



A well-trained Starrfire gracefully takes a bow after her performance.

## Horse Lover Turns Hobby into Profit

BY KIMBERLY HERR

**MANHEIM** — Take something you simply love to do and turn it into a money-making career.

Sound too good to be true?

For Jennifer Lowry, Manheim, it is a reality.

At age 21, Jennifer recently sold her Arabian filly for \$150,000. She and her parents, Sandy and Dr. R. Tempest, had invested \$1,500 for the filly's mother and \$2,500 to have the mare bred. The investment paid off at the Summer Spectacular show and sale, which took place at Lasma East, Louisville, Ky., one of the largest Arabian ranches in the country.

Sound like an easy profit?

There is much more involved.

"It's not an overnight success," Jennifer's mother explained.

Jennifer's parents said they knew she was a horse lover when she started collecting horse figurines as a child and was unconcerned when she was bitten in

the chest by a horse when she was young.

"I used to ride our German Shepherd," Jennifer laughed.

Jennifer got her first horse in 1974. How did her interest in horses develop?

"I don't think it ever developed," Jennifer chuckled. "I think it was always there. I don't remember ever being afraid of them."

Her passion for horses takes up much of her time.

"I take 12 months to decide who to breed each mare to," Jennifer said.

When she chose the stallion to breed her mare to, she trusted her instincts and came up with a winner.

"It was a long shot because the stallion had not been bred before," Jennifer explained.

Jennifer's father commented on Jennifer's choice.

"We found a nick," he said, explaining that a nick means the

genes of both animals have checked.

Jennifer explained that breeders try to develop a match that will produce a horse similar to what the ideal Arabian horse should look like.

"We came awfully close on our first time," she said. "She had the most beautiful head and one of the most perfect bodies."

Dr. La Croix, owner of Lasma East, told Jennifer her filly was "one of the best" he had seen.

Named Galizja Rohan and nicknamed Zja Zja, this horse was rated by some people at the show as being worth about \$400,000. The mare that foaled the filly is now worth about \$600,000, one and a half times the price of the filly.

Using this mare, Jennifer pointed out the features of an Arabian horse: "a beautiful face, the width between the eyes and the shortness of the head."

"They are functional, not only pretty," Jennifer added, explaining they were bred for endurance when galloping in the desert. "They were also bred to be companions," Jennifer said of the first Arabian horses.

Watching Jennifer with her horses - she has 10 - the idea of companionship is still apparent. The horses not only obey her commands, but seem to want to please her.

An Arabian gelding, Windsong, is testimony to Jennifer's patience and skill in training horses. When she first got him, he was too wild to even be led around the pasture. Today, he is not only able to be ridden, but he is trained in the art of dressage, which involves giving the horse directions that are so subtle that they cannot be observed by someone watching the horse and rider.

"I just had the biggest battles with him," Jennifer remembered.

Jennifer's skill in training horses comes from many hours of

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Windsong, once an unbroken stallion, is now a well-trained gelding. Jennifer has taught him the art of dressage. His arched neck and tail are true signs of an Arabian.



This is a colt, born to one of Jennifer's Arabian mares. She used it to illustrate how, through the proper breeding, the offspring will not have the same flaws that are characteristic of the parents.

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