

**E**d Mullen (inset) is pinning the hopes of Fair Winds Farm on the success of 1986 Horse Of The Year Forrest Skipper, who sends his first crop to the yearling sales this season. The millionaire son of Scarlet Skipper bred 265 mares in his first year at stud.



# Fair Winds Goes First Class

BY DEAN A. HOFFMAN  
PHOTOS BY ED KEYS

## Father-Son Mullen Team Building New Jersey Farm To National Stature

**T**alk to just about anyone who knows Ed Mullen and two words are heard over and over again: first class.

Mullen, to the people who know him best, is a first-class guy. He's affable, intelligent, honest, down-to-earth, and he loves harness racing.

And Ed Mullen and son Mark own a first-class breeding operation in Fair Winds Farm. But Mullen would be quick to admit that the process of developing the farm has taken some time, and he'll also admit that upgrading the bloodstock is a never-ending task.

Now, however, the farm is poised to jump

from prominence in New Jersey to prominence nationally. Surely the two most obvious indications of that are Fair Winds' big daddies in the stud barn—Forrest Skipper and Sonsam.

That is surely not meant to denigrate the merits of Towner's Big Guy or Lindy's Crown, the other two stallions in service



**F**air Winds has upgraded its broodmare band significantly in recent years so that some very choice mares now roam the fields at the spacious central New Jersey farm.

at Fair Winds. But clearly the top drawing cards are the proven speed sire Sonsam and the 1986 Horse Of The Year Forrest Skipper.

Just as importantly, Mullen has renewed his commitment to improve the farm's broodmare band with some nifty purchases last fall.

Mullen feels content with the farm's current stallion line-up, believing it is the best that Fair Winds has ever fielded. The history of the farm is filled with its share of horses who simply didn't make the grade as top stallions. These would include Go On Bye, Jethro Hanover, Steady Airliner, Keystone Andy, Kawartha Mon Ami, and Lindy's Joy Boy.

Sure, these horses sired some decent performers, but they never achieved the national prominence that Sonsam enjoys or that Forrest Skipper desires.

Mullen is a native of Brooklyn and now serves as chairman of The Newark Group, one of the largest recycled-paperboard operations in the United States.

After attaining the rank of Eagle Scout as a youngster, Mullen enrolled in Forestry College at Syracuse University, but left college during World War II, joined the Air Force, and flew some 30 missions over Japan.

He returned to Syracuse University, received a degree in pulp and paper engineering in 1947, and started a career in the paper industry that led to his current position. He is a coholder of 10 patents dealing with paperboard structures used in books, loose-leaf covers, game boards, etc.

Mullen's first involvement in racing resulted, most ironically, from a contact made during labor negotiations at a paper mill in Middletown, Ohio.

"I became friendly with a very good mechanic who was on the union bargaining committee at the mill," recalls Mullen. "He was involved in training standardbreds, and we bought a horse together and later had a mare we bred to Meadow Chuck."

In the early 1970s, Mullen was looking to buy a farm in New Jersey. He had been

involved in outdoor activities such as scouting and camping for years, and liked the idea of having a farm for his wife, Joanne, and their growing family.

Mullen lived in Westfield, New Jersey at the time, but he began looking in the Freehold area, and was alerted to the availability of a farm in the vicinity of Cream Ridge. Like so many other area farms, it had once been a dairy operation, but was in the process of becoming a harness horse training operation.

"I was originally planning to live at the farm," says Mullen, "but it became obvious that a knowledgeable horseman should be there if we were going to build a business."

Since Mullen was already familiar with standardbreds by virtue of his Ohio partnership, he decided to build a standardbred breeding facility.

Mullen bought a nearby home known as Walnford, and moved his family to this pre-Revolutionary War property.

"It was a very unusual accumulation of a grist mill, barns, ice house, and a big, old



**F**air Winds has a decidedly youthful flavor as co-owner Mark Mullen, left, and farm manager Matt Garland confer about the daily work schedule. Mark also maintains a training stable in addition to his role at Fair Winds.

home which later became a historic property," he says. As Mullen and his wife became empty-nesters, the property was turned over to the Monmouth County Parks System, and then Mullen built a new home on one of the Fair Winds properties.

As we have detailed, some of the early stallions at Fair Winds can charitably be described as mediocre.

"I crept into this business," said Mullen. "I didn't go storming into it. Our growth has been very moderate."

One time when Mullen did dig deep into his bank account came in 1978, when he shelled out \$310,000 for Cool Wind as a yearling. Trained and driven by Glen Garnsey, Cool Wind won \$51,397 at two and took a mark of 1:56.3 in a time trial, making him no threat to that season's juvenile champion Niatross, but still showing signs of promise.

Unfortunately, Cool Wind fractured a pastern bone in training, and was retired to stud at Fair Winds. But the superbly-bred son of Meadow Skipper did not gain great acceptance in New Jersey, and is no longer at Fair Winds.

Despite his bad luck with Cool Wind, Mullen's love for harness racing has continued to grow. He is now a member of The Hambletonian Society, and his racing and business interests keep him quite busy.

"I manage to squeeze out enough time to run off shore and catch a few bluefish during the summer," he says.

Of his five children, only son Mark inherited Mullen's taste for the horse business. In fact, it was Mark's interest that led to the purchase of Fair Winds.

When the Mullens took over the farm, it featured an excess of rubber fencing and a little-used stallion named Spanish Farewell who was from the penultimate crop by Adios.

The farm has come a long way from those days, so let's review the accomplishments of the stallions on the current Fair Winds roster:

**Sonsam**, now 13 years old, is already respected as a sire of sizzling speed despite a career that has seen him bounced from Pine Hollow Stud to Royal Casino to his current location at Fair Winds. Among the breed's leading stallions, only Niatross has more stickers on his steamer trunk.

Despite this and well-known-but-manageable breeding difficulties, Sonsam has managed to gain a reputation as a sire of lightning-like speed. Colts like Marauder, Nobleland Sam, Marvel, Radiant Ruler, and The Denman, and fillies like Conquered Quest and Hit Parade, have cemented Sonsam's reputation.

It was perhaps natural that **Forrest Skipper** would wind up at Fair Winds, as his sire Scarlet Skipper had stood there briefly before succumbing to complications caused by liver failure. The horse had started his stud career in Pennsylvania, but was moved to Fair Winds for the 1986 season and served only eight mares before his death.

**Lindy's Crown** sires trotters who can compete on the national scene as well as in New Jersey, and yet Lindy's Crown gets little notice for his efforts. Certainly that will change with the success of his daughter Scenic Regal, the champion trotting mare on this continent for the past two years.

And Shaun's Best Boy, a three-year-old colt, was third in the Peter Haughton Memorial last year.

Lindy's Crown is priced right at \$4,000, and benefits from some recent defections among New Jersey-based trotting stallions.

**Towner's Big Guy** completes the stallion roster, and again, it is no surprise that Ed Mullen would want a son of Big Towner at his farm.

"I liked Big Towner, and we owned the fastest performer (Toy Town p,2,1:57) from his first crop and the fastest filly (Town Sweetie p,2,T1:57.2) from his second crop," says Mullen. "After those two crops, the price for Big Towners went up."

Towner's Big Guy is out of a Tar Heel mare (as were Toy Town and Towner's Sweetie), and is a brother to the gelded Lustra's Big Guy p,1:52.4, a winner of nearly \$1 million. Towner's Big Guy tied the world record of 1:52.1 when he won at The Meadows in 1986. His first foals are yearlings.

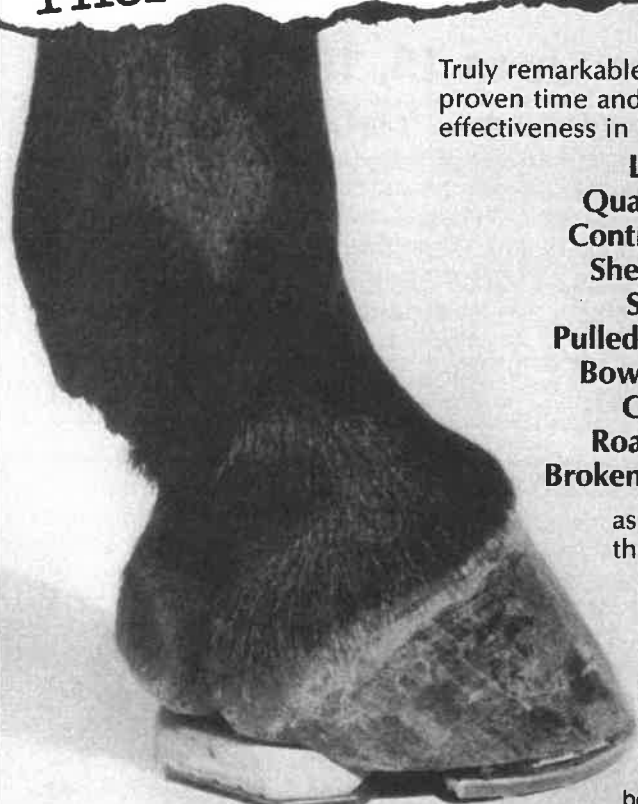
Of course, you can't mention stallions at Fair Winds without taking notice of the "big fish that got away." That, of course, is Mack Lobell. Mullen bought half-interest in the horse after his two-year-old season, and The Hambletonian winner was slated to go to stud at Fair Winds at the end of his sophomore season.

Those plans were scrapped when Mack's fertility tests were not satisfactory, and Mullen, who really wanted a commercial stallion for his farm, sold his interest back to Lou Guida. Guida, in turn, sold the horse to John-Erik Magnusson of Sweden, and Mack is now finishing his first year in the stud there.

Although doubts about Mack's ability to handle a full book quelled the colt's Fair Winds career, Mullen remembers that 1987 season, when Mack trotted to all sorts of world records, as the highlight of his involvement with horses.

Last year, he even took time out from a

# Horsemen agree . . . for lameness problems, Thera-Flex really works.



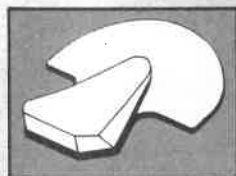
Truly remarkable, Thera-Flex has proven time and again its effectiveness in treating:

- Laminitis**
- Quarter Cracks**
- Contracted Heels**
- Sheared Heels**
- Sidebone**
- Pulled Suspensories**
- Bowed Tendons**
- Club Feet**
- Road Founder**
- Broken Coffin Bones**

as well as  
the complex

**Navicular  
Syndrome.**

Thera-Flex maintains the delicate balance between nature and advanced technology. Ask your veterinarian or farrier . . . or contact:



- Trimmable
- Resettable
- Versatile
- Available in 4 sizes

**Thera-Flex.**  
Your first choice  
for resolving  
lameness problems.

**Thera-Flex,  
INC.**

1368 Harrodsburg Road  
Lawrenceburg, KY 40342  
(800) 248-6365  
W. States (800) 548-5854  
Kentucky (502) 839-4081  
Dealer inquiries invited



vacation in England to fly to Stockholm to see Mack triumph in the Elitlopp.

Mullen has shared an interest in other horses with Guida. Most notable, perhaps, is Rumpus Hanover, a son of Tyler B whose 1986 world record (1:52.3) time trial at two attracted the attention of Guida, who put together a group to purchase Rumpus. Mullen was part of that group, but Rumpus never lived up to expectations on the track and was not deemed suitable for a spot in the stud at Fair Winds.

Mark Mullen, 33, fell in love with horses as a youngster and went to the University of New Hampshire, graduating in 1979 with an animal science degree and an intention of becoming a veterinarian. He wanted to strengthen his background in/by training harness horses, and went to work for Lester Funk at the Dutchess County fairgrounds in Rhinebeck, New York.

"I loved being there, learning from Les," admits Mark. "We broke yearlings, and every day I could look out and see the Catskills. It was quite a scene."

The allure of racing was too strong for Mark to pursue vet school, although he later obtained a master's degree in business administration from Rider College in Lawrenceville, New Jersey.

Mark now lives with his wife and two children in Hightstown and trains at Showplace Farms. He is assisted by Linda Goss, the well-respected young trainer known for her ability with fillies. The millionairess Caressable, now a Fair Winds broodmare, is just one filly to benefit from Goss's tender-loving-care.

Mark rates Spray Can as the best horse he's ever trained. The Keystone Ore mare, bred by Stoner Creek Stud, earned \$352,703 while grabbing a 1:56.3 mark. The senior Mullen purchased her as a four-year-old at Harrisburg, and she quickly developed into one of the best open-class mares on the New York twice-arounds.

Mark is also proud of Refreshing Touch, a Niatross filly who won the Glen Garnsey Memorial last year at The Red Mile on Kentucky Futurity day. The three-quarter sister to B.G.'s Bunny got a mark of 1:54.1 that day, and has pocketed \$113,800 in her career.

Farm manager Matt Gartland is a native of Poughkeepsie, New York, and worked at the now-defunct Contessa Breeding Farm and for trainer Bill Popfinger before coming to Fair Winds in 1976. Gartland took over as manager when Frank Ives resigned last year.

"Frank and Ed did a helluva job in building this farm," says Gartland. "But the job isn't done. We have to cull mares and

- Since 1975 -

**A wealth of results  
for just pennies a day**

**CALL TOLL-FREE**

**1-800-232-2365**

(9-5 Eastern Time M-F)

**FREE Product Information • Dealer Referral**



**SOURCE**  
micronutrients for horses



upgrade whenever possible."

When Mullen bought the property, he chose well, because the red, loamy soil of the area has made it the heart of New Jersey's agricultural belt for many years. If you go very far north or south, you encounter sandy soil, not conducive for raising horses.

Its location is one of the farm's greatest assets, as it is quite close to Freehold and within an hour or so of The Meadowlands and Garden State—although obviously those tracks weren't built when the property was acquired.

"This has traditionally been a dairy farming area," says Gartland. "The name Cream Ridge came from all the dairies in this area. A lot of potatoes and wheat were also grown here."

In the past decade, horse farms have been springing up everywhere, despite skyrocketing land values. Fair Winds is adjacent to Perretti Farm, and not far from Walnridge.

Gartland, who lives on the farm, laments the difficulties of getting good help on the farm when fast-food franchises down the road can offer young people more money. "McDonald's will pay kids \$7.50 an hour, and Great Adventure Amusement Park pays \$8 an hour. And even though this is a great

farming area, the children of the farmers in this area go to college and then don't want to farm anymore. So the family farm gets sold off for development."

He tries to maintain a small staff, and provides incentives for superior work. "A job well done is a job well paid," he says. But the farm employees are rewarded not only with a paycheck, but also with a benevolent attitude.

"Often a little time off is more important to someone than money," Gartland says. "We try to accommodate our people and maintain a family atmosphere."

Gartland knew about Sonsam's breeding difficulties when the stallion arrived, but the farm manager is a firm believer in patience. He says that understanding any stallion's idiosyncracies in the breeding shed is one key to good performance by the horse.

"Each horse has his own routine," he says. "We try to keep our stallions happy. The breeding shed is a stallion's bedroom."

Gartland humorously sums up his philosophy by saying, "Happy stallions make happy semen, and happy semen makes happy babies."

(He did not need to add that happy babies make for happy customers, and happy customers make for happy farm managers.)

Sonsam has been a new challenge at Fair Winds, as the other stallions are all capable professionals in the breeding shed. For example, each time Lindy's Crown is bred, he gives enough semen to handle 12-16 mares.

Gartland is worried about the fertility problems cropping up in the breed's stallion ranks.

"There are just too many stallions going to stud and going back to the track right away," he says.

In addition to the stallions at the farm, Fair Winds owns shares in Royal Prestige, Baltic Speed, Direct Scooter, and Ralph Hanover.

Even the farm's teaser might be familiar to many racing fans. His name is Slap Happy p,1:55.3 (\$462,332), a son of Tempered Yankee.

Gartland is concerned, as are others in the reproductive end of the horse business, about the prevalence of drugs used on fillies and mares at tracks.

"It's hard to predict how a mare will behave when she makes the transition from race mare to broodmare," he notes. "Some mares who might have been given every medication in the book will still cycle within two weeks."

## PROFESSIONAL HELMET PAINTING

by

Cliff Harper

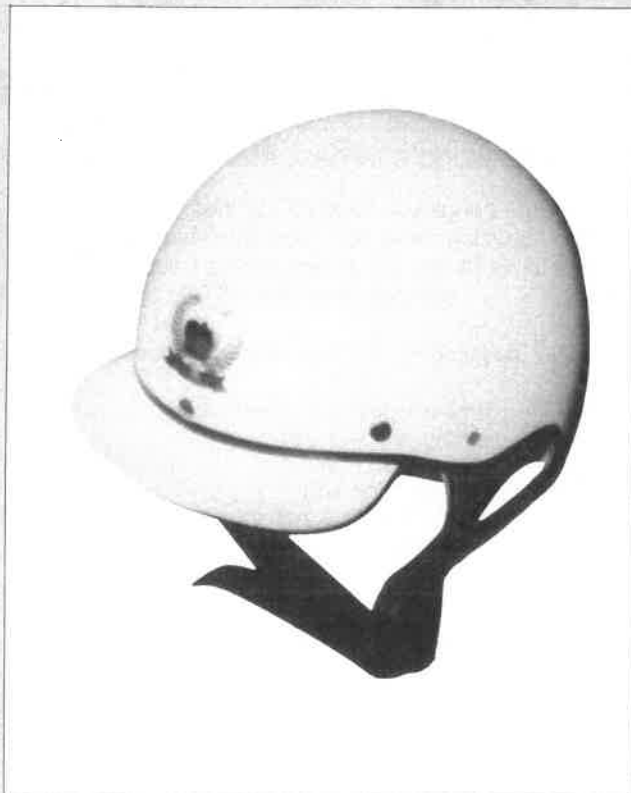
**Now in Stock:**

The new and improved

**GRATTAN**

It's Snell H-84 approved and  
meets all North American track requirements.

For more information, contact  
Cliff Harper • 1606 Old Mill Road  
Springfield, OH 45502 • (513) 322-5907



Others, he concedes, might simply take a vacation in their first season as broodmare, and not conceive at all.

Gartland is only 37, but he has the faith of an old-time horseman in one of the most time-tested methods of curing what ails horses.

"I just let Doctor Green treat them," he says, referring, of course, to the indisputable benefits of green grass and sunshine.

When a mare (or any other horse) first arrives at Fair Winds, she is weighed and measured. For example, the mare Loose News weighed in at 1,309 pounds last fall.

"This is one way to track a mare's condition without relying strictly on the eyeball," says Gartland. "Some owners will say, 'That mare came home in poor condition; and we can show by our records that she actually gained 75 pounds while at the farm.'"

He also uses this information to evaluate breeding decisions. For example, when foals are weighed and measured, he can sense that a mare is having small foals by one stallion, and thus a change might be in order.

Because Fair Winds is close to Freehold and The Meadowlands, the farm sees its share of mares being bred while still in training. That doesn't bother Gartland.

"I'd rather breed a mare who is racing and fit, than some of these mares coming off the track who are broken down and messed up physically," he says.

Gartland is particularly pleased with the "Performer" extruded feed used at Fair Winds. It was developed by Agway earlier in this decade, and is totally digestible. It is available in both 14 and 18 protein.

"It's more expensive than other feeds," admits Gartland, "but because there is no waste, you can feed less of it and horses still do well."

The foaling stalls at Fair Winds are 16 by 12 feet and are bedded with straw, although most of the other horses on the farm are bedded on wood shavings.

An adjunct to the foaling facility at Fair Winds is an 8- by 10-foot table which can be moved hydraulically into various positions. If a mare is in trouble, Gartland explains, she is moved to the table, which is covered with rubber mats to prevent slippage. The table, designed by Frank Ives, will lift a 1600-pound horse.

"We can raise the table, and that makes it a lot easier for us to work on getting a foal out of a mare when that table can be raised waist-high to a man," he says.

The farm also has a portable incubator,

which consists of four heat lamps providing a temperature of 70-72 degrees in that portion of the stall under the lamps.

The farm also has a neonatal stall, which is closed off from the rest of the barn by curtains to prevent the spread of diseases.

After weaning, the foals are taken to the Fair Winds facility in South Jersey (formerly Cool Run Farm) where they are broken to halter and learn to stand in the cross-ties. This, Gartland feels, is a significant advantage when the critical yearling preparation begins.

Board rates at Fair Winds are currently \$14 per day for permanent mares or for those mares staying until confirmed in foal. Foals are charged at \$3 per day until August 31 and \$6 per day from then until the end of the year. The charge for yearlings boarded on a permanent basis is \$12 per day, while more is charged, of course, for sale preparation. Turnouts are \$25 per day.

While many standardbred farms have gone under or faced difficulties in the past year, Fair Winds is well-established and is gaining rather than losing strength. With a young team at the helm and an enthusiastic Ed Mullen providing guidance, the farm should be an ever-growing force in the breeding business. ■

# SETTING THE PACE



Pictured with 4' Dressing Room

## American Eagle by Kiefer Built

72" wide, 84" stall, 88" tall

The American Eagle walk-through horse trailer sets the pace others try to follow.

Electrogalvanized sheet metal resists rust.

Fiberglass roof and fenders add years to your trailer's life. Extra width, height and stall length for your horse's safety and comfort.

See one of these pacesetters:

### HART SALES & SERVICE

North U.S. 27  
St. John's, Michigan  
(517) 224-7430

### KIEFER BUILT INC.

Box 88  
Kanawha, Iowa  
(515) 762-3201

### HINSHAW TRAILER SALES

Box 233  
Richland, Iowa  
(319) 456-6611

*When It's Kiefer Built, It's Really Built!*