The Journal of the Sartin Methodology
WITH HOWARD G. SARTIN, PHD

THE FOLLOW UP

Number: 3

WELCOME GUEST WRITERS

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Howard G. Sartin, PhD
Founder and Chairman of the Board

A NOTE FROM THE PUBLISHER.

A lot of interesting things have transpired since the April issue. PIRCO awards for outstanding achievement were presented in the form of trophies and an Awards Banquet. Long overdue for recognition for his brilliant enhancement of the line-score concept and development of the now standard Brohamer Model, Tom Brohamer got the 1986 Outstanding Achievement Award.

For his research, writing and computer programming work in the field of quarter horse handicapping, Jim "The Hat" Bradshaw earned a much deserved trophy for Q-Scan.

With panegyrics coming from such independent sources as Dr. William Quirin, James Quinn, William Scott, Mark Cramer, as well as most of you, Dick Schmidt got the gold for steering and editing The Follow Up. (Editor's note — are panegyrics good????)

From its very first testing by a selected group of unsuspecting guinea pigs scattered across the country, SYNERGISM gave promise of being something "extra special." Subsequent testing confirmed it. So hands down, Bob Purdy got the 1987 Achievement Award for his three years of intense work on this consummate Phase III procedure. It will be released to all of you who want it during the next couple of months.

PIRCO people are not the only ones making great contributions to the Art and Science of successful handicapping. To reward his outstanding work on the subject of CLASS via Conditions and his other very literate discourses, James Quinn received a statuette to put next to his high school basketball trophy. Fortunately, we presented this to him BEFORE his book Class of the Field, was released, in which he said so many nice things about us. So there can be no charges of nepotismic back scratching. (Ed. again — So what do you think Jim? Feeling nepotismic these days?)

For singular contributions to the Art and Science of handicapping from 1975 to the present, I took special pride in having my recommendation endorsed unanimously by the entire PIRCO Charter group, giving the award to HUEY MAHL. (see page   )

*   *   *   *   *

Last year, Dr. Mark Cramer, Turf Editor of Gambling Times, was asked to name the truly outstanding handicappers within their specialties. He replied as follows:

Speed	Andy Beyer	Pace	Huey Mahl
Body Language	Bonnie Ledbetter	Trainers	Greg Lawlor
Angles	Ray Taulbot (RIP)	Breeding	Steve Roman
Trip	Jerry Antonucci	Class	James Quinn

It pleased me very much that Cramer, an astute member of the young Turks in contemporary handicapping, should give his nod for PACE to Huey. Too many of Mark's contemporaries have overlooked, failed to recognize or are just plain ignorant of Huey's gigantic contributions. I agree on his other selections, though I didn't realize that Jerry Antonucci, who writes for the L.A. Herald-Examiner, was a trip handicapper. I thought Paul Mellos of New York, Andy Beyer's mentor on the subject, owned that category.

Back to Huey: it seems that all of you took my advice and bought up the last issues that GBC had in stock of his The Race is Pace. Happily, I bought a dozen copies before GBC proclaimed it out of print, and was able to dispense them to some of those who missed out. We're working on getting it back in print. The book too good to die!

* * * * *

Last March, PIRCO accounted for more than 70 rooms at the Palace Station in Las Vegas. We rented a meeting hall, held a banquet, ate and drank in-house and collectively spent at least $20,000. Still, this was not enough for the Palace Station to have us back in October. Seems like some of us broke an unwritten but firm rule and WON in the race book. On Sunday alone, we took about $24,000 out of one race, the Santa Anita Handicap, when Broad Brush won and Ferdinand ran second, just as predicted.

You can't blame just the PIRCO Charter members, although Purdy's $500 stung a bit. Many others had a piece of both the $16 win mutuel and the $109 exacta. All those win and exacta bets DO add up, don't they. Next October, it's the Marina Hotel. Please wear beards or make your winning bets somewhere else.

* * * * *

Many of you have expressed a lot of interest in some of the programs and arrays that appeared in the Las Vegas Seminar Workbook and other recent manuals; the one's with all the bar graphs. These were all done by Jim Bradshaw on a Radio Shack Color Computer (Co-Co). If you want a desk top computer, this is one that we recommend.

Many of you already have a Commodore. Don't trade it in, it's still my personal favorite, but the Co-Co's are next in line. Far better for our purposes than Apples or IBM's. The Co-Co 2 is only $99.95, while the more powerful Co-Co 3 is $219.95. Printers for either machine run well under $200. (The old 5" TP-10 that I use in the manuals is no longer being made) All the programs that Jim and I are writing together by long-distance phone calls are written on these machines. Be certain to get a Co-Co 2 or 3 with 64K. Accept no substitutes. Radio Shack makes a lot of different computers. You need one of the 64K models.

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LETTERS TO THE EDITOR
DICK SCHMIDT

Many magazines feature an article by the editor about the articles in the magazine. Seems pointless; you've got a copy of the magazine or you couldn't be reading the editorial. If you want to know what's in the thing, turn a few pages. Instead, I thought I'd write a few words about what isn't in this issue. Probably some things you expected to see.

I think we promised you an article about the new tandem concept. I know we've been talking about an article on using Energy to find contenders. Several of you may miss the problem race. What's amazing is that all these articles are already written, ready to go. We just don't have room for them. When we priced this thing, we allowed for a certain number of pages every issue. More than about 60 and we start losing money on printing and postage.

All of our manuals have the same problem. We don't print enough of them to make printing them (with a printing press) worthwhile, yet by the time we have them photocopied, collated, stapled and trimmed, the cost is about $.10 a page. Anyway, you don't care about that. You just want the articles we promised. Next time. I promise. You can trust me. Honest.

It has been suggested by a number of subscribers that we go to more issues per year. I've been resisting the idea because each issue takes about three weeks to type, print and mail, and I've damn near forgotten what a race track looks like. However, by the end of the year, we'll have finished re-editing those manuals we plan to re-edit and we may consider having 8 or 9 issues a year.

A second project that has been taking a lot of my time is editing the tapes and workbooks from the workshop sessions we've had in Beaumont. As you can tell by the inside back cover, the point of this isn't to sell you stuff, but to provide those of you who can't attend the workshops a chance to participate secondhand. On the other hand, we don't want the Institute to take on the appearance of a systems mill, with 47 things for sale and a new product every three weeks. Yet we keep having these workshops and people in Southern California keep paying $45 to spend a day with the Doc and the rest of us and I keep taping them and the workbooks are sitting in the corner waiting for someone to make them presentable.

I'd like to invite your comments on both these subjects, since both directly affect you and your bankroll. Would you like more

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issues per year, knowing that the cost must go up? Do you think we have too much for sale now, and should cut back, or is it comforting to know that we have something to offer on a wide variety of subjects even if you don't want to buy all of it.

A lot of people seem to be wondering where PIRCO is headed. The answer is wherever you want to go. This is your organization, and the only reason we exist is to help you. We'd all make more money going to the track, but money isn't what PIRCO is all about. We are structured as, and try to function as, a group of friends who have a profitable hobby in common. So we'd really like to know what you think about our recent "growth spurt." Drop me a line and let me know your thoughts. As always, if you'd like a reply, please enclose a SASE. Thanks.

Now for a few letters:

*   *   *   *   *

Dear Doc:
Just a note to tell you how much I have gained from The Follow Up. It's the best subscription I have ever paid for.

Please don't let your daughter Mary rephrase the Methodology in English, I like the mutuels as they are!!! Am doing very well at Los Alamitos and wish to keep the payoffs just as they are.

– Ms. Chantelle Princeton

Howard reports getting several similar letters and phone calls protesting "English translations" of the Methodology. Jim Burcicki, in Pennsylvania, attributes his success solely to Doc's ephemeral (see, I can be kind) use of the language. Could it be that the Doc was right all along?

Dear Mr. Bradshaw:
I would like to thank you for your presentation at the seminar in Las Vegas. Although I found all the PIRCO speakers extremely helpful (and charming) the ten minutes you spent on pace match-ups made the entire trip worthwhile. I finally understand the concept of "chasing speed" and how pace affects final times and velocity ratings. The expression "the horse that can set or overcome the fastest pace" actually means something now.

In the first 30 races I worked following the Seminar, using the concept of comparing second and first call match-ups, I have increased my win % to 80%. So, thank you for opening my eyes.

– Michael Schertz

Jim Bradshaw gave an expanded version of his seminar presentation lasting almost two hours at our workshop on pacelines in Beaumont. Everyone who attended, including myself and Bob Purdy, came away feeling we had been given the key to the mint. Our workshop tapes include the complete presentation. In Oklahomian.

*   *   *   *   *

Dear Dick:
A short comment relating to Bob Cochran's article "Pargenerate Your Way to Profits." The handicapper would do will to note those late in the meet in-the-money finishes when they start racing again the following year. Those results were against less competitive stock, but the purses remained at about the same level, so your APV can be very misleading at the start of a new season. Though the APV may be very close, there is a lot of difference

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Q AND A
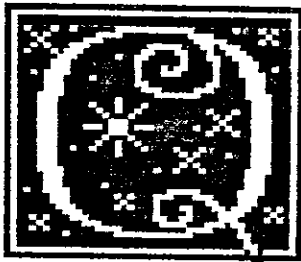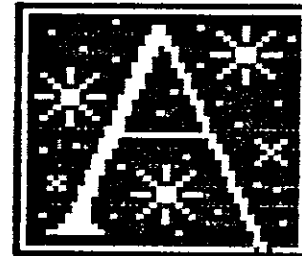
With the Doc

Q: Dear Doc,

I have seriously been working on the Methodology for over 1 year. One of the main problems I have been having is getting decent enough mutuels to make betting profitable. I am not saying that this is always a problem but there may be days when the Methodology won't pick a winner over 10-1. This is all the more difficult because we are betting two horses. I would like to play the exotics (exactas,triples,DD) but don't know enough about how to play them even though I have ordered your 55% Solution and found the material worthwhile. I am suggesting and only suggesting or maybe wondering if you would have a Beaumont seminar exculsively on exotic wagering. The first professional horseplayer I ever met in my life played exactas only. 'Andy Beyer agrees. Please let me know what you think........

D.U.

Q: Dear D.U.

Your questions are well stated. They reflect dozens of similar queries. Now I can answer them all at once. Reading between the lines of your letter, I perceive that you still cling to the perspective of a <u>gambler</u> rather than an investor. You're looking for the "big score." Rags to riches. You're the young intern who dreams of being the hospital's chief of staff; not in 20 years, but tomorrow.

Your ambitions are noble, for a gambler. I suggest you take all your capital, <u>except</u> for ONE HUNDRED DOLLARS, go to Vegas and make a big bet on one turn of the wheel. Now, if you lose, use the one hundred dollars you held back and go to work. In a moment, I'll demonstrate what that C note can bring you.

First, let me address your statement that there are days when the Methodology won't pick a winner over 10 to 1. Wow, what a pity to have to go a day without a $22.00 mutuel. In the first place, the Methodology does NOT pick winners, YOU do. Secondly, just what do you consider a decent mutuel? Since I don't know your criterion, let me give you mine. I will happily accept any mutuel over $4.00. That's because in every 20 race cycle I've played since 1976, my average mutuel for the cycle has been over $10.00.

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I originally planned to answer your questions with some hypothetical examples. However, in early June, Dick Schmidt and I paid a visit to Laughlin, Nevada. We spent two days at the Edgewater Hotel's race book. On our first day there, Thursday, June 4th, we encountered the very situation that you allude to in your letter. Here was our day at Hollywood Park:

SECOND RACE — Hollywood, JUNE 4, 1987

1 MILE. (1.32½) MAIDEN CLAIMING. Purse $12,000. Fillies and mares. 3-year-olds and upward. Bred in California. Weights, 3-year-olds. 115 lbs.; older, 123 lbs. Claiming price $32,000; if for $28,000 allowed 2 lbs.

Value of race $12,800; value to winner $6,600; second $2,400; third $1,800; fourth $900; fifth $380. Mutuel pool $198,862.

Last Raced	Horse	Eqt.A.Wt PP St	¼	½	¾	Str	Fin	Jockey	Cl'g Pr	Odds $1
15May87 4Hol6	Radiantly	3 115 6 9	32½	1½	11½	11½	15½	Stevens G L	32000	1.30
20May87 1Hol2	Posh Too	3 115 12 2	1½	3½	2½	2⁴	23½	Patterson A	32000	4.80
20May87 1Hol2	Suki	3 115 9 8	9½	102½	72½	32½	36½	Baze G	32000	3.60
29May87 4Hol3	Sing Bobby Sing	3 115 11 1	4hd	5½	4hd	5hd	4½	Gomez R	32000	42.10
15May87 2Hol3	Dad's Eaglet	b 3 115 8 3	2hd	2hd	32	4½	5½	Pedroza M A	32000	5.40
17May87 1Hol3	Royal Retainer	3 110 10 5	8³	61½	6½	6¹²	6hd	Patton D B5	32000	48.20
29May87 4Hol6	Judy's Dilemma	b 3 118 7 12	10½	9hd	9¹	9½	7hd	Vergara O	32000	47.20
29May87 4Hol5	Tara Sweeney	4 121 1 7	7½	8¹	101½	8½	81½	Olivares F	29000	19.70
22May87 9Hol10	Easter Reflection	3 115 2 6	6½	71½	8¹	7hd	91½	Castanon A L	32000	22.80
20May87 1Hol4	Mag's Eagle	b 3 115 4 11	111½	11hd	111½	111½	102½	Olivares F	32000	24.10
29May87 2Hol8	Klicketut	3 115 3 4	5hd	4hd	5hd	101½	111½	Winick D	32000	133.90
10May87 4Hol8	Love Ya Mom	3 110 5 10	12	12	12	12	12	Jammarino MP5	32000	85.30

OFF AT 2:03. Start good. Won ridden out. Time, :23⅝, :46⅖, 1:12½, 1:25½, 1:38½ Track fast.

$2 Mutuel Prices:
6-RADIANTLY	4.60	3.40	2.80
12-POSH TOO		5.20	3.00
9-SUKI			2.80

B. f, by Flying Paster—Hail to the Queen, by Native Royalty. Trainer Barrera Lazaro S. Bred by Harbor View Farm (Cal).

THIRD RACE — Hollywood, JUNE 4, 1987

6 ½ FURLONGS. (1.16) CLAIMING. Purse $12,000. Fillies. 3-year-olds. Weight, 122 lbs. Non-winners of two races since April 19 allowed 3 lbs.; a race since then, 6 lbs. Claiming price $18,000; if for $16,000 allowed 2 lbs. (Races when entered for $14,000 or less not considered.)

Value of race $12,800; value to winner $6,600; second $2,400; third $1,800; fourth $900; fifth $300. Mutuel pool $127,208. Exacta pool $164,308.

Last Raced	Horse	Eqt.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
15May87 4Hol1	Magical Gal	3 114 2 4	1hd	21½	22	1¹	Gryder A T5	18000	2.50
22May87 5Hol7	Hi Danger	b 3 116 7 3	2½	1hd	1½	21½	Ortega L E	18000	36.30
22May87 4Hol3	Celtic Lady	3 114 4 1	3¹	3¹	3¹	31½	Olivares F	16000	3.50
29May87 1Hol3	Do You Mind	3 116 6 6	7	6½	4½	42½	Delahoussaye E	18000	4.40
22May87 9Hol1	Fabulous Sierra	3 116 3 5	51½	5¹	5hd	5hd	Valenzuela P A	18000	3.50
22May87 4Hol4	French Femme	b 3 114 1 7	6¹	7	6½	6½	Stevens G L	16000	4.70
22May87 5Hol5	Our Marge	b 3 109 5 2	4hd	4hd	7	7	Patton D B5	16000	11.90

OFF AT 2:33 Start good. Won driving. Time, :22⅖, :46⅖, 1:11⅖, 1:18⅖ Track fast.

$2 Mutuel Prices:
2-MAGICAL GAL	7.00	4.80	3.20
7-HI DANGER		26.60	7.00
4-CELTIC LADY			3.00
$2 EXACTA 2-7 PAID $187.00.			

B. f, by Silent Code—Bo's Little Les, by Olympiad King. Trainer Canani Julio C. Bred by Kelly Janice (Cal).

FIFTH RACE — Hollywood, JUNE 4, 1987

6 FURLONGS. (1.08½) CLAIMING. Purse $16,000. Fillies. 3-year-olds. Weight, 122 lbs. Non-winners of two races since April 19 allowed 3 lbs.; a race since then, 6 lbs. Claiming price $40,000; for each $2,500 to $35,000 allowed 2 lbs. (Races when entered for $32,000 or less not considered.)

Value of race $16,800; value to winner $9,000; second $3,200; third $2,400; fourth $1,200; fifth $400. Mutuel pool $170,901. Exacta pool $174,063.

Last Raced	Horse	Eqt.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
15Apr87 2SA1	Folia	b 3 114 6 1	11½	11½	12½	1⁴	Patton D B5	40000	1.40
29May87 7Hol4	Dandy Ruth	3 116 2 5	4½	2½	2½	2¹	Valenzuela P A	40000	2.60
21May87 2SA5	Clements Creek	3 116 4 2	2½	3²	31½	3½	Meza R Q	40000	11.50
9May87 2Hol1	Green Isar	3 111 1 7	61½	4½	4²	42½	Gryder A T5	40000	9.50
23Apr87 2Hol1	Point d'Esprit	3 112 7 6	7	7	51½	52½	Solis A	35000	6.20
24May87 8Hol5	Spectacular Moment	3 116 5 4	5½	6hd	7	61½	Pedroza M A	40000	5.40
24May87 3Hol4	Eghalanda	b 3 113 3 3	3½	51½	6½	7	Gomez R	35000	30.60

OFF AT 3:34. Start good. Won driving. Time, :22, :45⅖, :57⅖, 1:11 Track fast.

$2 Mutuel Prices:
7-FOLIA	4.80	3.80	2.80
3-DANDY RUTH		3.80	3.20
5-CLEMENTS CREEK			5.20
$2 EXACTA 7-3 PAID $20.20.			

B. f, by Sunny Clime—Loves Here, by Time Tested. Trainer Mayberry Brian A. Bred by Hall & King (Fla).

SEVENTH RACE — Hollywood, JUNE 4, 1987

1 ¼ MILES. (1.41½) ALLOWANCE. Purse $24,000. 3-year-olds which have not won a race other than maiden or claiming. Weight, 120 lbs. Non-winners of a race other than claiming at a mile or over since April 15 allowed 3 lbs.; of such a race at any distance since then, 6 lbs.

Value of race $24,000; value to winner $13,200; second $4,800; third $3,600; fourth $1,800; fifth $600. Mutuel pool $170,433. Exacta pool $183,021.

Last Raced	Horse	Eqt.A.Wt PP St	¼	½	¾	Str	Fin	Jockey	Odds $1
9May87 6Hol1	Crystal Run	3 117 8 4	3hd	3¹	2hd	1¹	11½	Pincay L Jr	2.10
13May87 8Hol2	Contact Game	3 115 3 5	51	5½	4¹	2hd	2⁴	McCarron C J	1.70
24May87 5Hol2	Ack's Reply	b 3 115 6 2	41½	4hd	51	5hd	3¹	Valenzuela P A	15.20
13May87 8Hol2	Moontaincamellia	b 3 116 2 8	8	61½	6²	4¹	Delahoussaye E	9.50
13May87 3Hol3	Bold Archon	3 114 4 1	2¹	2hd	3¹	31½	5¹	Stevens G L	8.70
17May87 3Hol3	Uprising	3 117 7 3	1¹	1²	1¹	3½	67½	Castanon A L	16.10
13May87 5Hol2	Five Daddy Five	b 3 116, 5 7	7²	62½	7⁵	7²	716	McHargue D G	4.50
23May87 9Hol6	Lord Duckworth	b 3 114 1 6	6hd	7hd	8	8	8	Meza R Q	63.70

OFF AT 4:35. Start good. Won driving. Time, :23, :45⅖, 1:10½, 1:36½, 1:42½ Track fast.

$2 Mutuel Prices:
8-CRYSTAL RUN	6.20	3.00	3.00
3-CONTACT GAME		3.00	2.60
6-ACK'S REPLY			5.60
$2 EXACTA 8-3 PAID $18.40.			

B. c, by Table Run—Hold Hands, by Anyoldtime. Trainer Mandella Richard. Bred by Stadelman W (Wash).

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EIGHTH RACE — Hollywood, JUNE 4, 1987

1 MILE. (1.32½) ALLOWANCE. Purse $45,000. 4-year-olds and upward which have not won $17,800 twice at a mile or over since October 1. Weight, 122 lbs. Non-winners of $18,000 twice at a mile or over in 1987 allowed 3 lbs.; one such race of $22,800, 5 lbs.; two such races of $16,000 since July 26, 7 lbs.

Value of race $45,000; value to winner $24,750; second $9,000; third $6,750; fourth $3,375; fifth $1,125. Mutuel pool $160,430. Exacta pool $166,547.

Last Raced	Horse	Eqt.A.Wt PP St	¼	½	¾	Str	Fin	Jockey	Odds $1
14May87 3Hol4	Late Request	4 115 2 4	5	5	5	31½	1no	Solis A	6.90
17Jan87 8BM5	Slyly Gifted	4 117 1 5	43½	42	4hd	2½	22	Delahoussaye E	4.60
23May87 7Hol1	Sperry	4 115 3 2	3hd	1¹	1²	1²	35	Valenzuela P A	1.00
60ct86 8Grd4	Lord Ruckus	4 115 5 1	3⁴	2hd	2hd	4hd	41½	Baze G	12.10
17May87 5Hol3	Love Marge	5 117 4 3	2hd	3⁴	3¹	5	5	Pincay L Jr	2.30

OFF AT 5:05. Start good. Won driving. Time, :22½, :44⅖, 1:09½, 1:21½, 1:34½ Track fast.

$2 Mutuel Prices:
2-LATE REQUEST	15.80	6.80	2.80
1-SLYLY GIFTED		4.40	2.40
3-SPERRY			2.20
$2 EXACTA 2-1 PAID $65.00.			

B. c, by Hurry Up Blue—Cutty, by Smart. Trainer Barrera Lazaro S. Bred by Due Process Stable (Ky).

NINTH RACE — Hollywood, JUNE 4, 1987

1 ⅛ MILES. (1.47½) CLAIMING. Purse $13,000. 4-year-olds and upward. Weight, 122 lbs. Non-winners of two races at a mile or over since April 19 allowed 3 lbs.; a race since then, 6 lbs. Claiming price $12,500; if for $10,500 allowed 2 lbs. (Races when entered for $9,000 or less not considered.)

Value of race $13,000; value to winner $7,150; second $2,600; third $1,950; fourth $975; fifth $325. Mutuel pool $192,416. Exacta Pool $240,853.

Last Raced	Horse	Eqt.A.Wt PP St	¼	½	¾	Str	Fin	Jockey	Cl'g Pr	Odds $1
24May87 3Hol10	Halo's Sword	4 115 10 4	32½	21½	1hd	11½	11½	Stevens G L	12500	12.10
9May87 1Hol4	Bob's Intent	b 5 116 1 2	4hd	3hd	3²	2hd	2⁴	Pedroza M A	12500	1.80
24May87 3Hol6	Nostradamus	7 119 9 1	2hd	1½	2½	21½	3½	Castanon A L	12500	6.70
16May87 1Hol3	Gallant Minded	b 7 119 8 11	111½	10½	7½	42½	43½	Vergara O	12500	7.70
19May87 1Hol5	Convincing	4 119 5 10	9¹	9⁴	9¹	5½	51½	Delahoussaye E	12500	3.00
19May87 1Hol5	Stormy World	b 4 111 11 12	12	12	12	71½	6hd	Patton D B5	12500	44.10
23May87 2Hol6	Preservative	b 7 116 3 6	7½	6½	61½	723	Patterson A	12500	189.00
29May87 2Hol6	Oak Tree II	3 115 2 8	103½	114	11½	9½	8hd	Valenzuela P A	10500	13.30
27May87 9Hol6	Cheers	7 112 12 3	11½	85	101½	102	94½	Jammarino MP5	10500	53.40
12Apr87 4SA10	Forgot The Ring	7 116 6 7	5½	41½	51	8¹	10hd	McHargue D G	10500	20.70
16May87 8AC3	Alderamin	8 109 4 5	6hd	7½	6½	113½	114½	Gryder A T5	10500	10.70
9May87 8AC6	Killyglen	5 116 7 9	8½	5hd	8¹	12	12	Ortega L E	12500	40.30

OFF AT 5:35. Start good. Won driving. Time, :23½, :46⅖, 1:11½, 1:36½, 1:49½ Track fast.

$2 Mutuel Prices:
10-HALO'S SWORD	26.20	9.20	5.20
1-BOB'S INTENT		4.00	3.40
9-NOSTRADAMUS			4.60
$2 EXACTA 10-1 PAID $57.60.			

Ch. c, by Halo—Sword Ballet, by Damascus. Trainer Ellis Ronald W. Bred by David's Farm (Ky).

BETTING TWO HORSES PER RACE
Average mutuel, races 2,3,5,7 was $5.65
R.O.I. was 41%
Adding race #8 – average mutuel was $7.68
R.O.I. was 92%
Adding race #9 – average mutuel was $10.76
R.O.I. was 169%

Looking at just the four chalk winners, with an average mutuel of only $5.65, we made 41 cents on each dollar wagered, or $6.60 net flat betting TWO horses to win per race. Since you aspire to easy riches, I would assume you had more than $2 on each horse. Say $20? Then your profit on the chalk was $66. $200? Result: $660.

To avoid dragging this out over several issues, I'll answer your two unspoken questions:

1) What if I missed a race? If you missed any of these four, your concern should be with your selection process. Playing two horses in these races was as close to a sure thing as your get and still have a horse race involved.

2) Huey Mahl says not to bet unless you make $.50 on each dollar wagered. Why did you accept $.41? Huey says at 67% win proficiency, don't accept under $.50. After 11 years of practice, I'm well over 80% on these kinds of situations. But, I'm a slow learner. Dick Schmidt's been with us only 18 months and he had these races too.

The real issue here is making money on chalk. For that reason, we'll play down the two longer priced horses we had that day. But, as you'll see, into each chalky day, a little price shall fall. Now, let's look at the same day using the Kelley Criterion.

<u>PLAYING THE KELLY</u>

STARTING BANK $100

First Bet $10   60/40   60% Low Odds, 40% High Odss

BET #		Result	Gross	Net	Running Bank
1: Lo	6	W	$14.40	$4.40	$104.40
Hi	4	O			
2; Lo	6	W	$21.00	$11.00	$115.40
Hi	4	O			
3 Lo	7	W	$16.20	$5.80	$121.60
Hi	4	O			
4 Lo	7	O			
Hi	5	W	$15.50	$3.50	$124.70
43			$67.70	$24.70	$124.70

Just betting low mutuel horses, because they were the only one's that figured, our R.O.I. was 1.57 or .57 profit per $ wagered.

<u>Now, continuing</u>

5 Lo	7	O			
Hi	5	W	$39.50	$27.50	$152.20
6 Lo	9	O			
Hi	6	W	$78.60	$63.60	$215.80

TOTALS - 6 Races, 6 Entries

TOTAL
BET: $70 $185.80 $115.80   NET PROFIT: $115.20
                                     R.O.I. 2.65 or 1.65
                                            per $ wagered.

Had you started with a $100 total bet @60/40 your net would be $1,152.⁰⁰
For one day's work. And that's with 4 winners paying $7 or less.

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Please note that applying Kelly in just four races upped your R.O.I. from $.41 to $.57 on the dollar. And, your highest mutuel was $7.00. Tell me, in what other type of investment can you make 57% on each dollar risked PER DAY? And a "poor day" at that.

You'll notice that I chose to split my bet 60/40. That's because my records show that my high odds selection wins at least 40% of the time. Had you dutched these 4 races using Huey's PIP guidelines, you would have profited more, as none of the high odds horses won in these four races.

Let me add that my thinking on the subject of meager mutuels was quite similar to yours before I met Huey Mahl. His articles on money management using the Kelley Criterion in Frontline opened my eyes to the real profit potential of thoroughbred handicapping. It was only through his teaching that I started to make any serious money.

As for your question on exotic bets, yes, we'll take this up in one of the Institute's workshops in Beaumont. Dick and I did play exactas and quinellas. In fact, it was my "big score" in the 9th race, where I had both the winner and the quinella, that bought us an opulent celebration that night.

In conclusion, don't scoff at a 41% or 57% R.O.I. Las Vegas was built, and Laughlin is growing, on an overall house percentage of under 5%.

*   *   *   *   *   *   *   *

Q: In the first issue of The Follow Up, the formula for the Phase III variant was printed. For those of us using Ultra Scan, what is the formula for Total Energy?

A: Second call plus third fraction divided by 2. Then plus True Speed and again divided by two.

$$((2 \text{ c.} + 3 \text{ fx.} / 2) + TS) / 2$$

Q: The formula for Factor S?

A: This is a weighted formula involving adding Factor X to the second fraction, Factor W and True Speed. This rating is strong enough that we won't give out the specific formula to protect your mutuels from the pirates.

Q: When picking pace lines, should you avoid using an 0 race?

A: Yes, unless you don't. More confused? Pace lines aren't taken from "good" races, or recent races, or races at the same distance. Neat little rules like that will only get you in trouble. The whole idea is to pick a pace line that you feel will represent how the horse will run today. If you think that the horse will repeat a 0 race, use it. If he still matches up well with the other horses, bet him. In our new Pace Line manual, we give you 8 hours and 140 pages of guidelines and help, but it still comes down to you picking the race that you think the horse will duplicate today.

Q: How do you determine a good race within a poor race? (♦ symbol.)

A: If the contender runs on or near the pace for at least two calls (including the stretch call).

Q: I'm not quite clear on how I should be using my Win Energy Profile. Could you explain further? I haven't been including maiden races, but should I also exclude the bottom rungs of the class ladder if I don't play these races? Also, if I'm using Win Energy to pick contenders, should I be using the overall average Win Energy for that distance or the average Energy from that class of race?

A: By now, I'm sure you've all seen the Track Profile form we designed. For each distance, you need six numbers:

Total Win Energy   % Early

High _____   High _____
Ave. _____   Ave. _____
Low _____   Low _____

The Total Win Energy is derived using the Variant program or the Ultra Scan Energy Calculator. Pargenerator Plus will automate the process, but give you the same numbers. You enter the fractions using beaten lengths (we want Win Energy), of each winner from the previous day, or week or whatever you have from the results charts. Pars for each distance will soon emerge.

The higher the class of the race, the higher the Win Energy will (tend to) be. Thus, you will have 3 Class-Pace levels and three % Early levels for each distance. If today's top entry shows a number closest to the High Energy par, then this is a high race. All viable contenders must be within 0.72 of that horse in Total Energy. Distance and surface adjustments are made from High to High, Low to low, whatever is appropriate.

Percent Early pars generally have a tolerance of .42%. Thus if the win % Early at this level is 52.80%, all horses over 53.20% or under 52.40% are eliminated. As with all our pronouncements intended for the country at large, please validate these guidelines at your track before you begin to slavishly follow "rules" set perhaps thousands of miles away by someone who has never even seen your racetrack.

Q: I'm planning a trip to Reno soon. How should I handle playing, say, Hollywood Park if I'm not sure what is happening there? Does that make sense? Basically, any suggestions would be appreciated.

A: Perfect sense. We face this problem all the time when we go to Vegas or an out of town seminar. Get one day's (at least) results charts and go from there. Use your Pargenerator Plus to make a Track Profile (see above) and start keeping a Brohamer model from the first race you play. You'll be "dialed in" to the new track in a remarkably short time.

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THE SARATOGA SEMINAR
PIRCO'S ONLY (FINAL) EAST COAST SEMINAR THIS YEAR
BY THE REV. BERT MAYNE

By the time you read this, the Saratoga season will be only a month away. Because of the expense involved, last year Dr. Sartin decided that he wouldn't hold any more seminars on the East Coast. Most of the time he winds up losing money. However, he has agreed to come East one more (last?) time. The second Sartin Saratoga Seminar is on! The entire PIRCO road show will be in town Aug. 28 - 30.

The seminar will again be held at the Desmond Americana, a first class hotel in Albany. Room rates in Upstate New York always skyrocket in August during Saratoga, but we have made arrangements to receive a commercial rate of $85.00 per night. If you want, I'll try to find you a roommate. Of course, if you would prefer to stay elsewhere, there are lots of motels in the area. We do advise you to reserve a room early.

The seminar will follow our usual highly successful pattern. Starting Friday evening at 6:00 PM (registration at 5:30), lasting all day Saturday and then winding up on Sunday about 2 PM, Dr. Sartin and the PIRCO Charter members will present all the newest and best the Methodology has developed. As always, there will be lots of time set aside for your questions. We'll stay as long as there are any questions, so come prepared. This year, as an added bonus for beginners, Dr. Sartin and Dick Schmidt will hold a "Beginners Only" session before the start of the main seminar at 1:00 PM on Friday. If you're just starting out, this is your chance to learn the new language of handicapping and get the basics clear in your mind before the whirl of the main seminar. The price remains the same as always, $225. The Beginners Only session is free.

Excurricular activities planned are a banquet Sunday evening and a bus trip to the track on Monday. The banquet was wonderful last year, featuring a buffet of meat, seafood and vegetable dishes, with fruits of the season and desserts. The menu and cost will be the same as before, $22 per person.

The bus trip will be about $14 (less if more sign up) and includes entrance to the track. You'll be accompanied to the track by all the PIRCO speakers. As always, Bob Purdy will be on hand to give out tips on the horses.

How do you register for this handicapping extravaganza? Three easy steps: 1) Send the Institute your check. This is the only way to become officially registered. 2) If you want to stay at the Americana, call them at 1-800-235-1210 (1-800-448-3500 in New York) and tell them you are with PIRCO. 3) Call or write me, Bert Mayne, P.O. Box 103, Carlisle, NY 12031 (518) 234-4953, for further information or to make a reservation for the banquet or the trip to the track. Also, Racing Forms are hard to come by in Albany in August, so let me know early enough and I'll reserve one for Sunday or Monday for you.

Because of intense competition for rooms, we have an early deadline. PLEASE let us know if you're coming NO LATER than August 7th. That means you need to get in touch with the Inland Empire Institute, the hotel and myself before Aug. 7.

I can't think of a better way to improve your betting-average than this. The atmosphere is charged with the electricity of winners. Come, share the energy (both Early and Sustained) of PIRCO's panel of Master Handicappers. You will not find a more positive three days anywhere. The enrichment is both material and spiritual for me every time this group gets together. So, I hope to see many of you at this unique event: to learn, to question, to study, to play. To be winners in the HUMAN race.

NEW YORK REPORT

The New York racing scene is as great as ever. It probably always will be as long as there are people who aren't using the Sartin Methodology against those of us who are. This spring, when the Aqueduct Inner Dirt track gave way to the Main track, I was sad to see the switch because the Inner track was a gold mine. The switch dropped the mutuels briefly, but then they came back up. I always worry a little when Belmont opens, and people start ganging up on winners until favorites are winning 35% - 39% of the races. That happened again at the outset of the season at Belmont, but now it's back to 29% winning favorites.

It so happens that my personal favorite track is also at 29%. Hurray for Finger Lakes! I've spent enough time poking fun at FL while taking a good profit from their races that I really should spend some time giving them a good word for a change. I'm seriously thinking of limiting my handicapping to the 9 months FL is running. The mutuels are generous, the model consistent, the profile clear, and my win percentage is as high at FL as it ever is at Belmont. Sometimes higher. The 70% handicapper at Finger Lakes is happy indeed.

As most of you know, Belmont runs Sustained normally. Finger Lakes is Early most of the time. You really don't want to mix up your models in New York. I've specialized in sprints this spring because I

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really have severe time constraints on my handicapping. I love the stories from the guy who never really liked his job, who has worked hard with the Methodology and can now say to heck with this job, now I can be my own man. But for me, my job with the two churches I serve is something I love. Handicapping is a way for me to be able to afford to keep my job.

Anyway, about Finger Lakes: one thing that makes it so lucrative is the number of Tandem races. The track is small, by NY standards. The number of horses racing there for the season is pretty stable, with no great shipper traffic. So the horses very often race up and down the class ladder with the same cohort of critters. The Tandem manual's techniques work just like they're supposed to. I never see as many tandems at Belmont. And whether the bettors aren't as sophisticated as the fabled downstate crowd (who are, incidentally, generating exactly the same percentage of winning favorites), or they just speculate along some rigid patterns, they seem to be on the wrong horses heavily enough for my mutuels to be consistently generous. So you FL handicappers out there, THINK TANDEM!

Actually, I keep my hand in at both Finger Lakes and Belmont, and love them equally. I find it hard to believe that a pattern can last so long, but my sprints are running just about the same percent Early as last two years. Consistency is nice, but eventually you expect everyone to figure out the likely contenders when a profile is so consistent.

But, we're in luck. The summer weather provides us with enough thunderstorms and drenching rains to change the % Early from time to time. However, take note. When there really isn't a week of rain, or flooding, but just an afternoon downpour, often the % Early stays about the same, while the crowd is expecting radical changes. They get off the horses they handicapped while the sun was shining and start playing mud marks. That's when our figures from the last time it rained make a lot of money for the careful record keeper. Energy changes make us money. Energy staying the same makes us money. But you have to keep the records to know which way to go in any given situation.

At any rate, the summer racing scene looks good in the Empire State. I hope to welcome old friends and new to Albany for the seminar. While Las Vegas has glitter and horse books, we have lots of class and nearby OTB parlors and Teletheaters. Saratoga is a half-hour ride north. You'll be pampered by the hotel, inspired by the seminar and get some hands-on experience at being a winner.

A great many of those who will be attending this seminar are coming as the guests of the horses at their home tracks. They are winners coming to meet with other winners for a few days at the summit. There's nothing quite like it, whether you're a veteran winner, or just starting out. The quest is worth the journey. I hope you make it.

TOM BROHAMER

As promised, we've printed the current par energy chart for Hollywood Park. Anyone familiar with this racetrack will probably notice a hole in our chart.....the 1 1/16th races. Prior to the current meeting that distance was not commonly run. A change in racing secretaries,however, placed a renewed emphasis on that particular distance. I've only recently accumulated enough data to extrapolate pars for those 1 1/16th races and, before I complete this piece, I'll provide the data necessary for you to add those additional pars. The intent of this particular article is to answer the few remaining questions sent to our editor and to demonstrate the application of making a "Sartin style" daily variant. Before going any further I'll make a few up-front points regarding the use of the variant program.

1) As I mentioned in the first of this series there are several versions of our variant program. Please don't let that distress or annoy you. The relationships between levels are important; not the actual numbers.

2) Input to the program (usually DEF V in the Sharp versions) is as follows:

```
SECOND CALL?    45.2
FINAL TIME?     1:10.3
BEATEN LEN.?    0   (AT BOTH CALLS)
ADJUSTMENT?     0
```

VARIANT DISPLAYED.....56.22   This is the number we'll be working with.

3) When making the daily variants use the pace of the race...not the winner's time or early placement.

Q...REGARDING TRACK-TO-TRACK ADJUSTMENTS ?

Actually a very simple proposition...after you have pars for each track involved. Quite simply, you must determine the "crossover" class or the class level at which shippers succeed. For example: Golden Gate Fields shippers are pretty much interchangeable with Hollywood Park at the $12,500 claiming level.(in truth, G.G.F. horses are slightly tougher at that level) The Hollywood par for 6 furlongs is 55.86 or 46.0 1:11.0. The Golden Gate $12,5k par is 56.50 or 45.2 1:10.1.......the track-to-track?? 56.50 - 55.86 or -.64 to the G.G.F. runner.

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Q...WHAT ABOUT TRACK CLASS ?

Two approaches here...1) use an adjustment of .15 per track class
level but do not let this get out of hand. Set a limit of about
.50; anything greater probably means you're considering a non-
contender. 2) If you've done your homework as to "crossover"
class, the problem pretty much goes away. In my response to the
preceding question, I developed -.64 as the track to track between
G.G.F. and Hol. Park. From the same par charts I offer the NW1
allowance pars........

GGF....45.1 1:10.1 56.53   HOL.....45.2 1:10.1 56.50

As you may have already observed, the .64 track-to-track
adjustment compensates for track class. In this case the NW1's at
Hol. Park automatically become (.64-.03) .61 superior to their
No. Calif. cousins when the crossover class is adjusted. In other
words, the pars at $12,5 become 56.53 at both tracks (adding .64
to the Hol. par) while, at the same time, the NW1 par at Hol.
becomes 56.50 + .64 or 57.14. A word of caution: to make this
approach effective, you must accurately determine the exact
crossover class. Additionally, when a wide disparity in track
class exists there may not be a level at which horses ship
successfully. In that case you're stuck with estimates derived
from approach #1.

Q...SPRINT TO ROUTE ADJUSTMENTS ?

Not quite as straightforward. On the surface, it seems a simple
subtraction of the route from the sprint pars (any class level)
should produce the answer to the question. It would, if our FACTOR
W computation was the same in our working programs as that in the
variant program. In sprints only, FACTOR W is usually a number
.30 larger than the variant number. Therefore, deduct the route
from the sprint par and than add another -.30 to the difference.
For example: the $20k pars at GGF....
        sprints 56.53
   - routes 54.52 = -2.01 adding the -.30 = -2.31.
The sprint to route adjustment at GGF is -2.31.

Q...THE ACTUAL APPLICATION : DAILY VARIANTS ?

This'll take some space. Before we start I should tell you where
I'm coming from. It's not within the scope of this series to
completely instruct on the care and feeding of a daily variant.
There is no shortage of quality material already published on the
subject. Quirin's THOROUGHBRED HANDICAPPING- STATE OF THE ART and
Beyer's PICKING WINNERS & MY $50,000 YEAR AT THE RACES all contain
excellent sections detailing both basic and advanced concepts.
I will, however, describe the basic approach with the Sartin
Methodology which should bridge the gap from the more traditional
approaches.

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I've included the results of the sprint races run at Hollywood
Park on May 23,1987. We'll use that material to construct the
sprint variant for that particular day.

1st race	6f	$M32f	par: 55.11	actual: 46.1	1:12.3 = 54.76
2nd race	6f	$10k	par: 55.72	actual: 45.4	1:11.2 = 55.61
4th race	6f	$M32	par: 55.41	actual: 46.3	1:11.4 = 55.22
5th race	6f	$20k3f	par: 55.44	actual: 46.1	1:11.0 = 55.83
6th race	6f	$M32f	par: 55.11	actual: 45.2	1:12.2 = 55.06
7th race	6f	$40kf	par: 56.20	actual: 46.0	1:10.3 = 56.14

The only difficult part so far is in figuring out where the hell I
got some of these pars.....am I right?? In race 1 the 55.41 MCL
par has been adjusted by the female adjustment of -.30 in sprints.
There is no 3 year old adjustment in maiden races but the 5th race
required the -.30 and an additional -.45 for three year olds.
The pars we've printed are for older males; you'll find the sex
and age adjustments at the bottom of the chart.

Next step....calculate the difference between the pars and the
actuals. The intent is to equalize the two.

1st	55.11	act. 54.76 = +.35	
2nd	55.72	act. 55.61 = +.11	
4rd	55.41	act. 55.22 = +.19	
5th	55.44	act. 55.83 = -.39	a 7 length win!
6th	55.11	act. 55.06 = +.05	
7th	56.20	act. 56.14 = +.06	

A couple of ways to approach the next step. 1) add all the
differentials and divide by the number of races. You're averaging
all the races, good and bad. 2) a more satisfactory approach is to
key on the most representative races and build the variant from
those. In the example, the 2nd and 7th races should be used as the
basis for the daily variant. .11 +.06 =.17 divided by 2 = +.085.
Unfortunately, few days are this easy....you'll often have to
combine 1 & 2 above. An additional point before we move on....it
does not take genius to recognize an excellent performance by the
$20,000 filly NELLIE MELBA in the 5th race. Add her to your Horses
to Watch list.

The sprint variant for Hollywood Park on May 22nd is +.085. Of
course, the route variant must also be calculated .....the same
procedure applies but be sure and separate the two.

Q...DAYS WHERE NOTHING SEEMS TO MAKE SENSE ?

Again, several possible solutions. You may solve the puzzle by
considering the previous day and the succeeding day. If they
seem consistent, you're probably safe in letting those two days
influence the day in question. If you want to take an additional
step you can "project" the races. In other words, calculate the
figures you think the winner and other close-up finishers should
have earned and compare those to the actuals. You'll often find

the field in question was better or worse than par. A word of caution.....unless you're confident in your skills, these projections can lead you far astray.

Q...1 1/16th RACES AT HOLLYWOOD PARK ?

To run a 1 1/16th at Hollywood Park it is necessary to utilize the finish line leftover from the more traditional two-turn mile facility. Initially, I thought this might pose a problem in creating pars. That was not the case. The 1 1/16th and the 1 1/8th races relate very closely. As a result, we can easily extrapolate usable pars from a fairly limited database. At the end of this season I'll validate the data....you should do the same.

$12,500 54.05   1:11.3 1:44.1   Using this data as a base, build the rest of the pars by maintaining the relative differences between class levels at the 1 1/8th distance. For example...the 1 1/8th pars indicate that a $16,000 runner will complete the distance two lengths faster than their $12,5 counterparts. The 1 1/16th par for $16,000 can then be reasonably set at...54.36 1:11.1 1:43.4. Continue the procedure through the other class levels and you'll wind up with a usable set of pars for the new distance.

NOTICE!

This space was left intentionally blank because we couldn't think of anything to put in it.

Until now.

FIRST RACE — Hollywood, MAY 22, 1987

6 FURLONGS. (1.08¾) MAIDEN CLAIMING. Purse $11,000. Fillies and mares, 3-year-olds and upward. Weights, 3-year-olds, 115 lbs.; older, 123 lbs. Claiming price $32,000; if for $29,000, allowed 2 lbs. 23rd DAY. WEATHER CLEAR. TEMPERATURE 70 DEGREES.

Value of race $11,000; value to winner $6,050; second $2,200; third $1,650; fourth $825; fifth $275. Mutuel pool $197,427.

Last Raced	Horse	Eq.L.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
13May87 4Hol2	Paygreene	3 115 6 6	7½	6½	2½	1½	Delahoussaye E	32000	16.50
9May87 7Hol2	Little Girl Doctor	b 3 115 4 2	11	11½	7½	2½	Pedroza M A	32000	1.30
13May87 4Hol8	Ridgelite	3 115 9 8	10½	10½	7½	3½	Stevens S A	32000	40.80
24Apr87 4Hol6	Reflective Native	4 123 11 6	8½	8½	9½	4½	Gomez R	32000	9.80
9May87 4Hol4	Miss Rojean	3 108 8 1	3½	2nd	3nd	5nd	Patton D B5	28000	62.90
29Apr87 4Hol10	Pia Natural	3 115 5 7	1	1	10½	6nd	Boyd B M	32000	105.90
17Apr87 4SA11	Con Lynda	3 115 10 4	4½	3nd	5½	7nd	Fernandez A L	32000	29.30
9May87 4Hol3	Joel C.	3 116 2 11	6½	7½	8nd	8no	Valenzuela P A	32000	5.60
30Apr87 4Hol7	Wild Drive	b 3 113 7 3	2	4½	4½	9½	Stevens G L	32000	3.10
23Apr87 2Hol11	High Stepping Girl	3 113 3 5	5½	5nd	6½	10½	Meza R Q	28000	6.70
8May87 8Hol10	Victory Green	b 3 115 1 10	9	9½	11	11	Castanon A L	32000	149.80

OFF AT 1:32. Start good. Won driving. Time, :22¼, :46¼, 1:13, 1:12% Track fast.

Official Program Numbers
$2 Mutuel Prices: 6-PAYGREENE ... 35.00 12.20 7.40
4-LITTLE GIRL DOCTOR ... 3.60 3.00
9-RIDGELITE ... 10.00

SECOND RACE — Hollywood, MAY 22, 1987

6 FURLONGS. (1.08¾) CLAIMING. Purse $11,000. 4-year-olds and upward. Weight, 121 lbs. Non-winners of two races since April 5, allowed 3 lbs.; a race since then 6 lbs. Claiming price $10,000.

Value of race $11,000; value to winner $6,050; second $2,200; third $1,650; fourth $825; fifth $275. Mutuel pool $244,744.

Last Raced	Horse	Eq.L.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
14May87 1Hol1	Bride's Advice	4 116 6 5	4nd	1nd	1	1nd	Solis A	10000	2.60
15May87 2Hol5	Dominant Roni	b 8 110 9 9	7½	4½	3½	2¼	Patton D B5	10000	5.90
26Apr87 1Hol1	Amarone	7 115 1 4	1½	2	2nd	3½	Sibille R	10000	6.80
14May87 7Hol8	Don's Co-op	b 6 116 3 1	9	7½	6½	4½	Higuera A R	10000	52.10
17Apr87 4SA4	Native Captive	4 110 8 8	6nd	7½	4½	5nd	Gryder A T5	10000	3.50
7May87 1Hol5	Dusty Trader	b 6 115 4 2	3½	3nd	5½	6nd	Olivares F	10000	10.90
7May87 1Hol6	John's Jove	5 115 2 6	2½	5½	6½	7½	Solis G L	10000	13.20
15May87 6Hol11	Mighty Trip	4 110 10 7	11½	11½	10½	8no	TammarinoMp6	10000	12.40
4Apr87 9GG7	Ack's Bargain	b 4 115 12 10	8½	9½	9½	9½	Stevens G L	10000	34.00
19Mar87 1SA10	Inwood Drive	b 4 116 7 3	5½	6½	9½	10½	Valenzuela P A	10000	9.30
7May87 1Hol	George Slept Here	b 4 115 5 11	12	12	11½	11½	Winick D1	10000	57.30
7May87 1Hol	Musical Mistro	b 5 115 11 7	5½	10½	12	12	Fernandez A L	10000	14.00

OFF AT 2:02. Start good. Won driving. Time, :22¼, :45¼, :58¼, 1:11% Track fast.

$2 Mutuel Prices: 6-BRIDE'S ADVICE ... 7.20 4.40 3.60
9-DOMINANT RONI ... 6.40 4.80
1-AMARONE ... 5.00

FOURTH RACE — Hollywood, MAY 22, 1987

6 FURLONGS. (1.08¾) MAIDEN CLAIMING. Purse $11,000. 3-year-olds and upward. Bred in California. Weights, 3-year-olds, 115 lbs.; older, 123 lbs. Claiming price $32,000; if for $28,000 allowed 2 lbs.

Value of race $11,000; value to winner $6,050; second $2,200; third $1,650; fourth $825; fifth $275. Mutuel pool $161,734. Exacta pool $179,906.

Last Raced	Horse	Eq.L.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
15Apr87 4SA6	Rare Tyson	3 115 5 8	6½	4½	1½	12	Solis A	32000	9.70
1May87 2Hol6	Ify Ify	b 3 115 4 4	2nd	1nd	2½	22½	Meza R Q	32000	4.40
1May87 2Hol4	Sailor's Commission	3 117 7 5	4½	2½	3½	3½	Pincay L Jr	32000	12.40
8May87 2Hol8	Robert's Luck	3 115 8 11	1½	3½	5½	4nd	Stevens G L	32000	13.70
	Promise To Tally	3 115 1 6	11	11	8½	5½	Castanon A L	28000	4.80
8May87 7Hol1	Five Circles	b 3 116 6 9	3½	5½	6½	61	Sherman A B5	28000	63.60
7Jly86 7LA9	Avoue D'Essai	3 116 11 1	7½	6½	4½	71½	Patton D B5	32000	31.90
8May87 2Hol2	Cruisin' Road	b 3 115 2 3	8½	7½	8nd	8no	McCarron C J	32000	.90
3Apr87 2Hol4	Solid Judge	3 116 10 10	5½	10½	10½	9½	Gryder A T5	32000	41.10
10May87 2Hol12	Cal Bread	3 116 9 2	10½	8½	9½	10½	Valenzuela PA1	28000	77.20
27May87 4SA11	Sapatero	3 115 1 10	9	9½	11	11	Fernandez A L	32000	124.40

OFF AT 3:07. Start good. Won driving. Time, :22¼, :46¼, :59, 1:11% Track fast.

$2 Mutuel Prices: 5-RARE TYSON ... 21.40 11.00 7.60
6-IFY IFY ... 7.00 6.40
7-SAILOR'S COMMISSION ... 5.00

FIFTH RACE — Hollywood, MAY 22, 1987

6 FURLONGS. (1.08¾) CLAIMING. Purse $12,000. Fillies, 3-years-old. Weight, 121 lbs. Non-winners of two races since April 5 allowed 3 lbs.; a race since then, 6 lbs. Claiming price $20,000; if for $18,000 allowed 2 lbs. (Races when entered for $15,000 or less not considered.)

Value of race $12,000; value to winner $6,600; second $2,400; third $1,800; fourth $900; fifth $300. Mutuel pool $175,012. Exacta pool $185,945.

Last Raced	Horse	Eq.L.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
26Apr87 11AC1	Nellie Melba	3 118 6 1	11½	11½	14	17	Pedroza M A	20000	1.30
9May87 2Hol1	White Fury	b 3 118 3 10	7nd	5½	3½	2½	Solis A	20000	12.00
8May87 3Hol8	Celtic Lady	3 115 9 6	6½	6½	6½	3½	Olivares F	20000	15.10
19May87 3SA10	French Femme	3 113 10 7	9½	9½	7½	4½	Stevens G L	18000	10.50
10Apr87 1SA7	Our Marge	b 3 108 7 5	9½	4½	5½	5nd	Gryder A T5	18000	16.10
5May87 3Hol3	Musical Angel	b 3 116 5 11	4½	2nd	2nd	6no	Delahoussaye E	20000	3.90
8May87 3Hol8	Hi Danger	b 3 108 8 8	8½	7½	8½	7½	Patton D B5	18000	46.70
8May87 3Hol2	Felis Concolora	b 3 115 2 3	4½	3½	4½	8½	Baze G	20000	5.50
9May87 11AC1	Lady Neuwick	3 118 4 4	5nd	8½	9½	9½	Sibille R	20000	21.70
12Oct86 3Hol8	Windoon	3 118 1 9	10	10	10	10	Vergara O	20000	7.60

OFF AT 3:37. Start good. Won ridden out. Time, :22, :46¾, :58½, 1:11 Track fast.

$2 Mutuel Prices: 6-NELLIE MELBA ... 4.60 4.00 3.20
3-WHITE FURY ... 7.40 5.00
9-CELTIC LADY ... 10.80

SIXTH RACE — Hollywood, MAY 22, 1987

6 FURLONGS. (1.08¾) MAIDEN CLAIMING. Purse $11,000. Fillies and mares, 3-year-olds and upward. Weights, 3-year-olds, 115 lbs.; older, 123 lbs. Claiming price $32,000; if for $29,000, allowed 2 lbs.

Value of race $11,000; value to winner $6,050; second $2,200; third $1,650; fourth $825; fifth $275. Mutuel pool $261,917.

Last Raced	Horse	Eq.L.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
17May87 2Hol2	Fall From Glory	b 3 115 8 1	22	11	11	1½	Gomez R	32000	17.20
	Song Of Ellen	b 3 110 12 3	4½	3½	3½	2½	Gryder A T5	32000	13.70
8May87 4Hol3	Lively Miss	3 116 2 4	3½	4½	4½	3½	McHargue D G	32000	3.00
	April Forty First	3 116 3 7	11½	2½	2½	4½	Higuera A R	32000	4.80
6May87 4Hol10	Such A Myth	3 113 7 6	7½	6½	5½	5no	Winick D	28000	140.50
7Feb87 2SA8	Reve De Gazelle	b 3 121 4 4	9½	7½	6½	6no	Pincay L Jr	28000	2.20
9May87 4Hol9	Tara Sweeney	3 116 11 10	11½	10½	9½	7no	Solis G L	28000	98.00
	Run Master	3 116 10 9	10½	9½	8½	8½	TammarinoMp6	28000	134.60
	Stubborn Eyes	3 116 5 2	8½	8½	8½	9½	Delahoussaye E	32000	7.50
15May87 4Hol6	Easter Reflection	3 115 7 12	12	11	11	10½	Castanon A L	32000	65.30
8May87 9Hol7	Green Fascination	3 110 6 6	9½	7½	10½	11	Patton D B5	32000	10.50
	Swift Concorde	4 123 5 5	6½	—	—	—	Stevens G L	32000	10.00

Swift Concorde, Lame.

OFF AT 4:09. Start good. Won driving. Time, :21¾, :45¼, :58½, 1:12% Track fast.

$2 Mutuel Prices: 8-FALL FROM GLORY ... 36.40 12.60 5.00
12-SONG OF ELLEN ... 12.00 6.80
9-LIVELY MISS ... 3.20

SEVENTH RACE — Hollywood, MAY 22, 1987

6 FURLONGS. (1.08¾) CLAIMING. Purse $19,000. Fillies and mares, 4-years-old and upward. Weight, 122 lbs. Non-winners of two races since April 5 allowed 3 lbs.; a race since then, 6 lbs. Claiming price $40,000; for each $2,500 to $35,000 allowed 2 lbs. (Races when entered for $32,000 or less not considered.)

Value of race $19,000; value to winner $10,450; second $3,800; third $2,850; fourth $1,425; fifth $475. Mutuel pool $207,125. Exacta Pool $205,364.

Last Raced	Horse	Eq.L.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
15May87 6GG1	Distant Runner	4 116 3 3	1nd	1½	1½	13	Olivares F	40000	3.00
30Apr87 9Hol1	Lucky Twist	5 122 2 2	4½	2½	2½	22½	Pincay L Jr	40000	3.30
30Apr87 9Hol5	Agigael	7 111 8 1	6½	6½	4nd	3nd	Patton D B5	40000	18.10
8May87 9Hol3	Leading Lass	4 116 6 6	7½	7½	6½	4nd	Toro F	40000	9.30
8May87 7Hol1	Amo Did It	b 4 116 6 6	5½	5½	5½	52	McCarron C J	40000	7.70
8Apr87 5SA2	Duchess Zanthe	4 116 5 7	2½	3½	3nd	6½	Stevens G L	28000	3.90
30Apr87 9Hol4	Regal Notion	b 4 116 4 5	3½	2½	7½	71	Stevens S A	40000	24.70
30Apr87 9Hol2	Radar Dawn	5 116 1 4	3½	3nd	71	8	Valenzuela P A	40000	3.90

OFF AT 4:33. Start good. Won driving. Time, :22½, :46, :57¾, 1:10% Track fast.

$2 Mutuel Prices: 3-DISTANT RUNNER ... 8.00 4.80 3.50
2-LUCKY TWIST ... 4.40 3.40
8-AGIGAEL ... 4.60

HOLLYWOOD PARK

SPRINTS

CLASS	VAR.6F	PACE	6F	VAR.7F	PACE	7F
STK	57.49	44.3	1:09.0	57.57	44.2	1:21.1
CLA	56.99	45.0	1:09.3	57.10	44.3	1:22.0
NW3	56.82	45.1	1:09.4	56.85	45.0	1:22.1
NW2	56.65	45.2	1:10.0	56.66	45.0	1:22.3
NW1	56.50	45.2	1:10.1	56.47	45.0	1:23.0
MDN	56.02	45.4	1:10.4	56.05	45.3	1:23.2
MCL	55.41	46.1	1:11.3	55.52	45.4	1:24.2
50	56.50	45.2	1:10.1	56.57	45.0	1:22.4
40	56.50	45.2	1:10.1	56.57	45.0	1:22.4
32	56.33	45.3	1:10.2	56.47	45.0	1:23.0
25	56.19	45.3	1:10.3	56.30	45.1	1:23.1
20	56.19	45.3	1:10.3	56.30	45.1	1:23.1
16	56.02	45.4	1:10.4	56.21	45.1	1:23.2
12,5	55.86	46.0	1:11.0	56.21	45.1	1:23.2
10	55.72	46.0	1:11.1	55.87	45.3	1:23.4

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ROUTES

CLASS	VAR.8.0	PACE	1 MI.	VAR.9F	PACE	1 1/8
STK	56.11	1:09.1	1:34.1	55.47	1:10.1	1:47.4
CLA	55.64	1:09.4	1:35.0	55.04	1:10.4	1:48.3
NW3	55.64	1:09.4	1:35.0	54.97	1:10.4	1:48.4
NW2	55.52	1:10.0	1:35.1	54.78	1:11.0	1:49.1
NW1	55.31	1:10.0	1:35.3	54.65	1:11.0	1:49.3
MDN	55.00	1:10.1	1:36.1	54.34	1:11.1	1:50.2
MCL	54.33	1:11.0	1:37.2	53.63	1:12.1	1:51.4
50	55.42	1:10.0	1:35.2	54.72	1:11.0	1:49.2
40	55.31	1:10.0	1:35.3	54.65	1:11.0	1:49.3
32	55.19	1:10.1	1:35.4	54.70	1:10.4	1:49.3
25	55.19	1:10.1	1:35.4	54.57	1:10.4	1:50.0
20	55.07	1:10.2	1:36.0	54.39	1:11.0	1:50.2
16	54.95	1:10.3	1:36.1	54.34	1:11.1	1:50.2
12,5	54.72	1:11.0	1:36.3	54.10	1:11.3	1:50.4
10	54.70	1:11.1	1:36.3	53.92	1:11.4	1:51.1

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ADJUSTMENTS

FEMALES
    SP -.30   RTE -.45
*2 YR OLDS...FALL
    NON-CLM -.30   -.55
    CLMG   -.55   -.85

3 YEAR OLDS	SPR.	RTE	7F
HOL.	-.45	-.55	-.50
FALL	-.25	-.40	-.35

*2 YR OLDS..SPRING

	5F	MALE & FEMALE		5 1/2 M & F		
NON-CLM.	45.3	58.0	56.33	45.3	1:04.3	55.96
CLM.	46.1	58.3	55.83	46.2	1:05.1	55.48

NON-CLM.	6F	46.0	1:10.4	56.00	FILLIES	46.1	1:11.2	55.55
CLM.	6F	46.2	1:11.4	55.25	" "		NO DATA	

THE BEGINNERS COLUMN

A STEP-BY-STEP WALK THROUGH THE SARTIN METHODOLOGY

YOUR GUIDE: DICK SCHMIDT

PACE LINES

Ah, pace lines. If there is a black art to handicapping, selecting pace lines is it. I can give you mechanical ways of choosing contenders and making bets, but pace line selection is something that you must learn on your own. I'll try to provide a little help, but the way to learn to pick pace lines is to pick pace lines.

First off, let's define exactly what we're trying to do when we select a pace line for a horse that we have made a contender. We are NOT looking for the horse's best race, his most recent race, a race at today's class, a race at today's distance, today's track. A race that makes the horse look good. Or Bad. We aren't looking for a pace line that makes things easy for us. What we want is the pace line that we feel is most predictive of what the horse will do today.

I constantly hear from people who try to pick pace lines that minimize adjustments, or stay with the same form cycle, or run on the same track. Wrong. Though a pace line from today's track and distance is nice, don't get locked into looking for the easy way out. You need to go deeper into the form of each contender and find that one race that most closely predicts how the horse will run today.

The only "mechanical" aid to picking pace lines that we have been able to come up with is Dr. Sartin's pluses and zeros. If you'll review the last issue of The Follow Up, starting on page 10, you'll find a complete explanation of how to mark each race. As in so much of handicapping, what we are looking for is a pattern. I feel that pattern recognition is the most valuable skill for a handicapper. We'll return again and again to patterns; in using a Brohamer Model, in making adjustment decisions and, as we already saw, in picking contenders.

Developing this most vital skill is a lot like learning to read. (What is reading but pattern recognition?) We need to start slowly and practice a lot. The good news is that if you can read this page, you can pick pace lines. Just remember, you didn't learn to read in a day or even a year. Developing a new skill takes time and hard work. So let's get started.

Take out the 100 races I had you select contenders in last time. Now, mark each race in the past performance chart for each contender with a +, a 0 or an ●. Start at the bottom of the past performance chart and work your way up to the top and the present. Use a bright color pen so the marks

stand out. I favor red, but suit yourself. Just so they stand out when you scan the chart, looking at the horse's entire past performance pattern.

I don't want you to approach this as a tedious mechanical exercise. Don't start marking race after race, or have someone else help you. The idea isn't to make interesting marks on a racing form, but to start developing your pattern recognition skills.

Take it one race at a time. Mark the pluses and zeros for each contender, then step back and examine the patterns that emerge. Here's a horse that has a plus next to every sprint. Is it in a sprint today? There's another that always runs well only after a layoff. How long since its last race? Does the horse display a regular cycle of good and poor performances. If the horse has never put together two good races, and its last out was a good effort, that should tell you not to expect a good effort today. Take a long look at the good races. What fractions can the horse successfully run against? Now look at the other contenders; can any of them run faster? Is there a horse (maybe not a contender) that can force this horse to run faster than it is able to and still win? Is the last good race typical of the way the horse usually runs when it does well, or was it a one time fluke? Maybe the race three back is more how the horse usually runs. The patterns are all there, nothing is hidden. We must all learn to recognize them.

One pattern that is a favorite of Bob Purdy, who developed the "bottom up" way of analyzing past performance charts, is to look carefully at the routes where a horse has run a "hidden" sprint. Using the internal fractions of a

route is a very profitable play, because so few people at the track bother to look beyond the finish. The pattern should be obvious, as each good sprint within a route will be marked with an ◆.

To use the internal fractions of a route, a couple of simple adjustments are needed. If you'll stop a moment and think about it, you'll see why the adjustments are needed. The calls in a sprint are at 2 furlongs, 4 furlongs and the finish. In a route, the calls are at 4 furlongs, 6 furlongs and the finish. The idea is to use the 6 furlong call from the middle of the route as if it were a 6 furlong race. However, routes are run a bit differently from sprints. For one thing, the jockeys aren't pressuring their mounts at the 6 furlong mark with anything like the enthusiasm shown at the finish of a sprint. The horses have several more furlongs to run and aren't being pushed. So, we will give the router a bit of extra credit, figuring that he can go faster is asked. We have found that two fifths of a second is about right.

So here is what you'll do. Deduct two fifths from the 4 furlong call and the 6 furlong call and use them as the final two calls in a 6 furlong sprint. We will invent a first call. Don't spend too much time on this, as the first call isn't used in any of the calculations. (Check the first instalment of The Beginners Column if you don't believe me) You can divide your new second call in half or you can use a number that looks reasonable. Such as, if the first call in the route was 46.1, you would make the second call in your invented sprint 45.4. Ask yourself, what do most sprinters at my track who can do a 45.4 second call run the first two furlongs in? About 22.2 or so? Close enough.

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We will make one other adjustment. Because routes are a bit more "strategic" than sprints, the jockeys may "jockey" for position a bit more (sometimes my command of the language amazes even me) and not worry about keeping in close contact with the leaders. Therefore we will cut the beaten lengths of the route's first two calls in half. Four and a half becomes two and a quarter. I usually just use the same beaten lengths from the second call in the first call. Remember, the first call isn't being used for much of anything. Of course, we must remember what we have done and not get carried away if our new race shows our horse having a tremendous first fraction advantage.

WARNING: beware of large tracks that run routes around ONE turn. Besides the jockey's urging or lack of same, we are also adjusting for the fact that the horses are having to run around a corner in the first half mile of the race. In a one turn route, this isn't true. At Hollywood Park, I used to make a small adjustment, but Tom Brohamer showed me recently that I was wrong to do so. The horses can come down that long backstretch and really get rolling before they encounter any bends in the road. They are actually running the first two fractions of the one turn mile faster than the sprinters are running 6 furlongs. Making adjustments in such a situation is an invitation to disaster. When I use the internal fractions from a Hollywood Park one turn mile, I now make no adjustments to either the times or the beaten lengths or actually give the miler a penalty. If you are blessed with a longer (or shorter) track than the "standard" one mile oval, you'll have to do some research to decide what adjustment is appropriate. (I

use the word blessed advisedly. You'll be one of the few people on the track who will be able to handle horses making this move. Schmidt's Law: the harder a piece of information is to come by, the more valuable it is.) Check Tom Brohamer's series on making par Energy charts for your track. Once you have a par chart, it will be simple to see what type of adjustment is needed.

OK, where were we? Oh yes, patterns. And patterns within patterns. I'm sure you're all used to checking the class level the horse has been running against and now you can easily see at what levels the horse has done well. A horse that can sneak up on us at times is one with back class, represented by a distinct advantage in APV. With such a horse, you can be a bit more flexible with your pace line choice, going back a bit further perhaps. Always note high APV horses and begin to recognize the pattern they represent at your track.

Now, having encouraged you to seek out the nuances of form and look for patterns where you saw none before, I want to tell you that I use the most recent line about 80% of the time. I almost never go back more than three races unless there is a very unusual circumstance, such as a horse coming off the turf after four poor efforts and returning to a dirt distance where he did well. I may go back four or five races perhaps once a month. In claiming races in particular, I stay with the most recent race most of the time. After all, what race is more reflective of the horse's current condition.

In the Phase III manual in the section on pace line selection, you'll find some other reasons not

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to use the last line. Off track, wrong surface, wrong distance. You might add, wrong pace; fractions that the horse can't possibly run and that it will not face again today. Yet with all these excuses for poor races at our command, I keep coming back to Bob Purdy's comment on the first set of pace line audio tapes: always use the last line unless there is a solid reason not to.

One additional thought on using the last line. Both Bob Purdy and I play in Southern California, where the sun shines and we see very few shippers. This may be a West Coast prejudice on our part, reflecting the type of racing we are most familiar with. I know that many of our East Coast players are much more willing to go back for pace lines than I am. The King of Odd Pace Lines, Michael Pizzolla, who plays in New York, is always willing to fire up his "way-back machine" and go looking for a pace line from the Dark Ages. As I said, I don't do this, but the fact is that Michael wins a lot of races.

In Las Vegas after the first seminar there, Bob Cochran showed me a race he had just analyzed that had a 30 to 1 horse come out on top. He had used a "crazy" pace line from eight months before. I admired his reasoning, but just couldn't bring myself to go back seven races for a pace line. I re-ran the race using the last line and also got the horse on top. We both bet the horse and cashed a very nice ticket. So who was right? I don't know the answer, but I know how you can find an answer that will work for you. Remember when we started I promised you a lot of hard work? So far, its been a piece of cake. Now we (you) go to work. If you think I'm being unreasonable, remember I've

already done the process I'm about to describe. With several hundred races. I consider it an ongoing process.

What I want you to do, without referring to the charts to see who won the race, is analyze the running patterns for all five contenders and chose a representitive pace line for each. Next, start up your computer and run each of the races through the Phase III program. The only adjustments you will make is for sprinters stretching out into a route. If you have a par Energy chart, then you can use the actual difference between the sprint and route distance as your open adjustment. If you don't have a par chart, then use the "average" suggested in the Phase III manual of 2.45. What you will do is enter a minus 2.45 in the OPEN ADJUSTMENT when your computer asks for it. This adjustment is not just to allow for the fact that sprinters can go faster because they don't need to run as far, but also for the different points of call in the Racing Form.

The difference between 7 furlongs and a mile isn't very dramatic as far as the horses are concerned, but the different points of call (and the extra turn most of the time) make the velocity ratings dramatically different. This is the only adjustment you will make this first time through the race. Of course, you have already taken care of routers dropping into a sprint as described above.

Now, and only now, you may refer to the results chart and see who won the race. I want to emphasize the point of picking pace lines without knowing the winner. If you know who won, you'll tend to "fudge" a bit, giving the winner the benefit of the doubt and being

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unconsciously harsh on the losers. If you have a very good memory, or marked the winners, then you should work on current races. Winning a race already run is a good learning experience, but doesn't pay very well. Some people just can't resist taking "just a peek" to see who won, and thus destroy their decision making skills. Remember, you can't peek when it's for real.

OK. If you have the winner in the top 2 in any of the Phase III readouts, rejoice. Study the race and note that this is the type of race that doesn't need adjusting. Build your pattern recognition skills. Now, go back to the first issue of The Follow Up and re-read the article on Meridian Variants in the Q and A section. Practice with the example given until you feel you understand it. Then run your race through your computer again using a Meridian Variant.

Again, check to see if the winner is in the top 2 of any of the rankings. What you're trying to do is develop a "feel" for deciding if you should adjust a race or not. More pattern recognition. Compare the rankings of the two readouts; which one would you rather bet from? Does one have the winner a weak second and the other a strong first? Note that down. You always want the winners to be as strong as possible; it leaves a greater margin for error.

Ah, but what if the winner wasn't in the top 2 of any ranking on either of your readouts? Now we go to work. There are two possibilities: 1) you chose the wrong pace line(s) (93% of the time) or 2) this is a race the Methodology just can't win (7% of the time). So what you do is rethink your pace line selection. Maybe you overlooked a good reason

to go back one more on the winner? If so, now try the new pace line. Both ways.

Didja get it??? Wonderful. If not, try again. When you run out of pace lines on the winner that make sense, then take a look at the horses you have rated above the winner. Were you too generous with your excuses for them? If so, change their pace lines, ONE AT A TIME, and again run the race through the computer. After a while, you'll develop an instinct for deciding to adjust the race or not, but it is a good idea at first to always try both adjusted and raw.

When do you give up? When do you decide that this is one of the 7% that the Sartin Methodology just can't win, no matter what line is used?. Only when you're certain. I've put races through my computer as many as 20 times, each time changing one pace line. It's tedious, boring, deadly work, and if you don't do it, you'll never master the skill of pace line selection. Jim Bradshaw decided to chart the position of each horse at each call to get a feel for how a race matches up. He did it for 1000 races.

Dr. Sartin did this on a hand held calculator, writing down each fraction for each horse on a piece of paper and then ranking them by hand. If he wanted to try an different pace line, he had to re-rank the entire race, by hand. He filled his garage with these sheets of paper in three years. Ever since, he has seen correct pace lines "loom up" off the page, begging to be used. A pace line looms when your subconscious recognizes a pattern.

Last year, using a computer and taking advantage of all the

material provided by the Institute, I spent 6 months tediously going over every race I lost until I found a winning line or finally convinced myself this was one of the exceptions. I gave up TV and reading, rarely getting to bed before 2 AM.

The Message here is: IT'S A LOT OF WORK!!! Pace line selection is the single hardest skill in handicapping to master, but is also the most valuable. (Remember Schmidt's Law?? It's not original, but it's still true.) If you approach it in a dilettante's fashion, picking lines haphazardly and never re-working a race, it may take you years to master, if you ever do. If you'll follow the plan I outline and think through each race, each decision, you'll find that the skill can be acquired in a much shorter, if more painful, span.

Keep telling yourself: Stop. Slow down. Look deeper. THINK. Don't just blindly crank numbers through the computer until you can't see straight. Make each choice a rational, thoughtful one. When you succeed, don't toss the race aside with relief and grab the next, anxious to be done. Take time to sit back and see just what you did right. Savor the moment, let your subconscious absorb the pattern of success.

When you've finally gone as far as you can, having tried every pace line, put the races in a safe place. We aren't done with them. Don't be discouraged if you only "won" 40 or 50. Next time I'll show you another tool that will change many of those impossible to win races into money in the bank.

Here's Looming at you, Kid.

SUGGESTED READING:

Phase III Manual — read the sections on pace lines and form cycles starting on pages 14 and 39, ignoring the section on averaging pace lines. Averaging is no longer recommended at any time.

The Pace Line — by Dr. Sartin and myself. Our newest and most ambitious manual to date. Replacing the old Factor Analysis Manual, it comes with 8 hours of audio tapes of PIRCO's best players picking pace lines. This new book comes at a perfect moment for the Beginner's column. I wish we had planned it that way, but we aren't that organized.

The Handicapper's Condition Book — By James Quinn. This book will help not only your contender selection, but your pace line choices as well. Study the patterns Jim thinks are most valid for each class.

How Will Your Horse Run Today? — by William Scott. Especially his chapters on form cycles.

My $50,000 Year at the Races — by Andrew Beyer. Or either of Beyer's other two books. Speed handicappers have to pick pace lines too.

The Race Is Pace — by Huey Mahl. Tragically, Gambler's Book Club is sold out and this book is apparently no longer in print. We're working with Huey to get a new edition out as soon as possible.

PIRCO
OUTSTANDING ACHIEVEMENT AWARD
MOST SIGNIFICANT
CONTRIBUTION TO
HANDICAPPING ARTS
& SCIENCES.
1975 - 1987
HUEY MAHL

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A FOLLOW UP FOR FOLLOW UPPERS   by Huey Mahl

At the PIRCO Las Vegas Seminar (March 1987), I presented my "Green Sheet No. 3" which was later reproduced in the last "Follow Up". In this paper, I outlined some of the details of my Premier Investment Plan (PIP), specifically adapted for pari-mutuel events. Basically, this is a type of money management wagering scheme using proportional betting techniques (a la Kelly Criterion), modified to provide for periodic profit taking -- a growth investment with dividends, so to speak. Salient features included:

1) Modest investment bankroll requirements,
2) Cap on maximum bet sizes,
3) Definitive profit-taking plateaus,
4) Realistic earnings-goal projections.

These points attempted to answer some of the queries and desires of a few Sartin Methodologists who had sought my advice.

One should understand that the basic PIP approach was originally designed for ball-team sports bettors, considering their specific frame of expectancies. I demonstrated in that "Green Sheet No. 1", how sports bettors with a modest win proficiency of at least $56\frac{1}{2}\%$, and enjoying an average payoff return of around 90¢ on the dollar bet, could make a good living. In fact, under such restrictive parameters, a \$20,000 investment bankroll could generate dividend profits averaging around \$1000 earnings per week!

Naturally, win percentages and average payoff odds are applicable to any sport or wagering situation. Horseplayers with similar modest parameters can also expect the same level of prosperity if they played at least 60 races per month. The 90¢ average payoff per dollar bet on the winner, can be translated to an average \$3.80 two-dollar mutuel for the dutch entry. Note that the actual mutuel payoff of the particular half of the dutch entry that wins, can only be considered in context with the amount bet on the losing half of the entry as well. Thus, even though your single winning horse returned a \$30.00 mutuel (14/1 shot), if his bet size was properly apportioned to his dutch entry mate, let's say going off at 6/5 odds, then in this case, the dutch bet would really only return about 90¢ on the dollar bet, or an average of a \$3.80 dutch mutuel. This distinction must be made when establishing your average payoff parameter. So, as gratifying as catching a boxcar mutuel may be, the race could have gone the other way proffering the same payoff results, etc.

Catching $56\frac{1}{2}\%$ winners, 90¢ average payoffs, at least 60 plays per month, and making 8% proportional bets, should be about the minimum parameter expectancies for a dutcher who anticipates making any real money. Of course, with only $56\frac{1}{2}\%$ winners, losers will abound, and longer consecutive losing streaks can be expected. Thus, one would require a larger investment bankroll to withstand such adversities in Kelly proportional betting. However, veteran Sartin Methodologists, pumped up with Doc's proven techniques of dutching pace contenders, enjoy parameter expectancies which border on the unreal! Take the average wise-guy on the Vegas Strip, and tell him that you are catching 68% winners at an average payoff of +\$1.30 to the dollar -- and he'll probably laugh and think you are some kind of nut! You can laugh all the way to the bank!

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The graph on page A-3 of the Green Sheet No. 3 Addendum shows the various relationships of winners vs. payoffs. Anyone who can show a +8% or more Kelly Advantage %, over an extended period of time, has got it made! The greater advantage percentage one shows, he can conservatively size his bet size proportions down to a fractional Kelly Advantage, and lessen the dollar amount requirement for his initial investment bankroll.

In fact, when one's Kelly advantage exceeds +30%, as happens with most of PIRCO members, then, up-front investment bankroll requirements are almost negligible. The Control Bankroll "number" then almost becomes an arbitrary designated figure merely used for bet sizing purposes, to stay within your comfort level. The privileged who enjoy this high parameter status, can, in fact, size all of their bets to their maximum comfort level and more or less end up flat betting their dutch-entry selections. Their only betting cap is their practical get-down limits where their emotions don't interfere with their health or logic.

When one reaches this elevated wagering plateau, then the varying bet-size feature of the Kelly progression in the PIP program is less effective. But one must still establish a safe schedule of profit taking without jeopardizing the status of the betting poke. Remember, losing streaks when flat betting can chew up a bankroll faster. However, when you are changing tracks, or maybe you catch a touch of bad weather, things that could interfere with your win momentum, then it might be a good idea to revert back to some kind of a PIP schedule until you regain confidence.

Speaking of goals, if a Sartinese were to average only 60% winners at an average dutch-entry payoff of $1 to the dollar (even money), and find at least 100 playable races per month, his clock-punchin' days are over. To give you an idea of the reduced investment bankroll required, using the PIP, 10% bets, and $2000 control bankroll, he can grind out $1000 per week profit with no sweat. The largest bet size for any dutch-entry in this case, will never exceed $400.

But with the type of people attracted to the Sartin Methodology (and I'm one of them) there seems to be a continual challenge for further refinement and improvement, even though the money goals are somewhat satisfied. It's a further drain on computer batteries, but it keeps the brain cells functioning. The work (if you call it that) becomes a hobby. Those guys in the 70% winner range, and striving for 80% have to be treating it more as a challenge and academic exercise. Most certainly, their profits are already so easily attained, they almost reach obscene proportions!

Nevertheless, regardless of our proficiency level, and whatever money management method we use to size our basic race wagers, we are still faced with the task of properly sizing our individual dutch-entry sub-bets. This apportionment initially appears to estimating the closing odds of our horses as close a possible those last few minutes before posttime. The table I put on page A-4 of the Green Sheet Addendum, and the PIRCO developed computer programs address this problem.

One thing that is readily apparent from the table, is that bet percentages for the various odds pairings, seem to fall in discernable "zones". My friend, Al Cunningham developed this idea further, and came up with a much simpler, but just as effective version. It's reproduced here:
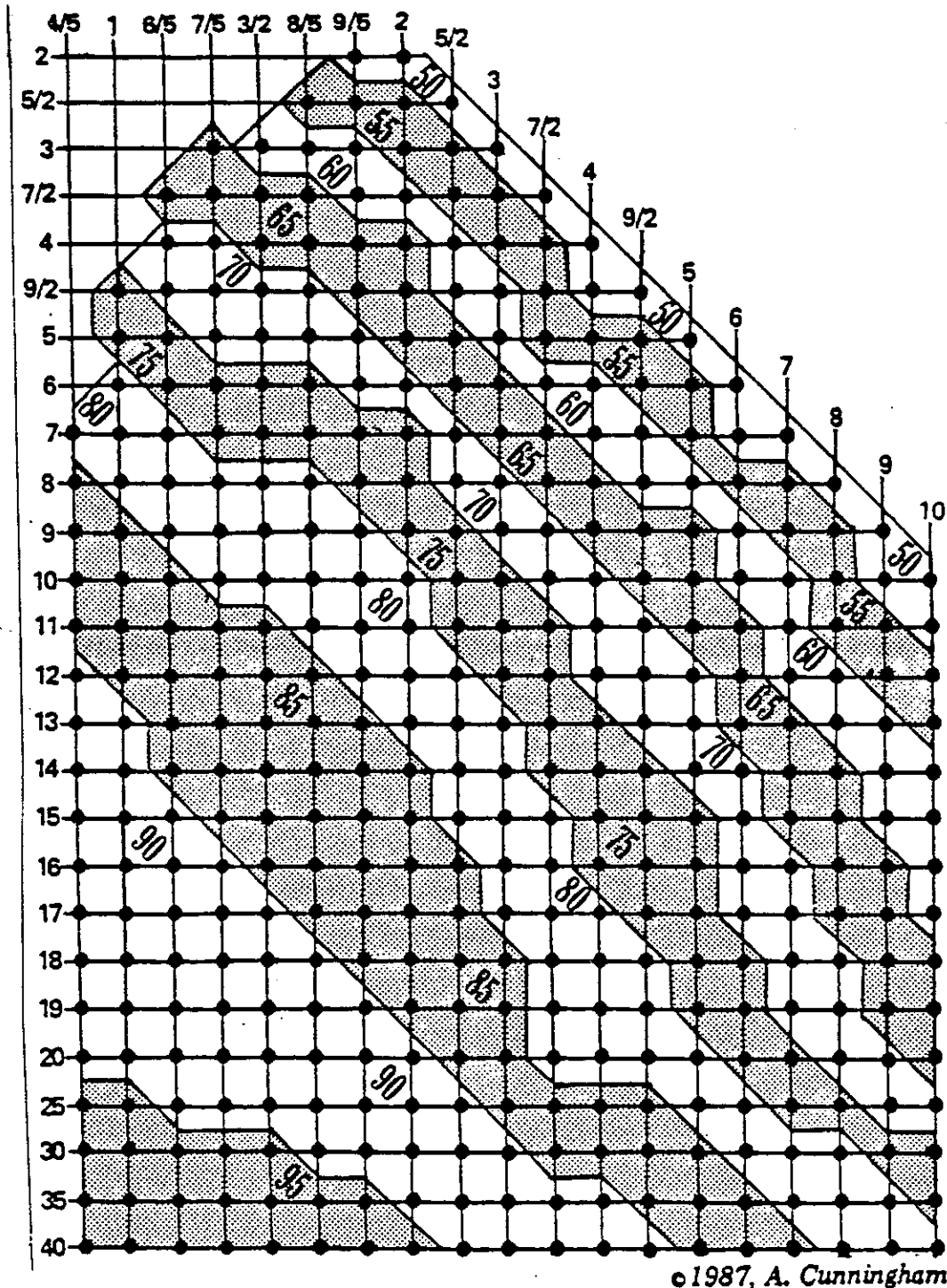
©1987, A. Cunningham

As you see, the bet percentage zones are rounded off in increments of 5%. This seems to be a close enough approximation considering the other variables and the approximate nature of the posted odds themselves.

The percentage figure in the zones represent that proportion of the total race-bet size that should be wagered on the lower odds horse. These odds are listed across the top and down the diagonal. Naturally, the remainder of the predetermined total wager will be wagered on the higher odds horse listed on the left side. The odds intersection will fall within an appropriate zone.

In the hectic few minutes before posttime, it's surprising how the apportionment percentages ratios between the two odds remains fairly stable within a particular zone, even though both odds are changing. Many times the odds seem to change in a tandum relationship and have a proclivity to travel back and forth in the same or nearby zone. This facilitates proper bet laydowns.

Those odds pairing intersections identified by a black dot all payoff more than about 50¢ on the dollar bet on the total dutch entry. Those intersections in the upper left-hand corner without dots, will pay less than a 1/2 odds-on entry. Of course, the apportionment dictates that the payoff will be approximately the same regardless which horse wins the race.

Al has reduced this chart to a handy 3 x 5 size and laminated in heavy plastic to fit in the shirt pocket. As a bonus, he has incorporated a new extremely usefull PAYOFF graph on the backside so you can instantly ascertain what any odds pairing will pay per dollar bet. If one has different minimum payoff requirements (than 50¢ per $1 bet), then these can be easily verified.

Doc's comment on seeing the card was that it's "a masterpiece of simplicity doing a microchip of a job." My observation was that the card can be better than an automated teller bank card, when you need some quick cash and want to make a withdrawal. Phillip's Racing Newsletter gave it an "8" rating which ain't too shabby.

If you are so inclined, Al sells this versatile card for $5 with a complete instruction booklet and a money back guarantee. A. CUNNINGHAM, POB 85703, Las Vegas, NV 89185.

Like handicapping selections, this money management thing is also evolving. I'll try to keep you updated on our latest findings.

DRAMATICALLY IMPROVING
THREE YEAR OLD HORSES
BY JAMES QUINN

JAMES QUINN

Inexperienced and uneducated handicappers should concentrate on mastering basic principles and statistical generalities before allowing for many exceptions, a point I have encouraged Sartin practitioners to accept at least twice before. Following a few seasons of success, however, the exceptions that prove the rules become the most fascinating horses of all.

The colt and races I want to examine here represent a type of betting opportunity that has been my personal favorite for years. On every major circuit approximately a dozen of these horses can be spotted from winter to fall annually. The horses win repeatedly and they pay generous mutuels more often than not.

Examine the past performances of the 3-year-old colt Davids Smile:

Davids Smile

DELAHOUSSAYE E   116

Own.—Lantzman & Menirs

Dk. b. or br. c. 3, by Against the Snow—Smile With Me, by Bottle Brush
Br.—Ring Connie M (Cal)   1987 5 5 0 0 $78,400
Tr.—Pardonne Pico   Turf 2 2 0 0 $53,500
Lifetime   5 5 0 0 $78,400

2May87-5Hol	1 ①:46²1:10²1:35¹fm	6½ 112	6⁵ 2¹ 2¹ 1¹½	Cisneros J E⁴ Sptlgt H 91-13	DvidsSmile,ChimeTime,Persevered 9
2May87—Bumped start					
22Apr87-7Hol	1 ①:46⁴1:11³1:36³fm	5½ 109⁵	1¼ 11¼ 11 12	Cisneros J E 5Aw24000 84-16	DvidsSmile,Gunburst,TeddyBrHug 10
15Apr87-7SA	6f :214 :444 1:10¹ft	2½ 112⁵	42½ 32 3ⁿᵏ 13¼	Cisneros J E 5 50000 87-21	DvidsSmile,ExubrntFling,Robrt'sLd 6
27Mar87-1SA	6f :22 :453 1:10²ft	7½ 113⁵	41¼ 1ʰᵈ 1¼ 13	Cisneros J E 1 25000 86-23	DvidsSmile,Nourishd,Shcky'sTryst 12
27Mar87—Bumped hard start					
14Feb87-7AC	6f :22⁴ :46² 1:12 gd	3¼ 119	63¼ 52¼ 2¹ 1¹¼	Espindola M A 7 AlwM 79-25	DvidsSmile,ExclusivBoost·,GryNtiv 8
May 14 Hol ① 5f fm 1:04 h (d)	Apr 12 SA 5f R 1:01¹ h		Mar 23 SA 5f R :59² h		

The colt is practically the prototype of the dramatically improving 3-year-old that might be any kind. The distinguishing characteristic of these horses is <u>unexpected</u> <u>powerful</u> <u>performances</u> (usually wins) <u>while</u> <u>moving</u> <u>ahead</u> <u>in class.</u> The full record will often defy classical handicapping guidelines and can play havoc with systematic methods not sensitive to the peculiarities of developing racehorses.

Let's review the horse's races from the start. I wish to comment on the record in the context of the remarks I made at the Las Vegas seminar in March on picking contenders and pace lines. I want also to show how my own method of class appraisal rated the colt on April 15, which I consider the telltale race for the future.

To recall, at the March seminar I suggested that claiming horses can be accepted as contenders when moving up and down within customary price brackets and that sharp horses can be accepted on the rise when

moving ahead one full bracket. In general, I said, 3-year-old claiming horses are preferred when rising rather than dropping, but the step-ups should be gradual (one bracket) rather than dramatic (two brackets or more).

Back to Davids Smile. I could not predict the "big win" at Santa Anita March 27, following the Caliente maiden win at 7-2 in slow time on an off track. Moreover, I did not attend the races March 27 and had no class ratings for the colt when it appeared April 15. The adjusted time March 27, however, was faster than par.

Did the impressive win March 27 support the 100 % class rise to $50,000 on April 15? Using my own guidelines on picking contenders, the answer is no. The move up from $25,000 jumps two price brackets, $32 - 40,000 and $40 - 50,000. The April 15 field featured a colt dropping from good allowance performances to high-priced claiming competition, normally a successful drop in the 3-year-old division. As events proceeded April 15, Davids Smile was bet strongly from the start (even money at the first flash), making the colt an underlay in my opinion. He finally went of at 5/2, second choice to Exuberant Feeling at 8/5. No bet, for me at least.

Let's suppose Davids Smile had been 6 to 1 on April 15. Now is the colt a bet? My own guideline is this. If an improving 3-year-old claiming horse rises dramatically in class following a "big win," it's a contender if it has one of the top two: A) speed figures, B) pace ratings or C) class ratings. Priority goes to speed or pace figures. In any case, at the odds I would not bet Davids Smile on April 15, but I saw the race and could hardly wait for the colt's next start.

Examine the April 15 results chart.

SEVENTH RACE
Santa Anita
APRIL 15, 1987

6 FURLONGS. (1.07½) CLAIMING. Purse $24,000. 3-year-olds. Weight, 120 lbs. Non-winners of two races since December 25 allowed 3 lbs.; of a race since then, 5 lbs. Claiming price $50,000; if for $45,000 allowed 2 lbs. (Races when entered for $40,000 or less not considered.)

Value of race $24,000; value to winner $13,200; second $4,800; third $3,600; fourth $1,800; fifth $600. Mutuel pool $275,123. Exacta Pool $376,331.

Last Raced	Horse	Eqt.A.Wt PP St	¼	½	Str	Fin	Jockey	Cl'g Pr	Odds $1
27Mar87 1SA1	Davids Smile	b 3 112 4 3	4³	3³	3⁶	1³½	Cisneros J E⁵	50000	2.70
3Apr87 7SA⁶	Exuberant Feeling	3 116 6 2	2¹	2²	1ʰᵈ	2²½	Delahoussaye E	50000	1.70
12Sep86 7Pom2	Robert's Lad	3 115 5 1	7ʰᵈ	7ʰᵈ	2ʰᵈ	3¹½	Castanon A L	50000	4.40
25Feb87 4SA1	Subito	3 113 2 4	3¹½	4¹	5¹	4¹	Meza R Q	45000	13.30
2Apr87 2SA1	Silk Vail	3 115 1 6	5½	5½	4¹	5²	Olivares F	50000	11.80
31Mar87 7GG⁵	Oak Wine	b 3 118 3 5	6	6	6	6	Pincay L Jr	50000	1.50

OFF AT 4:34. Start good. Won driving. Time, :21⅘, :44⅘, :57⅘, 1:10½ Track fast.

$2 Mutuel Prices:

4-DAVIDS SMILE		7.40	3.60	2.40
6-EXUBERANT FEELING			3.40	2.20
5-ROBERT'S LAD				2.80

$5 EXACTA 4-6 PAID $66.50

Blk. b. or br. c, by Against the Snow—Smile With Me, by Bottle Brush. Trainer Perdomo Pica. Bred by Ring Connie M (Cal).

DAVIDS SMILE, never far back, took the lead leaving the furlong marker and drew away while being fully extended. EXUBERANT FEELING contested the issue to midstretch, then could not keep up with the winner. ROBERT'S LAD, a pace factor for five furlongs, weakened. SUBITO was outrun. SILK VAIL, off a bit slowly, was checked soon after the start when racing greenly along the inside, then was four wide into the stretch. OAK WINE, outrun early, entered the stretch five wide and failed to menace, then was in distress while walking off after being unsaddled following the finish.

Owners— 1, Lantzman & Mears; 2, Kinsman Stable; 3, Greene H F; 4, Mo-Nan Enterprises; 5, Rowe & Stout; 6, Zamora J J.

Trainers— 1, Perdomo Pico; 2, Fulton John W; 3, Stute Warren; 4, Sanford Thomas; 5, Sadler John W; 6, Whitmel William B.

Overweight: Exuberant Feeling 1 pound; Oak Wine 3.

Robert's Lad was claimed by Smith L; trainer, Anderson Laurie N.

My Santa Anita par for $50,000 3-year-olds at 6 furlongs in April is 1:10.2 The Sprint variant for the day was Slow 2 (-2) Davids Smile's adjusted time was 1:09.4, three fifths better than par. He was the only winner whose raw time exceeded par that day.

The performance rated even better by my new class method. This method multiplies the class-speed points earned by the adjusted time in relation to par at a specific class level (9 points in the example) by a competitive quality rating that ranges from 1 (low) to 5. I gave Davids Smile's performance on April 15 a competitive rating of 5, when it looked ordinary (3) on the surface.

Read the running line for Davids Smile in the result chart. The chartist judged the colt "fully extended." I saw it completely different. Davids Smile was practically pulling the rider out of his seat as he crossed the finish line and continued to run that way for 50 additional yards. To me, the colt had not only won powerfully, but with plenty in reserve. He was eager to do more. I awarded Davids Smile a projected rating of 5, two points better than I would have if I thought the colt had been fully extended. The difference is crucial. The colt got a class rating of 45 (par is 24) instead of 27.

Its next start occurred April 22 on the turf at Hollywood at a mile against non-winners other than maiden or claiming (class par 21). I considered the colt a stickout and the odds were 5 to 1.

What about the longer distance and softer surface? Dramatically improving 3-year-olds are the horses most likely to make the switches. If the class edge is pronounced, assume the horses will overcome the other changes. Rate them off the most impressive performance to date and accept the ratings until proved wrong, notably at generous odds.

Regarding picking contenders for pace ratings, $50,000 claiming can be equated to non-winners 2 Allowance, so I suspect few Sartin players would have eliminated the colt April 22. I am curious whether it rated one or two on pace that day? For me, the "speed in reserve" I observed April 15 was critical for preferring the colt so strongly April 22. Without that projected competitive rating, I might have liked the colt well enough, but not nearly as much.

Next, Davids Smile was entered May 2nd in an open stakes, purse of $60,000. Its projected class rating that day was 68, very high, with the class par for open stakes a 36. But do class ratings earned in NW-1 allowance transfer well to open stakes? Sometimes they do, and sometimes they do not. Not ordinarily is the general rule. But dramatically improving 3-year-olds are definitely an exception. For them, wherever they are entered below Grade I or II stakes, accept them. Rate them off the best performance they have shown. You will be correct at generous odds often enough to show high profits, I promise.

Davids Smile was not the stickout he was on April 22 in The Spotlight May 2nd. In the very next race after Davids Smile's powerful win on Ap. 15, Chime Time ran a 21.4 first quarter in the La Puente Stakes on the turf, hanging on for second while running the final furlong in 12.2, a very

strong grass effort. Both Chime Time and the horse that beat him, Medic, were on my horses to watch list.

Another strong contender in the Spotlight on May 2nd was Persevered, but Davids Smile rated higher than any of the other contenders and at a juicy 6 to 1. An exacta box with Chime Time also made sense, putting Davids Smile on top several times and backing up the bet with Chime Time on top as a saver.

So the dramatically improving 3-year-olds deserve special consideration from experienced handicappers. If they have earned unusually high ratings with unexpected powerful performances, expect them to repeat the ratings on the rise in class. If they move from high-priced claiming to non-winners allowance and have one of the top two ratings, accept them. If they move up versus nonclaiming competition, accept them below Grade I or II. Stay on the lookout for these impressively developing horses. As the seasons roll by, you will become more familiar with their idiosyncrasies. Watch their finishes carefully. Look for speed and power in reserve. About a dozen times a year, you should spot improving 3-year-olds such as Davids Smile. My favorites.

◆◆

SUCH A BARGAIN !
AN IDEAL TAKE-IT-TO-THE-TRACK-IN-YOUR-POCKET COMPUTER

In our last issue, we announced that Bob Purdy had just completed a Money Management program based on Huey Mahl's PIP investment plan. Of course, it was only offered for the Sharp hand held computers because to use it, you need access to the odds at the track or race book. Huey has just put together a laminated chart, that together with a bit of paperwork, can operate his PIP plan fairly well for $5.

For those of you who have always wanted the convenience of a computer that you can put in your pocket, I have just been offered a way to save money. Sharp is closing out their 5500 II, replacing it with a 5500 III. My computer supplier can get about 40 of these for $60.00. They originally sold for $129.95. They are very similar to the old PC-3A, but with 59 scientific and statistics functions added on. (I can't even read some

of the keys). I've programed the money management program described in the last issue, together with a track profile program that gives variant, total energy and % Early; and a class program that provides APV and the new Phase III class rating.

If you'd like one of these machines, I'll sell them programed, ready to go for $90.00 ($60 for the computer, $30 to the Doc for the money management program) plus two bucks for shipping.

I've tried to make these a perfect little unit to take to the track. Pocket sized, they provide all the information you need to determine how the track is running and allow you to get a start on the APV's for the next day when the Forms come in. If you want one, make your checks payable to me.

— Dick Schmidt

WE'RE IN BUSINESS
THE SUPREME COURT DECLARES HORSEPLAYERS LEGIT
BY WILLIAM L. SCOTT

William L. Scott is well known to handicappers for his books Investing at the Racetrack and How Will Your Horse Run Today?. What few players realize is that William Scott is the nom de plume of a very successful Washington DC attorney who is very widely respected in the legal profession and has argued before the United States Supreme Court. He is therefore uniquely qualified to comment on a recent Supreme Court decision.

* * * * * * * *

All winners among you are now in a position to say, courtesy of the United States Supreme Court, that you may be engaged in the legally sanctified business of playing horses for a profit. Professional stock traders who risk their money on predicted outcomes have enjoyed this status, tax-wise, for many years. In February, 1987, the Supreme Court, for the first time, ruled squarely that a person who engages in gambling as a full-time occupation is engaged in a trade or business for income tax purposes.

The winner of this case had left his job to devote all his time and attention to parimutuel wagering at dog tracks in Colorado and Florida. As the Supreme Court remarked, "He went to the track 6 days a week for 48 weeks. He spent a substantial amount of time studying racing forms, programs, and other materials. He devoted from 60 to 80 hours each week to these gambling-related endeavors." Sound familiar?

In case you're interested, this valiant punter, whose name was Groetzinger, according to his record book, had a gross winnings of $70,000 but losing tickets for $72,032. Not a very profitable year. Internal Revenue, for tax law purposes, said he was not engaged in a trade or business. The Supreme Court said otherwise, and that is now the law of the land.

Here is more of what the justices said: ". . . we conclude that if one's gambling activity is pursued full time, in good faith, and with regularity, to the production of income for a livelihood, and is not a mere hobby, it is a trade or business . . ." As to Groetzinger, the Court said: "Constant and large-scale effort on his part was made. Skill was required and was applied. He did what he did for a livelihood, though with a less than successful result. This was not a hobby or a passing fancy or an occasional bet for amusement."

This ruling has enormous implications for all you talented horse players. Let's begin with those of you who invest at the race track on a full-time basis.

When dealing with our friends at Internal Revenue, the first rule is: KEEP GOOD RECORDS. You should have a journal in which you enter day by day your activity; with gross returns and gross losses at the windows. From that net profit, you can begin to take deductions that other taxpayers have long enjoyed. We can start with the obvious expenses of a Racing Form, admission, and program costs, along with any other necessary

information materials, such as the cost of your subscription to The Follow Up and whatever other Sartin materials you may be able to justify as a necessity in your business.

Let us assume that you set aside a single room in your home, where you have a computer, work tables, stacks of Racing Forms, and other accoutrements of your trade, where you do your daily handicapping and selections before you go to the track (which you should do). If that one room out of the eight in your house is approximately one-eighth of the available space in your dwelling, you may be able to take one-eighth of all the legitimate costs of your house as expense for an office at home. This means one-eighth of what you pay on the mortgage and taxes, electricity, and everything else that goes into a valid cost of operating the building of which one-eighth is your office. This can amount to a considerable sum of money at tax time.

Tax agents who don't understand the kinds of effort, both intellectual and physical, that are necessary to be successful at this "trade or business" may argue that your office is at Santa Anita, Belmont or wherever else you may deposit your investment proceeds. Nonsense! If you made all your market analyses in your office at home, which was your only work place, used your information materials, and decided which stock to buy or sell, and thereafter went to your broker's office to watch the tape to make your decisions during the day based upon what the tape (the broker's tote board) said, would your friendly IRS man try to say that your office was at your broker's shop?

A basic question left unanswered by the Supreme Court is whether you may be engaged in a trade or business if you invest at the races only part-time. Suppose you have a regular job, but are able to make your track wagers three or four times a week. You have a substantial income from your winnings. Are you engaged in a trade or business for tax purposes?

My answer is absolutely yes. Suppose you are a nine-to-fiver at your company bench. You develop a healthy insurance or real estate business after hours and on weekends that produces substantial income. You pay taxes on those earnings. Your insurance or real estate business is run out of an office in your home. You are entitled to deduct expenses for an office at home for this not-full-time business.

The Supreme Court, although writing about a full-time entrepreneur at the track (to distinguish the man who has only a hobby), did not deal with treatment of serious handicappers who are able to turn this into a profitable side business. My legal view, however, is that if you are able to prove that your extracurricular activity is not a hobby but indeed is a serious business to make money (and I think you can), then you are engaged in a "trade or business" entitling you to the same treatment under the tax laws as any other profitable side-line business endeavor.

And in any event, the Supreme Court's recognition of the seriousness of playing parimutuels for a living is welcome news for all of us who know that we have to use our brains and sweat to successfully accomplish what we are able to do.

THE PSYCHOLOGY OF WINNING
HOWARD G. SARTIN, PHD

As promised in the last issue, our subject this time is
REPARENTING. This is one of the most successful therapeutic techniques
known for cleansing the psyche of negative injunctions and destructive
attributions. Since we use these two terms frequently, let's define
them. Injunction: a prohibition, a negative command (from a parent).
Attribution: an instruction that tells a child "what to do" in order to
remain in (a parent's) favor.

Obviously, all injunctions are not bad. Some are essential to
living. Don't run in front of cars or stick your fingers in the fan,
for example. Most injunctions, or "don't" commands, however, are made
in order to project parent warps and prejudices. With best intentions,
parent figures from the beginning of time have been inclined to use
their children as extentions of their own egos.

Expressions such as: "just like his old man," "chip off the old
block," "beautiful like your momma" (beautiful but dumb?), "children
should be seen not heard" etc. are attributions. From them are formed
life scripts; i.e. "here's how you should be in order to get parental
strokes; love, units of recognition." From injunctions and attributions,
deep seated attitudes are formed.

Most important in our endeavors at the races are the one's that
enjoin us to refrain from gambling. Gambling, in turn, is associated
with evil itself; like promiscuous sex, permissive behavior, drinking,
cursing, taking dope, being a wastrel. The injunction "don't gamble" is
thus inclusive of all evil. The secondary message is: "all gamblers
lose," which is compatible with "suffer and end up in hell."

Injunctions are usually fortified with a moral connotation, calling
upon the Supreme Parent, God, to re-enforce the earth parent injunction
with holy writ. Reparenting is the process of wiping clean the slate on
which these old injunctions are written and inscribing a new, rational,
healthy set of DO's instead of the old DON'Ts.

The problem with most reparenting type procedures is that is that
instead of wiping the slate clean, they merely superimpose new values,
leaving the old ones firmly embedded in the subconscious, ready to
spring forth alive and well in times of crisis. This is called
intellectual reparenting and is usually a total loss. Counseling and
advice giving would fall into this useless category. The term for what
happens is PALIMPSEST. The term comes from the old procedure for
reusing old parchment by affixing a new veneer and writing over the old
message. When the parchment is scraped, however, the original message
remains intact. As an example of what true reparenting IS NOT, I cite
the following letter:

Dear Dr. Sartin:

I am a retired professor of psychology , and former psychotherapist. During the 60's I spent six years in Las Vegas as director of a counseling center for the local churches. The problem of how to help compulsive gamblers was certainly a difficult one , and I think your idea is brilliant.

Unfortunately, during that time I also became fascinated with the subject of handicapping, and that was the beginning of many years of losing money, so hopefully you will accept me as a client.

Sincerely yours,

Leonard Magruder
former Asst. Professor of Psy.
Suffolk County Community College
Selden , New York

The good doctor was trying to work with these alleged "compulsives" within the structured framework of the local churches. Even with good intent, pastoral counseling is highly restricted in its effectiveness because "church" represents moral authority, an even greater source of "Don't" than the parent. Church is an instrument of the Super God, whom the infant perceives as the source of parental injunctions. It suffers from the implication that when divine law is adjudicated by man, it ceases immediately to be divine. The quality of all injunctions and attributions is that they are arbitrarily (God is arbitrary) and not logically imposed. While Dr. Magruder may feel that my idea of "curing" losing through winning is brilliant, there would be no possible way he could institute "Win Therapy" through the structure of a church group. Even the Catholic Church, with bingo in the Parish hall, draws the line here.

I would suspect that even the Rev. Bert Mayne would find the task prohibitive. Note Magruder's use of the term "compulsive" in relation to gamblers. This is a nasty little word that strikes fear into most people, even though it is misused and seldom understood by those using it. It has the connotation of disease. Inadvertantly (perhaps) the church people tacked the phrase onto the term gambling in order to achieve just that effect. And in so doing, destroyed any chance at all they may have had to accomplish something worthwhile.

I once had a patient who offered to go into therapy providing that I promised never to discuss her mother, religion or politics. I agreed. Within three sessions, she was berating her parents, cursing the church and assailing her parent's political party for causing all of her economic woes. She did not want me to bring up those subjects because deep down she knew they were the source of her neurosis. With the free-association of ideas and emotions encouraged through therapy, these subjects soon erupted through natural evolution.

While all of us resist the thought of rejecting any aspect of our mother, it is necessary to at least re-define that area of her influence that has caused an impasse or structural conflict between that part of us that is a reasoning adult and the contaminated part that denies us aut
omony.

In every culture and religion, Mother is symbolic of purity, morality, loyalty and hence GOOD. Jews and Christians are not alone in

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this. Middle and Far Eastern religions and cultures have comparable symbolism. In the fiercest of war-like tribes, mothers tended the fires and the babies while the males made genocide. Mother is always the one left to rationalize to the infant the giant chasm between moral code and actual behavior.

It is no less true in our space age, high tech society. Daddy may be out plundering corporations and sending hundreds to the unemployment lines, but Mom is instructing his offspring in virtue. In serving as this buffer, she must employ the most often used tool for the purpose: sheer hypocrisy. "Mother sees only good" is the perception. The reality is that Mother sees the bad quite clearly, but following the injunctions of her own and a long line of parents before her, she "shields" the blossoming infant from reality. She uses hypocritical aphorisms, platitudes and old wives tales, which in themselves are thinly disguised expressions of resentment against a parent imposed (this time Father) ugly reality.

Thus, most maternal injunctions and attributions are designed to keep the child from being what Daddy really is. Don't drink, don't gamble, don't play around with loose women are injunctions that carry with them the fear that Daddy is doing just that. "Or you'll go to hell" is her expression of a secret wish that just such an end will befall the male parent symbol.

The bottom line is that virtually all of us were badly conned by our parents, who were conned by theirs, ad nauseum. The trick is to accept the fact that mother was a con artist, and so was dad, without hating them and then taking another guilt trip for feeling the hate. Guilt is the great umbilical cord that keeps us symbiotically linked with negative parental injunctions and attributions. Jews realize it more than most and joke about it. Catholics can confess and have it absolved weekly, but it comes back. Born again Christians wallow in it and try to drown it in evangelical fervor. Guilt is like the weather, everyone has it and talks about it, but seldom does anything about it.

Guilt seldom is apparent in the handicapping process itself. This is why a number of our clients love the challenge of handicapping but never go to the track. Guilt is often submerged when we bet, taking the shape of apprehension as we move to the betting window. Even then, for many, it is buried in the excitement. When we lose, though, it usually rears its ugly head. Many can keep it under control by betting minuscule amounts, which in effect is like not betting at all. Others take the plunge only to have guilt grab them in the dark of the night when sleep won't come. Guilt is going home to the wife (mother) and saying "that's it, I'll never go to the track again."

Guilt arises proportionate to the degree of "sin" implied by the endeavor. Hence, losing in the stock, commodity or real estate markets is just bad luck, since these are socially (Mother) approved ventures. Fear and guilt are handmaidens; parent-conjured lorelei that lead us to the reefs of destruction. In this article, we have tried to identify them. Next time: destroying them and replacing them with a healthy counterpart.

SCARED MONEY NEVER WINS ?
BY SUE SEDGWICK

There is a saying among gamblers that "scared money never wins." The first rule in the Unwritten Rules of Horseracing by Chuck Badgley reads: "If you have to win today in order to pay rent, bills, etc. go home and watch a soap opera; you have no chance!"

I am here to tell you that nothing could be further from the truth and that the only thing that separates success form failure is a person's ability and willingness to practice self control. I am living proof that scared money can win . . . over and over again! It's true that you need the ability, but that is something that anyone can achieve who has the desire and the Sartin Methodology.

The real secret to success is learning not to panic in the face of stress. Stress created by either lack of funds, loss of employment, ridicule from friends or family members or self-created fear from within your own mind. You start doubting the legitimacy of what you are attempting to achieve and allowing yourself to fall victim to the "loser syndrome." You begin to question what you are doing, to believe that this is too easy, no one makes money this quickly and easily, you begin to justify all the reasons why you should lose.

Reassure yourself of some very important facts. Contrary to popular belief, nothing can effect the outcome of a horse race, other than the pertinent data we deal with every day. Horses aren't aware of who is playing them or when. There is no such thing as stable humor, and horses don't laugh when you bet on them and they lose. They do not return to their barn and all talk and joke about the people who continue to lose money on them.

Situations in your life have no bearing on the outcome of a race. Just because you had a bad week, your car broke down on the way to the track or you had a fight with your spouse doesn't mean that you'll have a bad day at the track. Just the opposite should be true. When all else fails, you should always be able to count on YOURSELF. That's what the outcome of your wagering is: a reflection of yourself. If you've done your homework and know your track, you will be rewarded. If you go unprepared, making little attempt to work the races, you will fail. It's that simple.

Several years ago, while I was employed by the Post Office, I went through a six month nightmare. My Social Security number was lost somewhere in their computer. Due to this slight error, I wasn't paid for six months. They would give me only a cash advance up to forty percent of what my pay should have been.

Needless to say, it made for a difficult time financially. I had no alternative but to supplement my income the only way I knew how; at

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the track. It was amazing to me how little the Post Office and my creditors cared about my plight. I was on my own. So I did what had to be done. Each week, I went to the races to seek out my key plays; plays which would either by my redemption or my destruction.

Well, I made it through the nightmare. I can look back now and thank the Postal Services for their despicable labor practices, for it was from that situation that I gained the single most important key in handicapping: self esteem. I learned that I don't need to rely on anyone, for anything. I can be self sufficient.

Aside from monetary benefits, racing can teach you some remarkably significant lessons in life. You will come to know your virtues and you imperfections. You will learn money management, self esteem and self control. How to win and lose graciously. To compete not only with others, but with yourself. To set goals and then meet them.

On my most recent trip to Las Vegas, I was once again faced with the human element of anticipatory anxiety, as Dr. Sartin calls it. I don't think it ever totally leaves you; at least not until after the first race. Belmont was the New York track on the board, and I could hear the grumblings from all the steady players at the sports book complaining about how tough Belmont is to beat. Well, it didn't take me long to see that I was surrounded by a group who didn't have a clue about analyzing a race.

As the results came in, I was extremely happy with New York. I was able to triple my bankroll in only three days at Belmont alone. I played select races where I found a perfect Model fit, giving me an extraordinary edge. Once again, it got down to some very simple things: KNOW YOUR TRACK, KEEP A MODEL, PACE MAKES THE RACE and CLASS WILL TELL.

If you stick with the Sartin Methodology, you will not lose; a few races once in a while, yes, but not over a 20 race cycle. If you work hard, with discipline and diligence, you will be rewarded. Regardless of what your personal situation is. You will find justice at the race track.

Keep your mind open and your attitude optimistic; don't listen to the players who are satisfied to remain losers and are looking for company. You can and must rise above the masses. Remember that all great achievers were scoffed at one time or another. "They" told Christopher Colombus the world was flat, "they" told Thomas Edison the light bulb would never work and "they" are <u>still</u> telling Howard Sartin that the horseraces can't be beaten.

BOOK REVIEWS
BY DOC SARTIN

Since Dick Schmidt is a professional book reviewer who has written for <u>Gambling Times</u>, you may wonder why we have not put his Boswellian talents to use in this department. We will. In subsequent issues, he'll be given free reign to review any of the current crop of handicapping books from his own Menkenesque perspective. I am merely exercising my publisher's prerogative by writing these "overviews", as opposed to true reviews. (Editor's note: Huh?)

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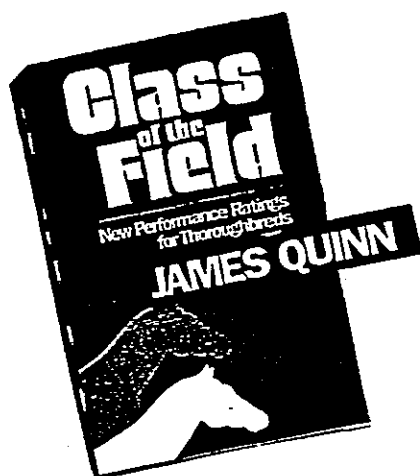
For many years, Tom Ainslie was the recognized "dean" of handicapping writers. I cannot pin-point exactly when it happened, but Ainslie has moved from dean to elder statesman and his title was up for grabs. The principle requisites for deanhood are objectivity, a thorough and current knowledge of the field and an eclectic approach to handicapping. The ability to write with style and comprehension was always Ainslie's strong suite, so any pretender to his throne needed that as well. When the votes were in and counted, the title went to James Quinn. No contest, really. He is eloquent, objective, eclectic and prolific.

With the publication of <u>Class of the Field</u>, his third book in just over a year, Jim abandons his previous qualitative approach to handicapping and embraces a quantitative "method" for the first time. In doing so, he risks his reputation even as Ainslie did when he published his "private method." Quinn risks his status, but does not lose it because <u>Class of the Field</u> is an extraordinarily good book that blends with any approach: methodical, systematic or intuitive. Simply stated, this book details a procedure for making numerical, quantitative class ratings.

Yes, Quinn has finally been lured by the Lorelei of the numbers. But unlike so many of her other victims, Quinn does not crash on the reef. Instead he provides, for the first time in handicapping literature, a stable, useable definition of class. For decades, class

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has been bandied about in many terms: class is earnings (APV, in the money %, earnings per start etc.), class is speed, class is pace, class is the ability to run to any pace, to overcome the pace, to look in the eye of another horse and intimidate it. The definitions seemed endless.

In this book, Quinn takes the best of these definitions and synthesizes them into two ratings. The first, Class Rating, is based on a multiple step class ladder with adjusted par times for each level. Numerical ratings are assigned through an easy to use procedure that includes adjustments for beaten lengths, shippers, distance, small tracks, claiming, allowance, stakes, everything you need. If you stop here, the book will earn its keep.

And a lot of people may chose to stop here, because the second rating is a Performance Ratings based on a competitive quality scale of 1 through 5. Quinn insists these can only be assigned by watching the race, either at the track or on video replay. Strong guidelines are provided, telling the user exactly what to look for in making the assignments.

Without beating around the bush, the application of the second aspect of Quinn's dual procedure is a problem for most of us. Being at the track on a regular basis is impossible or impractical for many. Access to replays on TV is limited to certain areas. So why would Quinn impose such limits? Why indeed, when even the BEST of trip handicappers seldom agree on all the implications of what they see? The answer lies in Quinn's personal integrity. He is willing to sacrifice a potential best seller in order to better serve those who will put in the requisite work.

Most of the PIRCO Charter members have tested the Quinn ratings and found them a tremendous enhancement to the Methodology even without watching the races. So the class ratings on their own make the book a bonanza to any reader, but especially to us. Tom Brohamer, already an enormously strong player, says that his handicapping has improved through using the ideas in this book even without the trip handicapping aspects. He, Bob Purdy and I feel that the we can derive all the benefits of "being there" from the results charts. Quinn says no.

So our work is cut out for us. To prove the master of class handicapping wrong on this point and in so doing increase the sales of this book to best seller level, which it most certainly deserves. We've come a cropper of a seemingly mild mannered scholar, who underneath that mild mannered exterior is actually a fiercely stubborn Irishman!

If we can convince him that trip handicapping via the Racing Form is possible, them we'll have future articles showing you how. Meanwhile, take advantage of the class rating aspects of the book; and the performance, competition quality scale if you're able. Either or both will be money in your pocket.

Class of the Field by James Quinn. Wm Morrow, $13.95

DICK
Mitchell

With his new book Thoroughbred Handicapping as an Investment, Dick Mitchell makes his bid to join the recognized (by the public) experts of handicapping: Ainslie, Beyer, Scott, Quinn and Quirin. These are the five living authors whose contributions (in my opinion) are worthy of the hardback covers in which they are bound. Of course, Huey Mahl remains my number one on any list of handicapping experts you can compile.

Sammy Davis Jr. once wrote a book called Yes I Can. After reading it, one of his closest friends, Frank Sinatra, wired Sammy: "No you can't." A part of me would like to offer a similarly sardonic appraisal of Mitchell's latest work. After all, his beautiful wife thinks I'm slime (it's on page 255) and his beautiful dog, J.R., never kissed me. I have argued endlessly with Dick on a number of subjects; the chief one being the definition of an overlay.

Our ongoing quarrel made history in Arkansas when one night Dick exhausted the entire supply of Wild Turkey in a Hot Springs Hotel, while I could only reduce them to their last case of brandy. (Of course, they had more brandy to start with.) Further, whenever Mitchell introduced me to the podium, he stole all my best lines and in order to appear brilliant, as one must when touring with him, I had to create new one-liners one the way up to the stage.

Moreover, in press interviews he was always so hyper and dominating (and I so shy and retiring) that he got better press, reducing me to a doddering old academic who laid the groundwork for the "Mitchell Methodology." So you can readily understand why I'd love to knock this book. Unfortunately, in all honesty, I cannot.

Mitchell has earned the right to be mentioned as one of handicapping's premier authors. His other two books, while good, were just preludes, practice excercises for the big one. Perhaps it's the lure of hardback release that inspires an author's best.

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But whatever it is, this time Mitchell finally got it right. He has become to contemporary handicapping what A.A. Brill was to Sigmund Freud and psychoanalysis. In the opening pages, he says that the book isn't supposed to read like a novel, but it does. Although he uses a totally different writing style, he gives each page the same narrative flavor that makes Andy Beyer so readable.

It is not overtly a "How-To" book. It does not dissect the fifth at Hawthorne and tell you how to win it. Yet, throughout, it has a counterpoint theme that drums into the subconscious: this is how . . . this is how. In his previous books, Mitchell seemed to interject the "big name" authors and handicapping entrepreneurs gratuitously. This time the name dropping is consistent with the book's central theme: Be A Winner. Or, more to the point, read this book and become a winner.

At its outset the book offers a thumbnail sketch of some real living, breathing winners. It humanizes and personalizes them in a way that should allow the reader to find at least one of them to identify with. Through identification should come emulation; and therein lies the book's strength. It proves that the races CAN be beaten, then it demonstrates HOW some real winners are doing it.

That is why I found the book so exciting. I envisioned myself as a novice entering the handicapping arena for the first time and having no role model to lean on. This book would fortify me with the knowledge that my winning quest was not in vain. It would put me in touch with the realities of others who shared my dreams of success and applied themselves with eventual success.

The book offers just enough mathematical formulae to demonstrate that successful handicapping is measurable by scientific absolutes. This is not a money management book, per se, rather it is a tour de force that reveals both Mitchell's Positive Expectancy Handicapping and his money management algorithms. It does not specifically tell you how to win tomorrow's fifth race, but throughout it tells you how to formulate a long term profit making strategy at the races.

In order to properly evaluate the book, I had to paste stick-ups over all the mentions of my own name and Tom Brohamer, Bob Purdy and Jim Bradshaw. Even without these kudos, the book stands on its own as both inspirational and informational. A few of of Mitchell's trees are still there, but they no longer obliterate the forest itself.

PHILLIPS RACING NEWSLETTER DISAGREES

To the best of my knowledge, Mitchell has never stepped on Phillips' one-liners, nor has Cynthia Mitchell ever included PRN on her Slime list. So why would this venerable consumer advocate periodical say that the book rates only a 6, or perhaps a 7 "for the more technical readers?" The answer lies in the review itself: "It

is quite technical . . . He's a believer in the Dr. Z Method which
emphasizes place and show betting on overlays." And the real
tipoff: "As we've said before, this (Ziemba) is not for us and never
will be." Phillips is anti Dr. Z and Mitchell gets rapped through
guilt by association. It's an unfair verdict.

Ziemba may be irritatingly academic and anti-handicapping, but
he did prove with doctoral authority that thoroughbred racing can be
a positive expectancy investment. Mitchell has merely translated
Ziemba into English (with Ziemba's permission) and made his concepts
more pragmatic. I, along with some PIRCO charter members, get more
mentions than Ziemba, so it's not in any way a Ziemba oriented work.

Another quote: "It's still not a book for the beer and shirt-
sleeved crowd." This is kindered to the New York Times book review
section knocking Marcel Proust and touting Mickey Spillaine because
Joe Average prefers sex and violence to stream of consciousness.
"The book would rate a 7, but for the average player probably a 6
would be a more suitable rating." Phillips is the only "consumer
advocate" publication still around, and its editors have every right
to their opinion. But since they're a monopoly, one has to wonder
why that opinion is so heavily weighted by a tyranny of the
proletariat orientation.

While passing judgement on others, they turn around and offer
"The Easiest Method Ever." This is like Ralph Nader building cars
in his basement after work. If we are being "consumer protected" by
a group that thinks handicapping success is easy, it is not a wonder
that Mitchell, who says it's damned hard, rates only a 6.
Unfortunately, it is the "beer and shirtsleeves crowd," the self-
inflicted "average player" who needs this book the most. They
provide all of us with our winnings (bless 'em) and it is they who
need books like Mitchell's.

As Mitchell points out in the opening of his book, only one
tenth of one percent of ALL horseplayers win enough to call it a
living. (It's an accurate stat. I know where he got it.) While I
would not ask you to refrain from rolling up your sleeves and
drinking beer on a hot day, I would certainly recommend that you
disdain being labeled "average" and read this book and listen to the
accompanying audio tape.

Thoroughbred Handicapping as an Investment by Dick Mitchell
        Cynthia Publishing, 4455 Los Feliz Bl. Los Angeles CA,
        90027. Retail price: $54.90 A special price for Follow
        Up subscribers: $33

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HARNESS RACING WITH ULTRA SCAN
BY DR. JOSE ARASMO

I have recently begun to use Ultra Scan to handicap harness races in the New York area. Though I have found some patterns that work for me, I have no idea how well they will hold up around the country. My win percentage is likewise meaningless, as local track vagaries may completely change the effectiveness of my guidelines.

I urge you to take this article as a starting point. Try my ideas out on paper, and then see if you can improve them. If you come up with anything, send it in so we can establish a dialog.

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Harness racing, by its very nature, seems to be more predictive than thoroughbred racing. The percentage of winning favorites around the country demonstrate this very clearly. Offhand, I can think of at least four factors that make harness racing more predictable that thoroughbreds:

1) Uniformity of distance. In New York, all the races are always one mile, mostly twice around a half mile oval. Nationwide, the vast majority of harness races are run at the one mile distance.

2) Smaller fields, normally with a maximum of eight, except for a few big invitational races.

3) The relative importance of post position is much greater and also very well understood by the public. All other things being equal, the inner posts have a decided advantage. Racing wide around a turn can mean a difference of one or more lengths per quarter. Those trying to race three wide can lose even more, especially on an off track. Almost no horse wins via the grand tour. This racing truism is no "ol hossy sayin," but rather an easily observable fact. A horse that can race evenly wide is often a good bet in its next race.

4) At least in New York, the racing publication Sports Eye provides results charts and past performance especially for trip handicappers. The paper is packed with handicapping helps, including marks for parkouts, interference, daily variants, capsule comments that identify improving form, quarter times that isolate moves within a race etc. Even the paper's morning line is especially accurate. I've found that when Ultra Scan picks the morning line favorite, the win percentage is over 75% betting just that one horse. If you're investment minded, like William Scott, you won't mind the low payoffs as long as they keep coming regularly.

In all likelihood, you'll be able to make Ultra Scan work at your track with a minimum of changes from my procedure. My feeling is based on the fact that the basic principles of the Sartin Methodology are valid for any type of racing. The numbers look different, the speeds are lower, but pace is pace and if you keep an complete Brohamer Model, you should have no problem identifying the Ultra Scan readouts and parameters that work for you.

Here are the guidelines that I find work for me:

A)   Eliminate races in which a shipper is the favorite in the morning line. This may not work in areas where the morning line isn't as accurate.

B)   Eliminate any horse finishing 6th or worse in the last 2 races UNLESS it showed early speed.

C)   Eliminate the 6, 7 and 8th post position horses if not in the money in at least one of the last 3 races. Needless to say, this is one they you will need to check at your local track.

D)   Select the paceline with the fastest final time in the last 3 races. I find I can use qualifying races with no problem.

E)   If two of the last three races have the same final time, use the race that started from the post position closest to today's post.

F)   Use the times of the third and final calls instead of the second and final. It is the third call, rather than the second that represents the 6 furlong call. Times over two minutes must be entered as one minute, sixty + seconds. i.e. 2:02.3 is entered as 162.3. As with thoroughbreds, do not use the stretch beaten lengths. Use the third and final position calls.

G)   I find that answering NO to adjustments works best for me. I put more weight on Ultra and Variant than Ultra Raw. Of course, I keep a Brohamer Model on all four readouts as well as % Early. I also track the total of the four readouts (i.e. a 1 2 1 3 = 7).

In no particular order, let me add these footnotes:

I ignore APV as representative of class. Current class is better reflected by current form. The APV is still useful as a tie-breaker. A class drop is meaningless unless a horse is rounding into form. A moderate class rise, plus good form, can result in a generous win mutuel.

I find that it's in the last half of the race that horses make the moves that win. Those with optimum energy will be poised to strike at the end of the third quarter. If they weaken because of racing wide, look for them to come back and win.

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A horse that "breaks" (goes off stride) as he is gaining on the leaders or pulling away is another good bet the next out. This happens quite often. Just make sure the horse is not a habitual breaker (more common among trotters than pacers).

The horse without "cover" (the leader or first over, running second without another horse in front of it) is expending more energy than horses tucked behind them. The front horses act like a windshield for the rest. Some drivers conserve energy by tucking in second or third and doing a "slingshot" maneuver at the top of the stretch. This can make a horse look better than it may really be.

Common sense says to give a horse a longer look that show moderate times while racing wide, with or without cover, or for being boxed in behind one or more slower horses.

Don't take post position as always favoring the inner horses. Note the horses running style. Some horses are habitual slow starters and get boxed in by the early speed outside of them and trapped on the rail. The more Sustained horse may be better off starting more towards the outside and running mid-pack during the early going, free to make a move later.

There is a higher percentage of repeat winners among standard breds than thoroughbreds. Pacing or trotting is not as physiologically stressful as flat racing. Hence, many standard breds can keep running years after a thoroughbred would have been retired. They can also race much more frequently.

Sex doesn't seem to be much of a factor. The females can run with the males successfully. Accept any horse that shows good form, regardless of sex.

I hope this article can be the start of something profitable for all harness enthusiasts.

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Editor's note - Our research has pointed up one other adjustment that has proved very profitable over the past few years. When a horse is "parked out," that is racing wide on the outside of the pack, it is obviously traveling further than one tucked in by the rail. The width of the sulkie behind the horse makes this much more dramatic than in thoroughbreds.

We have found that if the Form notes a horse was Parked Out, you can allow for this in your calculations by giving him a credit of 1 1/2 lengths. In other words, a horse that was 3rd by 4 lengths- parked out would be entered as having been behind 2 1/2 lengths at that call. Beware the horse that is habitually parked out. Never give a horse credit for something it is likely to do again.

Harness Handicapping

PHASE II
BY DOC SARTIN

Back in 1980, we copyrighted a Harness program for the Timex, Commodore 64 and Radio Shack Color Computer. It was strictly a Pace-Class-Speed program with about ten pages of written documentation. It was an outgrowth of our original Phase II thoroughbred program. Huey Mahl, with our blessing, tinkered with it a bit, adapted it to the TI-59 and then published it in Frontline, issues 3 and 4. It used a Stamina Rating that Huey developed, and stopped there. We added Factor W and a class rating and practically gave it away in 1983 and 1984. We never encouraged anyone to purchase it because it was never a complete Methodology, just a fairly successful way to get winners.

We left the subtleties and nuances of harness racing to the Al Stanley's and Barry Meadow's and others who qualify as experts. But even with its limitations, the program showed a profit every time I used it. Several others, who also had little harness racing experience, had similar positive experiences. .Still, harness racing has never excited my interest like thoroughbred racing. Even quarter horses pose a more fascinating challenge to me.

However, many of you continued to show a great interest in the sulkies, so we kept a research team working on the subject as time permitted. Robert Cochran, in Chicago, has written a manual on qualifying and classifying harness contenders that is very good. Used along with Pace Ratings, it ups our win percentage. He is busy fine tuning his work for inclusion in a Phase III harness Methodology.

Ken Balfour, in New Jersey, has built a data base of several thousand harness races, testing finite adjustments for about everything imaginable, but especially park outs, post position bias and short (under one mile) tracks. Glenn Smock has been doing similar research in the West. Using all these results, Jim Bradshaw and I have been doing some "long distance" programming that is beginning to pay off. So, by the time we do release a Phase III Harness Methodology, it will have sufficient credibility to meet our standards.

Meanwhile, as the article preceding this demonstrates, a lot of you have had success using Ultra Scan for harness handicapping. This is not surprising, since harness racing is even more pace oriented than thoroughbred racing and, properly used, Ultra Scan is the ultimate pace weapon. So far.

Beginning with this issue and continuing through the next three or four, we will give you a simple Phase II Harness Method. It will be strictly strictly procedural in nature and won't, at the outset,

explore any of the subtle vagaries or idiosyncrasies of harness racing that may be requisite to achieving true expert status. Our grand design is to show you how to achieve a minimum 40% win proficiency with one horse, 65% with two. Throughout North America there is a higher percentage of winning favorites in harness racing and the average mutuels are thus so low that wagering on two horses is not always practical.

As in quarter horse racing, to be profitable a successful method must be able to pick a high percentage of exactas, quinellas and trifectas. That is part of our design. Most harness exactas cost only $2, so (with the help of Huey Mahl) we'll gear an accompanying money management plan to optimally capitalize on all profit potential.

The first requisite for harness racing success is to learn how to read the Past Performance charts. An explanation of the Racing Forms charts is below. Other publications (track program, Sports Eye etc.) may have a slightly different format. Take the time to make sure you understand all that you are seeing.

EXPLANATION OF DAILY RACING FORM PAST PERFORMANCES
(For Harness Racing)

UNIVERSAL DRIVER RATING (following driver's name): A mathematical method devised for comparing the past performance of harness horse drivers. The average is derived from a point system: The total number of wins are multiplied by 9, seconds by 5 and thirds by 3. These are added together and then divided by the total number of starts which have been multiplied by 9.

Above Information an Example Only

Next, you should understand that there are two types of harness races. One for TROTTERS and another for PACERS. Pacers are the more predictive, and most other systems and methods will tell you to play only pacers. We will not be so restrictive, but always consult the conditions box to determine which kind of race you are handicapping. Pacers run faster. Here are two representative lines, expressed as always in feet-per-second:

TROT'R
```
...1......2......3......4......W...
43.20 41.44 42.86 43.73 43.47
..................................
```

CLASS: .69

PACER
```
...1......2......3......4......W...
43.78 44.11 44.11 44.59 44.35
..................................
```

CLASS: .78

Much is made of post position bias in harness racing. Some methods and most systems tell you to eliminate a contender coming from the 7 or 8 slot. We've found that post position bias is more pronounced at tracks of less than a mile, but that on all tracks it is calculatable and thus adjustable. We'll show you how to calculate the adjustment for your track.

We'd like some feedback from all over North America as to win percentage from the various post positions and ratio of pace and trot races at your tracks. Please send this, and any other information you may feel is important, to Editor Schmidt.

Also, almost all harness races are contested over a one mile distance. There are some odd-ball, over a mile distances, and we'll address them later, but in the beginning, THINK MILE. Pace in harness racing is especially significant because each race is run in four equal quarter mile segments. At one time, only position ranks were given at the first or even first two calls, with no beaten lengths. We know how to overcome this, but having the beaten lengths is much better. Currently, most editions of the Form and all Sports Eye editions have beaten lengths at all calls. Please let us know if your form does not provide this important information.

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7th Fairplex

1 MILE. PACE. (1:54½) CLAIMING. Purse $2,400. All ages. Claiming price $12,500. Allowed prices: Storming On, Best Of Arnie, $15,625.

Driver—*LUIS PENA (3-0-0-2-.222). Trainer—R Johnson (.330). Orange, Purple and White *TANDEM* Lifetime— $22,667

Flying Sapphire A Blk. g. 9, by Hondo Grattan—Sapphire Fling, by Ike Frost 1987 14 2 1 2 $3,947
Own.—Sheldon Minster, Encino, Cal 1986 51 5 6 2 $4,361
$12,500 Br.—M Cole (Aust) No Record in U.S., '86 1:59, Fpx, '87 1:59, Fpx Lifetime

16May87-4Fpx	65	1	:29¹	:59²	1:29³	1:59¹ft	6½	4³	4³	5³	4⁴	31¾	L Pena⁶	12500 2400 :25² 1:59² LordNutrno,MontryKnght,FlyingSpphrA Good early spot 8
9May87-7Fpx	65	1	:29¹	:59²	1:29¹	1:59 ft	4	2¹o	11½	11½	13½	11½	G Vallandingham⁵	10000 2000 :29⁴ 1:59 Flying SapphireA,MilkyBarKidA,DrWilliam Sharp effort 7
25Apr87-4Fpx	59	1	:30	1:00²	1:29¹	1:59 ft	3½	45¼	45½	1²	11½	1no	G Vallandingham²	10000 2000 :29¹ 1:59 Flying Sapphire A, Dr William, HillCadetN Strong brush 9
11Apr87-4LA	59	1	:29¹	:59²	1:29³	1:59¹ft	26	42½o	56o	42½o	5³½	9¹²	G Vallandingham⁷	12500 3900 :31² 2:01³ R Bo Bo, Milky Bar Kid A, Im A Batman A Rough trip 9
5Apr87-5LA	63	1	:29²	1:00	1:30³	2:00¹ft	19	9¹³	9¹²	9⁸¾	99¾	75	G Vallandingham³	10000 3300 :28⁴ 2:01¹ HighCommandN,SelectedN,CaucusKidA Game, no cover 9
30Mar87-3LA	58	1	:28³	:59¹	1:29³	1:58 ft	7½	33½o	44	42½o	33½	34½	G Vallandingham⁸	10000 3300 :29⁴ 1:58⁴ DphneMistN,HighCommndN,FlyingSpphireA Used twice 9
21Mar87-4LA	49	1	:30	1:00²	1:31³	2:02²sy	*8-5	4⁵	5⁷	5⁶	5⁷x	x45¼	†R Sleeth²	10000 3300 :30⁴ 2:03² 1P15]Steffan N, Wada Hy, Derby N Rough at wire 8

12Mar87—Disqualified and placed fifth

13Mar87-13LA	52	1	:28¹	:58³	1:29¹	1:59 ft	3½	2¹½	31½	31½	31½	41½	R Sleeth²	10000 3000 :29³ 1:59¹ Top Jimmy, Dr William, Van Gable N Blocked 9
6Mar87-4LA	58	1	:30	:59²	1:30²	2:00³hy	4	43½	43	52¾	54x	8dis	S Bayless²	10000 3000 — — Best Of Arnie, Van GableN,SabrinaReward Costly break 8

Driver—STEVE HYMAN (18-3-2-5-.320). Trainer—S Hyman (.340). Gold and Brown Lifetime— $21,815

Storming On cb B. g. 4, by Levity—Merry On N, by Emory Hanover 1987 14 5 1 3 $10,541
Own.—Casandra Todd, Santa Ana, Cal 1986 23 5 1 2 $9,974
$12,500 Br.—S G Broughten (Cal) 1:59¹, Sac, '86 1:57², LA, '87 1:57², LA Lifetime

16May87-9Fpx	62	1	:30²	:59⁴	1:29³	1:58⁴ft	18	3³	4³o	42¾	3¹	31	S Hyman⁸	16000 2800 :28⁴ 1:59 Trunkey Cheer A, Van Gable N, StormingOn Used twice 8
9May87-7Fpx	70	1	:29²	:59¹	1:28⁴	1:58²ft	4½	43½	34o	11½	13½	1½	S Hyman²	12500 2400 :29³ 1:58² Storming On, Best OfArnie,WatbroCloudN Sharp effort 7
6May87-Fpx	76	.1	:30¹	1:02²	1:33⁴	2:04 ft	.	57¾	57½	58½	57	44½	S Hyman⁷	Qua :29⁴ 2:04¹ Salvador, Mark Peter N, Miss Epona Paced evenly 7
29Apr87-Fpx	6	1	:31⁴	1:03¹	1:35²	2:06²ft	.	2¹½o	12	x35¼	3³	1no	S Hyman⁴	Qua :29² 2:06² Storming On, Pixarmbro N, JimmyVanceN Costly break 4
25Apr87-Fpx	73	1	:31¹	1:01¹	1:32³	2:02³ft	.	4³o	2²	2¼o	2¹¾o	6¹³	S Hyman⁶	.Qua :32⁷ 2:05¹ Flirting Byrd A, Draw Play, Danis Setter Rough gaited 7
11Apr87-8LA	57	1	:29	:58²	1:28	1:57³ft	*9-5	2¹½	31½	2¹½	2¹x	x7¹⁵	†S Hyman¹	16000 4400 :32¹ 2:00³ 1P18]SoleChrgN,HySnSkippr,MltsHuntr On move, broke 9

11Apr87—Disqualified and placed eighth

4Apr87-8LA	56	1	:29	1:00	1:30¹	1:59²ft	2	2¹½	2¹½	2¹½	21½	x44½	†S Hyman⁶	16000 4400 :29³ 2:00¹ 1P16]SoleChrgeN,OnTourN,HySnSkippr On move, broke 6

† 4Apr87—Disqualified and placed sixth

28Mar87-7LA	56	1	:29	:58³	1:28²	1:58²ft	*2¼	2¹¼	4³o	2¹½o	2¾	1²	S Hyman⁵	16000 4400 :29³ 1:58² StormingOn,HySnSkipper,MoorsDndyMn Brushed twice 8

Driver—RICK KUEBLER (80-16-9-9-.300). Trainer—P Blumenfeld (.259). Blue, Gold and Red *TANDEM* Lifetime— $261,816

Lord Neutrino B. g. 10, by Lordship—Quasar Maid, by Garrison Hanover 1987 15 1 1 1 $5,585
Own.—Carol&DoloresBlumenfeld—FlorenceTigerman,Encino,Cal 1986 37 5 4 7 $37,711
$12,500 Br.—J B McKendry (NZ) 1:56, LA, '86 1:59¹, Fpx, '87 1:55³, LA Lifetime

16May87-4Fpx	65	1	:29¹	:59²	1:29³	1:59¹ft	9½	55	54½	2¹o	2¹½	11½	R Kuebler¹	12500 2400 :25² 1:59¹ LordNutrno,MontryKnght,FlyingSpphrA Game, no cover 8
9May87-7Fpx	70	1	:29²	:59¹	1:28⁴	1:58²ft	6½	32	12½	2¹½	44½	43½	R Kuebler³	12500 2400 :29⁴ 1:59 Storming On, Best Of Arnie, WatbroCloudN Outfinished 7
2May87-3Fpx	65	1	:30¹	1:02³	1:31⁴	2:00⁴ft	10	45	65½	53½	6⁴	6⁴	R Kuebler¹	16000 2800 :29¹ 2:01³ Video Star, Maltese Hunter, Whala Sharvid N Off form 6
11Apr87-8LA	57	1	:29	:58²	1:28	1:57³ft	9½	69½	7⁹	75½o	77	58½	R Croghan³	16000 4400 :30² 1:59¹ Sole Charge N, Hy San Skipper, MalteseHunter 3rd over 9
4Apr87-8LA	56	1	:29	1:00	.1:30¹	1:59²ft	5	6⁸	4⁴o	43½o	44½	67¾	R Croghan⁴	16000 4400 :30 2:00⁴ P15]SoleChrgeN,OnTourN,HySnSkippr Parked no cover 6

4Apr87—Placed fifth through disqualification

27Mar87-11LA	61	1	:28³	:57¹	1:28	1:58 ft	*2½	6⁹	6¹²	6⁶½o	65½	47	R Croghan³	20000 5500 :30¹ 1:59² Wind Driven, Spice Runner, Escort Sam Behind gapper 8
20Mar87-7LA	53	1	:28¹	:58	1:27⁴	1:58⁴ft	14	8¹³	89¾	86½	75½	2nk	R Croghan⁸	20000 5500 :29³ 1:58⁴ Escort Sam, LordNeutrino,SoleChargeN Flew in stretch 8
14Mar87-2LA	57	1	:28-	:57⁴	1:27²	1:56⁴ft	6½	56	66½	54½o	44	46	R Croghan²	Nw4000 L6 5000 :29³ 1:58 ChrlesDecisionN,Extrordinry,TwoOcens Parked w/cover 6
7Mar87-4LA	55	1	:28¹	:57	1:26⁴	1:57¹ft	11	4⁶	4¹o	56½	44	31½	R Croghan²	Nw4000 L6 5000 :29¹ 1:57² Crazy Gotta, Horse Soldier A, Lord Neutrino Late rush 9

SEVENTH RACE 1 MILE. (1:54½) Pacer.CLAIMING. Purse $2,400. All ages. Claiming price $12,500. Allowed prices: Storming On, Best Of Arnie, $15,625.

Fairplex

MAY 23, 1987

Value of race $2,400; value to winner $1,200; second $600; third $288; fourth $192; fifth $120. Mutuel pool $19,599. Exacta pool $19,393.

Last Raced	Horse	PP	St	¼	½	¾	Str	Fin	Time	Driver	Odds $1
16May87 9Fpx³	Storming On	2	4	42½	42½o	21½o	22	13¼	1:58.00	Hyman Steve	1.00
16May87 4Fpx²	Monterey Knight	3	2	2¹½	1½	3½	32	2¼	1:58.60	Piano Rick	9.40
16May87 4Fpx³	Flying Sapphire A	1	3	3¹½	2¹o	1nk	1½	3¾	1:58.60	Pena Luis	6.00
16May87 4Fpx¹	Lord Neutrino	8	1	1½o	3½	42o	41	41½	1:58.80	Kuebler Rick	15.50
16May87 9Fpx⁸	Ivory Gate N	5	6	6³	6⁴	5½	51½	5½	1:59.00	Sherren Jack	9.40
16May87 9Fpx⁵	Best Of Arnie	7	8	8	8	7³	63½	64¼	1:59.20	Anderson Joe	4.00
16May87 4Fpx⁶	Walbro Cloud N	4	5	53½	52½	62½o	72	7½	2:00.20	Sleeth Robert	15.90
16May87 4Fpx	Minnehaha Fella	6	7	7½	72	8	8	8	2:00.20	VallndinghmGene	19.20

OFF AT 9:53. Start good. Won driving. Time, :28⅘, :59, 1:28⅗, 1:58 Track fast.

$2 Mutuel Prices:
3-STORMING ON 4.00 3.40 2.80
4-MONTEREY KNIGHT 6.60 4.00
2-FLYING SAPPHIRE A 3.20
$2 EXACTA 3-4 PAID $25.80.

I picked three horses to put through the computer almost at random, just eyeballing their pace lines very superficially. I had no idea I'd come up with the winner, the show horse and the 4th place finisher. Now I'm curious as to how I missed the place horse. Anyway, the winner, who was a heavy favorite, had the best Average Pace, Sustained Pace (very important in harness racing) and Factor W. Also, the best Hidden Energy. In harness racing, you will discover that the Tandem concept is extremely powerful in picking place horses, and hence vital for playing exactas.

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PHASE III HARNESS READOUTS

****

RACE # 7

SORT

NAME	PHASE III HARNESS					
	EP	SP	AP	FW	TS	HE
FLYNG	1	2	2	2	2	3
STRM	2	1	1	1	1	1
LORDN	3	3	3	1	2	2

FLYNG

```
         ...1.....2.....3.....4.....W...
RACE      45.21 43.71 43.71 44.75

HORSE     43.98 44.02 43.39 45.66 44.84
```

****

USES PACE OF RACE/HORSE FORMAT ON INDIVIDUAL HORSE READOUTS

BAR GRAPH SORT*

EARLY PACE

```
FLYNG ████████████████████
STRM  ████████████████████
LORDN ██████████████████████
```

SUST. PACE

```
FLYNG ████████████████████
STRM  █████████████████████
LORDN ██████████████████████
```

AVERAGE PACE

```
FLYNG ████████████████████
STRM  ████████████████████
LORDN ██████████████████
```

TRUE SPEED

```
FLYNG █████████████████████
STRM  █████████████████████
LORDN ██████████████████████
```

FACTOR W

```
FLYNG ████████████████████
STRM  ████████████████████
LORDN ████████████████████
```

HIDDEN ENERGY

```
FLYNG ███████████████████
STRM  ████████████████████
LORDN ████████████████████
```
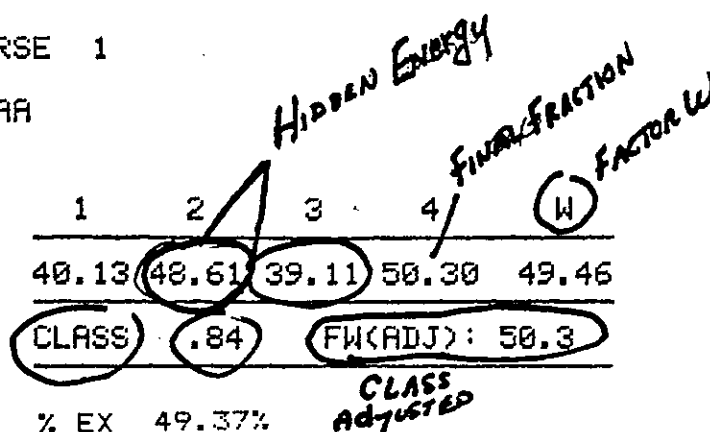
*TRS 80 CoCo II & II.Programmer, Jim "Hat" Bradshaw

Each contender's readout includes class and Factor W adjusted by class, PLUS the all-important percentage of Early Energy.

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EXPLANATION OF BAR GRAPH SORT

HORSE 1

AAAA

(handwritten annotations: Hidden Energy, Final/Fraction, Factor W)

1	2	3	4	W
40.13	48.61	39.11	50.30	49.46

CLASS .84 FW(ADJ): 50.3

(handwritten: CLASS Adjusted)

% EX 49.37%

In the next issue we'll explore the value of a beaten length by increment of distance, supplying you with simple velocity charts. In subsequent issues, we'll go into adjustments for parked out, post position and daily variant. Then we'll demonstrate the relative weightings of the individual pace segments and those synergistic compoundings we have found significant.

We'll also look at the importance of Total Energy and percent Early. And, of course, finally we'll show you how to put all the facets together to reach a betting decision. By the December issue, you should have a complete Phase II Methodology. As always, we never publish our original Phase I of anything. That's what we use for our first tests and we aren't so bright that we ever get it 100% right the first time. There are always changes and 'improvements. If you want Phase I, look to the pirates out there who sell "simplified, easy to use, automatic, the Best of Sartin" versions of our Methodology.

HIGH TECH UPDATE

Last Christmas, the PIRCO Charter members all got together to give Mary and me a satelite dish. Due to a number of technical problems, it took until recently to get it up and working. I have discovered that I can now view two complete harness racing cards, plus all the thoroughbred races I could ever want.

I have subscribed to the Eastern edition of Sports Eye in order to handicap the races before I watch them. This should dramatically accelerate the pace of our harness racing research.

Day-of-the-Week Effect

Can you enhance your profits by buying or selling mutual funds on particular predetermined days of the week? The answer, somewhat surprising, is, Yes. Year after year, certain days of the week increase an unusually high percentage of the time. And one day of the week is notorious for its abysmal performance.

The market's persistent tendency to rise on certain days of the week and to fall on other days is one of the most peculiar aspects of its price behavior. Our Seasonality Indicator identifies three distinct periods in which the market tends to advance at an above-average rate: (1) A five-trading-day period around the end of the month consisting of the last trading day and the first four trading days of each month; (2) the two trading sessions prior to a market holiday closing; and (3) the last trading day of each week.

The last of these, which we call the "Day-of-the-Week Effect," is particularly interesting. Two decades ago, Arthur Merrill* observed that between 1952 and 1965 the Dow Jones Industrial Average rose on 65% of all Fridays, but on only 43% of all Mondays. On each of the remaining days of the week, the market rose an average of 55% of the time.

In the 1970s, The Institute conducted additional research into this syndrome, and it ultimately became a component of our Seasonality Indicator trading strategy.

A recent issue of *The Journal of Finance* (Vol XL, No. 1) presents additional evidence covering a recent quarter-century of returns on the Standard & Poor's 500 Index. Professors Edward A. Dyl and Stanley A. Martin, Jr., both of the University of Wyoming, divided the 1957-1986 period into two discrete samples: 1957-1967 and 1968-1986. Not only did their results tend to confirm previous findings, but they showed that the pattern of day-of-the-week returns was remarkably persistent in both sub-periods.

While the Stock Market rise and fall trends show greater profit as the weekend approaches, parimutuels fund investing shows a markedly higher profit potential on weekdays. Saturday and Sunday produce the lowest average mutuel profit per dollar invested for two known reasons: racing secretaries card the higher purse (more predictable) races on the weekends (and holidays) and the more sophisticated players use these days off from their workweek to apply their skills. Monday holidays attract festive, holiday crowds who are the least sophisticated of all investor-fans. They slightly overbalance the "regulars," resulting in a +.05 increase in median mutuel profit. Friday, mythically perceived as "trainer-jockey-racing secretary manipulation day" when longshots supposedly prevail, only shows a +12% advantage over the median.

Of special interest to those of us who compute Energy bias changes with the first race each day, is the fact that Wednesday, or the first day of racing after dark days, is the most profitable investing day of the week. A direct result of normal groundskeeping changes made during the off days.

THE STOCK MARKET

	1968-1986
Monday	—46%
Tuesday	+ 6%
Wednesday	+26%
Thursday	+ 6%
Friday	+23%

Sources:
The Institute of Economic Research
The Inland Empire Institute
(11 year study)

PARI*MUTUEL FUNDS*

+ or - % of mean av. mutuel

WEDNESDAY:	+32%**
THURSDAY:	+12%
FRIDAY :	+12%
SATURDAY:	—26%
SUNDAY :	—39%
MONDAY :	+12%

*(where Monday racing is regularly scheduled)Where racing is scheduled only on Monday holidays.....+.05%

**(Tuesday at tracks with regular Monday racing.

LETTERS TO THE EDITOR -
     (Cont. from pg. 4)

between a mid-meet win and an end
of the meet win and it is well
worth noting. There is not need to
keep records, it is right there is
the past performances of the Racing
Form until this year's results
replace it with more reliable
information.

     - W. L. Moore

     Point well taken. Thank you
Mr. Moore.

          *   *   *   *   *

Dear Howard:
     Just a note to congratulate
you on The Follow Up. Truly a
super publication and valuable
source of communication needed
among participants of the
Methodology.

     I am so indebted to you for
having had the opportunity to learn
the Sartin Methodology that I
cannot express my gratitude with
pen and paper. Suffice to say that
all the pieces came together during
the Sportsman's Park 1987 meeting.
I truly cannot remember my last
losing day at Sportsman's.

     Presently, I am using all of
your teachings. I am using
exclusively Ultra Scan and adding
my own adjustments based on daily
energy figures made with win
Energy. I use Ultra Scan for the
final ranking, but use Energy to
determine the 5 major contenders.

     - James R. Hammes, M.D.

          *   *   *   *   *

Dear Dick:
     I just finished listening to
the Brohamer Model tape that you
and other Charter PIRCO members put

together for us. I have the
following brief comments:

1)   The tape was excellent.
     Thanks for taking the
     time.
2)   The Brohamer Manual was
     fantastic! (Fantastic
     being even better than
     excellent.)
3)   I personally had no
     questions following
     reading the reading and
     application of the
     manual.
4)   The Brohamer Model turned
     me into a winner
     (especially with Huey
     Mahl's money management
     advice at the Vegas
     seminar).
5)   Thank you. Thank you.
     Thank you.

     - Rusty Hayes

     Rusty, I'm sure Tom will be
both flattered and pleased that you
give him credit for making you a
winner. He is currently hard at
work on a revised and expanded
edition of the Brohamer Model,
which, at his usual writing pace,
should be ready in Spring. 1994.

          *   *   *   *   *

Dear Dr. Sartin:
     It has been just about 1 year
since I became introduced to the
Methodology, and ordered Phase III.
It has been one of the most
challenging, frustrating and
finally, satisfying experiences of
my life. For that I thank you and
all your associates.

     My wife and I will be
attending your upcoming seminar in
Albany, our first seminar, and look
forward to meeting all of you then.

     - Bob Hanson

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THE RETURN OF FACTOR X
BY VIRGINIA BUTLER

In 1985, I forsook Phase III and became a confirmed Ultra Scan user. I've loved every minute of it. It's fast, accurate and I've had outstanding results with it. However, this last summer, I started testing the latest version of Contender Scan and re-discovered the "magic" of the precision of the Phase III numbers.

I've found that I got as many winners and also got a certain amount of satisfaction making my own adjustments. I gave myself a refresher course in the Methodology by working again with Phase III. Howard tells us all to keep going back and never to lose contact with the basics. I found myself becoming a better handicapper, even when using Ultra Scan, by doing research with Phase III.

During my rediscovery of fractional times, I became interested in one of the first factors that Dr. Sartin ever discovered: Factor X. I told him about it and he asked me to continue the research and then write an article about it when I was finished. That was four months ago. I did my research at Longacres, Yakima and Portland. I worked many, many races trying to discover the theory behind Factor X. Why is it so powerful some times and other times just another readout.

I was determined to come up with a procedure that would allow me to predict when Factor X would be strong and when to look elsewhere. Most of the time, I found that on my tracks, when the track is dry and the weather is hot, Factor X is all you need to win close to 70%. It's stronger in the sprint races at Portland. At Yakima for the first three weeks of the fall meet you could go to the bank on the top two Factor X horses. Then the winter rains started and as always the track became very Sustained. Suddenly, Factor X stopped picking winners (of course Sustained Pace took up the slack), but became a valuable tool in picking place and show horses.

I have enclosed two sections of my Brohamer Model from Portland right after the first of the year. The patterns I can see are that when the track is good or sloppy, then Factor X is very powerful. When the track is truly fast, Factor X doesn't work as well. Just the opposite results from what I had found earlier. Both times I used "raw" figures, with only simple distance adjustments, so I can't explain the differences.

For a while I was discouraged that all my research to find The Answer to the Factor X Puzzle didn't shed much light on the subject. I even checked out the days after the track was dark to see if a pattern would emerge. Sometimes Factor X was very strong and others it wasn't. Feeling slightly depressed, I did what I always do when I have a handicapping problem. I got down all my Sartin manuals and started reading them one more time.

The answers to every problem I've ever had at the track I found in one or another of those books. This time, I found this beautiful paragraph written by the man who has given us so much of himself and

only asks that we read what he has given us. In the prologue of the Ultra Scan Manual, Dr. Sartin states:

> The art and Science of thoroughbred handicapping is one thing, the Art and Science of winning in another. <u>Our concern is ONLY for winning</u>. We merge the two in an empirical, pragmatic manner. Reality can be brutal. It will laugh at post position, jockey, trainer, day's since last, going up, going down in claiming (class) and recent workout reports with impunity. And when you deny reality, reality will laugh at YOU.

I can now add that reality laughs at trying to use just one factor to handicap with all the time. Why else would Dr. Sartin provide us with several readouts if just one would work. We have to keep an accurate Brohamer Model and then we <u>know</u> what factors are stronger than others at our tracks. Reality is now; today. It doesn't matter why our horses are coming up first or last on Factor X, our main concern is winning today. Go with your Brohamer Model.

This project was far from a waste of time, though on the surface I didn't find that ultimate answer I set out to discover. What I did find was a factor that was sometimes very powerful for weeks at a time. There were days when just betting the top two Factor X horses won 5 out of 6 for me. There were other times when it pointed the way to large exacta and trifecta payoffs.

And I also discovered that I'd known all along how to find out when Factor X was working or not. Just look at my model. I don't need to know why it works. I just need to have faith in myself and the Methodology. Dr. Sartin hasn't let us down yet.

I suggest you try Factor X at your tracks. See if there aren't periods when it is a powerful handicapping tool. Don't bother to try and discover why it works, just keep a model and have faith in yourself.

Thank you, Dr. Sartin, for giving me this project. As usual, you have shown me Reality and helped my handicapping skills to grow.

*　*　*　*　*　*　*　*

Editors Note:

Virginia (Ginny to her many friends) Butler epitomize the PIRCO spirit. Always learning, questing after something more, striving to reach a perfection that lies forever just out of reach. She learns from her many successes, and learns even more from her "failures." If we could all learn to fail like Ginny, we'd be successful in everything we tried.

- Dick Schmidt

(Phase III Raw) — Dist only

	200%			91.%	100%	91%	94%	107%	51%	110%	116%	103%	276%
APV	3	2		1		4	3	18	8	5	5	7	2
FW	2	2	1			4	3	3	1	5	4	3	1
EP	1	5	1			7	2	2	1	5	4	5	2
SP	4	4	1			7	5	3	1	3	3	1	1
FX	3	2	1			4	2	2	1	2	4	3	1

Show out winner

(Phase III Raw) — Dist Adj only

	181%	75%	102%	84%	257%	86%	193%	144%	143%	117%	271%	144%	115%	98%	105%	117%
APV	1	5	4	7	1	10	1	1	1	4	1	3	5	5	5	4
FW	1	3	2	1	1	2	1	3	3	2	3	1	3	1	1	3
EP	1	4	1	1	1	2	1	2	2	2	2	1	3	2	1	3
SP	1	2	4	2	2	2	1	2	5	1	5	3	5	1	4	3
FX	1	2	1	2	1	2	1	1	4	1	4	3	5	1	1	3

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FOR YOUR INFORMATION

NOT A SOLICITATION!

Since The Follow Up is our chief means of communication with our small client network, we frequently include mentions and notices of the various supplementary Manuals and computer programs developed by the Institute and PIRCO. Each of these is designed to increase YOUR win proficiency and bring you a higher mutuel return. These notices should NOT be considered by you as solicitations for your hard earned dollars. We urge you not to spend money that you cannot readily afford and NOT to purchase something just because it is there.

We would prefer that the material you decide you want be purchased from winnings derived from the material you already have.

Our avowed purpose in life is to help make YOU money, NOT to take your money. So please consider all notices of additional material as INFORMATION only. Purchase only those things that YOU need. As an example, if you are already winning 55% of your exacta/quinella races, WHY get the 55% Solution - Finding the Place Horse manual? To us, always, your respect for our integrity supersedes our desire or need for your money. You and PIRCO and the Institute are a close-knit family. Ours is NOT a seller-customer relationship. Let's always keep it that way.

Howard