



## “Usual & Customary”

Most breeders are actually independent business people, and as such, will determine the criteria and policy by which their puppies are sold. To get a sense of what may be considered “Usual & Customary” practice in the sale of show/breeding prospects, we asked a random sampling of experienced breeders to share their policies for the sale of show/breeding prospects. Our questions are below, with the breeder responses following: (many thanks to our fellow breeders for their responses!)

When selling a puppy as a show/breeding prospect, what is your policy? In addition to your general thoughts, please address the following points:

1. Price: different from other pups in litter - higher or lower?
2. Ownership: do you co-own or sell outright?
3. Contractual conditions, if any, regarding breeding: including selection of stud dog and/or puppies back?
4. Contractual requirements: if any, regarding showing?
5. Any other requirements or conditions, i.e. use of kennel name, health tests etc.

### **Arlene Marshrey Windwalker Weimaraners**

If a pup is graded to be a show prospect, then it should have a chance to prove its quality by obtaining a show championship. I do not grade pups for breeding, as many factors attribute to choosing dogs that should be bred, and these cannot be fully evaluated until the dog is grown. Some of these factors are conformation, size, intelligence, talent, temperament, trainability, and health. Breeding should involve much more than just a pretty dog.

My pups are sold all at the same price, which we keep reasonable.

If a pup has an obvious fault, the price is lowered. I do not sell on a co-ownership unless I am helping the owner obtain a show championship. When this is completed, I sign off as co-owner. If the dog is used for breeding, it must first be evaluated, OFA must be obtained and the dog must have proven that it is worthy by obtaining AKC and/or WCA titles. The breeder must be consulted in choosing a stud dog.

If an adult dog is determined not to be a breeding prospect, it must be spayed or neutered. We do not require puppies back. We encourage showing if the dog is of

show quality, but realize that not everyone wants to show, and if the dog has a good, loving home, that is of prime importance. Our contract also asks that the dog's AKC registration be sent in as soon as possible, and that the name be discussed with the breeder. A shot schedule is provided.

The buyer is advised that some Weimaraners may experience shot reactions and that the breeder cannot be held responsible if the shot schedule is not followed. Buyer is asked to advise breeder of any health problems encountered. If genetic health problems arise in the first year, the dog and medical records can be returned to the breeder for a refund of the purchase price. We also ask that if the buyer finds they are unable to keep the dog, it must be returned to the breeder for placement in another home. The dog must be raised in a house as a companion. An initial health/temperament guarantee is given for 72 hours during which time the pup may be returned for a full refund.

**Ann Johnson**  
**Ultima Weimaraners**

All of our puppies, pet and show alike, have always been sold for the same amount within each litter. Each one is just as precious as the next one. Each one requires and receives the same amount of time and effort on my part. Also, I won't haggle over the

price, because if they can't afford the initial expense, then they can't afford to raise the puppies the way I want them raised - as permanent family members, with all their needs met.

Whether or not I co-own a puppy or sell it outright depends on the buyer. If it's someone I know, and I'm delighted to have a puppy with them, I will usually sell the puppy to them outright. If it's a close friend, sometimes we just co-own it together with no funds exchanged. If it's a first time show home, I usually co-own the puppy until the puppy has received its championship title. Sometimes with bitches, I will keep my name down as a co-owner just to be able to influence (guide) future breedings. I do not require puppies back.

Sometimes when placing a show male, I might request one or two future stud services. I've rarely ever collected on these requests though. I require show prospects to be shown to their championship titles, but this isn't always achieved. I consider the owners and the individual dog as far as in deciding how hard to push them to finish the championship on the dog. With show bitches, I might try to encourage them to breed them, but it's not a requirement. I've always been more concerned with the quality of the home that they went into. I have a show contract and a pet contract, but they're

not always used. A lot of my puppy owners are usually repeat customers, who have proven to me that they will provide the kind of home that I'm looking for with my puppies.

I do require that my puppies carry the Ultima kennel name.

### **Billie Thompson Sagenhaft Weimaraners**

The majority of my pups are sold outright with only a few on a co-ownership. There is no crystal ball to guarantee what an eight week old pup will be at two to three years of age. I have only my educated guess based on knowledge of the line, my eye, combined with continual observation and interaction for the first eight weeks for any determination of their future promise. For me, charging one price for all the puppies is right, as a well-bred litter will encompass temperament, health, conformation and instinct. I don't require contracts or stipulations that a pup must earn its championship, or a given number of titles, or specific handler used, etc. I'm far more comfortable with carefully discussing plans and expectations followed with mentoring and encouragement. I want my pups given the opportunity to excel as much as anyone, but a rock solid good home is the bottom line. I ask that the registered name begin with my kennel name, I've only been disappointed once. I was

also touched when the stud owner of my first litter graciously offered to use my very new kennel name with her puppy.

### **Deb Nusbaum Aldemar Weimaraners**

When selling puppies I charge the same for show and pet quality dogs. I take just as much time raising both and explain that they are buying me for the lifetime of the dog. I will be available anytime and for any reason. I do give a \$100 refund on pet quality upon proof of spay/neuter. I do co-own some of my dogs, but usually it is with someone I know well and have a good relationship with before entering into a co-ownership.

I will sell a show prospect outright if I feel the owners are sincere about showing and agree to have me evaluate the animal at 12 months. I do not have them sign any contract, as I know that I would probably not take them to court try to enforce a contract. I do a lot of "gut" feeling when selling a dog, which has worked great for me. I do let people know that I will be mentoring them and directing them towards a mate and encourage them to ask questions if they do not understand.

If I do sell on a co-ownership agreement, I usually only charge 1/2 of the price of a puppy (but in many cases do not even charge

for the dog) and require a puppy back. If I whelp the litter, I take an additional puppy for whelping and raising the litter, plus 1/2 of the remaining pups. If I do not whelp the litter, I get my puppy for the co-ownership, and depending upon the size of the litter and my investment dictates how many additional puppies I may take. Since I do the tails and dew claws, vaccinations and I also sell the puppies, this is why I take a portion of the litter. If I also have a financial investment in the litter that could consist of prenatal care, stud fee and vaccinations, this will also play into how many puppies I will take. Most of the time I whelp the litter, but as I have aged I have let the owners whelp the litters.

If I co-own the dog I do require that the puppies carry my kennel name, and if they choose to add their kennel name it is ok. Again, I do not put a lot of strings on my dogs with the exception of the puppy bill of rights that requires them to return the dog to me if any time in the animal's life they cannot keep it.

### **Ellen Grevatt**

#### **Greywind Weimaraners**

First and foremost, I want the best possible forever home for all my puppies.

I do not sell my puppies at different prices. It is an estimated guess that a puppy will eventually

be a show dog. Actually, we all should probably sell our show prospects for less than pet puppies because of all the money the owners will spend on showing the puppy.

I generally sell my puppies outright. On occasion, I have co-owned, but this is only because the puppy went to a friend and that is the way they wanted it. I don't tie people up with strings. I am always available to help in any way that I can and willing to be consulted regarding stud dogs, etc.

I request that the puppy be shown in his/her Futurity/Maturity if they are competitive at the time. Beyond that, I am willing to show the puppy to its Championship at no cost to the owners, other than, they pay all entry fees. I request that the new puppy owners use my kennel name and that at two years of age they be OFA certified and whatever additional health certifications are necessary at the time.