

**2020 STANDARDBRED HORSE SALES COMPANY ANNUAL SALE
REGISTRATION FOR ONLINE AND TELEPHONE BIDDING**

ALL CUSTOMERS REGISTERING FOR ONLINE AND TELEPHONE BIDDING ACCOUNTS MUST CONTACT GUNJAN PATEL AT gpatel@hanoverpa.com OR BY TELEPHONE AT 717 – 637 – 8931. CUSTOMERS ARE STRONGLY URGED TO COMPLETE THE REGISTRATION PROCESS ONE WEEK PRIOR TO THE SALE.

CUSTOMERS REQUESTING NEW ACCOUNTS ONCE THE SALE BEGINS WILL BE DISAPPOINTED!

Standardbred Horse Sales Company will conduct its 2020 Annual Auction at the Maryland State Fairgrounds under COVID-19 safety guidelines approved by Maryland public health officials. Nevertheless, the Company is aware of the need for customers to purchase horses from remote locations due to travel restrictions, quarantine challenges, and personal safety concerns about COVID-19. Standardbred will offer extended telephone bidding support, and a new password-protected online bidding service for customers not attending the sale.

Both telephone and online bidding accounts require a pre-registration process that will take a significant amount of time for completion. Gunjan Patel will handle all initial contacts. The registration process requires your co-operation and patience for successful completion and return of all forms.

ONLINE/TELEPHONE BUYER REGISTRATION FORM – all customers must complete a Buyer Registration form, which provides essential information about the expected amount of purchases and proposes a method of payment. Financial information and references, insurance information for buyers who secure credit terms, and identification of a trucker/shipping agent or another individual attending the sale who will arrange for transport of horses from the facility is necessary. Customers with established credit will likely be granted credit in similar amounts for the 2020 sale. Customers without established credit, and without an extensive history of satisfactory business transactions with the Company, will likely be required to deposit funds sufficient to cover expected purchases prior to the sale.

CONFIRMATION OF SALE FORM – all customers must sign a representative “Confirmation of Sale” form that will legally bind customers to online and telephone transactions.

TERMS & CONDITIONS OF SALE – all customers will be provided with a copy of the Terms & Conditions of Sale.

AUTHORIZATION OF AGENT FORM – for customers who will appoint someone attending the sale in person to act on their behalf.

LIST OF HIP NUMBERS/HORSES OF INTEREST – customers will be required to submit a list of hip numbers/horses for which they have interest in bidding/purchasing. This requirement is especially necessary for telephone bidders, as the Company must arrange for enough clerks to handle calls.

Once all forms have been completed, submitted, and when all approvals have been given by the Company and funds deposited as required, the Company will then establish online and telephone bidding accounts for customers. Additional instructions about online and telephone bidding will be made available at that time. ***Customers must understand that the registration and approval process WILL take time! Customers waiting until the last minute to register will likely be unsuccessful, and should instead arrange for an Authorized Agent attending the sale to act on their behalf.***

PLEASE COMPLETE THE REGISTRATION PROCESS IN A TIMELY MANNER TO AVOID DISAPPOINTMENT