

Robert,

These costs are approximate, Ron and I used numbers and charges likely to be incurred by someone who does business in southern California. Kentucky would be higher in all categories.

**The breeding season is Feb 15 – July 1.** Most breeding contracts state that you must attempt to get the mare in foal all season. (If she goes to the breeding farm early -- Feb. lets say, and doesn't get in foal and it's May, you are obligated to try 'til July, you can't bail out at this point to cut your probable losses.)

**Mare at the farm waiting to foal**

Day rate - \$14-20, add \$2 per day when the foal is born.

Foaling charge - \$150 - \$300 (just to be there and perform normal procedures, any vet services would be extra)

Breeding Costs – Stud Fee and the vet services associated with getting the mare in foal average about \$200 per cycle. If she takes 6 months to get pregnant, these can really mount up because now she is a "problem mare" and they'll want to do expensive hormone therapy on her)

Foals are usually weaned at 4 – 6 months at which time they are charged the same board as the mare.

**Foals, they just keep growing and creating bills!** Hopefully they are healthy and the only additional bills will be maintenance, vaccinations, feet trims and worming (this will ball park \$300/year, depending on whom is performing the services. Some are insured others are not, they are eligible for insurance at 24 hours old. If you choose to insure, a ball park rate is 3 ½ % of the insured value.

**About two months before a sale they'll need to start the sales prep process.** Almost all the sales are summer through fall of the yearling year; some people now sell weanlings and cut out a year of upkeep. These are usually the really well bred ones – average pedigrees animals still need to "grow up" a little more before they attain much value.

Sales prep day charges are about \$25/day for 2 months (total \$, not on top of the \$14)

You will pay to ship the horse to the sale, maybe \$100 within California - up to the \$800-\$1000 range if going across the country.

At the sale, the day rate jumps up to about \$50 (this is about 5 days, depending on when the sale requires you to be on the grounds)

**Sale expenses**

The agent who "sells" the horse for you will get 5% of the sale price and the sales company will also take their 5%. It will cost you about (again, depending on which sale you chose) about \$300 just to be in the catalog.

To make the horse more attractive to buyers, they may be nominated (by breeder) to the Breeders' Cup \$500, additional incentive programs (about \$100 each) and add in a fee to be certified as a state bred - another \$100.

**Yearlings generally go to the farm to get broke in December or January when they turn 2.** The rate is about \$35/day and they stay an average of 2 months. After that they may go to a training center, like San Luis Rey Downs, for another couple of months to refine the training, the bills here would average about \$45/day.

**Now we're to the racetrack.** Average Day rates are: Ariz. - \$30-35, Northern Cal - \$45-50, southern Cal - \$65+ Vet bills for a healthy horse, can average \$300 month, and if they get hurt, well just mortgage the house!

Most 2 year-olds get some sort of respiratory infection (= more vet bills) with the stress of training and the exposure to all the racetrack "bugs" and if they are not coughing they are limping because their shins are sore. This means that the first race must be postponed until they are over the problem and it could set them back weeks or months (starting "over" again after 2 months R and R is not unusual while the day rate meter continues to run)

Don't forget you have to pay to get licensed as an owner (\$100-\$200 in California?) and also buy your own silks, another \$200.

Happy Racing!

# SEATTLE SLEW

dkb/br, 1974

Height 16.2

See gray pages—Bold Ruler

## RACE AND (STAKES) RECORD

Age	Starts	1st	2nd	3rd	Earned
2	3	3(1)	0	0	\$94,350
3	7	6(5)	0	0	\$641,370
4	7	5(3)	2(2)	0	\$473,006
Totals	17	14(9)	2(2)	0	\$1,208,726

Champion colt at 2 and 3

Horse of the Year at 3

Champion older horse at 4

**Won Kentucky Derby** (gr. I, 1 1/4 miles), **Preakness S** (gr. I, 1 1/8 miles), **Belmont S** (gr. I, 1 1/2 miles), **Flamingo S** (gr. I, 1 1/8 miles), **Champagne S** (gr. I, 1 mile), **Wood Memorial S** (gr. I, 1 1/8 miles), **Marlboro Cup H** (gr. I, 1 1/8 miles), **Woodward S** (gr. I, 1 1/4 miles), **Stuyvesant H** (gr. II, 1 1/8 miles).

**2nd Jockey Club Gold Cup** (gr. I), **Paterson H.**

## SIRE LINE

**SEATTLE SLEW** is by **BOLD REASONING**, stakes winner of 8 races, \$189,564, and sire of stakes winners **SUPER CONCORDE** (champion 2-year-old colt in France), **CRITIC**, **GO STEP**, **BADLYBENT OR BROKE**, **ABOLD DAME**, **HARRY REASONING** etc.

**BOLD REASONING'S** other sons as stallions include **SUPER CONCORDE** (330 foals, 17 SW, 1.49 AEI), **BIG BOLD SEFA** (68 foals, 2 SW, 1.13 AEI), etc.

## STUD ANALYSIS

### Sire Summary

	7 Crops Through 1988	In 1989*	1989* 2yos
Foals	289	—	43
Rnrs	197 (68%)	83	17
Wnrs	133 (46%)	42	8
2yo Wnrs	42 (15%)	8	8
SW	30 (10%)	12	2

6.32 Average-Earnings Index

5.03 Comparable Index

### By Foal Crop

Year	Named Foals	Run- ners	Win- ners	2yo Wnrs	Stakes Winners
1980	30	24	18	4	5
1981	40	32	22	5	6
1982	37	31	20	4	7
1983	38	27	21	5	3
1984	48	31	22	6	4
1985	42	30	22	7	5
1986	54	38	20	11	8
1987	43	17	8	8	2
*Totals	332	230	153	50	40

### By Racing Year

Year	Rank	Wins	Earned
1982		11	\$668,627
1983	NA-7th	38	\$2,124,456
1984	NA-1st	59	\$5,524,220
1985	NA-14th	64	\$2,252,003
1986	NA-5th	66	\$3,368,178
1987		65	\$1,468,039
1988	NA-12th	83	\$2,931,772
1989		74	\$3,029,263
*Totals		460	\$21,366,558

\*to October 11, 1989.

**Lifetime On Turf:** 125 wins, \$4,526,567.

Seattle Slew has sired:

**SLEW O' GOLD**, 80, c (dam by Buckpasser, 2nd dam by Hill Prince): \$3,533,554, champion 3-year-old colt, champion older horse, sire, 1.70 AEI.

<b>Bold Reasoning</b> , dkb/br, 1968 12s, SW, \$189,564 61 f, 10 SW, 3.75 AEI	<b>Boldnesian</b> , 1963 5s, SW, \$107,625 249 f, 27 SW, 2.36 AEI	<b>Bold Ruler</b> , 1954 33s, SW, \$764,204 356 f, 82 SW, 7.73 AEI	<b>Nasrullah</b> , by <b>Nearco</b> Miss Disco, by <b>Discovery</b>
	<b>Reason to Earn</b> , 1963 16s, wnr, \$6,075 10 f, 9 r, 3 w, 1 SW	<b>Hail to Reason</b> , 1958 18s, SW, \$328,434 308 f, 43 SW, 4.48 AEI	<b>Polynesian</b> , by <b>Unbreakable</b> Alabue, by <b>Blue Larkspur</b>
<b>My Charmer</b> , b, 1969 32s, SW, \$34,133 9 f, 8 r, 6 w, 4 SW	<b>Poker</b> , 1963 36s, SW, \$111,097 437 f, 20 SW, 1.13 AEI	<b>Round Table</b> , 1954 66s, SW, \$1,749,869 402 f, 83 SW, 4.01 AEI	<b>Princequillo</b> , by <b>Prince Rose</b> Knight's Daughter, by <b>Sir Cosmo</b>
	<b>Fair Charmer</b> , 1959 4s, wnr, \$2,600 6 f, 5 r, 5 w, 1 SW	<b>Glamour</b> , 1953 37s, SW, \$60,775 17 f, 12 r, 9 w, 4 SW	<b>Nasrullah</b> , by <b>Nearco</b> Striking, by <b>War Admiral</b>
		<b>Jet Action</b> , 1951 40s, SW, \$308,225 81 f, 5 SW, 2.10 AEI	<b>Jet Pilot</b> , by <b>Blenheim II</b> Busher, by <b>War Admiral</b>
		<b>Myrtle Charm</b> , 1946 8s, SW, \$81,830 9 f, 7 r, 6 w, 1 SW	<b>Alsab</b> , by <b>Good Goods</b> Crepe Myrtle, by <b>Equipoise</b>

**SWALE**, 81, c (Forli, Double Jay): \$1,583,660, champion 3-year-old colt, Kentucky Derby (gr. I), Belmont S (gr. I), etc.

**CAPOTE**, 84, c (Bald Eagle, Dark Star): \$714,470, champion 2-year-old colt, Breeders' Cup Juvenile (gr. I), etc.

**LANDALUCE**, 80, f (Bold Bidder, King's Bench, 4X3 Bold Ruler): \$372,365, champion 2-year-old filly, Oak Leaf S (gr. I), Hollywood Lassie S (gr. II), etc.

**SLEW CITY SLEW**, 84, c (Berkley Price, Sunrise Flight): 1,093,796, Gulfstream Park H (gr. I), Oaklawn H (gr. I), etc., to 5, 1989.

**LIFE AT THE TOP**, 83, f (Riva Ridge, Commodore M.): \$989,504, Mother Goose S (gr. I), Ladies H (gr. I), etc.

**TSUNAMI SLEW**, 81, c (Barbizon, Rush Act): \$902,425, Carleton F. Burke H (gr. I), American H (gr. II), etc., sire.

**ADORED**, 80, f (Raise a Native, Hail to Reason, 4X3 Hail to Reason): \$879,977, Santa Margarita Invitational H (gr. I), etc.

**SLEWPTY**, 80, c (Prince John, Mr. Music): \$710,248, Meadowlands Cup H (gr. I), Young America S (gr. I), etc., sire.

**FAST PLAY**, 86, c (Buckpasser, Hasty Road): \$591,545, Remsen S (gr. I), Breeders' Futurity (gr. II), etc., to 3, 1989.

**LE SLEW**, 81, f (Hawaii, Bagdad): \$402,838, Vagrancy H (gr. III), etc.

**VERNON CASTLE**, 83, c (Prince John, Nasrullah): \$390,258, Del Mar Derby (gr. II), California Derby (gr. II), etc.

**SEATTLE METEOR**, 86, f (Northern Dancer, Cornish Prince, 4X4 Bold Ruler): \$379,053, Spinaway S (gr. I), etc., to 3, 1989.

**SEATTLE SONG**, 81, c (Prince Blessed, Flushing II): \$297,970, Washington, D. C., International (gr. I), etc., sire, 1.87 AEI.

**MAGIC OF LIFE**, 85, f (Northern Dancer, Sea-Bird): Coronation S (Eng-I), etc.

Seattle Slew also has sired stakes winners **ORIENTAL**, **SLEW THE DRAGON**, **TAX**

**DODGE**, **GLOWING HONOR** (to 4, 1989), **SEATTLE SMOOTH** (at 4, 1989), **CRIMSON SLEW** (to 5, 1989), **HOUSTON** (at 3, 1989), **SO SHE SLEEPS**, **SAVANNAH SLEW**, **MANASTASH RIDGE** (at 3, 1989), **SLEW THE KNIGHT** (at 3, 1989), **MISSY SLEW** (at 4, 1989), **WHITE BRIDLE** (to 3, 1989), **LOUISIANA SLEW**, **SEATTLE GLOW** (at 3, 1989), **TAI ALRIYADH**, **SWEET SLEW**, **KHOZAAM** (in England), **AL MUNDIR** (in Germany), **GOLD MERIDIAN**, **CLAXTON'S SLEW** (in Ireland), **BITOOH** (in France), **BARB'S SLEW** (at 3, 1989, in France), and 1989 2-year-old winners **DIGRESSION** (in England), **YONDER** (World Appeal S), **In Full Cry** (2nd Adirondack S, gr. II), **Septieme Ciel** (in France), **Slew Boyera** (in France), **Nevada**, **Tributary** (in Ireland), **Eteelya**.

### Sales Analysis Last Three Years\*

	Colts # sold—Avg	Fillies # sold—Avg	Total # sold—Avg
Yrlgs	36—\$496,674	22—\$310,091	58—\$425,901
Wnls	5—\$278,000	3—\$550,000	8—\$380,000
2yos	4—\$105,000	2—\$123,500	6—\$111,167

\*to October 11, 1989.

## FAMILY

### 1st dam

**MY CHARMER**. 6 wins at 2 and 3, \$34,133, Fair Grounds Oaks. Dam of 10 foals, including—

**SEATTLE SLEW** (Subject stallion).

**SEATTLE DANCER** (by Nijinsky II). 2 wins at 3, Derrinstown Stud Derby Trial S (Ire-II), Windfields Farm Gallinule S (Ire-II), 2nd Gran Prix de Paris (Fr-I).

**LOMOND** (Northern Dancer). 3 wins at 2 and 3 in England and Ireland, Two Thousand Guineas (Eng-I), etc. Sire, 3.24 Average-Earnings Index.

**ARGOSY** (Affirmed). Winner at 2 and 3, in Ireland, Kilfrush/What a Guest S.

### Broodmare sire

**POKER**, b, 63. See Blue Pages.

nominated to the Breeders' Cup Series

Owners: A Syndicate

Standing at

## THREE CHIMNEYS FARM

Midway, Kentucky

Inquiries to Robert Clay, syndicate manager or Dan Rosenberg, farm manager, P.O. Box 114, Midway, KY 40347.

Phone (606) 873-7053. Telex 387039. Fax (606) 873-5723.

# Horses Sold - Out of a Dam

Weanling, Yearling, 2-Year-Old, & Racing Age Sales

out of MY CHARMER, 1969

(C) Copyright 2000 Bloodstock Research Information Services, Inc.

All rights reserved.

---

Sales in 1975:

1974 SEATTLE SLEW, C by BOLD REASONING, 1968

\$17,500 KY 1975 Sale Yearling

>> Totals for 1975:

1 Yearling	Sold for	\$17,500 Gross	\$17,500 Average
------------	----------	----------------	------------------

---

Sales in 1976:

1975 GOOD LUCK PIECE, C by JACINTO, 1962

\$100,000 KEESEP 1976 Sale Yearling

>> Totals for 1976:

1 Yearling	Sold for	\$100,000 Gross	\$100,000 Average
------------	----------	-----------------	-------------------

---

Sales in 1979:

1978 CLANDESTINA, F by SECRETARIAT, 1970

\$750,000 KEEJUL 1979 Sale Yearling

>> Totals for 1979:

1 Yearling	Sold for	\$750,000 Gross	\$750,000 Average
------------	----------	-----------------	-------------------

---

Sales in 1982:

1981 ARGOSY, C by AFFIRMED, 1975

\$1,500,000 KEEJUL 1982 Sale Yearling

1977 CHARMING TURN, C by BEST TURN, 1966

\$500,000 OBSJAN 1982 Sale Racing Age

>> Totals for 1982:

1 Yearling	Sold for	\$1,500,000 Gross	\$1,500,000 Average
1 Racing Age	Sold for	\$500,000 Gross	\$500,000 Average

---

Sales in 1985:

1984 SEATTLE DANCER, C by NIJINSKY 2ND, 1967

\$13,100,000 KEEJUL 1985 Sale Yearling, Hip # 215

Consignor: JONES JR., WARNER L.

Buyer : BBA (ENGLAND)

>> Totals for 1985:

1 Yearling	Sold for	\$13,100,000 Gross	\$13,100,000 Average
------------	----------	--------------------	----------------------

---

Sales in 1987:

1987 GHASHTAH, F by NIJINSKY 2ND, 1967

\$2,300,000 JONES 1987 Sale Weanling, Hip # 60

Consignor: HERMITAGE FARM

Agent : EATON-WILLIAMS

Buyer : SHADWELL ESTATES

>> Totals for 1987:

1 Weanling	Sold for	\$2,300,000 Gross	\$2,300,000 Average
------------	----------	-------------------	---------------------

---

>> Grand Totals for All Years:

1 Weanling	Sold for	\$2,300,000 Gross	\$2,300,000 Average
5 Yearlings	Sold for	\$15,467,500 Gross	\$3,093,500 Average
1 Racing Age	Sold for	\$500,000 Gross	\$500,000 Average

---

# STORM CAT

dkb/br, 1983

height 16.0

See gray pages—Nearctic

## RACE AND (STAKES) RECORD

Age	Starts	1st	2nd	3rd	Earned
2	6	3(1)	3(2)	0	\$557,080
3	2	1	0	0	\$13,530
Totals	8	4(1)	3(2)	0	\$570,610

**Won** At 2

**Young America S** (gr. I, 1 1/8 miles, defeating Danzig Connection, Mogambo, Raja's Revenge, Groovy, Sovereign Don, Dunsany, Another Romeo, etc.). An allowance race at Meadowlands (6 furlongs, equal top weight, defeating Gallant Chief, etc.).

A maiden race at Saratoga (6 furlongs, equal top weight, defeating Damascus Steel, Cultivate, etc.).

**2nd**

**Breeders' Cup Juvenile** (gr. I, 1 mile, to Tasso, by a nose, defeating Scat Dancer, Regal Dreamer, Groovy, Mogambo, Au Bon Marche, etc.).

**World Appeal S** (1 mile, to Danzig Connection).

**Won** At 3

An allowance race at Meadowlands (6 furlongs, by 3 1/2, defeating Red Eye Baby, Naval Cutter, etc.).

## SIRE LINE

**STORM CAT** is by **STORM BIRD**, stakes winner of 5 races, in Eng and Ire, champion 2yo in Eng and Ire, William Hill Dewhurst S (Eng-I), etc., and sire more than 40 stakes winners, including champions **INDIAN SKIMMER** (3yo filly in Fr and Eng, older female in Eng, Fr, and Ire), **PRINCE OF BIRDS** (miler in Ire), **BLUEBIRD** (3yo colt in Ire), **MUKADDAMAH** (3yo colt in Ire and Fr), **ACUSHLA** (3yo filly and older female in Ire), **LONELY BIRD** (older female in Italy), **SPLENDID MOMENT** (3yo colt in Italy), and stakes winners **SUMMER SQUALL** (gr. I), **PERSONAL HOPE** (gr. I), **PACIFIC SQUALL** (gr. I), **MAGICAL WONDER** (Fr-I), **CONQUERING HERO** (gr. III), **SAVANNAH'S HONOR** (Fr-III), **GIVE A TOAST** (gr. III), **SPUR WING** (gr. III), **WHARF** (Eng-III, to 4, 1994), **KERAKA** (Ire-III, to 3, 1994), **PADRAO GLOBAL** (Brz-II), **SUN BRANDY** (in Fr and NA), **EXCLUSIVE BIRD**, etc., and 1994 stakes winners **BALANCHINE** (Ire-I, Eng-I, to 3, 1994), **CLASSY MIRAGE** (gr. II), **OCEAN CREST** (gr. II), **ISLE-FAXYOU** (gr. II), **CAMILLA BLU**, **SQUADRON LEADER**.

**STORM BIRD'S** other sons as stallions include **BLUEBIRD** (230 foals, 23 SW, 1.70 AEI), **MAGICAL WONDER** (65 foals, 6 SW, 1.13 AEI), The Great Shark (7 SW), etc.

## STUD ANALYSIS

### Sire Summary

	4 Crops To Date*	In 1994*	1994* 2yos
Foals	185	—	46
Rnrs	132 (71%)	85	11
Wnrs	94 (51%)	47	5
2yo Wnrs	48 (26%)	5	5
SW	25 (14%)	9	1

4.92 AEI; 2.28 CI

### By Foal Crop

Year	Named Foals	Runners	Winners	2yo Wnrs	Stakes Winners
1989	44	38	31	18	8
1990	46	40	26	8	9
1991	49	43	32	17	7
1992	46	11	5	5	1

\*Totals 185 132 94 48 25

### By Racing Year

Year	Rank	Wins	Earned
1991		33	\$657,178
1992		64	\$3,135,538
1993	NA-10th	108	\$3,575,889
1994		82	\$3,870,367

\*Totals 287 \$11,238,972

\*to October 12, 1994.

**Lifetime on Turf:** 70 wins, \$2,087,680.

### STORM CAT Has Sired:

**CATRIL**, 90, c (dam by Majestic Light, 2nd dam by Buckpasser): Champion 3yo colt in Eng, Challenge S (Eng-II), Diadem S (Eng-III), Hackwood S, 2nd Hazlewood Foods Sprint Cup (Eng-I), Prix Maurice de Gheest (Fr-II), 3rd July Cup S (Eng-I), etc., to 4, 1994.

Storm Bird, b, 1978 6s, SW, \$169,181 364f, 37 SW, 3.07 AEI	Northern Dancer, 1961 18s, SW, \$580,647 635 f, 146 SW, 5.14 AEI	Nearctic, 1954 47s, SW, \$152,384 335 f, 49 SW, 2.70 AEI	Nearco, by Pharos
		Natalma, 1957 7s, wnr, \$16,015 14 f, 12 r, 10 w, 4 SW	Lady Angela, by Hyperion
		New Providence, 1956 41s, SW, \$129,972 115 f, 12 SW, 1.40 AEI	Native Dancer, by Polynesian
South Ocean, 1967 22s, SW, \$70,147 12 f, 9 r, 9 w, 4 SW		Shining Sun, 1962 23s, wnr, \$10,275 4 f, 4 r, 4 w, 1 SW	Almahmoud, by Mahmoud
		Bold Ruler, 1954 33s, SW, \$764,204 356 f, 82 SW, 7.73 AEI	Bull Page, by Bull Lea
		Somethingroyal, 1952 1s, unpl, \$0 18 f, 15 r, 11 w, 4 SW	Fair Colleen, by Preciptic
Terlingua, ch, 1976 17s, SW, \$423,896 6 f, 4 r, 4 w, 2 SW	Secretariat, 1970 21s, SW, \$1,316,808 653 f, 56 SW, 2.96 AEI	Crimson Satan, 1959 58s, SW, \$796,077 452 f, 33 SW, 1.72 AEI	Chop Chop, by Flares
		Bolero Rose, 1958 45s, SW, \$30,312 5 f, 5 r, 4 w, 1 SW	Solar Display, by Sun Again
	Crimson Saint, 1969 11s, SW, \$91,770 10 f, 8 r, 7 w, 4 SW		Nasrullah, by Nearco
			Miss Disco, by Discovery
			Princequillo, by Prince Rose
			Imperatrice, by Caruso
			Spy Song, by Balladier
			Papila, by Requiebro
			Bolero, by Eight Thirty
			First Rose, by Menow

**TABASCO CAT**, 91, c (Sauce Boat, Barbizon): \$1,747,671, Belmont S (gr. I), Preakness S (gr. I), San Rafael S (gr. II), El Camino Real Derby (gr. III), Fort Springs S, Kentucky Cup Classic S, 2nd Santa Anita Derby (gr. I), Jim Dandy S, gr. II, 3rd Breeders' Cup Juvenile (gr. I), etc., at 3, 1994.

**MOUNTAIN CAT**, 90, c (Key to the Mint, Never Bend): \$1,478,901, Breeders' Futurity (gr. II), Alysheba S (gr. III), Sanford S (gr. III), Bashford Manor S (gr. III), Ellis Park Juvenile S, etc.

**SARDULA**, 91, f (Hoist the Flag, Mr. Brick): \$882,460, Kentucky Oaks (gr. I), Hollywood Starlet S (gr. I), Del Mar Debutante S (gr. II), Princess S (gr. II), Santa Paula S, 2nd Breeders' Cup Juvenile Fillies (gr. I), Hollywood Oaks (gr. I), etc., to 3, 1994.

**NOVEMBER SNOW**, 89, f (Alydar, Amber Morn): \$549,938, Alabama S (gr. I), Test S (gr. I), Rare Perfume S (gr. II), My Dear S (Can-III), Boca Raton S, Poinsettia S, etc., to 5, 1994.

**SENATE APPOINTEE**, 89, f (Graustark, Damascus): \$543,330, British Columbia Oaks (Can-II), Las Madras H, Washington Oaks, etc., to 5, 1994.

**HARLAN**, 89, c (Halo, Gun Bow): \$347,174, Vosburgh S (gr. I), 2nd Forego H (gr. II), 3rd Firecracker H, to 5, 1994.

**MISSED THE STORM**, 90, f (Blushing Groom, T. V. Lark): \$334,986, Test S (gr. I), Astarita S (gr. II), Personal Ensign S, 2nd Adirondack S (gr. II), Prioresse S (gr. II), to 4, 1994.

**DELINEATOR**, 91, c (Grey Dawn, Bold Ruler, 3X4 Bold Ruler): \$263,225, Generous S (gr. III), Leland Stanford S, 2nd John Peri S, 3rd California Juvenile S (gr. III), to 3, 1994.

**FUTURE STORM**, 90, c (Sea-Bird, First Landing): Criterion di Roma, It-II, etc., in Italy; \$253,950, Will Rogers H (gr. III), Baldwin S, 2nd Del Mar Invitational Derby (gr. II), Swaps S (gr. II), etc., in NA.

**MUNAJI**, 91, g (Blushing Groom, Grenfall): Jacobs Goldene Peitsche (Ger-I), etc., at 3, 1994.

**STELLAR CAT** (Honey Jay, Mt. Hope): \$214,155, Alcibiades S (gr. II), to 3, 1994.

**WESTERN TERRITORY**, 89, c (Drone, Chateaugay): \$191,916, Forego S, 2nd Don Bernhardt S, to 5, 1994.

**TIMBER CAT**, 89, c (Honey Jay, Mt. Hope): \$188,508, Lawrence Realization S (gr. III), to 5, 1994.

**BORDER CAT**, 89, c (Nashua, Olympia): \$174,456, Bergen County S, 2nd Mendham S, etc., to 5, 1994.

**DESERT STORMER**, 90, f (Damascus, New Providence, 4X3 New Providence): \$156,725, Rancho Bernardo Breeders' Cup H (gr. III), 2nd Las Brea S (gr. III), etc., at 4, 1994.

**CAT ATTACK**, 91, f (Luthier, Kauai King): \$154,100, Sorority S (gr. III), etc., to 3, 1994.

**CAT APPEAL**, 92, f, (Caro, Royal Union): \$120,000,

Kentucky Cup Juvenile Fillies S, 2nd Sorority S (gr. III), at 2, 1994.

**TEMPEST DANCER**, 90, f (Hoist the Flag, Mr. Brick): \$115,250, Ellis Park Budweiser Breeders' Cup H, at 4, 1994.

**O. P. CAT**, 90, f (Assagai Jr., Princequillo): \$98,652, Sweetest Chant S, 2nd Lieutenant Governor S, Bal Harbour S, Suncoast S.

**ERIDGE**, 90, c (Sharpen Up, Sir Ivor): \$97,145, Capital City S, etc., at 4, 1994.

**JOY BABY**, 89, f (King of the Sea, Philately): \$80,664, Jean Lafitte Futurity.

**MISTLE CAT**, 90, c (Maribeu, Decidedly): Crawley Warren Heron S, 2nd Tripleprint Celebration Mile (Eng-II), Van Geest Criterion S (Eng-III), etc., to 4, 1994.

**BLUE TIGER**, 89, g (Royal Levee, Swaps): \$71,379, Telly's Pop H.

**ELRAFA AH**, 91, f (Fappiano, For The Moment): Wharf Dragon S, 2nd Van Geest Criterion S (Eng-III), Victress S, Oak Tree S, etc., to 3, 1994.

Storm Cat also has sired the winners **Stormagain** (\$127,047, 2nd Prix d'Arenberg, Fr-III, Prix du Calvados, Fr-III, Miesque S, etc., in Fr and NA, to 5, 1994), **Tabac** (to 5, 1994), **Goodbye Doeny** (to 3, 1994), **Storm Street** (to 3, 1994), **Storm Boot**, **Penny's Valentine**, **Sandy's Storm**, **Lord Felix** (at 3, 1994), **Joying** (at 3, 1994), **Storm Bev**, **Riverwood**, etc., and stakes-placed **Catalan** (in Ger), and other 1994 2-year-old winners **Susan's Choice** (3rd Astoria Breeders' Cup S, gr. III), **Overbrook** (2nd Cornwallis S, Eng-III), Storm Ashore (in Ire), Ocean Cat.

### Sales Analysis Last Three Years\*

	Colts # sold—Avg	Fillies # sold—Avg	Total # sold—Avg
Yrlgs	32—\$130,391	29—\$79,069	61—\$105,992
Wnigs	2—\$32,500	3—\$31,000	5—\$31,600
2yos	4—\$182,500	6—\$91,167	10—\$127,700

\*to October 12, 1994.

## FAMILY

### 1st dam

**TERLINGUA**, 7 wins, 2 thru 4, \$423,896, Hollywood Juvenile Championship S (gr. II), Hollywood Lassie S (gr. II), etc. Dam of 7 foals, including—

**CHAPEL OF DREAMS** (by Northern Dancer): 7 wins at 3 and 4, \$643,912, Palomar H (gr. II), Wilshire H (gr. II), Golden Poppy H (gr. III), etc. Producer.

**STORM CAT** (Subject stallion).

**TIAJUANA** (Slew o' Gold): 3 wins at 2 and 4, \$66,679.

**LYPHARD'S DANCER** (Lyphard). Unraced. Dam of **C'MON LETS DANCE** (\$106,125, at 3, 1994).

### Broodmare sire

**SECRETARIAT**, ch, 70-89. See Blue Pages.

# STORM CAT

dkb/br, 1983

height 16.0

See gray pages—Nearctic

## RACE AND (STAKES) RECORD

Age	Starts	1st	2nd	3rd	Earned
2	6	3(1)	3(2)	0	\$557,080
3	2	1	0	0	\$13,530
Totals	8	4(1)	3(2)	0	\$570,610

**Won Young America S** (gr. I); **2nd Breeders' Cup Juvenile** (gr. I), **World Appeal S**.

## SIRE LINE

**STORM CAT** is by **STORM BIRD**, stakes winner of 5 races, \$169,181, in Eng and Ire, champion 2yo in Eng and Ire, etc., and sire of more than 55 stakes winners, including champions **INDIAN SKIMMER**, **BALANCHINE**, **PRINCE OF BIRDS**, **BLUEBIRD**, **MUKADDAMAH**, **ACUSHLA**, **LONELY BIRD**, etc.

**STORM BIRD'S** 2000 stakes winners are **FALKENBURG**, **SUDDEN STORM**, **CLASSIC WOMAN**.

**STORM BIRD'S** other sons as stallions include **SUMMER SQUALL**, **MYSTERY STORM**, **BLUEBIRD**, **MUKADDAMAH**, **PERSONAL HOPE**, **MUJADIL**, etc.

## STUD ANALYSIS

### Sire Summary

	10 Crops To Date*	In 2000*	2000* 2yos
Foals	609	—	72
Rnrs	464 (76%)	123	25
Wnrs	349 (57%)	69	9
2yo Wnrs	144 (24%)	9	9
SW	84 (14%)	12	2

### By Foal Crop

Year	Named Foals	Run-ners	Win-ners	2yo Wnrs	Stakes Winners
1989	44	39	33	18	8
1990	47	41	28	8	9
1991	49	46	40	17	9
1992	46	39	32	10	5
1993	76	60	48	19	12
1994	72	61	46	17	11
1995	70	56	44	16	9
1996	70	55	38	15	9
1997	63	42	31	15	10
1998	72	25	9	9	2
*Totals	609	464	349	144	84

### By Racing Year

Year	Rank	Wins	Earned
1991		33	\$657,183
1992		68	\$3,144,721
1993	NA-10th	115	\$3,660,215
1994	NA-2nd	117	\$5,362,004
1995	NA-5th	133	\$5,195,812
1996	NA-10th	136	\$5,272,507
1997	NA-11th	144	\$6,236,354
1998	NA-2nd	185	\$9,046,152
1999	NA-1st	148	\$12,196,596
2000		114	\$10,180,572
*Totals		1,193	\$60,952,116†

4.29 AEI; 4.03 CI

**Lifetime On Turf:** 308 wins, \$15,765,232.

†Racing year totals not complete from Brz, Macau, and SAF.

\*to November 4, 2000.

### STORM CAT Has Sired:

**CATRAIL**, 90, c (dam by Majestic Light, 2nd dam by Buckpasser): champion 3yo colt and older male in Eng, Challenge S (Eng-II), etc., sire.

**TABASCO CAT**, 91, c (Sauce Boat, Barbizon): \$2,347,671, Belmont S (gr. I), Preakness S (gr. I), San Rafael S (gr. II), etc., sire, 1.47 AEI.

**CAT THIEF**, 96, c (Alydar, No Robbery): \$3,951,012, Breeders' Cup Classic (gr. I), Swaps S (gr. I), etc., to 4, 2000.

**MISTLE CAT**, 90, c (Maribeau, Decidedly): champion older male in Italy, Premio Vittorio di Capua (It-I), Prix du Palais-Royal (Fr-III), etc.

**MUNAJI**, 91, g (Blushing Groom, Grenfall): champion 3yo colt in Ger, Jacobs Goldene Peitsche (Ger-II), Grosser Preis von Berlin (Ger-II), etc.

**SILKEN CAT**, 93, f (Chieftain, Buckpasser, 4X3 Bold Ruler): \$102,120, champion 2yo filly in Can, Mazarine S.

**GIANT'S CAUSEWAY**, 97, c (Rahy, Roberto): Esat Digifone Irish Champion S (Ire-I), Prix de la Salamandre (Fr-I), Juddmonte International S (Eng-I), Coral-Eclipse S (Eng-I), etc., to 3, 2000.

**SHARP CAT**, 94, f (Ack Ack, Dewan, 4X4 Bold Ruler):

Storm Bird, b, 1978 6s, SW, \$169,181 625 f, 57 SW, 2.57 AEI	Northern Dancer, 1961 18s, SW, \$580,647 635 f, 146 SW, 5.14 AEI	Nearctic, 1954 47s, SW, \$152,384 335 f, 49 SW, 2.70 AEI	Nearco, by Pharos
		Natalma, 1957 7s, wnr, \$16,015 14 f, 12 r, 10 w, 4 SW	Lady Angela, by Hyperion
		New Providence, 1956 41s, SW, \$129,972 115 f, 12 SW, 1.40 AEI	Native Dancer, by Polynesian
		Shining Sun, 1962 23s, wnr, \$10,275 4 f, 4 r, 4 w, 1 SW	Almahmoud, by Mahmoud
Terlingua, ch, 1976 17s, SW, \$423,896 9 f, 8 r, 6 w, 2 SW	Secretariat, 1970 21s, SW, \$1,316,808 653 f, 57 SW, 2.94 AEI	Bold Ruler, 1954 33s, SW, \$764,204 356 f, 82 SW, 7.73 AEI	Bull Page, by Bull Lea
		Somethingroyal, 1952 1s, unpl, \$0 18 f, 15 r, 11 w, 4 SW	Fair Colleen, by Preciptic
		Crimson Satan, 1959 58s, SW, \$796,077 452 f, 33 SW, 1.72 AEI	Chop Chop, by Flares
		Bolero Rose, 1958 45s, SW, \$30,312 5 f, 5 r, 4 w, 1 SW	Solar Display, by Sun Again
Crimson Saint, 1969 11s, SW, \$91,770 11 f, 8 r, 7 w, 4 SW		Miss Disco, by Discovery	Nasrullah, by Nearco
		Princequillo, by Prince Rose	Miss Disco, by Discovery
		Imperatrice, by Caruso	Princequillo, by Prince Rose
		Spy Song, by Balladier	Imperatrice, by Caruso
		Papila, by Requebro	Spy Song, by Balladier
		Bolero, by Eight Thirty	Papila, by Requebro
		First Rose, by Menow	Bolero, by Eight Thirty
			First Rose, by Menow

\$2,032,575, Acorn S (gr. I), Beldame S (gr. I), etc.

**MOUNTAIN CAT**, 90, c (Key to the Mint, Never Bend): \$1,478,901, Breeders' Futurity (gr. II), Alysheba S (gr. III), Sanford S (gr. III), etc., sire, 1.34 AEI.

**HIGH YIELD**, 97, c (Forty Niner, Ninjinsky II, 3X4 Northern Dancer): \$1,170,196, Toyota Blue Grass S (gr. I), Hopeful S (gr. I), etc., to 3, 2000.

**VISION AND VERSE**, 96, c (Private Account, Hoist the Flag): \$993,000, Illinois Derby (gr. II), 2nd Belmont S (gr. I), Travers S (gr. I), etc., to 4, 2000.

**SARDULA**, 91, f (Hoist the Flag, Mr. Brick): \$882,460, Kentucky Oaks (gr. I), etc.

**CATINCA**, 95, f (Saratoga Six, Hail to Reason): \$864,775, Ruffian H (gr. I), Shuvee H (gr. II), etc.

**DESERT STORMER**, 90, f (Damascus, New Providence, 4X3 New Providence): \$862,950, Breeders' Cup Sprint (gr. I), etc.

**PLEASANT TEMPER**, 94, f (Pleasant Colony, Northern Dancer, 3X3 Northern Dancer, 4X4 Bold Ruler): \$848,944, Jenny Wiley S (gr. III), etc.

**CARESS**, 91 f (Affirmed, Round Table): \$666,076, Beaugay H (gr. III), Poker S (gr. III), etc.

**ALJABR**, 96, c (Baillamont, Kalamoun): Prix de la Salamandre (Fr-I), Champagne Lanson Sussex S (Eng-I), etc., to 4, 2000.

**RAGING FEVER**, 98, c (Seattle Slew, Bold Forbes): \$598,500, Frizette S (gr. I), etc., to 2, 2000.

**FORESTRY**, 96, c (Pleasant Colony, Dr. Fager, 4X4 Bold Ruler): \$591,225, King's Bishop S (gr. I), etc.

**HENNESSY**, 93, c (Hawaii, Tom Cat): \$580,400, Hopeful S (gr. I), Sapling S (gr. II), etc., sire.

**CAT APPEAL**, 92, f (Caro, Royal Union): \$571,443, Thoroughbred Club of America S (gr. II), etc.

**COUNTRY CAT**, 92, f (Affirmed, Round Table): \$564,424, Gardenia H (gr. III), Edgewood S, etc.

**FINDER'S FEE**, 97, f (Mr. Prospector, Riva Ridge): \$557,048, Acorn S (gr. I), etc., to 3, 2000.

**NOVEMBER SNOW**, 89, f (Alydar, Amber Morn): \$554,628, Alabama S (gr. I), Test S (gr. I), etc.

**SENATE APPOINTEE**, 89, f (Graustark, Damascus): \$543,330, British Columbia Oaks, etc.

**TOMORROWS CAT**, 95, c (Al Nasr, Gray Phantom, 3X4 Northern Dancer): \$516,090, Buick Pegasus S (gr. II), 2nd Pennsylvania Derby (gr. III), etc.

**ALDIZA**, 94, f (Alydar, Never Bend): \$496,394, Go for Wand H (gr. I), Glamour S, 2nd Test S (gr. I), etc.

**STORMIN FEVER**, 94, c (Seattle Slew, Bold Forbes): \$484,664, Sport Page H (gr. III), etc.

**TACTICAL CAT**, 96, c (Caro, Marshua's Dancer): \$480,067, Hollywood Futurity (gr. I), etc.

**FOREST WILDCAT**, 91, c (Bold Native, Seaneen): \$478,862, Maryland Breeders' Cup (gr. III), etc., sire, 1.15 AEI.

**ADCAT**, 95, c (Riverman, Cyane): \$415,597, New Hampshire Sweepstakes H (gr. III), etc., to 5, 2000.

**HARLAN**, 89, c (Halo, Gun Bow): \$403,174, Vos-

burgh S (gr. I), etc., sire, 2.92 AEI.

**SIR CAT**, 93, c (Private Account, Run the Gantlet): \$401,185, Appleton H (gr. II), etc.

**EXPLOIT**, 96, c (My Dad George, Petare): \$396,254, San Vicente S (gr. II), etc.

**CATIENUS**, 94, c (Mr. Prospector, Hoist the Flag): \$370,386, Charles Staats Memorial S, etc., to 6, 2000.

**TALE OF THE CAT**, 94, c (Mr. Prospector, Honest Pleasure): \$360,900, King's Bishop S (gr. II), etc.

**MAGICALMYSTERYCAT**, 97, f (Valid Appeal, Proud Birdie): \$357,062, Landaluce S (gr. II), etc., to 3, 2000.

**MISSSED THE STORM**, 90, f (Blushing Groom, T. V. Lark): \$334,986, Test S (gr. I), etc.

**RED CAT**, 95, f (Sharpman, Sheshoon): \$333,132, Bayou Breeders' Cup H, Furl Sail H, etc.

Storm Cat also has sired the stakes winners **STELLAR CAT** (gr. II), **SEA OF SECRETS** (gr. II, to 5, 2000), **JUST A CAT** (gr. II), **FUTURE STORM** (gr. III, It-III, sire, 1.26 AEI), **SCATMANDU** (gr. III), **DELINATOR** (gr. III, sire), **THUNDER KITTEN** (gr. III), **KATZ ME IF YOU CAN** (gr. III, to 3, 2000), **TIMBER CAT** (gr. III), **THREE WONDERS** (gr. III, at 3, 2000), **STORM CREEK** (gr. III, sire, 1.58 AEI), **BERNSTEIN** (Ire-III, to 3, 2000), **CALAN-DO** (Eng-III), **CAT ATTACK** (gr. III), **SEEKING THE SKY** (gr. III, to 4, 2000), **STORM BROKER** (gr. III), **CHINA STORM** (gr. III), **ARISTIS** (SAF-III), **STORMY KISSY**, **BORDER CAT**, **OCEAN CAT**, **CORONA LAKE**, **CORNISH SNOW** (in UAE, to 7, 2000), **FLASHY FOUR**, **WESTERN TERRITORY**, **CATOKI** (in Ger, to 7, 2000), **ALYSSUM**, **SAUDI POETRY** (at 3, 2000), **STORM BEAUTY**, **ERIDGE**, **APOLLO CAT** (to 3, 2000), **STORMY ATLANTIC**, **CAT AFFAIR**, **TEMPEST DANCER**, **SHERZARCAT**, **O. P. CAT**, **MYCATCANDANCE** (to 3, 2000), **STORM ALERT**, **ELRAFAH** (in Eng), **JOY BABY**, **BLUE TIGER**, **ACE HIGH** (in Ger), **MEMORIES OF RONNY**, **CATILLAC**, etc., and eight other 2000 2-year-old winners, including **BLACK MIN-NALOUSHE** (in Ire), **Miss Doolittle**, etc.

### Sales Analysis Last Three Years\*

	Colls	Fillies	Total
	# sold—Avg	# sold—Avg	# sold—Avg
Yrlys	29—\$1,178,552	30—\$968,124	59—\$1,071,554
Wnlys	4—\$625,000	5—\$692,000	9—\$662,222
2yos	8—\$596,875	3—\$516,667	11—\$575,000

\*to November 4, 2000.

## FAMILY

### 1st dam

**TERLINGUA**, 7 wins, 2 thru 4, \$423,896, Hollywood Lassie S (gr. II), etc. Dam of 10 foals, including—

**CHAPEL OF DREAMS** (by Northern Dancer): 7 wins at 3 and 4, \$643,912, Palomar H (gr. II), etc. Producer. Dam of **Seeking the Dream** (\$192,054, 3rd Kentuckyana S, to 5, 2000). Granddam of **POST-PONED** (\$228,300, Peter Pan S, gr. II, at 3, 2000). **STORM CAT** (Subject stallion).

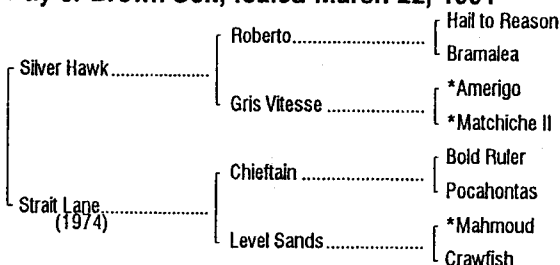
Hip No.  
119

signed by Taylor Made Sales Agency, Agent for  
Buckram Oak Farm  
**SILVER TARGET**

Barn  
3 & 4

Dark Bay or Brown Colt; foaled March 22, 1991

SILVER TARGET



By **SILVER HAWK** (1979). Stakes winner in England. Sire of more than 15 stakes winners, including Percentile (champion filly in Panama), Lady in Silver (French Oaks [G1], etc.), Hawkster (\$1,409,477, Oak Tree Invitational H. [G1]-nwr, etc.), Silver Ending (\$974,140, Pegasus H. [G1], etc.), Silver Medallion (\$649,116, Keeneland Breeders' Cup H. [G3], etc.), Dansil (\$534,739, Arkansas Derby [G2], etc.), Formidable Lady [LR] (\$479,825), Magnificent Star [G1] (at 3, 1991), Here's Your Silver [L] (\$257,773).

#### 1st dam

**STRAIT LANE**, by Chieftain. Unraced. Dam of 11 other registered foals, 11 of racing age, 9 to race, 7 winners, including--

**HAWKSTER** (c. by Silver Hawk). 6 wins, \$1,409,477, Oak Tree Invitational H. [G1]-nwr, 1 1/2 mi. in 2:22 4/5, Secretariat S. [G1], Norfolk S. [G1], Del Mar Derby [G2], Oceanside S. [LR] (DMR, \$39,887), 2nd Hollywood Turf Cup [G1], San Luis Rey S. [G1], 3rd Hollywood Futurity [G1], etc.

**SILVER LANE** (f. by Silver Hawk). 3 wins to 3 in France, Prix de la Grotte [G3], 2nd Prix Corrida [G3], La Coupe de Maisons-Laffitte [G3], etc.; placed in Ireland, 3rd Kildangan Stud Irish Oaks [G1]; placed in N.A.

**SILVER KITE** (c. by Silver Hawk). Winner at 2, placed at 3, 1992, in France, Prix Yacowlef, 2nd Prix du Haras de la Huderie, 3rd Prix de la Salamandre [G1], Prix Greffulhe [G2].

Lady Tippets (f. by Star de Naskra). 3 wins at 3 in England. Dam of--

**Access Travel** (c. by Auction Ring). 4 wins at 2 and 5, 1991, 3rd Palace House S. [G3], Cammidge Trophy S. twice, Abernant S., etc.

Explosive Speed (c. by Exceller). Winner at 4, 1992, in England.

#### 2nd dam

**Level Sands**, by \*Mahmoud. 4 wins at 2, \$18,950, 3rd Ashland S. Half-sister to **FISHERMAN** (\$436,050), **FANEUIL MISS**, **Guppie**. Dam of--

**KILMORAY** (g. by War Admiral). 34 wins, \$250,134, Toboggan H., etc.

**LONE BIRD** (c. by Jester). 15 wins, \$143,707, Fourth Estate H., etc. Sire.

**Guadalcanal** (c. by Citation). 7 wins, \$243,337, 2nd Aqueduct S., etc. Sire.

**Dream of Kings** (c. by Saidam). 11 wins, 3 to 6, \$142,153, 2nd Nassau II County S., 3rd William duPont, Jr. H. Sire.

**Nez Perce** (g. by Amarullah). 16 wins, \$89,438, 2nd Knickerbocker H.

English Harbor. Dam of **Shirley Heights** (f. by Hasty Road). Granddam of

**TANTHEM** (c. by Tentam, \$356,813), **FILL MACKIS CUP** (c. by Raise a Cup, \$275,704), **GAM BEY** (f. by Queen's Hustler, \$107,630), **On Stage Minnie** (f. by Stage Door Johnny), \*Marmora Bay (dam of **SUN-**

**SET BAY**, f. by Set Royale, champion, Santa Rosa Classic [G1], etc.).

Vaccinated for influenza.

**Engagements: Breeders' Cup, EBF.**

Foaled in Kentucky

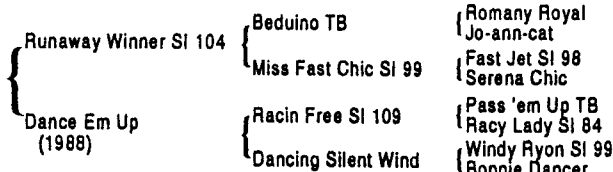
161

**Run Em Up**

March 17, 1993 Dun Colt

161

Run Em Up  
X0505464



By **RUNAWAY WINNER SI 104** (1985). Stakes winner of 7 races in 14 starts, \$369,410 [G1]. His first foals are 3-year-olds of 1993; sire of 105 ROM, 6 stakes winners, including **TREACHEROUSLY SI 102** (champion, 12 wins in 16 starts, \$585,672, Rainbow Fut.-G1, etc.), **DECEPTIVELY SI 105** (champion 2-year-old, 6 wins in 10 starts, \$297,001, Kansas Fut.-G1, Rainbow Fut.-G1, etc.), **RUNAWAY CASH SI 109** (\$152,532 [G2]).

#### 1st dam

**Dance Em Up**, by Racin Free. Unraced. Dam of 1 foal of racing age--  
Aggie Dancer (f. by Illusivo). Placed at 2, 1994.

#### 2nd dam

**Dancing Silent Wind**, by Windy Ryon. Unraced. Dam of 2 other foals, 1 to race--  
Dansivo SI 94 (g. by Illusivo). 2 wins in 4 starts to 3, \$5,915.

#### 3rd dam

**Bonnie Dancer**, by Texas Dancer TB. Placed at 2. Dam of 4 other foals, all unraced.

**Engagements:** Ruidoso Horse Sales Futurity, All American Futurity, Kansas Jackpot Futurity.

**Accredited Texas-Bred.**

# LOOKING

Some insights from several Ocala, Florida-based pinhookers on yearling selection with an eye toward the juvenile market.

for

## A FEW GOOD HORSES

by Cynthia McFarland

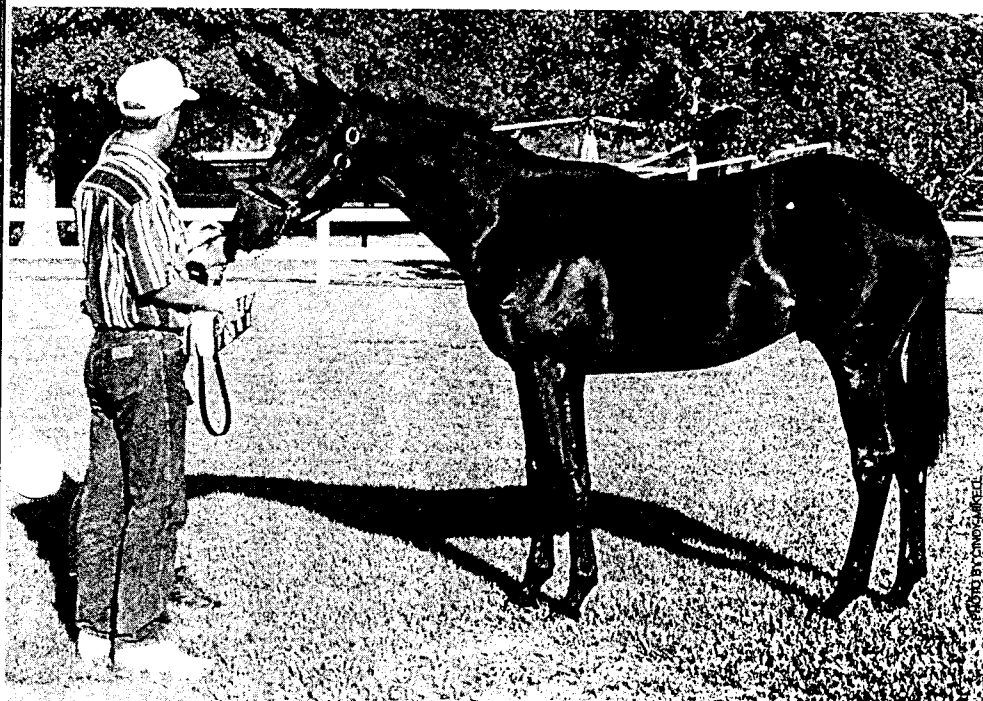
Pinhookers are a special breed. Their entire business is grounded on the art of being able to select a young horse, based on conformation and pedigree, then turn around and resell that same horse while making a profit. Experience, intuition and luck all play a part in this game.

With today's highly competitive two-year-old sales scene, yearling pinhookers face tough challenges. We asked some Ocala, FL-area pinhookers who have consistently been leading consignors exactly what they're hoping to find when they make the rounds at the yearling sales. What conformation flaws are unforgivable? How important is it that a yearling be Florida Stallion Stakes and/or Breeders' Cup nominated? What were their most successful pinhooks?

18

Continued on page 21

PHOTO BY JOSEPH V. DIORIO



412 E





*Nick de Meric and daughter Alexandria*

Nick and Jaqui de Meric have found success in the pinhooking world, buying for themselves and for clients for nearly 15 years. With their primary business the two-year-old sales scene, this husband-wife team owns Manuden Farm in Ocala, and recently purchased the neighboring property to extend their breaking and training operation. Now known as Eclipse Training Center, the former Derby Run Farm is the site of the track where the de Merics have been training their horses all along.

While the de Merics have sold a number of fine two year olds through the years, a

recent stand-out was the sales topper at the Fasig-Tipton Calder Select Two-Year-Olds in Training Sale in February, 1997. A \$260,000 yearling purchase, the colt Restless Storm (Storm Cat - Dismasted, by Restless Native), sold for \$780,000 to buyer Roger King.

Leading consignor at the sale, de Meric sold 17 head for a total of \$2,257,000.

When searching for promising yearlings, de Meric has a specific ideal in mind, saying, "I want a horse with good balance and an overall athletic type of horse; limbs that don't deviate from what is acceptable; nice, big hindquarters, a long hip and a good shoulder; a nice, smooth topline; good feet; plenty of bone and substance; and a good, intelligent head with a wide nostril."

And while color is surely no sign of a horse's ability, de Meric mentions that grays have always been lucky for him, and are definitely eye-catching at a sale.

There are a number of conformation flaws which are unforgivable in de Meric's book. Yearlings that are back at the knee, have knees that are more than a little offset, toe in or out severely, or have a poor hind leg are undesirable, as is a badly balanced horse, or one with poor feet.

"I'm quite unforgiving on feet," says de Meric. "That old saying 'no foot, no horse' is so true."

De Meric pre-vets a good number of his yearling purchases, though not every one. He adds that "the repository at the sales is a great idea for buyers and sellers."

As for disposition, de Meric will often ask the seller about the horse's personality, noting, "I pay quite a bit of attention to dis-

position and I'm very tuned in to clues that horse might give me about his personality."

When considering bloodlines, de Meric says he's been lucky with young sires in the past, and adds that when a pinhooker can "get in on the ground floor" with such stallions, he can often get a better price on their yearlings. De Meric looks for sires who were themselves athletic, precocious individuals. He stays away from late-developing, "turfy" bloodlines when looking for prospects he must have ready for the two-year-old sales.

While de Meric admits he sets general spending goals based on the current market and the anticipated market, when it comes to what he'll spend on a yearling, it depends on the individual. All the major yearling sales are shopping grounds for de Meric. He appreciates the large variety available at Keeneland, and has also done well at Fasig-Tipton Saratoga and the Ocala Breeders' Sales Company's August Yearling Sale.

He may buy a yearling with a specific two-year-old sale in mind, but adds, "I also let the horses tell me what sale they belong in as they progress."

De Meric likes to buy state-bred horses, especially Florida-Breds, Kentucky-breds, New York-breds; he's also fond of California-breds and Illinois-breds. "This gives me a place to go with them," he says. "A horse with no state affiliation doesn't help you."

He prefers to see horses both Florida Stallion Stakes nominated and Breeders' Cup nominated, saying, "If they're not nominated it won't stop me from buying them, but I may not go the extra mile for that horse."



*Jimmy Gladwell*

Jimmy Gladwell was raised in the quarter horse business and has spent a lifetime developing an eye and feel for a fine horse. Gladwell still enjoys the

opportunity to rope and work cattle; any free time is likely to find him atop a good cow horse. Together with his wife and partner, Martha, Gladwell owns and operates a farm in the far northwest corner of Marion County. The Gladwells have been involved with Thoroughbreds and pinhooking for 15 years. Their farm, aptly named The Kindergarten, is a reminder that working with young horses is a continual education. The Gladwells pinhook for themselves only, not as agents, and plan to buy 12 to 15 yearlings in 1997.

One of Gladwell's recent success stories was the Gone West colt Double Honor, out of Holiday Snow, by Storm Bird. Bought privately for \$150,000, the colt sold for \$635,000 at the Barretts Select Sale of Two-Year-Olds in March, 1997.

When looking at yearlings, Gladwell considers several factors, saying, "We have to keep in mind the objectives we're shooting for. We want a horse that will

work fast in February or March. We have that under tack show in front of our minds all the time."

Conformation-wise, he looks for "an early-maturing yearling that shows good balance and good bone, and that is as correct as possible."

On the unforgivable list are any yearlings who are offset or back at the knee. A club foot will also cross a yearling off Gladwell's list. It is usually "compound faults, rather than one flaw", that turn him away from a potential yearling purchase.

"You can't buy an average yearling to go into this competitive two-year-old market," he emphasizes. "It's not unusual to have a vet, an agent and a trainer all look at a horse. The market is so competitive. It's almost like buyers are looking for a reason to pass on a horse."

Gladwell pre-vets every yearling he buys. He has each horse scoped and also X-rays knees, hocks, ankles, stifles and feet.

A horse's personality is often not immediately apparent when looking at sales

*Continued on page 24*



yearlings. Like many experienced horsemen, Gladwell believes a big, intelligent eye and a nice head are often indicators of a kind and willing disposition.

When buying yearlings, the price he is willing to pay depends strictly on the individual horse. For pinhooking value, Gladwell has had good luck buying yearlings at Keeneland in September and also through private purchase.

Gladwell tries to buy yearlings that will fit the select sales market, but without necessarily pinpointing which exact sale at the time of purchase. "In 1996, we took most of our horses to Barretts," he notes.

In regards to bloodlines, Gladwell says he doesn't really hunt for specific pedigrees. As he puts it, "What bloodlines tell us is how much we can pay because of what we think we can get."

As far as state-breds, Gladwell thinks this can be a selling point with buyers, especially at the select sales, but adds, "It doesn't matter to me where they're bred, if they fit the rest of the criteria."

Being nominated to the Florida Stallion Stakes is important, according to Gladwell. "We've found that if you're in Florida, this is a huge selling point."

Likewise, Gladwell finds that Breeders' Cup nomination is very important to American buyers. "We've heard people say they'd have gone a lot higher if the horse had been Breeders' Cup nominated." However, Gladwell says this nomination is of little interest to the Japanese who have been a strong buying contingent on the West Coast.

more forgiving if this is there," she adds. "A medium to medium-large horse is preferable over the large yearling which will be slower to mature."

Falling into the unforgivable list as far as conformation are yearlings "with varying degrees of severity, including those who are too offset or turn out too much."

Thomas-Montgomery also notes that sometimes she finds a yearling that may have no single outstanding flaw, yet when looking at the whole horse, "nothing fits." These are yearlings she will steer clear of.

All prospective yearling purchases are pre-vetted. Horses will be scoped first, and X-rayed only if they pass the scoping exam. Knees, ankles (times four), hocks, stifles and feet are all X-rayed.

A horse's personality is definitely a consideration for Thomas-Montgomery. "For me, disposition plays a big part, especially with fillies," she says. Thomas-Montgomery feels that some "edge" to a filly is fine and will make her more competitive on the racetrack, but she tries to avoid fillies whose attitude makes them difficult to handle on a regular basis.

Price limits are not set before going to a sale. What Thomas-Montgomery pays for a yearling will vary according to the individual. She buys regularly at all the major yearling sales and doesn't single out any one in particular as being a favorite. "I've had good luck at all of them," she says.

When shopping for yearlings, Thomas-Montgomery keeps in mind what two-year-old sale might be best for that individual. "When I look at the horse and its pedigree, I get an idea of what sale the horse might belong in," she explains. "I'll put the more 'European-type' horses on the West

Coast because of the Japanese buyers."

While looking at bloodlines, part of her job is to keep up with what's selling well in the marketplace. Thomas-Montgomery also adds, "What's running well is what's selling well."

It is a positive factor if a yearling is a Florida-Bred or Kentucky-bred because of the strong racing programs these states support. "I won't eliminate a horse because he's a Pennsylvania-bred or a North Carolina-bred, but it certainly doesn't help you."

Thomas-Montgomery targets yearlings that are Breeders' Cup nominated, as she finds this a valuable selling point for two year olds. "I only want Breeders' Cup nominated horses. I also prefer that horses be nominated to the Florida Stallion Stakes, but to me, Breeders' Cup nomination is essential."



Dominic Brennan

PHOTO BY CINDY MIKELL

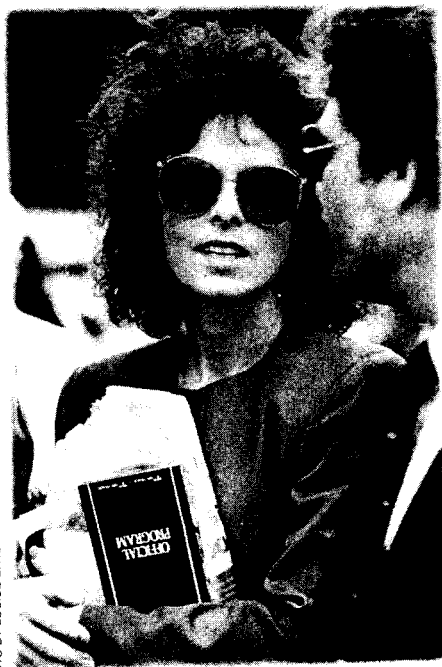


PHOTO BY LOUISE E. REINAGEL

Becky Thomas-Montgomery

Becky Thomas-Montgomery of Sequel Bloodstock has been active in the pinhooking business for the past decade, buying both for herself and for clients. Thomas-Montgomery purchased 36 yearlings last year and plans to buy approximately the same number in 1997. Thomas-Montgomery has sold more graded stakes winners to Japanese buyers than any other pinhooker. Her three leading graduates being Go Go Nakayama, Eishin Guymon and Speed World.

Thomas-Montgomery bought Speed World, a Woodman colt out of the mare Gray Tab for \$200,000, then topped the sale with him when the colt sold for \$875,000 at the Fasig-Tipton Calder Select Two-Year-Olds in Training Sale in February, 1996. Now a graded stakes winner in Japan, Speed World was problem leader of the three-year-old division as of early March, 1997.

Thomas-Montgomery ranks overall athleticism and balance as absolute priority, no matter the horse's size. "You tend to be

Dominic Brennan, manager and trainer at Another Episode Farm, has been in the horse business all of his life. Hailing from Ireland, he came to Florida 15 years ago and has been active in the pinhooking business, as well as breaking and training horses for clients, since arriving in the States.

Among the successful racehorses Brennan has broken and trained at Another Episode Farm are grade-one stakes winner Yanks Music, champion three-year-old filly in 1996; millionaire and graded stakes winner Tejano Run; and the tough New York-bred gelding Fourstardave, a graded stakes winner of \$1,636,737 in 99 starts.

Brennan is in the market to buy half a dozen yearlings in 1997, both for clients and for the farm. When looking at pinhooking

Continued on page 2

candidates, Brennan wants to see a "nice-bodied horse with a nice head, a good shoulder, good hip and hind leg."

A medium-sized horse is preferable as he will more likely be able to run early. Long, lanky horses tend to be late-maturing, and Brennan will usually pass on these.

On the unforgivable conformation list are horses who are back in the knee. "I can't live with that," says Brennan. "A horse that toes out is more forgivable than one who toes in."

Brennan says he may scope a promising yearling, but finds pre-vetting every potential purchase cost-prohibitive.

"Personality plays a large part when you take a yearling back to the farm to train," remarks Brennan. "It's hard to see disposition when you're just buying a yearling, but this is important. A lot of people prefer colts over fillies, but I think a nice, honest

filly is just as good."

When pinhooking yearlings, Brennan generally buys in the \$25,000 to \$35,000 price range. "Sometimes a little more, sometimes a little less, but I try to buy in this area," he says, "I've had good luck at Keeneland with the wide variety there, and also at OBS in August. You can buy a good horse there."

Brennan says he doesn't necessarily buy a yearling with a specific two-year-old sale targeted. "With late foals, those born in May or June, you know the early sales in Miami are kind of hard for these horses. If you're trying to go to the early sales, you look for January through March foals."

But in the long run, Brennan says, "The horse tells you if he'll come around enough for the early sales or if you need to wait until later."

As for bloodlines, Brennan says that yearlings by the hot young sires are usually beyond his pinhooking price range. He considers each horse on an individual basis, and adds that those with Halo or Raise A Native on the dam's side catch his eye.

Brennan pays a great deal of attention to whether a yearling is a Florida-Bred, Kentucky-bred, New York-bred, or such. "This makes a difference where you end up selling the horse."

Florida Stallion Stakes nomination is also very important since Brennan has found Florida trainers want their horses eligible. Being Breeders' Cup nominated is another important factor. "I look at this when I'm buying yearlings. The Breeders' Cup is such a big program and everybody's involved in it," he notes.



Donna Wormser has been an active participant in the Thoroughbred sales scene for the past 25 years. In 1997, she will pinhook 15 to 20 yearlings to maintain the average of 20 two year olds she sells each year.

The two-year-old sales market has been bright for Wormser in 1997. She bought an Unbridled filly out of Real Display, by In Reality, for \$80,000 as a yearling; the filly was the sales topper at Barretts sale in May, bringing \$200,000. No doubt Wormser's biggest success story this year was the Well Decorated colt she paid \$8,000 for as a yearling in 1996. This February, the colt sold for \$300,000 at the OBS-Calder Selected Two-Year-Olds in Training Sale.

"Everything worked," says Wormser of the colt named Decoratedwithroses. "He had the fastest time. He was a good-looking, athletic colt. Any more, you have to have the fast times. To be lucky enough to have a home run or to be the sales topper, everything has to fit."

By "everything", Wormser means pedigree, conformation, vet approval and fast times in their works.

"These horses with early-developing pedigrees and good bodies are going to be fast no matter who has them," she says.

The key, of course, is finding yearlings which will pass this important criteria with flying colors when it comes time to sell them as two year olds. When pinhooking yearlings, Wormser is adamant, saying, "Conformation is a practical priority. Obviously, the best scenario is to find a horse with a nice pedigree, who has the conformation and ability to complement his catalog page.

"We're really all looking for the same thing: a horse with short cannon bones, hocks low to the ground, an excellent hip, balance. I want a perfectly-balanced horse. He has to look fast."

A poorly-balanced yearling falls in the



Donna Wormser and her pony horse,  
*The Colonel*

unforgivable category, according to Wormser. "If they don't have balance, they're not going to run. Period. They'll just be another horse."

When buying yearlings, Wormser prefers to scope and X-ray potential purchases if at all possible.

As far as a yearling's disposition, Wormser wisely points out that judging a young horse strictly in a sales environment is often unfair to the animal. She likes to see a "very forward type of horse", but also understands that "yearlings can become a bit sulky and sour when being shown repeatedly for several days. A lot of horses get tired at the sale. This is hard on them and they're

under a lot of stress being shown."

When pinhooking, Wormser says that the price she is willing to pay is "definitely in direct proportion to the horse." She does not approach a yearling with a pre-determined price limit.

Keeneland's September yearling sale is a favorite pinhooking spot for Wormser, saying, "It's challenging, exhausting and a hard sale to work, but if you've got endurance, there will be a horse for you. With about 4,000 horses, I don't think anyone goes home empty-handed."

When buying yearlings, Wormser notes that she might have outlined in her mind where each horse might sell best as a two year old. But that can, and sometimes does, change.

There aren't particular bloodlines that Wormser favors hands-down. "I wish I could afford to buy all the leading two-year-old sire lines, but I never seem to have that luxury," she says, echoing the words of many pinhookers.

Whether a horse is a Florida-Bred, Kentucky-bred or has other state affiliations, doesn't make a great deal of difference to Wormser if she likes the individual. Over all, she has found, "that Florida raises one of the best horses you can buy, dollar for dollar".

However, she is emphatic about nomination to the Florida Stallion Stakes if she's buying a Florida-Bred yearling. For Florida-Breds, she finds this even more important than Breeders' Cup nomination.

"If you have a Florida-Bred, it is absolutely a MUST that they be nominated to the Florida Stallion Stakes," says Wormser. "There are trainers who won't even have an interest in a horse if it's not nominated."

Wormser also likes to buy yearlings that are Breeders' Cup nominated. "When you're selling, a lot of people will ask why a horse is not nominated and you have to have a good explanation." ■

PHOTO BY JULE RUTHERFORD

# Read Between The Lines

*The catalog page for a sale yearling might not tell the entire story.*

*By Walton Wiggins Jr.*

**A** thorough understanding of the catalog page can be advantageous when you inspect yearlings you are considering buying at public auction.

Because of space limitations, a catalog page is edited to highlight positive aspects of the yearling's pedigree, so most pages offer condensed versions of the youngster's pedigree and the produce records of his female family. Therefore, you should do

some homework to know what information might not be appearing. You should understand the levels of black type, the existence of hard-knocking allowance runners in the yearling's family and the overall soundness of the family.

urity (G1), is a prime example of a yearling that was sold to buyers who knew more about his family than the catalog page indicated.

Lowell Neumayer, a longtime horseman and general manager of the Ruidoso Horse Sales Company, and partner Billy Smith of New Mexico had owned Good Bye Norma Jean, a talented racehorse that died of colic two weeks before the 1993 All American Futurity (G1) trials. Because Casino Talk's dam, Jane Seymour, is a half sister to Good Bye Norma Jean, Neumayer and Smith were drawn to consider Casino Talk at the 1996 All American Yearling Sale. They purchased the son of Special Task (then named Edward Tudor) for a mere \$1,800.

Another example of a yearling that was purchased because the buyer knew the family is Heritage Place Futurity (G1) winner Dashin Is Easy, which also qualified to the Rainbow. Owner Jim D. Pitts of Burkburnett, Texas, had raced the colt's older half brother, Dash N Run.

Pitts knew that the dam of the two colts, Queenies Dash, was a much more talented racemare than her mere \$3,391 in earnings indicated. With this knowledge, he purchased her first foal, Dash N Run, for \$4,500 at the 1994 Heritage Place Select Yearling Sale. Dash In Run went on to qualify to three Grade 1 races and earn \$82,011 for Pitts. He then purchased Dashin Is Easy, a son of Mitey Easy Dash that has earned \$302,112.

## Tip No. 2: Study how fast the family matures

Potential buyers also need to keep in mind their expectations for their yearlings. Astute horsemen who have spent time studying pedigrees understand that members of certain families mature earlier than others. Likewise, fillies

## Tip No. 1: Know the relatives

Buyers often are drawn to certain bloodlines because they are familiar with other individuals in the family. Casino Talk, which won the Ruidoso Horse Sale Futurity (G1) and qualified to the July 27 Rainbow Fut-

**Hip No.**  
**213**

Edward Tudor  
3355635

Consigned by J.B. Cotten, Jr.  
**Edward Tudor**  
March 29, 1995 Bay Gelding

**Hip No.**  
**213**

Special Task SI 107  
(1989)

Jane Seymour SI 92  
(1989)

Special Effort SI 104  
Miss Prevel TB  
On A High SI 113  
Elise McKenna SI 99

Raise Your Glass TB  
Go Effortlessly SI 98  
Fort Prevel  
Bold Accent  
Dash For Cash SI 114  
Yankee Doll TB  
Real Easy Jet SI 101  
(Geiger Countess TB)

By SPECIAL TASK SI 107 (1989). Stakes winner of 10 races in 19 starts, \$260,289, West Texas/Sun Country Fut.-G1, West Texas Derby-G2, 2nd Rainbow Derby-G1, etc. His first foals are 2-year-olds of 1996; sire of 9 ROM from 16 starters, including Easy Task SI 85 (\$33,172, 2nd West Texas/Winnermaker Breeders' Fut. [R]-G3), Rebel Special SI 88 (\$11,322; finalist [G3]), Lotta Task SI 101 (winner, \$7,114, 3rd Clovis Classic [R]-G3).

**1st dam**  
Jane Seymour SI 92, by On A High. Winner to 3, \$4,304. Half sister to Good Bye Norma Jean SI 92, Is It You SI 99. This is her first foal.

**2nd dam**  
Elise McKenna SI 99, by Real Easy Jet. 3 wins, twice 2nd in 7 starts to 4, \$3,083. Dam of 6 foals to race, all ROM, including--  
Good Bye Norma Jean SI 92 (c. by Ronas Ryon). 5 wins in 7 starts to 2, \$73,104, 3rd Rainbow Futurity-G1.  
Is It You SI 99 (g. by Moon Lark). 8 wins to 5, \$34,977, 2nd Oklahoma/Texas Challenge H. [R], Howdy Jones S.; 4th Bandera Downs Derby-G3.  
Richard Collier SI 98 (g. by Solo Guy TB). 3 wins to 3, \$12,555; finalist in the Bandera Downs Futurity-G3.  
Somewhere On Time SI 97 (f. by On A High). 6 wins in 10 starts to 5, 1995, \$10,040.

**3rd dam**  
Geiger Countess TB, by Mr. Prospector. Winner at 2 and 3, \$17,910. Sister to Silver Prospector, half sister to Sly Shot. Dam of 1 other quarter horse foal, 7 thoroughbred foals, including--  
REACTRESS (Sharpen Up-GB). 2 wins at 2, \$55,508, Blue Mountain Futurity [OR]. Dam of--  
Shemuzzle (IRE). 2 wins to 3, 1996 in England, 2nd Tripleprint Lupe S., 3rd Ribblesdale S.-G2.  
Oakworth TB (Vice Regent). 2 wins to 3 in England, 2nd Coventry S.-G3; placed in 1 start at 2 in France, 2nd P. Robert Papin-G2; placed in 1 start at 2 in Ireland, 2nd Heinz "57" Phoenix S.-G1.  
Slewanium (Seattle Slew). 3 wins at 3 and 4, \$41,694.

**4th dam**  
Scatter Shot, by Royal Gunner. Placed at 2. Half sister to AGA PANTHA, Elephant Walk (\$103,492), Footsie (dam of 8 winners, including--\$229,128 [G3]); out of Footloose. Dam of 8 winners, including--  
Sly Shot (On The Sly). 10 wins, 3 to 7, \$117,027, 2nd Jockey Club S. [O].  
Silver Prospector (Mr. Prospector). 2 wins to 3, \$60,390, 3rd Ak-Sar-Ben President's Cup-G3, Timonium Futurity. Sire.  
Flee The Storm (Forceten). 8 wins, 3 to 5, \$106,388. Dam of--  
With All Honour. Winner at 2 and 3, \$64,598, 3rd Kingarvie S. [LR]. Storm Pilot. 5 wins, 2 to 5, 1995, \$125,593.

Engagements: All American Futurity, Ruidoso Horse Sales Futurity.  
Accredited Texas Bred.

sometimes mature earlier than colts.

By carefully studying the catalog page, this aspect will become quite clear. A buyer looking to run in the Blue Ribbon Futurity (G1) in March or the Remington Park Futurity (G1) in April or who wants to point a yearling to the Rainbow Futurity (G1) in July, should consider different pedigrees. While Quick Moon Sign was winning the Blue Ribbon and Remington Park futurities this spring in Oklahoma, This Snow Is Royal still was receiving lessons from trainer James McArthur. In the July 11 Rainbow trials, in only his second start, This Snow Is Royal turned in the fastest qualifying time.

The conformation of This Snow Is Royal, a full brother to Evening Snow, would indicate the colt might not mature as quickly as the compact Quick Moon Sign. This Snow Is Royal's pedigree also indicates later maturity. His dam, Florentine, did not break her maiden until September of her two-year-old year. She went on to become a champion at three and four and earn more than \$1.1 million without

the benefit of contesting the All American Futurity. Family members including Calyx, Stamen and The Ravin Maniac all showed later maturity in their careers.

### Tip No. 3: Realize not all black type is the same

Understanding the quality of the black type that is represented on the catalog page as well as quality racing class not indicated on the page is important. In my opinion, it is much more important to know the quality of company a horse has been

keeping. For instance, a horse that is a solid allowance winner or high claiming winner at Los Alamitos likely is a much more accomplished athlete than a horse that has earned black type at a smaller, less-established track.

Two good examples of yearlings that were purchased by people who recognized the racing class of their dams are 1996 champion Haulin Pass and 1997 Heritage Place Futurity finalist Bye Bye Chicks.

Dr. Steve Burns and his wife, Jo, of Hemet, California, offered both potential racehorses as yearlings at Heritage Place. The dams of both horses showed little black type on catalog pages, yet both mares were sound, competitive performers at Los Alamitos. In fact, both mares could possibly would have earned black type had they been raced at smaller, less competitive tracks.

The lack of an abundance of black type on the catalog pages of Haulin Pass and Bye Bye Chicks undoubtedly caused these two individuals to pass through the sale unno-

Hip No.  
236

Consigned by Abigail Kawanakao

**THIS SNOW IS ROYAL**

Sorrel Colt February 16, 1995

Hip No.  
236

Chicks Beduno SI 104 2 435,677	Beduno TB	*Romany Royal Jo Ann Cat
<b>THIS SNOW IS ROYAL</b> 3 438,652	A Classy Chick SI 89	Chick's Deck SI 92 Mayshego TB
Florentine SI 108 2 758,698	Dash For Cash SI 114	Rocket Wanger SI 97 Find A Buyer TB
	Trippy Dip TB	Scout Leader Dancing Straw

By **CHICKS BEDUINO** SI 104 (1984) Stakes winner of 7 races, to 3, \$412,099. Bay Meadows Fut. **G1**, Governors Cup Fut. [R] **G3**, 2nd Dash For Cash Fut. **G1**, 3rd Laddie H. **G2** Sire of 261 ROM. \$4,594,609, 28 stakes winners, including **CORONA CHICK** SI 113 (Champion, 15 wins, \$591,326, Ed Burke Memorial Fut. **G1**, etc.), **THE PRIZE** SI 108 (Champion, in Mexico, \$101,098), **EVENING SNOW** SI 97 (5 wins, \$532,057, Los Alamitos Million Fut. **G1**, etc.), **RED HOT RHYTHM** SI 99 (\$132,898, El Primero Del Ano D. **G2**, etc.), **COAST EXPRESS** SI 94 (\$104,305, Southern California D. **G1**, etc.), etc.

**1st dam:**  
**FLORENTINE** SI 108 (1984), by Dash For Cash: Champion 3-Year-Old Filly, Champion Aged Horse, Champion Aged Mare, 1995 Broodmare Of The Year, 16 wins, \$1,123,102, Ed Burke Mem. Fut. **G2**, La Primera Del Ano D. **G1**, Golden State D. **G1**, Rainbow D. **G1**, World's Championship Classic **G1**, Vessels Mat. **G1**, Pocahontas H., Go Man Go H. **G1**, Anne Burnett Invit. H. **G2**, QHBC Championship Classic **G1**, 2nd Golden State Fut. **G1**, Los Alamitos Champ **G1**, 3rd Lassie H. **G2**, Champion Of Champions **G1**, Dam of 6 foals, 5 of racing age, 4 to race, 4 ROM, includes an unraced 2-year-old of 1996.

**EVENING SNOW** SI 97 (g. by Chicks Beduno) 5 wins at 2, \$532,057, Los Alamitos Million Fut. **G1**, 2nd Golden State Fut. **G1**, (Finalist: All American Fut. **G1**)

**AVISON** SI 104 (g. by Ronas Ryan) 11 wins, to 5, \$293,667, Vessels Mat. **G1**, Go Man Go H. **G1**, Kaweah Bar H. **G3**, Chicado V H. **G3**, 2nd Dash For Cash D. **G1**, Go Man Go H. **G1**, Golden State D. **G1**, Kaweah Bar H. **G3**, Double Bid H. **G3**

Delphia SI 90 (f. by Special Effort) Placed to 4, 1996, \$30,258

Deign SI 92 (g. by Streakin Six) 3 wins, to 5, 1996, \$7,800

**2nd dam:**  
**TRIPPY DIP** TB, by Scout Leader 10 wins, to 3, \$78,169, An All-Time Leading Dam of ROM, dam of 13 Quarter Horse foals, 11 to race, 11 ROM.

**FLORENTINE** SI 108 (f. by Dash For Cash) Champion, stakes winner, see above.

**CALYX** SI 117 (c. by Dash For Cash) Champion Distance Horse, 9 wins, to 5, \$164,468, Marathon Invit. H. **G2**, Katiella H., Bull Rastus Invit. H., Endurance H. **G3**, Table Tennis H. **G3**, Pomona 870 Invit. H., QHBC Marathon Classic **G3**, 2nd Long Beach H., El Ocho Setenta H. **G3**, etc., ntr LA 870 yds 44.42 Sire.

**STAMEN** SI 114 (g. by Dash For Cash) 14 wins, to 7, 1996, \$80,065, Master Sails H., Fine Loom H., 2nd Brigand H., Lloyd Shelhamer 870 Challenge, 3rd Budweiser H., etc. New Mexico H-Point Aged Gelding, New Mexico H-Point Distance Horse.

**SHILLINGS** SI 84 (f. by Dash For Cash) 4 wins, \$34,042, Paul Ford Memorial H., etc.

**Stylus** SI 107 (c. by Dash For Cash) 3 wins, to 4, 1996, \$29,452, 2nd Cowboy Classic Fut. **G3**, (Finalist: Twaynas Dash Fut. **G3**, Southwest D. **G3**, etc.)

**Ive Been Blessed** SI 99 (g. by First Down Dash) 2 wins, to 3, 1996, \$10,242, 3rd West Texas D. **G3**

**Engagements: All American Futurity, Los Alamitos Million, MBNA America Racing Challenge**

**Eligible to be nominated to the 1997 G1 Heritage Place Futurity**

Hip No.  
301

Consigned by Burns Ranch

**BYE BYE CHICKS**

Gray Filly April 28, 1995

Hip No.  
301

Chicks Beduno SI 104 2 435,677	Beduno TB	*Romany Royal Jo Ann Cat
<b>BYE BYE CHICKS</b> 3 438,003	A Classy Chick SI 89	Chick's Deck SI 92 Mayshego TB
Say Bye Bye SI 99 1 853,495	Kiptys Charger SI 106	Kiplydoo TB Kilacharge SI 94
	Lady Jet Commander	Jet Commander SI 83 Midesire SI 92

By **CHICKS BEDUINO** SI 104 (1984) Stakes winner of 7 races, to 3, \$412,099. Bay Meadows Fut. **G1**, Governors Cup Fut. [R] **G3**, 2nd Dash For Cash Fut. **G1**, 3rd Laddie H. **G2** Sire of 261 ROM. \$4,594,609, 28 stakes winners, including **CORONA CHICK** SI 113 (Champion, 15 wins, \$591,326, Ed Burke Memorial Fut. **G1**, etc.), **THE PRIZE** SI 108 (Champion, in Mexico, \$101,098), **EVENING SNOW** SI 97 (5 wins, \$532,057, Los Alamitos Million Fut. **G1**, etc.), **RED HOT RHYTHM** SI 99 (\$132,898, El Primero Del Ano D. **G2**, etc.), **COAST EXPRESS** SI 94 (\$104,305, Southern California D. **G1**, etc.), etc.

**1st dam:**  
**SAY BYE BYE** SI 99 (1982), by Kiptys Charger 4 wins, to 3, \$12,204, Dam of 5 foals, 4 of racing age, 2 to race, 2 ROM.

Say Im Easy SI 91 (f. by Lil Easy Cash) 3 wins, to 3, \$7,767

Say Flyin SI 102 (g. by Strawfly Special) 2 wins, in 3 starts at 2, 1996, \$4,020

**2nd dam:**  
**LADY JET COMMANDER**, by Jet Commander Unraced, Dam of 8 foals, 7 to race, 5 ROM.

**KIPSCASH** SI 105 (g. by Kiptys Charger) 14 wins, to 7, \$286,098, Go Man Go H. **G1**, Horsemen's OHRA Champ **G1**, Debonair S. [R], Foster City H., Redwood City S. [R], Manhattan Beach H., Alameda H., Go Man Go H., 2nd Vessels Mat. **G1**, S. [R], Manhattan Beach H. Champ **G1**, Kaweah Bar H. **G3**, Pilgrim H., Hollywood Park Los Alamitos Invit. Champ **G1**, QHBC Sprint Classic [R] **G1**, Chicado V H. **G2**, Invit., 3rd Los Alamitos D. **G1**, QHBC Breeders Champ [R] **G3**, (Finalist: Kaweah Bar H. **G3**, Clabbertown G. H. **G3**, Huntington Beach S. [R])

Say Bye Bye SI 99 (f. by Kiptys Charger) 4 wins, see above

Tollien SI 92 (f. by Tollitac) 2 wins, to 3, \$12,154

Braggadocio SI 97 (c. by Chicks Beduno) 4 wins, to 3, 1996, \$11,298

**3rd dam:**  
**MIDESIRE** SI 92, by Ridge Twister 7 wins, to 4, \$5,375, Apache County S. Dam of 11 foals, 8 to race, 5 ROM.

Shirleys My Honey SI 91 3 wins, to 4, \$8,520

Natural Love SI 83 Winner to 3, \$5,426, Dam of

Love N Society SI 96 Winner to 3, 1996, \$1,172

Pais Little Cat SI 86 Winner to 3, \$5,267

The Bossanova SI 82 Winner to 3, \$4,549

My Honeys Bunny Winner at 2, \$3,605, Dam of

Sports Action SI 90 2 wins, to 4, \$5,821

**4th dam:**  
**LIGHT DESIRE** SI 85, by Light Bar 4 wins, to 3, \$4,909, Dam of 8 foals, 8 to race, 6 ROM.

**MIDESIRE** SI 92 Stakes winner, see above

Snappy Tiger SI 94 17 wins, to 10, \$4,320

Lightly Reward SI 82 5 wins, to 6, \$15,646

Whata Desire SI 91 3 wins, to 5, \$9,924, Dam of

Fantastic Future SI 97 4 wins, to 4, \$12,135

**Engagements: MBNA America Racing Challenge**

**Parentage Verified**

**Eligible to be nominated to the 1997 G1 Heritage Place Futurity**

*Black type indicates whether a horse won or placed in a stakes. If the name of a horse is in uppercase boldface letters, that horse won a stakes. If the name of a horse is in upper- and lowercase boldface letters, that horse finished second or third in a stakes.*

ticed by some potential buyers. Doyle Norris of Rawls, Texas, paid \$6,200 for Haulin Pass, a daughter of Holland Ease. Bye Bye Chicks, a filly by Chicks Beduino, was sold to Robert L. Hart of Stella, Missouri, for \$30,000.

#### Tip No. 4: Mares barren for a year or two are not bad

Purchasing from established racing families remains the soundest direction for a buyer.

However, some underlying unknowns do not appear on catalog pages. Among them are what I call "post-barren" foals, which are much easier to determine in Thoroughbred pedigrees than with Quarter Horses, because of more complete record keeping within Thoroughbred industry.

A post-barren foal is a foal that was produced after his dam was barren for one or more years. Studies conducted in the Thoroughbred industry indicate the racing class of foals produced from dams that were barren for one or more years is measur-

ably better than the racing class of other foals that represent a succession of offspring produced from mares. The Thoroughbreds Man O' War, Native Dancer, Nashua, Buckpasser and Holy Bull all were produced from mares that had been barren the previous year.

#### Tip No. 5: Consider the offspring of older mares

When purchasing members of great families, buyers should not shy away from yearlings out of older broodmares. Potential buyers often are biased against offspring of older mares, thinking the dams have become inferior producers. Because of this bias, buyers often pass on yearlings they otherwise might have liked.

Some good examples of horses produced by older mares are Buckpasser (foaled when his dam was 16), Man O' War (produced when his dam was 17) and Secretariat (born when his dam was 18). After she had turned 20, the great Quarter Horse mare FL Lady Bug produced three horses that each earned more than \$100,000. Easy Jet was foaled when his dam, Lena's Bar (TB), was 13.

The same consideration also should be given to yearlings by older stallions. Beduino (TB) sired his only All American Futurity winner, Strawberry Silk, at age 19. Bold Ruler (TB) sired Secretariat, a member of his last crop of foals, when he was 18.

One of the soundest statements made by a buyer about purchasing yearlings at auctions came from Thoroughbred horseman Cot Campbell:

"I want the looks, good conformation, but I will gamble on certain conformation flaws and I must have some class pedigree in the family. When the running starts, I want that horse to be able to reach back and call on his mama and daddy!" ➤

Hip No. 445	Consigned by Dr. Steve Burns	Hip No. 445
<b>HAULIN PASS</b> Bay Filly March 21, 1994		
Holland Ease SI 109 2,804,100	First Down Dash SI 105	Dash For Cash SI 114 First Prize Rose SI 98
<b>HAULIN PASS</b> 3,318,712	Easy Henryetta SI 90	Easy Jet SI 100 Babys Henryetta SI 90
Up Front Linda SI 94 2,094,786	Pass 'Em Up TB	*Nohomie II *Vista Rose
	Turt's Linda	Turt's Best SI 100 Gailinda SI 85
By <b>HOLLAND EASE</b> SI 109 (1989). Stakes winner of 6 races, to 4, \$361,227, Golden State D., 2nd Kindergarten Fut. <b>G1</b> , El Primero Del Ano D. <b>G1</b> , Governor's Cup D. [R] <b>G1</b> . 3rd Ed Burke Memorial Fut. <b>G1</b> , Dash For Cash Fut. <b>G1</b> , Vandy's Flash H. <b>G3</b> . His oldest foals are yearlings of 1995. Son of <b>FIRST DOWN DASH</b> SI 105 (World Champion, \$857,256), sire of 349 ROM, \$12,151,221, 55 stakes winners, including <b>A CLASSIC DASH</b> SI 93 (Champion, 7 wins, \$1,078,617, All American Fut. <b>G1</b> , etc.), <b>DASH THRU TRAFFIC</b> SI 95 (Champion, \$1,056,943, All American Fut. <b>G1</b> , etc.), etc.		
<b>1st dam:</b> UP FRONT LINDA SI 94 (1977), by Pass 'Em Up TB. 5 wins, to 6, \$43,230. Dam of 8 foals, 7 of racing age, 6 to race, all ROM, includes an unraced 2-year-old of 1995. Caught Blushin SI 86 (f. by Blushing Bug). 4 wins, to 3, 1995, \$11,693. Janet Ward Stealth SI 89 (f. by Merridoc). Winner to 6, 1995, \$6,152.		
<b>2nd dam:</b> TURF'S LINDA, by Turt's Best. Unplaced in only start at 3. Dam of 10 foals, 6 to race, 5 ROM. Up Front Linda SI 94 (f. by Pass 'Em Up TB). 5 wins, see above. Tough Blade SI 90 (g. by Texas Blade TB). 5 wins, to 6, \$9,026. Lindas Que Chick SI 87 (c. by Bobby Que). 3 wins, to 4, \$3,040.		
<b>3rd dam:</b> GAILINDA SI 85, by Dividend. Unplaced in 3 starts at 2. Dam of 14 foals, 10 to race, 7 ROM. <b>TURF CROWN</b> SI 101. 14 wins, to 7, \$45,310, Delta 550 H., 2nd Virgil Bond 870 H. <b>Turfs Demon</b> SI 95. 5 wins, to 7, \$25,695, 2nd Bayou Country D. Gailindas Demon SI 91. 12 wins, to 9, \$19,725. Little Miss Turf SI 91. 7 wins, to 6, \$16,431. Daddy Ohs Doll SI 80. Winner at 2, \$3,316. Dam of <b>This Dolls A Rocket</b> SI 93. 3 wins at 2, \$52,243, 2nd Louisiana QHBA Fut. [R]. 3rd Louisiana QHBA Sale Fut. [R] <b>G3</b> . Timmy Toodles SI 99. 8 wins, to 4, \$17,826. Turf's Dream SI 82. Placed to 4. Dam of Shezaker SI 106. 6 wins, to 3, \$9,066, ntr BEU 330 yds :16.77, Dam of <b>HEZA A MARSHAL</b> SI 102. 7 wins, to 3, \$30,256, Midlands Gold Medallion Fut. [R], 2nd Illinois QHRA Breeders Fut. [R] <b>G3</b> , Iowa Hawkeye Fut. [R]. Arewehavinfun SI 96. 2 wins, to 3, \$2,139. Dam of <b>MIGHTY DURAN</b> SI 94. 4 wins, to 3, \$69,615, QH Of Texas Breeders Sale Fut. [R] <b>G3</b> , 2nd Longhorn Fut. <b>G3</b> , Austin Fut.		
<b>4th dam:</b> SALLY ECHOLS, by Ed Echols. Unraced. Dam of 16 foals, 8 to race, 3 ROM. <b>BELINDA BAR</b> SI 95. 7 wins, to 4, \$3,201, Alamo QHBA D., ntr UVA 400 yds :18.87. Sallys Sassy Bar Unraced. Granddam of <b>Shawne Sky Rocket</b> SI 86 (\$1,856, 3rd Garfield Downs Laddie Fut.). Dorianne Unraced. Granddam of <b>BAR ROULA</b> SI 96 (\$100,697), <b>ROULA BAR</b> SI 95 (\$18,389), <b>Pass Catcher</b> SI 97 (\$39,139), <b>Jewels Moon</b> SI 93 (\$8,607).		
Engagements: MBNA America Racing Challenge Parentage Verified Eligible to be nominated to the 1996 G1 Heritage Place Futurity		

# Cataloging the catalog

In AQHA's publication "A Guide to Owning Everyone's All American," the sale catalog is euphemistically referred to as the "Bible" for prospective sale bidders. Every column-inch of type on every page is vital in selecting the right horse for the right racing program.

It's hard to believe, but as extensive as the catalog material is about each horse, even more information is available through AQHA. There are two basic avenues for acquiring this data.

When a customer calls the AQHA Records Research Department, he doesn't have to sit through an automated menu that directs him to a myriad of extensions. What callers do get is a real person with real answers to their questions. The seven employees in the department have handled approximately 70,500 telephone calls since the first of the year and are available to answer questions regarding specific horses and people.

In most cases, information is available for free, but more detailed reports do carry a small fee. For example, a customer can request up to \$5 worth of information and not be charged. A five-generation pedigree, which is not included in the \$5-exemption, is available to AQHA members for \$3-\$7, depending on the information given in the pedigree. Nonmembers pay double the fee that AQHA members pay.

The second research alternative is the AQHA On-line Service, which offers users the opportunity to research records and pedigrees from their personal computers. The service is a dedicated dial-in service available for a one-time subscription fee of \$100.

Material that is available through the on-line service includes pedigrees, as well as complete race records, race summary records, charts and past performance lines with explanations.

Only AQHA members can subscribe to the on-line system, and they must complete an on-line records service agreement. They also must have an IBM compatible computer, a high-speed modem and a printer. In addition, the user's telephone number must be recorded into the AQHA call-back system.

To initiate usage, the subscriber calls a toll-free number, enters his access code and then hangs up his phone. The call-back system then places a return call to the user's personal computer and a connection is established with AQHA's IBM AS/400 computer. All reports, which are requested by specified code numbers, are sent to the user's hard drive and will be printed after he terminates the connection between the two computers.

It is extremely important to note that AQHA does not offer access to record information via the Internet. This policy maintains the integrity of AQHA records.

On-line charges are billed by connect time at \$3 per minute. Customers who use the service for 10 minutes will be billed \$30, while those who don't use the system during a given month will not incur any charges.

## Example information price comparison

Jockey Club Equine Line:

Five Pedigrees (\$5 each) — \$25

AQHA Records Research Department:

Five Racing Pedigrees (\$3.50 each) — \$17.50

AQHA On-Line Service:

Five Racing Pedigrees (2.5 minutes X \$3 per minute) — \$7.50

For more information or a list of fees, contact the records research department at (806) 376-7415. By Diana Glover.

Purchasing from established families remains the soundest direction for a buyer. However, some underlying unknowns do not appear on catalog pages.

Hip No. 626	Consigned by Selig/Moehrig	Hip No. 626
<b>DASH N RUN</b>		
Sorel Colt March 22, 1993		
Sixarun Si 106 2,040,405	Streakin Six Si 104	Easy Six Si 97 Miss Assured Si 95
<b>DASH N RUN</b> 3,222,095	Chickarun Si 93	Chick's Deck Si 92 Ide Run Si 81
Queenies Dash Si 93 2,773,217	Man In The Money Si 107	Dash For Cash Si 114 Mary Go Go Si 88
	Jetta O Toole Si 88	Barney O Toole Si 94 Jet 76

By **SIXARUN** Si 106 (1983): Stakes winner of 7 races, to 4, \$291,229. TOHA Texas Fut. G3, San Jose H., Hall Moon Bay H., 2nd Doc Severinsen H. G3, 3rd RainBow Fut. G1, etc. Sire of 110 ROM, \$1,453,835, 8 stakes winners, including **DARLIN SIXARUN** Si 105 (4 wins, \$297,966, Remington Park Fut. G1, etc.), **SIX A FRISCO** Si 103 (7 wins, \$60,860, Six Flags Fut. G3, etc.), **HEZA CLABBER DOLL** Si 98 (\$43,462, Clash Of Champions Fut.), **RUNASPECK** Si 97 (6 wins, \$42,566), **SIXARUNNER** Si 97 (6 wins, \$66,107, Six Flags Fut. G3, etc.), **DID I DO IT** Si 111 (\$29,893), etc.

**1st dam:**  
**QUEENIES DASH** Si 93 (1988), by Man In The Money 2 wins, to 3, \$3,391. This is her first foal.

**2nd dam:**  
**JETTA O TOOLE** Si 88, by Barney O Toole. 3 wins at 2, \$3,253. Dam of 7 foals, 5 to race, 5 ROM.  
**JODY O TOOLE** Si 106 (c. by Jody's Glory) 10 wins, to 4, \$280,721, Texas Fut. G3, Coors Distributors Fut. G3, Graham Farms Fut. G3, Texas Poor Boy Sprint Fut. [R], Jal Ranch Fut. (Finalist: All American Fut. G1, All American D. G1).  
Queenies Dash Si 93 (f. by Man In The Money) 2 wins, see above.  
Jetta O Toole Si 90 (c. by Miley Effort) 2 wins, to 3, \$1,872.  
Miss O Toole Si 88 (f. by Special Effort). Winner to 3.  
Princess O Toole Si 80 (f. by Man In The Money). Unplaced in 3 starts at 2. (Finalist: OH Of Texas Breeders Sale Fut. [R] G3).

**3rd dam:**  
JET 76, by Mr Jet Moore. Placed at 2. Dam of 6 foals, 2 to race, 2 ROM.  
Jetta O Toole Si 88. 3 wins, see above.  
Gracious Jetta Si 84. Placed to 3, \$1,038.

**4th dam:**  
**QUEENA GO GO**, by Go Man Go. Placed to 3. Dam of 8 foals, 4 to race, 3 ROM.  
**QUEENA MOON GLOW** Si 98. 9 wins, to 4, \$39,953, RMQHA Springtime Fut., 2nd Juvenile Inv. H., RMQHA D., 3rd Bardella H. Dam of  
Glowin Bug Si 93. 4 wins, to 5, \$10,943.  
Radiant Queen Si 87. Winner to 3. Dam of  
Radiant Dash. Placed at 2.  
Zevis Go Man Si 91. Winner at 2, \$1,587.  
Bedunos Queen Si 83. Winner at 2. Dam of  
Its Over Si 93. 2 wins, to 3, \$3,521.  
Romany Queen. Unplaced in 4 starts at 2.

**Engagements: All American Futurity**  
**Eligible to be nominated to the 1995 G1 Heritage Place Futurity**

401 C

IT'S A QUESTION so simple: "What'll ya give?"

The answer is sought with forceful speed in sales rings across North America. Some 30 Standardbreds an hour are sold at these

bustling venues, and for a few intense minutes, each could be anyone's horse.

The auctioneer's chant booms through the atmosphere; ringmen shout and pump the air with each bid they field. All around them, armed with catalogs, observations, and wallets of various depths, a sea of horsemen contemplates and sweats, speculates, and bids.

With hearts and hammers slamming, an auction seems far removed from the simplicity of the question it answers. Why sell a horse at auction, anyway?

# The Psychology of Auctions

Auctioneers share their secrets of a lively trade

*by Ardith Carlton*

"An auction brings buyers and sellers together," explained long-time auctioneer Vernon Martin, a gavel-wielder at Harrisburg's Standardbred Horse Sales Company auction and the Garden State Horse Sales. "If the seller would sell privately, how would he know somebody else out there wouldn't give more? And by the same token, how does the buyer know what somebody else would pay? An auction is an advantage to both the buyer and seller; it gives everybody a chance."

Buyers and sellers all want to make their chance the most fruitful it can be. And that's where the auctioneer comes in.

## **The auctioneer's instruments**

Tom Caldwell views the auctioneer's role as that of a mediator. His voice is one of vast experience: He has auctioneered at the Tattersalls Select Yearling Sale for 41 years and spent 35 years on the stand at Harrisburg. He hammered down the first \$100,000 Standardbred yearling, Dancer

Hanover; the all-time top-priced yearling of the breed in \$625,000 filly Laugh A Day; and the highest-priced Standardbred ever auctioned, \$800,000 broodmare Winky's Gill.

In addition, he has sold Thoroughbred record-setters in his decades of duties with that breed's Keeneland sales, includ-

412N



ing the Secretariat son Canadian Bound, the first \$1 million yearling; and the all-time priciest yearling, Seattle Dancer, a Nijinsky II half-brother to Seattle Slew who sold for \$13.1 million.

"When you act as mediator between the buyer and seller, you've got to be fair to both parties," stressed Caldwell. "It's a great challenge, because you want to get a good price for the seller, and you want the buyer to be happy with his purchase."

That resolute sense of fairness is the bedrock of an auctioneer's character. But coupled with it is a trait every bit as vital: a burning streak of salesmanship.

"Your total obligation is to represent the seller and be fair with the buyers," said Brooks Wells, for 30 years the auctioneer at the Blooded Horse Sale in Delaware, Ohio. "At an auction, the entire crowd is one customer made up of 500 to 600 people with different personalities. The goal is to sell that customer."

To sell the customer, the auctioneer must grab and hold the interest of the crowd—horse after horse, hour after hour. Keeping things entertaining and moving briskly is the key, and the auctioneer does both with his rhythmic, rapid-fire chant.

According to the National Auctioneers Association, it's unknown just where or when the auctioneer's chant first began. It evolved as a way to sell items more speedily, and nearly every North American auctioneer uses it today, with voice power coming from the diaphragm to spare the throat.

"The chant is a motivational thing," explained Dan Green, who auctioneers at the Kentucky Standardbred Sale and Harrisburg. "It's a little bit intimidating in that it puts a real hurriedness to all of it—you've only got a little window of time to do your bidding, or you don't get that horse."

"I think for some buyers, it's a rather nerve-wracking experience to try and bid and get something bought," said Martin. "I don't like to say we put them under pressure, but we do want to keep people anxious to bid."

Although the chant used in horse auctions is not nearly as quick as that used at tobacco auctions (which uses codes that buyers have been trained to understand), its speed may be intimidating to auction newcomers. However, the only really rapid—at times difficult-to-discern—words are those spoken in between the actual numbers. These "filler" words cre-

ate a rhythm around the numbers; the numbers themselves are pronounced as clearly as possible.

"Years ago at a sale, we were into maybe the sixth or seventh hour, and we were all getting a little bit numb," recalled Caldwell. "I had \$46,000 on a horse and was asking for \$47,000, but I was being a little less than clear, and we didn't have a toteboard.

"One man raised his hand. I said, '47?' and he nodded, and I said, 'Thank you, \$47,000'—and he fell over backwards: he thought he was bidding \$4,700! It gave me a good lesson in making myself plainer and more distinct, and we repeat the hundreds and thousands a little more often than we used to."

Tone of voice is another tool the auctioneer uses to keep the crowd's attention. "A monotone can be detrimental to a sale," pointed out Wells. "You should change the inflections of your voice; keep

Exuberant ringmen stoke the crowd's enthusiasm with every bid they field. Paul Martin, above, was a ringman supreme for decades, keeping bidders entertained and optimistic, and his sons Larry, Paul Jr., and Vernon have all followed him into the auction business.

that excitement going."

Helping stoke the tempo set by the auctioneer are the ringmen, or bid spotters, stationed throughout the venue. Loud and lively, they relay bids from their section of the crowd.

They're every bit the salesmen that the auctioneer is, too. "By working that section, bid spotters become familiar with buyers that are out there, and buyers become familiar with them," noted Green. "You rely on the bid spotter to let them know whether they're in or out on a horse. And when a horse is struggling, they may know someone in their section to maybe egg on to get in."



George Smallsreed

Caldwell cited now-retired ringman Paul Martin, long a regular at top Standardbred sales, as a master of the bid spotter's art. "Enthusiasm is contagious in the auction business, and he was so enthusiastic, he *made* people want to bid to him," he said. "That's the prime job of every ringman."

Martin's sons Larry, Paul Jr., and Vernon all followed him into the auction business. Vernon worked 10 years as a bid spotter before ascending the auction stand, and found it to be "a great training ground" to develop another crucial component of a Standardbred auctioneer: a rapport with the people in the industry.

"Knowing the people and knowing how they bid, and being able to read people, their body language—maybe subconsciously you factor it in," he said.

When it comes to knowing the people, noted Caldwell, "that's our job. After you've been doing it a while, you know in many cases who has had success with that particular bloodline. The man who's bidding on the horse may own his sibling, and you can maybe get them to bid once or twice more than they would just by saying, 'You know the family, and I hate to see you lose this opportunity.'

"If they don't have any of the family, you have to rely on what you know about the potential buyer, or what you know about the bloodline in the ring."

Knowing the potential buyer, however, rarely extends to a personal exchange between auctioneer and bidder. Things were different when legendary auctioneer George Swinebroad ruled Standardbred

"Every auction has peaks and valleys. Potential buyers consistently come back to the auctions because they figure there's going to be soft spots. I try to smooth the valleys out as much as I can."

—TOM CALDWELL

sales rings until his death in 1975.

"He would cajole, plead, humiliate—whatever it took to get another bid," recalled *Hoof Beats* Executive Editor Dean A. Hoffman, while ringman Howard Jewell added, "He was rough; he'd call you anything he'd want to call you."

But today's auctioneers have not emulated that aspect of Swinebroad's style.

"Many people would feel embarrassed or angered if you singled them out of an audience, even in a kind way," said Caldwell, who served as Swinebroad's assistant for nearly two decades. "If the auctioneer says, 'Hey, Mr. Smith, bid one more time,' Mr. Smith may not have liked people to know he was bidding against Johnny Brown, his neighbor.

"It boils down to knowing your potential buyer, and their likes and dislikes."

Hammered down to Castleton Farm for \$800,000 in 1986, broodmare Winky's Gill 3,1:55.2 (\$472,154) remains the all-time highest-priced Standardbred sold at auction. The Bonefish mare's first foal, Supergill 3,1:53.3 (\$664,194), topped all sale yearlings that year at \$500,000.

To hold onto the audience, the auctioneer must have their respect as someone well aware of the value of each horse. Of course, until the hammer falls, the value of any yearling can only be guessed—but auctioneers make the most educated guess they can.

"We study the previous years: 'This sire averaged so much, and this is an A, B, C, or D female, [so] we should get about this average,'" explained Caldwell. "I think of it as trying to match the conformation to the pedigree and getting a general range we should be shooting for, then relying on the people over and above that."

To form his "guesstimate," Green said he studies trends in the market as well as racing performance. "Something can happen in the family that automatically adds value to this yearling, right up to sale time," he said. "You also need to be able to look at the horse physically, and usually prior to the sale we make our rounds through the barn area.

"We don't have any figures that we know or write down. It's just a so-called educated opinion, a feeling you have that a horse could bring in a certain price range. Sometimes it happens and sometimes it doesn't."

On average, less than a dozen yearlings a day have been assigned a reserve, or minimum selling price, by their consignors.

"They bring them in to sell them and leave it up to the people that are bidding as to what the real value is," Martin explained. "They're willing most of the time to accept that judgement."

"That's a great thing, because they're truly trusting that I'll do my job well and the market will bear what that yearling is worth at that time," added Green.

#### All aboard!

As a horse is led into the sales ring, the pedigree reader details high points of the animal's heritage. The pedigree reader—sometimes known as the announcer—is



Dean A. Hoffman

"The good [bid spotters] will kind of chase you a little bit, and the auctioneer can influence people; I see it happen constantly."

—CHRIS BORING

the keeper of the facts, and careful horsemen know to listen when he speaks.

"Any announcement he makes that first 30 to 40 seconds is very, very important," cautioned longtime horseman Bruce Nickells. "It might be a ridgeling, might have a spot in its eye—and if you aren't listening, you won't hear it. They tape all the announcements and all the bidding, and that stops a lot of disputes later."

Since, according to Caldwell, "you can't engender much bidding if you start at the top," the auctioneer usually opens the bidding by asking for an inviting figure, one that buyers would feel comfortable bidding more than. The action often takes off from there—but not always.

When no first bid is forthcoming, the auctioneer acts swiftly, drawing on his knowledge of the crowd's buying habits to avoid a momentum-marring lull.

"There are buyers for horses to a certain price," explained Green. "You learn who they are, so that if a horse is struggling getting started, there's a buyer you're familiar with who will pay up to \$3,000 on any horse that comes in, and you can rely on that person and get started for that kind of price. The horse will go on to bring a price much higher than that."

But what happens when there isn't such a person in the crowd and asking for a rock-bottom bid hasn't gotten a response?

"Sometimes, you start it yourself," admitted Jewell, who conducted auctions of all kinds until retiring in 1981. "Make it low enough so you won't own it, and they'll all get in."

"Starting" a bid, he pointed out, is a single bid to get things going—not to be confused with "running" a bid, the unethical practice of bidding the price up. The vast majority of auctioneers will not do such a thing; "you've got to protect your honesty," Jewell stressed.

Despite the relentless pace and excitement, every auction suffers an occasional, inexplicable "soft" spot.

"Every auction has peaks and valleys," explained Caldwell. "Potential buyers

consistently come back to the auctions because they figure there's going to be soft spots. I try to smooth the valleys out as much as I can."

"Sometimes you hit a spot in the sale where it's just not chiming, and there's no explanation for it," said Green. "So you try all the things you can do, throw it back to the announcer to say what he can, and get everybody's concentration focused again. Maybe something can happen in that five seconds; what have you got to lose?"

"Sometimes it just shoots off from there. But sometimes you realize this is as good as it gets; work as hard as you can, sell it, and go on to the next horse. You won't know why it happened. And the next horse will come in, and it's an entirely different environment again."

After the hammer falls, the commotion kicked up by an exceptionally high price could also stall a sale's momentum, if not for the auctioneer regaining command. "The next horse could suffer, but I don't allow that to happen," said Green. "I'll stop and get [the crowd's] attention focused back on the horse in the ring."

"Crowd control is very important," Wells agreed. "You need to have a friendly, firm attitude that you're in control, and go from there."

Most of the time, an auction barrels along like a freight train, its pace pressuring bidders to take part before it's too late. The auctioneer and ringmen add to the urgency by doing more than fielding the bids; they actively flush them out.

"Some people seem hesitant to bid themselves," said Wells, "so the auctioneer should always be watching. Sometimes I have an eerie feeling because I can see from the intensity of their stare, that person is *it*. They almost seem larger than the rest of the crowd."

A big believer in body language, Wells wheedles further bids by cupping his hand in a coaxing "come on" motion, or by raising his arm as if about to sell the horse.

A few auctioneers, like Wells, don't announce that they're about to sell a

horse, teaching prospective buyers that they don't dare wait to bid. "We don't beg," said Wells, "and it has worked beautifully for us."

"Buyers and bidders respect the industry enough that they don't want you to keep begging and pleading for another raise beyond the normal limits," added Caldwell. "You've still got to think about the tail end of the sale; the minute you slow down, everybody else slows down."

## Making chicken salad

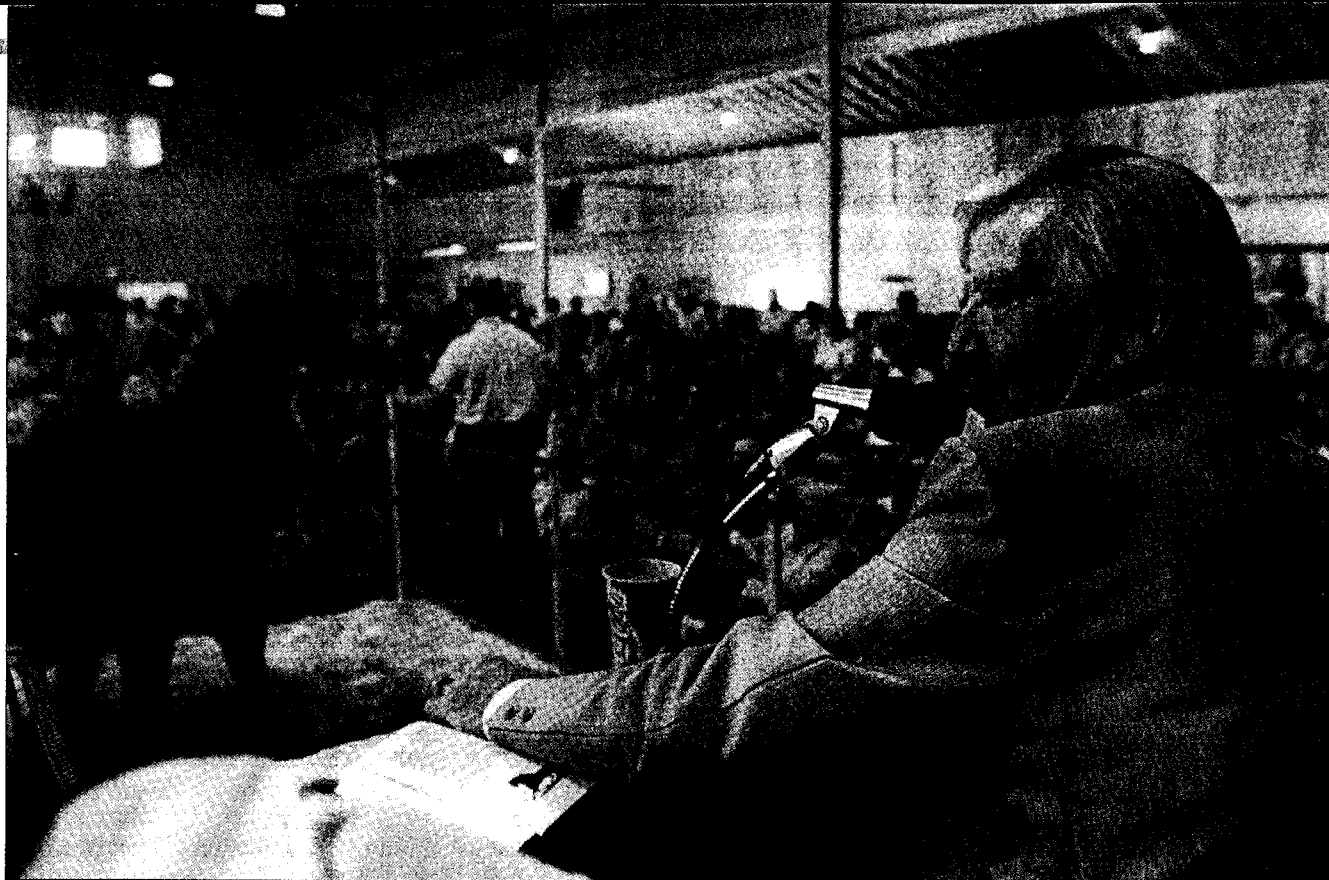
As the auction train rolls along, with its engineer of an auctioneer working to keep momentum up, it's a ride that many of the folks in the seats have spent weeks, sometimes months, preparing for.

"Anyone that trains yearlings and 2-year-olds, the most important thing you can do is look at them as yearlings and buy the right one," stressed trainer-driver Ed Lohmeyer. "You can't make chicken salad out of chicken feathers; you've got to have something there to start with, and the most important thing is *buying* a great horse. That's where it counts."

Lohmeyer shops at the Lexington and Harrisburg sales, but before purchasing the annual dozen-or-so youngsters for his owners, the New Jersey horseman has left few stones unturned. "It's very time-con-



Tom Caldwell has sold art, antiques, and real estate, "but my love has always been horses," he said. "It's hard to remember all the good ones I've sold, but you never forget the first one like Dancer Hanover, the first \$100,000 yearling. I still have the old signed picture of Dancer from Mr. [Lawrence] Sheppard."



Ed Keys

suming because you have to be there inspecting each one that sells, and hundreds of them sell," he said.

"I don't buy a horse I haven't completely examined. Even if he looks great in the ring and on paper, I'll pass him up."

"If you look at a thousand horses, you might end up with four or five, but you've got to look at all of them," agreed Nickells, who does plenty of advance scouting. "I spend three weeks in Lexington just going to all the farms, and after Lexington I go to the farms up East.

"You've got to do a lot of looking, and somehow figure out what you think that horse is worth. But if you've done your homework, that's where your bargains are—not buying something you haven't looked at; that's a real no-no."

That homework involves plenty of hitting the books, as Pennsylvania horseman Dan Altmeyer can attest. "As soon as I get the catalogs, I work hours on them, going through the bloodlines," he said. "I like sticking with the families that have done well for me; I like to bet on the surest thing I can."

Altmeyer tries to further improve the odds by targeting youngsters he thinks will be in his "medium-priced" range. "I don't look at horses out of my price range," he said, "because if [it turns out] I can afford them, I don't want them."

While he buys for several owners, Altmeyer also owns a piece of the approx-

"The auctioneer should always be watching [for bidders]," said Brooks Wells, who wields the gavel at the Blooded Horse Sale in Delaware, Ohio. "Sometimes I have an eerie feeling because I can see from the intensity of their stare, that person is *it*. They almost seem larger than the rest of the crowd."

imately 15 yearlings he purchases each fall, and that personal stake makes him extra-selective. "You're planning for the future," he emphasized, "and probably I make or break my whole year at those auctions."

That's the case for many horsemen across North America. And as if having the fortunes of the near future ride on their yearling selections isn't stressful enough, they won't even get to bring those horses home if they're outgunned in the bidding.

How it turns out is a combination of luck, strategy, and pure adrenaline.

### Backbones and billfolds

When it comes to bidding, techniques and tactics vary.

At the major yearling sales, Ohio-based Grand Circuit horseman Ivan Sugg can often be found sitting right up front, close to the ring. "That's where I pick out most of my horses," he explained.

Among the yearlings Sugg has picked out are Jug elimination heat winner Crouch p,3,1:51.4 (\$577,379), a \$10,000

colt who won nearly \$125,000 for Sugg in his first two months at the races before being sold for an undisclosed sum to Rose Guida; Joyous Wish p,3,1:54 (\$440,649), netted for \$2,000; and a \$4,700 prize who's a sophomore this season, NJSS winner New Yorktowne 3,1:58.1 (\$78,226).

Sugg buys for himself, and when an interesting animal is in the ring, he waits for the bidding to slow. "You've got to have a lot of patience and wait, and when they go by you, they go by you," he said. When one hasn't climbed beyond his range, though, he's ready to bid by nodding; "you might have to wave your hand to get the bid spotter's attention the first time," he noted, "but after that, they know where you're at."

While Sugg is savvy to the auctioneer's tone—"you can kind of pick out when he's going to sell a horse and when he's going to go a little further"—he isn't immune to that siren song. "They get you to go on a little bit," he conceded, "and there [are] horses I've got that way."

"It boils down to who's got the most determination or thinks that much of that horse, although I guess your backbone kind of matches your billfold."

Another horseman who prefers the waiting game is Grand Circuit horseman Chris Boring, who buys about a dozen yearlings each fall for his owners.

"Sometimes if they're really rolling,

# HOOF BEATS ADVERTISING RATES

BLACK & WHITE	1x	4x	8x	12x
Full Page	\$ 655	620	585	550
2/3 Page	530	495	470	445
1/2 Page	395	365	345	330
1/3 Page	300	285	265	245
1/6 Page	190	180	170	160
1/12 Page	110	105	100	95
Column-inch	50	45	40	35

## CLASSIFIED ADVERTISING

**\$1.60 per word, \$16.00 minimum.** Payment must accompany order.

## COLOR

**\$300** additional per each standard color per page. (Blue, green, red, yellow, and orange—PMS colors, the publisher's choice.)

**\$340** additional per each matched PMS color per page.

**\$340** additional per each metallic PMS color per page.

**\$575** additional per four-color page (color separations additional).

## COVERS

Additional 15% premium above the earned space rate.

## GUARANTEED POSITION

Additional 15% premium above the earned space rate. Guaranteed position is defined as any position other than run-of-book.

## INSERTS/OUTSETS

Special rates apply and are available upon request. Availability of outserts is contingent upon postal regulations.

## PRODUCTION

Production costs will be charged for all advertising which is not received camera-ready. Estimates on production charges are available upon request. *Hoof Beats* is a full-service publication offering advertising production services from concept to negatives.

## COMMISSIONS & DISCOUNTS

The publisher offers a discount of 15% gross to recognized agencies on space cost only. Commission is not allowed on production charges, color, charges over 90 days old, or on charges turned over for collection. All accounts not paid in full within 30 days of the invoice date will incur a late charge of 1 1/2% per month from the invoice date until paid in full.

## DEADLINES

Space reservations are due by the 5th of the month preceding, and copy is due by the 8th of the month preceding. (Example: The January issue's space reservation deadline is December 5th; copy is due by December 8th.) If copy is not received by the copy deadline, the publisher reserves the right to repeat the advertiser's last ad and/or charge the advertiser for reserved space.

## The Psychology of Auctions

by the time you get your hand up and you think you're bidding \$20,000, you're in at \$24,000," he said. "so it's better for me if I'm patient. Once it slows down, if it's still where I'm competitive, I'll get in then."

He sees no need to be furtive in bidding. "A lot of people try to be half-sneaky," he said, "but at the major auctions, there's so many major players in there, I don't think you have to be that way. I get myself where the bid spotter can see me at all times. I want to be right there in front of them and know exactly what I'm doing."

"The good [bid spotters] will kind of chase you a little bit, and the auctioneer can influence people; I see it happen constantly," he said. "I might go a little more than what I've got written down."

A rare case where Boring bid much more than planned came at the 1982 Harrisburg sale. He and owner Michael Shapira were on a quest for an Albatross colt, a commodity in hot demand.

"We hit on a couple Albatrosses and missed," Boring recalled. "It was kind of getting late into what was left of the Albatrosses, so we just took a shot on one."

Howland Hanover was the horse. Shapira called off the chase at \$80,000, but after being goaded by fellow Michigander Doug Ackerman, Boring and Shapira landed the colt with a last-ditch bid of \$82,000.

"Shapira turned white, he was just so shaken about having to pay that much," Ackerman remembered. "I turned to him and said, 'You didn't overpay—you stole that horse!'"

"You stole that horse" became a running joke whenever the colt raced, and Ackerman turned out to be right. Renamed Colt Fortysix, the colt put Boring and Shapira in the record books, circling Springfield in 1:50.3—then history's fastest race mile—and winning the Little Brown Jug in straight heats on his way to \$232,538 in earnings.

As happens to even the most poker-faced bidders, from the time a coveted horse strides into that ring, a surge of adrenaline has Boring charged up inside. "More so than I'd like to be," he conceded. "I try to act like I'm not excited, but the closer it comes to final hammer, the more excited you get, hoping that you'll be able to get the job done."

"I've never talked to any other trainers about that; maybe everybody gets a little

nervous and excited. Maybe that's why we do it, partially—for the excitement."

"Once in a while you get yourself a little hyper," admitted Nickells, who prefers to let the bidding get started before jumping in.

The trainer of such great fillies as Miss Easy, Immortality, and Follow My Star usually bids to a spotter; "I can keep track of things better, and he keeps track of me," he said appreciatively. "When you only go to a sale every now and then, they're more on the ball than you are."

Nickells doesn't mind if people know he's bidding (although, he pointed out, "you don't whistle at the guy and wave your arms"), but he's one of the many that hates unexpected company to drop in: "The worst thing is when the hammer is about to come down and knock that horse off to you, and a guy makes a bid from out of the bleachers!"

That guy could be Ed Lohmeyer.

In 1982, Lohmeyer bid once on yearling Vanston Hanover—and signed the resulting \$325,000 ticket. "I waited until the very last," he laughed. "I don't like to get in early."

Vanston Hanover p,4,1:53.4 couldn't quite earn back his purchase price, but banked \$252,202 for his owners, the New Dynasty Stable, before going to Australia for stud duty, where he has sired the winners of more than \$4 million in a 10-year career.

A steep purchase price can be hard to recoup. Just ask the five priciest yearling pacing colts of all time: Mustang Almahurst sold for \$430,000 and never earned a dime; Albatrage p,4,1:55.2 (\$161,513 in nine years) and Silk Spats p,3,2:03.1f (\$3,876 in three lifetime starts) each brought \$400,000; Clear And Crisp p,7,1:54.3f (\$29,608 in six years) sold for \$390,000; and Cobra Almahurst p,3,2:04.1f (\$2,973 in his eight starts over three years) sold for \$385,000.

The top-priced yearling of 1994, Spin Doctor p,2,1:55.3, is toiling to repay his \$220,000 purchase price in conditioned classes at Saratoga. Meanwhile, Raycer Thad p,3,1:52.1, who topped the 1995 sales at \$210,000, took just 14 starts to recoup his owner's money, helped along by his victory in the Berry's Creek final. You just never know.

Three years before Vanston Hanover, Lohmeyer landed another big-ticket item for the New Dynasty Stable and found his pot of gold. Tammany Hall, a \$290,000 Meadow Skipper yearling, was the sport's

most expensive yearling of 1979. Renamed Landslide, he earned \$162,835 on the track but did it in a spectacular 13-11-1-0 career, and went on to be syndicated for \$3.6 million.

Going into an auction, "It's hard to put a price on a yearling before you see how they're selling that year; they may all be selling 20 percent higher," Lohmeyer explained. In such a case, he said, he goes with the market flow and adjusts his own sights 20 percent north.

And then there's Dan Altmeyer, whose top yearling bargains include \$17,000 purchase Slick Pavement p,5,1:51.2 (\$571,383), Exotic Earl p,4,1:50.2 (\$412,165) for \$57,000, and a Cam Fella colt named Gulf Shore.

When Gulf Shore went through the Kentucky Standardbred Sale ring, the crowd just wasn't keen on him. "He was out of a Harold J. mare, and that wasn't a fashionable breed at that time," explained Altmeyer. "He was a nice-looking colt, fairly nice size and everything, so I can't say that anything else kept his price down."

Altmeyer's reliance on past experiences gave him an insight: "I was turned on to him because I raced against his mother [Oxford Mary Ann] a lot, so I wasn't afraid of the Harold J. [blood]." The final bid of \$40,000 was his, and Gulf Shore, renamed Cambest, went on to win \$1,444,835—over \$650,000 of it with Altmeyer—and stun the racing world with his 1:46.1 time trial.

Like some other horsemen, Altmeyer doesn't mind if anyone sees him bid. Yet when one of his selections comes into the ring, the man who carefully chooses the "surest thing" to gamble on does something most buyers avoid: He wades right into the bidding.

"I like to get in there early," said Altmeyer. "If there's a lot of bidding early, I think it keeps some people out from getting in."

It turns out his choice of strategy is the "surest thing" in many auctioneers' estimation, too.

"I don't think any one strategy applies to all situations, but the best buyer strategy would be to evidence your interest in a horse in a normal manner, rather than wait until the last minute and take a chance on losing the horse," Caldwell affirmed. Auctioneers also appreciate it; "we try to maintain as much pace as we can, so it's helpful for a buyer to assert himself in this kind of situation," he said.



# DEHYDRATION!!

## Stress-Dex®

### 30 years The #1 Solution

- **Stress-Dex** should be used daily as an aid to prevent dehydration in horses.
- **Stress-Dex** aids in controlling fluid-electrolyte imbalance from shipping, irregular feeding and watering.
- **Stress-Dex** is an excellent source of energy and its appetizing powder costs only pennies per day.

AVAILABLE THROUGH LOCAL EQUINE SUPPLIERS



## Squire

Laboratories, Inc.  
Revere, MA 02151

Call 1-800-786-9601  
for more information or  
the dealer nearest you.

One of the World Leaders in Animal Health Care Products

## The Farrier & Hoofcare Resource Center

"The Web's largest database of farrier supplies,  
hoofcare resources and education."

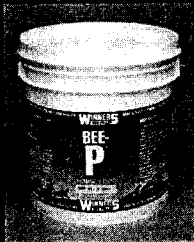
If you want to learn about hoofcare and farriery, or are  
seeking hoofcare or farrier supplies, look no further.

It's the web's largest, most comprehensive site  
devoted to hoofcare.

**URL: <http://www.horseshoes.com>**

4125

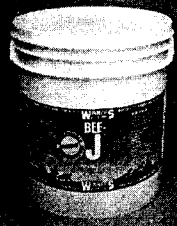
# WINNERS® BEE POLLEN FEED TO WIN... FEED NATURAL



**Bee-P**  
Pre-Race Aches  
and Pains



**Dynamic Trio**  
Powerful Blend of our  
3 Best Products



**Bee-J**  
Healthy Joint &  
Cartilage Tissue

3267 E. Indian School Rd. Ste. 209 • Phoenix, AZ 85018  
(800) 875-0096 • 1-602-381-3130 FAX • [www.beepollen.com](http://www.beepollen.com)

Every so often, a bidder is extra-assertive, employing a strategy intended to scare off rivals.

"Occasionally someone will start it with a big bid—say, \$100,000," explained Green. "If I allow that to go unnoticed, sometimes it can squelch the bid. Even if people were willing to give more, their attention is like, 'Who did that?!'"

"So when that happens, it's my job to understand that kind of psychology, to stop and say the right things to get everyone's attention back to the sales ring and the reality of what we're doing.

"I'll say, 'Folks, don't let them scare you off, we're going on with the bidding.' Once you give them time to refocus, the bidding resumes to how it would have progressed from the \$25,000 point."

If auctioneers could change some bidders' habits, they'd like to cut down on some jarring pauses.

"I'd prefer that they not wait until the very end to bid and give a real slow response," said Green. "It doesn't happen very often—if you sell 100 horses one night, you might have that situation on maybe five horses—but you don't want to miss that bid for the consignor; you have to give them a few seconds so it's a clean sale and the best money you could get."

"We like to have people say yes or no that they're through bidding; we don't like to sell anything until we know they're through," said Martin. "Sometimes somebody just sits there and doesn't give you any kind of indication."

Those pauses, though, are rare off-notes in the auctioneer's orchestration of tone, tempo, and salesmanship.

"It does feel a lot of the time like you are the conductor," mused Caldwell. "It's a responsibility—not a great one, but an enjoyable one, if you're prepared to do your job.

"You reach for a lot of stars, trying to figure out what you can do to smooth out the performance. You pray a lot, and you search your memory for something that you can say to alleviate the stressful moment.

"And a lot of people enjoy going to an auction even if they aren't planing to buy a horse," he added. "In a way, it's a pleasant hypnosis you get as a spectator."

Perhaps that "pleasant hypnosis" is shared at the source, by those caught up in conducting a symphony of salesmanship. As Brooks Wells joked, "To be an auctioneer, just get your brain in neutral and your tongue in high, and take off!" **HB**

## STANDARDRED EQUESTRIAN PROGRAM MEMBER OF THE MONTH PROFILE JODY L. PARK

**Residence:** Oak Harbor, Ohio

**Horse's Name:** TangotoVegas (Vegas), a 7-year-old bay gelding

**Activities with her Standardbred:** Jody and Vegas are training for a career in the show ring and possibly eventing sometime in the future.

**How did you come to find/meet/own your first Standardbred:** "I had searched for a year...I decided to call Scioto Downs...the next day I received a phone call from his owner...she was looking for a good home. Two days later, I went to see him, and without my trainer seeing him, I bought him."

**Fondest experience with Standardbreds:** "The first couple of times I rode him...He's really quite a character, and is more than willing. I have never enjoyed a horse so much. Whenever I'm with him, he makes me laugh about something he's done, or is up to doing."



To find out how you can get involved in the Standardbred Equestrian Program, contact Karen Beach at 614-224-2291, ext. 3260, or write SEP, U.S. Trotting Association, 750 Michigan Ave., Columbus, OH 43215. E-mail: [sep@ustrotting.com](mailto:sep@ustrotting.com)