

AskAnnie: Episode57 – Hamely’s Woodrow Star

Annie Kennedy: Hi everyone. This is the AskAnnie podcast, horse girl reviews on products you use

This episode is brought to you by Hamley's. Hamley's America's oldest Western stores since 1883 Hamley's has been known to deliver world-class saddles and quality handmade Western craftsmanship. You own a piece of the old west when you buy a Hamley saddle, tack, chaps or other Hamley articles, visit the Hamley Western store at hamley.com or on Court and Maine in Pendleton, Oregon.

Hamley's is now owned and operated by the Confederated tribes of Umatilla Indian reservation. Hamley's, the legend rides on. Well, thank you for joining us today Woodrow, would you mind telling us a little bit about Hamley Western store came up?

Woodrow Star: Sure. Um, Hamley Western store, uh, opened up, uh, officially 1905 and, uh, by the, Hamley brothers and they have a prior history.

Uh, their, their folks came over from England, uh, and, and, uh, they were in the, uh, harness business in, and of course in, uh, the 1800s it was, everything was horsepower. And those times. And then anyway, so, uh, uh, they started out back east somewhere. Uh, I forget where, and, uh, the younger, uh, brothers, uh, decided they wanted to move up west and they went out to South Dakota.

They started there. That's a big farming area right on the Minnesota, uh, North Dakota border. And then, uh, they moved further, further west into, uh, uh, southern, uh, Washington southeast Washington. And, uh, they open up a shop there and they survived a fire. The business, burned up in the late 1890s. And then, uh, they started again and it finally, it burnt up again.

And so it was in, uh, 1905. They moved to, uh, south here to Pendleton and then they, uh, Uh, bought this corner right here opened up their business here in the corner where we're presently located. And, uh, like I said, they were into the harness business, you know, because, uh, there was a lot of, uh, transportation, uh, by horses with wagons and like that, even though back east, it was, uh, you know, it was the turn of the century.

They were, they had electricity and, uh, carts they still, uh, were using horses. It's kind of a transition period. And then, uh, but out here, uh, farmers were still using, uh, uh, horses to, uh, pull combines and, you know, plow up the ground to, uh, plant their crops. So that was the main business. It had a small factory that, uh, but, uh, maybe 14, 15, uh, individuals, leather workers, and, uh, these leather workers were doing all kinds of things downstairs.

And then as the, uh, the more modern times, uh, were arriving into the, uh, 1920s and like that they, uh, people, farmers were buying, uh, tractors and, and, uh, they didn't need the horses for the farming as much. And then the wagons, the trains had, uh, made it out here. So they didn't need the stagecoaches that, uh, that, uh, used a lot of team horses.

So that, that part of the, uh, harness business was getting phased out real, real fast, but they still in this area, we're in the middle of livestock country. So a lot of sheep herding, a lot of, uh, uh, cattle, cattle business going around and a lot of grazing areas, not every, not every, every piece of ground was good for farming.

So we're, we're kind of what they call the high plateau or kind of a high desert area. And they were situated, uh, right next to, uh, our reservation. Uh, uh, we have a Umatilla river flows through our reservation and right flows right through town. So it's called a, Umatilla reservation and then, uh, there's several reservations around here.

And, uh, this is, uh, this area, the Cayuse Indians, uh, my tribe I'm a Cayuse Indian we're, we're known for the abundant horse horses that they had. And they were one of the prime, um, providers for the horse market for pulling those, uh, uh, wagons and, and, and still you can, uh, past the 1900. they were still using horses back on the east coast and they were using them for inner city, uh, carts and apple carts and small carriages and goldmine or coal mines.

They used the horses to go down underground. So there was still a, that type of a market here. So horses were still being moved out and, uh, the, uh, big transition went into the saddle market, uh, and, uh, anything saddlery, uh, having to do with the saddle market and, uh, starting, uh, late 1910 into the twenties. And then they started keeping track of their, uh, uh, records of all the saddles they make.

And they, uh, kind of, uh, took a spinoff from, uh, Ford motor company where they had that assembly line. So they could, uh, make a saddle in three days here. And, but like I said, they had one guy, all he did was cut out pieces and all another guy did, uh, one guy, all he did was make the, uh, cinch parts and the other guy made a harness.

Uh, I mean the head stalls and the reins for the bridle. And, uh, we had a guy out in the backyard. He made, uh, bits and spurs and, uh, one guy would, uh, carved the leather and another guy would put another on the saddle. And so, yeah, it just, and the parts usually were already, uh, cut up and, uh, just stored there had, uh, Ron squirts square skirts and, uh, different, uh, sizes of, uh, uh, parts, main parts.

So when the, uh, When you, when it come time to build this specific saddle that he didn't have to take all day long to cut parts out and stack them and get him wet and let them dry. And all of that, although things it takes to make a saddle. So that, that was, uh, and then that kind of start to, uh, die out.

And we were looking at the records, uh, reviewing the documents that we have on a computer. And it was up until the mid 1930s. That going into the 1918, uh, I think 1926 or somewhere in there when they started, uh, keeping records. And there was, uh, already by then over 11,000 saddles, they had made up to that point.

So they were doing, uh, pretty, uh, pretty good business. And then, uh, and that just transitioned as the use of a horse kind of, uh, diminished as far as livestock is concerned and the ranching business kind of start changing and becoming more modernized and like that. So they didn't need that many horses, but then the rodeo business, uh, competition took off.

So there was two saddles, two saddles that came out of that. There there's a, I don't know all this there's 50, 60 different types of saddle trees and, uh, different variations, but all of that, uh, out of all those subtle trees two styles came up that had been invented here at Hamleys. One was called a Wade tree.

And, uh, usually around the country, it's called a slick fork. There's no swells on, uh, they don't bulge out from the side. And then there's one that called the association Hamley association. And that that's a result of the rodeo, uh, because, um, in all the different rodeos these cowboys would come with their own saddle.

And, uh, they had real enormous, giant swells that would hold them in on, uh, on a bucking horse. And so, uh, they said, well, that's not fair to all the Cowboys. So there was four, uh, rodeo, uh, companies, uh, uh, Pendleton, Walla Walla, uh, off the top of my head. I can't get the other two Cheyenne rodeo in Wyoming.

Oh, I can't get that last one. Anyway, they got together and they voted. And then they they ask Hamley's to, uh, develop, uh, a saddle we have a tree called Llewellyn tree, and it had the big swell, but they were straight across. And so they modified it in several different sizes. And then everybody voted how big a cantle should be how big swell, then they figured on a 12 inch

swell that should hold a cowboy in. And then, so Hamleys built for these four, uh, associations. They built the three trees, a 13 and 14 and a 15. And that's what the cowboys had to ride in. And of course, cowboys are lot skinnier in those days. They are not big like me. So they, so we came to ride one of the rodeos.

You had no choice, but to ride one of those saddles. So that later on, they made this, uh, these cowboys uh, start bringing their own, uh, they come to Hamley's and they buy a saddle. And, uh, but they had to be association saddles if they were going to ride in one of these, uh, association rodeos. So that kind of became generic across the country.

So there's been all, then they wandered into a roping saddle and all kinds of variations on it. Uh, the skirt that changed, uh, uh, they get all types of, uh, different carving and stamping and like that. So Hamley's was, uh, synonymous with, uh, northwest type of, uh, trees and like that. So the tree variation, those two trees have, have kind of made it back, headed back east, towards Texas.

And so you'll see a lot of variations on the, on the, on the weight tree and on, on that association, but they were, they were, uh, invented here at Hamley's so that kind of our claim to fame and that as far as, uh, Salazar, and then of course, uh, it used to be called Hamley Saddlery and we were noted for our saddles and then anything that had to do with, uh, lifestyle, horses, chaps, um, uh, breast collars the head stalls, bits, spurs, anything that could do with, uh, uh, getting on a horse and, and, uh, working livestock.

And there's there, there were, it became two different styles with, uh, uh, saddle. Exterior of a saddle, they start doing more, uh, carving. He used to do it used to be all stamping and a stamp is just one set design, and they just whacked out all over that and they wouldn't do it

carvy. And then it would do the carving where they take a knife and they carve a floral design in it.

And it takes a lot longer to make, uh, floral designs that make, uh, put animals on there and they start getting into the trophy business. And so there's a Hamely's got some real exotic looking saddles that they, that they made on those, uh, two saddle trees. So, uh, yeah, that's kind of how their history, they went along and boy, after a while, it just kind of died out for awhile, uh, saddle making, um, uh, they started making, uh, like golf club bags here, anything that had to do with leather, leather belts and like that.

And, uh, that, that phase kind of. Uh, you know, uh, a business venture, you've got to try everything to stay in business. And, uh, so that didn't work. So they're all, but they always stuck with the saddlery saddlery equipment. And then, uh, then they start getting into the clothing and then hats and boots and like that, and added that into it.

And that's kind of where we're at today, then we've uh, and it's gone through ownership in October of '05 that's when Hamley's reopened again. So, uh, I got hired on as a uh, saddlery repairman. I worked with, uh, Monti Beckman. He's the one who hired me. And, uh, Pauly Pierce was the boss at that time over to the silo shop.

So, yeah, it was a, uh, a real education for me. All of these things that I've, I've explained, uh, I learned it in the timeframe digging around in the basement. They've got stacks and stacks of old pictures and records and, and, uh, just, uh, digging through those things and just, and then being a repairman we've got all these old saddles that would come in.

And then, so I looked back and I looked at the saddle number and, and I had, uh, I'm a retired police officer and, uh, I was a supervisor at several, uh, tribal police departments. And one of my job was to organize records. So I, I organized all the Hamley records here on the saddle, buy a year buy, uh, no numerical and, and by the alphabetical order.

And then I would look up a number on a saddle that came in, I would see who made it. And then, uh, so it just kind of give you some more information on these fellows and the technique that we're using. The majority of the saddles that I worked on, uh, uh, come from, uh, in the forties and the fifties people were bringing them in

and, uh, they all made the saddle makers were making, putting the saddles together, all different underneath them. The outside looks the same, but underneath that have a different amount of leather, different amount, some of them had an all ground seat, all leather ground seat some had the metal plate in it, but it was all high quality, uh, workmanship.

The leather was shaped thin and it'd have another layer on, and then that would be shaped in, I didn't understand. Why do you have so many, a little just shave it right the edge, right down to a feather to nothing. And then they cover it again and then develop the ground seat. So, and then that was a kind of a forte of a Hamley saddle.

And a lot of people didn't didn't understand when they bought a Hamley Saddle, why it felt good when he sat in it just like a, you know, a bicycle feels sometimes you get a good bicycle

seat and sometimes a bicycle seats they don't fit you. So it's that, it's the shape of that kind of a little triangle there that you put into the saddling, or you sweep up a seat and shave it and, and build that in there.

So that would be, they all did it. They all did it a little bit differently. And then they would cover it up with a big old thick, giant piece of leather. And they used a pretty much herman oak was, uh, was the primary, uh, leather that they use for all their saddles and we still do today. That's all we use. And it's a number one quality well there's

I think there's a couple other, uh, uh, leather companies in the United States and, and, uh, some of them when we're, uh, Herman Oak is not available, we'll get one of those other guys to, uh, give us some, uh, American made leather because of the, the, the tiniest they, uh, tannings process that they use, with veg tan they don't use no chemicals.

And like that when they were tanning the leather. So you get a real good, thick, high quality it's tanned all the way through. Cause sometimes, um, I remember I was buying some of that. Uh, I don't mean to make fun of, uh, any other, these, uh, some leather coming out of Mexico, but I bought a, at a, at a discount through, uh, one of our national, uh, leather stores and, uh, in the middle of the leather that a little thin white line and that's rawhide, and you can't have that when you're, when you're, you're trying to cut through and you want to have a nice, smooth cut, and all of a sudden you get to that, then your leather, your knife takes off at a wrong angle and gets, can get rugged.

So yeah. Yeah. You stick with the best, the high quality stuff. And that last years, you know, we got some here that, uh, there's been passed on to generations. People are bringing in saddles that belong to their grandfathers. And the saddle is like a car you always got to change your tires and your battery.

While a saddle, you always got to change your saddle strings and your sheepskin. You take care of your saddle all the time, keep changing and sheepskin and keep putting new strings on there. And then that's a sign of a somebody taking good care of her style. So the saddle lasts longer and the saddle strings will get rotten could be dangerous if it, you know, or tears whatever, there's certain parts to a saddle that need a constant change. Sometimes like a sheepskin. You need to change, uh, uh, every, uh, 10 years where, where if you're riding a horse, you know, uh, just in a summertime or if you, you know, it depends on your riding habits, that kind of varies, but, uh, we're really fortunate.

Um, like I mentioned earlier, our reservation is real close by. We took part our, our tribe took part in the auction that occurred in August of 2019 in Portland. And we were fortunate to, uh, put in the winning bid for Hamleys and, uh, it's been, um, profitable, uh, except for the saddle shop. We're still working on it.

Uh, still trying to find ways to, uh, we still make saddles the old way, but we're trying to find ways to, uh, use, uh, some modern methods that we're not, we're not taking any shortcuts on quality. You know, the quality is always going to be there, the handmade, uh, how you put in a ground seat and everything that's always going to be there.

We're never going to change that. And that's all, we it's always been a lot of saddle makers, uh, famous, uh, saddle makers, uh, around the country, uh, in the Northwest. Got their start here, you know, the, uh, And, uh, we're really proud to be associated with them because they stopped by it and they, uh, they give us, uh, helpful hints and yeah, I did it this way and I did that way.

And then, you know, little, little tricks of the trade, you know, when you're making things hand made and they all had their own, uh, every saddle maker has all his own tools. And then, uh, we're the same way. You know, my, my son is a saddle maker here and, uh, I made saddles for a while ago, I kind of got handicap with my arthritis that, uh, crippled up my, uh, my wrist and my, uh, knuckles, but it's hard to do any, uh, real good carving in, I still do it, but that's not the quality it used to be.

And, uh, I will say it's not Hamley quality, you know, we, we, uh, we have some high standards when it comes to a quality, we can do stamping. And then, and like that, you know, do a basket stamp, but when it comes to floral, we were pretty choosy about, uh, what it looks like what the finished product's going to be like. A long-winded!

Annie Kennedy: No, that was, that was great. And you mentioned this a little bit, but why are such high quality standards important? Um, to Hamley's.

Woodrow Star: Sure. Um, other than the reputation that we developed, uh, that been developed before we even, uh, purchased a place there that Hamleys owned it when the brothers owned it, you know, and that was the one thing that they, uh, they really, uh, emphasize was, uh, doing, uh, quality stuff, not taking any shortcuts, using the best leather, using the highest quality, uh, metal products, you know, uh, Uh, getting a real good quality steel and, and, and like that it's really hard to come by and it's more expensive and lately, uh, some of it hasn't been available.

So the ones that, uh, we use, we're coming out of Boise Foundry in, in Boise, Idaho, and they shut down in April. It's always a search and you always want to look ahead and, uh, and like that. That quality of steel stainless steel that, uh, that comes out of China it's not available now when we can get it, but we have to get it in a roundabout way.

It comes to, uh, one goes to another country then to another country, then to a vendor in the United States, then from the vendor, he'll announce that he's got some, uh, the rigging steel or the bits and a real high quality steel and product that, uh, we can use for saddlery and they'll make it available

until he sells out. So it's kind of a iffy thing. You're always on a constant search for, for that, because you want to maintain a quality. We can put some regular, uh, iron stuff in here to it's cast iron or something, and it'll wear rust. It'll uh, you know, you, you don't want to damage or injure the rider, you know, the saddlery, uh, fails at some point.

Uh, of hidden defects and like that. So we want to, uh, and you kind of kind of developed, uh, uh, certain vendors that, that deliver us. They know what we're looking for, or what our past saddle makers, what they were. And they're really choosy guys, you know, and I tease

them a lot. I say, oh, you got a bunch of premadonnas, you know, but yeah, they're, they're they go after that quality, they look what it takes to make up

high quality product. You know, it's not a factory saddle, you know, most factory saddles they don't the, they don't have the high quality, uh, materials that we use. Uh, and they, they use lesser quality to take shortcuts, you know, and, and, uh, uh, in their products, like, like when you put the seat on a saddle, we, our saddle is just one whole great big, giant piece, but you look at most of these factory saddles

there are two pieces of leather sewed together, and then after about a year, if you ride it in the rain, one side will stretch out on you and oh, bad. So, you know, where you, where you choose your leather off that, that side, the thickness, the quality, the suppleness stretchability if it comes from the neck, if it comes from a rear end of the cow or from the middle of the back high up.

So there's like about four different qualities of leather in one big, giant piece, 24 square feet that you got to choose from. And it takes two sides of leather to make one saddle. So, uh, yeah, you gotta really be careful. You gotta be choosy where you cut the leather off from and then how you lay it in and you can ruin a piece of leather.

You know, it'd be making a saddle horn you got to use a certain type on the top. And then on the bottom, it's a different, different piece of leather from the same hide. And then all of a sudden you tear it loose all you got to start all over again and then, uh, but you want to get it right? Get it good.

You know, so a lot of the customers maybe, uh, they might not understand it, but, uh, tell you somebody that rides, uh, horses every week, moving livestock and checking cows. Like that you'll, you'll feel the difference and you'll realize the difference four or five years from now. You know, when you start riding it, you're not riding it.

He's not changing saddles every two, three years, you know, you still got the same saddle, so yeah, that's uh, so that, that all of that mounts to quality, you know, and then we try to maintain that. Even if the person doesn't understand why it's so expensive and you know, it's a \$4,000 saddle and, and, uh, you know, what, what goes into making it and what, you know, what we price up.

But later on, they'll realize, you know, what kind of a product that they purchased, you know, in the long run.

Annie Kennedy: Yeah. And just the longevity of the product in itself. What, what would you say you enjoy most about your role at Hamley and Co?

Woodrow Star: Uh, you know, uh, I have a lot of my relatives out here on the reservation say

oh, you're supposed to be retired law enforcement. Why are you still working and jeez . And I don't tell them that I can't believe it, that I get paid to play with leather. I love leather. I wear, my dad used to, uh, he was a horse buyer. And, uh, so we'd go out, he'd be looking on

a, a special horse and, and then he'd see a, uh, guys, saddle was torn, our harness was torn, and then I'd go get his little toolbox and he'd repair it right there on the spot for these guys.

And I kind of pick that up, you know, and then he wouldn't charge him for that kind of stuff, but he good at good getting in good graces with, uh, a horse owner that he was done, a schemer on, on, you know, but then at the same time, my dad he'd give a horse a way and some kid. Some people would come and were looking for a horse and you'd make me go catch a horse and then give it, give it to those people, take it to their house.

And so make sure that everybody had a horse if they want one. So yeah, I grew up around those horses and just, uh, being around horses and being around, uh, uh, leather and, uh, doing things with the leather and helping people, a lot of people come in and, uh, they just need a little thing. Get either a strap repaired.

And takes 10, 5, 10 minutes to do that then it's just more or less visiting with them and BS and then telling them stories. And then, uh, getting, uh, do that work with leather. Like I said, it can't believe that you're paying me to do this. I'd have done it from nothing.

Annie Kennedy: That's awesome. That's awesome. Well, and what can a listener expect when they visit Hamley and Co or use a Hamley product?

Woodrow Star: Well, uh, purchasing, like I said, uh, and I can only speak for the saddlery and then any, anything that has to do with saddlery they're going to, uh, get a high quality, uh, piece of leather that that's, uh, been a form that's been handmade, that, that, uh, if it's been stamped, it's going to be, uh, any, any of our, uh, bad stamping bad carving gets rejected.

We got a box with a whole bunch of mistakes in it. And, uh, so we're good. Uh, they're going to get something that, that, that, uh, going to look good on her feet. Gonna look good on their chaps when they wear their chaps. Um, they'll look fancy when they ride a horse, you know, and the horse is going to feel good when he sits in on one of our saddles and we have a guaranteed.

And, uh, if, uh, if the saddle don't fit your horse of causes a problem Bring it back, you know, we'll, we'll, we'll take it back. Um, it's not clear cut and dried, but there there'll be exceptions. You know, you always want to make sure that, uh, it's, uh, we're doing a good deal with that. Cause you always want to make sure the customer is satisfied with the saddle or maybe you don't like his bit or it's, it's hung and hangs.

Cause not every horses made exactly the same. Every back is just a little bit. The back might be a little bit wider or, you know, and, and, uh, we try to stick with, uh, a generic, uh, semi quarter horse trees. They're kind of wide get them too wide. It's going to be like a mule saddle, you know, and then that'll be, it we'll be shifting sideways up and down.

So you want to get it to a certain, uh, width. And, uh, the majority of today's horses are a quarter horses, so that it'll fit most of the quarters horse backs. Then all you need to do is, uh, put a, um, put a blanket on, start out, maybe thick blankets in the mid, in the morning. And as a horse, because the horse back will change by the middle of the day.

You ride them all day. So you can take the extra saddle blankets off and get blankets in saddle blanket. And then that way you don't get those sore spots on your horse, you know? And, uh, if you're, if you're a good horseman and you're taking care of your horse, you know, and that's gotta be foremost in your mind.

Yeah. I hate to see a guy's abuser, a horse and then blame the saddle you know, for their own carelessness. You gotta, uh, there's a whole, a gamut of, of, uh, being around horses and, and not just only saddles, but, uh, you know, understanding, uh, how you use a horse and all of that, that goes with it too.

So my, my son and I, and my son's a saddle maker, like I said, But we both worked cattle both work, uh, livestock out in the range. And, uh, we have horses and, and, uh, so we, uh, know and understand, uh, um, horses and working livestock and what it takes to ride up. And especially for our country, we're, we're, uh, in the foothills of the mountains and we had our cows up and, uh, up in the national parks and, uh, uh, we had a tribal herd at one time.

You know we, you got to get up, you ride a horse out, get your fencing tools and, uh, repair fence in the bushes. And then, so your cows don't get out onto private property. So it's a 24 7 job, you know, would they wake us up three o'clock in the morning and tell us, our cows are out, got a load up horses and walk and push them back in.

And, uh, so that's, that's how it is. So we understand that. And then that goes over it to, uh, when we're making a saddle cause we know what these guys are going to be doing. They're going to pay that much on a, a good livestock saddle, whether it's, uh, a swell fork or a slick fork. You know they, we know how they're going to use it.

And we know we want their horse to be all right with it. Yeah. Okay. I, I, I want the customer to feel that way, that they're getting the, getting the best that we can offer. You know, like I said, we, we, we got our word out there, you know, you don't like it, bring it back. We're gonna, we try to fix it. Or if we can't fix it with them, sometimes they bring their horses right in the back behind his door and we'll take that saddle off.

And we'll, you know, rub feel the back and see where, yeah. And then we'll say, all right, this is. Maybe if we might have to order a different tree for that horse, and then we'll do that, you know, and then get them treated. But then that's the bad part of it is that, that what are you going to do with that horse is

uh, 30 years old and he dies. And then what are you going to do with the saddle? You know, got to bury the saddle with the horse, but you know, you got a customer you want to make sure he's good, doing good by his horse and everything works out good for them.

Annie Kennedy: Yeah, absolutely. And you can tell that you, you really stand behind your product

so that's incredible. That that was all the questions that I had today. Woodrow, is there anything else that you wanted to talk about?

Woodrow Star: Well, I'd like to add that, uh, you know, uh, history of Hamleys with, uh, our tribe. Uh, of course everybody knows, uh, all the, uh, tribal nations across the country kind of, uh, got a bad hand when they, uh, dealt with them

and when their lands were taken away, And, uh, but there's been a lot of people that have treated us good too. And Hamley's was one of them, those brothers, they would have, uh, uh, a Hamley's Christmas invite the tribal members here. Now I remember coming here in the fifties and, uh, or in the early, you know, 53, 54.

And, uh, my grandmother should get her lease checks. They'd mail them right here to Hamley's. And then, so what we used to do was. Uh, she'd come here in a winter time in the summer and charge up clothes you know, cause we needed clothes and like that we would charge up, uh, things that we needed. Hats boots from my uncles and my grandfather and uh, buy those kinds of necessities.

Of course there were pretty cheap goods. Then we'd get to get her lease check for her week, check in a fall, right about Roundup time. So we'd come here. They're all round up and then, uh, she'd pay her bills and then, uh, he'd cash your check right here and you'd give her what, what, uh, and so that kind of, and he not only us, but a lot of our tribal members were treated pretty good that way.

You know, we weren't, we weren't, uh, uh, uh, singled out or separated from the, uh, from the bigger population. We're honestly, we're treated the same and that was good, you know? And so we've always had that, uh, depth of relationship with this business when the new owners opened up, I remember in '05 uh, the first thing they did was they wanted a tribal blessing.

Yeah, we did that. We, we, uh, we came in and we sang our tribal songs and we blessed the facility and the new owners and wish them good luck, you know, because, uh, we want to keep that relationship going with them. So I was real fortunate that, that we we won the bid. Because Uh, everybody, uh, locally was glad because we want to keep the business local because we know what goes in a product, everything, and, and these, uh, these other guys that were bidding on her, you know, billionaires out of, uh, uh, Seattle or Northern California, they don't understand the product.

They don't understand the profit and loss looking at a computer screen. You know, they don't look at what we look at. So you gotta, like, you gotta make sure you get the extra effort in there. Anyway. That's all I had. Appreciate it.

Annie Kennedy: I appreciate it too. Thank you for being on the podcast, Woodrow. Thanks for tuning in.

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