
BREEDERS' UPDATE



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BREEDERS' UPDATE

March 15th, 2021

Executive Managers Update

Brad Reid

Almost three weeks has passed since the conclusion of the 2021 Yearling Sales which saw Christchurch get through three days of selling by the skin of its teeth.

The week ending 28th of March concluded with Auckland plunging back into further complications with the global pandemic and in hindsight we were extremely lucky the rescheduled event worked out for all concerned.

The NZB team are once again to be applauded for their professionalism in delivering a world class event and have left an everlasting imprint on our Standard-bred sector that is the envy of Australasian breeders.

It was a week of highs and lows synonymous with any yearling sale. The buoyancy at the top end of the market needs to be recognised and applauded.

\$280,000 for a yearling last year had the world talking yet with one trip around the sun that was eclipsed by not one but three \$300,000 yearlings with two coming over the final two days in Christchurch.

Price Bloodstock had a week they will never forget preparing the leading lots on all three days of the sale and we reflect on their incredible success in a subsequent article below.

The stallion responsible for the record shattering pacing prices was who else but Bettor's Delight.

He is in a pantheon all by himself when it comes to yearling sales commerciality.

An aggregate of \$3,000,000 from 27 sold lots with a clearance rate in excess of 90%.

It will be a long, long time before we ever see a stallion reach those dizzy heights, and the only horse capable of going close is probably himself.

Given that stake money is by and large the same, what is driving the demand at the top end and creating such competition for the top lots?

"It was said to me a while ago by a leading vendor that the top tier horses will only continue to get more expensive because in a refined breeding market where there are less of them, the expensive horses are just that much easier to syndicate," said Cam Bray of NZB.

"I think high profile names of the horsemen and the high performing mares these yearlings are coming out of just make them that much more saleable at the

other end.

Relative to their service fees, the likes of Vincent, Rock N Roll Heaven and Always B Miki punched above their weight in the rough and tumble of the middle market.

\$215,000 for a Vincent colt was a wonderful sale for Spreydon Lodge and Helen Conaghan.

Nobody is trying to take the gloss of a week in which some incredible results were achieved, but it is important that we call a spade a spade and in some respects the success of Bettor's Delight is carrying the weight of a national sale.

"A few vendors fell into some flat holes, and so too did some of the stallions. Then you have Bettor's Delight who probably benefitted from having such a small catalogue."

"A lot of it probably comes back to numbers in the catalogue and it created a bit of vulnerability for some sires and their stock, simply because there was so much to choose from," said Bray.

The numbers in this respect don't lie and while Bettor's Delight shattered his own records yet again, nobody suffered more than Sweet Lou where the big numbers in both Auckland and Christchurch probably diluted demand.

Two stallions who are traditionally very good to vendors in Art Major and Captaintreacherous weren't immune in that respect either.

Both had some very good sales, however their sale results were notably down on last year and even from Auckland the week prior.

You can find all the sales results here with averages and medians for each sire at both sales to form your own opinion.

"For me one of the massive takeaways was that our aggregate was up \$1,200,000 on the previous year, which meant we have raised the bar each and every year, said Cam. Admittedly we are aware the clearance rate has dropped, but you have to bear in mind in 2019 we only offered 370 horses, in 2020 we offered 367 and this year we shot up to 410."

It's a case of damned if you do, damned if you don't.

NZB copped flak from some corners in its first two years running the sale for turning away yearling entries.

On one hand, you can argue that it's the vendors per se to sell a yearling irrespective of its breeding.

However, it doesn't take a rocket scientist to look at the statistics and see that there are plenty of vendors getting burnt.

It is not a yearling sales problem, but rather an industry issue and is reflected in this year's breeding numbers where the participant at the lower end of the market is being siphoned out of the sport.

"We basically gave everyone a run that was suitable, however a number of factors affect saleability."

"Commerciality for some of them was an issue and another factor in some regards is failing to listen to what the market is telling them," he said.

The second day of the Christchurch sale got off to an awfully slow beginning where in the first hour of selling, there was a disproportionate number of yearlings passed in and very few seeing the gavel come down.

That improved as the day went on, but where the week off being was discussed as an opportunity for the horse-man and buyers to retool and go again, it's fair to say the momentum from Auckland was lost with the week's delay.

Bray offers some sound reasoning for why he believes that was the case.

"In some respects having a week to mull over the results of Auckland potentially created a situation where some vendors may have been slightly unrealistic."

"The Christchurch catalogue is such a different book and a completely different dynamic to the Auckland book where there are only 130 yearlings and they are all from commercial families and professionally prepared to a very, very high quality."

"There is pressure to buy so all of a sudden your sea levels go up."

"You come to Christchurch and there is a greater number of horses.

"A much broader range of pedigrees. There are pedigrees from the lower range, and with the right sire it might get them into the middle market but they are never going to get that top end money."

The difference in the middle markets is stark with the middle third of horses in Christchurch selling between \$20,000 and \$35,000 (59 yearlings) whereas the middle market in Auckland sits at \$30,000 to \$50,000 (30 yearlings).

That right there paints a pretty clear picture of the contrast between the books.

That also meant Christchurch had 59 yearlings (possibly changed by now) sell for \$20,000 or less and it begs the question as to how we strengthen the middle and lower end of the market when one stallion is theoretically propping up the results of the national sale.





Cam Bray working his magic from the rostrum

"We need to find that balance because we know it's important that we leave more in the catalogue so that everyone can find the horse they are looking for.

"But we also don't want to be in the situation we are at the moment where we are offering a lot of horses for no return," he said.

That goes for both the vendor, and the sales company.

Horses that pass in and don't pay up for the race series are effectively marketed by both parties for 4-5 months for nothing having cost breeders a small fortune to prepare.

The sales company and Bray are far from pleading poverty on this one, but the fact remains the work involved in preparing and offering a yearling is overwhelmingly tough for no return.

Breeding standardbreds and selling yearlings is an emotional exercise for many breeders.

In my experience, albeit limited compared to some, we can all be guilty in some respect of overvaluing our stock.

We fall in love with the mare and the family and our quest to prove the maternal line is off governed by an unshakeable belief that the good horse is just around the corner.

It has to be, or why else would we do it?

The vendors who succeed are generally in a position to be able to meet the market. where others are not. It's a catch 22.

Do you take a horse home believing it's worth more and

hope like hell it can run? Or suck eggs and give it away for less than the costs of getting it to the sales or less than you view of its value.

Over 50% of breeders are racing owners, and I have zero doubt that if we are to once again prosper that this side of the coin has to become more viable AND profitable.

Bray has an interesting opinion in offering a possible alternative to the yearling sale market which at present is one of the only avenues there is to sell stock.

"There are two markets at the moment and that therein lies a problem."

"There is a yearling sales market, and a racehorse sales market and nothing in between."

"It's on my agenda to review again, but we need to have a trade market. We need to have a Ready to Run, a going along, a broken in sale where it's not time dependent.

"If we are going to sell zipped up two-year olds we will go down the same path as last time because unless you're buying the fastest one, nobody wanted them and ultimately there were some good stories, but there were a lot of poor results come out of it.

"The thoroughbreds went through a period of change where they went away from the timed, fast, hard-driven, hard-ridden horses to a situation where the impetus is now on analysing how a horse is able to do the work as opposed to how fast.

"I've been selling at the ready to run for four or five years now and you can visually see when you watch those breeze up clips whether someone is really going to town





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on one and they stick out, said Bray.

"You can say well this is the fastest time of the day and nobody will really care because you can read between the lines of one that has probably gone as fast as it will ever go, or a more progressive type with plenty under the hood. It's done it efficiently and how the horse has done it."

"I think that's where we need to go and whether we can stitch it together so it's a Trans-Tasman thing given that's where a number of the horses are going to need to go. I am prepared to personally do the donkey work to try and get that off the ground again."

"I think that's where young guys are going to want to buy the five to fifteen thousand dollar horse at the yearling sale with a view to backing themselves as horseman."

"We are not talking about turning them into an \$80,000 horse, but a \$30,000 to \$40,000 racehorse," he said.

It's definitely a gap in our market and one that dished up the likes of Fiery Falcon and Highview Tommy. However, the ruthless pursuit of those six figure types is quite clearly where the concept fell flat and as Bray suggests a shakeup would be needed to see a ready to run sale be viable.

Another possibility raised with me by numerous stakeholders is the creation of a Sales Series for stallions of a certain price bracket with, for the purpose of this article, similar to the Sires Stakes run Sires 7000.

It is absolutely imperative we continue to have our aspirational race series and be mindful of how much the top end contributes to the overall picture and drives the core business of a yearling sale.

However, the overwhelming number of horses and participants are positioned in the bottom two-thirds of the market and they too contribute to the overall success of the industry.

An incentive such as a sale series for these offerings would in my opinion and that of other prominent industry players would create a market for them with speculative buying, but it would also incentivise breeders at the bottom end to persevere instead of choosing to cull. It would also incentivise trainers and owners to buy.

And if the middle market stallions and their vendors had another option to pay up for, would it in fact detract from the current series anymore than it would help fund and drive another one?

By and large it is a user pays model, with the majority of the \$800,000 in stake monies being directly contributed to the Harness Millions Series by the vendors and purchasers.

It would be interesting to see what percentage of buyers of the progeny of these middle tier stallions simply don't pay up for the series as opposed to your top three

in Bettor's Delight, Art Major and Captaintreacherous yearlings. Are we missing an opportunity or misguided in thinking there is one?

If a ready to run got off the ground could it have its own incentives through another series?

A friend of mine recently wrote "diverse thought is progressive whereas conformity is limiting and inimical to growth and progress."

These concepts aren't achieved in articles. They need analysis, vigorous debate, consultation and discussion. The Breeders will work with HRNZ, NZB, Sires Stakes Board and BREEDERS to advance these ideas.

The stand-alone Trotting Sale, like the pacing session, was slightly down on clearance however the median price for the square gaiters climbed for the third successive year, sitting at \$30,000.

Interestingly it was the first time I can see that a trotter sold for six figures at both Auckland and Christchurch.

What The Hill had a wonderful debut and Father Patrick delivered for vendors yet again, taking out top honours for the colt out of Rae Galleon.

I understand the stand-alone sale may draw the ire of some in the pacing sector however what they fail to understand is without the stand-alone sale, the ability to take the extra 40 horses at Christchurch is not possible. Also trotting provides just under 30% of our racehorse. They deserve their place in the sun and they deserve more racing support, i.e. group races for fillies and mares.

Despite the pandemic complications not allowing for overseas purchasers to be on the ground as per normal, the Christchurch session was still buoyed by some big spending international clients with over 20% of the total spend coming from that sector of the buying bench.

"They might not have been as many of them, but those that did buy probably spent more and were very active still," said Bray.

"We are still selling horses. We've sold around 20 since the conclusion of Christchurch and for good money too. That has been off the back of good money being spent for horses throughout Australasia. We sold a horse the other day in my opinion simply off the back of APG selling quite well in West Australia," said Bray.

"We will give it a month now and just let the dust settle and do some one-on-one reviews. We will do some consignor meetings around New Zealand. What we also do is sit down and review the thing from head to tail with the likes of James Jennings and Bruce Barlass from an operations stand point also."

"We strip everything back and start again and say what worked? What didn't work? And how can we do better."





Lot 368: Always B Miki x Kusadasi fetched \$60,000 for his vendor Sam Langrope on day three at Christchurch

MIKI COLT GOES FROM PART OF THE FURNITURE TO PROVIDER OF FURNITURE

Garrick Knight

When Sam Langrope rung his wife Claire with the news of their \$60,000 windfall at the recent Christchurch yearling sales, there was only one thing on her mind.

“She asked whether she could go ahead and look at new lounge suites because our current one is falling apart,” quipped Langrope.

“She actually didn’t even watch it go through the ring, I was just told to call her if it was good news.”

It most certainly was and Langrope was left very contented after Kirstin Barclay won a spirited bidding duel to secure Miki Cohen, an Always B Miki son of Kusadasi

Langrope has dabbled in horse breeding for a few years now, but this was his first solo undertaking at the sales.

“This was my first go at branching out by myself; the rest of them I’ve bred with friends to split the costs.

“I actually bred two by Always B Miki that year but the other one I pulled out of the sale.

“There was nothing wrong with her, she was just finely-boned and I felt like her best value was going to be as an early two-year-old triallist rather than the sale ring.

“She’s already broken in and well ahead of the other so I’m quite happy with that decision.”

Langrope works as the Estate Manager at Dancington-moonlight Farm so is closely aligned with on-site trainer Ross Houghton, property owner Robert Famularo and

his daughter, Sara.

It was Sara who prepared Miki Cohen for the sales and Langrope credits her for how well his colt was presented

“I thought he looked like a bull on sale day. Sara had the whole draft conditioned perfectly for sales day.”

There was cautious optimism that the horse might sell well once he got on site in Wigram and multiple people came back for a second inspection.

For all intents and purposes he appeared to be a “stock standard horse” last winter, but that changed come spring time.

“From about the end of September through to February, he flourished.

“He turned in to a really, really strong colt and I started getting quite nervous as we got closer to sale time.

“A few big players were looking at him and the attention he got was very exciting.”

On type he was a standout out and it was probably only the reserved approach to the stock of Always B Miki that meant he went for \$60,000 and not six figures.

Considering that it was the second highest price of the 14 ‘Mikis’ in the Christchurch sale and third of 22 across the entire catalogue, he can consider it about as good a result as could be expected.

Always B Miki is in that dark area where it’s been more than three years since he was the ‘hot new stallion’ and it was only last week last he had his first New Zealand starter – Cos I Can.

Two fillies prepared by Barry Purdon and Scott Phelan make their debuts at Alexandra Park on Friday night and there was also a super impressive qualifier in Southland last week for Brett Gray, called You’re So Fine.



It's very possible that in 12 months' time, the Miki stock will be in demand or, well, the opposite, so Langrope is probably happy to have hedged his bets in the middle ground for now.

Langrope is currently without a broodmare as Kusadasi has been sold to Australian interests and Carley Maguire has returned to her owner, Steve Witte, after Langrope bred just the one foal.

"I like to space things out a bit as I'm not one of those guys that can afford to just keep breeding foals every year.

"I have kids and a mortgage so didn't want to get too committed."

He has hatched his next plan, though and it involved tracking down a 12-year-old mare that never raced and has never had any foals.

The hard work is done, but the finer points are still being nussed so we can't reveal the mare or her family but suffice to say if the plan comes off, it could reap rich rewards.

"I wanted to find a specific mare to lease and put to Bettor's Delight.

"I would love to be able to go to the sales with a quality Bettor's Delight from a top family before he's finished as a sire.

"Now, thanks to Miki Cohen I will be able to do that. I just need to get the mare finalised."

In a story reminiscent of when Southland breeder Dave Kennedy had to ring a schoolgirl to get Themightyquinn's dam back as a broodmare, Langrope has had to put his detective's hat on recently.

"The mare kind of fell through the cracks about 10 years ago and I had to firstly ring her original owner to get his permission and then track down the lady that now owns her.

"A couple of things need to be sorted yet but it sounds like I am going to be able to lease her to produce a foal." As well as breeding his own horses, Langrope is heavily involved with Robert Famularo and planning the breedings of the Dancingmoonlight broodmare band.

"Robert and I keep a close eye on North American racing and do try to breed a couple to Northern Hemisphere time every season.

"We're always on the lookout for who could be the next big sire.

"In fact, this year we had a crack at breeding four to northern time, including putting Carabella in foal to Always B Miki."

Langrope was working at Clearwater Golf Club three

years ago when Famularo "shoulder-tapped" him to offer him a job.

The farm was going in the direction of developing race young horses to race and sell as well as breeding for the sales.

"The first year I took a sideline position and watched how things went, learning about every aspect of the business. "Then after that we started to implement changes including getting Ross Houghton to come on board."

Langrope has developed a strong contact base in Australia and North America, including with big-spending Florida owners, Mark Hanover and Gordon Banks, who recently purchased wonder mare Amazing Dream.

"We do sell a few horses off the farm and I have dipped my toes in to the agency side of things as well.

"I figured with the amount of two-year-olds we were going to have coming through every year, it was important to get my name out there in Australia so we had avenues to sell these horses."

BARRON THE BREEDER CONTINUES HOT RUN IN 2021

Jonny Turner

Canterbury breeder and trainer Tony Barron realised a lifelong goal when Queen Elida notched his first Group One victory in Victoria last month.

The daughter of Love You and Barron's Group One placegetter Queen Kenny zoomed home from three deep on the pegs to win the Need For Speed Princess Final at Melton for trainer Brent Lilley and driver Chris Alford.

When Alford extricated the filly from a horrible spot on the home turn he helped Barron realise one of the few ambitions he had left after more than three decades in harness racing.

"We took her over there for the fillies' races and to try to win a Group One." Barron said. It is not often a big plan comes off, but it has so far."

"We are absolutely over the moon: it has been a great couple of weeks."

"We have had quite a few placings around the Group Ones. Shezza GNP ran second in the New Zealand Standardbred Breeders Stakes and Queen Kenny ran third in the Rowe Cup. Global Domination ran fourth in a New Zealand Derby and Delightful Dash and a few others have been fifth in the Jewels."





Chris Alford and Queen Elida run away with the Need For Speed Princess Final at Melton last month

"We have been knocking for a few years and we haven't been able to get it. It was a thrill of a lifetime, really. It has been a lifetime goal, it has been 35 years in the industry and I had two aims to go."

"One was to win a group one and the other was to train 500 winners. So I am not far off that, I am only about 25 off that. We will just tick away.

"It will take a few years with the size of the team and we still sell them too. But we are very happy with where we are sitting," said Barron

Queen Elida had a handful of starts as a two-year-old before Barron and his wife Cheryl and their co-owners, Gordon McKenzie and his family, decided to send the mare to Lilley's stable. The opportunities for a three-year-old trotting filly in Victoria were simply too good to turn down.

"We are absolutely over the moon," said Tony.

Queen Kenny keeps delivering for Barron more than seven years after she was purchased from Phil and Bev Williamson.

Though she was already a performer in Group One races on the track, the mare's name rung out much further across the industry when she produced the highest priced trotting yearling ever sold in New Zealand at the NZB Standardbred National Yearling Sales last year.

Just days after Queen Elida's win the colt, who is her full brother named Toro Stride, ran to his second trial win at just his second attempt for trainer Phil Williamson.

"It has been a great couple of weeks," Barron said. "We have had Queen Elida's win and then her full brother, which we sold last year, qualified. The yearling sales of course, we got good money for the colt out of Cullen Who."

"And I have even got a share in a galloper with Bjorn Baker in Sydney and it just won at the trials."

Barron and McKenzie have bred three Love You foals from Queen Kenny in Queen Elida, Toro Stride and a yearling filly named Queen Bea.

Queen Bea did not go through the sales ring this year and will be retained for breeding, as will Queen Elida. The filly is being broken in and Barron likes what he sees so far.

"She is a cracking filly, a very, very nice filly," Barron said. Queen Kenny did not get in foal to Father Patrick last season which is partly why Barron expects to have a quiet year at next year's National Yearling Sales.

The Monarchy mare was back on track this spring and is carrying a What The Hill foal.

Tony said "we are going to have quiet year next year on the sales front, but it is pretty exciting with the five that we have got in foal."

Barron's five expectant mares include Katys Art, the first foal from former Group One winning filly Katy Perry, who is in foal to Captain Crunch. Lis Mara mare Christy Breanna, the dam of Global Domination is in foal to American Ideal.

Elite Medley, the dam of Mary Austin who starts in the Group 3 Southland Fillies Classic on Saturday is in foal to Bettor's Delight. Cullen Who is also in foal to Bettor's Delight in the hope of producing another top quality yearling.

Barron and his partners in Cullen Who, including McKenzie and race-caller George Simon, sold a Bettor's Delight to Robert Dunn's Diamond Racing Stables for \$130,000 at this year's NZB Standardbred National Yearling Sales in Christchurch.

Barron also sold a Bettor's Delight colt from Opulent to Southland trainer Alan McVicar for \$45,000. Aaron Swain purchased Barron's Sweet Lou colt from Gabriel Marie for \$6000 and Darren Keast bought his Sweet Lou colt from Kate Stephanie for \$10,000.



Barron and his wife retained their Bettor' Delight colt from Christy Breanna.

After producing six figure yearlings in at the last two national yearling sales, the Barrons have their breeding operation exactly where they want it.

Life is a long way from where it was a decade ago, training a large team in Southland. And Barron is enjoying the ride.

"I still enjoy doing a small team, just eight or ten to give us something to do and to have the fillies coming through." said Barron.

"But I am really enjoying the breeding side of it, it is like everything it has its ups and downs. We love it and we have some lovely young mares. We are now to a level where we wanted to be. It has taken a few years but we have got there."

"We had a great pay day last year and another good one this year." said Barron.

Mary Austin looks a realistic chance of adding some more black-type to Barron's record. The two-year-old was solid in her debut before tiring at the end of a hectic running of last weekend's Leonard Memorial Stakes. Barron is hopeful the filly can bounce back to the kind of form she showed in her first start.

TREVOR BEATON QSM OBITUARY

HRNZ

Trevor Beaton is being remembered as a passionate supporter of harness racing who will be sorely missed.

He's died in Christchurch aged 70 after a battle with cancer.

"For over 40 years he was involved in standardbreds," says good friend Graeme Iggo, "what quickly comes to mind are his high ethical standards, his passion, his generosity, his sense of humour and his loyalty."

He was a former president of the Canterbury branch of the NZ Standardbred Breeders Association, vice president of the national body of the NZSBA, president of the Hororata Trotting Club and for two years was a HRNZ Board member. He also worked part time for HRNZ educating and training cadets.

"He was such a positive and jovial guy who was totally immersed in the industry," says former HRNZ Board member Allan Brown.



Trevor Beaton QSM

Education was a big part of Beaton's life and he was awarded a Queen's Service Medal (QSM) for services to education. He retired in 2011 after being the principal at Cobham Intermediate in Christchurch for 15 years.

As a horse breeder he produced over 80 foals and was a highly respected preparer of yearlings for the sales, having won Best Presented Yearling on several occasions.

"The first mare he bought and bred from was Samantha Scott in 1972 which he paid \$2500 for," says Iggo, "he often laughed about the fact that the horse was worth four times his only other asset at the time – his \$600 car."

Current HRNZ Board member Ken Spicer recalls a trip to the Kaikoura races just last November when Beaton's health was not good.

"Four of us stayed on course and his horse Admirable won, it was his first win there and a good ending to the yearly pilgrimage," said Spicer.

"Trevor was a very good mate and we will all miss him dearly"

"He had made many friends in harness racing throughout the country," said Iggo, "and he will be a significant loss, not only to these friends but to the industry itself."

Rest in peace Trevor, you will be sorely missed.





Lot 250: Bettor's Delight x Start Dreaming with his consignors West & Jefferies after being knocked down for \$250,000

ALL'S WELL THAT ENDS WELL FOR JEFFERIES AND WEST AFTER SALES DAY MIX UP!

Brad Reid

They say in life that all is well that ends well.

For Mike Jefferies, to call his yearling sales experience anything but tumultuous would be an understatement.

Heading to the sales with a Bettor's Delight colt out of the Group Two winning American Ideal mare Start Dreaming should have been a recipe for smooth sailing.

It was far from it.

Standing on his deck in Mount Pleasant in Christchurch two weeks after the fact, the outcome is serendipitous to say the least and one he tells with a wry smile.

The story starts with a connection between Jefferies and his co-consignor of Lot 250 at the Christchurch sale, Brian West, dating back some 50 years.

West was the best man at Jefferies wedding in 1978.

They were in the thick of the halcyon days of the Yonkers Breeding syndicates prior to the share market crash as well.

While Jefferies had an interest in some of those syndicates, he wasn't involved in the share market being a schoolteacher with a mortgage and a young family and was largely unaffected.

Unfortunately, the same couldn't be said for Yonkers Breeding.

Nevertheless, tough times don't last but tough people do

(raining cliches).

West and Jefferies persevered. While one has always been in a lot deeper entrenched with his investment than the other, the pair have been rewarded for their commitment to the industry as water continues to flow under the bridge.

"I've known Brian an awfully long time," said Jefferies.

"Without cutting it too fine or going too far back, the Start Dreaming saga started when he called me saying he had just spent \$40,000 on a yearling and did I want to get involved.

"At the time I couldn't afford too, and 'it' turned out to be Lancome," he said.

Not going to miss out on a second opportunity, when West came knocking again with another proposition, Jefferies was not prepared to tempt fate and miss out.

"It was actually my wife who convinced me to invest the second time round. We were building a home and probably couldn't afford it either, but Brian had told me he had just purchased a Bettor's Delight filly out of a full sister to Under Cover Lover from Graeme Pearson and this was a family you couldn't buy into.

"I borrowed the money to go in on Delightful Lover and was out at Brian's place inspecting the mare when he told me about another mare that his partner on the horse was looking to quit.

"She was well-bred but he wanted \$8000 for the mare and about half that for the foal at foot.

"I couldn't afford them both, but I knew I could scrape enough money together to go in on the foal which was quite a nice type," he said.

While the Delightful Lover purchase amounted to very little tangible success, the speculative purchase made



the same day in acquiring an American Ideal filly was quite the opposite.

The aptly named Start Dreaming (2011 American Ideal – Simply Devine) showed plenty from the day she was sent to Chris McDowell and quickly found herself headed north to Barry Purdon.

From there she quickly became a favourite of the Ardmore based trainer and didn't take long to find herself in the winner's circle.

"I was at a wedding and managed to slip outside with a few mates just in time to watch her first race," said Jefferies.

It was a winning one and after stacking them up, she showed a huge amount of class to zip home in 27 seconds untouched.

As is often the case with age group racing, as good as Start Dreaming was, she was born in a crop that had one filly better than her in another American Ideal filly, The Orange Agent.

It didn't deter her from running second to The Orange Agent in the Group One Northern Oaks at just her fourth start.

She won her next three starts before slipping her overcheck 300m after the start of the New Zealand Oaks at Addington.

In what seems to be a common theme in most of the Stipes reports for Start Dreaming, over racing and getting keen in the running did her no favours in chasing The Orange Agent.

She sat outside her in the Jewels at Ashburton running third, two lengths behind.

The pair then took their rivalry over the ditch where the Barry Purdon trained mare provided Jefferies with his greatest thrill racing his filly.

"Running second in the Breeders Crown final for three-year-old fillies was the highlight for me. I remember watching the race with friends and I didn't realise until afterwards that I had tears in my eyes.

"She was just so tough and although The Orange Agent went past her, she had to work around and sit parked for the last lap and never threw in the towel, she was just so tough," he said proudly.

Start Dreaming would go on and win a Group Two in Australia when she beat a good field of mares in the Robin Dundee Classic in 2016 and although efforts were made to persevere, she had trouble staying sound.

Despite showing class in winning two trials a year after her previous race start in 2016, a decision was made to pull pin with seven wins and six placings from just 19 starts with \$173,682 in stakes money won.

As Jefferies puts it, it was a 'no brainer' sending a high-quality mare like Start Dreaming to super sire, Bettor's Delight.

It was also a no brainer she returned home to her co-owners and have her very commercial offspring prepared at the powerful Studholme Bloodstock operation at Coes Ford in Canterbury.

Three years of patience was set to be rewarded on Tuesday the 23rd of February when having had to wait a further week due to Covid complications, Start Dreaming's first progeny was set to be offered through the ring as Lot 232.

"We had sold our house and were building another," said Jefferies.

"I had used some of the proceeds from the sale that probably should have gone into the new build to pay off some existing horse debts so there was a bit of pressure on me to recoup some of that money with the colt," he said.

"We had a reserve of \$60,000 (Brian wanted it to be \$70k) just because I wanted it sold. So, when it went through the ring and fetched \$110,000, I was elated and was bouncing around.

"It had taken all the pressure off that I had been feeling, particularly with the postponement and very real prospect that we might not be able to proceed.

"Even to the extent where you are terrified just watching them come off the float and go into the boxes unscathed," he laughed.

No less than 20 minutes later, elation turned to dread when Jefferies received a call asking him to proceed to the sales office.

"I had some friends come out to watch the sale. We were basically celebrating and discussing the auction and some of the semantics around the reserve and what I would have been happy to receive.

"I trotted over back to the sales ring where I was met by James Jennings who asked if I knew what had happened. That's when he told me we had sold the wrong horse, which as you could appreciate was a bit of a game changer at the time," he said.

"He was brilliant in how he dealt with it, but it made it no less easy given I was happy with the price we had fetched and now had the anxiety around what would happen next and how it had happened at all."

Firstly, the sale was cancelled as the wrong horse was presented. NZB acted swiftly and met the vendors with the only alternative of offering the Start Dreaming colt the following day.

The following message was then posted on to the website and was read to those in attendance.





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*Due to a regrettable misidentification at the consign-
or's property, Lot 392 (B.C. Captaintreacherous – Lily
Lancome), was inadvertently presented by Studholme
Bloodstock for sale today as Lot 232 (B.C. Bettor's De-
light – Start Dreaming).*

*This has been corrected and both lots will now be pre-
sented for sale tomorrow. Lot 392 (B.C. Captaintreach-
erous – Lily Lancome) in catalogue order and Lot 232
(B.C. Bettor's Delight – Start Dreaming) at the end of the
sale session. Both horses will be available for inspection
from 8:00am tomorrow at the Studholme Bloodstock
boxes in J Row.*

The next step in correcting the error was ascertaining how it happened, and where the Start Dreaming colt had gotten too.

Stories had begun to filter round the Sales yard and one in particular I heard was that Barry Purdon who had trained the mother was ringside and was trying to find a reason as to why he should bid on the horse in front of him.

He loved the mother and she was one of his favourites, but on type he couldn't find much about the yearling in the ring to warrant serious action.

"We worked out that when the yearlings were brought back in at Christmas time, there had been a mix up and the two affected yearlings were somehow swapped into the wrong paddock.

"This lead to the yearlings being boxed and paraded in-
correctly at the Canterbury Yearling Tour and implicated
all the marketing and videos we had done.

It's interesting looking back at some feedback at the time from the likes of Peter Lagan who said the Start Dreaming colt was not the type of yearling he had hoped for given how good his mother was and given who he was sired by.

"It was hard to hear because that straight away elimi-
nates one of your bigger buyers.

"The irony of all of this is that Robert Dunn who I'd raced horses with told me after the fact that John Dunn had been to the parade and come away saying the pick of Brian West's draft is the Lily Lancome colt that he had paraded as."

Spear a thought for the poor old Lily Lancome colt in all of this.

It probably could have been a lot worse consequences for West had he not had a half share in the Start Dreaming colt and not owned the Lily Lancome colt outright.

Could have been tough explaining that to a different set of owners, but nevertheless, the two yearlings arrived the next day as the talk of the town and if anything, had generated more interest than they would have other-
wise.



Mark Purdon who had been knocked down what he thought was the Start Dreaming colt on Tuesday had probably generated even further inspection of the once again available Lot 250 with serious buyers adopting an approach that if it's good enough for Mark, it's good enough for me.

"Michael House who raced the grand dam made the comment to someone from NZB while we were in ear shot that this colt was far more like it and could actually be a \$200,000 yearling," said Jefferies.

With considerable interest and inspections taking place of the real Start Dreaming colt, things were starting to look up for Jefferies and West.

However just as things were taking a positive turn, the colt reared in his box and grazed his chest on a bolt that was not obvious to the eye but was protruding from the wall in his stall.

While just superficial, it added another unwanted twist in the tale and the cut can be clearly seen in the photo in this article once the horse was finally sold.

"We just iced him up and walked him so that he wouldn't go stiff or anything, but I was pretty pleased it wasn't on his legs," said Jefferies.

While waiting for their second shot at glory, the Captain-
treacherous colt out of Lily Lancome went through in his
allotted order of 392 and was knocked down for a slight
discount at \$28,000.

To this point it had probably been only a par sale for West and his Studholme clients given the bloodstock they had presented.

Two six figure lots in Lot 224 (Bettor's Delight – Simply Devine) and 257 (Art Major – Under The Odds) had kept things on track, but West had taken a hit on his Sweet Lou (3) and Captaintreacherous (2) colts with the latter having sold gang busters a year prior.

Thanks to the mix up a day earlier, the Studholme draft now had two of the final four lots of the day.

As Steve Davis always says, buy the one you want, not the one that's left.

Fortunately for West and Jefferies they were met with the perfect storm.


Despite having to wait until nearly 6pm on day three of a delayed sale as a punishment for their sins, the boys got paid.

Firstly, West sent out a Bettor's Delight colt out of the McArdle mare My Style and was rewarded to the tune of the \$200,000.

By the time Jefferies joined West in the box out back, he was expecting things to have thinned out in the buying bench.

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“Brian made the comment to me that a lot of the serious buyers had stuck round, and he could see them from where we were seated.

“That was music to my ears because that was the worry, that they had got what they wanted and had left.

Regardless of whether Mark liked him, you need two people bidding on a horse to get a good price.

“Within about four bids he had reached \$200,000 and I couldn’t believe what was happening.

“He stalled at around \$230,000 for a while before the auctioneers went to work and eked out the last few bids. Before I knew it, he was knocked down for \$250,000 and I’ve been floating around ever since,” said Jefferies.

“It’s funny because for years I’ve told people about some of my investments in bloodstock and you can tell they are looking at you with a side eye making a correlation between bloodstock and investments, like ‘yeah right’.

“I’ve had a lot of bad luck and complaints as well over the time so to come out of this on the right side, with all the little miracles along the way is a great outcome,” he said.

Solid Day of Trade Concludes National Yearling Sale

NZB Standardbred

AOver four days of trading and an unexpected postponement due to COVID-19, NZB Standardbred has broken three records at the conclusion of their 2021 National Yearling Sale.

The Sale Series ended with a combined aggregate of \$13,333,500, up 10% on 2020’s overall aggregate of \$12,109,250.

NZB Managing Director Andrew Seabrook commented on the outstanding results.

“Yesterday was a bit flat and it has been a sale of two halves, but we are really pleased with how the sale carried through today.”

“It finished incredibly strong with two \$300,000 lots and multiple records broken.

“To be up over one million in aggregate over the whole series is a good result and we have got to be happy.

“I’d like to thank all the vendors for the efforts they have put in during what has been a great four days of trading,” Seabrook said.

The highlights of the session resulted in a round of applause at Canterbury Agricultural Park, with two lots selling for over the \$300,000 threshold and breaking NZB Standardbred yearling sale records, both purchased from Katrina and John Price’s draft.

Sale-topping Bettor’s Delight colt Lot 361 was purchased by prominent owners Emilio and Mary Rosati across the Tasman for \$320,000. He is out of Hartofdxie (NZ) (American Ideal), making him a three-quarter sibling to Group One horses Our Maxim (NZ) and Our Splendour (NZ).

Agent Peter Lagan was bidding on behalf of the Rosati’s at the Auckland and Christchurch Sales.

“Emilio bought the lovely colt today which I thought was the pick of all the yearlings in both sessions and he sold accordingly.

“He presented well and had a beautiful pedigree,” Lagan said.

Lot 315 was purchased by heavyweight trainer Cran Dalgety for \$310,000 under his Kentuckiana Lodge banner. The Bettor’s Delight colt out of Chicago Blues (NZ) (Christian Cullen) is a full sibling to track stars Chicago Bull (NZ) and Perfect Stride (NZ).

John Price commented on the prolific results, who’s Price Bloodstock banner also claimed the leading consignor by aggregate title at the end of today’s pacing session.

“We had two magnificent colts for sale and the results are absolutely unbelievable. It’s been a great day and is beyond our wildest dreams,” he said.

“They are going to stables where every opportunity is provided for them which is all you can hope for,” added Katrina Price.

Victorian-based owner Jean Feiss was active again buying two quality lots today (335 and 422) and securing the leading buyer by aggregate title for the Christchurch session, totalling in six yearlings purchased for a turnover of \$686,000.

The undisputed king of New Zealand’s breeding ranks, Bettor’s Delight, topped the sires tables by aggregate and average once again after 26 yearlings sold for an aggregate of \$3,003,000, averaging \$115,500.

To make enquiries about any Passed Lots, contact NZB Standardbred’s Cam Bray on +64 21 737 199 or email cam.bray@nzb.co.nz.

Next up on the calendar is the 2021 National Standardbred Weanling Sale held on Monday 3 May at the Karaka Sales Centre. Entries via the NZB portal will be open soon.



2021 National Yearling Sale Statistics – Christchurch Pacing Session

	2021 Christchurch Pacers Sale	2020 Christchurch Pacers Sale	2019 Christchurch Pacers Sale
Aggregate	\$7,143,000	\$6,479,500	\$6,471,500
Average	\$43,030	\$43,487	\$40,959
Median	\$27,500	\$30,000	\$30,500
Clearance	71%	78%	85%
Catalogued	247	209	206
Sold	166	149	158
Top Price	\$320,000 Lot 361 (B.C) Bettor's Delight - Hartofdixie	\$280,000 Lot 243 (B.F) Bettor's Delight - Pemberton Shard	\$170,000 Lot 267 (Bl.C) Bettor's Delight - Pemberton Shard; \$170,000 Lot 369 (Bl.C) Bettor's Delight - Beaudiene Maja Babe

NATIONAL STANDARDBRED YEARLING SALES: Trotting Summary 2019/21

CHRISTCHURCH

	2021	2020	2019
Aggregate	\$1,120,500	\$1,281,750	\$1,203,500
Average	\$33,954	\$34,642	\$30,088
Median	\$30,000	\$24,000	\$21,500
Clearance	73%	79%	83%
Catalogued	45	48	50
Sold	33	37	40
Top Price	\$120,000 Lot 140 Father Patrick - Rae Galleon	\$280,000 Lot 146 (Ch.C) Love You - Queen Kenny	\$105,000 Lot 192 (B.C) Love You - Diedre's Jewel

KARAKA

	2021	2020	2019
Aggregate	\$1,021,000	\$413,500	\$642,000
Average	\$42,542	\$34,458	\$40,125
Median	\$30,000	\$32,500	\$27,000
Clearance	80%	86%	88%
Catalogued	30	14	18
Sold	24	12	16
Top Price	\$190,000 Lot 14 What The Hill x Regal Volo	\$90,000 Lot 89 Muscle Hill - Classic Armbro	\$110,000 Lot 53 Muscle Hill x Love Ya Doosie

2021 National Yearling Sale Statistics – Combined Overall Statistics

	2021 Combined AKL & CHC Sale	2020 Combined AKL & CHC Sale	2019 Combined AKL & CHC Sale
Aggregate	\$13,333,500	\$12,109,250	\$12,350,000
Average	\$45,198	\$43,247	\$41,443
Median	\$30,000	\$30,000	\$30,000
Clearance	72%	76%	74%
Catalogued	430	388	401
Sold	295	280	298
Top Price	\$320,000 Lot 361 (B.C) Bettor's Delight - Hartofdixie	\$280,000 Lot 146 (Ch.C) Love You - Queen Kenny; \$280,000 Lot 243 (B.F) Bettor's Delight - Pemberton Shard	\$190,000 Lot 18 (B.C) Art Major - Goodlookinggirl



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John & Katrina Price are all smiles after a week to remember in which they dominate proceedings across three days of selling

PRICES SMASH RECORDS AMID DREAM DAY

Jonny Turner

Southland vendors John and Katrina Price smashed NZB Standardbred's record for its highest-priced yearling before breaking it again just minutes later as they dominated the final day of the National Yearling Sales in Christchurch on Wednesday.

The couple's incredible run started when trainer Cran Dalgety simply refused to be outbid on a full brother to star Australian pacer Chicago Bull, eventually landing the standout colt for \$310,000.

After just over 50 more lots went through the Christchurch sale ring the Prices cashed in again when levianathan owners Emilio and Mary Rosati won a bidding duel to secure their Bettor's Delight colt from Hartofdixie for a \$320,000 price tag.

After dozens of inspections in the weeks prior to the sale and interest in the colts getting to fever pitch in the three days leading up to it, the pair were being talked about as potential sale-toppers.

The Prices went into Wednesday's sale's confident that their colts would be sought after.

But John Price admitted he had not dared to dream the pair would sell for a combined price tag of more than \$600,000.

"Definitely not, we had high hopes for the colts, they are lovely colts and we had a lot of interest in them."

"But we definitely didn't think we would get over \$300,000 each for them."

The Prices' Bettor's Delight colt from Hartofdixie does not follow the path her vendors typically take to the National Yearling Sales.

Unlike most of their stock, the new NZB Standardbred record holder was not bred by the couple. The Prices jumped at the chance to buy the colt as a weanling and that judgment call paid off several times over on Wednesday.

"In the middle of winter last year we bought Hartofdixie the mare and a couple of weeks later we had the chance to buy this colt."

"We thought why not, we had bought the mare and we thought we could buy him with the intention of putting through the sales, so, we are happy with the result."

The Prices' record-breaking afternoon started when their smart former racemare Chicago Blues delivered another standout yearling sales result with her Bettor's Delight colt.

"She leaves outstanding types. Chicago Bull was just a wee fellow, but Perfect Stride and this yearling are magnificent types of horses."

Unlike many of their successes in the ring the couple will retain a share in the colt named Chicago Bear in Cran Dalgety's ownership group. After digging deep to secure the colt, Dalgety was elated.

In the Canterbury trainer's opinion Chicago Bear was the top pick among the hundreds of yearlings he had inspected this year.

"In my opinion he was by far advanced on all of the ones I had seen this year."

"His attitude was magic, he had an enormously good upbringing – on the nutritional side – and his [pedigree] page sold him too.

He was 11/10."

KENNEDY TO CHERISH TOP PRICED SALE

Jonny Turner

Having almost beaten cancer, selling the top lot at NZB Standardbred's trotting sale in Christchurch on Monday was a moment to savour for Southland breeder Dave Kennedy

Kennedy's Father Patrick colt from Sundon mare Rae Galleon topped the trotting section of the National Yearling Sales in Christchurch when knocked down to leading trainer Robert Dunn for \$120,000.

Kennedy is no stranger to yearling sales success having produced the equal top-selling pacing lot at Christchurch two years ago

The Otautau breeder is set to cherish selling his Father Patrick colt more than his 2019 sale-topper or any other yearling he has offered in his 29 years as a National Yearling Sales vendor.

Kennedy's battle with B cell lymphoma – a form of blood cancer – has taught him to savour every moment he can.

"You have just got to take what comes – it has never worried me I have just gone with it."

"But I was very weak for a while there, I couldn't pull the skin off a sausage."

"I couldn't walk from here to that (nearby) box over there."

"But we are good now, we are on the road to recovery."

"You don't know what is around the corner, you have to enjoy every moment."

Kennedy hopes his Father Patrick colt has started what could turn out to be a brilliant week.

He will offer five pacing yearlings at the National Yearling Sales on Wednesday and Thursday.

Kennedy will then see his oncologist on Thursday to assess the next stage of his cancer battle.

"I will see the oncologist on Thursday, I have still got a couple of tumours in there and I am going to be having radiation [therapy] to zap them."

Robert Dunn beat out rival bidders to secure the Father Patrick-Rae Galleon colt for his Diamond Racing Stables.

Kennedy said he was rapt to see his yearling going to the trainer of the country's best trotter, Sundees Son.

The Southland breeder went into Monday's sale hopeful of a good result, but far from expecting his Father Patrick colt would take top billing at the Christchurch trotting sale.

"I am absolutely delighted, it is totally unexpected," Kennedy said.

"I knew he was a nice horse but I didn't expect him to do anything like that."

Kennedy not only has preparer Katrina Price to thank for his standout result.

Lot 140, named Cochise, is the only foal he has bred from Rae Galleon after he was offered the chance to breed from her by long-serving harness racing administrator and fellow breeder Gary Allen.

"Gary offered me the chance to breed from her, so I put her in foal to Father Patrick and here we are," Kennedy said.

"It is unbelievable, really."

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