

# THE SOUTHERN HEMISPHERE'S LEADING STUD FARMS



## Alabar Bloodstock

Tongala, Victoria  
Australia  
011-61-3-5859-2201  
alabar@alabar.com.au

## Alabar (NZ) Ltd.

Pukekohe  
New Zealand  
011-64-9-232-1800  
alabar@alabar.co.nz

[www.alabar.com.au](http://www.alabar.com.au)

### THE VIEW DOWNUNDER ~ HAROLD HOWE

# DOWNUNDER HORSE PRICES NEVER BETTER

The value of upper end racehorses in Australia and New Zealand mirrors that of North America these days in the same way the horses themselves are becoming virtually the same.

It is hardly a revelation to anyone that people are paying premium prices for racehorses in North America these days.

But what is interesting is the extent to which some buyers are going to obtain quality horses and it is a very similar situation in New Zealand with some subtle differences.

One person with a finger on the pulse of this development is Peter Lagan of PGG Wrightson, the publicly traded company which operates that country's two yearling auctions, the ready-to-run sale as well as private transactions.

"Before one begins this discussion you need to be aware of a few differences in the marketplace here as opposed to Canada and the United States," he starts off.

"Firstly, we have never developed

public auctions for racehorses such as you have in Harrisburg and the Meadowslands. It just never happened and likely never will.

"If people get a quality horse they more than likely want to keep it unless it is a two-year-old and we have seen development in that area more and more.

"Secondly, New Zealanders by tradition are sellers largely to the Australians and the Americans whereas the Australians tend to race them.

"But having said that we are now seeing a trend toward let's say four of the more affluent owners sharing ownership in a \$200,000 horse rather than going it alone. It spreads the risk and allows them to have just as much fun but maybe get involved in more horses."

According to Lagan the numbers do not quite reach the levels that we are

seeing in North America but nevertheless prices are being paid which most certainly get people's attention.

"Just the other day there was a five-year-old son of Mach Three called Mah Sish who won a race at Addington Raceway on New Zealand Cup Day. He's won two of six starts this year down here and looks to have a future but he appears to be a level below the likes of Mr Feelgood and that top class. But he was purchased for \$200,000 which on the surface appears to be a lot of money," says Lagan.

"We saw a similar price paid for a two-year-old Grinfromeartoear named Mac The Finn. He was something like a \$24,000 yearling that has yet to race but some people stepped up betting that he has the potential to be worth that kind of money. There is a small clientele out there doing this sort of thing but we are



Photo by Stuart McCormick

not seeing it in the middle ranks.”

So that says there is a development of the haves and the have nots just like in North America.

“There just isn’t a lot of demand in the middle classes. The Australians are still strong but are not spending the big money. As you know the money in Sydney is very good but they like to stay in that \$50,000 to \$60,000 bracket.”

Lagan suggests that the nature of horse racing in New Zealand is changing and his comments echo what is taking place on this side of the Pacific Ocean.

“Candidly, the affordability of racing horses is at a point that it is beyond the means of many people. Veterinary charges are absolutely out of control and I’m not afraid to say it,” he declares.

“I’ve heard all kinds of stories where the veterinary charges are greater than the trainer’s fee. That makes it unbelievably costly and it says in some instances that the trainers are relying far more on veterinarians than they are on their own ability.”

Private sales are virtually the only way New Zealanders have of selling their race horses and one of the most notable sales in recent times has been pacer Smoken Up. Purchased by Australian interests several years ago the 9-year-old is approaching \$3 million in purse winnings and is just one in a lengthy list of top performers bred and developed by Kiwi trainers.

How does this all impact on the value of horses?

“A horse is worth what someone will pay for it. Clearly, some people are willing to pay a lot of money for some horses; likely more than you and I would. We might base the value on what the horse could earn minus the expenses to get it,” says Lagan.

“But for some that is not the case. For those people it is a matter of pride declaring they own such and such a horse who is favoured in such and such a race. They are in it for the glamour and fun.

“Economically, they can afford to do it that way and from what I can see in America it is much the same, even to a larger degree.”

Interestingly, Lagan sees no impact on the yearling market.

“I don’t believe it has hurt it. People still want to own horses. What we are seeing is more people going together to try to ease the financial burden.

“These people who are buying the lesser priced horses may be getting them for resale purposes but more than likely are getting them to race. The appeal of having a racing horse is still very much there,” he offers.

“But for sure there is plenty of money for quality horses that are racing at the higher levels. These people would rather pay more to get better horses but they are generally not doing this alone. The costs of racing that sort versus a middle of the road one are not much different.

“And is equally as clear that it is difficult to obtain those top horses or prospects without paying more than what I



Photo by Taylor Strong

The five-year-old Mach Three son, Mah Sish, captured a race on New Zealand Cup day at Addington Raceway and was recently purchased for \$200,000.

would calculate them to be worth. So often we see ridiculous prices being paid to people who really don't want to sell but will if a silly enough number is given to them.

"The one horse I mentioned that sold for \$200,000 had the trainer in for a significant piece. Selling the horse has gone a long way to setting him up for his future. It would have been a major punt for him to not have sold and tried to win that money racing the horse himself."

Lagan points out quite correctly that it is also important to recognize that the New Zealand and Australian horse of today is virtually a North American horse. The influx of bloodlines from the Northern Hemisphere over the last 20 years has turned the breed upside down.

"Our horses are your horses now. They come to their speed very quickly, they have the gait but they are grown and raised here. So it stands to reason that the issues your horses have, ours do as well."

There was a time that characteristics involving the racing and breeding industry between North America and New Zealand/Australia took several years to occur. That is not the case today. Change happens in a heartbeat and the two racing industries are closer than they have ever been before. 🏇

**Centurion**  
TRANSPIRATOR II

- ★ Mucous
- ★ Viral Infections
- ★ Bleeders
- ★ C.O.P.D.

*...because the better they breathe,  
the better they perform*

**3 MONTH RENTALS**  
**1-800-387-8326**  
**www.centurion-systems**

TO PLACE ADVERTISING, CONTACT HAROLD HOWE (519) 752-2800 • hhowe@theharnessedge.com • PRICE – \$40 PER COLUMN INCH.



*Your Complete Equine  
Exercise & Rehabilitation  
Solutions Partner*




14321 5th Line Nassagaweya, Rockwood, ON, NOB 2K0  
Phone 519-856-9959 ~ Fax 519-856-4141  
Toll Free 1-800-765-7004  
Email sales@horseexerciser.com  
[www.horseexerciser.com](http://www.horseexerciser.com)



**Transport De Chevaux**

**RICK BODI**

**Horse Transport**

7440 Decarie Blvd.  
Montreal, Que. H4P 2H1  
(514) 591-6223

601-331 Cooper St.  
Ottawa, Ont. K2P 0G5  
613-769-6223

**2012 BREEDINGS  
FOR SALE**

Contact  
**Worldwide  
Bloodstock**  
Today!  
(800) 455-8885

**BUGGY HORSES  
WANTED**

**519-595-2033**  
Allan J. Kuepfer

**WANTED - AMISH BUGGY HORSES**

Highest prices paid for trotters & also  
good pacing bred horses.

**Can Trot Stables**  
c/o Lloyd Martin  
**(519) 669-1006**

**Highland**   
**Fence & Supply Inc.**

Installers of 3 or 4 Board Oak Fence  
1-800-923-4488 • 1-519-475-4868  
[www.highlandfence.ca](http://www.highlandfence.ca)

**JOANNE'S STAKING  
SERVICE INC.** 

Tel: 905-854-9881  
Fax: 905-854-0886  
Toll Free: 1-877-608-0188  
joanne@joannesstaking.com



For up to the minute inventory, pics,  
prices and payments visit

[www.hepburnsales.com](http://www.hepburnsales.com)



*Hawk Trailers*  
*Hepburn Sales*  
**905-939-2279**  
Hwy 9 (just east of 27) Schomberg, ON

Est. 1978  
**HIDDEN ACRES**  
Equine Facility

- Quality broodmare care/foaling
- Yearlings
- Lay-ups & turnouts

Close to major tracks & training  
centres (south of Cambridge).

Email: ha-equine@explornet.com  
[www.hiddenacresequine.com](http://www.hiddenacresequine.com)  
Tel/Fax: 519-448-1020

A GREAT DEAL MORE THAN JUST FENCING & STALLS!



est. 1987  
**SYSTEM FENCING®**  
STALLS & EQUIPMENT



14321 5th Line Nassagaweya, Rockwood, ON, NOB 2K0  
Phone 519-856-9959 ~ Fax 519-856-4141  
Toll Free 1-866-283-5533  
Email sales@systemhorse.com  
[www.systemfence.com](http://www.systemfence.com)

**TO ADVERTISE IN THIS SPACE  
CONTACT HAROLD HOWE AT  
[hhowe@theharnessedge.com](mailto:hhowe@theharnessedge.com)  
519-752-2800**

# SPARKY MARKY

p,4,1:49s (\$348,090)

B.h. 5 Astreos – Luckbealadytonite – Camluck



Photo by New Image Media

1. Bridle is a Kant See Back model because he does like to fight off horses.
2. His bit is a plain snaffle with a chin chain. That's more my preference than anything.
3. He wears ear plugs because he can get riled up going to the gate; he can be rammy when he wants to.
4. His shadow roll is a full one. The odd time he will duck and dive over tire tracks or something silly even at this stage of his life.
5. The check is set at just an average length.
6. The harness is the Extreme model that Wilson's Tack sells. I like it because it is so lightweight with the elastic band and they sit the horse well.
7. The head pole with a burr inside is needed. It's been there forever and he should have been born with it.
8. His hoppers are made by Jack's and set at 57" which might be a touch snug because he brushes one knee and that helps.
9. The shoes are steel all around and full swedge. Soundness in his front feet can be an issue and this gives him a little more support than aluminum.
10. Knee boots because as I said he brushes a knee.
11. The bike is whatever the driver prefers. Sylvain (Filion) likes the Advantage and I own one of them myself and don't really care.

### Trainer Mark Austin's comments:

"Sparky Mark is a horse that makes the most of what he has to work with and that's why I like him so much.

"Had he sold at public auction as a yearling I doubt if he'd brought \$10,000. He's not real big, touches that knee so is not the best gaited. But he is mentally tough with a great, great desire that allows him to overcome some things.

"He is part of the reason that Dan Smith and I have changed our ideas about what we want to buy at the yearling sales. Five or six years ago we kept searching for the perfect individual. Now we are just looking for a nice sort in the \$40,000 to \$50,000 range which is not as easy as you might think.

"If we use Harrisburg as an example I would look at 120 horses. I can almost throw out about half of them just looking in the stall then another half of the ones we do get out. At the end of the day there are likely about eight that we like.

"Sparky Mark is not typical though. He is the exception. He's getting most of February off to try to be ready for March and the Spring Championship series at Woodbine. He's been going pretty steady since October but his breeding says he should have some longevity to him. It's a family that lasts."

In The Champion's Closet is sponsored by:



A Canadian Tradition in Animal Nutrition Solutions



Ideal for horses that tie-up.

www.masterfeeds.com

1.800.265.6323



# \$700,000 Estimated Purse Open To The World

## 3YO PAYMENTS DUE FEBRUARY 15

### *Dr. Harry M. Zweig Memorial Trot # 38*

Zweig Open \$400,000E / Consolation \$80,000E

Zweig Filly \$170,000E / Consolation \$40,000E

To Be Raced Sunday, August 26, 2012 — Vernon Downs

<u>3YO Sustaining</u>	<u>Open</u>	<u>Filly</u>
February 15, 2012 .....	\$500 .....	\$250
March 15, 2012 .....	\$750 .....	\$375
April 15, 2012 .....	\$1,000 .....	\$500

## 2YO PAYMENTS DUE MARCH 15

### *Dr. Harry M. Zweig Memorial Trot # 39*

To Be Raced In 2013

<u>2YO Continuation</u>	<u>Open</u>	<u>Filly</u>
March 15, 2012 .....	\$300 .....	\$150

Sponsored by Tioga Downs & Vernon Downs et al.  
Race owned by and fees collected by Harness Horse Breeders of New York State, Inc

All payments (US Funds) to:  
Harness Horse Breeders, 400 Troy-Schenectady Road, Latham, NY 12110  
Tel: 518-785-5858 Fax: 518-785-5848 E-mail: info@hhbnys.com Website: hhbnys.com



## 2012 Early Closing Program

2012 Racing Season: July 24 - November 7  
 Conditions available upon request

### Event No. 1-Pace-3 Yr. Colts and Geldings "The Monument Circle" Saturday, November 3, 2012 \$275,000 est.

CONSOLATION: Saturday, November 3	\$50,000 E
Nominating Fee: February 15	\$500
Sustaining Fee: March 15	\$1,000
Sustaining Fee: April 15	\$1,000
Entrance Fee (final):	\$2,000

*\*FINAL limited to the ten (10) highest lifetime money earners*

### Event No. 2-TROT-3 Year Olds "The Oliver Trotting Classic" Saturday, November 3, 2012 \$225,000 est.

CONSOLATION: Saturday, November 3	\$40,000 E
Nominating Fee: February 15	\$500
Sustaining Fee: March 15	\$1,000
Sustaining Fee: April 15	\$1,000
Entrance Fee (final):	\$1,500

*\*FINAL limited to the ten (10) highest lifetime money earners*

### Event No. 3-Pace-Free For All "The Indiana Pacing Derby" Saturday, November 3, 2012 \$200,000 est.

Nominating Fee: February 15	\$1,500
Sustaining Fee: March 15	\$2,000
Entrance Fee:	\$1,500

*\*Limited to the ten (10) highest lifetime money earners*

### Event No. 4-TROT-Free For All "The Pride in Progress" Saturday, September 22, 2012 \$200,000 est.

Nominating Fee: February 15	\$1,500
Sustaining Fee: March 15	\$2,000
Entrance Fee:	\$1,500

*\*Limited to the ten (10) highest lifetime money earners*

### Event No. 5-For 2 & 3 Year Olds in 2012 "The Circle City Series"

#### 2-Year Olds in 2012 (\$60,000 est.) (each division)

Nominating Fee: March 15	\$300
Sustaining Fee: April 15	\$300
Entrance Fee:	\$300

#### 3-Year Olds in 2012 (\$60,000 est.) (each division)

Nominating Fee: February 15	\$300
Sustaining Fee: March 15	\$300
Entrance Fee:	\$300

#### Race Dates (2 Year Olds)

Colt Pace	October 27, 2012
Filly Pace	October 27, 2012
Colt Trot	October 26, 2012
Filly Trot	October 26, 2012

#### Race Dates (3 Year Olds)

Colt Pace	October 27, 2012
Filly Pace	November 3, 2012
Colt Trot	October 27, 2012
Filly Trot	November 3, 2012

### Event No. 6-Pace-2 Yr. Colts and Geldings "The Elevation" Saturday, September 15, 2012 \$200,000 est.

Nominating Fee: March 15	\$300
Sustaining Fee: April 15	\$500
Sustaining Fee: May 15	\$800
Entrance Fee:	\$1,000

*\*If more than 11 enter, race will be contested in divisions*

Make check payable in U.S. Funds to:

### THE HAMBLETONIAN SOCIETY

Mail to:

**The Hambletonian Society, Inc.**  
**109 South Main St.-Suite 18**  
**Cranbury, NJ 08512-3176**

[www.indianadowns.com](http://www.indianadowns.com)