

TDN Q&A

Earlier this month, the Ocala Breeders' Sales Company in Florida announced that longtime employee Tod



Tod Wojciechowski

Wojciechowski (*pronounced woe-ja-HUS-kee*) has been tabbed to replace Tom Ventura as director of sales. Ventura is assuming the role as OBS president when Tom Chiota leaves the post June 30, 2012. The 45-year-old Wojciechowski, a Cornell grad, has been involved in the Thoroughbred industry throughout his life. He agreed to sit down with the *TDN's*

Lucas Marquardt recently to answer some questions about the future of OBS, the Thoroughbred industry, and the rivalry that first drew him to the sport.

In your new role as OBS's Director of Sales, what are some of the things you'd like to do to help the company move forward?

First, Tom Chiota and Tom Ventura have done a great job. I look forward to continuing their efforts working with sellers to offer quality horses for buyers. I also think technology is going to have a larger role in the future as to how we market our product, both to buyers and sellers, and in providing pertinent information in a real-time fashion.

It seems like there has been a stabilization of the commercial market and perhaps even the beginning of a rebound. What's your assessment of the market in 2011, and where do you see it going in 2012?

I would agree that assessment, and believe we will continue to move forward in the same fashion in 2012.

The Florida breeding industry was particularly hard hit by the downturn in the market. Are you seeing evidence of a rebound in the state?

I am certain the Florida breeding industry will experience a rebound. Breeders in this state have always done a tremendous job of proving young stallions and producing quality racehorses. I am confident that will continue in the future.

How long have you been with OBS and what are some of the things you've worked on previously?

I have worked with OBS inspecting horses for the last 10 years. For the last three years, I have also assisted with horsemen relations and visiting horsemen at the tracks, mainly in the Midwest. I have also helped with sale-day operations.

You have a background both buying and selling. Can you talk about your Thoroughbred background a little bit--how you got into the sport, your move to Florida, etc.?

I have been involved in the racing industry for the better part of my life. My first job was walking hots at Atlantic City Race Course when I was 9 years old. My father was a track farrier, and my mother trained horses. We lived in Florida, traveling to tracks during the summer. When I was in my late teens, my parents began pinhooking yearling to two-year-olds, and continued doing so up until just a few years ago. After college, I began working at a number of tracks on the front side, the last as publicity director at Tampa Bay Downs in 1990. Although I enjoyed working in management, I missed the action of working directly with horses. I traveled to Texas in the summer of 1991 with a string of horses, and met my wife there. My first pinhooking venture was in 1992. A buddy of mine put up the money for two short yearlings, and I provided the sweat equity. We made money on both horses, and I was hooked on the auction game ever since. Most of the good things in my life have happened because of this industry.

OK, here are some rapid-fire questions to help TDN readers get to know you better...

Age: 45

Birthdate: 4/20/66

Birthplace: Perth Amboy, NJ

Current residence: Currently I live in Texas, but moving to Ocala on the first of the year.

Favorite racehorse? I have two. Affirmed and Alydar. I can remember standing in the grandstand at Atlantic City Racecourse, watching their Belmont dual, and was mesmerized.

Favorite sports team and/or athlete? Lifelong Miami Dolphins fan--although it's been a little lean lately. Favorite athlete: Bo Jackson.

Last good book you read? Blink, by Malcom Gladwell.

Favorite meal? Chicken fried steak.

If you weren't involved in horse racing, what would you be doing? Definitely something with horses.



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