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Tattersalls alliance sees Osarus guarantee

BY SCOTT BURTON

11:13AM 13 FEB 2013

FRENCH sales company Osarus has unveiled the first fruits of its strategic alliance with Tattersalls in announcing a payment guarantee to all vendors.

The agency, which held its first yearling auction in September 2008, will hold four sales around the west of France in 2013, starting with the Osarus breeze-up sale at Le Pornichet on April 30.

"This progress is a result of our alliance with Tattersalls and the conditions will be identical to those of the Newmarket company - namely that 100 per cent of the price will be paid 35 days after the sale," said Emmanuel Viaud, a director at Osarus. "By way of comparison, Arqana offers half payment to vendors 30 days after the date of sale, with the balance 60 days after the purchase.

"This guarantee represents a real advantage to French breeders and will be written into the conditions of sale for the Pornichet catalogue."

Osarus enjoyed a landmark year in 2012. As well as the agreement with Tattersalls, the company enjoyed a 71 per cent increase in turnover following a reorganisation of its calendar and celebrated a first Group 1-winning graduate in the shape of Prix Royal-Oak.

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