

**B**Y THE TIME THIS MAGAZINE REACHES ITS READERS THERE IS A VERY GOOD CHANCE THAT ALLEN SKOLNICK WILL FIND HIMSELF IN THE WINNER'S CIRCLE AT THE MEADOWLANDS ON HAMBLETONIAN SATURDAY RECEIVING ONE OF THE MOST COVETED TROPHIES IN HARNESS RACING.

HE HAS THE UNIQUE DISTINCTION OF HAVING NOT ONE BUT TWO HOPEFULS, IN CHOCOLATIER AND MR PINE CHIP, WHO COULD ACCOMPLISH THE FEAT. EARLIER THIS YEAR HE BOUGHT INTERESTS IN BOTH THREE-YEAR-OLD TROTTERS.

THE ACCOMPANYING INTERVIEW MARKS THE FIRST TIME THAT THE 77 YEAR-OLD EAST ROCKAWAY, N.Y. RESIDENT HAS CONSENTED TO ARTICULATE HIS VIEWS ON A VARIETY OF TOPICS, NOT THE LEAST BEING HIS BUSINESS CAREER, WHICH IS REMARKABLE TO SAY THE LEAST. VERY DELIBERATELY HE HAS CHOSEN TO REMAIN OUT OF THE SPOTLIGHT WHICH HAS BEEN NO MEAN FEAT GIVEN THE STATURE OF HIS SOUTHWIND FARMS.

SKOLNICK AND HIS WIFE CONNIE SHARE OWNERSHIP IN SOUTHWIND FARMS WHICH IS ONE OF THE MOST ELABORATE STANDARD-BRED FACILITIES IN NORTH AMERICA. AS ANY VISITOR WILL ATTEST, IT IS MORE LIKE VISITING A PARK THAN A TYPICAL HORSE FARM.

IT IS NOW HOME TO THE STALLION ARTSPLACE AND FORMERLY VALLEY VICTORY BEFORE FERTILITY PROBLEMS LED TO HIS RETIREMENT. BOTH HORSES HAVE IMPACTED THE BREED IN A VERY SIGNIFICANT WAY WHICH IS MOST INTERESTING GIVEN THAT THE FARM IS LESS THAN 20 YEARS OLD.

IN EARLY JULY ALLEN SKOLNICK TALKED WITH THE HARNESS EDGE'S PUBLISHER HAROLD HOWE ABOUT HIS LIFE, ASPIRATIONS FOR THE FARM AND HAMBLETONIAN HOPES AT THE FARM IN PENNINGTON, N.J. PHOTOS BY CHRIS GALLOW.

# ALLEN SKOLNICK

As we do this interview we are several weeks away from the Hambletonian and you have not one but two favourites to win the race. That must be more than a little exciting.

I must admit the thought is ever present.

Thirty-five years ago when I took my first step to getting involved with harness racing it was my fantasy to have a horse race in the Hambletonian. I never truly thought it would happen. Everyone has their fantasies and now I have a darn good chance of that fantasy coming true.

We have not even had the eliminations yet but I do believe we have a good chance this year with Chocolatier and Mr Pine Chip. I'm almost afraid to believe it. I've learned it is very easy to be pleasantly surprised but much harder to take being disappointed.

**The fact that you were able to buy an interest in Chocolatier took a number of people by surprise. Doug Ackerman had been quite resolute in his conviction that no farm was going to come in to buy a**

**"We at Southwind Farm are not interested in standing stallions; we are interested in standing capital letter horses like Valley Victory and Artsplace."**

**small interest in order to tie up the horse and then start trying to manage his racing career. How did you do it?**

That occurred through my long time friend Geoff Stein of Preferred Equine Marketing. I indicated that I had seen Chocolatier race as a two-year-old and would like to make a bid for him. We at Southwind Farm are not interested in standing stallions; we are interested in standing capital letter horses like Valley Victory and Artsplace. We could have 20 stallions tomorrow but that's not what we're looking for. Chocolatier is special. We tried to get Tom Ridge when he came along but were unable to negotiate a deal which still puzzles me.

Chocolatier looked like he was really something last year. Geoff told me he knew Doug. He said 'I think he respects me; I certainly respect him and I'd like to

talk with him about the possibility.' My response was 'please do.'

I was also under the impression that Doug would not sell a hair off the horses' tail but when he heard it was Southwind Farm he said maybe we could talk. I'm pleased as punch about this because he's a stallion that I would stand regardless of what the future holds. We were able to purchase 25 per cent of the horse.

I did promise Frank Antonacci of Lindy Farm I would sell him five per cent of my share. That was at the request of Geoff Stein.

**Now what about Mr Pine Chip?**

Trond Smedshammer started training horses for me recently. Trond's girlfriend, Dr. Tiffany Marr, is our veterinarian and she is here almost every single day. She's a Canadian by the way.

I should add that I had made an effort to obtain Windsongs Legacy after I thought I had Tom Ridge sewn up. I got over zealous and ended up with neither horse.

Anyway, Tiffany and Trond both approached me individually about Mr Pine Chip. Last year Trond raced against the horse and was so impressed with the fact that the horse was so fresh at the end of the year that he wanted to train him in the worst way. He asked if I would buy him if Trond could make the deal to train him.

Again Geoff Stein came into the picture and he got in touch with the owner Joe Sbrocco of Ohio. Joe was ambivalent about it because he has a good relationship with his trainer Jim Arledge. Anyway we did make the deal for us to buy 50 per cent.

**Both deals appear to be good ones but one that got away from you was the broodmare Babe Ruthless who has emerged as the dam of North America Cup winner Total Truth.**

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I don't make mistakes or at least any I can recall.

Here are the circumstances that relate to that mare. We felt we had to cull some mares and Babe Ruthless had aborted in 2000 and was barren in 2001. The following year we finally got her in foal to Jennas Beach Boy but by then the demand for his yearlings had declined to the point we felt it would make sense to sell her so she was entered into the Harrisburg Mixed Sale. She was purchased by Tad Egloff of Vieux Carre Farm for \$17,000. The resulting foal was Total Truth.

I was quite disappointed for him that Total Truth sold for only \$18,000. At the same time I felt vindicated because at \$18,000 a breeder cannot make any money. I'm sure that Tad will more than make up for that with the Western Hanover sister he will be selling this year.

**How did your connection to harness racing begin?**

Roosevelt Raceway, as you would recall, raced later in the evenings, around eight o'clock. I was always interested in statistics. I frequently attended but might not have been there for the full race card. At one time they would open the gates after the sixth race to boost the crowd and quite honestly I would take advantage of that because of the tough economic times when I was younger. It was about a 30 minute drive to the track.

I would not have categorized myself as a workaholic although some would. Regardless, this was my chance to turn my head around in a different direction for a few hours in the

evening. It was about my love of animals and agriculture. It was about my only recreational pursuit.

It was a dream and a fantasy to become involved after Connie and I raised our three sons. It was necessary to devote our attention to our family obligations and at the same time structuring our business activities which came to involve extensive travel. Only when our business was on firm footing and our youngest son had entered college did I begin to resume my interest in racing and breeding Standardbreds.

**Tell us about your first plunge into the game.**

That finally came in 1974 when four other partners and I invested in an O'Brien Hanover mare named Something Superb. They had the same passion and we were like a little fan club. The late John Chapman picked out the horse for us and we claimed it.

That first year we did quite well with her earning upwards of \$20,000. I think we each took a distribution of \$2,000 plus had enough to cover all expenses for the year. The second year the horse developed navicular disease and with no income coming in the partners all claimed poverty and I took over full ownership. That was what got me launched.

It was at this time that Nero was in the racing forefront and when John Chapman passed away I was looking for someone to take over the mare. That led me to a man named Fred Bradbury who lived in South Carolina and we ended up buying three yearlings. None amounted to anything but I decided I

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was going to breed them and I just loved this horse Nero. I mentioned to Fred that I'd like to buy a share of the horse who had gone to stud despite not knowing anything about the cost of shares.

Fred was friends with Jim Crane who trained and owned a piece of Nero. That was when I was introduced to Jim.

Jim was not everyone's cup of tea but I found he had a wonderful sense of humour, dressed and behaved like a gentleman and I liked him right from the beginning. He appeared to like me as

well. He was not the easiest man to get along with and some people viewed him as a renegade. Jim died four years ago and I must say he did not make a lot of friends which is probably why he will never be inducted into the Hall of Fame. He was not one to lead his own parade even though he most certainly knew young horses and what it took to develop them. He had an excellent eye and didn't need to surround himself with all these veterinarians that many do today. He instilled great confidence in me.

Jim would confide in me and told me that he could not take these owners who would have one good horse and then start telling him about training horses. Jim admitted he had an abrasive personality but he was never afraid to teach you what he knew. He had the confidence that he knew what he was doing. Jim Crane is a forgotten name today unless one was around 25 years ago, but he was an excellent horseman.

**So did Jim Crane take over training for you?**

Jim suggested that we purchase some yearlings together and I agreed. In the fall of 1978 we bought three including Royce. Royce, as you know, turned out to be a wonderful horse at four and Connie and I found ourselves in a different city almost every weekend watching him race. It was a whirlwind summer that we had never experienced before.

One day Jim said 'we've had a great year so let's start looking at the yearling catalogues and get ready to buy some more.' I said 'no Jim.' He looked at me like I was from another planet.

I told him that I don't make decisions when I am emotional. I had to let the dust settle. I decided to take a year off from racing and sort this thing out. Was this a phenomenon or what I could expect from now on?

**Tell us about Royce.**

He was a Black Beauty looker, which was one of the most appealing facets of the horse. In fact I had the late Elizabeth Bell do a beautiful oil painting of him.

By today's standards his records and money do not look like much but at the time he was as good or better than most. The most cherished memory of him was the Canadian Pacing Derby at Greenwood Raceway, (in 1981).

We were sitting in the stands waiting for the race to start and I must say the people there made us feel like we were members of the royal family. The owners were so well taken care of. I said to Jim that I could not see the track very well so he suggested going into the announcer's booth to watch the race. He made the arrangements and away we went.



The race starts off and Royce is in the back of the field. There is no serious move made until around the last turn and the announcer turns to me and says we're going to win. Sure enough we did and I almost collapsed. It was wonderful.

We then entered into an agreement with Almahurst Farm to stand the horse. He was given an excellent book of mares because all the farm had prior to that if I remember right was High Ideal. But then along came Ralph Hanover. (Almahurst owner) Jack Baugh became enamoured with the Triple Crown winner and Ralph got all the best mares and rightly so. Royce's support dropped and he never became the kind of sire that we hoped for.

I retained all of my interest in the horse but Jim Crane sold some of his shares. I was so infatuated with Royce I would not have sold out for any money. That was not the wisest financial move but I deal a lot through passion. Finances are important but passion plays a part in my life.



**After taking that year off you obviously returned to investing in more horses.**

That's right. I came back to Jim and told him I had digested things and was ready to go ahead. However, there was one condition and that was we were going to get in the car and visit

every breeding farm from South Carolina to New York and west to Hanover Shoe Farms. That was close to 30 farms small and large looking at hundreds of yearlings.

One of the advantages we had was Jim Crane. He was so well known that

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### #33 BLUE STAR SPIRIT b.g.

*Freedoms Pass – Blue Star Elegance – As Promised*

Full brother to top Alberta stakes winning filly BLUE STAR SECRET p,2,2:00.1f, 3,1:56.3f, 4,1:55.3f-'06 (\$159,263).

### #196 BLUE STAR VIKING b.g.

*Freedoms Pass – Strummin – Nihilator*

Full brother to stakes placed BLUE STAR VICTORY p,3,1:57.2f, 4,1:55.2f (\$98,941) and stakes winning filly BLUE STAR WONDER p,2,1:58.1f (\$42,113) and the dam of BLUE STAR SECRET p,4,1:55.3f-'06 (\$159,263).

### #34 BLUE STAR ROMANCE b.f.

*Northern Dynasty – Blue Star Glory – As Promised*

First foal from BLUE STAR GLORY p,3,1:59.3f; 4,1:58.4f (\$36,001), a full sister to the award and stakes winning filly BLUE STAR TREASURE p,3,1:56.1f, 1:54.4f (\$384,681) and BLUE STAR MORNING p,3,1:56f (\$49,906).

### #37 BLUE STAR MAGIC br.f.

*As Promised – Bottom Card – Cams Card Shark*

First As Promised foal from a half-sister to 7 \$100,000 earners including stakes winners ROAD HAPPY p,1:50.2 (\$234,949), BJs CLOUD BURST p,4,1:52s (\$210,534), WEST COAST LADY p,3,1:55q (\$180,029).

### #2 BLUE STAR FANTASY b.f.

*Island Fantasy – Whitesand Secret – Artsplace*

Second foal from an Artsplace full sister to ARTDOTCAM p,4,1:54f (\$134,315), and half-sister to R TS RED BARONESS p,3,1:55.3s (\$88,604). Immediate family of ARTS SECRET p,1:51.2s (\$795,888).

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## **TORCH** b.f.

*Kadabra - Red Hot And Blue - Valley Victory*

From the first crop of **KADABRA** a half-sister to **VICTORY HALL** 2,Q1:57.3s, 4,1:56.2s-'06 (\$54,382). From a half-sister to **MR TROT** 4,1:56.2 (\$216,324), **YEE HAW JUNCTION** 1:58 (\$137,540), **MISS MADISYN ROSE** 4,1:58.1s (\$125,887).

## **CHICO THE MAN** b.c.

*Astros - Limousine Liberal - Nihilator*

Half-brother to **APACHE LIMO** p,2,1:54.3s (\$145,954), **CROWE RIVER** 1:55.2h (\$64,466). From **LIMOUSINE LIBERAL** 1:57.2h (\$99,818), a half-sister to **HOGANS HEROES** p,1:52.1s (\$489,046), **WYNFIELD HUNTER** p,4,1:54f (\$100,721).

## **DON GIOVANNI** b.c.

*Yankee Glide - Supercilious - Super Bowl*

A Yankee Glide half-brother to **TOUCH OF SUN** 2,2:01.1s (\$26,933). From a half-sister to **TUCKY** 3,Q2:00.1f (\$15,208).

## **THEY LIE TO ME** b.f.

*Shippo Speed - Vibration - Brisco Hanover*

From the first Ontario crop of **SHIPPS SPEED** a half-sister to **SAUCY SARAH** 3,2:01.3h (\$18,777). From a half-sister to **RAZZLE DAZZLE TOM** 3,1:57.4f (\$574,975), **NAZCA** 1:58f (\$261,097).

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when he arrived the farms would just say that they had x number for him to look at. They knew what it would take to satisfy him.

We selected maybe 20 horses that we were interested in and ended up buying seven that fall which was 1982. Six of them made the races including Radiant Ruler, Andrei and Cosmic King. Collectively they won \$800,000.

Radiant Ruler set the world record as a two-year-old and won about \$200,000 before being syndicated by Alamhurst but again I retained my interest.

Andrei won nearly \$400,000 before going to stud in New Jersey at the farm of Steve Demas but never got a shot. The horse was never promoted properly and eventually was sold to New Zealand.

Cosmic King raced a bit earning \$250,000 and he too eventually found his way to New Zealand.

**You opened a farm in New York State. Tell us how that came about.**

I had accumulated several mares that were being used for breeding purposes. At the same time my middle son, Barry, was attending SUNY (The State University of New York) in 1974. Connie and I would visit him and fell in love with the Delhi, N.Y. area and decided to fulfill my dream and finally buy a farm. I should point out that this was my dream, which I am not certain even today that she shares with me, but she acquiesced.

The original farm was 250 acres but 10 years ago we acquired another 150 acres.

My fantasy became a reality. I looked for other things to do with the farm as well. Since that time I have branched out to raise a species of goats that is pleasing to me, it is not a commercial venture. I raise registered Hereford cows which at one time I showed at state fairs. I liked the idea of competing and winning the purple ribbons. I started raising sheep after a trip to Europe and also began raising herbs because a part of my dietary supplement business was medicinal herbs. We have llamas and aviaries as well. We have a lot of functions at the farm.

**With an operation such as that you proceeded to then build a second farm in New Jersey. What prompted that move?**

We suddenly found ourselves with 15 to 20 mares. We took our yearlings to the sales and were getting absolutely killed. After a few years of that I came to the realization that there was no reason anyone would want to buy our yearlings. The significant yearling buyers were centered where racing was centered. That meant the Meadowlands and Garden State Park had just opened to go along with Freehold and Yonkers. No one was coming to visit our farm because we were not in the vicinity.

By this time (1987) we had a strong investment and it seemed to me that if we were going to get serious about this business then we had to go where the activity was.

So we picked up the *New York Times* and measured equal distance from the Meadowlands to Garden State Park, meas-

ured from Yonkers to Freehold and put a finger on a spot in that loop and it happened to be Pennington, New Jersey. Wouldn't you know it but I turned to the real estate section of the paper and there was a farm for sale in Pennington, New Jersey.

It was a Sunday morning; we got in the car and drove from Long Island to Pennington and upon arriving bought the farm. It had been a family farm for many years and growing soybeans and corn with a few rundown buildings which we bulldozed.

On the way down we debated about buying an existing farm and recreating it or buying a raw piece of land. We thought the price would be about the same. When we got to Pennington we saw crops of soybeans and corn that were so lush we thought this had to be the ground. It had a little roll to it, not quite like Kentucky, but we went ahead and bought it.

We took a long weekend and went to Lexington to meet with a land planner who lays out horse farms. He took us



around to a number of farms and we took loads and loads of photos from which he laid out a site plan where everything should be placed.

Then we came back to Princeton, New Jersey and found an architect. He then put together the buildings. The

farm is 226 acres.

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We thought we would build this farm in five years, and did get it substantially built, but it is now 15 years and we're still working on things. At its peak we have upwards of 120 horses on the property but also have some shifted to the New York farm. Ideally, the correct ratio is one horse for every three acres of property but realistically that cannot be. We try very hard but the concentration is more like two horses to three acres.

**You were building this farm to fulfill your dream and get a little more serious about breeding horses for the marketplace when along comes the call about standing Valley Victory. Tell us about that.**

In late 1989 I was working over some formulation and a call came from Myron Bell. Much of the construction was done, not everything, but it was well progressed.

I had been aware of Valley Victory having seen him race at the Meadowlands when we were racing a filly. Somehow it was implanted there.

Anyway, Myron Bell it turned out had visited the farm, unknown to me, and compared to most farms this is a pretty nice facility. He thought so too and I'm guessing reported that fact to George Segal.

We had no intention of ever standing a stallion. When Myron inquired if we would be interested in standing one I asked the name of the horse. When he told me Valley Victory, lights went on. I said it might be a thought but let me get back to you. I knew I had to do a selling job on Connie because we had visited Lana Lobell where she saw Nero, who was not a pleasant horse, in the stud barn.

Also, the farm was not viewed as a commercial enterprise, it's our home. We've had one caterer desperate to use our facility for weddings but we are just not interested. We're interested in our privacy which made us not want to have stallions.

However, whether it was instinct or intuition, Valley Victory was the right horse. Five or 10 minutes after I hung up with Myron, George Segal called. He said that he understood I would consider standing Valley Victory. I replied just give me another hour or two to mull this over. He came back with 'Here's my attorney's address' and asked that I talk with his partner Tony Pedone. And with that the conversation was over. Somehow I convinced Connie and the rest is history.

Valley Victory recreated the breed, just the way I'm looking at nanotechnology as reinventing the wheel.

**How long afterwards did Artsplace come along?**

About two years later George said he had another horse to stand at our farm. This was when Artsplace was a three-year-old but by the end of the season he was not satisfied with what the horse had accomplished. The decision was made to give him to Bob McIntosh and race him as a four-year-old.

I was a little disappointed because I liked the idea of Artsplace coming. I had discovered that I liked the idea of standing this horse because it brought activity to the farm. It put Southwind Farm into the loop of things. I made a lot of new acquaintances.

Of course Artsplace came back to be tremendous and then came here the following year.

**Along the way the farm began to develop a reputation for breeding some very notable horses including Mystical Maddy, Southwind Allaire, Malabar Maple, Artaffection, Ariane Du Haras, and most recently Total Truth.**

If you want a truthful answer, I am not one bit further ahead in understanding what it takes to breed quality horses. With all my interest in genetics, nutrition and science it still is not clear to me.

I adhere to the theory of breeding the best to the best and hope for the best. I do chuckle at these people with their theories but the mystery has not been unraveled. Anyone can play the role of the Monday morning quarterback and justify how a good horse came to be. What we all want to hear today is who is going to win tomorrow's race.

I do get satisfaction with our results but at the same time realize we are not on the same plane as the large breeders. They are

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producing 250 yearlings compared with our 30. It takes us eight years to produce the number they do in one year. I have to remind myself of that fact sometimes.

**What do you say to the people who say that being in New Jersey is not the place to be these days?**

I tell them they are wrong and this is how I justify it.

Anytime something is good everyone wants to jump on the bandwagon. I look at harness racing as a sport. Any sport has to stand on its own two feet like any business. It cannot look for crutches, it either stands or falls.

I think combining the racetracks with the casinos and expecting the casinos to support the racetracks by increasing the purses is a temporary band-aid. It is obvious to me as a businessman that if I'm going to have a successful casino I have to soothe the politicians. The politicians are faced with horse people crying for help, which is justifiable. On the other hand there is pressure from the casinos that are saying that if they get of

what they want, it will make more money for the state.

The politician looks at this scenario and sees a win-win if he can marry the two. But how long does it take for a businessman to discover that one (the racetrack) is a money loser? The logical thing is to divest it from them. The casino guys have the money to do things but the horse people do not. The casino people will cry for relief arguing that the tracks are bleeding them dry. If legislation was changed they could make even more money for the state.

To me, I see all the tracks grabbing for whatever they can get from the casinos but will find in time they are dropped like a hot potato.

I like the New Jersey attitude where the casino people are being told we won't put the slots at the racetracks but the casino people have to put a pool of money together every year to support the racetracks. That will be the incentive not to create the competition from the racetrack slots, which they do not want. To me that is a more logical approach.

Keep in mind I am not one of those people who march with the rest of the ducks.

**What is your view of the changes we'll see with Yonkers Raceway?**

I spent a lot of my evenings at Yonkers over the years. As far as the casino is concerned it will be tremendous. The racetrack will command better horses but I personally would not send a horse there right now because I have too much respect for my animals to send it to a facility like that.

The casino will be a tremendous attraction that will lead to increased purses but I do not expect any better attendance. There will be some elevation but not in the proportion that we would like.

**Do you agree with those who think the new mecca will be Pennsylvania, particularly Harrah's at Chester in Philadelphia?**

If I'm in the business of producing stagecoaches and someone comes up with the automobile I better start paying

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attention. I don't think it's time for me to start paying attention yet.

**Trace for us your personal history.**

My parents were born in the lower east side of New York. Both came from immigrant parents. My father's parents were from Russia and my mother's family came from what was then known as Austria/Hungary. For both families the United States was the promised land because they both came from a lower standard of living and faced persecution.

My father was a taxi cab driver. When I was born during the Depression he felt he wanted to elevate himself. My grandfather on my mother's side operated a little store on Orchard Street in Brooklyn and my father went to work for him. This was a store that sold knitting yarns, cotton, needles, threads, ribbons, etc. It might not appear so but that was an elevation from driving cabs.

**From this background you developed a great interest in agriculture. Where was the connection there?**

That came on my own. Agriculture somehow or another appealed to me. I always had an interest in animals and somehow wanted that to fit into my future life. It was not something I discussed with anyone, it was just a private thought I had on my own.

**What was it like growing up in post World War II United States?**

During the war my family relocated to Phoenix, Arizona where my father worked in a defense plant making aircraft parts needed for the war effort. After the war we returned to Jamaica, N.Y.

The friends I had were quite ambitious and quite frankly I was concerned whether I could achieve the goals they were seeking. I entered high school in an agricultural curriculum but was not a particularly good student and struggled with the educational process. I had to work very hard to get good grades. However, I was determined to make it through and did. That was a bit of a trait throughout my life.

At that time it was clear that one

had to be educated. I didn't think that just because one was educated that one could get ahead in life but I knew for sure that without education the ability to get ahead in life was not there.

**Having said all that you progressed through school quite quickly.**

I attended New York University where I graduated with a degree in bio-chemistry when I was 18 years old. Bear in mind that I actually started Grade 1 when I was four years old. My parents somehow were able to advance my age to get me into school earlier because they both had to work and I had to be somewhere.

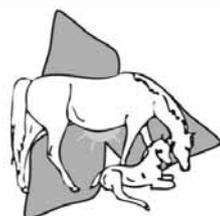
In my life I have always tried to advance things. Every summer I took extra courses to double up on credits but it became clear to me that if I wanted to become a farmer I had best pursue a career first where I could make enough money to secure myself financially.

However, my career aspirations were put on hold for three years because I was drawn back into the family business

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Congratulations to the SBOA New Owners Syndicate **TEN TO WIN STABLE**, mentor Scott Arsenault and trainer Scott McEneny on their recent victories with **LEMON DROP** in both the OSS Grassroots at Hanover Raceway and the OSS Gold elimination at Mohawk.

The SBOA will be selecting four new groups for the 2007 New Owners Syndicate. If you or someone you know are interested in participating, please contact **Jim Bullock (519) 854-9991** or **Tammy McNiven (519) 475-4276**.

helping turn it around. It was insolvent at the time but once it became solvent I headed back into the outside work force.

**Your educational background was a scientific one yet your mark in the world has been made in business.**

I realized early in my career that being a scientist was not going to achieve my goals. I enjoyed the scientific work but was not going to have the financial success unless I had the business background. This was about the time I met my wife Connie.

The business world was a new educational challenge and I tried to absorb as much as I possibly could. I was able to secure a position with an emerging pharmaceutical company where within a few years I was promoted to vice-president and then chief executive officer. It was during this period that I enrolled in evening courses at the City College of New York en route to a Master's degree in accounting and business management. But that was not completed. Connie and I had married and with the

demands of the job, the research work I had become involved in and having launched a family I achieved only 90 per cent of the credits required. I also felt that the knowledge I had attained was sufficient and the degree was superfluous.

**What led you to leave the pharmaceutical business after making such rapid strides?**

The company in which I was employed manufactured prescription drugs as its core business and produced on private contract basis over-the-counter products for other companies. I found that I was becoming increasingly disenchanted with prescription drug products. By that I mean that in some cases there were too many side effects that caused more distress than the ailment they were intended to alleviate.

I was raised in a culture where honesty, integrity and morality were virtues. I saw myself surrounded in an environment that was shaded in a different direction. It was very difficult to compete with my set of values.

That led me to start thinking there must be a better way. Then I moved into an emerging industry that was alternative medicine. This was 1959 or so.

The concept of dietary supplements was a hard sell at that time and a number who were involved were considered charlatans, snake oil vendors and/or purveyors of witchcraft. However, there were some highly creditable people advocating these changes in diet and lifestyle. Among them were Nobel Laureate Linus Pauling, author Rachel Carson and in Canada, Dr. Nevel Shute.

I set about educating myself with what the roots were of this alternative medicine. I was and still am very excited by it. From this I concluded that I wanted to get out of the pharmaceutical business, which I thought had a taint to it, and go in this new direction.

There were two things I wanted to do. One, I wanted to be able to formulate and bring to market a product that would allow people to stay healthier for a longer period of time and ward off debilitating diseases and two, give these

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people a quality of life as they aged. In essence this was an opportunity to marry my scientific side with my business side.

**What came next?**

I left the company and started my own firm making only dietary supplements. That was 1962. I remember in the first year not making very much. By then my parents had retired and we'd taken over that little family business I spoke of earlier. Connie ran that business while I was developing the new business. In the first six months I could not draw a salary and could only do it because we had some income from the family business.

Over the years I began to develop

new products. This was an emerging business as I have said. More and more people were starting to become involved and there was greater research than ever in the alternative medicine field. I was constantly following this research and talking with the people about their findings. From that I would decide in my own opinion just what had real future possibilities and which did not seem to cut the mustard. Based on that I created formulas that we could market to health food stores.

**Tell us about the Solgar Company.**

Solgar was a customer of ours. We had gotten into making products for

other people (contract manufacturing) and Solgar was one of those.

I became particularly close with the people who owned Solgar, which consisted of a pharmacist Nathaniel Colby and his wife Blanche. They had no children and were considerably older than I was. He became almost like a father to me and I a son to him.

He had one formula he had developed and was selling into the health food stores but had a great deal of problems with it. He could not get consistent quality from a number of manufacturers. He was dealing with natural ingredients that are not like synthetic ones. They can be quantified so that every batch is exactly the same. But if you are going to extract vitamin E from wheat germ oil you will find inconsistencies depending on when and where that wheat was harvested. It was very hard to market when consumers found the product looked different from the last batch they bought.

Mr. Colby came to me and for some reason I was able to consistently make batch after batch. He was so pleased that he told me he had a number of other formulas in mind and wanted to discuss them with me. Over the years I modified some, balanced some and started to produce them for him. His business began to grow and prosper because his product line expanded.

His wife passed away when he was in his seventies. The business was expanding and he did not know how he could carry on. He made me a proposition to come into the business as a partner and eventually to take it over because he had no heirs.

**Obviously this had great appeal to you.**

He did something very unusual. He called me on a Friday afternoon and asked me to come to see him at his house on Sunday.

On his table he had laid out all of his financial data and asked me to review it. He said that I would find that he had enough money to live out his life very comfortably but did not want to see his business just evaporate.

He proposed that I come in, take over the business, give him the opportunity to continue at his own pace in the



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# IT STARTS WITH A *Dream*

**At The Canadian Open Yearling Sale  
Sunday, September 17 at Mohawk Racetrack.**

**#7 PACOS CEDARCHIP ch.f.**

*Yankee Paco-Lone Chip-Pine Chip*

Second foal from a half-sister to **SAND CHASER** 4,T1:53.4 (\$199,327), **DESERT IVEY** 3,1:59s (\$72,863) – dam of **CINICINNATI KID** 3,1:54.4s (\$898,480).

**#16 THREEOLIVESPLEASE b.f.**

*Yankee Paco-Meadowbranch Olive-Dancers Victory*

From a half-sister to **CROWNS BEST** 3,1:54.2 (\$450,676), **MEADOWBRANCH MIKE** 3,1:55.4 (\$271,653), **YOUVE GOTTA FRIEND** 2,1:59 (\$97,450), **CROWNS BROTHER** 3,Q2:00.4f (\$111,257).

**#34 PACIFIC PALISADES b.f.**

*Million Dollar Cam-Pacific Heights-Pacific Rocket*

Half-sister to **FURIOUS GEORGE** p,3,1:57.4h-'06. From a half-sister to **ANGEL IN DISGUISE** p,2,1:53.4f (\$302,749), **ANGEL QUEST** p,4,1:53s (\$98,560), **NO LAUGHING MATTER** p,2,1:54.3 (\$51,902).

**#46 PACO MICHELLE b.f.**

*Yankee Paco-Provence-Self Possessed*

Second foal from the Self Possessed mare **PROVENCE**. Family of Hambletonian winner **DUENNA** 3,1:56.3 (\$1,116,403).

**#129 PACO BANDIT ch.c.**

*Yankee Paco-Yankee Delight-Lindy Lane*

Second foal, first colt from a half-sister to **DEDICATED YANKEE** 2,1:57 (\$264,039), **YANKEE DOMINO** 3,1:56.4 (\$109,432) and **BLUERIDGE YANKEE** 3,Q2:00.1s-'06 (race-timed 1:57.4).

**#186 PACO HOLDUM b.c.**

*Yankee Paco-Conch Dream-King Conch*

First foal from a half-sister to **JET FORTUNA** 2,1:59.2 (\$128,043), **MUSCLES DREAM** 4,1:56.4s-'06 (\$54,079).

**#239 PACO KILPATRICK ch.c**

*Yankee Paco-Intimate Victory-Mr Vic*

First foal from a half-sister to **SCORE** 1:56.2h (\$109,880), **WILSON WYOMING** 2,1:58 (\$167,260), **UNFORGIVING** 3,2:00.1f (\$88,813), **ALL ABOUT VICTORY** 3,1:59.1s (\$73,950).

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business and in return a value will be determined and I could purchase a share. If it worked out, the number of shares that I would have in the business would be increased until we become equal partners. Upon his death I would take over the entire business.

I said 'let me think about it.' He said no; this is at 10 Sunday morning and he needed a call by nine Monday morning with a yes or no. Otherwise he was putting a padlock on the door.

I asked Connie what we should do and we agonized about it that night. The next morning at 9:00 I told him he was on. That was 1969.

At the time his business was doing about \$300,000 to \$400,000 in sales, which in those days was a pretty nice business. We had become great friends but I put another arrangement to him. I said that I would come on board for one year. At the end of the year I would get a bonus equivalent to a year's salary, which was maybe \$10,000 at that time, or he could write out a cheque to me for \$10,000 which I would give back to him as payment for my shares of the business. That was the way we started out.

After about four or five months he came to me and said this arrangement was not working. I asked why. He said that he could not wait a full year for us to 'get married.' Let's do the full deal right now. He gave me twice as many shares of the business for the money I was going to give him and in that first year we came just short of tripling our business.

**You operated Solgar for the next 28 years. What was it that fuelled the business?**

Passion and creativity. The business suited me perfectly because in all those early years of the dietary supplement business there was no greed. The people who came into it had cured themselves of some ailment and essentially were the ones who opened the health food stores and wanted to spread the gospel. I was considered somewhat of an authority and was regularly called upon to lecture to small groups. Like that television commercial, we did it one at a time.

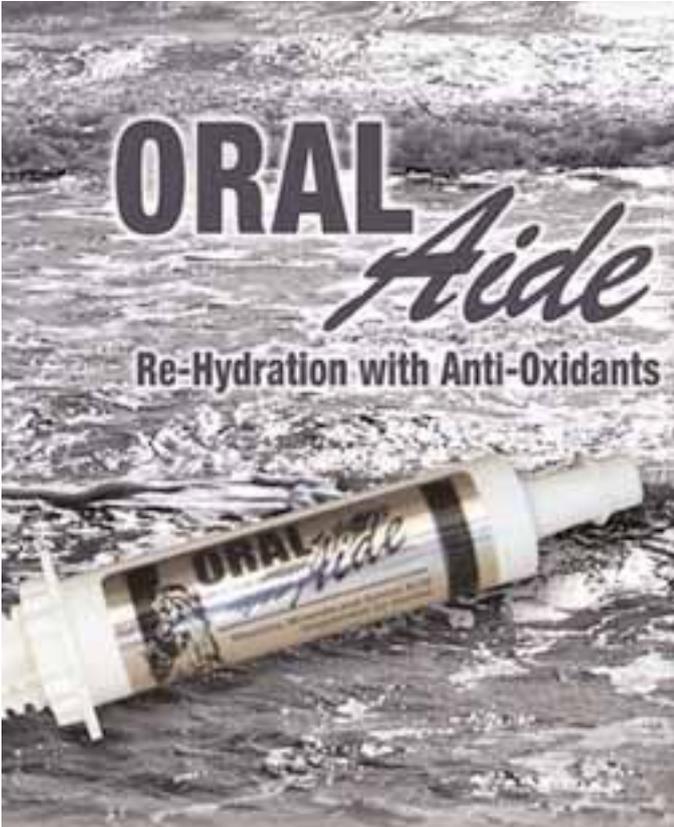
**How was it that you did not sell the company before you did?**

Connie and I had three sons, Mitchel, Barry and Rand. We were determined that all would be college educated and wanted continuity in our business. We loved our business and had passion for it. It was our hope to turn it over to the next generation who would turn it on to the next one. That was more important to us than cashing in. Money was not the objective so there was never a temptation.

Now that was my dream but often a parent's dream or expectations for a child do not work out. While all three of my sons at one time or another joined the business and participated, only one had a serious interest. The others went off on their own.

The one who did stay helped me to grow the business but things changed.

In the 1990s the health food business had very dynamic growth. We had discovered certain supplements were very



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good for specific maladies. For example we knew for a fact that calcium was good for building bones, folic acid was good for prevention of certain diseases in infants, vitamin E was good for maintaining the muscle tone of the heart, etc. But the government would not allow us in our advertising to make these claims. If we did it was a criminal offense and viewed as practicing medicine without a license.

Together with a group of other owners of dietary supplement businesses, we formed a coalition. We went to Washington and sold our story to a number of representatives and senators asking why we were depriving the public of this knowledge. We had volumes of work proving these claims. They were convinced and we finally got a bill passed through Congress called the DSHEA (Dietary Supplement Health Education Act) and for the first time we were able to tell people this information.

Being able to say these things led the business to just take off. By the time we sold we were selling in 9,000 retail outlets.

At the same time the pharmaceutical companies saw this as an opportunity to utilize their resources to market it. Then they looked at the dietary supplement businesses that were basically mom and pop type operations and started throwing big dollars around to buy them.

Wall Street and its venture capitalists had a great thirst for businesses in growth industries that they could take public, merge and consolidate. They earned huge commission in this pursuit, often with complete indifference as to the future success of the transaction. The owners of the small companies, and there were maybe 30 or 40 across the United States, were lured by the generous amount of money and often could not resist. In our case we were deluged with offers but did not entertain any.

#### **In the end you did sell Solgar. What happened?**

We had benefited very well from the business so we did not have to sell. However, we felt we owed it to the public at large to disseminate the information we had. As comfortable as we were financially, we did not have the resources that these billion dollar conglomerates had.

In the face of these mammoths we were seeing that we were struggling to remain competitive. We could not take six months of spots on a major network television. It was a fundamental change in the business.

By this time we had become international largely through the efforts of my son Rand. As well positioned as we were, I saw problems. If we could structure a sale under certain conditions the time appeared right. I want to stress that we sincerely wanted humanity to prosper from this decision because it was not going to make a great difference to our lives at this stage.

Among our suitors was Wyeth Laboratories. There was a number and all of them were prepared to meet the terms we set out. Wyeth felt that along with their "Centrum" line of dietary supplements, they would enhance their position in the dietary supplement marketplace by acquiring us. Our global structure in this specialized market was considered a

perfect complimentary fit.

We knew they had the resources to follow through on their promises. In 1998 we were taken to their headquarters in Richmond, Virginia and given a tour of their new \$80 million research centre which was going to have over \$1 billion dedicated to pharmaceutical research. They told us to pick out whatever area of the plant we wanted and it would be called the Solgar division of Wyeth. We could put our technical people in there and have the run of the place with part of the budget to develop new dietary supplements.

Another condition was that they kept all of our employees and the third was that they not change the marketing. We always felt very keenly that products we were producing should not be sold in mass market facilities like department stores where they would sit on a shelf next to Coca-Cola or whatever. These products are very specialized and required the stores to be knowledgeable about them.

#### Did you stay on?

My son Rand became a CEO of the Whitehall-Robbins Division of American Home Products that was the former name of Wyeth. There were separate divisions.

Four months into the job he said he was leaving. He said he could not tolerate what was going on there. The politics and insincerity were too much for him. I convinced him to stay on because these people had just paid us an obscene amount of money and we did not do things like what he was suggesting.

Two months later he called to tell me he had just cleaned out his desk.

Connie and I were retained as consultants at better than average compensation and had a staff to work with too. At the end of one year we said we did not want it anymore. It is very hard for an entrepreneur or my family, who are what I call achievers, to suddenly get caught up in a corporate atmosphere where people are only interested in protecting their jobs. That transition is very hard to make.

I was disappointed that I did not attain my humanitarian goal of spreading that knowledge we had developed.

#### How has Solgar progressed since your departure?

It's not doing that well and has just been resold for 25 cents on the dollar.

However, the people who have purchased it are people that started out in the industry with us and grew like we did. My son Rand was very friendly with the son of that company, Nature's Bounty, which purchased it and I had been quite friendly with the father. Today my son is the president of the Solgar division of Nature's Bounty. He is now taking Solgar back from its corporate stance to its entrepreneurial stance.

#### When you left Solgar what did you think your next challenge would be?

As part of the sale to Wyeth Laboratories I was required to agree to a four-year "non-compete" contact. During this time I was expanding Southwind Farms' breeding operation and

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### MAJOR INFERNO b.c.

*Art Major – Fire In The Sky – Camluck*

From the first crop of World Champion

**ART MAJOR** p,4,1:48.4 (\$3,273,217), a colt from **FIRE IN THE SKY** p,3,1:59.1f (\$20,480), a full sister to the great mare **BURNING POINT** p,2,1:58.3f, 3,1:50.3s, 1:49.4 (\$2,583,690).

**Selling at the Lexington Selected Yearling Sale October 4-8 in the Preferred Equine Marketing consignment.**

~ Also Selling ~

### CALL MY BLUFF b.f.

*Cams Card Shark – Red Head – Direct Scooter*

Half-sister to **INAUGURAL BALL** p,3,1:53.2h (\$342,423),

**GAMBLERS GLORY** p,1:55.3f (\$113,554).

From **RED HEAD** p,1:55.1 (\$372,240), a full sister to

**SCOOT OUTA REACH** p,4,1:51.4 (\$757,436).

### GOLIATH DAVE b.c.

*Goliath Bayama – Fox Valley Holly – Incredible Finale*

Second foal from **FOX VALLEY HOLLY** p,2,1:57.3s, 3,1:54.1 (\$122,889). A handsome colt from the first Ontario crop of **GOLIATH BAYAMA**.

**Selling at The Canadian Open on September 17 at Mohawk Racetrack Campbellville, Ontario**

~ Selling Privately ~

### KNIGHT RANGER b.f.

*Blissfull Hall – Jazzabel Hanover – Tyler B*

Half-sister to stakes winners **MATTNAMARAS BAND** p,3,1:52.2s (\$387,331), **MATTS WALLER** p,4,1:52.3h (\$394,884),

**CALAMITY JANE** p,2,1:53.3f (\$98,651), **JAZZ ST PARTNERS** p,3,1:52.3 (\$118,084), **MATTS DOMINO** p,3,1:51.2 (\$117,230).

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sought out non-pharmaceutical emerging companies in which to invest. I became very engrossed in the field which I feel is the next major step forward in science and that is nanotechnology.

This is the study of particles that are one-billionth of an inch and cannot be seen with the ordinary microscope. With the recent discovery of microscopy we are seeing things we had never seen before. Once again we are reinventing the wheel with this.

Science builds on itself. Today's highest plateau of science becomes the stepping stone for the future. We are starting to really investigate the origins of life and what sustains our very existence. Personally, I find it very fascinating.

I would be surprised if I was wrong and it is not the way of the future. I have been wrong before although I cannot remember when. I think the possibilities are beyond anything we can think of right now.

Financially, we have put together a group that is funding emerging companies in this field. We support educational scholarships in nanotechnology and assist in the commercialization of products. You might say we're "benevolent venture capitalists" although I dislike the term venture capitalists immensely.

**Coming back to racing what are your thoughts on the state of things today?**

It needs help but it has proven itself to be amazingly resilient over the years despite all of our best efforts to hinder it. And it will continue on but will need to reinvent itself just like a number of other industries have done.

The change in our society has much to do with it. People want instant gratification. You can lose your money a lot faster than wagering on horses. Competition is very strong and our product is not competitive to other forms of entertainment.

Horse racing is shooting itself in the foot with the drug issues as well.

The breeding industry is affected as a result. We now have a situation where the supply of horses is still out there but the demand has diminished. There are fewer people involved from 15 years ago.

The economics are difficult. We have racetracks where you could win every week with your horse and still come out losing. Not everyone is that altruistic that they are prepared to be involved. However, those same people would be involved with golf for example and could be paying every bit as much with no chance of winning. But horse racing has an expectation of winning money and if you don't do that you are viewed as a failure. People get so they don't want to continue.

**What makes you continue to breed yearlings?**

If the atmosphere does not change I will have no choice but to downsize. I'm hoping that won't happen and some miracle will come about. I do it because I have a passion for it.

I should add that I also believe in business cycles, which is something no one can predict. It just happens and I hope something like that will take place with racing.

**We are told that you are a great believer in the Italian stallion Varenne. Tell us about that.**

It's not official yet but Southwind Farm will be handling the frozen Varenne semen for North America in the 2007 breeding season.

I went to Italy to watch him race,



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# Bursting With Potential

Introducing a truly desirable trio of well grown trotting yearlings that will sell on Sunday, September 17 at the Canadian Open Yearling Sale, Mohawk Racetrack.

*We encourage you to visit the farm to see for yourself.*

## TRI STAR RICHARD b.c.

*Kadabra - Dance To Glory - Balanced Image*

By the exciting young sire **KADABRA**, a half-brother to **DANCE HALL GLORY** 2,1:59.4s and **DANCESATIONS** 3,1:59.1. From a half-sister to **OUT OF KETCHUP** 4,1:57f (725,659).

## LOVE ME TOMORROW b.f.

*Angus Hall - Gadfly - Balanced Image*

Full sister to **TRISTAR LEE** 3,Q1:58.1s, 4,Q1:57.2s-'06 (\$55,263), **TRI STAR GENERAL** 3,2:00.3f, 4,1:59f (\$48,732). From **GADFLY** 4,Q2:00.1f (\$17,651), a full sister to **FAX MACHINE** 1:56.3s (\$601,007), **SENDING** 1:56.2s (\$269,842), **ELANAS EARL** 2:00.4h (\$115,365).

## YOU'RE THE REASON b.c.

*King Conch - Hurlyburly - Balanced Image*

Full brother to **TRISTAR MILLIONAIRE** 3,1:59.3f (\$26,427). From stakes winner **HURLYBURLY** 3,2:01.3h (\$90,105), a daughter of **GOOSEY CATHY** 2:00.4f (\$195,629).

 **TRI STAR FARMS**

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that's how excited I was about the horse when he was racing. At this point he looks like he's the real deal as a sire based on what is coming out of Europe for news.

Varenne fits into the same category as Valley Victory and Artsplace. Out of the thousands of horses he is one of the special ones. I say that having supported the horse with six mares as well.

I made a Herculean effort trying to get the people to agree to stand him at our farm. I put it down to just not having the tact or insight to deal with the cultural nuances of Italians. Apparently, no other North Americans were successful either.

### Did Revenue 5 have appeal to you?

Yes, and as a matter of fact I bred a couple mares to him. Sooner or later we are going to have to bring some of that European blood to North America. We are just getting too close genetically.

They breed more for endurance in Europe while we breed for speed, but we need their genetics.

### You're selling horses at the Forest City Yearling Sale again. What prompted that?

I saw the Canadian market becoming a live market and liked the idea that the Canadian dollar has become much stronger. It is my belief that Canadians like to buy Canadian-sired horses and maybe are more comfortable doing it in their own backyard. I'll be sending some by No Pan Intended.

### In 2006 the farm has been having a good year in almost every regard. Why?

As of this interview in early July we had 90 per cent of our mares in foal from 52 mares. We are still waiting on five.

We also know that of the 32 yearlings we sold, 16 have started and two are multiple winners, one of them being by Varenne.

That is encouraging.

### Southwind Farms is unique in that it is based on long term employees. Elaborate on that.

We do not have transient employees like many farms. It's a case of uncles introducing nephews and that sort of thing. That's been my management style since I started with Solgar. We consider that someone with 10 years longevity with the company as kind of a new employee.

We have a very hands on management team. I will never allow anyone to refer to me as the boss. That word bothers me. I have an open door policy so that anyone can come in. Whatever goes on in this business is common knowledge. I must tell you it is a hard concept to achieve and maintain. It requires a lot of personal interest in other people's lives as opposed to the corporate attitude.

It's very easy to sit back and say that is not my job. But that's not the way we do things at Southwind Farm and I hope we'll always be able to maintain that attitude which we believe sets us a little bit apart. 