

OWNER'S BULLETIN

SEPTEMBER 2013



NEW ZEALAND THOROUGHBRED
RACEHORSE OWNERS
FEDERATION



PHOTO BY TRISH DUNNEL

OUR GOAL

TO IMPROVE THE ECONOMICS, INTEGRITY AND PLEASURE OF THE SPORT OF THOROUGHBRED RACING ON BEHALF OF ALL OWNERS.

PRESIDENT/MEMBERS COUNCILLOR'S MESSAGE

Neil Oldfield



Welcome to members and readers of this September edition of the "Owners Bulletin."

We can now farewell the old season and look back with pride at the recent successes of the New Zealand thoroughbred horse. We congratulate owners and the connections of award winning horses for the recognition bestowed upon them.

Again we can look forward to another season where some of these horses will continue to fly the flag with distinction. Of course there is always the expectation of new stellar performers to come and that's exciting.

May I wish all members and readers the best of luck for the 2013 – 2014 season.

Now I would like to talk to you about our Racing Integrity Unit which is pivotal in providing fair racing to all codes in New Zealand.

When Owners present their horses at the races or trials we expect to be competing in fair and equitable conditions of competition – drug free and for the races to be run under the Rules of Racing. These rules apply to all races, race meetings and all matters connected with racing.

The Racing Integrity Unit is an independent organisation, based in Auckland, charged with the management of integrity issues within the three codes of the NZ racing industry – Thoroughbred, Harness and Greyhound racing. Instead of one separate Integrity Department for each of the three codes, agreement was reached to form one independent body in 2011 making it one of the few jurisdictions around the world to have a tri-code integrity unit.

World class integrity systems have been put in place ensuring the maintenance of investment confidence in the racing industry. Racing must be fair, orderly, competitive and safe. Safety and welfare of the horses, dogs, jockeys and drivers is maintained along with the prevention of prohibitive substances to all racing animals. In all, the Racing Integrity Unit (RIU) aims to achieve organisational excellence.

As part of its testing regime the RIU, in addition to drug testing undertaken by the New Zealand Racing Laboratory, sends some post-race samples to several countries for additional testing.

The RIU is responsible for investigating and prosecuting breaches of the Rules of Racing and is funded entirely by the NZ racing industry.

A total of 34 staff members are employed throughout NZ with an approximate additional 85 casual swabbing officials and race day typists covering in excess of 1,100 meetings over the three codes each year. There are many other duties as well as attendance at race meetings including trials, workouts, cadets and stable inspections amongst others.

The RIU aims to provide enhanced protection for all those who invest in the industry.

Yours in Racing, Neil.

NZTR ANNOUNCE INCREASE IN PRIZEMONEY FROM 1 JANUARY 2014

This follows extensive consultation with race clubs and key stakeholder groups on the 2013-14 NZTR Funding Policy.

Minimum prizemoney for all races at New Zealand's top five race meetings, re-categorized and re-titled 'Iconic' meetings, will be increased to \$40,000 per race. These meetings are:

25 January 2014 – Wellington Cup Day at Trentham

1 March 2014 – New Zealand Derby Day at Ellerslie

October 2014 – Hawkes Bay Spring Classic Day at Hastings

November 2014 – New Zealand Cup Day at Riccarton Park

26 December 2014 – Boxing Day Races at Ellerslie

In addition, minimum prizemoney for all races at a further 15 Premier meetings, to be titled 'Premier 1' meetings, will be increased to \$30,000. A list of these 15 meetings is attached below.

Twenty-two current Premier meetings, titled 'Premier 2' meetings will be unchanged with minimum prizemoney at \$20,000. Five Premier meetings will revert to Feature status.

From 1 January 2014 minimum prizemoney for all Group 2 races will rise from \$85,000 to \$100,000.

Consistent with these top-end increases, minimum prizemoney for Feature Rating 75 and Rating 85 races will lift from \$15,000 to \$17,500.

Minimum prize-money for Feature Rating 65 races will lift from \$12,500 to \$15,000. These Rating 65-85 increases will be part-funded by Feature maiden races being lowered to \$10,000 (from \$12,500).

Special interest funding, including matched prizemoney funding for race clubs, will increase from \$100,000 to \$300,000.

In announcing these increases, Matthew Goodson, Chairman of the NZTR Board, stated:

"Since 2011, when our prize-money bottomed, we have put in place a programme to consistently and sustainably increase prizemoney each year. This has been enabled by the improving results of the Racing Board."

"From a per race average of \$13,758 in FY11, average NZTR-funded prizemoney per race rose 5.4% to \$14,503 in FY12, by 8.2% to \$15,687 in FY13 and will rise by a further 4.0% to \$16,311 in FY14 when the above increases take effect from 1 January 2014. This 4.0% average per race increase rises further, to +5.7%, when you include the full year effect of free entries from 1 March 2013."

"It is the NZTR Board's long-term goal to deliver a sustainable lift in prizemoney each season, while carefully investing in future growth. Based on expected growth in the Racing Board's distributions to the industry and the full year effect of our increases from 1 January 2014, a further uplift is likely in FY15."

PREMIER 1 RACE MEETINGS

In addition to minimum prizemoney for all races at New Zealand's top five 'Iconic' race meetings being increased to \$40,000 per race, minimum prizemoney for all races at a further 15 Premier meetings, to be titled 'Premier 1' meetings, will be increased to \$30,000, as follows:

1. 1 January 2014 – New Zealand Herald Christmas Carnival New Year's Day Races at Ellerslie
2. 18 January 2014 – Telegraph Day at Trentham
3. 26 January 2014 – New Zealand Bloodstock Karaka Million Twilight Meeting at Ellerslie
4. 8 February 2014 – International Day at Te Rapa
5. 5 March 2014 – Barfoot and Thompson Auckland Cup Day at Ellerslie
6. 8 March 2014 – Diamond Day at Ellerslie
7. 15 March 2014 – Wellfield New Zealand Oaks Ladies Day at Trentham
8. 29 March 2014 – Oaks Manawatu Sires' Produce Day at Awapuni
9. September 2014 – Hawkes Bay Plate Day at Hastings
10. 4 November 2014 – Melbourne Cup Day at Ellerslie
11. November 2014 – Mile Day at Riccarton Park
12. November 2014 – 2000 Guineas Day at Riccarton Park
13. November 2014 – Counties Cup Day at Pukekohe
14. December 2014 – Captain Cook Stakes Day at Trentham
15. December 2014 – Waikato Cup Day at Te Rapa

NZ Racing Board unveils plan to set racing on track to growth

Making investment in racing animals more appealing by increasing returns to owners has been identified as a vital step in growing the New Zealand racing industry.

In its Statement of Intent 2013-16, the New Zealand Racing Board has locked in its plan to deliver increased returns to racing, as well as national and amateur sport.

Achieving that overarching goal has placed the onus on the NZ Racing Board to drive a higher surplus from its TAB betting operation, creating the flow-on effect of increased stakes money, better returns to owners and, as a result, greater investment in thoroughbred, harness and greyhound racing.

"The owners of racing animals are essentially at the start of the industry supply chain," said NZ Racing Board Chair Glenda Hughes.

"Therefore it's imperative we make the ownership of racing animals more appealing by growing returns to owners through increased stakes, which are, in effect, the 'wages' of the industry. To achieve this we have set the primary strategic goal of increasing distribution to the three Racing Codes by growing profit, including gaming, to between \$160 million and \$180 million annually by 2018."

Allied five-year strategic goals are to increase betting turnover by 30% from new products and markets domestically and internationally, with operational efficiencies to achieve a cost-to-income ratio of less than 30%.

Profit growth has been relatively flat from 2007-12, demanding a more ambitious approach to the setting of profit targets, said Hughes.

"For instance, we expect to deliver \$6.6 million more in net profit in 2013/14 (to \$149.1 million), compared to the 2012/13 forecast. Given profit growth has been relatively flat in recent years, with a net profit of \$127.3 million just one year ago proof of that, the targets we've set in this Statement of Intent represent a step-change for the business and the industry."

Although the NZ Racing Board's strategic goals for the racing industry are set in the context of a five-year horizon, its SOI 2013-16 also comprises three-year operational performance targets.

"To achieve our goals for the industry, we have developed operational imperatives and initiatives to support the strategic goals for industry growth," said Hughes.

Ed note – The NZRB Statement Of Intent (SOI) can be read on www.nzracingboard.co.nz

Ed Note – We recommend Owners wishing to know future prospects of stakes rise read this document.

EIGHT NEW ZEALAND HORSES MAKE INTERNATIONAL ELITE STATUS

A record eight horses trained in New Zealand have achieved international elite status in 2012/13 by recording an international rating of 115 for their peak race performance during the season, and will be included within the ranks of the world's best horses for 2012-13.

These were Ocean Park (122), Dundee (121), Mufhasa (118), Veyron (118), Nashville (116), Sacred Falls (115), Final Touch (115) and Sangster (115). It is pleasing to see that six of the eight horses recorded their peak rating performance in races conducted in New Zealand.

Ocean Park and Dundee are both rated within the world's top fifty thoroughbred horses in 2012-13.

EDITORIAL NOTES

Neil Miller

I drove down to the Waikato recently and the country looked great. We have an early spring in the north. I went to see the Waikato Stud stallions' parade and they looked magnificent too. The real purpose was to catch up with Gary Hennessy, part owner of Ocean Park, our NZ resident Owner of the Year. Gary has been interviewed by all and sundry but he kindly and patiently sat and gave us some insight into his and the great horse's journey.

There is a lot of policy stuff in this issue and you may have read it in other publications. But we feel it is necessary to ensure members are informed so they may make their own judgment about the future prospects of racing.

We have given 'LA Sam' an extra ½ page this time to say thank you to Little Avondale Stud for their support. But it's an interesting copy as well and it gives us an insight as to the plans and endeavours of a thoroughbred stud.

Then we have Catriona Williams and her CatWalk Trust and the epic Kathmandu trek. This is about raising funds in a very hard way that is not for the faint hearted. They do it by challenging themselves in the extreme to show their dedication to a cause and thereby raise funds in the serious intent to make possible, 'that people in wheelchairs may walk again'.

A recent announcement from CatWalk says it all.

TOWARDS TRANSLATION CAPACITY BUILDING INITIATIVE GRANT AWARDED

The Spinal Cord Injury Network is pleased to announce Dr. Gila Moalem-Taylor based at the School of Medicine, University of New South Wales, has been awarded the Network's "Towards Translation Capacity Building Initiative" Grant. Funding of \$320,000 will support Dr Moalem-Taylor's new collaborative project "Modulation of gap junction channels for the treatment of spinal cord injury."

Dr Moalem-Taylor's research is part of a Trans-Tasman collaboration between Australian researchers (Dr. Moalem-Taylor and Dr. Catherine Gorrie) and New Zealand researchers, Professors Green and Nicholson, and Dr O'Carroll, from The University of Auckland.

We must be mindful that riding horses especially in the thoroughbred context is a very risky activity. Our last issue showed jockey Jo Rathbone in a determined mood on the front cover. Now, from a bad fall causing multiple fractures, Jo is painfully considering her future. We wish her a speedy and full recovery.

Waikato Stud who have built to a large holding at Matamata and a powerful Stallion Roster have supported us by taking up the back page. We welcome them and we are sure that owners will give that line up careful consideration.

Gary Hennessy opined to me, that seeing these stallions had come off Australasian tracks their

progeny had a better chance to be suited to local conditions. Also the older sires like O'Reilly and Pins have proved themselves and are now legendary in Asia.

Speaking as an owner the fact that a horse can come off an Australasian track and be your 'pot of gold at the end of the rainbow' allows you to dream.

It's much harder if your horse is a colt but with the Waikato Stud business model here it's not impossible.

The principles the Chittick family have established and maintain are to be applauded. Owners can dream that if they are fortunate enough to have an Ocean Park or a Rock 'N' Pop its potential can be extended on these shores.

I have said in the past that I would refrain from pushing my views on racing matters in these pages as I know that many readers are far more knowledgeable than I am. However I have been moved to write an opinion piece on the Owners experience "My Hobby Horse"

**See what you think and let us have your opinion.
Contact me Neil Miller neilandjeannette@yahoo.com**



OUR COVER
Ocean Park gamboling at Waikato Stud ready to start stud duties.

NOTICES

Counties Racing Club's Westbury Stud Karaka Classic Meeting Saturday 21 September 2013 At Pukekohe Park And The Annual Owners Function

This event, which the Counties Racing Club holds every year, is a wonderful opportunity for the club to say thank you to all those owners who have supported our race meetings throughout the preceding racing season.

The 2012 function was attended by around 300 owners and this year will be huge with the race day now being held on a Saturday so please don't forget to RSVP upon receiving your invitation. We need that for catering arrangements.

The function will be held in the Oaks Room where you will be able to have a complimentary ham carvery lunch along with discounted house beverages.

During the afternoon, beside the super live horse racing action, there will be some great spot prizes to be won as well as a chance of winning the service fee to Cecconi that Westbury Stud have kindly donated. The NZTROF will be also giving away 2 free season memberships to a couple of lucky attendees.

This feature day of racing at Counties Racing Club will bring together the perfect day of horse racing with the listed Westbury Stud Karaka Classic for Open handicappers over the 1600m distance for a stake of \$50,000. That was won last year by the good mare Cong'er for her local connections.

We are sure the 2013 race will once again gather together a nice field of middle distance horses all getting ready for their summer of racing.

NOTES FROM THE REGIONS

AUCKLAND ADVICE

Neil Miller

Our Auckland Association is again taking a race name sponsorship on Counties Racing Club Westbury Stud, Owners Day on Saturday 21 September. Last year's winner of our race was Just Got Home owned and trained by Megan and Rudy Liefing.

A newsletter will be sent out soon to Auckland members to book for this popular event. We advise all our Auckland members who have raced a horse at Counties in the last season to accept the Counties invitation so we can make best use of our entitlement.

Karen Blanchard of CRC advises, "After a successful 2012/2013 season the Counties Racing Club is looking forward to the 2013/2014 season and this all started with the New Zealand Spinal Trust Race Day which was held on Saturday 10 August 2013 where we raised in excess of \$12,000.00 for the NZ Spinal Trust".

The Auckland Owners Association AGM will be held on Sunday afternoon 6 October. Notice will be mailed to members.

WAIKATO WORDS

Jenny Cowan has been away in Australia for her annual 'warming' so we have dedicated her space to the late Jim Campin's acceptance speech for "Outstanding Contribution To Racing Award." This was delivered by his son Mark Fraser Campin at the recent NZTR Annual Horse of the Year Function, held in Hamilton.

"It is a great thrill to be recognised by ones' peers to receive this award and to know all the hard work behind it was very worthwhile.

It was said to me many years ago the most successful thoroughbred studs were built around a great mare that established a successful family within that stud.

Back in 1964 Ngaire and I were married and had just a couple of horses in training and we thought we could win the NZ Derby with one, but that horse broke down in his final gallop.

So with little material to race I approached my mother to ask if she would lend us 1,000 pounds to go to the yearling sales to buy a nice filly. Mum agreed and off we went to Trentham and while Ngaire plaited manes and tails to earn money, I studied every filly in the catalogue. My final choice was a filly by Fairs Fair out of Rag from a good Okawa family. She came into the ring and I thought she was mine at 1,000 pounds but then Joe Bromby, who had earlier success with a foal out of Rag, bid 1025 pounds.

This was above our limit but I then hoped Ngaire had enough cash with her manes and tails for me to make one more bid of 1,050 pounds. Moments later she was ours.

We named the filly Mary Poppins and with top class speed she became a leading two year old. At stud she proved a wonderful broodmare establishing a family of group one winners.

Three years later a friend Ewan Cameron, for whom we had broken in some horses, approached me with \$8000 to invest in a nice filly and asked if I could find one that we could race in partnership. Soon after that J.G. Alexander put a Le Filou filly from the Cinna family on the market for \$8,000. The next day I rushed down to Wanganui to see her. She was a lovely type but like so many Le Filou's a bit straight in the front legs. All the way home I argued with myself – pedigree and good looks versus straight front legs. Five minutes before our option ended I phoned and said yes we would take her.

Six months later, now named Kind Regards she won the Great Northern Oaks and then at stud produced the wonderful racehorse and sire Vice Regal and his sister and dual Railway winner Valencia.

Continuing to potter around with just a few of my own home breeds, we had an incredible

season in 1989 led by Phillipa Rush sweeping all before her in her two year old season. We only had two three year olds in training with Phillipa Rush continuing on her winning way for the first half of the season. Then our other three year old Domino took over by winning the N.Z. Oaks followed by the A.J.C. Oaks, still the only filly to have won the major Oaks of both countries.

What a season!!

Our good luck continued a few years later when Emerald and Hero combined to win the One Thousand Guineas and the N.Z. Two Thousand Guineas in four days.

Since buying the two fillies back in the sixties everything we have raced we have bred. Many of these were rejects of the yearling sales.

To be honoured by New Zealand racing with this prodigious award is the major highlight of my life.

I thank those two wonderful fillies Mary Poppins and Kind Regards for their contribution to the development of Chequers Stud.

I also must thank Ngaire for her hard work beside me for the first 20 years developing the Stud. Jim Campin.

HAWKES BAY HAPPENINGS

Tony Lyndon

The John Bary trained No Excuse Maggie won her 7th race and took her earnings to over \$200,000 dollars when winning at Hasting in July. Raced by Wairoa farmer Howard Jones and his wife Kay with a syndicate of 14 others, she was purchased at the 2007 weanling sales for only \$2,500.

Two other Hastings owners were also successful at the meeting with Bally Heights raced by chemist Bary Smyth with the I See syndicate winning the steeplechase and Bay Dancer raced by Herby Wong and a syndicate of 6 winning the maiden.

Waipukurau owner trainers are having a great spin at the moment, and Intransigent kept the ball rolling when winning the \$40,000 Kiwi Fruit Cup for Kirsty Lawrence and her syndicate of 6. He then followed this up by winning the \$80,000 Taumarunui Cup. This now takes his earnings to over \$216,000 from 8 wins for the 14.3 hands high gelding.

Sea King won his 8th race and 5th over hurdles when winning the Sydenham Hurdles at Riccarton after having won the Hawkes Bay and Waikato Hurdles. He is raced by his breeder Sue Harty with Otaki trainer Rachel Frost and Aucklanders Chris O'Reilly.

Paul and Carol Nelson with Christchurch trotting trainer Tom Behrns could have a jumping star in Kings Deep who won his 3rd race out of 4 starts over hurdles when winning the Toyota Hurdles at the Pakuranga meeting at Ellerslie.

Brer won his 2nd hurdle race on end at the Te Aroha meeting for Peter Grieve, son Doug and daughter Kath. Peter bred Brer out of the Corrupt mare La Fox who is a grand daughter of the 9 race winning mare Braless, whose victories included Group 1 N.Z. 1000 Guineas and Group 3 A.R.C. Owens Stakes twice. Peter also races Chapinta in partnership with Barry Thomas and the High Chaparral mare won her 5th race from 13 starts at Te Rapa. A half sister to 3 times winning Group 1 Sangster she will be a valuable broodmare especially if she can add black type to her resume.

Fernhill farmers John and Colleen Duncan race the talented Kapsboy with Waikato's Ada Parnwell. Kapsboy a half brother to Fleur de Lune (flower of the moon) won his 3rd race from his last 4 starts at Te Rapa in the rating 85, 1600 metres. It was his 4th win from 13 starts.

The Bi-Monthly Trophy for June/July has been won by Kirsty Lawrence with her good stayer Intransigent.

Another Cup for Intransigent



WANGANUI ROUNDUP

Rosie Hackett

A New Season has begun. Good Luck to All Owners we hope your dreams come true.

The month just gone saw the Grand National Meeting at Christchurch and the Myers Team were to the fore. Their horses were flying and so were their riders. Jo Rathbone rode her 100th winner over fences on Kruse, a huge effort. She is a lovely rider with a work ethic second to none and a legend. So sad to see her crash at Ellerslie and its sad her injuries will take a while to heal.

Kayla Veenendaal has been going well and to win the Grand National Hurdles at her first attempt, on Mahanadi for Mr. Vela ONZM. Was outstanding. She is flying and credits her success to Kevin and Jo for all of their help and advice. Then Lisa Whelan won on Kick Back to

give the girls a great day. They continued to Ellerslie and were going well till Jo fell on Sea King, and watched her partner Simon's horse Snowdriptwinkletoes win the Pakuranga Hunt Cup.

At Christchurch Taurus went a mighty race in the Winter Cup and ran a great second. He is so honest.

Ginner Hart, who is looking great will gallop between races with O'Fille at the Wanganui races, then he heads to Hastings for the 1200 metre Open that he won last year. He has done heaps of work and a bit of travelling so he will be ready.

O'Fille looks great too and is working really well as she always does. Wayne Marshment has a nice filly by Brilliance who is getting stronger

all of the time, and Lucky Spur is back as bright as a button.

Paul Belsham has Bright Glow looking bigger and stronger than ever and he is loving his work. He went well at the jumpouts and will be forward when he starts. Flash Man is going well, he is improving all of the time. He is a big strong boy. Zumba looks great, she is a lovely big mare and Mrs Mac is also looking great and working really well.

The Bull team has Nashville ready for the Spring; hopefully the tracks improve for him. He is a really special horse and will be up with the best. We have seen the programme on Trackside and he looks awesome. The team also has some nice young ones by Alamosa ready to do something soon.

MANAWATU MATTERS

Allan Fenwick

Our Gazza has been wonderfully consistent since resuming racing in May weighing in on all 8 occasions with 2 wins and 6 minor placings. Bred by racing stalwarts Cliff and Betty Condren, Our Gazza is from their successful winter performer Car Park Flyer, herself a winner of 9 races. Sharing in the racing ownership is long time friend W.D. (Bill) Skelton and former racing writer, broadcaster and TAB Director, Mary Mountier.

Horseman and current Committee member of the Association, Alister Good is currently not in the best of health. Alister was an apprentice at the same time as Bill Skelton and forged a lifetime friendship with Bill and Nella Skelton from those times. Best wishes to you Alister.

One of the racing's long time administrators and Association life member, Charles Pearce called it a day at the beginning of August. Starting as timekeeper for the Foxton Racing Club in 1966, Charles was elected President for a 3 year term in 1975, followed later by over 30 years as Secretary to the Club. A staunch advocate for Foxton, Charlie was awarded a QSM in recognition of his contribution to many charitable causes in the community, including hundreds of honorary audits. He has worked long and hard to ensure that racing continues at Foxton. Kathy's Crown, the first horse that Charles had a share in was a winner and through 3 further generations of that first horse, Charles has enjoyed raceday success. Well done Charlie and thanks for your contribution to racing.

It is also pleasing to hear that the Foxton Racing Club is now planning to commence racing again on their course in January, 2014. Fire damage to the grandstand which has taken years to resolve with the Insurers and District Council has meant that racing on the course has been suspended since late 2011.

Awapuni trainer Mike Breslin had a number of his promising young horses step out on new campaigns on the first day of the Hawkes Bay Spring Carnival. Salamanca, a winner of his only 2 starts as a two year old finished a meritorious 2nd and will have part owners Garry and Janet Harris and Peter Gillespie looking forward to the upcoming 3 year old races. The consistent Mighty Matt also turned in a solid run for 2nd. Raced by partner Tineke Balcombe, he has weighed in at all 7 starts this campaign.

Colin Mowbray and his partners enjoyed a nice win at good odds when their lightly raced Riodora, trained by Peter Larmer, won in the hands of Chris Johnson at the Levin Racing Club's meeting at Awapuni in late August.

Murray Deans and John Tannahill and their partners were delighted when the Michael Pitman trained Barberry Roze gained her second win on the middle day of the Grand National Carnival.

Manawatu sportsman Gerald Haddon had a nice win back in July with Kennys Chance which is trained by Tracey Collis at Awapuni.



Road To Rock – Vestvagoy colt (ex Victory Dance)
sold to Australia for \$20,000

SOUTH ISLAND SPECIALS

Fiona Hurst

Despite our sunny days the Local Association is still in the midst of our Winter Points Series. Due to finish at the end of August, the Series winning Owner and Placegetters will each receive a cheque for their horses' efforts. It will be presented at our Annual Awards evening to be held on the 12th of October, 2013. We have secured a fabulous guest speaker who is no stranger to New Zealand racing, Mr Mark McNamara.

Other happenings in our local area have been the Stallion and Stud Tour at the end of July. As a preview to the South Island two year old sales, members of our Association were privileged to get a sneak peek at local progeny that would be for sale in August. Willow Glen, Pear Tree Farm and Three Valleys all had some impressive types of two year olds on show and stallions from Belmont Park including D'Cash, Onceuponatime and new arrival Patapan.

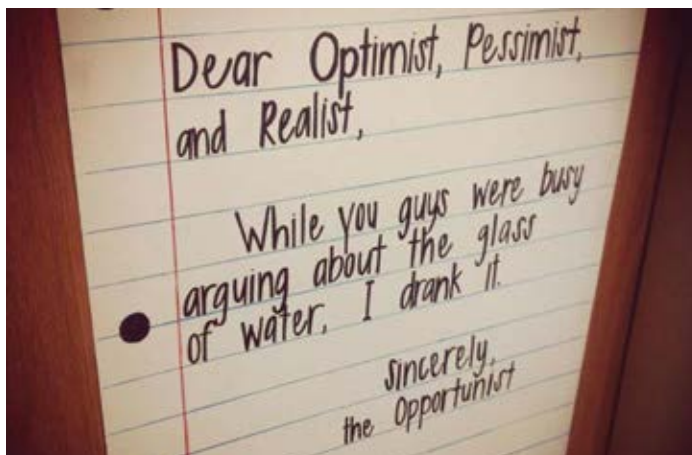
Anna Miles and Michael Simpson from Pear Tree Farm had success with their draft selling all four catalogued lots. Two of these, a Tavistock gelding and a Keeper filly, were purchased by lower South Island Trainers so it will be interesting to see these horses trial and or race in our local area.

Mike and Barbara Cooney had Minstrel Court progeny for sale and they have definitely been stamped with their fathers' good looks. Four colts by Minstrel Court sold and if any of them stay in New Zealand to race it will be an exciting time for the young sire.

Stewart and Sue McGiffert of Three Valleys at Otaio had a mixed sale though a highlight for them would have been a lovely Road to Rock filly that sold really well.

New beginnings next year see the sale of two year olds in August move to a warmer month of April so vendors will enjoy a little less stress of trying to prepare winter coats.

The dogs are barking – things might not be as bad as you think...



OTAKI RACETRACK DRAINAGE

For the past two years surface water pooling in one particular area on the course proper at Otaki has caused issues particularly during the winter months of racing. A substantial drainage project was needed to ensure ongoing racing in winter for the future.

The Otaki Maori Racing Club was fortunate to receive funding in part from the Department of Internal Affairs Racing Safety Development Fund. The fund was originally set up by Winston Peters, when Racing Minister, and allows Racing Clubs to make application purely for racing safety projects.

The \$80,000 project has now been completed and the 'healing' process of the turf is taking place.

On Wednesday morning 28 August senior jockeys Darryl Bradley, Jonathon Riddell, Hayden Tinsley and Rosie Myers each galloped horses on two separate occasions on the course proper. The gallops were witnessed and then the surface was inspected by NZTR Venue Inspector Gary Foskett and Stipendiary Steward Neil Goodwin. The all clear has been given to race horses on the track. The Club is now preparing for the first raceday on the course for the new season on Thursday Sept 5th with the Mitavite Spring Start Raceday.



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ED NOTE

Note from John Allpress of Maneline. "We recently received notification from our partner (Kerckhaert) distributor in the UK with a letter from the British Racing Authority that confirms the Safety Trackz conforms to their rules of racing.

The design concept started here in NZ and is now being used in other markets yet we still fail to see the full benefits to horse and rider here. Beats me!"



STUD CHAT WITH SAM September 2013

We are enormously proud of the farms achievements last season. In Xanadu and Viadana we were one of only two breeders in the country to breed more than one individual Group 1 winner and to acquire a stallion of Nadeem's quality and then see him have such a great season, headed by two individual Gr.2 winners and another Gr.3 winner, capped things off.

Last season's effort will be hard to beat but locally the likes of Xanadu, Viadana, Kekova and

Survived look capable of bringing us some more recognition, while in Australia last start nine length maiden winner Flawlessly and the Cox Plate nominated Keyarna Blue look very promising.

The common denominator - the LA brand.

Our first foals are jumping round the paddocks. Highlights so far include the first foal from the Gr.1 placed Aspal, a Zabeel filly; an Exceed And Excel colt from Pin Up Lae - a daughter of Caulfield Cup runner-up Laebeel, and the first Nadeem foal born on the farm, a filly from Just Diamonds.

Our Ready to Run Sale horses have begun their preparations with Paul Shailer and the Lyndhurst Farm team. They include full brothers to Viadana and the multiple Gr.1 placed sprinter Kay's Awake.

I was delighted to see Kris and Paul Shailer purchase the Per Incanto-I'm Samantha filly from us at the South Island Sale. Already in their brief training career the brothers have shown a knack for finding and developing talent from the yearling sales and as a breeder you want to see your youngsters get every chance.

Its great news regarding the stake money increases; a great way to start the 2013-14 season.

LA is sponsoring the 3YO race on Day 2 of the Rush Munro Spring Carnival at Hastings and we really look forward to seeing some of you there.

Sam



NADEEM REDOUTE'S CHOICE - CANDIDE



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STALLION	STAKES WINNERS	2013 SERVICE FEE
DARCI BRAHMA	10	\$40k
PINS	9	\$37.5k
NADEEM	8	\$10k
SNITZEL	8	\$49.5k
NOT A SINGLE DOUBT	6	\$33k
O'REILLY	4	\$60k



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TOP OF THE WORLD



1000km cycling from Lhasa in Tibet to Kathmandu in Nepal with a wee 103km adventure off the main route into Everest Base Camp. That sounds like fun? Ironically it was for 3 tetraplegics and 12 AB's (able bodied) cyclists!

On 14th June 2013 an ad hoc team of enthusiastic intrepid cyclists embarked on a journey to get three spinal cord injured handcyclists to Everest Base Camp and create a world first. The altitude challenge was an unknown and despite hyperbaric training with the RNZAF and lots of intense preparation there was no real way of knowing how these bodies would cope.

The unknown ended up being our friend... I'm sure if any of us had fully understood what we'd signed up for with Ann Young from Trekking Adventures the team of 15 would have diminished considerably.

We cycled for hours on end up mountain passes over 5000m and were lucky enough to enjoy the views of the Tibetan Plateau at it's very best despite it being monsoon season. The enormity and vastness is inexplicable and makes you realise how jolly small you are in this world. We passed houses made of dried cowpats, children wearing chaps so they could deal with bodily functions at a whim, countless dogs scrounging for food and lots of yaks.

We camped for 14 of the 28 days on tour and realised that camping with a wheelchair is totally possible... not easy but not as bad as some of us had feared before leaving the comforts of NZ. The Kathmandu condom, an orange sleeping bag proved to be the best purchase of the trip keeping a body, that can't regulate temperature, warm and toasty every single night. We actually preferred the camping to the tea houses as we knew exactly what to expect... their expectations of paid accommodation was a little different to ours. Cold showers and very hard beds were the norm. The tetras were waking up with pressure areas so we added the camping squabs to the beds to keep any breakdowns at bay.

It's people that make a holiday special... whether it be the ones you travel with or the ones you meet and this was no exception. Our Nepalese guides stepped up to this enormous logistical challenge of getting three wheelies to Everest Base Camp as if it were a simple walk in the park. The EBC express they called us. On \$16/day they seemed to have so little but after a month with these boys we realised they had everything. Their ability to deal with frustrated tourists and solve any arising issues from broken bikes to broken bodies was quite unique. There was never any blame, merely

calmness and solutions... something we could all learn from. Their appreciation for the simple pleasures made us all realise how jolly lucky we are to live in such a stunning country with life's necessities all at our fingertips.

YES we did IT. We consumed too many plates of white rice and boiled cucumber, cycled the elements and coped with each others weird and wonderful habits to get to our goal – Everest Base Camp. The bodies and bikes were a little challenged in the process but we came away knowing we had had the privilege of experiencing something extraordinary, something that took us all well outside our comfort zone. Honestly, getting on that Cathay Pacific flight out of Kathmandu was a huge relief but what we learnt, what we experienced and what we gained from a month in Tibet with an incredible team effort was life changing.

Together with help from family, friends and many of you we raised over \$600,000 for The CatWalk Trust and SCIN (Spinal Cord Injury Network of Australasia). We proved the seemingly impossible was possible.

Together we can do the same for spinal cord injury.

Owners of the Year – Stephen Yan, Andrew Wong and Gary Hennessy interviewed by Steve Davis

PHOTO BY TRISH DUNNELL

HORSE OF THE YEAR > OWNER OF THE YEAR > INVESTMENT OF THE YEAR?

How else can you parlay an investment of \$150,000 into 10 Million dollars?

By simply buying a horse? No, nothing that good is ever that simple.

This play took 3 years and although the expenses were high the net earnings from stakes were above 1.5 million dollars.

That was secondary to the wild excitement of wins shared by the owners and the adulation and honours showered on their hero, the horse that is Ocean Park.

In this racing game a pedigree can count for a lot. Not only in the horse but also those who choose the horse and develop its potential. Are the skills inborn or learned from being passed down through generations?

Gary Hennessy is an example, he is at least a 4th generation horseman. Gary's father Tom owned and trained horses there on the same property where Ocean Park was trained. In fact back when Gary was 16, still at high school and an amateur rider he won a steeplechase at Te Aroha on Earl Grey for his father. Uncle Bill Hennessy will be remembered by older readers for his very good galloper Fencourt around the early 60's as well as other good and well trained horses.

Further back there was great Uncle Tom who bred Waterline one of only 2 horses that beat the mighty Phar Lap. Related by marriage to the Hennessy's is the O'Sullivan clan so there is a lot of shared equine knowledge in the families.

Gary started out training when he was 21 years old and a few years later married Jenny who was also an amateur rider. Together they rode out at Hunts and together they broke in the youngsters and worked with the horses in their charge. To make the operation pay it was necessary to develop and sell some horses. Gary had become active with the NZ Thoroughbred Research Group as he had a strong interest in breeding and that became another string to his bow.

In time the family team grew with children Tony, Paul and Shane. All worked with Mum and Dad around the horses and all are now accomplished horsemen living around Matamata.

In the late 80's Gary broke in and pre-trained the 1990 Hong Kong Cup winner Kessem. A big breakthrough came when he sold their owned and trained horse, the brilliant Makapura Star to Hong Kong. Star went on to win the 1995 Hong

Kong Derby and became Hong Kong Horse of the Year. A reputation was now firmly made as well as connections to keen Chinese partners/investors.

Early 2003 Gary brought 5yo Win Okay back from Hong Kong. The horse had bled up there but Gary knew it had ability. He carefully readied it for a trial at Taupo and was not surprised when it won. He was impressed with the 3yo novice filly Sayyida who had got within a neck of Jenny's and his horse. His interest was not displaced as Cherry and Brent Taylor had paid Cambridge Stud good money for her. Sayyida won two races in succession and was set for the Avondale Guineas where sadly she suffered a fracture in a leg. The Taylors were distraught as they believed the filly had more potential than any other they had owned. Fortunately with great care she was saved for breeding at their Trelawney Stud.

Prior to the 2010 Karaka Yearling Sales Gary had been talking to Andrew Wong of Hong Kong. Together they had shared racing interests for many years. A decision was formed to buy and Gary had a 'must see' in mind. That was the Thorn Park – Sayyida colt. The colt had thrown entirely to his damsire Zabeel and must see became must buy. The colt was bought and a shared friend Stephen Tan came into the partnership. The colt was named Ocean Park after the big fun park in Hong Kong and after breaking him in Gary and Jenny took him along quietly. He had three unplaced trials before a fourth brought a win. Then came the first win in a race and that was a dead heat at Gisborne. This seemed an inauspicious start but it was all about education. Soon the colt's pennies were dropping and from then on Ocean Park just won whenever he could and if he couldn't it was never his fault. He was the perfect professional racehorse.

Three Group One wins in the early spring all culminated in the 2012 Cox Plate where Ocean Park came wide off the banked bend giving not only champion 3yo All Too Hard a big start but an 8kg weight advantage and ran him down to win with imperious authority

Ocean Park's race career ended in Dubai with a leg injury. From early days the colt was seen as a stallion prospect by his owners, which is why he did not go to Hong Kong for his racing career. It now became a question of where Ocean Park would stand.

Waikato Stud, who has a model of standing top performed Australasian horses off the track,

moved quickly. The colt was valued at 10 million dollars and Waikato Stud took the principal share and filled the balance with key investors in 12 hours. Mark Chittick says it was overfilled. Andrew, Gary and Stephen retained a share.

The three Owners of the Year carry on as before but their racing industry interests are expanding. Gary and Jenny are standing the very fast Hong Kong stallion Tiger Prawn in their barn. There are a bunch of broodmares gathered now and Andrew and Stephen have more horses to share with Gary. A notable one is the Zabeel – Tootsie colt bought for 450k. The vendor was G J Chittick of Waikato Stud fame.

As the saying goes, "What goes round comes round" and we can add to that by saying that friendships in racing tend to go on and on.

NEW ZEALAND HORSE OF THE YEAR RESULTS

Horse Of The Year – Ocean Park

Champion 2YO – Ruud Awakening

Champion 3YO – Dundee

Champion Sprinter (~1500m) – Final Touch

Champion Middle distance (1500-2100m) – Ocean Park

Champion Stayer (2101m+) – Sangster

Champion Jumper – Tom's Myth

Outstanding Contribution to Racing – Jim Campin

Owner of the Year – Mr Andrew Wong, Mr Stephen Yan & Mr Gary Hennessy

Dunstan Trainer of the Year – Murray Baker and Andrew Forsman

Jockey of the Year – Opie Bosson

Media Award – Murray Owles

McBeath Champion Apprentice Rider – Rory Hutchings

Jumps Jockey of the Year – Isaac Lupton

Breeder of the Year – Trelawney Thoroughbred Ltd – Brent and Cherry Taylor (Breeders of Ocean Park and 3 other black type winners)

Broodmare of the Year – Sayyida (Dam of Ocean Park)

New Zealand Bloodstock Filly of the Year – Fix

The Dewar Award (NZ Only) – O'Reilly

The Grosvenor Award – O'Reilly

The Centaine Award (Global) – O'Reilly

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LETTER TO STAKEHOLDERS

MATTHEW GOODSON – NZTR BOARD CHAIRMAN

Dear Stakeholder,

The 2012/13 racing season was a year of many achievements on and off the track and also a number of challenges. Importantly, even with three key months of the season being severely drought impacted, further advances in prize money provided tangible evidence that the tough economics of our industry did indeed bottom two years ago.

The aim of this letter is to update you on current initiatives and preview key elements of our longer term thinking. Importantly, our focus is beginning to shift from the initial actions that reversed the drastic cuts to prize money that confronted us in early 2011. We will set out our plans for a future of consistent prize money increases on a sustainable racing base in a Strategic Plan, which will be presented near year end.

Racing's key challenge is a very simple one that has been the case since we lost our effective gambling monopoly in the late 1980's – we need more customers. This requires a step-change in thinking from our industry's almost exclusively internal focus. In conjunction with the Racing Board (NZRB) and racing clubs, the strategic focus of NZTR is increasingly shifting to one that looks externally for customer growth.

1) The New Customer Challenge

From 2000 to 2012, the NZ TAB experienced a decline in regular weekly customers from 175,000 to 100,000. Similarly, a report for the US Jockey Club by McKinsey in 2011 showed that 2% of customers die each year, 5% lapse and only 3% are added. This net decline of 4% per year is remarkably close to the TAB's experience. These statistics highlight an undeniable decline in the relevance of racing to a vast swathe of Kiwis. While there are still many gains from a continued internal focus on "running the business better", we now face the far harder task of looking externally to reconnect with the NZ population.

2) Customer Experience

While on-course thoroughbred wagering is now less than 9% of the overall pie, the on-course experience is our critical shop window. There have been some outstanding success stories among clubs but the consistent application of best practice has not occurred. Racing is in the entertainment business and the competition has lifted its game. We must respond.

When a customer goes to, say, a Super 15 game or to KFC, they know exactly what these franchises offer. Only the NZRB has the resources to deliver on a national franchise concept and NZTR has therefore committed to partner with them to build on the outstanding success of 'Christmas At The Races'. The idea is that the NZRB on-course marketing and events team

will work with clubs to deliver a professional customer-focused race-day experience, with an initial focus on key promotable Premier days and on Twilight meetings.

3) Customer-Friendly Race Times

Historically, racing has been held at a time and place that suits participants. It has been supply-driven. Unfortunately, potential fans now have many options, so we have to move the show. To this end, we are delighted that the NZRB has agreed that 13 Tuesday meetings be re-allocated in FY14, including 7 to Saturdays and 4 to Sundays. Later start times have also had a very positive impact and the number of Twilight licences will increase from 12 to 18. Monday racing might seem completely contradictory to this philosophy but that is the slot when NZ can reach international customers by being shown on Sky 1 in Australia.

4) Marketing & Communication

NZTR's historic budget for marketing has been zero and the communication focus has been on existing stakeholders (such as this letter!). This does not mean that no investment has been made by the industry but the focus of the NZRB has rightly been on wagering, the focus of clubs has rightly been on specific race days and carnivals, and the focus of NZ Thoroughbred Marketing has been on highlighting the outstanding performance of the NZ thoroughbred to a largely international audience. There has been little co-ordination or consistent branding. In response, NZTR has now committed to a permanent marketing budget and expect announcements in the near term that will reduce marketing fragmentation.

In the season just gone, NZTR has run with several low cost prototypes in areas such as Social Racing syndicates, video production and the generation of articles. The latter is working extremely well, with numerous articles by 'NZ Racing Desk' appearing in the mainstream media and on various widely followed websites. In FY14 we will drive a continued step up in the presence of NZ thoroughbred racing in new and old media both domestically and overseas.

5) Media & Online Innovation / nzracing.co.nz

The relaunch of nzracing.co.nz earlier this year has delivered greatly improved video capability and the site now accurately renders to mobile devices, with this seeing tremendous growth. Annual visit numbers are staggering, rising from 3.17m in FY12 to 3.37m in FY13. In FY14, video and written content will be further upgraded, form presentation will be improved, accurate sectional timing information will be provided, an inadequate presence on social media will be remedied and considerable cost savings from using the site as a service centre for participants will be realised.

We have high hopes for future stages, which will aim to allow trainers to easily reach new and current owners by providing video and other information about their horses in one go-to portal. The sheer size of our audience gives us some very interesting commercialisation possibilities, with past efforts being unsatisfactory but significant potential being evident.

6) Racing Club Partnership Programme

NZTR now has two seasons of information from the 2011 introduction of scorecard evaluations of every race meeting. There is huge variation in the financial and operational performance between the strongest and weakest performers in each category of clubs and meetings. Historically however, there has been no resourcing to fix this.

From FY14 onwards, NZTR will fund a club partnership programme to support clubs and share best practice in terms of governance, accounting, marketing and event management. The aim is to sharply improve performance while retaining the key advantage of the club structure, which is the deep roots and support that every viable club has within its community.

7) A Thoroughbred Sport Brand

In 2012/13, NZTR engaged a leading branding agency to assess where we are at and the steps required to create a distinctive brand that clearly displays thoroughbred racing as a leading sport in NZ. The aim is to move thoroughbreds from being "product" that fills a five minute betting slot to a widely recognised sport with all the critical elements of suspense, excitement, triumph and failure that engage a whole new generation of fans. We are unequivocally not "product".

FY14 will see a number of initiatives that are consistent with building this brand but a consistently improved race day experience must precede full implementation as it would be a mistake to offer glamour and suspense but deliver a warm beer and a cold pie.

8) Infrastructure Policy and Investment

A clear need has built up over several decades to invest in both track surfaces and public amenities. Customer feedback unequivocally shows that race-day experiences are held back by poor amenities. The problem is that industry funding formulae take no account of the thoroughbred Code's greater capital needs and accompanying higher profit margins. All Codes are paid by the NZRB as if each dollar of revenue has the same profit margin associated with it. In the face of this structural head-wind, NZTR is committed to doing what we can to leverage our scarce resources by stimulating co-investment in racing, training and public facilities.

To this end, NZTR has set aside \$1m per year to fund key projects at the 14 tracks that have been identified by a detailed scorecard as Strategic or Significant. Several locations are on the boundary of this status and in the longer term we could see the number being between 12 and 16. Given our financial constraints, only critical projects elsewhere can be supported with NZTR funding.

Examples of projects funded in 2013/14 include Ruakaka, where NZTR has provided \$500k of funding for a track-widening programme which will cost \$1.0m in total and which will greatly enhance the ability of our best winter track to carry the load it receives during that period. NZTR has also put in \$245k out of \$450k of expenditure on much-needed drainage at Riccarton. In all cases, the funding is structured so that it will be returned to the industry in the event a club chooses to cease racing at some future point. NZTR acknowledges and appreciates the support of the Racing Safety Development Fund (RSDF) for those projects which have safety elements.

Many stakeholders call for industry rationalisation by drastically reducing the number of tracks. While understanding the sentiment, the cost-benefit analysis does not stack up. There is a clear cost from racing being lost to a community, with Nelson for example having very low thoroughbred turnover statistics despite being wealthier and older than the national average.

The benefits are lower capital needs as activity is centralised, a saving in travel costs and critically, a significant potential capital release that can be reinvested in stakeholder returns. The success of the Taumarunui RC meeting at Te Rapa is a shining example. However, one of the many failings of the 2003 Racing Act is that it gives no certainty that the proceeds from the sale of any track reside with the industry and there is not even any requirement for a club to dissolve if racing ceases. This means that sensible rationalisation requires enlightened decision-making at a club and regional level. NZTR support will increasingly focus on Strategic and Significant tracks that carry by far the bulk of race meetings.

9) Artificial Track

Another key barrier to industry rationalisation is that it requires sufficient consistent racing, training and trialling surfaces. This is particularly the case in the Northern Region, where 47.4% of horses are based. NZTR remains committed to a synthetic training and trialling surface in the Waikato region. This will be far lower cost than a full synthetic racing surface, it will allow the divergent passionate views about the performance of such a track to be properly tested under NZ conditions, and it will provide many of the gains of a full racing surface in terms of horse capacity and location incentives for trainers.

Our financial modeling shows clear gains in wagering revenue due to improved field size and cost savings to owners from a high quality training and trialling surface allowing horses to get to the races more quickly and more often. We continue to negotiate with the NZRB to provide a suitable part-funding package.

Outside the Northern region, capacity constraints are far less apparent and, at this stage, are better dealt with by high value spending on drainage.

10) International Focus

A critical barrier to driving more revenue is scale. NZ has 4.4m people. Australia has 23.1m. We simply must continue to drive growth in export turnover. The FY13 season was difficult, with thoroughbred export turnover growing 1.8% to \$365m. On a per starter basis, the growth was 5.3% and we sharply outperformed harness at -9.9% and greyhounds at -10.6%. The growth rate tapered off as the year progressed due to a stronger NZ dollar, the drought, and the positive effects of the March 2012 programme changes coming into the comparison.

The currency impact was sizeable, with growth per starter in A\$ terms being a very acceptable +9.5%. Overseas punters using free-riding overseas bookmaker websites to bet on NZ racing is also an increasing head-wind to export growth. Overall, we see further upside and are working to improve information in the Australian market. Growth potential in Asia is considerable but various barriers make it much longer term.

11) Product Innovation and the “Big Bet” Strategy

NZTR has strongly advocated for a large jackpot bet type and we are pleased that the NZRB is undertaking considerable research into this. Lotto has seen strong growth within a flat overall NZ gambling market due to their large jackpots and NZTR therefore sees this as critical to reviving domestic growth. We are focused both on the potential income from the bet in itself and also its strong potential to grow customer numbers by encouraging once a year “Melbourne Cup punters” to experience the thrill and excitement of our sport more frequently.

12) Domestic Broadcasting

The advent of “wall to wall racing” and the unclear overlap between TAB TV and Trackside has not served us well. Race lead-in times have been severely compromised and post-race excitement and stories been left behind in the rush to get to Race 15 from Dapto. We have called strongly for a thoroughbred-only channel, and while that is unlikely to be achieved in the NZRB Broadcast Review, we believe that all Codes will see considerable improvement in coverage consistency in FY14.

15) Monday Racing and Inter-Code Agreement

This is not our most popular initiative but it is doing its job. Mondays are performing adequately, with domestic turnover being \$72k per race and export being \$91k. The upside for export from being on Sky 1 in Australia is clear. The domestic popularity of thoroughbreds lifts all racing turnover on what is otherwise a very quiet day. In return for this, we are paid slightly above our raw Section 16 market share. For now, a 6-8 race Monday programme combined with 7-9 races on Wednesday-Friday with later start times delivers better overall returns, (net of the extra costs), than running 9-10 races

on Wednesday-Friday and retaining winter Sundays. We are not wedded to Mondays in themselves and in the event that our returns change, or future horse numbers decline more than projected, then we will consider the best mix at that time.

16) Racefields Legislation

NZTR is strongly advocating for the introduction of race fields legislation to counter the scourge of the offshore bookmaker who steals our product without any payments of fees or taxes. It is this huge, unfair cost advantage that allows them to offer better odds rather than any lack of competitiveness from the TAB. The NZRB estimates that over \$300m leaks overseas, and fixed odds betting volumes are highly sensitive to the prices set. Officials who believe the leakage is far lower are mis-informed and we fully support the recently stepped up efforts by the NZRB to generate legislative change. There are clear precedents elsewhere in most other racing countries and the lack of action to date has caused considerable damage to our industry.

17) The Racing Act(2003)

No normal business would allocate resources between its divisions based on their respective revenues without regard to the capital they employ or their profitability. Given the enormous fixed costs of opening the TAB for business each day, it is difficult to believe that the average thoroughbred race with a domestic turnover of \$143,000 has the same profit margin to the NZRB as the much lower turnover per race codes. The simplistic revenue share basis of Section 16 ignores the much higher margins that thoroughbreds provide the NZRB and which we need to be paid to cover our higher capital costs.

20) Handicapping Review Results

Despite our difficulties with overall field sizes in FY13, the results of the handicapping review have been an outstanding success. The best marginal use of a horse in terms of generating revenue is to move it from say a 15 horse field to a 7 horse field. I am pleased to report that the number of fields with <8 horses fell to 431, well below the 489 in FY12 and our target of 470. Progress from here will be harder given that 55 of the sub-scale fields were two year-old or jumping races but we expect further improvement. We are particularly pleased with the way the benchmark system is creating more opportunities to place horses, with the previous black-spot of rating 85 fields rising by 0.6 to a 9.7 average.

For as long as there has been handicapping, there have been complaints. However, the new rating grades have settled down and horses are moving up and down through them more evenly and we are heartened by a reduction in the number of issues that have arisen. To further cement confidence, we appointed two independent reviewers for when complaints to the handicapper were not resolved. To date, only three issues have escalated to that level, with one rating change made.

The remainder of this Report will be published in the next issue of the Bulletin.

MY HOBBY HORSE

I was at a Racing industry meeting recently where a company ran a presentation of a branding campaign for racing.

As you would expect there was a strong focus on “customer” perception and experience together with ease of access to the betting product and all facets of racing promotion. Of course the externals of racing such as media and betting platforms were also part of the presentation. It was the whole package – almost. Something was missing and that was the essential component of the ‘supply side’ That is you. The Owner!

In a normal commercial exchange the customer wants satisfaction for a ‘good’ and the supplier requires a satisfactory return, ie. gross profit.

But gross profit doesn’t happen in racing in real terms.
Using rough round numbers: Return to Customer RTP (Punter) 80% = Loss 20%; Return to Supplier RTO (Owner) 20% = Loss 80%

Both Punter and Owner mitigate the loss with the excitement of beating the odds with a win, but really that’s not enough for the owner’s commitment. There needs to be a feel good factor as well so that you the owner feels valued and you are part of something worthwhile. This is provided by a good raceday experience.

It’s reasonable to say that the disparity between RTP and RTO is excessive. In my opinion the RTO should be 50%. That’s ‘even’ odds where by discretion and good judgment an owner could keep in the black. But we are well short of that so in order to build returns up we need to go back to the fundamentals of providing a better raceday experience for ALL.

Bearing in mind that Owners are probably punters and punters potentially may become owners it makes sense to provide a consistently good ‘owners’ experience at the races.

It’s my perception that Owners privileges may be seen as an ‘expense’ by racing administrators when in fact Owners should be viewed as a ‘resource’. Its my opinion the quickest way to start to build racing back up is to adopt a decent nationwide Owners Scheme. That is one which values ownership and encourages aspirations for people to be one. We need a scheme that encourages owners to bring their friends to the races to get back excitement and more turnover to racing. We need to re-energise racing.

Below is the Racing Victoria Gold Card which RVL introduced at the start of the GFC. RVL have the iconic Spring Carnival which carries Victoria racing for the whole year. But with the introduction of the Owners Gold Card they made sure that they were not going backwards during the GFC. Note how inclusive it is.

Now lets get back down to some rough figures and see where inclusive could get you.

There are roughly 4,000 horses in NZ and 16,000 owners so that’s 4 owners per horse and there’s an average of 10 horses a race and 9 races a meeting. That’s 360 owners and IF each owner brings a partner and 2 friends that’s 1,440 people, owners or fans of a horse at the races that day. If they churned \$100 each in a day that’s \$144,000 turnover.

That’s a potential figure and you can say, “ But you won’t get a figure of more than xx % of the 1,440 people turn up and you can say that a lot of owners don’t even go to the races”

Well why is that?

OWNERS' GOLD CARD

Raceday privileges when your horse is racing

Note: The table below illustrates the minimum raceday privileges provided by racing clubs throughout Victoria. Many clubs offer additional facilities. Visit www.racingvictoria.net.au/owners for details. **Capacity limits may apply during the Spring Racing Carnival.**

OWNERSHIP TYPE	OWNERSHIP DESCRIPTION	MAXIMUM TICKET ALLOCATION	ADMISSION AND MEMBERS' TICKETING ENTITLEMENTS (DRESS REGULATIONS APPLY)
SOLE OWNER	Horse owned by an individual owner and named in the racebook.	Four tickets per horse.	Each owner can access a maximum of four admission and four members' tickets , one for themselves and three guests upon presentation of their Owners' Gold Card.
NAMED OWNER	Horse owned by multiple owners named in the racebook.	40 tickets per horse, which will only apply when there are 20 named owners in the racebook.	Each owner named in the racebook is entitled to admission and membership ticketing for themselves and a guest upon presentation of their Owners' Gold Card.
SYNDICATE OWNER	Horse owned by a syndicate, with only the syndicate manager named in the racebook.	40 tickets per horse, which will only apply when there are 20 syndicate members.	The syndicate manager named in the racebook is entitled to admission and membership ticketing for themselves and a guest upon presentation of their Owners' Gold Card. Remaining ticketing may be distributed to other syndicate members.
COMBINATION OWNER	Horse owned by a combination of named and syndicate (un-named) owners.	40 tickets per horse, which will only apply when there are a total of 20 owners in the horse.	The managing owner named in the racebook is entitled to a maximum of two tickets . Each subsequent named owner in the racebook is entitled to admission and membership ticketing for themselves and a guest upon presentation of their Owners' Gold Card. Remaining ticketing may be distributed to other syndicate owners.

Racebook: Owners' Gold Card holders will be provided with one complimentary racebook, provided to owners named in the racebook. A maximum of 20 racebooks are allocated per horse.

Car parking: Where available, Owners' Gold Card holders have access to the Owners' Car Park at metropolitan and country race meetings. The car pass **MUST** be displayed on the front window of the vehicle.

Post-race hospitality and club facilities: Owners' Gold Card holders and ticketed guests may access on course owners' facilities with race replay facilities. Owners and guests will receive complimentary refreshments (minimum 1 x complimentary beer, wine or soft drink per owner upon voucher redemption). Grandstand seating access will be provided where available.

Mounting yard / Viewing area access: This privilege is only extended for the race in which their horse is engaged and access is dependent on each club's maximum capacity under their OH&S policy.

Syndicate members: To ensure syndicate members are organised to enjoy their raceday experience, it is recommended that ticketing be co-ordinated through the syndicate manager. Syndicate managers should contact the club prior to raceday to arrange ticketing for their members.

Picnic race meetings: Owners' Gold Card minimum raceday privileges are not available at picnic race meetings, however owners are encouraged to experience the friendly, relaxed atmosphere that picnic race meetings offer.

THE OWNER'S FEDERATION WELCOMES NEW MEMBERS

We wish to extend a very warm welcome to the new members who have joined the Owner's Federation in July and August. We really appreciate your membership support and look forward to a long and enjoyable association with you.

AUCKLAND	
Marie Scott	Henderson
Don Robertson	Whangarei
Gavin & Helen Andrews	Ruakaka
Rob Tunnicliffe	Takapuna
WAIKATO	
D W J Sexton	Hamilton
Barry Levings	Hamilton
HAWKES BAY	
Steve Ellis	Waipukurau
Tony & Penny Ebbett	Waipukurau
MANAWATU	
Garry & Janet Harris	Waikanae
M M Oldershaw	Masterton
CENTRAL SOUTH ISLAND	
Angus Lang	Fairlie
Miss Lucy Hennessy	Waimate
WANGANUI	
Sheryl Parslow	Wanganui

CONGRATULATIONS TO FEDERATION MEMBERS ON THEIR RECENT WINS!

We continue to track winning horses owned by Owner's Federation members. As we only have visibility of owner's named in the race book, we know we will have missed members involved in winning syndicates and may have inadvertently missed others. We apologise to any member we have missed and extend our congratulations to all members who have recently experienced the thrill of winning.

Ms J R Alexander	Tauranga	BAHHTON	C A & Mrs N R Leishman	Auckland	OUR ESSENCE
G P Andrews	Ruakaka	AT THE TOP	S G Lennox	Waverley	FRED FLINSTONE
J T Askin	Ashburton	GOLD 'N CASH, IRISH DUDE	B R Levings	Hamilton	MR INK
S R Autridge	Matamata	UNIVERSAL	T G Lines	Papakura	REGALO REAAL, GOOGLE ME
Miss T Balcombe	Palmerston North	MIGHTY MATT	M & Mrs C R Lupton	Matamata	SCORCHING
J G G Bary	Hastings	BAY DANCER, COMMETT	J F Marks	Matamata	PERFECT START
R S Baulcomb	Takapuna	LADY SAYYIDA	Mrs F M Maxwell	Pukekohe	PEREGRINE, SHARAKTI
R T Bishop	Stratford	CURVACEOUS	I E McCarrison	Wellington	THE HOTZ
P J Blacktopp	Christchurch	ZA H GIRL	N D R McKerchar	Tauranga	BAHHTON
Mrs A Browne	Cambridge	TALLENITRE, ROBERTY BOB, REAL TREASURE, IMA DANCER	D G & R B McLaren	Auckland	DELVEEN
N C Burkitt	Cambridge	FORBIDDEN	A B McMillan	Levin	GET FLASH
J G & Mrs E A Carran	Otautau	REDFERN	J V & Mrs F McSheffrey	Te Aroha	GUEVARA
M C Cole	Tirau	LEICA QUEEN	G Merkulov	Waimauku	SAVED BY THE BELL
P M Collins	Timaru	PENNYS FROM HEAVEN	R D Morgan	Masterton	UNBELIEVEABELLE
M A Collinson	Palmerston North	TALK THE TORQUE	L J Morris	Rangiora	GOLD 'N CASH, IRISH DUDE
C J & Mrs B R Condren	Wellington	OUR GAZZA	I S & Mrs M G Morrison	Warkworth	HEMINGWAY, DUFFERS CREEK
R A & Mrs J D Coupland	Christchurch	COUP SECRECY	N A Mortimer	Tauranga	CALGACUS
M D & Mrs K Courtney	Palmerston North	ONE KAY	C G Mowbray	Otaki	RIODORO
R N Cunningham	Wellington	LA BELLA SANDS	P S & Mrs C Nelson	Hastings	ZARDETTO, KINGS DEEP
W B & Mrs L C de Lautour	Waipukurau	KIPKEINO	M M Oldershaw	Masterton	UNBELIEVEABELLE
FT & Mrs F I Drummond	Pukeatua	POLLY FLINDERS, JOKING	D O'Leary	Wanganui	RIOCH
D McK Duncan	Marton	HOLY SMOKE, PALEMO	B & Mrs C Parlato	Foxton	MAROTIRI MISS
J C & Mrs C G Duncan	Hastings	KAPSBOY	T D & Mrs V L Parrott	Kaipoi	BLACK STOCKINGS
A J & Mrs P J J Ebbett	Waipukurau	BELFAST LAD	Sheryl Parslow	Wanganui	SORTEMOUT
S C Ellis	Waipukurau	KING OF ROCK	S H Prenter	Dannevirke	WEREGOINGTOGETCHA
M Fearon	Palmerston North	FAST FICTION	D N Pye	Otauhu	ARNOLD, OUR ESSENCE, ANDROID
W M & Mrs F L Fearon	Palmerston North	ONE KAY	Dame Wendy Pye	Auckland	ARNOLD, ANDROID
A R Fenwick	Marton	TALK THE TORQUE	J B R Ralph	Hamilton	MAGIC BELLE, IT'S A MESSAGE
R J Fiddes	Waimate	ARONSAY	B W Ray	Hastings	INTRANSIGENT
D R Frampton	Paraparaumu	WORKMANS	Mrs B A Ray	Havelock North	INTRANSIGENT
Miss M Gazzard	Timaru	ADDITUP	J A Roache	Marton	FAST FICTION, ZANE BAY
Mrs A R Gemmell	Kaitaia	CONTRADA	D V Robertson	Whangarei	WITZ END
T P Gillespie	Auckland	SNEAKY FEELINGS	Mrs C J Robinson	Hamilton	TED'LL DO
A M Goodwin	Auckland	RIGHTEO, MOSQUITO	G A Rogerson	Hamilton	ZENOCOIN, COMMAND, BALDOVINO, IT'S A MESSAGE
J A Gould	Havelock North	BARBERRY ROZE	D A H Ryder	Te Awanga	PENCURI
C R Grace	Hunterville	HOLY SMOKE	D W J Sexton	Hamilton	NEARLY STOLEN & MT EDEN
C W Graham	Dunedin	RICHARD TRIMBOLE	W D Skelton MBE	Levin	OUR GAZZA
Mrs T J Graham	Dunedin	HIDDEN IDENTITY	E B Smyth	Hastings	BALLY HEIGHTS
W N Graham	Dunedin	HIDDEN IDENTITY	C J Solomon	North Shore City	MR MENDELSSOHN
M W & Mrs C M Greig	Warkworth	NATSINGA	M J Springfield	Whangarei	SUNBEAM
P H Grieve	Hastings	BRER	R J & Mrs V C Stevenson	Waipu	THE STRUTTER, TOBY CEE
G & Mrs J E Harris	Waikanae	SALAMANCA	J B & Mrs D G Struthers	Takapuna	LADY SAYYIDA
Mrs S M Harty	Waipawa	SEA KING, ZANE BAY	J A Tannahill	Raumati Beach	BARBERRY ROZE
D R Haworth	Levin	HOLY SMOKE	B M & Mrs C N Taylor	Cambridge	VITESSE ROSE
G J & Miss L A Hennessy	Waimate	STORMY RAIN	W G Tims	Hamilton	ESKABAR
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Sir Patrick & Lady Justine Hogan	Cambridge	SUNBEAM	R M Tunnicliffe	Takapuna	PERMESSO
Miss S G House	Cambridge	THE PAPERBOY	P J & P M Vela	Hamilton	ALLEZ ROSE, MAHANADI
B A Inglis	Timaru	ADDITUP	J G Walsh	Pleasant Point	KERRY TOWN LADY
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			J R Wheeler	New Plymouth	RIVIERA STAR, GENERAL LEE, EL PATRON
			Windsor Park Stud	Cambridge	SCHOONER BAY, BEAUTY'S BEAST, ETHICAL

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