



# Weathering the Storm

*In inclement weather, Keeneland sees highs in price, average, and median, but also buy-backs*

BY DEIRDRE B. BILES

It rained hard on Keeneland's parade. But the amazing strength of this year's market for 2-year-olds still boosted the Lexington company's April 13 auction to the record heights seen at earlier select sales in Florida and California.

The gross revenue, average price, and

median price all climbed to their highest levels ever even though wet weather and a tragic breakdown prompted the cancellation of the auction's second under tack show shortly after its start on April 12. In addition, a handsome, powerful-looking Pulpit colt brought a \$3.3-million price that

represented a new peak for the sale and was the second-highest ever in the world for a juvenile offered at public auction.

Dampening the impact of those big numbers, however, was a discouraging buy-back rate that reached a sale high of 44.8%, up significantly from last year's figure of



Sale-topping son of Pulpit—In My Cap brought \$3.3 million after a quick work that followed a riderless lap around the track (inset)

**For complete hip-by-hip results and more statistical data, see page 2464.**



**Dixie Union—Sneaky Quiet colt sold for \$1.4 million**

35.4%. The combined number of horses bought back or scratched, 157, represented 60.9% of the 258 juveniles catalogued. Sellers, buyers, and Keeneland's director of sales, Geoffrey Russell, blamed those disappointing statistics on the fact that many of the 2-year-olds didn't get an opportunity to work a second time. It was a big handicap in a commercial venture that usually emphasizes performance over pedigree.

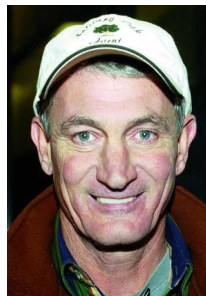
"Given the circumstances, I thought it was a very successful sale," Russell said. "When we had to cancel the second gallop show, the rules of the game changed, and nobody knew exactly what was going to be the reaction to it. It was very difficult for both consignors and buyers."

Details of the key business trends were as follows:

- The **number of juveniles offered** fell 7.6%, from 198 last year to 183 this year.
- The **number sold** dropped 21.1%, from 128 to 101.
- The **gross**, which was up for the third year in a row, rose 2.7%, from the former sale record of \$21,440,000 to \$22,012,000.
- The **average** grew 30.1%, from \$167,500 to \$217,941.
- The **median** advanced 37.1%, from \$98,500 to \$135,000.
- The **number of horses sold for \$500,000 or more** declined from a record high of 10 to seven, but the number sold for \$200,000 or more increased from 36 to a

record high of 37. The number sold for \$100,000 or more fell from 64 to 63.

Until the day before the sale, prospects looked good for huge gains across the board, and optimism was running high. Sellers were upbeat because of the record-setting success of other juvenile auctions this year. Keeneland officials were excited because they thought they had assembled one of their strongest catalogues ever for the sale.



**Danny Pate**

Then, the temperature dropped and rain poured down, turning the Keeneland track into a swamp. Only 10 horses worked before a Pulpit—Miss Nance filly shattered her right foreleg while galloping out following an eighth-of-a-mile breeze. After she was euthanized, Keeneland officials called off the rest of the under tack show, saying conditions weren't "conducive" to such an event. They also cited consignors' concerns about the welfare of their horses and the forecast for more rain.

Sellers supported the decision, many echoing the sentiments of Solitary Oak Farm's Danny Pate, who said: "It was the only thing they could have done. There was

a lot of standing water on the track, and the rain was still coming down. We weren't there to hurt our horses."

However, the cancellation compromised the ability of consignors to market their 2-year-olds. According to sellers, the Keeneland track was deep and loose for the first under tack show on April 5. Numerous horses failed to work up to their potential and needed another chance.

Trainer John Ward Jr. and other buyers crossed a lot of prospects off their lists.

"If a horse has a very average work the first time and he doesn't work back, you're probably not going to buy them," Ward said. "It's a lot like a first date; you're probably not going to get married off of it."

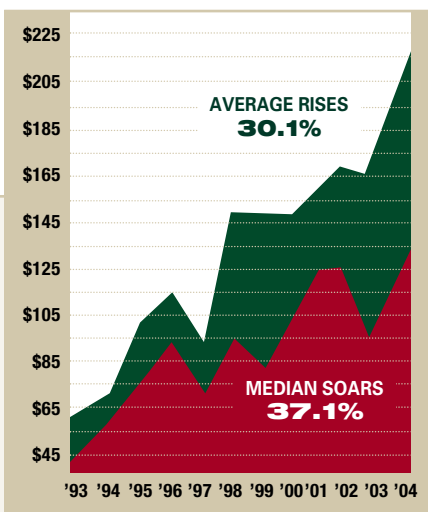
In addition, the rain, which continued into the day of the auction, made it difficult for sellers to show their horses to consignors in the barn area. Most inspections took place underneath shedrows, where the light was dim and the walking space limited.

As a result of the rain and its consequences, consignor Dean De Renzo estimated the prices for his horses fell 50%.

"We used the first show as a prep," he said. "The track was a little heavy and we wanted to give our horses one time over it and then come back the next time and have

**History of JAPANESE PURCHASES at Keeneland April Sale**

Year	Horses	Expenditures	% of Revenue
2004	17	\$3,390,000	15.4%
2003	20	\$3,370,000	15.7%
2002	20	\$4,100,000	23.1%
2001	16	\$2,840,000	19.1%
2000	17	\$3,385,000	18.3%
1999	16	\$3,757,000	20.2%
1998	17	\$3,052,000	21.9%
1997	19	\$2,242,000	17.2%
1996	16	\$3,475,000	24.3%
1995	23	\$3,274,000	27.6%
1994	11	\$1,347,000	11.7%



**Keeneland April Sale HISTORY**

Year	Offered	Buy-backs (Pct.)	Sold	Gross Revenue	Average Price	Median Price	High Price	\$100,000 or More	\$200,000 or More
2004	183	82 (44.8%)	101	\$22,012,000	\$217,941	\$135,000	\$3,300,000	63	37
2003	198	70 (35.4%)	128	\$21,440,000	\$167,500	\$98,500	\$950,000	64	36
2002	178	76 (42.7%)	102	\$17,749,500	\$174,015	\$127,500	\$850,000	64	34
2001	146	55 (37.7%)	91	\$14,898,000	\$163,714	\$125,000	\$775,000	58	23
2000	195	72 (36.9%)	123	\$18,515,000	\$150,528	\$105,000	\$825,000	73	29
1999	179	56 (31.3%)	123	\$18,560,000	\$150,894	\$85,000	\$2,000,000	56	27
1998	125	32 (25.6%)	93	\$13,925,000	\$149,731	\$95,000	\$725,000	44	23
1997	197	62 (31.5%)	135	\$12,999,000	\$96,289	\$75,000	\$480,000	47	15
1996	195	71 (36.4%)	124	\$14,305,000	\$115,363	\$92,500	\$400,000	60	21
1995	169	54 (32.0%)	115	\$11,865,000	\$103,174	\$77,000	\$700,000	46	17
1994	219	62 (28.3%)	157	\$11,491,500	\$73,194	\$60,000	\$400,000	34	4



a really good breeze. We never expected to have a cancellation."

Fellow seller Eddie Woods faced a similar problem.

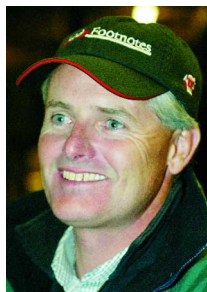
"I didn't have one horse work good on the dirt, not one," he said. "They didn't get to go back, and I've suffered because of it. It's been plain ugly."

One of the consignors who fared well was Robert Scanlon, whose horses ranked among the fastest workers during the first under tack show and sold for big prices. They included the auction's most expensive filly, an \$800,000 Seattle Slew—She's a Devil Due filly; a \$500,000 Stravinsky—Golden Pond filly; and a \$410,000 Pioneer—Scorch colt.

"I've had a great sale," Scanlon said. "I always have my horses ready for the first breeze show, and they were fit when they came here. I go into it like I've only got one shot, and that's it. I'm always skeptical because anything can happen. If it doesn't rain, the chances are good that your horse will come back with a sore shin or something."

Catching the eyes of Scanlon and a lot of other people during the first under tack show was a long-striding bay Pulpit—In

My Cap colt from the consignment of Niall Brennan. While waiting to work, the colt dumped his rider and then ran once around



Niall Brennan

the track. But, after catching his breath, he acted like a professional, gliding through an eighth in a brisk :10<sup>3</sup>/<sub>5</sub>.

"He did it as easy as a horse could do it," Scanlon said.

"His :10<sup>3</sup>/<sub>5</sub> looked better than my horses' :10<sup>3</sup>/<sub>5</sub> (the clockings for the Stravinsky filly and a Cherokee Run—Not to Be Outdone colt)."

Also impressed were representatives of Coolmore Stud, Sheikh Mohammed, and Padua Stables. They slugged it out in a bidding battle that also included Kendall-Jackson winery founder Jess Jackson. Making his offers from beside the sale pavilion's press box, Jackson stood with his arms crossed and nodded his head steadily as the price rose. But when Aisling Duignan representing the Coolmore team upped the price to \$3.3 million, Jackson paused.

"One more time, one more time," bid spotter Pete McCormick urged. But Jackson shook his head no and then muttered, "Enough," before walking out the door.

Duignan signed the sale ticket in the name of Irish agent Demi O'Byrne, who was in Australia at the Inglis Easter yearling sale. She declined to talk about the purchase.

The big bay colt is out of the 22-year-old stakes-winning Vice Regent mare In My Cap. He is a half-brother to 1992 Canadian Oaks (Can-IR) runner-up Bright Feather (by Fappiano), who is the dam of 2000 Jockey Club Gold Cup (gr. I) winner Albert the Great (by Go for Gin).

Kentucky bloodstock agent Mike Ryan, who manages a pinhooking partnership with the Florida-based Brennan, purchased the colt for \$170,000 from Carl Pollard's Her-

### Leading SIRES BY AVERAGE (minimum 3 sold)

Sire	Sold	Low	High	Average
Pulpit	3	\$225,000	\$3,300,000	\$1,285,000
¶Dixie Union	5	\$75,000	\$1,400,000	\$384,000
Grand Slam	3	\$125,000	\$460,000	\$285,000
Forestry	3	\$125,000	\$280,000	\$218,333
Cozzene	3	\$70,000	\$275,000	\$181,667
Saint Ballado	3	\$15,000	\$475,000	\$171,667
Stormin Fever	3	\$25,000	\$250,000	\$161,667
Cherokee Run	4	\$12,000	\$250,000	\$118,750
¶Chester House	3	\$12,000	\$80,000	\$56,333

### Leading BUYERS BY GROSS

Buyer	No.	Gross	Average
Demi O'Byrne	2	\$4,700,000	\$2,350,000
Aaron and Marie Jones, Buzz Chace, agent	3	\$1,725,000	\$575,000
Robert B. and Beverly J. Lewis	4	\$1,300,000	\$325,000
Fleetwood/N.W. Management	3	\$1,260,000	\$420,000
Toyomitsu Hirai	3	\$820,000	\$273,333
TB Bloodstock Service	5	\$755,000	\$151,000
John C. Oxley	3	\$730,000	\$243,333
Fusao Sekiguchi	2	\$700,000	\$350,000
Never Tell Farm	3	\$680,000	\$226,667
Dogwood Stable	5	\$600,000	\$120,000
B. Wayne Hughes	2	\$570,000	\$285,000
Centennial Farms	2	\$525,000	\$262,500

### Leading CONSIGNORS BY GROSS

Consignor	Offered	Sold	Gross	Average
Niall Brennan Stables, agent	22	14	\$6,005,000	\$428,929
Robert N. Scanlon, agent	19	12	\$2,902,000	\$241,833
Solitary Oak Farm, agent	3	2	\$1,412,000	\$706,000
Eaton Sales, agent	3	3	\$1,265,000	\$421,667
Nick de Meric, agent	9	6	\$1,230,000	\$205,000
Kirkwood Stables, agent	16	10	\$1,220,000	\$122,000
Wavertree Stables, agent	18	10	\$1,167,000	\$116,700
William B. Harrigan, agent	8	5	\$875,000	\$175,000
Eddie Woods, agent	12	6	\$870,000	\$145,000
H.T. Stables, agent	5	3	\$835,000	\$278,333
Paul Sharp, agent	5	4	\$525,000	\$131,250

mitage Farm at the 2003 Keeneland September yearling sale.

"He was a big, lanky yearling, and he's grown into himself tremendously," said Brennan. "He's the picture of an athlete, and he trains with a tremendous amount of presence and elegance. He's also got a tremendous pedigree. I've told everybody all year that he's my franchise player. There were a lot of people who didn't want to get outbid on this horse, so I thought he would bring a lot of money."

Also helping to give the colt a boost, according to Brennan, was a victory by another son of Pulpit, Tapit, in the Wood Memo-



Rain put a stop to the second under tack show

### Top PRICES

Name, sex	Pedigree	Consignor	Buyer	Price
Unnamed c	Pulpit— <b>IN MY CAP</b> , by Vice Regent	Niall Brennan Stables, agent	Demi O'Byrne	\$3,300,000
Unnamed c	Dixie Union— <b>SNEAKY QUIET</b> , by Seeking the Gold	Solitary Oak Farm, agent	Demi O'Byrne	\$1,400,000
SHE'S A DEVIL SLEW, f	Seattle Slew— <b>SHE'S A DEVIL DUE</b> , by Devil His Due	Robert N. Scanlon, agent	Fleetwood/N.W. Management	\$800,000
FOXGLOVE, c	Fusaichi Pegasus—Rokeby Rosie, by Prized	Estate of Jeanne G. Vance, Eaton Sales, agent	Aaron and Marie Jones, Buzz Chace, agent	\$750,000
Unnamed f	Stravinsky— <b>GOLDEN POND (IRE)</b> , by Don't Forget Me	Robert N. Scanlon, agent	John Fort	\$500,000
GOLD SIPHON, f	Siphon—Misty Music, by Meadowlake	Nick de Meric, agent	Aaron and Marie Jones, Buzz Chace, agent	\$500,000
Unnamed c	Polish Numbers—Student Wife, by Seattle Slew	Kirkwood Stables, agent	Fusao Sekiguchi	\$500,000
NOTTA SAINT, c	Saint Ballado— <b>SAPPHIRE BEADS</b> , by Unreal Zeal	Tony Bowling and Bobby Dodd, agents	Aaron and Marie Jones, Buzz Chace, agent	\$475,000
Unnamed f	Grand Slam— <b>SCHEMATIC</b> , SPR, by Upper Nile	Niall Brennan Stables, agent	Never Tell Farm	\$460,000
Unnamed c	Deputy Minister—Date Stone, SPR, by Forty Niner	Niall Brennan Stables, agent	David Moore	\$450,000
Unnamed c	Pioneering—Scorch, by Cox's Ridge	Robert N. Scanlon, agent	Robert B. and Beverly J. Lewis	\$410,000
IMPERIAL WONDER, c	Unbridled's Song—Whatamiss, by Miswaki	Jessie and Stacy Longoria, agents	Y. Sekiguchi	\$375,000
PRINCESS COONEY, f	El Prado—Runaway Royalty, SPR, by Runaway Groom	Parrish Farms	John C. Oxley	\$370,000
Unnamed c	El Prado—Swimmingly, by Nashwan	Paul Sharp, agent	Toyomitsu Hirai	\$360,000
KATE'S HUMOR, c	Distorted Humor—Dave's Kate, SPR, by Apalachee	William B. Harrigan, agent	B. Wayne Hughes	\$350,000

rial (gr. I) three days before the Keeneland sale.

"Niall could bring a pony in here and get God knows what," said Woods, commenting on the recent streak of Brennan luck that included selling a \$3.1-million Stephen Got Even—Blacktie Bid colt in Florida.

The previous record price for the Keeneland April auction was the \$2 million brought by La Salle Street (by Not For Love) in 1999. O'Byrne was the buyer.

Duignan, again signing O'Byrne's name, also purchased the auction's second-highest-priced horse, a \$1.4-million Dixie Union colt. A member of his sire's first crop, the colt is out of the 12-year-old stakes winner Sneaky Quiet (by Seeking the Gold), who finished third in the 1995 Kentucky Oaks (gr. I). He is a half-brother to Hidden Truth (by Danzig), who finished second in the 2003 Lexington Stakes (gr. IIIT).

Pate of Solitary Oak Farm consigned the Dixie Union colt to Keeneland for Robert LaPenta, the president and chief financial officer of New York-based L-3 Communications. On the advice of trainer Nick Zito, LaPenta bought the Dixie Union colt for \$160,000 at last year's Keeneland September auction. LaPenta also owned the Fusaichi Pegasus—Hidden Storm colt that brought the world record juvenile price of \$4.5 million earlier this year. In addition, LaPenta is the owner of The Cliff's Edge, winner of the Toyota Blue Grass Stakes (gr. I) three days before the Keeneland April auction.

"He was so happy he sounded like he had been shot out of a rocket," said Zito, who talked to LaPenta soon after the Dixie Union colt was sold. "It's a great ride right now, and he's enjoying everything."

The colt zipped a quarter-mile in :21, sharing the honors for the fastest workout at that distance with the Pioneering—Scorch colt from Scanlon's consignment.

In other Keeneland April sale news:

- Ten horses owned by the late Jeanne Vance sold for a gross of \$3,290,000. The results for the three juveniles in the group (which accounted for \$1,265,000 of the total) are included in the Keeneland April sale figures, but the prices for the seven older horses (which brought \$2,025,000) are not. All were offered without reserves. Eaton Sales handled the dispersal. Ecclesiastic, a 3-year-old winning son of Pulpit out of the stakes-winning Rubiano mare Starry



**Seattle Slew—She's a Devil Due was the top-priced filly at \$800,000**

Dreamer, brought the top price of \$775,000. New York bloodstock agent Brian Morgan purchased the colt for Joe Allen. Ecclesiastic will be sent to trainer Kiaran McLaughlin. The top-priced 2-year-old in the dispersal was the \$750,000 Foxglove, a Fusaichi Pegasus—Rokeby Rosie colt. New Jersey bloodstock agent Buzz Chace bought him for Aaron and Marie Jones.

- Japanese buyers spent at least \$3,390,000 for no less than 17 horses. Last year, they paid \$3,370,000 for 20 horses.

- The rate of return for pinhookers fell from 105.3% to 90.2%. The average price

paid for pinhooked horses as yearlings of \$101,644 and the average they brought as juveniles of \$222,301 both were record auction highs. However, if the three juveniles in the Vance dispersal aren't included, the rate of return rises to a record high of 126.1%. The juvenile average (\$213,757) falls from a record to the second-highest ever, and the yearling average declines from \$80,498 last year to \$80,286 this year. The Vance 2-year-olds sold for \$400,000, \$500,000, and \$900,000 at public auction as yearlings. They were purchased to race, not to resell. 📌

#### SEVEN-YEAR PINHOOKING SUMMARY

	1998	1999	2000	2001	2002	2003	2004
Offered	58	116	114	88	81	114	130
Not Sold	12 (21%)	37 (32%)	41 (36%)	35 (40%)	33 (41%)	35 (31%)	57 (44%)
Sold	46 (79%)	79 (68%)	73 (64%)	53 (60%)	48 (59%)	79 (69%)	73 (56%)
Profitable	31 (53%)	50 (43%)	50 (44%)	40 (45%)	37 (46%)	53 (46%)	50 (38%)
Not Profitable	15 (26%)	29 (25%)	23 (20%)	13 (15%)	11 (14%)	26 (23%)	23 (18%)
Yearling Average	\$67,557	\$77,860	\$100,132	\$89,636	\$83,198	\$80,498	\$101,644
Yearling Median					\$58,500	\$62,000	\$75,000
Juvenile Average	\$141,326	\$142,418	\$162,055	\$186,038	\$218,104	\$194,557	\$222,301
Juvenile Median					\$165,000	\$120,000	\$120,000
Rate of Return*	82.2%	62.1%	47.1%	78.3%	123.5%	105.3%	90.2%

\*Calculation includes \$10,000 cost of upkeep through 2000 and \$10,000 cost of upkeep and 4.5% sale commission in 2001-2004 only

#### 2004 SUMMARY BY YEARLING PRICE RANGE

	Less than \$30,000	\$30,000-\$39,000	\$40,000-\$49,000	\$50,000-\$74,000	\$75,000-\$99,000	\$100,000 and up	Totals
Offered	8	12	16	29	30	35	130
Not Sold	2 (25%)	7 (58%)	7 (44%)	13 (45%)	14 (47%)	14 (40%)	57 (44%)
Sold	6 (75%)	5 (42%)	9 (56%)	16 (55%)	16 (53%)	21 (60%)	73 (56%)
Profitable	5 (63%)	3 (25%)	8 (50%)	7 (24%)	14 (47%)	13 (37%)	50 (38%)
Not Profitable	1 (13%)	2 (17%)	1 (6%)	9 (31%)	2 (7%)	8 (23%)	23 (18%)
Yearling Average	\$22,500	\$34,600	\$41,667	\$55,188	\$82,750	\$215,714	\$101,644
Yearling Median	\$22,500	\$35,000	\$40,000	\$52,000	\$80,000	\$160,000	\$75,000
Juvenile Average	\$85,833	\$50,000	\$131,111	\$114,313	\$160,000	\$471,143	\$222,301
Juvenile Median	\$77,500	\$50,000	\$100,000	\$62,500	\$142,500	\$260,000	\$120,000
Rate of Return*	152.2%	7.1%	142.3%	67.5%	64.7%	99.3%	90.2%

\*Calculation includes \$10,000 cost of upkeep and 4.5% sale commission

#### PINHOOKING HOME RUNS

Horse	Previous Sale	Previous Price	Previous Buyer	Juvenile Consignor	Juvenile Price	Juvenile Buyer
Pulpit—In My Cap c.	Kee. Sept.	\$170,000	Mike Ryan, agent	Niall Brennan Stables, agent	\$3,300,000	Demi O'Byrne
Dixie Union—Sneaky Quiet c.	Kee. Sept.	\$160,000	Whitehorse Stables	Solitary Oak Farm, agent	\$1,400,000	Demi O'Byrne
Saint Ballado—Sapphire Beads c.	FTK July	\$145,000	Tony Bowling & Bobby Dodd	Tony Bowling & Bobby Dodd, agents	\$475,000	Buzz Chace, agent for Aaron and Marie Jones
Grand Slam—Schematic f.	Kee. Sept.	\$180,000	Mike Ryan, agent	Niall Brennan Stables, agent	\$460,000	NeverTell Farm
Pioneering—Scorch c.	FTK July	\$65,000	Holiday Stables	Robert N. Scanlon, agent	\$410,000	Robert and Beverly Lewis
Deputy Minister—Date Stone c.	Kee. Sept.	\$180,000	Mike Ryan, agent	Niall Brennan Stables, agent	\$450,000	David Moore
El Prado—Swimmingly c.	Kee. Sept.	\$40,000	Cullen Bloodstock	Paul Sharp, agent	\$360,000	Toyomitsu Hirai
El Prado—Runaway Royalty f.	Kee. Sept.	\$90,000	Parrish Farms	Parrish Farms	\$370,000	John C. Oxley