



Summer Sale Auction 2018

at Giacomo Capacci Arabians, Italy



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On June 26 this year, the scenery in Tuscany, Italy, was at her most lovely. The beautiful landscape with her earth colors, her rolling hills planted with vines and olives, highlights historic farm houses that are in harmony with the land, built of natural stone, with small towers emerging from the tile roofs, often plastered in hues of yellow and brown, and approached by cypress-lined tracks. The same is true for the premises of Giacomo Capacci, located in the southeast corner of Tuscany in between the ancient Roman and Etruscan town of Cortona and Trasimeno Lake. Giacomo is an outstanding trainer and handler of Arabian horses and also one of the most successful ones in the world. And he has a big heart for the Straight Egyptians as well. More than 200 quality show and breeding horses inhabit his barns and pastures, with many world champions and other gold champions among them. On the day of the summer sale auction, everything was ready again, and Giacomo with his live-in partner Michelle welcomed guests from all over the world. The premises had been turned into an elegant spectators' arena with even a DJ, so nobody had to wait long for a party atmosphere to develop. Just like in years before, Giacomo and Michelle with their team had worked with precision and perfect timing to organize a successful event that left nothing to chance.

Knowing that this is an impressive achievement, -as horses, and stallions in particular, are usually very hard to time- the show was admirably conducted. Every horse was in top condition, and all the mares and foals, in part





presented together with their famous reference sires, remained impressively cool, calmly taking notice of the auction taking place in the evening, of disco music, and of the large audience.

There were fifteen mares and fillies hand-picked for presentation and sale:

HADBA AL SHAQAB

ARAGIA ARISA

SALMMA BKV

PRINCIPESSA SISSI AF

KHARMA GCA

PHEODOSIA ALJASSIMIYA

EL SAYYEDA

SHAWA AL WASEEL

SILUEN BY JUSTICE

FALHA AL SHAQAB

RK NAJD SHAZIN

TF VENEZIA

FEUER NANE BINT NEVA

GINEVRA GCA

SS DAMASCA

The guests and horse owners from many different countries sat together enjoying a brilliant night filled with intensive discussions on horses and breeding. There was not a touch of a crisis to be noted, and some even closed their evening with a good deal.







"The market is still alive"!

An Interview with Giacomo Capacci

Giacomo, once again you organized the impressive European Summer Sale Auction this year, are you satisfied with the results?

Definitely! This was the 4th edition and it was a great success again! There is the fact that 95% of the horses were sold, some of them right after the auction as well and for a very nice amount, but this is just one of the results. Our main reason for organizing this yearly event is to bring together veterans and some of the youngest breeders and personalities from around the world to enjoy and love the Arabian horses in an environment other than a horse show.

The success is massive, peoples' response year by year is very gratifying, the number of newcomers who initiate close contact with Arabian horses in this event is amazing.

Which horse took the cake?

Well, we had several high-selling horses in the same range, there was not just one top seller.

Did you expect the results or were you surprised?

We prepare this event 11 months in advance: The search for special horses, general organization, elite location, clients, guests... and we work with an amazing team and focus on even the smallest details.

We are happy with the results but what makes an auction exciting is that you can never really predict what the auction will be like - of course you have an idea, but there will always be things happening that you least expected and that turn out to be great 'surprises'.

You have only admitted mares and fillies to the auction, is it difficult to sell stallions and colts today? Or weren't there any good ones for sale?

Nowadays the market it is indeed particular and complicated, but there is for sure a great number of excellent stallions and colts available within our farm and from our clients. However, as our event





is mainly a gathering for newcomers, there is usually more demand for females, either mares or fillies.

Were your customers satisfied with the overall results?

Yes, definitely everyone loves the outcome, we organize this event together with our consignees and we open new and exciting relationships with the buyers.

If somebody wants to sell a horse, what do you suggest to him? To present him to a wide audience in the show ring, or to present him to a small but financially strong target group at an auction?

I strongly believe that the horse market needs to be straightened up... as a matter of fact, in our auction you will find that if you have the right prices for every kind of horse, they will get sold no doubt. Horse shows are for sure helpful for the market, but they are not a marketplace. Tag the right price on your horse and it will definitely get sold! There are buyers everywhere, the market it's still alive!

What about next year? I've been asking around. Breeders from all over the world love to come to your events. Is there another auction in your program or an open house?

Our auction was scheduled as an every other year event, but because of the response of the people and the great results, it became a yearly appointment. So I will definitely do it again! Which is why we are already working on the next one, to make it even more special than ever, with some more special horses, for example.

Thank you, and I wish you and your team great success!

