, Jill	Woodlyn Farm
Claunch, Todd	Hinkle Farms	Paramount Sales	Woodstock Farm
Cline, Mike	Hundley, C. Bruce	Penn Sales	
Cloverleaf Farms II	Hunter Valley Farm	Plumley Farms	
Corner Woods Farm	Idle Hour Farm	Richwood Farm	
Costello, Pat	Indian Creek	Robinson, Jim & Pam	
Damara Farm	Jamm Ltd.	Rockwell Sales	
Darby Dan Farm	Justice Farm	Runnymede Farm	
Dark Hollow Farm	Kane, Eddie	Russell Springs Farm	
Darley American	Katalpa Farm	Ryan, Dermot	
Dell Ridge Farm	Kilroy Thoroughbreds	Seelbinder, G.A.	
Denali Stud	Kingswood Farm	Seitz, Joe	

Helpful Link:

The Kentucky Breeders' Incentive Fund keeps lists of all KBIF nominated mares that appear in North American sales on their website: www.khra.ky.gov/breedersincentive.

"Working together we can make the sales scene better for everyone."



Consignors And Commercial Breeders Association

CBA Subcommittees & Bylaw Changes

Following are the standing committees that served the CBA in 2006. The CBA welcomes members to participate on these committees and would like to get the membership more involved in 2007. If you are interested in serving on one of these committees, please talk to a CBA board member or officer.

Budget:

Pat Costello (chair), Peter O'Callaghan, Kerry Cauthen

Education:

Rob Whiteley (chair), Kerry Cauthen, Dermot Ryan, Mark Taylor, Bayne Welker

Consignor Membership:

Joe Seitz (chair), Bayne Welker

Breeder Membership:

Robbie Lyons (chair), Dermot Ryan

Communication:

Pat Costello (chair), Rob Whiteley, Mark Taylor, Bayne Welker

Nomination:

Bayne Welker (chair), Joe Seitz, Mike Cline, Kerry Cauthen, Rob Whiteley

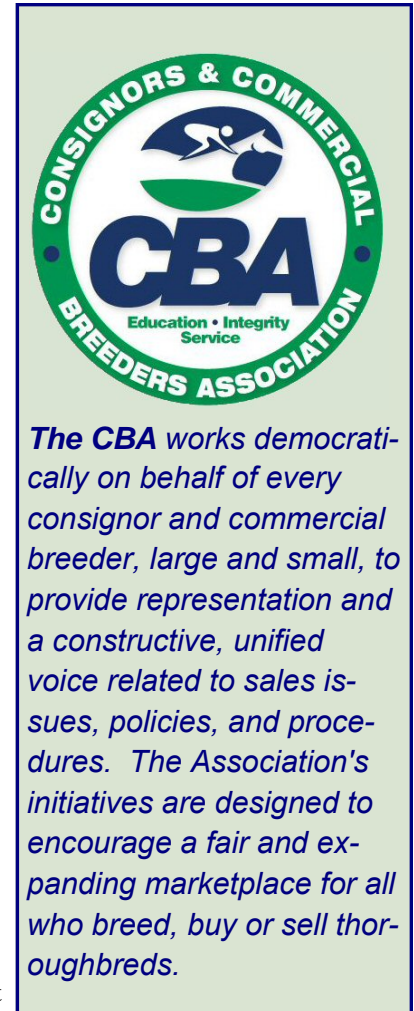
Medication/Vet:

Tom VanMeter (chair), Mark Taylor, Bayne Welker, Kerry Cauthen, Craig Bandoroff

Website:

Kris Stuebs

The Board of Directors has adopted two important bylaw amendments. One moves the election of the Board of Directors to February and the second addresses attendance requirements for Board members. The complete bylaws can be read on the CBA website: www.consignorsandbreeders.com.



What Do You Think?

The CBA continually works on behalf of all members, large and small. Your opinion is important. The CBA would like your feedback and ideas.

What topics would you like to have the CBA address in 2007?

Please email your comments to info@consignorsandbreeders.com. Alternatively, you can send your comments to the CBA at the address below. The CBA plans to use interactive internet surveys to poll both members and potential members about various topics in the future. If you would like to participate in future CBA surveys, please inform us of your interest by sending an email to the address above.

Consignors And Commercial Breeders Association

Email: info@consignors@breeders.com

www.consignorsandbreeders.com



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place
stamp
here

TO: