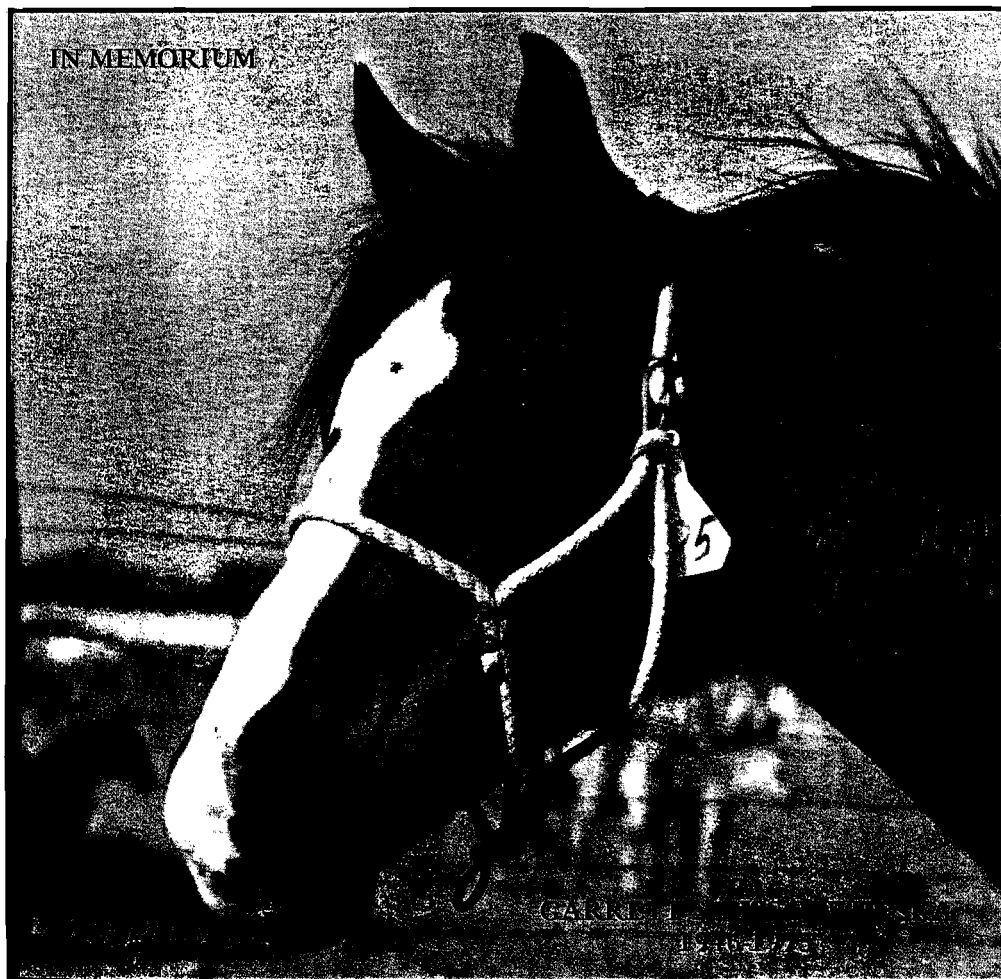


# QUARTER RACING WORLD

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THE VOICE OF QUARTER HORSE RACING

# RUTLAND

QUARTER HORSE SALES CO.

RUTLAND QUARTER HORSE SALES CO.

Rt. 1

Independence, Kansas 67301

(316) 331-2485

Guy Ray Rutland, *President*

Mildred Rutland, *Vice President*

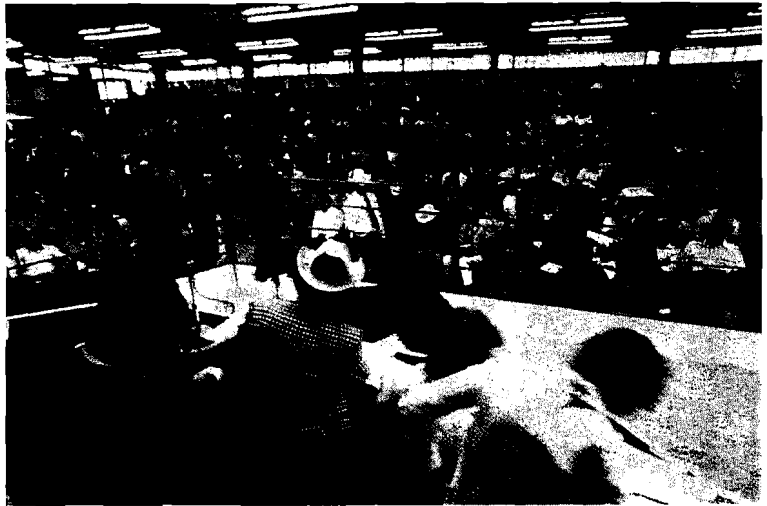
Jeff Rutland

Cliff Rutland

Alice Rutland

Mrs. Becky Barr

*Guy Ray Rutland*



## "A Family Affair"

The Annual Rutland Ranch Production Sale is held on the second Saturday in October, starting at 12:00 o'clock noon. This year it will be October 11, 1975, 12:00 o'clock noon, in the "Mare Motel" sale pavillion, at the Rutland Quarter Horse Ranch, two miles south and 1 mile east of Independence, Kansas. Selling their weanling foals each year, which has varied in numbers from 75 to 135 head, Dean Parker of Auburn, California, has been the auctioneer every year since the first sale in 1967, with the exception of 1968, when Tom Caldwell was at the mike. Sitting beside Dean Parker in the Auctioneers box is Guy Ray Rutland, owner and operator — and "the Boss" (he says he has his wife's permission to say this!) Guy Ray reads the pedigrees and makes a few remarks about the foals and their future potential. The ring clerks are Mrs. Cliff Rutland and Mrs. Becky Rutland Barr. Mildred E. Rutland (Mrs. Guy Ray) is the Office Manager, who is very ably assisted by the wives of some friends. Cliff Rutland, the oldest son, is the sale foreman, and leads and shows the horses in the sale ring. Jeff, the younger son, is the yard foreman of the sale, and is assisted by the ranch

hands and family friends in getting the foals to and from the sale ring and loaded out to the new owners.

The foals and horses at the Rutland Ranch, prior to beginning the annual production sales, were sold at private treaty at the Rutland ranch. Due to the increasing number of foals, and the lack of time for private treaty sales, an enlarged breeding operation, Guy Ray started his first annual production sale in 1967, selling 116 weanlings, including 98 Bar Money foals, with an average of \$749.

The second Rutland Ranch Production sale was in 1968, featuring Pacific Bailey's first foal crop, averaged \$477. The sale average has steadily increased, and in 1974, the sale average on 89 foals was \$1980, with the top foal bringing \$10,000. Among the foals in our sale this October 11, 1975, will be a full sister to Pacific Dan (S.I.104) by Pacific Bailey. Pacific Dan was the Three-Year-Old Champion Running Gelding for 1974. He sold in our sale for \$625.

Guy Ray Rutland is the eternal optimist, with high hopes of a Pacific Bailey (or a Rutland Ranch-bred horse) winning the All American Futurity someday! Naturally, he expects his sale averages to increase, year by year, but most of all, he looks

forward to when his sons, Cliff and Jeff (the latter a Pre-Vet at KSU), will take over the reins of Rutland Ranch so that "Grandpa" can just sit and give directions.

# DEAN H. PARKER

and ASSOCIATES, INC.

DEAN H. PARKER AND ASSOCIATES, INC.

12640 Lone Star Road  
Auburn, California 95603  
916-885-3945

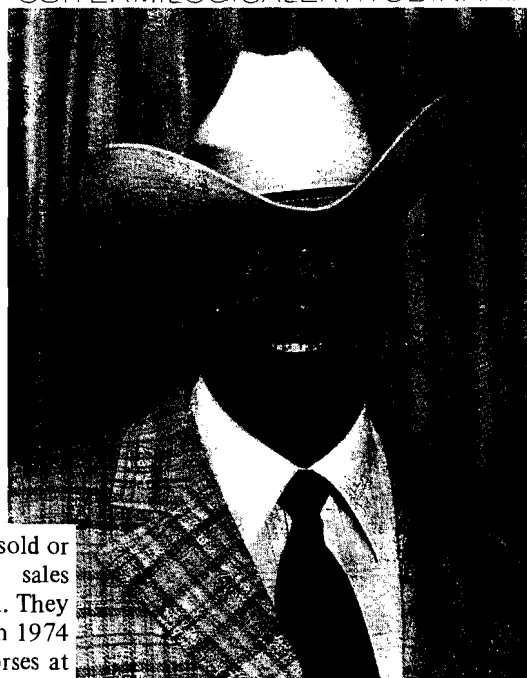
Dean H. Parker, *President*  
Thane Lancaster, *Vice President*  
Marilyn S. Parker, *Secretary*  
Kina Lynn Parker, *Treasurer*

DEAN H. PARKER and ASSOCIATES, INC., one of the most successful sale companies in the industry, was begun in 1961. At that time it was known as Dean H. Parker, Auctioneer, however, in 1970, after several years of association with Thane Lancaster, the present corporate name was created. Dean H. Parker and Associates, Inc. offers clients the benefit of over 15 years of experience in managing and selling Quarter Horses. This experience includes the total package of advertising, promotion, researching, printing, insuring, announcing, auctioneering, clerking, photography, etc., the whole ball of wax. Parker, a veteran in the auction business since 1949, provided the management know-how for the early development of the All American Futurity Yearling Sale, and it was his sales and promotional expertise that helped create the sale's success during 12 of its 14 years when he provided either sales management, auctioneering or both for the successful sale. He performed a similar service for the Twin Classics Yearling Sale. The Parker-Lancaster team developed and still manage the Mile High Select Quarter Horse Sale in Denver, the All Western Quarter Horse Sale in Northern California, the Northern Racing Quarter Horse Sale in

Washington, and in 1974, they sold or managed 53 Quarter Horse sales throughout the U.S. and Canada. They also provide agency work and in 1974 they sold over 500 head of horses at private treaty, in addition to the 5,000 horses at auction with a gross of over \$10 million. Rightfully, perhaps, they can claim the title of being the world's largest sales management organization in terms of number of sales, number of horses and volume of dollars. Says Parker, "We have the distinction of having sold the highest priced Quarter Horse stallion ever to sell at auction, the highest price Quarter Horse mare to ever sell at auction, the highest priced Quarter Horse yearling to ever sell at auction, and the highest average ever achieved on a private sale at auction." Dean H. Parker and Associates, Inc., in conjunction with the National Quarter Horse Sales Company, originated and manage the International Quarter Horse Yearling Sale. Parker and Associates, Inc. operate their own horse insurance company, operate a fleet of horse vans for horse delivery service and operate their own twin engine airplane for speed and accessibility to any part of the country.

*Dean H. Parker*

"POSITERMILOGICALEXTITUDINARIAN"



*Dean H. Parker*