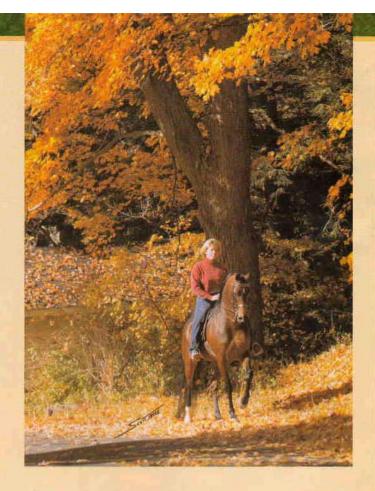


IT IS BUSINESS. IT IS PERSONAL. IT IS A WAY OF LIFE. ~Mary Trowbridge

I was sure that I wanted to write this article myself, first because through osmosis and heredity writing comes fairly easy to me, but more importantly because I wanted to make sure that it really told the story of what this "business" of ours really is. Of course, now that the hour is upon me, I'm hardpressed to condense all that Trowbridge's, Ltd. is into less than 3,000 words.

It occurs to me that this story is running the distinct risk of becoming a running stream of consciousness rather than a precise biography of who, and more importantly, what Trowbridge's Ltd. is today, and what made us that way. Call it my Kurt Vonnegut moment. But maybe that IS what Trowbridge's Ltd. is; a constantly changing, ever-evolving entity comprised of a whole bunch of cool people who have decided to devote their time, energy, and money to a life with Arabian horses. Trowbridge's Ltd. is, in reality, just the hub of a whole wheel of individuals who are responsible for taking us on what is really a magical tour of life. You could also say that they all keep us spinning, I guess, but we have apparently grown to enjoy that.

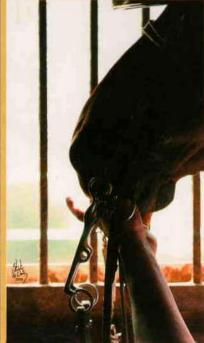
This is a strange way to make a living, there's no way around it. OK. well maybe not strange. Let's say unusual, then. It's a great way to make a living, if you can survive it; I can never explain our profession to a non-horse person without quoting one of my dearest friends and personal gurus, Marty Shea, who says, "It's a great life, if you don't weaken."



IT IS A GREAT LIFE ...

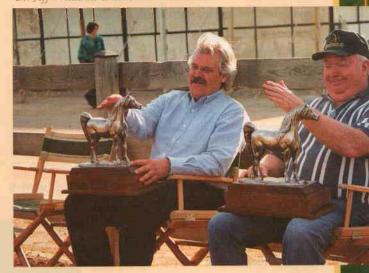
From the outside looking in, it is an idyllic life. "What makes it so tough?" the non-horsed will ask. Good point. To begin with, we're outside every day all day, not behind a desk in a stuffy, overcrowded office surrounded by neurotic, over-, under-, and non-achievers. We work with the most beautiful animals on earth who are better teachers about social interaction and life in general than any human I know, and who will do anything for you that they possibly can if you just figure out the right way to ask them.

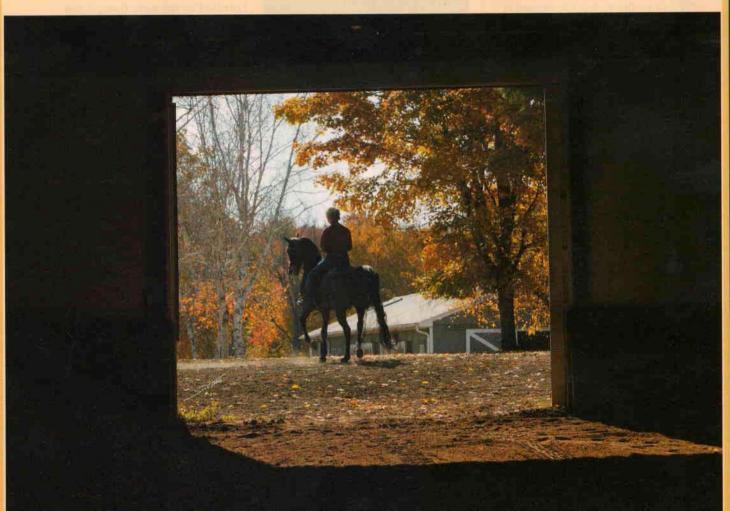
The beauty that is the Arabian horse and the wonderful area that we live in make every day an art appreciation course. Arabian horses have enabled us to live in a wonderful part of the country, and introduced us to an incredible variety of people from around the world. The people that we work with and for are as close to immediate family as friends can get, sharing successes and failures together, every person caring about and invested in the well-being of the other. We've traveled, thanks to those same horses and people, all over the country and the world, and when we come home, those beautiful little creatures are right there, waiting for us.



Needing to be cleaned, fed, and catered to every day all day. "Record low temperatures will plague the Northeast for the next several weeks, no respite in sight," our local weatherman will say. "Stay indoors unless it's absolutely necessary." Well, of course it is. Out we go to slither around, repair broken water lines, clean stalls, work horses, and slide around plowing and sanding so we can get to the bullpen (it's easier to long line in Carharts than ride). No money in the checking account by the 15th of January (the month that is every horse trainer's nemesis)? Still have to feed the little dears with the same beautiful, expensive hay and lovely, hand-mixed sweet feed that makes their eyes bright, their coats gleam, and delivers enough energy into their system to shake the teeth out of your head every Monday morning. That one client in arrears for the last six months, thanks to the unexpected expense of an extra eight days in the Bahamas, or the gerbil's expensive leukemia treatments? Not to worry, Joe, still feeding your horse. Day off to enjoy the fleeting summer sunshine? Too bad for you, Bucko, off to another show with you.

Dr. Jeff Williams and Farrier Ed Strain





And in the course of a too-short day, with 75 or so horses to care for, 40 of whom are in training, all of whom get seen to and addressed each day, don't forget the really integral skills demanded of a "horse trainer" that you will need at least twenty times throughout the day: accounting, marketing, promotion, employee talent scout/hiring agency, sports psychiatry, grief counseling, relationship counseling, physical training, sports medicine for humans, advanced veterinarian knowledge for animals (including the barn cats, because who can afford to take them to the vets), mechanics, machinist, plumber, fashion consultant, nutritional expert, occasional autopsy assistant, vet tech, psychic, soothsayer, and last, and sometimes it seems least, horseman, trainer, and riding instructor.

But at the end of the day, what really makes this life we've chosen challenging is the very thing that makes it wonderful; that along with the

beautiful horses our clients entrust us with come the hopes and dreams of an entire community of people. The most difficult reality of this life of ours is that no matter how hard you work, no matter how much everyone tries, from grooms, farriers, vets, assistants, trainers, spouses, parents, brothers, sisters, grandparents and riders, at the end of the day the horse, karma, and the gods have the final say over success and failure. The excitement of a beautiful baby, a breakthrough lesson, or a National Championship can just as quickly be balanced out by the heartbreak of a pulled suspensory, a colic surgery, the loss of a foal, or a wrong lead for three-quarters of the ring at your final Youth Nationals, all so poignant and deeply felt by every

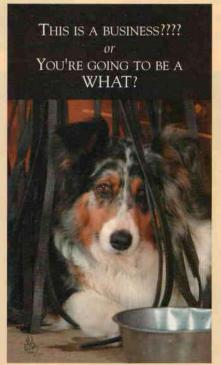
single person involved with that horse and rider that it sometimes threatens to send your soul right through the bottom of your feet. And as the trainer, you feel like there just MUST have been something that you could have changed that would have made the difference.



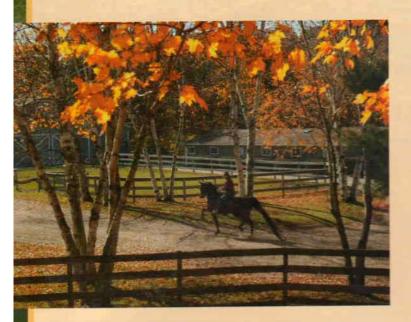
This Is a Business???? Or, You're Going to Be a What?

You have to understand that my whole family was, and still is, in the newspaper business, so there have been some substantial educational efforts over my lifetime trying to

> prove that horses can be, in fact, a business too. My dad, devout Yankee, lawyer, and small-town newspaper editor that he was, was constantly horrified by the mere thought that anyone would even conceive of making a living doing what we do, but before he died he had softened considerably after meeting some of the many wonderful people that we've been so fortunate to work with and for over the years. Bill Bohl, my mentor and first employer, helped significantly with his unique blend of common decency and integrity - Bill was the first person that my dad met in the "horse business" that he really admired. Bill allowed me to work for him for eight years - without him, I wouldn't be a horse trainer.



My mother helped my cause, though. I like to tell people two things about her; first, that she was my first amateur rider, and secondly, that she and I grew up together. I was the last of four children at a time when it was really unusual for women to a.) have a child at or after 35, which my mom did with me and b.) enjoy the outdoors or pursue an outdoor athletic event, especially later in life. My



mother decided when she reached 50 that she was going to indulge her childhood dream and learn how to ride, drive, and compete in horse shows alongside her teenage daughter. My mom was ahead of her time (and slightly crazy). Her friends, much preferring gin and bridge, could not comprehend her passion for horses, and no one back in the 60s and 70s had even conceived of specializing in training "adult amateurs" - there weren't any. So Mom was left learning how to ride and compete through the teachings of a recalcitrant teenage daughter; true testament to her passion for horses and determination to learn was the fact that even a bratty kid couldn't dissuade her from her goals. She enjoyed her horses and rode, drove, and competed in northern New Hampshire up until she died of cancer at 69; at her funeral we had her cut-back saddle on the top of the casket, with the stirrups still set for the last child she gave a ride to, next to a picture of her driving her horse at Lancaster County Fair. It was, by the way, the same saddle that took Red Tape+++ and me to our first National Championships a year later — I wish she and my dad had lived to see that part.

Right before my mother died, I apologized to her for not doing something more "worthwhile" with my life. I was silenced with a deadly look, and was quickly chastised

with "Don't ever apologize for bringing other people happiness." Her determination and love of learning at a later period in life is a constant inspiration to me, and it is the real reason that I harbor a passion to work with and support the adult amateurs who are so integral to our Arabian show horses today.

EVERYTHING BUT RIDE

Pat's family is well versed in the farming business, so getting their acceptance and understanding has been a titch easier. The youngest of nine children (yup, Catholics through and through), Pat grew up working on his parents' Angus cattle farm, and then moved down to Connecticut after finishing college to work for some of the premier Angus breeding farms in the country and a John Deere equipment dealer and feed store (are you surprised?) for fifteen years prior to our starting our business together. When asked why he went into the horse business, he's



LESSONS FROM

FACT 1:

As each goose flaps its wings, it creates an uplift for the birds that follow. By flying in a "v" formation, the whole flock adds 71 percent greater flying range than if each bird flew alone.

Lesson: People who share a common direction and sense of community can get where they are going quicker and easier because they are traveling on the same path as one another.

FACT 2:

When a goose flies alone, it feels the drag and resistance of flying alone. It quickly moves back into formation to take advantage of the lifting power of the group.

Lesson: If we have as much sense as a goose we find people to hang out with that are headed in the same direction that we want to go and are willing to lend our help to them as well as accept theirs to get there.

FACT 3:

Geese flying in formation honk to encourage each other forward.

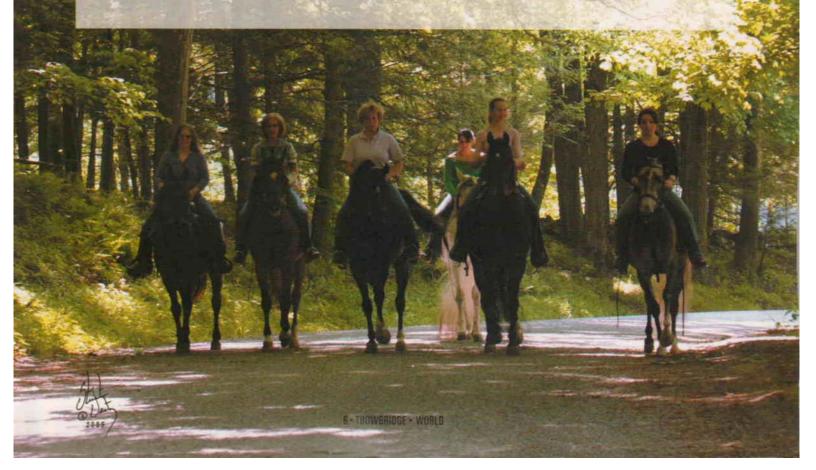
Lesson: The power of encouragement, to stand by one's heart and core values, and to encourage the heart and core values of other like-minded people, is the quality of honking that we seek. With encouragement, both the process and the production are greater and more enjoyable,

FACT 4:

GEESE

When the lead goose tires, it rotates back into the formation and another goose flies to the point position.

Lesson: As with geese, people are interdependent on each others' skills, capabilities, and talents, and it pays to take turns doing the hard stuff and sharing leadership.

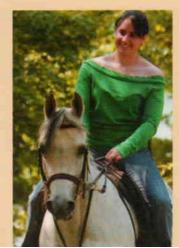


usually pretty quick to say that it was the one of the two that had a hope of making a living for us — tells you a bit about the Angus business, doesn't it? Together since 1979, we married in 1981 and then spent another decade working separately. The various tasks that he performed for each different job prepared him to do absolutely everything needed to run our own business except ride, and that is exactly what he does for our business — everything but ride. And I mean everything.

Interestingly, our life together has been divided by fate into time frames that coincide with a ten-year span. Our first ten years together we spent learning how to live together, enjoy each other, and learning the many things that one had better know how to do in order to run their own horse business. Between us, in that first decade, we learned how to manage a farm, manage animals, manage people, some rudimentary psychiatric skills, juggle money when there wasn't enough, on top of learning how to maintain equipment, train horses, and attract and keep clients. Somehow, we just knew when it was time to head out on our own, and off we went.

Our second decade we spent learning how to work together, which never was much work at all, luckily, since we each continue to have separate jobs, responsibilities, and areas of expertise. We learned, frankly, how to succeed on our own, both in business and in the showring. We learned how to envision a program, and move it toward fruition, with the help of many great clients dedicated to breeding and developing great horses. One of the many things that we both love about our life as we enter this third decade is that so many of the successful horses in the Trowbridge Ltd. show string are horses that we bred, trained, and sold for

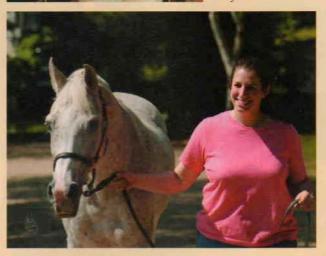
many of our clients, often to new aficionados of the Arabian horse. And last fall, after almost five years of searching for a place to really call our own, we bought this farm, the one that has always been the most



Barn Assistant Lara Wytak



Assistant Farm Manager Patrick Cyr Operations Manager Tracy Sera

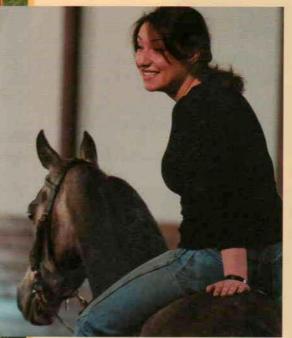


beautiful to us when we came home after looking all over the country for property.

LESSONS FROM GEESE

So, that brings us to today, who Trowbridge's, Ltd. is, what do we do, who we do it for, and the biggest question, what keeps us from weakening? A long time ago, the lessons on a random page in a magazine illuminated our vision of how we wanted to do business, both with the people that work with us, and the ones we work for. The group of people who "are" Trowbridge's, Ltd. today might just be the standard of excellence in a long line of people that we've been fortunate to have at our side, and they can be found anywhere within the column that needs strengthening at any given time.

The man with the most longevity, and the most versatility, is Patrick Cyr, Pat's right-hand guy and assistant farm manager, with us for almost ten years, I think. Patrick left a life as a chef because he had a desire for the outdoors and







Trainer Lindsey Knight

hard work, and he found it with us. Adept at maintenance, fence building, foaling, machines, breeding, tire changing, truck driving (he can drive forever if we leave him alone in the truck with his cigarettes and coffee) and horse shows, and even willing to lend a hand in the training barn whenever we need help getting to the end of the day, Patrick does it all with a smile, attention to detail, and the very best effort possible.

Several years ago when I was unexpectedly looking for a new assistant trainer, someone gave me Tracy Sera's phone number and told me to give her a call because they thought she might be ready to come back to the horse business. Tracy had worked for years managing an area Arabian farm in Massachusetts before going to Ohio to work for Stachowski's. Life had brought her back to the Northeast and her family, but the horses were calling her and she was ready to get back in. Her background and true expertise is as an operational manager; when she interviewed me (everyone who knows Tracy will recognize that this is true), she was quick to say that she was not a trainer and had no interest in being one, but would do what she could to help out while we found someone for the job.

It took me two more years to find the right new trainer, and a lot of successful horse shows, training, and lessons proved that she could certainly do whatever job presented itself, and do it well. Now that Lindsey has joined us, Tracy has time for her true passion, managing us, the office, the clients and all the horses to a T. To try and describe the many things that Tracy takes responsibility for would be impossible; suffice it to say that she's there for the horses and the people, and that it's going to be done RIGHT! She stills works in conjunction with our longtime friend and office manager, Pam Jones, who, even though she moved on to manage the books for the Bridgewater Village Store, still keeps ours in line by doing the billing and keeping us out of trouble.

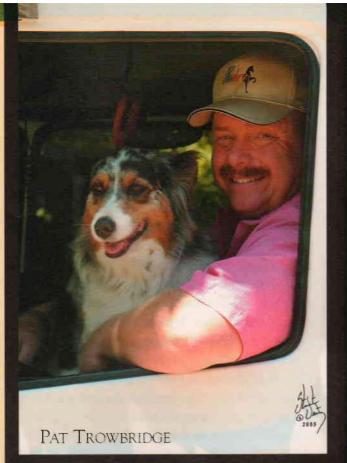
We sold Lindsey Knight her first Arabian horse back in 1991, when she was a wee pippin. She went on to be one of my most tenacious, thoughtful, and successful students throughout her youth career before she headed off for college and a degree in psychology at Skidmore. While she was there, she not only pursued her passion for saddleseat riding with various Saddlebred farms in the area but learned a whole new equestrian sport playing polo for their very successful college team for four years. After graduation, Linz headed south, where she ran a successful lesson and training program for two years for a private farm before joining Joel Kiesner for another two years as assistant trainer.

Lindsey has always been an immediate member of our family, and has spent every summer with us for ten years. I'm not ashamed to admit that I begged her to come "home" last fall when she was thinking about making her next step. Her addition as trainer has brought me a valued compatriot, an exceptional horsewoman, and a teacher with the same passion as I, as well as a whole new viewpoint on training and coaching, and a much-needed real background

in human psychology. To try to describe how exciting a time this is for us both is impossible, but I'd urge you to get to know her; if I don't mind saying



The ever-cheerful Miguel



Every farm, every horse trainer, every wife for that matter, needs a guy like this.

"They call me 'the anchor'," he says, referring to his role as ground person in the horse breaking process — a role requiring the ability to "read" a horse instantly, quick decision making and corresponding lightning reflexes, all combined within a quiet, calm, confidence-inspiring demeanor.

But Pat Trowbridge is more than just an anchor when it comes to the breaking process. He is part of the bedrock that forms Trowbridges' Ltd. His skills keep the farm running efficiently and permit Mary to focus on her primary job of training horses.

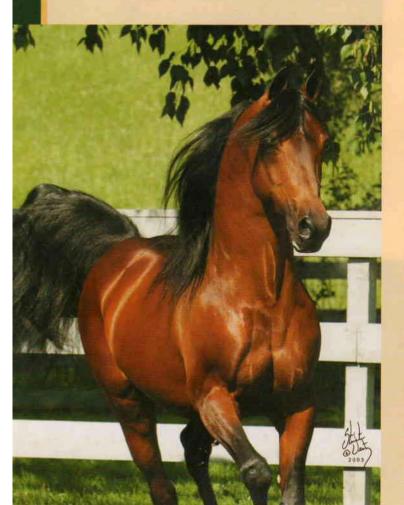
A background in cattle breeding, a business he describes as even tougher than the horse business (hard to believe, isn't it?), has made Pat a shrewd manager of the farm's resources. His duties are wide ranging and never ending, but "that keeps it interesting," according to Pat. A partial list of functions he performs includes: collecting stallions and shipping semen; facilities management; upkeep of trucks and trailers; mountains of paperwork — billing, show entries, etc.; purchasing hay, shavings, and feed; show set-ups; interacting with clients and "railing" for them and Mary at shows.

What does he get out of it? "I like it," comes the response. During the rare leisure moments, Pat takes off through the countryside on the Harley Dyna Wide Glide motorcycle Mary bought him for his 40th birthday. Even better, sometimes Mary rides with him.

Yeah, they're the real deal - a team.

so, she is quite something, and destined to make her mark in the Arabian business for years to come, hopefully right alongside of us forever.

Our team is completed by our apprentice trainer, Nicole Spinella, who joins us each summer to learn the ropes of the horse business while she pursues her college education. A naturally instinctive horsewoman with a knack for both training and teaching, Nikki said it all after a recent, very competitive class at the Buckeye when she met me at the outgate saying, "That was so awesome — I can't WAIT to be a horse trainer so I can go in classes like that." It made a special impact on me, since it was a competitive enough class to make me consider the possibility of changing professions. And we're most fortunate to have our great Ecuadorean gentleman, Miguel, who caretakes our horses and works alongside us all, sharing the same attention to detail, dedication and love of the horses that we have ourselves. None of us can imagine how we ever got along without his hard work and smile, and evenings usually find him wandering the aisles feeding out the carrots left behind from the previous day's visits.





Do we look like our horses too? Or is the process to the prize the real prize?

And that's us, but whom do we do it for? Now there's the crux of the story of why we don't weaken. You know how people look like their dogs? The visual resemblance is, hopefully, a stretch, but I have a theory that the Arabian horse attracts owners with the exact same personality traits. Passionate, smart, and sensitive enough to sometimes lead the ignorant people to label them flaky, hardworking (to the point where every task must be just a bit more difficult than it actually is), capable of great endurance, and most important, versatile, kindhearted, and devoid of real malice. The people that make up our business today are a fascinating, eclectic group of individuals with great hearts and a wish to be friends and support each other, and us, through thick and thin, as well as to be good at whatever they do. They are doctors, lawyers, (no Indian chiefs that I'm aware of yet), retired world travelers, accountants, Episcopalian ministers, Marine Corp colonels, moms, career horsewomen, undertakers, bankers, high school students, children's book writers, actresses; it goes on and on. And what brings every one of us together is the love of the Arabian horse, a passion for excellence, and the pursuit of the art of horsemanship.

"What better breeding stallion could we be associated with than National Champion Junior English Pleasure horse, The Firelord, who combines the beauty of Afire Bey V with the athletic ability of Barbary+++, who incidentally spent a good part of his youth at this very farm." The Firelord is owned by Dan and Merrilee Lyons and stands at the farm in Bridgewater.





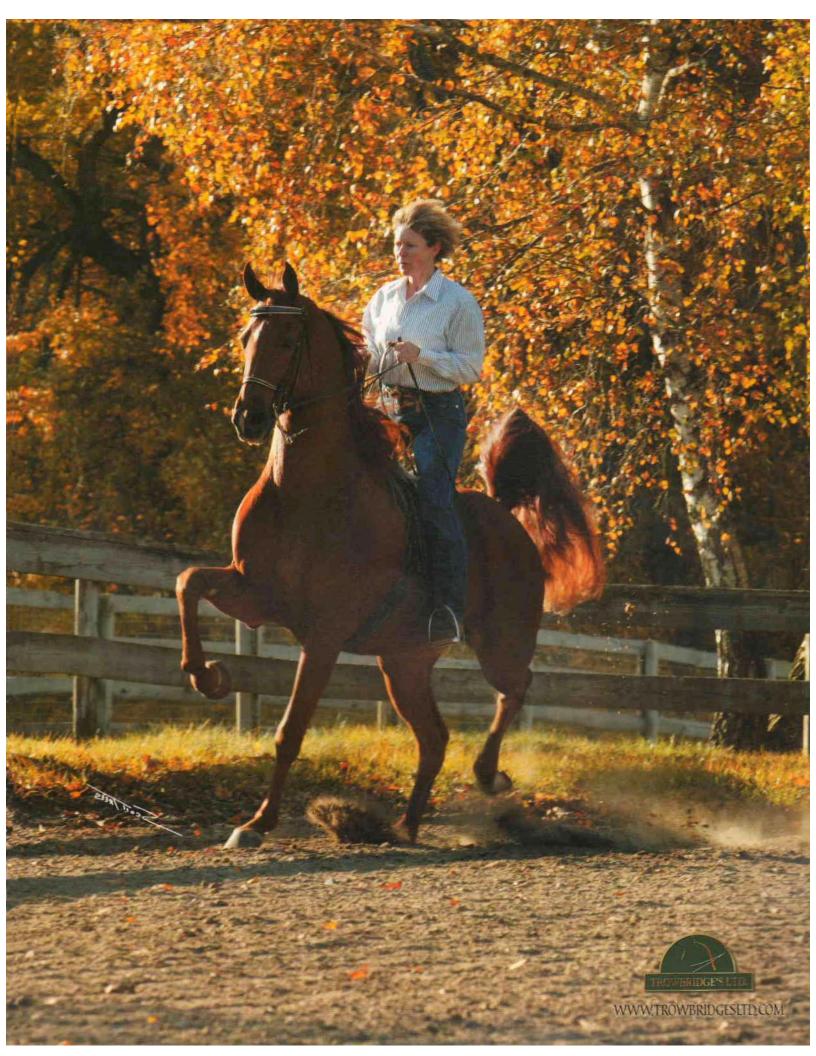




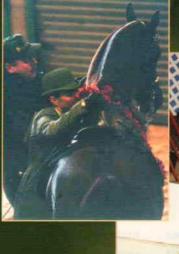
The prizes that each person pursues here are unique, and multifaceted. Often people come to us in search of showring titles, but just as often we have people that come to us just to enhance their horsemanship or to learn how to ride from scratch. One client used to fly back and forth for years from California to ride and show with us, only to find that the more she came the less she liked to leave. Seven years later, her horses, her birds, and she drove across the country to set up shop nearby to pursue a lifelong passion of immersing herself in her riding today, that same show horse is a constant trail companion, and continues to educate her as she prepares for new showring mounts. Lifetime friendships are built here that endure long after the horses and take people far beyond just weekend acquaintances. Last year we had our first retreat weekend, where everyone got together to kick off show season with reiki, a sports psychologist, and some physical training pointers, as well as a bit of massage and energy work thrown in. Commitments and money allow them.

Saturdays at the farm are comprised of a whole group of people talking, laughing, and petting barking dogs in between riding and taking lessons. Our clients all support each other, even when they compete against each other in the ring (not so easy to do, did we talk about how competitive the Arabian horse is?), and often come just to see each other and join the party, usually the night before for dinner with each other (which are all separate stories unto themselves), staying late into the weekend in order to have time for their friends, their passion for learning, and their horses.

But don't get me wrong. We also like to win, and when it comes to showing, we all work darn hard at it from morning through night (and beyond). But more importantly, every one of our clients embraces the horses, first and foremost. Their needs, their personalities, their health and well-being, the entire process of what it takes to produce a healthy, happy, well-trained horse, as well as to be an accomplished horseman and a master of the showring. The people that make up our business today are all dedicated to enjoying the process to the prize, not just the prize itself, and we are ultimately all learning that, in fact, the pursuit of the prize is the most rewarding part. I love to learn. At least, I love to learn about things that interest me (which I could never find in school or college). If there is one thing that keeps both Pat and me from weakening, it is the knowledge that there will always be something that the horses, their people, and this business will have to teach us, no matter how long we do it. Today, I feel like I've spent twenty-five years learning how to learn, and that I might be on the cusp of finally becoming a good horse trainer, with a lot of help from people like Lindsey, Nikki, Tracy, and Miguel, and a whole host of my peers who never hesitate to share their knowledge. And I feel like I'm finally gaining enough insight and support to learn how to satisfy my mother's desire, and everyone else who's entrusted their dreams and hopes to us over the years. Pat and I are looking at this next decade with such excitement, and such gratitude for the people that have decided to join us in this adventure and the beauty of the horses and the place that we live in. It truly is a great life, full of beautiful, talented horses and the people that love them. If that doesn't keep you strong, what can?



To Mary and Pat—the people who have helped make our dreams come true. From long lines to roses and beyond...Nobody does it better. ~Love, Susie and G.T.



HALF~ARABIAN COUNTRY ENGLISH PLEASURE OPEN AND AAOTR 40 & OVER

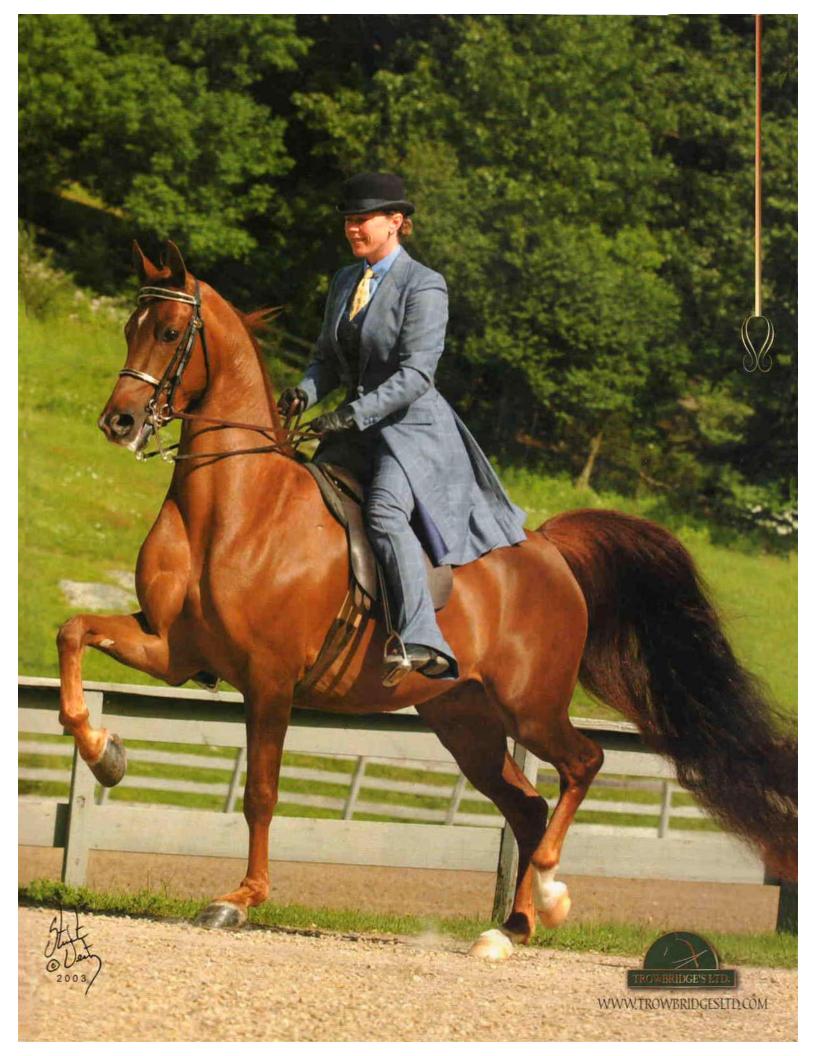
with Mary Trowbridge & Susan Schramm



A Major Fire x Harlem's Bluebelle

NATIONAL CHAMPION

Owned by
The Schramm Family
Shepherdstown, WV



Afire Bey V x Berry Shaklana V



Available for purchase

Country English Pleasure Open and AAOTR 18-39

with Lindsey Knight & Nicole Spinella

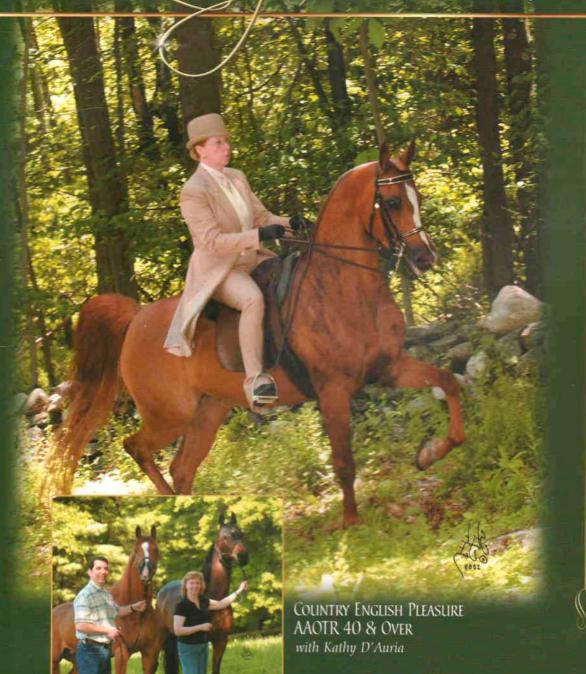
NATIONAL CHAMPION

State of the Champion of th



AUTUMM

REGIONAL CHAMPION & NATIONAL TOP TEN Afire Bey V x Autumn Flair (by *Eter)



Ken, Autumn Lily, Kathy and SA Fancy Free

Owned by Ken & Kathy D'Auria Manchester, CT Afire Bey V x Northern Empress



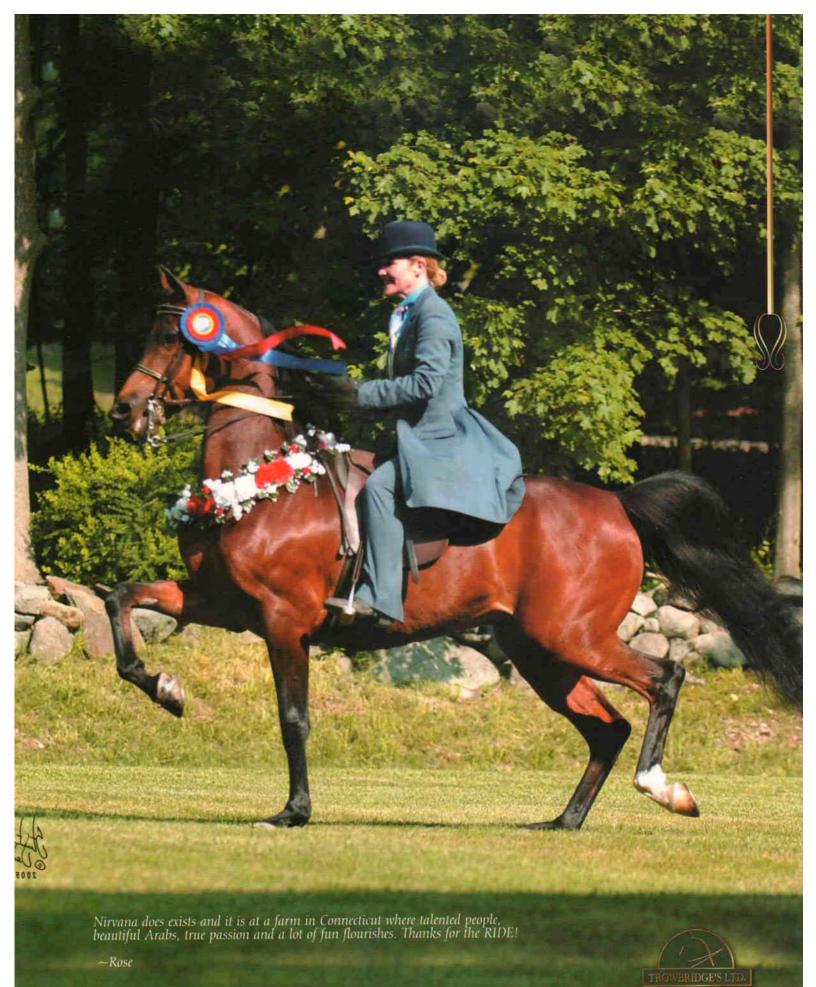
HALF~ARABIAN
ENGLISH PLEASURE
OPEN AND AAOTR 40 & OVER

with Mary Trowbridge & Rosemary Fitzgerald

NATIONAL CHAMPION

THE GREAT

Owned by Dr. Rosemary Fitzgerald Darien, CT



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BLICKEYE & REGIONAL CHAMPION

BRTAKEA ANGCE

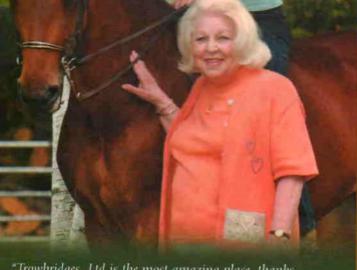


with Mary Trowbridge & Megan Fleishman

VP Ibn Hask x Dixie Chick



Owned by Dee & Frank Frey Williamson, NY



"Trowbridges, Ltd is the most amazing place, thanks to Mary, Pat, Dee and Frank for everything!" ~Meagan

"Pat and Mary are the greatest! With the best staff, a beautiful horse and irreplaceable barn friends, who could ask for more?"

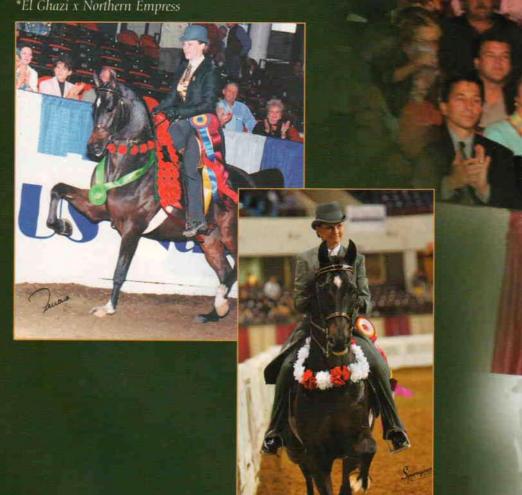
*El Ghazi x Northern Empress

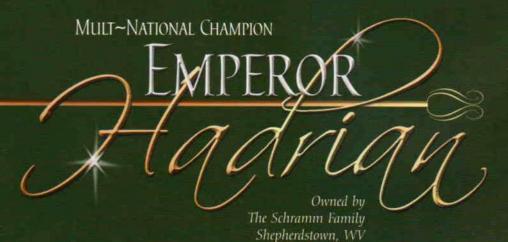
HALF-ARABIAN **ENGLISH PLEASURE** OPEN AND AAOTR 40 & OVER

with Mary Trowbridge & Susan Schramm

To Mary and Pat-Our heartfelt thanks for friendship, sportsmanship, and for the mutual love and appreciation of this great horse. We're learning to ride the best from the very best.

~Love, Susie and G.T.

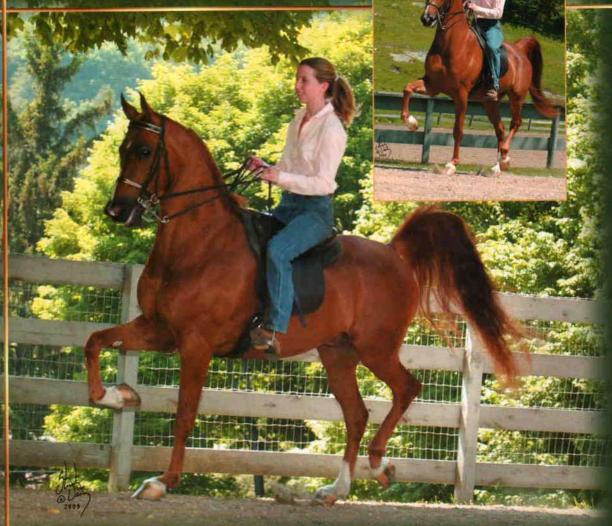






Available for purchase

MI Kaborina x MI Kaborr



JUKE BOX

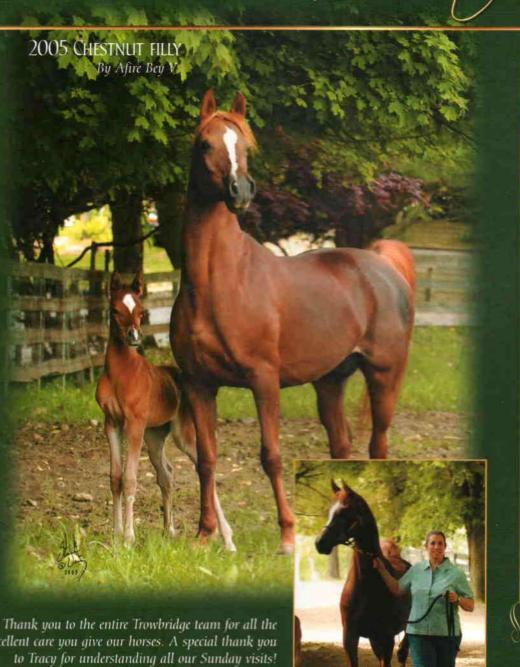
HALF~ARABIAN COUNTRY ENGLISH PLEASURE JR. HORSE

with Lindsey Knight



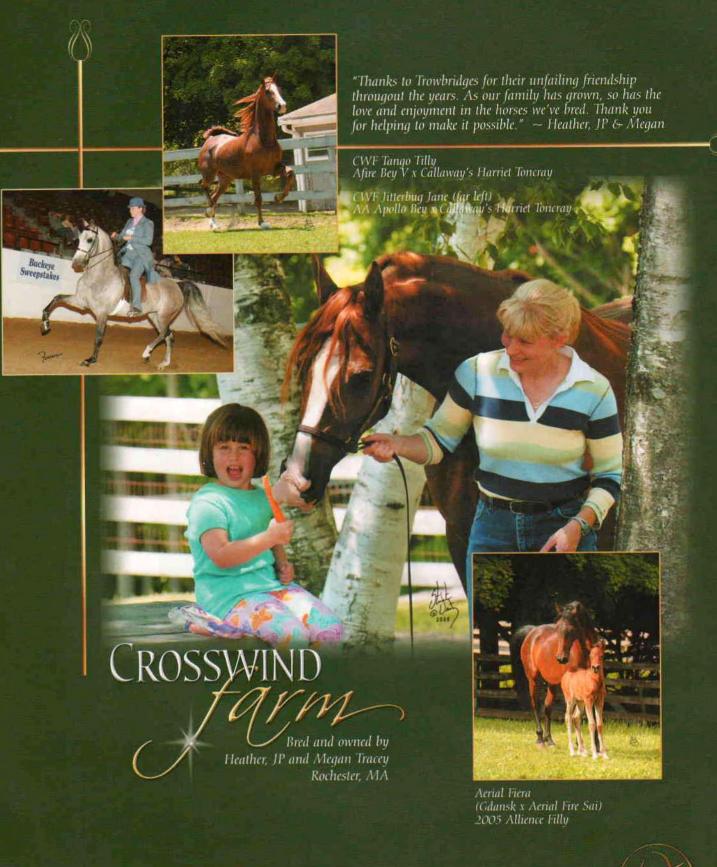
WWW,TROWBRIDGESLTD,COM

NATIONAL CHAMPION Legacy Of Gold x Ciara Bey



excellent care you give our horses. A special thank you

Owned by Vince Sarno & Family Southbury, CT





"People who don't understand horses say "get a life." Hey, I've got one, and I LOVE it!!!
There is something for everyone in the Arabian world. So, go for it! I love my horses. They keep me sane, they give me affection, they brighten my day and they forgive my imperfections." ~Lynda

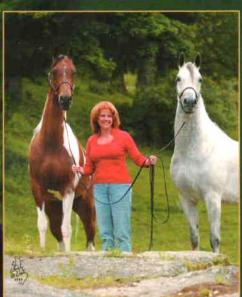
NATIONAL RESERVE CHAMPION Huckleberry Bey x Balashaklana V Owned by Lynda Clifton

Danbury , CT



COUNTRY ENGLISH PLEASURE AAOTR 40 & OVER with Linda Conish





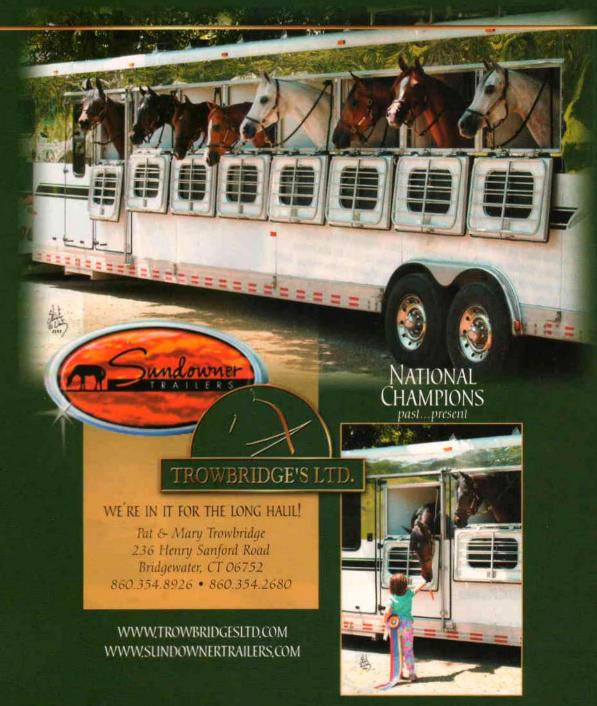
Owned by Mark & Linda Conish Pineville, PA

SI rinke



Thank You Sundowner.

WE'VE GOT SO MUCH RIDING ON YOU!



...and future!