
BREEDERS' UPDATE

April 10, 2020



THE BREEDERS' AND WOODLANDS
STUD PRESENT **EDITION 78** OF THE
BREEDERS' UPDATE.



WOODLANDS STUD
Breeding a better future since 1992

BREEDERS' UPDATE

April 10, 2020

MARES SERVED DOWN BUT NOT OUT	2
FARRIERS NOW ESSENTIAL	6
BUSINESS AS USUAL FOR WOODLANDS	7
FAST FORWARD TO THE FUTURE	12
FEEDING OLDER STOCK	13
DIFFERENT WINTERFELL FOR CASEY	13

Mares served: Down but not out!

Brad Reid

Do you want the good news, or the bad news first?

I was told to start with the bad news first so we you end on a high note.

There isn't a lot of good news in this and I won't sugar coat it.

The number of individual mares served in New Zealand has taken another hit this season and for the first time dips below 2,300 mares bred, with the number now resting at 2,171 individual mares served.

Down from 2,333 the previous year.

It's a 35% decline over 10 years when we had 3365 individual mares bred in 2011.

Before we go any further on the matter, let's get one thing straight.

We as standardbred breeders in New Zealand are not unique in the sense of a declining participation.

Every jurisdiction globally that races standardbreds (and thoroughbreds) is facing the same challenges. Australian breeding declined 42 percent in the 10 years to 2018/19 and have even bigger challenges when it comes to wastage (more on that on Tuesday)

Rising costs, stagnant returns and a dwindling social acceptance of racing are factors with apathy to harness racing growing demonstrated through a decline in TAB turnover.

Similarly, this problem is not unique to the equine racing codes.

All major sports are struggling to remain relevant in today's society and some of our greatest pastimes are facing significant challenges also.

I draw a parallel with rugby because it too is suffering at the grass roots to non-traditional sports in terms of participation to codes like basketball having once been the only ticket in town.

Sound familiar?

Basketball now represents almost a third of the TAB's sports turnover. Harness racing is now around 22-24%.



Individual mares served continues to be an issue

Our greatest strengths are also our greatest weakness in the sense that we breed and develop the best athletes in our respective codes, creating demand for product offshore at the expense of the domestic product.

To keep people coming through the gate and interested, we need to retain our best athletes and that is a challenge we both face.

You can't blame a young rugby player, or the owner of a fringe open class pacer or a promising young filly for chasing a solid return when the opportunity presents itself.

It's encouraging to hear that in the challenging climate we now face, as we head into racing post Covid-19, that the TAB, RITA and the codes will focus on maximising turnover, but given the lack of funding that will be available we all need to be realistic about what racing will look like when it returns.

The breeding industry is our focus however so I'll stick to my knitting.

The ramifications of this seasons breeding's won't be felt for five years, but is something our racing people need to be conscious of and prepare for in their forecasting.

The number of registered foals has gone well below 2000 and will only get worse if we continue to get bad information regarding stallion fertility. The increasing use of frozen semen comes with its own limitations and costs.

A breeding industry already struggling for investment will no doubt take a hit as participants look at their expenditure.

The NZSBA has very little control over so much of the above on its current funding which is going to get worse before it gets better.

We will be tightening our belts but looking to continue serving breeders.

The current challenge for me and the executive of the NZSBA is continuing to be vigilant, strategic and tactical as to its contribution to an industry that has to radically changing how it does business.

There is no silver bullet to solve breeding numbers and we have about as much chance of Lord Module winning this year's New Zealand Cup.

Victoria provides an example we perhaps should study. Victoria went from 3893 mares bred to 4073 and last breeding season tapered off again to 3928. This season's statistics have yet to come through, but it does have the widely applauded VicBred scheme to promote racing the local product.

The bonuses from HRV haven't been merely funded by their own code, they had an enormous government contribution also.

Four million was spent initially by HRV when announcing their initiatives in 2012.

The state government injection, \$2.4m came in 2016 with a further \$3 million from HRV causing a slight spike in numbers.

So all in all, HRV has spent close to \$10 million to see their breeding numbers stay almost exactly as they were seven breeding seasons ago which is a hell of a lot better than here and the rest of Australia.

That is the level of investment required, and is it sustainable? Governments here have never shown an inclination to support racing under economic development allocations. Perhaps we should be advocating for this post-Covid-19?

A decade ago Winnie threw \$1 million at the Cup. His bloodstock breeding tax concessions at that time did steady the decline for a short while. The first win bonus recently came with the best of intentions, but it was never sustainable either.

The stallion service records (and yearling sales) paint a pretty accurate picture of the current climate.

The top four pacing stallions on average at this year's Yearling Sales: Bettor's Delight, Art Major, Sweet Lou & Captainteacherous served only 18 less mares between them season on season.

Those in the \$7000 or less bracket were down nearly 300 mares and that was with Always B Miki doing 72 more mares than last season.

In my opinion we need to do more to cater to this demographic of horse and can do so simply with our programming. It doesn't cost a pinch of salt to programme a race for horses sired by the middle to lower tier stallions regularly.

I say regularly because the Sires 7000 is a nice concept but a one off race we need more of, and they don't need to carry the \$30,000 stake. But why not a series?

Data shows that in Canterbury alone, there are over 500 four year old and older pacers registered with trainers that fall into this bracket of being sired by stallions at prices of \$7,000 or less.

Is it going to solve the worlds problems? No. But if you're serious about providing opportunities for those at the bottom end, start with programming. It isn't a numbers problem, and it couldn't hurt to try. Why couldn't an extended Sires 7000 type series be part of a bigger carrot?

Last year only 17% of horses sired by New Zealand-bred stallions paid up for the Sires Stakes scheme with foal payments.

Their progeny struggle to beat the better bred horses on the track or and because of this are not in demand at the sales so what incentive is there for anyone to breed to them?

The one and two mare hobby breeders are disappearing and we need to give them hope. They need to be able to either race or sell horses bred to stallions other than the expensive top four!

It can't be a case of commercial or nothing which it is becoming.

Going back to Government contributions, there is potential for a policy change with the IRD.

The current 'Stand Out Yearling' policy has unofficially yielded minimal applications in either code. The policy which has finding of close to \$4 million in 'incentives' attached over four years, but every year it goes unutilised it is dead money. No refunds sorry!

It would appear that the IRD and Winston are cottoning on to the fact that for stimulus in the breeding industry, perhaps another approach is needed. Hence a review that is being finalised now.

Is the purchase of a standardbred yearling on price alone the best indication of someone looking to start a breeding business?

John Aubrey the well-known bloodstock tax accountant hits the nail on the head in my opinion with his summation of the scheme;

1. existing breeders in business are not faced with any of these time-consuming information requirements (the paperwork and documentation involved to apply);
2. a standout yearling is best based on pedigree and type, not sale price;
3. the threshold proposals should be abandoned and a simple amendment made to the existing bloodstock sections of the act that new investors should be

subject to the same legislative rules as existing breeders and that their new breeding business should commence at time of purchase of their potential breeding bloodstock; and

4. in lieu of endeavouring to promote standout yearlings the best course of action by far is to promote standout broodmares.

The NZSBA is closely involved in working with the IRD, RITA and the thoroughbred code in urging government to reform bloodstock taxation as suggested by John Aubrey.

In addition to John's fourth point, why couldn't both codes be tasked with coming up with some race bonus' or credit schemes of their own to further sustain the sectors? But I would like to believe that we could work together to come up with something that is of long term value to breeding.

Next week we will discuss with the NZ Sires Stakes Board and their vision for a possible return to racing and how they endeavour to best utilise the resources they hold on behalf of breeders, owners and studs who pay handsomely to participate in these series. It will be interesting to get their thoughts.

I said I would finish with good news and that is what I will do.

For the fourth year in a row, New Zealand's trotting renaissance has continued.

Over the same period as the VicBred scheme (seven years), trot mares bred have managed to maintain their numbers.

There were 642 services in 2012/13, and this year there were 643.

It took a dip in the 2015/16 season at 545, but the bounce back is a reflection of the improved genetics and a greater parity when it comes to racing.

That's not a dig, it's a fact. It's imperative we look to invest in our growth areas like this, and it's about time the trotters got more respect when it came to Group Race races and stakes.

Now, now. Let's not finish on a sour note. As always, I welcome your views and would love to hear your ideas and suggestions.

We can and will come out of this malaise not helped by Mr Covid-19. We can't pretend the challenge is not immense, but let's not shirk the task either.

A collaborative approach will be needed to ensure the sustainability and viability of harness racing if we hope to be anything more than an export market.

Again, that sounds scarily like the challenge before New Zealand Rugby?

Reddiford Financial

Personal Insurance Specialists

We want you to have the cover you and your family need.

You know horses. You are good at that.
You know what matters to you in life.
You try to keep that going.

Don't wait until it's too late!

Kiwi Saver

- Only use top KiwiSaver Investment companies
- 1000 Canterbury investors, \$20 million of funds
- We help balance risk and long term growth
- Watch your wealth grow

Income Protection

- ACC has serious limitations
- If you can't work, who pays the mortgage and the bills?
- Will replace your income for as long as you are unable to work
- Premiums tax deductible for most

Trauma Insurance

- Major medical illness cover
- Lump sum payment on diagnosis
- No financial pressure to return to work

Life Insurance

- Provide for your loved ones after death
- Fix premiums from increasing
- Competitive rates

Have someone in your corner ready,
equipped and prepared to fight for you.

That is our job!



John Reddiford
027 448 8612
riddo@xtra.co.nz



Chris Reddiford
027 313 1540
chris@reddiford.co.nz



Fraser Mearns
027 431 9930
fraser@reddiford.co.nz

Reddiford Financial

Personal Insurance Specialists
154 Springfield Road, Christchurch
(03) 343 2320
admin@reddiford.co.nz

Farriers now an essential service;

NZ Farriers Association Inc

Firstly, I hope everyone is keeping well during the Alert Level 4 COVID 19 lockdown.

There has been a lot of confusion and concern from horse owners over the last two weeks as to what farriers can and can't do, and what procedures need to be followed to have a farrier attend to a horse. This letter contains the latest information on the situation as approved by the Ministry for Primary Industries (MPI) and I hope will answer a lot of the questions and reduce the amount of correspondence MPI are currently dealing with regarding farriers.

Over the last two weeks the New Zealand Farriers Association (NZFA) has been regularly speaking with MPI, various veterinarians, and the New Zealand Thoroughbred Breeders Association.

Farriers have now been added to the essential services list, where their work is essential for animal welfare. However, this DOES NOT mean farriers are able to commence routine work. This means that clients are now able to contact their farrier directly if they require emergency hoof care or their horse has a pre-existing condition that, if not shod on the usual cycle will cause detriment to the welfare of the horse, without first having to contact a veterinarian.

We do however advise farriers to use their discretion with each individual client and their horses as to what constitutes an emergency or an essential service while we are at Alert Level 4.

We also ask that horse owners consider the following before contacting their farrier:

- a) Is this a welfare issue? If it is not dealt with immediately, or can it wait until after the initial lockdown period?
- b) Is it possible for me to send photos/videos to my farrier or make a video call to them to ask for advice before they come to assess the horse?

Another important thing for horse owners to consider is that MPI have stated the following: "Everyone is being encouraged not to ride in order to reduce the pressure on emergency services in case of an accident". Please remember this direction from MPI when contacting your farrier and consider if your horse's feet would be ok and no detriment to their welfare would occur if you held off riding until the Alert Level is lowered.

As the country is still at Alert Level 4, it is paramount that travel and contact is reduced by everyone to slow down the spread of COVID 19.

We are aware that as the lockdown period progresses some horses may be becoming severely overdue potentially causing welfare issues.

The NZFA advises that where possible farriers opt to do either of the following until we are reduced to Alert Level 3 or lower.

- a) Remove shoes and trim feet to reduce damage.
- b) Only re shoe front feet on horses that will manage comfortably with front shoes only.
- c) In extreme cases where the horse needs to be fully reshod, do so.
- d) Barefoot horses to be trimmed if and when necessary

Again, we ask farriers to use their discretion and that horse owners respect their farrier's decision as your farrier knows your horses' feet well and cares about the well-being of your horse.

We recommend farriers follow the guidelines below along with the social distancing guidelines available on the COVID 19 website:

- Disposable gloves should be worn and replaced with a new set at each property they enter. After use they should be removed and stored in a closed container inside the vehicle after use (i.e. plastic lidded container).
- Boots should be disinfected on arrival and departure of a property.
- Clients should provide where possible hand sanitizer, or soap and fresh water for regular washing of hands, farriers should also be carrying their own for instances where it isn't available on the property.
- All used equipment should be disinfected particularly regular disinfectant of all hoof gear and high contact areas on vehicles used during day to day tasks between properties, and on arrival and before departure from properties and before and after eating or drinking.

I hope this answers a lot of the questions farriers and horse owners are having at this time.

Good luck and good health to everyone!

Yours sincerely,

ANDREW GOOD
President
Telephone: 0274 462 808



Copy That staves off the opposition in the Vero Flying Stakes at Addington. Photo AJ Berry/Race Images

Business as usual for Woodlands Stud

Brad Reid

It doesn't matter which way you look, for Woodlands Stud's Andrew Grierson and the Roberts and Kenny families, it's basically business as usual.

A wise man once said there's a reason that the wind-screen of a car is bigger than the rear-view mirror.

That's because it pays to look forward more than you look back.

A quick glance in the rear-view however would be prudent for the Woodlands team because in March before we came to a grinding halt, they bred four individual Group Race winners.

If it wasn't for an 'amazing' filly winning the Derby, it could have easily been three in two days.

The party started with Sweet Lou securing his second Group Race winner in New Zealand when the Stephen Reid trained Shes No Lady won the Delightful Lady Classic.

She was bred by the stud after racing her dam Bettor Be A Lady with very same ownership group.

"We leased her mother Bettor Be A Lady out to the group and she won on debut for Cran, but she was just a bit of a carry-on and a bit of a difficult mare, so we retired her to stud after four starts," said Grierson.

"We leased her mother, Lady Retton and got a filly which was great, but we took the foal straight off her as she had had killed two or three of her foals at Hallmark Stud where she was resident," he said.

Shes No Lady traces back to the famed 2009 Broodmare of Excellence winner in Coo Doo.

Her dam, Bettor Be A Lady was the second live foal from Lady Retton (1:58 mile rate, 1700m), winner of 10 races from 31 starts for John and David Butcher.

Lady Retton, by the Abercombe sire Crouch, was Group Two placed when runner-up to top mare Alta Serena in the 2005 \$50,000 Queen Of Hearts at Auckland.

Bettor Be A Lady's third dam was Pamelene, who managed two grass track wins for the late Jack Smolenski from just 16 starts.

Pamelene (Scottish Hanover-Coo Doo) was more importantly a sister to former top 1970s pacer Palestine (18 wins), who beat Speedy Guest, Noodlum and Micron in the 1976 Wellington Cup for Methven trainer-driver, Terry May.

Palestine also won the 1977 Kaikoura Cup, scored an upset win in the 1977 Allan Matson FFA (mobile 2600m) on the final night of the NZ Cup meeting (beating Greg Robinson and Balgove), two Hannon Memorials, and beat Greg Robinson and Sunseeker in a 1979 Interdominion Consolation at Addington in the twilight of his career as a 9YO.

"Shes No Lady was always a big strong filly, right from day one. Her first couple of starts she had gone out of her gait and lost a bit of confidence but she had never done that at Pukekohe or with Steven (Reid) in the cart.

"We hatched a bit of a plan and decided he should drive her in the big race, and the rest was history," said Grierson.

Covid-19 came at the wrong time of the year for anyone with a smart age group horse, but Shes No Lady will no doubt develop into a very nice filly for her three-year-old campaign.

"We sold her full brother for \$41,000 to Graeme Anderson at the sales this year and he was a really nice horse too," said Grierson.

One day after Shes No Lady's triumph in Auckland, Henry Hubert smacked a nice field of pacers by 4 lengths to go back to back in the Group 3 Northern Southland Cup.

He was bred out of the Christian Cullen mare Queen Camille, the producer of four winners including: Apollo Thirteen (ironically 13wins), Lambros (10 wins) and Kolovos (2 wins).

Like Henry Hubert, they were all sired by Bettor's Delight.

Last term he showed he would make a nice open class horse when he won at Northern Southland, and a fortnight later scored the biggest win of his career in the 2019 Group 2 Four & Fiver Year Old Superstars at Addington.

He beat Thefixer, Hail Christian and A G's Whitesocks home before going on to run second behind Turn It Up in the Jewels G1 4YO Emerald.

He showed he could mix it at the highest level when running 6th in last year's New Zealand Cup finishing less than 2 lengths from Cruz Bromac in a sizzling 2 mile time.

Copy That continued the good run for the stud when winning the Group Two Vero Flying Stakes from the outside gate on the 20th of March at Addington.

He had been in sensational form this season since running second in the Sires Stakes Final after being drawn 14 and going down by only a lip.

He then went on to win the G2 Alabar Classic and more recently was desperately unlucky when running into traffic issues on the final turn in the Northern Derby, finishing second behind Amazing Dream.

"We got his dam Lively Nights from a connection with John Dickie who trained her throughout her career.

"She was a reasonable race mare having won seven, and the people in the ownership didn't want to breed from her so we took her over," he said.

That is the case with a lot of the mares at Woodlands now with the stud being offered well-bred mares with people cutting back on breeding or choosing not to breed at all.

Grierson remembers Copy That being prepared for the All Age Sale at Karaka in 2017.

"He wasn't a big horse, just a nice horse, not big, not small.

"We sold him as a weanling and it was Ray Green's wife who bought him. She had brought Hard Copy as well and was never happy when Ray sold him, but probably wasn't unhappy with the price," laughed Grierson.

"She's obviously got a good eye because he showed something right from the start and (My) Hard Copy won \$1.1 million also."

The two are both by resident sire American Ideal, and Grierson is frank in his understanding as to why the sire is continually overlooked by New Zealand breeders.

American Ideal was moved to Victoria this season which was a reflection of where he sits in the Australasian market having done a full book in Australia again this season, yet a paltry 62 mares in the last two seasons in New Zealand.

"The stats speak for themselves, he's done a better job in Australia to be fair.

"I mean he's had some fantastic horses in Democrat Party, Ideal Belle, The Orange Agent etc but he lacked some good colts over here," he said.

His best colts being Ideal Scott and Besotted, but his progeny are continually showing up in big races and he recently triumphed in the WA Derby with Patronus Star.

"I remember a few years ago he had the best two-year-old in NSW, the second best two-year-old in Victoria, the best horse in WA and was the second leading sire of two-year-olds in Australia, and yet he had only one two-year-old winner in New Zealand.

"When you look at him in America he is never out of the top eight every year.

"His stock is probably not as precocious as some of the other top stallions, but he is a good -looking horse and an athletic, thoroughbred type with a fantastic nature. He's a gentleman. The most fantastic sire to look after and he just wants to please you. He's happy to see you and throws that in his offspring as well," said Grierson.

The fourth Woodlands bred runner to win a Group Race in March was the former New Zealand Two-year-old of the Year in Another Masterpiece.

He won the NZ Superstars on the 20th of March impressively having returned from a somewhat disappointing Australian trip cut short after failing to qualify for the Miracle Mile.

This is a horse however who is easily overlooked in terms of his quality given over 50% of his races have been at Group One or Two level.

He is bred to be good being out of one of the best-bred mares on the Woodlands Stud property in Elegant Art.

David McCarthy detailed this a few years ago;

Another Masterpiece, champion two-year-old of 2018, is by Bettor's Delight from a Christian Cullen mare. Like Lazarus. Like well nearly every youngster popular at the sales and in big races these days. Nothing to see here?

Not quite.

Because once you get past that oh so fashionable cross, things get a bit interesting.

Another Masterpiece's dam Elegant Art is the last Kiwi bred mare in the family. After that, it is all USA. Like a surprising number of top buys by All-Stars over the years.

And that USA family is not one of ordinary performers. In fact, Another Masterpiece's third dam TOWN PRO was the champion American two-year-old filly of 1989 and the champion three-year-old filly of 1990 as well as being a Canadian Horse of the Year and the first to win back to back Breeder's Crowns filly finals.

In 2004, she was elected to the Hall of Fame. She lived until 2014.

Town Pro won 12 of her 13 starts at two and 14 of 17 starts at three. Besides her ability, she was extraordinarily tough.

Her outstanding winner was Darlins Delight who won over \$US2.9m but she left 12 winners from 17 foals altogether. Some tough.

Town Pro had been bought by trainer Stew Firlotte for \$US60,000 as a yearling because Firlotte had had considerable success with her dam Programmed.

Programmed developed into the champion aged pacing mare in Canada and retired the highest earning daughter of the great Bret Hanover, no less.

Town Pro, in turn, was the richest racehorse by her sire Big Towner.

Grierson secured the dam of Another Masterpiece in a package negotiated by Hazel Van Opzeeland and once again the rest is history.

"Elegant Art doesn't have a lot of foals out there. She doesn't have a lot of weaknesses in her pedigree either and has done a great job for us," said Grierson.

Looking further ahead to the All Age Sale, Woodlands will take a record 67 offerings to the sale now being conducted on the online selling platform, Gavel House.



Lot 2: What The Hill x Jocasta Colt

"It would have been nice to go to Karaka but who could have written the story we have now," he said in reference to the pandemic that has forced the hand of New Zealand Bloodstock Standardbred.

"It will be interesting going through Gavelhouse but I believe with lag and some of our internet speeds around the country there could be a problem for the live auction route at this stage.

"And in saying that we have had a lot of interest from Australia which being on Gavelhouse and the extended type of auction it can open up that market up a bit more while giving everyone a chance," he said.

Offering 55 lots last year, the All Age Sale is a big part of the Woodlands Stud business model by necessity.

Having bred upwards of 170 mares of their own this season, they can't take everything to the Yearling Sales and this has become a great avenue for the stud to sell some stock and put cash back into the business.

It bodes as a great opportunity for the racing fraternity also who can secure some well-bred weanlings, knowing they have had the best start to life. Usually at a pretty good price also!

This year is particularly exciting for Grierson and the stud with the first public offerings of Downbytheseaside and What The Hill progeny in the Southern Hemisphere.

"We've got some fantastic looking weanlings. I don't know if you have seen many What The Hill's around Canterbury but he is leaving some fantastic looking types, he's got a big chance and as does Downbytheseaside," he said.

The full Woodlands draft includes two American Ideals, two Bettor's Delight's (one yearling), 36 Downbytheseaside's (which is slightly more than half of his live foals), 18 Sweet Lou's and nine What The Hill weanlings.



Lot 61 Downbytheseaside x Turbulent Flow Filly



Lot 131 Bettor's x Remarchable Yearling Colt

With Covid-19 and restricted travel and freight both domestic and internationally, a lot of breeders have begged the question "what does this mean for shuttle stallions this coming season?"

A season without a Bettor's Delight would not only be a major loss for a stud like Woodlands, but the stud book as well with many commercial mares simply not being bred at all.

"We haven't heard any different that at the moment they are not doing freight for horses. It is a little bit early to know whether that is going to suddenly change, because it is big business for both sides and we own part of those horses. It's not like a lease deal.

"We're hoping it will be just like business as usual, but there will be some additional costs no doubt with grooms who come down who will need to go into quarantine for 14 days. All of these things are uncharted waters for everybody so a lot will come out in the wash in a bit of time," he said.

Bettor's Delight isn't getting any younger but is showing no signs of stopping either having just won eight leading Sire of Pacers titles in New Zealand consecutively.

He recaptured the title in Australia last season for his fifth crown while in North America he captured his sixth Leading North America Sire of All Age Pacers title and second in a row.

"I wish he wouldn't keep on being leading sire in America," laughed Grierson when asked if he would have a forever home at the farm in the near future.

"He is just unstoppable. We did a full physical before he went back to America: blood tests, hormone tests, feet x-rayed etc and he was all completely as he was the previous year and the year before.

"We had him on a pretty strong rigorous diet. He was on a major exercise programme so he looked great as



Lot 121 Sweet Lou X Everlasting Grace Filly

well. We got complimented on his physique when he got back.

"Who knows, age catches up on everyone, but I have said to the American owners that when he is retired up there he has a forever home down here as we believe the weather and climate would be a lot more suitable for a horse his age and we would look after him like the champion he is," said Grierson.

You can view the full draft of Woodlands Stud All Age Sale by clicking here: bit.ly/2020AllAgeSale



Dunstan breed & grow NUTS

For broodmares, weanlings & yearlings

Dunstan Breed & Grow

- **Fibre based** to provide a **low glycaemic index feed**
- **Low GI status** assists to minimise negative effect of insulin on joint and cartilage development
- Includes **glycinate organic trace minerals** and **selenium yeast**
- Balanced **Calcium & Phosphorus** levels to promote **sound bone & joint development**
- Contains **live yeast** to aid digestion
- Contains **Mannan Oligosaccharide** and **Aluminosilicate Clay**
- Contains **natural Vitamin E**

0800 438 678 | www.dunstan.co.nz



Dunstan Breed & Grow

Feed their future



Dunstan Breed & Grow is a quality feed formulated to provide optimum nutrition to **broodmares** and **youngstock** assisting in sound growth & development.

Dunstan Feeds are produced in a specialised equine manufacturing facility ensuring a product of premium quality, safety and performance.



Available from your leading horse feed retailer



Fast forward to the Future!

By Michael Guerin

Moving one of New Zealand's biggest horse sales totally online could mean a fast forward to the future of the standardbred sales industry.

Because while the major yearling sales every year look certain to remain a physical experience what is about to unfold in May could be an interesting test case for the future of secondary sales.

New Zealand Bloodstock's Standardbred division has been forced to move its All Aged Sale next month to the Gavelhouse.com platform because of the Covid-19 restrictions.

The sale is usually held at the sales grounds and many of the larger prices have been for weanlings, with buying them later enabling good pinhooking opportunities at the yearling sales nine months later.

But with a physical sale not possible this year the entire catalogue of 148, including 125 weanlings will be sold via Gavelhouse.

Gavelhouse started as a steady burner for New Zealand Bloodstock but has now built up a registered buyer base of over 1000, with that number set to rise quickly.

While online platforms are sometimes considered an easy option for those wanting to sell excess stock, including going horses and broodmares, that has changed dramatically in the last few months.

Firstly group one thoroughbred mare Consensus was sold for huge money online and then last month 1000 Guineas winner Hasahalo followed, showing the online platform can work for elite level stock.

Now it is harness racing's turn. Gavelhouse has already been hosting regular standardbred sales but they have yet to skyrocket, with the going horse market to Australia and North America already a successful avenue for selling horses of all price ranges.

So moving the All Aged Sale to Gavelhouse is going to greatly raise awareness of online selling in the harness racing industry.

The catalogue is online now, then moves to the Gavelhouse platform with more pics and information on the horses on May 1 and bidding starts on May 20, with a week until the sale closes on May 27 at 5pm.

The horses never have to leave home and either do the buyers, who have the whole week to decide on their final bid price. And the bottom line is, it cheaper for vendors, with no transportation costs for a start.

But to get the best out of harness racing sales on Gavelhouse they will need vendors to step up their presentation levels.

At present online harness racing lots vary from well-presented lots with professional photography to pics of horses taken with cellphone up against the side of a shed.

New Zealand Bloodstock boss Andrew Seabrook says his team led by James Jennings are going to work with vendors to provide the best advice on how to present the horses in an online world.

"For this particular sale a lot of the horses are being sold by Woodlands and Alabar so they will have a good handle on presentation already," says Seabrook.

"James and the team will be sending out some hints on what to look for and it is a real chance for the whole standard to go up.

"Gavelhouse is getting bigger every day and the two top thoroughbred mares we were able to sell for Australasian record prices recently show what is possible.

"And while we would love to be holding the sale as normal we are thrilled to still be able to offer it using Gavelhouse."

Seabrook is hoping that if and when Level 4 restrictions are lifted that could allow at least some potential buyers to get out to see some of the horses on offer, particularly the weanlings.

But if they can't the onus goes on vendors to take high quality photos and/or video, the use of which has been enormously beneficial to yearling sales vendors who have embraced it in the last three years.

And don't be surprised if a successful sale on Gavelhouse and the resulting more registered standardbred buyers doesn't see the platform open up even more.

That could see flexibility soon whereas rather than having one sale per month there are smaller, more specialised sales, maybe even just one high profile lot, which goes up for a week and can test a truly international market.

While there will always be those who want to see the horses in the flesh, when it comes to actual going racehorses or recently retired broodmares most of what potential buyers want to know is readily available and vet reports can always be uploaded.

The moving of the May sale to Gavelhouse comes as the far richer Inglis Easter Sale in Sydney is conducted this week entirely online, with not a horse leaving its home base.

While it saw varied results, Seabrook says any sale could experience that at the moment.

"We have great faith in the Gavelhouse platform and what it has already achieved and it is obvious it is only going to get better and play a larger role in both industries.

"But as for this May sale, it is coming up at a very unusual time in the world economy so it will be very interesting.

"But could mean so real bargains for buyers."

Feeding Advice for Older Stock

Kristie Hill: Dunstan Horse Feeds

This week we chat to Kristie Hill, our Territory Manager in the Lower South Island Region, about the benefits of feeding Dunstan Old Horse®.

When Dunstan developed Dunstan Old Horse® just over two years ago we asked the question, how old is an old horse? – we did a little research and found out that a horse is considered in their senior years aged 15+. However, whether they consider themselves elderly certainly depends on the lifestyle they have led, the workload and environmental conditions they have been exposed to in their lifetime. We all know some fantastic horses still performing at the top of their game in their late teens, early twenties and beyond. So, each horse is an individual and we must take that into account when formulating a diet for them.

Dunstan Old Horse® has become such a popular feed and we wanted to highlight it in today's edition of Wednesday Wisdom. Now daylight savings has finished and the temperatures start to cool some of our senior equines can struggle to maintain weight, this is compounded by the fact many areas of New Zealand have had drought conditions resulting in pasture shortages. As a result this is an increased requirement for prepared feeds.

So why feed Dunstan Old Horse?

Dunstan Old Horse® includes quality, high-fibre (Soya Hulls, Lucerne Meal, Sugarbeet) ingredients to produce a low-GI feed ideal for older horses who have an increased risk of metabolic disorders.

As older horses can have a reduction in protein digestion due to their age, Dunstan Old Horse® has an elevated protein level made up of quality protein sources.

To support the older horse there is additional Vitamin C as their ability to synthesis this can be compromised. It also includes increased levels of Natural Vitamin E to support immune function in older horses.

As with any horse having a high-fibre inclusion, aids digestion and contributes to their daily fibre requirements. (Important Side Note – Did you know that all horses requires a minimum of 1 – 1.5% of its bodyweight in fibre per day so a 500kg horse requires 5kg to 7.5 kg of pasture/chaff/ hay/beet/ensiled products per day on a dry matter basis.)

Dunstan Old Horse® includes two live yeasts, the first of which aids digestion, particularly of Phosphorus, which may be impaired in the older horse. In addition, it may assist in maintaining a more optimal hindgut pH, therefore contributing to overall health of the intestinal ecosystem of the horse.

The second live yeast helps support the horse's natural immune system and boost the natural defences of the horse against health challenges.

Finally the Calcium level and Calcium: Phosphorus ratio of Dunstan Old Horse® meets the unique requirements of the senior horse.

Your take home is that – Dunstan Old Horse® was developed specifically for senior horses and their unique requirements, it is made in New Zealand for New Zealand conditions, in an Equine safe mill.

Look after yourself in these unique times and take a moment to appreciate having an equine in your life – especially a senior who has a lifetime of experiences to share with you!

A DIFFERENT SORT OF WINTER FELL FOR TREVOR JUST NOW

David McCarthy: All Stars Website

Broodmare and stallion owner, racing enthusiast, All Stars owner and successful businessman Trevor Casey has built his success on positivity but he is not feeling the vibe at the moment.

"I just feel like I am having a nightmare and I want to wake up and end it" he quips when commenting on how the current health crisis has affected him in and out of racing. Long term he can see racing restored to where it was before the Coronavirus but he feels that like everything else affected by it is going to take a long time.

"There are a lot of aspects to it and all of them affect racing and my approach to it. Like so many owners my buying power and ability to breed and have horses in training is based on the business returns.

"There are no business returns," he said.

Trevor operates a number of Lone Star franchises and he has real worries about their future too.

"The Government are making staff payments and I am trying to make them up as much as I can but there is no Government help for the businesses themselves. That means to me a lot of hospitality businesses are going to go broke because to qualify for a loan they will have to show that they can pay it back.

That's a hard thing to be sure about. Even our business which has been a good one is not going to be easy to bring back to the level where it was.

"People think you just open the doors and its business as usual but that is not the reality at all. For example, we have no stock to start with, we will have to replace every keg in our bars and have all sorts of other expense people don't realise and we haven't been promised any assistance in meeting that expense.

"And people are not just going to come out in droves like they were. We can't actually open until it gets down to a Level 2 emergency (maximum 100 crowd) and they are sure to have a time on Level 3 where only takeaways can operate. We couldn't survive on takeaways," he said.

Trevor candidly believes racing nationally is in bad shape financially to handle the crisis and fears major stake cuts and limited racing. That will affect the sales and the breeding industry.

"I have to say I am pretty pessimistic about things racing just now. I can't see any racing before July and maybe later. You can't just bring horses back to race in a week. It will take at least a month," he said.

Trevor regularly breeds from around nine mares, usually trotters though this has risen as he has attempted to give his stallion Sky Major a chance to succeed.

"I will be looking to get them educated and have a chance but this has made it very difficult now. It has been a big investment.

"I have spent plenty too developing my young trotters with the hope they could win some of the good prizes on offer as two and three year olds but many of the good races are gone.

"I will be cutting back on the breeding for certain and also on training costs. My focus at the end of this has to be getting the business re-established rather than worrying about racing and I guess other people in business will be in the same position. That is where I see a problem.

"So short term it is looking bad for everyone in the industry I have to say. And because I think it has been badly managed the industry doesn't have much to fall back on to help us through this.

"You just have to wonder too if there are fewer mares bred and a reduction in fees to attract them whether some of the high profile shuttle stallions will come out here on a business basis," he said.

Trevor thinks the playing field will have changed too when racing resumes.

"There will have to be stakes cuts and probably at the top end, Premier stakes for example and we spend at the sales anticipating winning those races. Group racing too probably will be looked at. But now we have to spread the money around if we want to keep the game viable and strong.

"Take a race like the NZ Cup. There are about 20 horses in the country ready to run for it and only one can win. You certainly wouldn't be increasing that stake and you would probably expect it to be reduced. These things will affect buyer confidence at the sales and so it goes right through the industry."

"If they held the sales tomorrow how much would the prices fall- 50 per cent maybe, especially for the top lots?"

"In my situation I will just have to cut right back. The business profits that financed my activities are not there. Everything I won with Lazarus went back into the industry, I didn't just take the money and walk away.

"Now I have to take a different approach. We need Government help, and even with it's going to be a lot tougher to keep going in the short term. I am sorry to say it and hope I am wrong but that is what I am seeing and it is not just suddenly going to come back like it was. I have to plan for that," he said.

NZSBA THANKS ITS PARTNERS FOR THEIR CONTINUED SUPPORT OF OUR ASSOCIATION AND MEMBERS

Reddiford Financial



PiNZ