

THE WAVE



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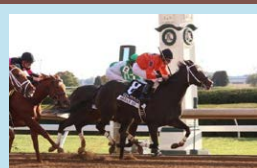
Sales 101: Nov/Jan Prepping Tips

JANUARY DEADLINES

Get your nominations in for the Keeneland January Sale!

November 2, 2015

Call today to discuss your options!



SARAH SIS

Owner: Joe Ragsdale
Breeder: Catherine Park, DVM
Trainer: Ingrid Mason
Record: 13-6-3-0
Earnings: \$566,400

Sarah Sis, sold by Bluewater in 2012 at the Keeneland Sept. Sale for \$10,000, pulled the upset in the \$250,000 Raven Run-G2 at Keeneland. The three-year-old has won the Honeybee-G3, Iowa Oaks-G3, and Panthers Stakes this year.

"I find that the harder I work, the more luck I seem to have."

- Thomas Jefferson



BEBHINN

Owner: Jeremy Harley
Breeder: Frankfort Park Stud
Trainer: Kevin Prendergast
Record: 3-2-1-0
Earnings: \$37,624

Bebhinn was coming off of a layoff, but that didn't stop her from notching her first listed stakes win in the Blenheim S. at Fairyhouse.

Sold for \$52,000 at Fasig-Tipton November in 2013, Bebhinn is the first runner for Passion Overflow, who was a winner in England. Passion Overflow is currently in foal to Quality Road.



Should They Stay or Should They Go?

Those who know me have heard me quote Kenny in "the Gambler" many times "when to hold em, when to fold em"...

In my mind this line perfectly captures what we do with any investment in the horse business, decide to sell or retain. Sometimes we win and sometimes we lose, but its very important to have a program to stick to.

Years ago, the perception of both the Keeneland January sale and the Fasig Tipton February sale was that they were both "cull" sales and were not important to attend. In my opinion, these winter sales can be wonderful for both cash flow for sellers and great opportunities to buy stock to produce more cash flow later in the year. Culling can be a financial win when one considers what that horse costs to keep until the next sale the following season and if its worth it. One program's discards can be another program's stars.

Oftentimes, the momentum from November carries over to the winter sales, supply meets demand and helps produce great results for sellers. The secret is knowing which sale to choose, the complexion of which can vary from year to year.

When looking at which horses to sell in Keeneland January and Fasig -Tipton February mixed sales, we first try to determine which horses can "rise and shine" and benefit from smaller books and less competition than in the big November mixed sale. The market is smaller in January/February but the timing often produces better results for certain horses:

- **Stakes quality broodmare/racing prospects who are good physical specimens** usually do well at both of these sales because of the proximity of the breeding season. Demand increases the closer it gets. Stallion farms are introducing their new horses and need maiden mares to breed. Breeding operations need fresh stock to upgrade their portfolios.
- **Nice young mares carrying their first foals** are always in demand, and even those with later covers caused by spring racing can do well here.
- **Short yearlings with commercial appeal** who may have later foaling dates or who were not at optimal development for the November sale. Keeneland offers a "rollover" of half the entry fee from November for just this reason.

Of note is that especially with first year sires of good physical weanlings whose averages were high in November, these sires' progeny can bring premium prices in winter sales as well as mares carrying the next years progeny in utero.

We would be delighted to have a chat about your program and make suggestions on what to enter in the next few weeks. Sometimes the most important thing is to "buy a ticket to the show" so the opportunity to sell is secured beforehand.

BHA Testing Update for November and January Sales

Keeneland announced that there will be a new Condition of Sale which will allow buyers of short yearlings and horses in training that are being exported to Great Britain or other countries that the British Horseracing Authority (BHA) considers to have similar policies to have said horses tested for anabolic steroids and other substances prohibited by the BHA within 60 days of purchase.



Weanlings and breeding stock will not be included in the testing protocol.

For said horses, a blood sample will be drawn at the time of purchase by a veterinarian prior to the horse leaving the sale grounds. If the sample tests positive for any substance prohibited by the BHA, the buyer within 24-hours of notification, has the right to rescind the offer and return the horse to the consignor.

We are pleased to announce that all of the yearlings in our yearling consignment who are tested under BHA condition were indeed negative.

Click [here](#) for more information on the new Condition of Sale.

Breeders' Cup Festival Week is Hoppin'!



Lexington is a hoppin' place this week, with events galore highlighting all the Bluegrass has to offer surrounding the Breeders' Cup and the Sales.

The city put together a week-long festival filled with food, bourbon, horses, music and more that truly offered something for everyone, and it's still set to go strong on Breeders' Cup Saturday. From the \$100,000 Thoroughbred Makeover and Feeders' Cup Food Truck Competition last Saturday and Sunday to the Bourbon Backstretch

that's open this evening and more, you'll be hard-pressed not to find something that suits your interests.

Go to www.breederscupfestival for a full schedule of events or, let us know if we can help you with any arrangements you might need during the week.

Sales 101: Nov/Jan Prepping Tips

With the November Sales upon us and the January Sale hot on its heels, it seems hard to imagine that you can still have a meaningful impact on how your horses present themselves between now and the sale. There are still a few key things you can do, however, in the coming weeks and months to help your horses look and act their best at the upcoming breeding stock and horses of all ages sales.



- 1) Checking and floating teeth may be both the most helpful procedure AND the most neglected procedure we see. Both broodmare and short yearlings can benefit hugely from this procedure done by a reputable and experienced practitioner. They both gain weight better and handle better.
- 2) Adjust feed, fat and hay on an individual basis. This sounds so basic but can help so much! Balancing protein levels, carbs, fat and fiber all can be huge help in getting your mare or short yearling to look their best at this time of year. Even fuzzy coats can be shiny coats..
- 3) Blanketing properly: size matters! Just like Goldilocks said, "This one is too big, this one is too small, this one is JUST RIGHT!"

Sizing of blankets and the use of legstraps can make blanketing so much more effective and safe. Weight is also important to look at depending on what you want your horse to look like in the end. If you want the least possible hair, add more weight either in another layer of blanketing or a heavier blanket. Extra pieces like slinks or neck pieces/hoods can also help. Much like dressing ourselves for cold weather, layering and material used are very important. Air flow in the barn and lights are also factors to consider.

- 4) The wonders of walking: good old fashioned walking can go a long way in preparing your short yearling or broodmare for the sale. It can be tough to do in bad weather, but can be worth the work in price of fit, confident, well prepared stock!

If you are in town for the Keeneland race meet, the Breeders' Cup or the November Sales and we can do anything to make your stay or sales experience more enjoyable, please give us a shout and let us know how we can help!

Sincerely,

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