



## BUYING A HORSE WITH FRENCH HORSE EXPORTS

We know that buying a horse in Europe can be seen as tricky and scary. But don't worry we take care of absolutely everything along the way in order to get your new horse safe and sound straight to your barn door! We are committed to creating a stress free and enjoyable buying experience for you and finding you your next dream horse.

The following document provides you with information about the whole buying process we have built and improved over the couple past years. It will explain our way of working before you get started on your "next-horse search".



We are constantly looking for new horses to add to our catalogue. We go around France and more specifically Normandy, which is the number one equine region in

France, to personally select horses. We have developed close relationships with proven quality breeding farms and stables and offer horses directly from breeders and private owners. We also go to a lot of horse shows to see how horses behave in a show environment. Horses are chosen for their temperament, their breeding, conformation

and their abilities. Show results of the horse are also taken into account.

Before coming, we ask you to select horses from our catalogue. You can also give us your criteria so that we can look for new horses to show you.

We update our catalogue monthly to give accurate prices and information. However, prices may slightly change (increase or decrease) sometimes depending on the horse's performance or seller's financial situation. It may happen that we are not informed of such changes before the horse is presented (this rarely happens though).



## BUYING UNSEEN



Many of our clients might not have the budget to come over to France to try horses.

That is why French Horse Exports offers clients the option of buying horses unseen. Actually over a third of the horses that we have sold have been purchased unseen and untried. If a client can't make it out to France we work with them to find exactly what they

## HORSE TOUR



For clients that want to come over to France and try horses we offer a horse tour.

Before coming to France you will narrow down your selection with our help. Then, depending on how many days you are in France, we will look at horses everyday while also giving one day to re-try the horses you liked.

are looking for through detailed explanations from them, going through sales videos together, and analyzing videos of them riding. Once we have deciphered what they are really looking for we narrow down the list of horses. Then myself or my business partner will go to try the selection to help clients select what they are looking for. Through these methods we have been able to match up clients to the horses they are exactly looking for.



Our Horse Tour services include:

- Scheduling horse trials
- Booking of hotels and restaurants
- Video service of you riding/YouTube link, which allows you to review the horses again on your own time
- By request: visits to equestrian events, tack stores, and tourist attractions



To be able to successfully organize your trip, we ask you to let us know the horses you have selected at least 10 days before coming so that we can call every owner to make sure they are available to present the horses you have selected. We will then deliver the details of your Horse Tour program. We will let you know how much the accommodation costs because we ask clients to pay for it before or during they coming.

We have free access to the national stud of Saint-Lô so it is possible to gather horses there and to try them on a whole course in a show environment. To organize such a gathering, we need to know about 3 weeks in



advance the dates you will come so that we can book one of the arenas.

We usually rent a three-bedroom

guest house that is located 10 minutes from the National Stud where we gather horses for presentation. It costs 80€ to 100€ per night depending on the period of the year.

We will not charge you any expenses for the horse tour if you buy a horse, you will only pay our commission and your accommodations.

If not, we charge a fee of 150€ for the service of organizing the horse tour and then 90€ per day for the personal tour service. We also charge tolls and gas (0.5€/km). The distance is calculated from the place where we will pick you up/meet you to the last place where we will drop you off/leave you.

## AFTER YOUR TRIP

Since it is a big financial investment, we fully understand that buyers need to take their time and think everything over before making a decision to buy a particular horse. We ask sellers to hold the horses for you for one week after you leave and not to present the horses to anyone else. You should know though that after one week, if you haven't made any offers, we cannot prevent sellers from presenting their horses to other clients.



## BLOOD TEST AND VETTING

When a final price has been agreed on, we schedule the blood test and the veterinary exam. The horse will be tested for the same diseases upon arrival in the destination country. If the horse is sold to the USA, a blood draw must be made to test for the following diseases:

- Equine Piroplasmiosis (C-ELISA test, CFT test and immunofluorescence protocol)
- Equine Infections Anaemia (Coggins test)
- Contagious Equine Metritis (CEM test – only required for mares and stallions)

Once the blood draw has been sent to the laboratory, it takes about 5 working days to get the results. It takes 7 working days for the CEM test.



If the horse is negative for the blood tests, we will then do the vet check and x-rays. We ask

owners to take videos of the flexions as well as the circles on the hard and soft ground.

## PURCHASE AGREEMENT

After the vetting, if you decide to buy the horse, we will send you a purchase agreement that has already been signed by the owner. We ask you to sign it if you agree with all the terms and to send a copy to us. You can then proceed to the wire transfer when the contract has been signed.

## COMMISSION FEE APPLIED ON HORSE SALES

When buying a horse through a broker or an agency, it is important to remember who the agent is working for. Our work is undertaken on behalf of the buyers, the aim is to provide a quality sport horse at a fair price. We will represent the buyer throughout the negotiation process and do our best to achieve a great deal for him or her. The final price includes a maximum of 10% commission fee paid by the buyer of the horse; this is clearly defined in the purchase agreement. If you are purchasing multiple horses, you are given a discount on commission. French Horse Exports works independently: we are not tied to any barn, horse agent or rider.



## INSURANCE

We strongly recommend that you to insure your horse from the moment you purchase them. If your insurance requires you to fill out a form, you can provide us with the form before the pre-purchase exam so that the vet can fill out the form.

## TRANSPORTATION



The import regulations are very diverse and complex. Documentation requirements, quarantine, vaccination implications and veterinary regulations vary widely from country to country, and are subject to change. We make sure that your horse complies with all the necessary regulations and we arrange for transportation from the seller's barn to your barn. We also take care of the paperwork for quarantine. After having compared several transport companies for hauling horses, horse care, price and

customer service, we selected Equi-services ([www.equiservices.fr](http://www.equiservices.fr)), a licensed transporter who provides high-quality services for short and long distance transportation. We and our clients have been very satisfied with their services so far.

## ARRIVAL

Horses going to the USA must stay for 3 days in quarantine on arrival where they will be tested on earlier mentioned diseases. When these test results are negative, the horses will be released from quarantine. Geldings can then travel to the final destination. Mares and stallions will be transported to a CEM-quarantine facility. Be aware the trip can be a stressful situation for the horse. They may arrive looking skinnier than you remember and tired. This is completely normal and in order to prevent the horses from losing weight we ask the seller to make sure the horse gets plenty of hay one week to two weeks before his departure.





## **HOW SHOULD I PREPARE FOR A TRIP?**

First of all, you have to know what kind of horse you are looking for. You need to tell us what your criteria is so that we present horses that are suitable for you. If you come to France to try horses, make sure to bring warm clothes and a rain coat! You should also prepare for the purchase of a horse: are your funds readily available? What insurance will you use? Are your trainer/trainers available to see some videos?

## **WHEN IS THE BEST TIME TO SHOP FOR A HORSE?**

Any time of the year is good to try horses! But if you are particularly looking for a young talented horse (up to 7 years-old), we advise you not to come between mid-August and mid-September. During this period of the year, the owners whose horses have qualified for the national final in Fontainebleau (that usually takes place the first week of September) are less willing to present their horses to buyers or are asking for high prices.

## **HOW LONG DO I NEED TO GO TO EUROPE FOR TO FIND A HORSE?**

We usually recommend a trip of 2-3 days, as we make a selection with you before you come. You will only get to see horses that are within your budget and meet your requirements.

## **SHOULD I INVOLVE MY TRAINER?**

We advise you to involve your own trainer in the horse-buying process. You can share videos with him/her and discuss preferences or even bring him/her on the trip to help choose the appropriate horse.

## **DO I HAVE TO SIGN ANY CONTRACTS?**

Once the horse has been vetted, if you decide to buy the horse, we will send you a purchase agreement that has already been signed by the seller. We ask you to sign it if you agree with all the terms and to send a copy to us (so that we can send it to the seller). You can then proceed to the wire transfer process when the contract has been signed.



## ARE THE PRICES NEGOTIABLE?

We make an effort to convince sellers to set realistic prices. We give them the final price of comparable horses we have sold or the asking price of comparable horses for sale. Nevertheless, it is always possible to negotiate the price. We will help you determine an initial offer that is sufficiently aggressive but not too low for the owner (The French are easily insulted by initial offers that are too low). However, you should keep in mind that the first offer influences the negotiation process and any final agreement, so an initial offer that is too aggressive will scare or annoy the seller and perhaps even cause him to walk away from the negotiation process. Our main objective is to support you in order to reach an agreement that is within your budget and that also satisfies the seller.

## HOW LONG DOES IT TAKE FOR A HORSE TO GET TO MY BARN FROM FRANCE?

This depends on several things, it usually takes about 2 to 4 weeks. Mares take longer than geldings because of the CEM test. One more week is needed for the CEM test for

mares in France and they will have to stay in quarantine in the US for an additional 2-3 weeks.

## HOW MUCH DOES THE TRANSPORTATION COST?

The price of transportation depends on different factors: whether the horse is a gelding, a mare or a stallion, how far is the horse located from Amsterdam and how far is the barn of the buyer from the arrival airport, what are the quarantine regulations of the country where the horse is imported, etc.... We try, if possible to gather a shipment of several sold horses at the same time in order to lower the price of transportation. We always provide buyers with a quotation if asked. The average price for a gelding that is shipped with at least two other horses from Normandy to New York JFK airport is about \$7,000 to \$8,000 USD (quarantine fee included). It costs approximately \$2,000 USD more if it is a mare and approximately \$5,000 USD extra for a stallion. Then you should add transportation costs from JFK airport, LAX, or Miami to your barn.



## HOW TO PROCEED FOR THE PAYMENT OF THE HORSE?

When proceeding to the wire transfer, make sure to send the money in Euros and not in Dollars. The amount you send should include your bank fee for international wire transfer. We ask buyers to send us the receipt of the wire transfer. We send it to the sellers so that they know the wire transfer has been initiated. Once the wire has been sent, it usually takes about 2 to 7 working days for the seller to effectively receive the money on his/her account.

Please note that the full payment of the horse as well as the payment of the commission fee should be received respectively on the seller's and on our account before the date of the shipment of the horse. Otherwise, the shipment of the horse will be postponed.

When there are several co-owners that sell a horse or if the buyer, for reasons of convenience, wants to send only one wire transfer, we use the account of a French equine public organization called "Unic" ([www.chevalunic.fr](http://www.chevalunic.fr)). The buyer sends one

global wire transfer (equal to the price of the horse, vet expenses, FHE commission) and Unic shares it between the different parties involved in the sale.

## WHERE IS FRENCH HORSE EXPORTS LOCATED?

We are located in Normandy (Rouen), only one hour and a half from Paris. Normandy is the number one equine region in France. It hosted the World Equestrian Games in 2014. Most of horses that we offer for sale are owned by Normand stables. This enables us to gather horses in the same place to allow you try them out. Having most of the horses situated in the same area makes it also easier to organize a "Horse-Tour" in order for you to visit several stables and try horses without having to drive for too far. Nonetheless, we also search for horses all over France if we cannot find a large choice of horses in Normandy that fit our client's requirements. Once the horse arrives at your barn, feel free to send us pictures and videos, we really like to give updates to the previous owners because most of them really care about how their horse is doing!