



NEW ZEALAND BLOODSTOCK

Useful Information for Buyers at Karaka

New Zealand Bloodstock aims to keep the buying process as simple and stress-free as possible for clients, leaving them free to concentrate on searching for their next batch of winners.

The team at New Zealand Bloodstock is renowned for its customer service, while the Karaka Sales Complex has the services and facilities in place to make buyers time at the Sales an enjoyable one.

For both first-time and returning buyers, there is some key information below to help you at the Sales. From buyer registration, to appointing an agent and transporting your purchase, to accommodation and transport during your stay, the following tips should help you on your way.

Before the Sale

1. Request the Karaka Premier, Select and Festival Sale catalogues from reception@nzb.co.nz, or look online at www.nzb.co.nz. View photos and videos that accompany the online pedigree if available, and look through the daily pedigree updates to check for major updates since the catalogues went to print. Download the catalogue onto your iPad with the free Equineline app (on iTunes).
2. Buyer Registration: Before you bid, complete a Buyer Registration form and send it to New Zealand Bloodstock's Leasing and Finance Manager Ross Gwyn (ross.gwyn@nzb.co.nz). Forms are in the catalogue or on the NZB website.
3. Payment: Unless you want to pay cash on the day, you must apply for credit **in advance** of selling commencing. Complete the necessary credit information on the Buyer Registration form and return it to Ross Gwyn.
4. Appointment of Agent: If you're not able to attend the Sales, appoint someone to buy on your behalf by completing an Appointment of Agent form before the Sale (forms online or in the catalogue).
5. Need advice about what to buy or how to do it? Contact Michael Kneebone (Singapore Representative), John Cameron, Clint Donovan or Danny Rolston (NZ Representatives). NZB's agents are able to inspect, advise and bid on horses for you and, all their phone numbers are in the catalogue.
6. Syndicates: Buying a share in a syndicate can be a fun and cost effective way to get involved in racing. There will be all range of syndicates put together at the Sale to suit all buyers and



budgets. Either contact your trainer of choice directly to make an enquiry, or ask someone at NZB to point you in the right direction.

7. Prior to purchasing, it's important to familiarise yourself with the National Yearling Sale's Conditions of Sale found in the catalogue as all buyers and vendors will be deemed bound by them. If there's anything you don't understand, just ask someone at NZB.
8. Want more information? NZB sends out regular news and updates from its website (www.nzb.co.nz) so sign up on the homepage if you're keen to be kept in the loop.
9. Need a hotel, taxi, or dinner reservation? NZB hospitality co-ordinator Victoria Vela (victoria.vela@nzb.co.nz) can help with all your travel arrangements.
10. Get yourself to the Karaka Million Twilight Meeting which features New Zealand's richest race, the \$1 million Karaka Million, a race for two-year-old eligible graduates from New Zealand Bloodstock's 2011 National Yearling Sales. Held at the Ellerslie Racecourse on the eve of the Karaka Premier Sale, this is the hottest meeting on the racing calendar. Contact Jess Rose at the Auckland Racing Club (hospitality@ellerslie.co.nz) for a range of ticketing options.

At the Sale

1. The Karaka Sale is open to the public and everyone is welcome to come along to make an enquiry, or just enjoy the atmosphere. If you are new to the salegrounds, don't forget young thoroughbreds can be unpredictable so exercise care, especially with young children.
2. The Premier Sale will be held on 30 & 31 January (516 lots), the Select Sale on 1-3 February (620 lots) and the Festival Sale February 5 (308 lots). Selling starts at 10am each day for the Premier and Festival Sales and 11am for the Select Sale. The Sales can be viewed live online at www.nzb.co.nz and the Premier Sale will be broadcast live on Sky Sports 3 and TVN in Australia.
3. Inspections: All buyers are advised to inspect a horse prior to purchase. Horses offered for sale are available for inspection at Karaka at least 24 hours before they enter the auction ring, with no obligations to buy.
4. X-rays: A number of horses in the Sale will have x-rays available for viewing by your registered veterinarian. If you need a vet recommended to you, speak to staff at NZB.
5. Announcements: It's important to listen for any announcements made by the auctioneers that could affect the value of your chosen Lot as buyers will be deemed to have knowledge of those details if they bid on that horse.



6. GST: All Sales are conducted on a GST exclusive basis and bidding is done in New Zealand dollars, with the conversion to US, Hong Kong, Singapore and Australian dollar values shown on the bid board in the sale ring. Horses bought to be exported are exempt from New Zealand GST if they are exported within 24 months of sale and do not race in NZ in that time. The staff in the saleday office can help you determine whether your purchase should be zero-rated for GST.
7. Business Centre: Stay in touch with the rest of the world easily and cheaply from Karaka with free internet, fax and photocopying facilities, plus phone chargers and more.

Post-Sale

1. If you successfully purchase any Lot you, or your agent, will be asked to write down your buyer registration code and sign for the horse ringside. You must then immediately take the pink form to the sale day office to provide the necessary payment details and the destination for delivery of your horse.
2. Scoping: When you purchase a horse in the ring you will have the option to have your horse 'scoped' for respiratory disorders by ticking the box on the Acknowledgement of Purchase. A scoping failure will permit you to cancel the sale.
3. Insurance: Insurance cover is available from NZB Insurance immediately from fall of the hammer by ticking the box on the Acknowledgement of Purchase form. Contact Insurance Manager Jim Bruford (jim.bruford@nzb.co.nz) for further information.
4. Karaka Million: For a one-off payment per yearling, you can nominate your horse for the \$1 million Karaka Million (Res. L), a 1200 metre two-year-old race which will be held on the eve of the 2013 Karaka Premier Sale. The horse will also be eligible to race in the Karaka 3YO Mile (Res. L) at three which is held at the same meeting. For more information on the Karaka Million Series please contact Jessie Gower (jessie.gower@nzb.co.nz).
5. Horse Transport: For purchases destined for overseas, NZB Airfreight can organise transport simply and cost effectively. NZB Airfreight has regular flights to Sydney, Melbourne, Singapore, Malaysia, Macau and Hong Kong and will have extra flights to accommodate National Yearling Sale purchases. Contact Airfreight Manager Greg Northcott (greg.northcott@nzb.co.nz) for further information. For domestic transport, you just need to speak to someone in the saleday office.
6. Buyer Reward Credit: If you are an international buyer attending the Sale you may be entitled to credit against your purchase(s) as a contribution towards your travel expenses to New Zealand. This credit is administered after you have paid for your horse. Please enquire at the sale day office or contact Petrea Vela (petrea.vela@nzb.co.nz).



7. Horses Not Sold: Sometimes horses don't reach their vendor's desired price in the auction ring and are classed as 'passed in'. These Lots are often still available for sale after the auction and are listed in the results with their reserve price. You are welcome to make an offer on any passed Lot by contacting NZB agents Danny Rolston and Clint Donovan or using the NZB internet facility on the website.
8. Results: Full results from the Sales will be posted on New Zealand Bloodstock's website every 30 lots, and are available in hard copy from Faye Hunt at Reception (reception@nzb.co.nz).
9. Horse Education: If you live overseas but would prefer to have your horse stay in New Zealand for further education and benefit from the pristine pastures and expert horsemen, there are a host of options available. Speak to any NZB member of staff for advice and details.

If you have any questions at all about attending, inspecting or buying at Karaka, please contact any one of the team at New Zealand Bloodstock.

