

How UK Sales Incentives work - even for Mr Jooste



LAST Friday, an owner named Mr M J Jooste earned the bounty available to the buyers of Tattersalls Book 1 Graduate via his runner Executive Force.

Instead of the now defunct Tattersalls Millions races, an owner can elect to qualify for £25,000 bonuses attached to all Class 2,3 and 4 Maidens in the UK and “Open” maidens in Ireland.

Executive Force, a two-year-old year old by first season Aussie reverse shuttler Sepoy was bought for 200,000 guineas –a little below the average at the 2015 Tattersalls Book 1 renewal where the high was 2,100,000 guineas and the low was in the more normal range of human perception.

The ground at Newbury had suddenly changed from Good-to-Firm to Soft due to phenomenal deluges that brought to an end extraordinary 30 degree September days.

The William Haggas trained debutant sliced up almost literally, winning six times the modest £5,000 prize through a Plus 10 Bonus**and Tatts’ twenty five grand.

Prize money in UK at the upper end is good – including in the big handicaps whose traditions attract racegoers to on-course festivals more than some Stakes racing.

We all caught the un-Scottish sun on Saturday in a sell-out crowd for the Ayr Gold and Silver Cups, several hundred miles from Friday’s Newbury.

But at the lower end, the money is not so good although improving now that industry elements are not at war.

In winter polytrack racing the prize is most certainly not the point. The costs are the same as in the turf season but finishing 2nd at Kempton or Wolverhampton will not even pay for the day’s

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day's transport, staff and jockey costs. Mind you, some of those owners would probably run for a rosette, trying to get their not-so-good but cherished equine friend to win.

Or at different winter venues: *"I've just bought this super Point-to-Pointer for £50,000 and Look!! I've won this lovely Cup!! Hot whiskies and sausages in the car park!"*

In a bloodstock nation where there is liquid trade in horses with form, the act of winning a maiden lifts the value.

Win an early maiden at Windsor, then a conditions race at Salisbury, and the offers from California or Hong Kong will come in. Or you say no thanks and go for the Windsor Castle at Royal Ascot. My wife and I did just that. And we won it. Priceless.

Most horses only run in maidens three times then go handicapping as the more likely route to a win. *"Should fare better in nurseries (= handicaps for 2yos)"* is a common comment.

Tattersalls reviewed their Millions. Do Book 1 buyers with a good horse really want a non-black type event? Bearing in mind that no vendor ever pays anything towards any sales company race or other incentive, how can Tatts make Book 1 more attractive to cross-over vendors many of whom prefer Book 2 with its larger buyer population?

The result is that Book 1 (only) purchasers may elect to pay £1,000 per horse to qualify for the £25,000 bonus attached to dozens of races. The system – implemented in 2015 - found universal acclaim.

"May elect to pay £1,000" it says above. Because like all sales schemes it is voluntary for buyers. Buy in early October. Enter for the scheme by 1st March (or don't). £1,000 is not a lot for a Book 1 buyer therefore Tattersalls can make a bullish projection of revenue in their risk analysis.

The same applies to surviving sales races. Buy in September/October, then pay the first of a series of entry stages in January when you've got an idea of your horse. There is no point in wanting a staying three- year-old and entering for a 6 or 7 furlong race.

Like the Goffs Cartier Million which many years ago so distorted Fairy King's ranking as a stallion, the Millions scheme is consigned to history. The sales races that survive are those aimed at owners buying for lesser sums. Having ditched the Millions for Book 1, Tattersalls introduced a new race for Book 3. Book 2 has no race or incentive and doesn't need either.

Doncaster (now Goffs UK) has a successful race as does Tattersalls Ireland where owners of lower cost youngsters pay the first entry four months after the purchase, once they have assessed the likelihood of fitting the race conditions. Or they don't.

Entries for these two races are not payable all at once. As for any "big race" there are several forfeit stages so it only costs the whole lot if the owner and trainer go all the way. If eliminated on final declaration? All the entry money comes back. For these owners and syndicates, the raceday is all about the craic.

Another version is The Weatherbys Super Sprint at Newbury. Not allied to one sales company, it offers big money for 2yos that have gone through ANY sale ring for £50,000 or less. Weight is allocated depending on the actual price paid.

Whether Markus Jooste "needs" the Tattersalls £25,000 bonus is absolutely not the point. It adds to a sense of success and money is money. It pays a year's costs in one shot. And that *is* something to think about.

**** Plus 10 is an all-industry supported bonus scheme whereby breeder, pinhooker and owner benefit if winning designated races. But that's another story.... - tt**

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Tellina finishes second on his German debut

SOUTH African bred seven-year-old, Tellina (Eduardo Pedroza), made an impressive start to his European campaign when he was beaten into second in the German St Leger over 2800m at Dortmund Racecourse on Sunday.

Tellina tracked the leaders, five wide, for the majority of this Gr3 contest before accelerating in the straight only to be beaten by the 3 year old filly Near England who was slightly better placed in the run in and made up the ground to win well.

Tellina was trained by Geoff Woodruff in South Africa and Mike De Kock in Dubai and is now in the care of German ace Andreas Wohler. He had a distinguished SA career, racing for 4 wins including the 2012 Gr2 Gauteng Guineas and 2014 Gr3 London News Stakes and was multiple Gr1 placed, including the SA Classic, SA Derby, Champions Challenge, Horse Chestnut Stakes (twice), Summer Cup, SA Derby, J&B Met and two July placings, including the 2015 Gr1 Vodacom Durban July where he was part of the first three past the post in the historic 1-2-3 July result for Silvano and Maine Chance Farms. - **tt**

Star mare Winx scores her 11th straight win in Optic White Stakes

AUSTRALIAN superstar Winx, trained by Chris Waller and ridden by Hugh Bowman, scored her seventh Group 1 victory as the 1-11 favourite disposed of her five rivals in the Optic White Stakes over 1600m at Randwick on Saturday with minimal fuss.

The five-year-old mare was settled towards the rear of the field, but entering the final turn regular jockey Bowman exuded confidence by taking her five-wide before going clear with little more than a nudge to win from the gallant Hauraki.

The win secured an 11th straight victory for Winx and Waller confirmed that she will be Melbourne-bound for the Caulfield Stakes, before bidding to defend her Cox Plate crown on 22 October.

“There’s nothing like this winning feeling, and the dream continues,” said Waller. “It’s a huge privilege and we’re still learning with her, hopefully we can continue to learn over the coming weeks.

“It wasn’t a gap job, but then it was never meant to be. She just wants to relax and Hugh [Bowman] told me that ‘she’ll tell me where she wants to be’. The Caulfield Stakes has always been the original plan, nothing has changed.”

Winx’s reputation grows with every win and her developing record is becoming comparable to some of the all-time greats of Australian racing. - *Sporting Post*.

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Lloyd's sparkling form continues



Jeff Lloyd, big in Australia.

Mike de Kock's one-eyed Maiden winner

FORMER Champion Trainer Mike de Kock provided the quote of the week when commenting on the first-up win of Redoute's Choice three-year-old, Springhills (AUS) in a 1000m contest at the Vaal.

Springhills is a horse with only one eye and De Kock joked: "Bizarrely, they don't allow one-eyed horses to race in Australia, but they do allow one-eyed stewards."

Springhills had soundness problems as a two-year-old and the trainer said: "We hope he has outgrown that now. He has a nice pedigree and some potential. He looks like a sprinting type and should be at best over 1200m." - tt



Springhills (yellow, black), wins at Vaal.

VETERAN former South African jockey Jeff Lloyd was in sparkling form at Eagle Farm race track on Saturday.

Lloyd made the most of a strong book of rides to land five winners from 9 rides on the afternoon's card in his best performance since relocating to Australia.

Lloyd joins an elite band of jockeys to have achieved 5 winners in a day at a Queensland city meeting, alongside Bill Briscoe, Graham Cook, Jim Byrne, Gavan Duffy, Len Hill, Russel Maddock, Mike Pelling, Ivan Wernowski and Brian York.

However, Mick Dittman still holds the record for six winners on a card, which he achieved at Eagle Farm on 1 November 1977.

Earlier in the week, Lloyd politely requested a number of tickets from the Brisbane Racing Club hinting that he was expecting a good afternoon, but commented afterwards, "Sometimes you can have good books on paper, but it needs to pan out and I'm pleased it did."

"I rode seven winners in a day three times in South Africa, but this is the first time I've ridden five in Australia," Lloyd said.

"You never get bored of winning! You're always a chance when you have the rides. I had a couple of friends who own horses from back in South Africa who wanted to come, so I picked a good day to do it." - tt

