

# THE WAVE



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## NOVEMBER DEADLINES

**Get your nominations in for the November sales!**

**Keeneland: August 3  
Fasig-Tipton: Aug. 21**

**Call today to discuss your options!**



### DREAM AHEAD

Bluewater Sales grad Dream Ahead is off to a stellar start at stud. His first two-year-olds just started hitting the track and already he has three winners, including one of the newest TDN Rising Star, Final Frontier.

The colt, out of multiple stakes winner Polly Perkins (IRE) was making his first career start in a 6 f. maiden race at the Curragh and posted an impressive 4-1/2 length win.

**"We are what we repeatedly do. Excellence, then, is not an act, but a habit."**

- Aristotle



### WHAT A TEAM!

Thanks to our wonderful team for making the 2015 Fasig-Tipton July Sale a great one for both our buyers and clients! We sold a pair of yearlings (a Quality Road - Out For Revenge filly and a Scat Daddy - Cover Girl Elle filly) for \$300,000 each, and **BLUEWATER RANKED 3RD** among all consignors with a \$107,500 median!



## What Will the BHA's Impact Be on the Auction Scene?

The British Horseracing Authority (BHA) intends to put a lifetime ban on muscle-building anabolic steroids, and announced in June of last year that any horse that tests positive for or was administered anabolic steroids will not be permitted to race for a period of 14 months.

Any horse purchased at public auction and exported to Great Britain will be required to have a post-sale blood sample drawn, at the responsibility and cost of the purchaser, and tested for anabolic steroids at the BHA testing facility in Newmarket. Results of the test would be available prior to when the horse would need to be paid for, says the BHA. If test results are positive, the horse is returnable.

The CBA has created an option for its members and their clients to purchase a pre-sale blood test which will mirror the BHA's test. Cost of the test is \$500, is completely optional, and will be performed and coordinated by the lab at UC Davis under the direction of Dr. Scott Stanley.

This added layer of transparency aims to strengthen America's position in the international Thoroughbred market and increase international yearling trade. While pre-sale blood tests are not required of all horses entered in American auctions, it is advisable that any horse whose pedigree would make it a candidate for European purchase should consider being tested. The KTA plans to create an advertising campaign about this important development aimed at European buyers.

To view full details of the BHA Anabolic Steroids Policy, [click here](#).

To view the most recent press release from the BHA and further details on the issue, [click here](#).

To review Keeneland's new conditions of sale policy, [click here](#).

## Sarah Holmes Joins Bluewater Team

Sarah Holmes has accepted an offer to join the Bluewater Sales team as their Sales Coordinator upon graduation from the Darley Flying Start program in July.

The 26-year-old Lexington, Kentucky native graduated from Transylvania University in 2011 and subsequently completed the Irish National Stud breeding course. Upon completion of that program, Holmes was accepted into the prestigious Darley Flying Start program.

During her time as a Flying Start trainee, Holmes worked at Darley Japan, Arrowfield Stud, Falcon & associates, and Tweenhills Stud. She has also worked at Taylor Made Sales and Keeneland.

Holmes has grown up in the horse industry, working for her family's Marula Park Stud. She will take on the Sales Coordinator role previously held by Ryder Finney, who will transition to the area of bloodstock within the Bluewater office.



## Sales 101: Choosing to Sell as a Weanling or as a Yearling



Each year breeders are faced with the same question: Which weanlings should I keep and which should I sell? Nominating your horse to any sale is like reserving a dinner table for Valentine's Day. You've got the option for a table on the most popular of date nights, but are absolutely under no obligation to actually go to dinner at all (well, as far as the maître d' is concerned...). The same goes for a horse sale. You might not end up going to auction, but you have the option. This is important, as the sales preparation journey for each individual horse is a step by step process where time will reveal the answer whether you end up going to dinner or cancelling the reservation.

Of course, the most important thing is to first step back and look at your business plan and your stock. Is cash flow important right now? Do you have an exceptional weanling physically? Is your weanling a cull? If you have a standout physical or a cull consider selling in November. The ones that fall in the middle are typically best evaluated later. Outstanding physicals never go out of style and are especially in vogue right now. New sires are back in fashion, and as ever, sires who did well at the 2yo sales will be popular, especially those young unproven sires. Impressive physicals by commercial young sires will be in high demand. Returns for pinhookers continue to grow from strength to strength, and weanlings can bring yearling prices if you have a terrific physical and that flavor of the month, commercial appeal.

My advice is often when in doubt, take time to figure it out, because selling a horse isn't a one-step decision, but rather a step-by-step process. The entry fee is one of the cheapest things you'll incur on your horse's journey to public market. By nominating your horse to a sale you give yourself time to see how they grow and develop after the weaning process and to see how their commercial pedigree appeal develops. See what, if any, issues pop up, if the sire's commercial appeal waxes or wanes, and evaluate vetting results. When sales time comes around, the most important thing is that you will have the option to do what is best for your horse and your business plan at that particular moment in time.

## Helpful Hints for Yearling Prep

As we head straight into Saratoga in just a couple of weeks, and then look forward to September, here are a couple of helpful yearling prep hints that although simple, have the potential to make a big difference in sales price.

**#1:** The recent weather in Kentucky has not made it easy to prep a yearling this year. Pastures are lush and stock might be carrying a little more around the middle than you might like to see right now. Remember that pasture muzzles can be your best friend right now.

**#2:** Don't forget the dentist! A happy mouth can make a big difference in a horse's condition. It is also so important for the way they walk, especially with a chifney. As we all are aware, this is critical at the sales. At Bluewater we float all our yearlings' teeth in the winter and once before the sale. I advise checking them once every six months.



**I will be in Saratoga for the August sales and would love to discuss your November sale considerations with you. Feel free to call or text my mobile number or drop me an email and let me know how I can be of help to you!**

Sincerely,

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