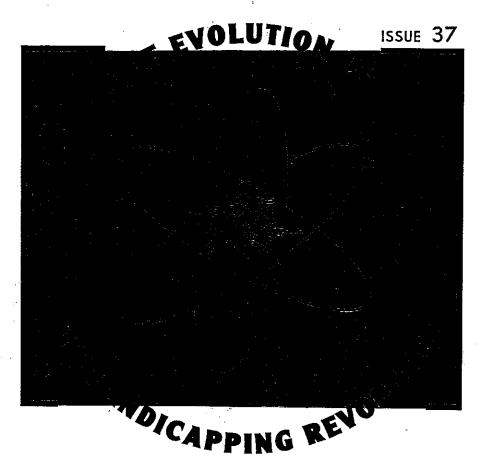
# The FOLLOW UP

with Howard G. Sartin, Ph.D.



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The FOLLOW UP is published six (6) times a year by O. Henry House, Inc. in conjunction with the Inland Empire Institute. Subscription price is \$72 per year third class mail and \$87 per year first class mail. Back issues available @ \$12.50 ea. California residents add 7.75% sales tax. If you have any problem with your subscription or have a change of address, please contact O. Henry House at the address below. All information in this publication is for informational purposes only.

## The FOLLOW UP

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1390 E. 6th Street, Ste 5
Beaumont, CA 92223
909-845-5907
between 1 and 3 Pacific time

Please address all correspondence to this address. This includes submission of material for publication consideration, letters to the editor, opinions, comments - whatever.

Thank you, Spencer Toner Managing Editor



#### = STATEMENT OF POLICY =

The Sartin Methodology is based in Psychotherapy and its goals are NOT directed toward fostering the illusions or delusions of gamblers seeking magic solutions for picking winners. We are primarily a healing arts organization dedicated to providing an alternative solution to mainstream psychiatry's prescription of total abstinence for non-winning handicappers. Our slogan is - and always has been -

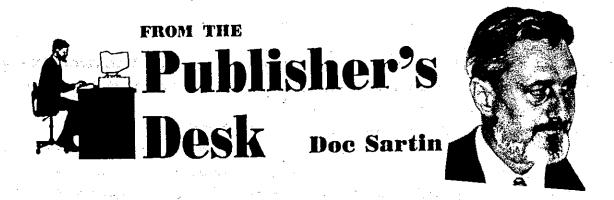
"THE CURE FOR LOSING IS WINNING"



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Welcome to our big Seventh Anniversary Issue!

Seems like only yesterday we were laying out the FIRST edition of the Follow Up. Back in 1987 a lot of people regarded as experts in the art and science of Thoroughbred Handicapping told us that we would never be able to sustain six issues a year of a journal dedicated solely to a SINGLE Handicapping Method. We'd run out of things to write about, they said. Yet seven years later our files are bulging with material and our research and development wing is busy with new, even more exciting projects designed to win us more races and, for those so inclined, more money.

In those seven years we've helped to make quite few persons become famous within what my attorney refers to as the handicapping sub-culture. Some have taken their fame and deserted our ranks to pursue commerce on their own. But the best and most famous have remained. Tom Brohamer, Jim "The Hat" Bradshaw, the Rev. Bert Mayne, Marion Jones, Jinny Butler, Bruce Jorgenson, to name just a few of those who could have feathered their own nest at my expense but who DID NOT!

Then there are old stand-by s Elton Smith and Spencer Toner who keep on quietly helping the cause with little fanfare.

We have added some bright new stars to our firmament over those same seven years: Dick Resch from northern California. Howard Kaplan, New Orleans; Sal Sinatra, renowned author and winner from New York, Tom McRae and Tony Rust from Oklahoma; Glenn Connolly, our Maryland mainstay; Sam Wada, the quiet but consistent winner from California; Vic Palermo, a long needed stable teacher in Las Vegas; Tom Renner, now residing in Illinois and bolstering the efforts of long-time mid-west teacher Paul Colwell and, covering all of Canada, Garry Owens.

That's 19 Charter Teaching or Special Projects Members helping to keep our cause alive and well. Throw me in for an even 20. Go to 21 with my son, Shane.

He and Spencer Toner are still what I call, PROVISIONAL or SPECIAL PROJECTS teacher, since neither have yet achieved the win proficiency required for FULL Teaching Membership. A number of others have applied and are being considered. But the promise I made years ago still stands: I will not KNOWINGLY knight anyone as a teacher who is not a consistent WINNER using the Methodology.

Yes, I know that in the past a few have achieved Teacher status by deceiving me as to their win proficiency for which I apologize profusely. No one is immune to a little naivete born of enthusiasm. But I'm more cautious. Future Teaching Candidates have to spend some track time with Brohamer or Bradshaw.

With 1993 comes Handicapping Expo '93, Mirage Hotel, Las Vegas. April 1 through 4.

James Quinn's dream becomes a reality for the FOURTH time in a decade. A THREE day, Two night Extravaganza featuring 27 of the leading authors and handicapping Experts in the country. You name them, they'll be there. You've all read the ads and fliers sent out by us and every other industry source.

# HERE ARE A FEW OF THE TOPICS TO BE COVERED...

- 1. Fundamentals of Speed Handicapping
- 2. Fundamentals of money management and betting strategies
- 3. Interpreting and using Beyer Speed Figures
- 4. Computer applications in contemporary handicapping
- 5. Tuming professional how/when/who?•
- 6. Introduction to the Sartin Methodology
- 7. Paddock and post parade inspection
- 8. Dosage/Breeding/2 year old racing
- 9. Modern pace handicapping
- 10. Handicapping the trainer and jockey
- 11. Betting the triple and pick 6
- 12. Recognizing "Bounce" patterns in figure handicapping
- 13. New evidence of improving and declining form
- 14. Early speed situations that pay

#### THREE SYMPOSIUMS

- 1. Pace Figures, Moderator Andy Beyer
- 2. Trip handicapping, Moderator Gordon Jones
- 3. Trainer Updates, Moderator Paul Braseth

The most ironically interesting of ALL the events should be PACE FIGURES SYMPOSIUM moderated by Andy Beyer. Ironic because Andy's first Book, Picking Winners, he denounced Pace as meaningless. Interesting, to me at least, because I won't be on the panel. One of our more astute clients commented on this phenomenon, saying: "It's like having a symposium on Southern Fried Chicken and relegating Colonel Sanders to a seat in the audience."

This is my punishment for mainstream bashing, I guess. TOM BROHAMER will be a panelist, however. So all is not lost. And I cannot forget that it was Expo '84 that I got my first public exposure thanks to James Quinn, who refers to himself as a card carrying member of the Mainstream.

Besides, what do I know about Pace Figures, anyway?

EXPO'S are great because they give everyone a chance to be exposed to the full spectrum of contemporary handicapping ideas, concepts and procedures. They are a bountiful smorgasbord of everything there is to know on the subject dear to our hearts, Even were I merely a dilettante or fan, I would go, just to know what's going on in our sub-culture.

The cost is only \$295 if you sign up before February 28.

We're having our own SARTIN METHODOLOGY TODAY version of EXPO in New Orleans, March 5,6,7 ( see enclosed flier). Jim "The Hat" and Tom Brohamer will headline a Win-Studded cast including Oklahoma Mafia members Tom McRae and Tony Rust along with Dick Resch. Two NEW teaching voices will make first appearances: VIC PALERMO, from Las Vegas and HOWARD KAPLAN from New Orleans. Vic will provide a number of challenging Fairground races from his handicapping of that track in Vegas. Kaplan will provide special insights and profiles of the Fairgrounds race track for our Sunday excursion. Spencer will be at the console of the overhead projector machine. We expect visits from Tom Renner and Paul Colwell, too.

Elton Smith, despite his illness and recent complex surgery, got up off the operating table and made the hotel arrangements w hich include an amazingly low \$45 room rate, single or double. Wow! In New York the rate is over \$100 a night!

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Included on the seminar program will be an extensive symposium (I got that word from the EXPO '93 Flier) on ENTROPY. Per day of its existence, Entropy has won more users than ANY OTHER PROGRAM we've ever produced. A great testimonial to the willingness of our clients to explore new horizons. The program has more than lived up to its billing.

My only regret is that I cannot afford to take ALL of our charter and teaching members. Cross country airfare, with the rise in oil prices, along with the general high cost of everything, coupled with a still uncertain economy, all make everything very expensive. And, we've pledged to keep our charge for seminars at a bare minimum. Even at their MOST expensive, during the boom years, we charged only \$295 maximum. This one is only \$255 with all attendees receiving a bonus of as much as a \$100 credit on future purchases.

Overheard by a client evesdropping as Santa Anita; Loser's Excuse of The Month Club, "Our horse lost the race because Treavor Denman said on the loud speaker, "'The Pace is VERY FAST, the front runners are going to have to watch it or they'll never hang on..' The jock on our horse heard him, pulled up on the leader and caused our horse to lose!" So cried the disgruntled fans whose horse faded to fourth around the far turn. Now Treavor Denman is stiffing horses. What Next?

---O-

#### **BIAS CONTEST WINNERS ANNOUNCED**

As promised, here are the winners in our "Substitute Word for Bias" contest. In FU #35 we offered TWO prizes of equal value because many clients still do not accept the fact that so-called "Track Bias" as perceived by most is indeed caused solely be the track itself. Our research has demonstrated that, except when inordinate weather factors dominate, the Match-Up of contenders in a given race creates the circumstances that favor Early - Sustained - Presser or Late.

For those who still believe that the track is most responsible for conditions that favor running style we had some excellent entries: Tendency, Proclivity, Predisposition, Polarity, Predilection and some very imaginative coined terms like: "PIP" standing for Peculiarities Influencing Performance. TRAG - for Track Drag. Also SKEW, Tilt, Slant, Bent, Drag in the aeronautical sense and Leverage. Many entrants said they did not want a prize, just the opportunity to help, which was a very generous gesture.

However, since we were looking for words that took into consideration that the track plays only a part in producing winners from a certain running style, the judges awarded the 2nd Prize for "TENDENCY" (Proclivity) submitted by DAVID REDA of Pennsylvania and one other client. Reda's was postmarked way first so he will receive a \$100 credit toward any computer program, manual or seminar in 1993.

Tendency (OR PROCLIVITY.) "A special liking for. Favoring. This fits our secondary designation of seeking an easy, non esoteric term for2nd place because even when conditions seem to favor Early or Other than Early horses, the Track Tendency is often overcome by the Match-Up.

While he didn't win one of the prizes Ed Deaves submitted a poem with his entry which we'll publish here.

T he perk is an extra. Something to please

H umans like 'em. To increase their ease.

E ach Follow Up has them, by the score.

F rom bias to median, these and more.

O bjective readers learn who to back.

L earn inside info, regarding the track.

L et's call a spade a spade, says the man at the top.

O utdated "bias" is a dismal flop.

W ant something simple, meaning predilectio.

U p beat and catchy should be the selectio.

P irc as in PIRCO has a fine ring a "Pirc" is a perk in handicapping.

If a picture is worth 10,000 words is it possible for a poem to be worth 250 words? If not read on - - -

P erks are great, whatever the source

I nside info the horses course.

R ead bias if from a pre Sartin day

C ould a "pirc"(o) describe a better way?

O f a track predilection not always perceived.

To be used in a method by 'The Doc' conceived

Still not enough, eh? Well, to fill the page:

B ecause it's there I use you

I feel, at times, it's voodoo.

A bias? A bias? Oh, no it ain't.

S o why not "Pirc" (o)? Or is that quaint?

That's all folks.

**Ed Deaves** 

FIRST PRIZE, a year's extension of his FU subscription and \$28 cash, goes to LARRY LYONS for "VALENCE." Here is his letter and the Webster dictionary definition of the term:

I would like to suggest as a word to use in preference to the word bias, the word valence. It is a term used in chemistry that denotes the relative binding capacity of an atom or molecule. It is derived from the term valentia, meaning strength or worth, also from valere - to be strong.

The term is also used informally in the field of group relations study (Grex and Tavistock) as a way to describe the predilection of an individual to behave typically in a certain way in a group.

As far as I know the word is not used in any other way.

Perhaps the phenomenon of track "bias" or valence, if you will, is a little like the "strange attractors" of chaos.

Yours truly,

Larry Lyons

valence (valence), n. A unit of valence; as, the four valences of carbon, 2.7 The degree of power which exists between certain bodies or substances, causing them to upits or produce a specific effect upon each other; — used, specific, Biol., of chromosomes, serums, or the like, as in pivalence, polyvalence.

Larry's comments on the meaning and use of Valence in group relations studies are valid. Valence is a term used in Gestalt Psychology to describe the field of emotional stimuli. In combination with "Vector," Valence describes the positive and negative pressures experienced by a individual directing toward or away from life goals.

While I suspect that this term will take some doing to catch on with most persons, it is truly the Mot Juste, the perfect word to describe what has long been referred to as "Bias." Track surface, loam, et al, creates positive and negative influences on confirmed early and Non-Early horses. And, the

conventional use of the word "Bias" more often than not involves post position and the influence of weather.

#### MIDWEST WORKSHOP PLANNED

Late last Fall, Paul Colwell and Tom Renner planned for a revival of our Midwest Workshops. Snow partially aborted the event. Tom Renner and at least half the clients planning to attend were snowed out. It was a successful event for all who DID make it. The next one is scheduled for March 21. Call Paul Colwell for reservations:

(708) 892-4190

\$45 is the FULL DAY charge, AND, it's okay to send your checks directly to Paul - Make them out to O. Henry House, Inc. Paul's very conscientious that way. You get TWO Teaching members going over all aspects of the methodology and the days racing card. The workshop will be held at The Travel Lodge at the crossroads of Routes 88 and 31 in Aurora, Ill. RIGHT ACROSS FROM AN OTB WAGERING CENTER. Paul's address is 617 Edison Ave. Aurora, Ill 60505.

Call him and make your reservations early.

#### IT WAS BOUND TO HAPPEN SOONER OR LATER, DEPT.

There was a big handicapping contest at the Las Vegas SPORT OF KINGS in mid-January. Le Roi Bradshaw gave Jim (and herself) a round trip to Vegas as a Christmas gift. They arrived just in time for the contest. Just for fun Jim enered Le Roi. Yes, you guessed it - she won the Women's Division hands down. She TIED for the First Place in the OVERALL competition. Grand Prize \$1,000 which she split with some guy using the Ragozin Sheets.

Jimmy is trying to claim that he picked the winning horses for her. Uhh Huhh...Yea. Even if he did, she won't remember it that way. So, move over guys, the "Hat" is being pre-empted by the "Earrings and Necklace lady. Good going, Le Roi. Keep on punching that computer.

A FEW LAST MINUTE NOTES: RE: the Presumptive Kelly. A number of subscribers have asked why we didn't publish any BEST CASE SCENARIOS to follow up on the worst case scenarios in FU #35. The answer is NO ONE sent in any Best Case Scenarios. I get the feeling that our clients are NOT taking advantage of the optimal profits that can be theirs from KELLY wagering. And, it stands to reason that if one doesn't choose to

apply the KELLY CRITERION at all, one will certainly not try the presumptive Kelly.

We get a lot of calls wondering why I don't write a Harness Manual to accompany our Harness Race computer Programs. The answer is simple: I spent years studying every aspect of Thoroughbred Racing. I proved I can win consistently and accept being regarded as a Expert. THIS IS NOT true of harness racing. Yes, the p grams that the "Hat" and I developed win lots of races. But neither of us know beans about Harness Racing, per se. There are TOO MANY system sellers out there purporting to be experts when they are NOT. I wll NOT join them in this sham. Harness Fans are on their own except for our programs which seem to excuse a lot of ignorance in their ability to focus on winners.

AND, Finally. A lot of you hve written and called concerning Tom Hambleton's participation in the Ron Ambrose workshops being held regularly in Las Vegas, wondering if I endorsed or condemned them. Tom is no longer a part of our group but I certainly have no objection to his going off on his own, even with his use of Phase I (TPR). With about six versions on the market he might as well get his share of the pie. As for endorsement or condemnation of the workshops, I offer NEITHER, since I've never been to one. As I have often said, I'm not concerned with competition, I just don't cotton to treachery. I hope that Tom's workshops with Ambrose go well and that he will enjoy a long life of ongoing success.





"Way down yonder in New Orleans, in the land of dreamy dreams, it's a Garden of Eden, that's what I mean!" So goes the words of the dixieland tune, and we are swept with emotion as we anticipate attending the upcoming New Orleans seminar and going on to the Fairground's races.

MARCH 5, 6, 7 are the dates. You've already received a flier, and if not call the office and arrange to attend. There will be intense emphasis on contender selection, finding predictive paces lines and form cycle prediction.

ENTROPY's powers will be exposed and it won't seem like Greek. It was here in New Orleans that Doc years ago in the seminar manual had included the simplest of the first readout (deceleration ratio), that has evolved into ENTROPY, a developed program. And Howard says deceleration is the key to future handicapping success for those not content with the obvious matchup. The latest version THOROMATION will be demonstrated etc. etc. And on Sunday the trip to the Fairground's races.

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March 20th there is a workshop in the Chicago area. Paul Colwell and Tom Renner have organized this one and it will have better weather than their last, we hope. An ice storm prevented some locals from attending, however in spite of the storm twenty clients, some from Wisconsin, Pennslyvania, Iowa, Kentucky, and Michigan got in before the ice. The workshop was a success as was the visit to the O.T.B. Californians have benefited from Tom's handicapping skills for years and now the mid-west gets to benefit from his knowledge since he has moved to Illinois. The fee for the workshop is \$45. In the afternoon many will adjourn to the Aurora, Ill. Off Track Betting Center. The hours are from 8 a.m. to 3 p.m. on MARCH 20. The location is the Travellodge, Aurora, Illinois ( rte. 31 & I-88 ) Make checks payable to O. Henry House and can be sent to Paul Colwell, 617 Edison Ave., Aurora, Illinois 60505. Phone Paul at

708/892-4190. Tom Renner's new phone number is: 309/764-6398. Tom and Paul will have attended the New Orleans seminar and will share their information.

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Dick Resch, a teaching member in Sacramento, California has a PIRCO study group that meets in Dick's office which is located across the street from the satellite betting facility. Not an accident that you'll find Dick's office so located. They meet about every 5 to 6 weeks. Dick's format is informal and the group gathers on Saturday mornings and then go on to the Cal-Expo satellite turf club for a day at the races. The only requirement that Dick has is that the PIRCO member be serious about their endeavor while at the same time enjoy the races and the camaraderie. The atmosphere of the studies is always within the Sartin Methodology teachings and computer programs. So far about 10 clients have attended. Dick sends out an announcement of upcoming study sessions and usually selects a study topic to discuss. It is asked that each attendee bring either a problem race or handicap a particular race from the meeting day's race card. Attendees come from the Bay area and Napa. For contact: Dick Resch, 5806 Kimberly Hill Court, Carmichael, California. Evening only calls (7 - 9 pm) 916/483-6412.

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"Would those not here please raise their hand." That gets a laugh. More seriously if the label on your Follow Up envelope has the number 37 that indicates this is the last issue of your subscription and you really won't be here to read the next issue. Thank you for your renewal.

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Hey, don't you dare forget Joe Reay!

Quietly, he goes about his self appointed duties of taking in everyone else's sounds.

Joe has attended all the seminars through the years and has recorded all the goings on for the rest of us to enjoy. He has constantly upgraded his recording equipment so that the best recordings are obtained and then made these available to all the clients whether they have attended the seminar or

not. Don't overlook this valuable mode of communication to keep informed about the Sartin Methodology.

Currently he has available: Las Vegas (June '92), Saratoga (August '92), Oklahoma City (October '92)

Contact:

JOE R. REAY

phone (505) 299-0526

10209 NORMAN, NE

ALBUQUERQUE, NEW MEXICO

87112

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Thanks to the clients that understood the statement of policy; that we welcome contributing articles to the Follow-Up. A bevy of marvelous articles have been received, a few of which you are seeing in this issue and more and more of which you will see in future issues. I'm glad I made that statement of policy. I think this livens the Follow-Up considerably.

The potential of our joint client clout in the marketplace is getting more recognition (remember our invitation, and being guests at **The Sport of Kings** in Las Vegas). Mac Heinzman, marketing manager at **Gateway 2000** computers contacted us and extended special prices to all clients. **Jim Bradshaw** and others have the **HANDBOOK**, and are very happy. This is the offer. Handbook \$1295 +3 1/2" floppydrive \$265 + extended warranty \$100 + extra battery \$70 = total public price \$1,750. PIRCO clients price is

\$1,450 If interested call 1-800-248-2042 extension 5665 and identify yourself as a PIRCO client. They'll gladly send brochures etc.

#### YOU NEED TO KNOW -

- The O. HENRY HOUSE / PIRCO.office reminds us that if we are to receive anything from the office and it is sent to an address in California we need to add the 7.75 % California sales tax. Thanks
- When filling out contracts they need to be filled out completely.
- Computer programs to be replaced after you've had them 6 months are charged \$12, depending on the circumstances.
- Please notify the office of any changes of address **promptly**, otherwise when a **Follow Up** is returned to you there is a fee.
- Don't waste your money on overnight postage, the office can only get packages out to you as quickly as they can.

## **NEGATIVE CLASS DROPS:**

## REVISITED



Tom Brohamer

The chapter on negative class drops from MODERN PACE HANDICAPPING has generated more mail than any other single topic from that book. Comments are universally favorable but often show a lack of understanding of the original concept. Many players are buoyed in their play to the extent that every class drop appears to be negative and, subsequently, they enter very dangerous territory. Only the most foolhardy bettor will downgrade the chances of a runner dropping in class to face easier company. Each year, statistics are published confirming that horses win more than their fair share of races by dropping to a lower level. How then do we distinguish the legitimate drop from damaged goods?

Let's first review the essential point: horses dropping that should not be doing so.

Horses competing at a given class level <u>and</u> threatening to win while earning significant shares of the purses for that level, should not drop in class off that good form. Once a strong presence has been established at a higher level it doesn't take a rocket scientist to realize the horse is worth the price of that level. Dropping in class only calls more attention to the horse's worth thereby posting a "for sale" on the animal. These horses lose far more often than their odds will indicate and should be bet against with enthusiasm. Some win, but the odds are miserly while driving up the odds on legitimate contenders. Your play will be stronger for betting against these dropdowns. There are, however, some unique, and often confusing, exceptions I'll address later in this article. First, let's confirm the basic point with a couple of examples that occurred in southern California while I was editing this material.

### VIVA EL CAPITAN:

This hard knockin' three year old had just won four consecutive races while rising in class after each win. The streak culminated in a win vs. NW1 allowance horses after a previous victory at the \$32,000 claiming level. Following the allowance win, the next logical spot should have been NW2 allowances or a high price (\$50,000) claiming race for three year olds. Instead the trainer opted for another \$32,000 claiming race for three year olds: a definite class drop for the age bracket. The argument used by RACING FORM handicappers, and apparently many big bettors, to support this horse is logical, yet seriously flawed. They reason that the owner of the horse has already shown a significant profit and to lose Viva El Capitan for \$32,000 only cements a successful venture. Absolutely true, but wrong from a bettor's standpoint. The barn is now willing to give back a strong earner and will be faced with replacing him with something that will prove equally successful. That's no small feat. Most claims are not that profitable and their willingness to possibly exchange this horse for another risk strongly indicates Viva El Capitan may be moving the wrong way in his form cycle. He was off the board at 4-5 odds.

ARE YOU MY CASEY: November 26,19;92

Never be fooled by this type:

Are You My Casey	8. g. 7, by Big Presentation—Debetts, by Diplomatic	Lifetime 1992 4 2 0 1 \$15,350
MAKATANI C S (35 7 1 4 29)	\$8,000 Br.—Pavich J (Call) Tr.—Ispecitto Stars ().	42 10 10 8 1991 8 2 1 3 \$42,908 \$207,935 Turf 2 8 8 1 \$4,508
5Hor92- ISA fst 6f :214 :45 1:101	1"34 Clm 12500 81 7 4 421 213 21 1m Flores D.R LBb 116 450 85-	15 ArYMCs116#JtOfGid1167RdncWs116 Wide backstretch 9 - 12 KilyG.1161/ShrClot11674ArYoMyCsy116 Edged for 2nd 11
220ct92- SSA fst 64f : 214 : 443 1:16 220ct92-Claimed from Burke Gary W	r, Mitchell Mike Trainer	-14 ArYouMyCsyl16[MstagMrvl116]RdackWys116 Driving 8
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This FORM's "Closer Look" recommended giving this guy the benefit of the doubt and supporting him in the exotics as the top play in the race. Absolutely Wrong!! At the obvious price and apparent physical decline indicated by the negative drop, You should do just the opposite and leave him out of your play. I can't imagine throwing money at this horse and surviving over any period of time. Sure, a few of these do win but try and separate negative probabilities within a framework of serious underlays?; it just does'nt make good sense. How did this horse do in the race? It won by five lengths drawing away down the stretch! Just kidding. He was bet to the 8-5 favorite, lost by 20 lengths, and was vanned off the track. Nice bet at those odds.

#### \*\*\* Multiple level class drops.

· 1000年 100

Without doubt this is the biggest area of confusion for players attempting to identify false favorites. Too many people automatically assume that a drop of two or three class levels automatically constitutes a negative drop in class. That isn't always the case. A runner obviously unable to earn at a given class level should drop in class and, depending on how it's performing, the drop can be several levels without being negative in nature. Based on a typical par chart, a drop of a single level usually means a field of runners approximately one length inferior to the next higher class. The dropper, if four or five lengths inferior to the current class, may require a drop of several class levels to become a serious contender for the real money. The drop is far from negative and should be considered highly positive in nature. Let the horse's speed and pace figures in the match-up be your guide to the bet and don't be surprised by a strong effort.

#### \*\*\* At the end of the meeting.

A drop of sharp horse at the end of a race meeting, while appearing extremely negative, is often just the opposite. The trainer will attempt to get another big race from a sharp horse before shipping to the next track or circuit. Rather than face a layoff or a negative reaction to the next track, it makes perfect sense to get one more race even if the condition book only offers a lower class situation. These horses win regularly and should not be viewed as anything other than what they are: a sharp barn maximizing a runner's form.

#### \*\*\* January 1st represents a new ball game.

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Mid-December can be very confusing to the player without a well rounded racing education. Three year olds are tricky all year and the end of the year is no exception. In claiming races, the younger runners are protected throughout their sophomore year, usually competing against the same age group. Main tracks, however, offer little or no races restricted to four year olds after the January 1st. The new four year olds are generally inferior (as a group) to their older claiming counterparts and will not win without a drop of several class levels. If competing successfully at the \$32,000 level on December 31st, expect a drop to about \$20,000 to maintain that competitiveness against older runners. This drop indicates a sharp barn at work, and not a negative class drop and if the drop occurs the second week or so of December, all the better. The bettor gains a significant edge by supporting these animals when dropped against three year olds at a class level they'll be visiting in a few weeks anyway. A smart move by all concerned.

#### \*\*\* Restricted claiming races.

I've been told, erroneously, that much of this does not apply in the mid-West. The reason for such an observation usually comes from the confusing nature of restricted claiming races, a category not offered on many circuits. This type of race offers claiming races with restrictions often found in classified allowance races at higher grade racetracks. Non-winners of a number of races lifetime; for a definite period of time; or for statebreds only are typical of the conditions of these races. The claiming price is often higher than the prices for which a runner has been previously competing and creates a valuable paradox for the sharp player. When the horse steps 'up' to the level of the race most handicappers will assume it's above its true class level while just the opposite may be true. Restricted conditio;ns create an easy spot for a win and the higher claiming price virtually guarantees fair odds. After a big effort at the level the runner usually resumes its previous place in life at a "lower" level thus completing the paradox by creating two sources of misunderstanding:

- 1) The horse is making a negative class drop. Wrong; it is merely returning to its natural place in the class hierarchy.
- 2) The horse is facing easier competition. Equally wrong. The unrestricted races, even at a lower claiming price, are nearly always tougher than the restricted races.

With all this said, there are some trainers who thrive on what we perceive as negative drops and can cause definite problems for the knowledgeable player. In southern California, Bob Hess is uncanny in his ability to drop a horse just before it regresses in form. No one since Robert Frankel's days as a claiming trainer has anyone been that bulletproof. Hess wins nearly every time when dropping a sharp horse and I've learned the hard way not to try and beat him on the drop. Fortunately, there's no rule against passing a race. Take the time to learn which trainers on your circuit can make the negative class drop and win; it will save significant amounts of money over time.

Doc Sartin & Jim "The Hat" Bradshaw .....

#### **ENTROPY - PART II**

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I had eleven pages of this article finished when I received some dramatic communications from clients using Entropy. Their testing and resultant success speaks far better for the efficacy of Entropy than anything Jim or I could write. Because WE are responsible for your ultimate success we tend to be more conservative in our appraisals, focusing on certain dangers inherent in depending solely on ANY computer program to work miracles for those who do NOT follow ALL the essential guidelines of the basic methodology.

It is important to know that ENTROPY is designed primarily as a tool to narrow the true contention in a race down to LESS than five; meaning NO MORE THAN FOUR. Attempts to get a race down to only THREE contenders have met with mixed results. Our most experienced and proficient members can do it but the majority cannot. In a moment we shall see the results from BILL DINGMAN'S research in trying to isolate only three contenders.

ENTROPY is specifically designed to narrow a race to four contenders. With several years of review to go on we have learned that ENERGY and THOROMATION are EXTREMELY effective in picking races in virtual order of finish when NO FALSE ENTRIES are made. This result can almost always be achieved by entering FOUR VIABLE CONTENDERS. It is the one move type of horse, who truly does NOT belong as a viable win, place or show contender, that is most guilty of diminishing the efficiency of ANY of our computer programs, especially Energy/Thoromation.

Since all too many clients STILL insist on entering horses that do not truly qualify as contenders, The Hat and I decided to take the Mountain to Mohammed by creating a program to compensate for client weakness in this area. It is all well and good to say to the client, "YOU must learn the Match Up; YOU must learn to identify true contenders and pick representative pace lines." Teaching it without personal, hands-on supervision is quite another matter.

This kind of instruction is employed by virtually every OTHER teaching individual and organization in the field. It is a crowded arena filled with failed hopes because so-called handicapping experts and students alike have a long and frustrating history of failure in the vital area of contender and pace line selection; the reality remains that very FEW persons will ever truly "get it." This is why horse race

handicapping remains a most profitable venture for those who open their cognitive processes to "Getting It."

SO, instead of our opting for the easy out taken by our peers: blaming the client for failing to comprehend the basic fundamentals of successful handicapping, Jim and I will continue to provide computer programs designed to overcome these self-imposed human deficiencies.

While nothing can TRULY take the place of a well functioning cognitive brain, ENTROPY goes a long way in that direction. Now, with our GOAL of narrowing the field down to FOUR or less, let us examine some client response to Entropy. In so doing, we'll save the ENTROPY article we had planned for this issue for FU #38 and let merchant ship Captain Jim Leftwich, from various ports of call, and client William Dingman of New York state provide most of the material for this article as edited by us.

First, a most IMPORTANT excerpt from Bill Dingman's letter to me outlining his use of ENTROPY, tested at FINGER LAKES in New York.

"To be fair to the Program I decided to enter ALL HORSES in a race and see what we could come up with. I wanted to limit the variables as much as possible. I could find no way to get around the pace line selection problem. I used my judgment and put in the ones I thought were best."

#### **BRADSHAW COMMENT:**

Using Best pace lines and ALL horses in the race is the MOST SEVERE test of ANY program. I'm amazed that his results turned out so well.

ENTROPY - A 209 RaceTEST at Fingerlakes by Bill Dingman

#### 

#### PSSSSSSSSSSSSSSSSSSSSSSSSSSSSSTTTTT !!!!!!!

What if I told you to bet no matter what: the top 2 horses in this category only: and you don't have to pay any attention to distance, class, track conditions or

anything else. Would you bet it? Probably not, and I wouldn't blame you... But what if I told you that if you do this I will guarantee that you will win 76% of all wagers. Now would you make the bets? How about this one? If I told you to bet your money on only one horse in a race, and that horse had only one factor on a sloppy track or muddy track that you will pay attention to, would you bet it? Yes-No-Maybe. How about it if I also said it doesn't matter what class, distance etc. etc.? Remember I Said 1 Horse and you would get 87% Winners!

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Sounds too good, much too good to be true, and I'm sure that in the long term that it is. However by applying this technique in a 22 race study, 8 bets would have been on only one horse, 14 would be on two horses. If we had made just flat bets on each horse, not 60% - 40% (haven't had time to work it out that way yet) we end up with 72% winners overall, and by betting on only one horse in certain races end up with a ROI OF 2.05!!! Conversely, just as dramatically as these events occured, they also alert us to watch out when there is a shift of the track profile. The shifts up here can be as quick and startling as a door being slammed in your face with no warning.

Doc, I have to deal with Finger Lakes Race Track. A big day for us is to get a \$19,000 claimer. A program that can give you a win profile as described is something to take note of up here in upstate New York. If the profile changes and we can spot it quickly, we can save dollars. Conversely when it reappears we can jump on it quickly. I think in this area "ENTROPY" has great potential.

The second use of the data is a little more defined. We looked at "ENTROPY" as a contender selector. By dividing the horses and the races up into categories we are able to focus in on those factors that are most likely to produce winners. Now remember I am dealing with mainly cheap \$3,000 claimers. Very few of these races are for open company. A great deal of the conditions are for non-winners of a race in 7 months, non-winners of three races in life time etc. etc.. The main consistency we can count on is that these horses are not too dependable at best. Often times it seems that if a horse has a pulse it is a contender of magnitude.

With that in mind look at some of the figures. It would seem stupid, to me, to put in any other horse as contenders when you have results like these. For example look at the mile races on a muddy track. 100% of the winners were among the top 3 in FX. This was in all classes. If you look at the Ep/dv in the same races you will see that the winners were in the top two 75% of the time! And the comparisons go on and on.

I am not sure yet where all this data is leading to at this point. There is no doubt in my mind that "ENTROPY" is powerful. I haven't yet learned how to take full advantage of it as yet. The main reason I don't know what to do with "ENTROPY" is I AM GUN SHY.

I do my homework like few that I know, things go along pretty good and then the bottom suddenly falls out. At the seminar certain instructors said it had to be me, I was doing something wrong. Well I haven't been able to put my finger on what the hell is wrong and believe me I tried. I have gone to the races and could do no wrong. I've had runs of seventeen straight winners, another run was twenty-one straight winners. At Saratoga we sat there and worked the races doing nothing but the "MATCH UP" via Jim the "Hat" Bradshaw no computer, and picked over 67% winners at a track we have never been to before. Recently I have been picking exactas but not playing them, so I decided to see what my win % was. In a twenty-race block I picked 16 exactas. Most of my picks were using just two horses, and never more than three in what I called contentious races. I know guys that would kill for results like that.

Oh, I would like to clarify what races I selected. More clearly, which ones I didn"t enter into the program. I did not run any maidens nor did I run races that had too many (by my standards) quirks in them. For example, if I had a race who's conditions were non-winners of a race in 5 months, \$3,000 claimer at 1 mile. If, in such a race there were a few horses that had no routes in their past performances, had layoffs of more than 30 days with no workouts, and/or showed only maiden wins all mixed together with horses with as many as 76 races in their past records, I passed it; I'm not that good to be able to figure out what pace lines one should use in such situations. I do form analysis on every horse in the race but I must admit some of these races throw me. I know one of them has to win, so I leave it up to the horses to work it out, no problem.

So here it is Doc! A workout of 209 races. Please look over my data and if it is not the type of thing that you can use or want, please drop me a line and tell me how you want it done and I will do it. Also if you might have any suggestions as to how I can turn things around let me know. I am disappointed but not completely discouraged. I keep reminding myself of where you and Jimmy started, and how far you have traveled. I know it took work and time. This is my job and I love it. It's the hills and valleys that get to you every once in awhile. Especially those damn valleys. I will continue to gather data using "ENTROPY" and in the future try to get an update to you on a more regular basis now that I have defined my parameters better. However if you don't want future reports or don't need them please let me know.

#### Bill Dingman

..... Then follows many pages of research data, printouts and summaries broken down by both class and track surface conditions - Fast to Muddy. We will condense the more salient facts without disturbing the integrity of Bill's findings: Starting with 5.5 furlongs. They have many such races at Finger Lakes. Remember, our primary interest is in the effectiveness of the TOP 3. I've boiled his

figures down to ONLY the most salient readouts by distance on FAST tracks. The stats for Muddy, Sloppy and Good tracks did not show enough deviation to alter the eventual outcome.

DISTANCE	SURFACE CONDITIO	CLASS N	FACTOR	%WIN TOP 3	%W-TOP 2
5.5 f	FAST	AlW.	FX(TD/P)	100%	75%
5.5 f	11	AlW & 10M CLM	HE/DV	88%	
6.0 f	FAST	ALL	DT/E	82%	gan baranta
8.0 f	FAST	All Cim.	DC/V COMP.	63%	Marin .
8.0 f	FAST	All Other	TD/DV	73%	64%
Mil 70	FAST	All but TOP			
•		Class Races	TD/DV	70%	
		: T	Fx(TD/DV 78%	78%	
. "			Comp DC/V	70%	

On "Off-Tracks" he produces some significant results - as high as 100% winners in some categories. But these came from smaller samples based on class and track condition alone.

Quite frankly, neither the "Hat," Spencer Toner nor I got terribly excited about seeing results that produced an average of only 78% winners in the top 3. Bill's most effective readouts were different by distance with NO SINGLE readout being universally effective in the TOP THREE. Still, with the help of the Oklahoma Mafia, we pursued Bill's TOP 3 procedure, using 100 races from the Western and Mid-Western editions of the DRF.

After we allowed ourselves the dubious luxury of entering the best of the last three pace lines for ALL contenders into a number of computer programs, we realized the TRUE value of Bill Dingman's research. It is EXTREMELY difficult to exceed a LONG RANGE win percentage of over 75% from the Top 3 horses when one is forced to include ALL entrants in a race. I've heard some wild claims extolling this process but have yet to witness them eventuating in fact.

Dingman's research is valuable but in the future he will test BY CATEGORY and apply that category to ALL Races at ALL classes and distances. What BILL seeks

as ideal is a factor or combination of factors that will produce the winner in the TOP 3 and ties (It is often difficult for a serious researcher to clearly distinguish between 3rd and 4th best.) at least EIGHTY PERCENT of the time. For this reason I suspect he will do as we did using the TOP 4. Still, top 3, is a noble goal and a consummation devoutly to be wished.

With that in mind, the "Hat" and I, unaccustomed to entering lines for ALL contenders in a race, took the TOP 3 produced by that noxious (to Jimmy in particular) experience and entered them, FIRST, back into ENTROPY and then entered the same three into THOROMATION. We could only bring ourselves to test 100 races in this manner. Here are the results of our test:

# of Races	Distance	Class	FACTOR	Winner-Top 2 ENTROPY	Winner-Top 2 Thoromation	
100	ALL	ALL	DC/V COMP	61%	67%	

STILL not satisfactory. Using the TOP 3 in this MECHANICAL PROCESS, we left out 12 winners in the 100 races. I suspect that the average client attempting the process would fare even less well.

SO, we took the SAME 100 races and expanded the contention to the TOP FOUR entrants on the DC/V Composite screen.

HERE is the result:

# of RACES	Distance	Class	FACTOR	Winner-Top 2 ENTROPY	Winner-Top 2 Thoromation	
pet 400 per 100 mile and 100 per 1100 per				~~~~~~~~		
100	ALL	ALL	DC/V COMP	. 68%	77%	

#### **CONCLUSION:**

ENTROPY is optimally effective when its top 4 ranked horses are used in a handicapping program. In this case THOROMATION. However, VERN COUSINS from the San Francisco Bay area reports satisfactory results from using ENTROPY as a precursor to Advanced Phase I.

For those who still insist on entering every contender in a race from a line conforming to a specific, personally conceived rule: best of the last three or

four; or best of last three at similar class and distance - OR WHATEVER - ENTROPY offers a measure of hope for success by itself IF one is willing to accept about a 70 to 78 win percentage betting THREE horses. A more realistic approach for such clients is to enter your top FOUR back into your handicapping program of choice, especially Thoromation and work with the top 2.

Editor Spencer Toner has a great deal of empathy for the "Enter All The Horses" club. He touched on it in FU#35 and will continue explaining the technique he is testing in these pages. While the "Hat" and I remain dubious about ANY procedure suggesting that ALL horses in a race have a chance, we will keep an open mind and anxiously await test results from those who insist on walking with this crutch. If it works it will be a monumental breakthrough and an unprecedented milestone in handicapping history.

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Now on to a bit of hands-on handicapping from our valiant sea captain JIM LEFTWICH. Cap'n Jim brought Oil Filled tankers through the Gulf War at great risk to himself and his crew. He also has braved Castro's minions to bring me back Cuban cigars. So brave is he that he now can go ashore and bet MORE than \$20 a race. For many, that is bravery at its utmost.

Jim came ashore to his home in Texas long enough to take in the races at Louisiana Downs on Sunday, October 4th. For his example race he chose the 150 thousand dollar Budweiser Breeders Cup race at 6 furlongs. His approach to pace line selection will seem off-the-wall to exponents of mainstream procedures. However, his final reasoning produced a double digit winner. He writes:

"Just for the heck of it I thought I would handicap a race using only Entropy, and using the ENTIRE feild, a la Spencer Toner. I know Doc would frown on my using a race 9 back for NOW LISTEN, so I ran the sprint portion from two of its routes through the program. That's the way the Doc showed us at the last seminar I attended. Sure enough the horse was never less than 3rd best on ANY of the readouts; and at 10.30 to one, the Methodology says: BET! Since the contenders are coming from FIVE different tracks and mixed distances, I also followed the Methodology guidelines and used the 2 Manual adjust. It wasn't really necessary; the auto adjust did equally as well.

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OH H.A. DAILY HACING FORM, SUNDAY, OCTOBER 4, 1992

#### LOUISIANA DOWNS PAST PERFORMANCES





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		1.4 1119 P. 14 6 6 9 1 7 1 W.			111 41.90 93-   115 23.50 87-	-10 Bernie G.11800 Revellik -11 Revell1100 Bernie G.11	il Frank'sCrossing113 13 Royal Uzi115	Late rally 12 Outron 1
	Combat- aran lat M 151a	:45 1:31 Ahr 16000 :442 1:221 Clm 40000	15 7 6 64 55 37 14 4 64 55 37	11 Han R W5 Lb 34] Simington D E Lb	110 200 53- 116 1450 53-	-13 DmadPrspctr1#1Fra's -10 Roy(Uzi1195BernieG.113	Crssng1171Thts/ctPt118 14DimondProspetor1X	Driving 7 Mild bi 9
	PULLAT MANYOUTS	Sep 36 LaD 46 Hat : 184 B	Şep 15 LaD 4	गत्तर :सर⁴M S	iep 2 LaD 5f sty	1:DI B Åug	26 LaD 4fst :50	1

4	Quiet Enjoyment	54 B	B. c. 3(Apr),	by Ogy Br.—F				Out		1.1			Lifetime 12 4 3 3 \$140,534		5 2 7 2			\$91,334 \$49,200	
	Own Morning Star Stable						¢ (-)		_,		112			Wet	2 1		1	\$49,668	
		:444  :531 :12   1:532	3+ Marla H Jim Beam					Bruin J E Bruin J E		B 134 B 131	4.30 13.70		Approchi141Qu					_	
	29Mar92-Grade II					4 2 1		100	_				Lil E. Tee1211 \	``;•.				Tired 11	
		:121 1:444 :463 1:191	Bitaglia Mem Presidents	- 84	4 2	IL ŽI.	211 311	Braun J E		B 113 B 113		83 21 82-21	QtEnjymat113~ CrryOut1161]Kr	Scrt'sHd11 ockwihon1	0'Aprti towniF	H B	mp,siddo # 1111	ië elirt 11 in rally 11	
	25.Jam 92-10TP fst 67 .214	414 1:09	Florence	102	3 3	i sha'	14[ 18	Brain J.F.	- 1	1 K	11.86	98-11	QulEnjoymal11	O'WhilindS	والاللالغ	rryÖt I	19 ° Mai	ch best 7	
	16Nov31- 3Hiz Isl 61 :213 :	:461 1:192 :444 1:103	Triway Prev No Miami Beh	. 17	5 6	u m	ta zil	Guerra W	ι.	115 115	13 20 4 79		ArcaChac110™ DrArae117 i[imi						
	230ct91- 4Kee fst 6f :221 : 60ct91- 6Kee fst 7f	:461 1:104 1:273	Alw 21500 Alw 21500					Sellers S J		B 118	250	83-12	QLEnjoymal118	RocklidM	M TaSn	s i N	Delving, ·	gamely 6	
		462 1:13	Md Sp Wl					Kutz D		8 118 B 121			WkWrrr1157Thr QLEnjoymat121						
1		lug 17 CD	5f fet 1:06 8		• At	<b>12</b> C	D SFE	st 1:013 B	•	Aug :	CD SI		2 8	•					
<b>V</b>	Stalwars		B. h. 7, by 5										Lifetime , 54 9 15 8		12 3 13 3			\$267,190 \$73,933	
	ARDOIN R (726 127 54 78 .17) Own.—Franks John	•					in L (K) v C (21	7) 6 46 35 18	21)		115		\$835,133	Ţurf	3 8		1	\$5,525	
	20Sep92-10LaD fst 7f :223	:454 1:233	3 + Island Whi H	82	2 8 7	51 311	351 461	Romero S	P		*1.10	86-X	Wndsrth1101G1	spr1162]Dn	andPrsp	cu 112	Five y		
-	7Sep92- 9Wds fst 6f - :214 22Aug92-10AP fst 1½ -:482 1	:124 1:50	3+ At Toka S Fe 3+ Wedgewood H	99	5 2	/1 /11 1 3%	21 12	Prado E S Guidev M		lb 118 .b 115			Del Concorde 1 Flying Continer						
	9Aug82- 9Aks Isl 11/6 :46 1									b 1%			IrishSwap117™						
	\$Aug\$2-Grade III 11Jly92-9Det fst 11/4 :473 1	:114 1:493	31 Mich Mile	<b>9</b> 9 1	2 9 9	£105}	ध्य स	Guidry M	L	.b 116	12 00e	91-05	ClssicSvn113[S	un <b>a</b> yPrinc1	121Jlesh	Swp11	6 Outsi	de rally 12	
	11.lly92-Grade II 28.lur92- 9AP, rfm 14, (0:47 1	1:112 1:42	3+ Swoon's Sn	86	3 8 7	e <b>i</b> 95i	10-111-1	Guidry M	1	ъ 121	5 80	M-01	LtsUsul1185]Li	ttlBroLatis	182Suni	1yPrnc	.113 Tir	ed turn 12	
		1:111 1:371	3 : Equipoise M	97	777	6 67	56 33	Guidey M	ı	L6 116	3,30	76-25	KthulCounty11	4TheGrtCr	11 <b>13</b> 5th	wrs116	Mild w	ride bid 9	
	25Apr92-85pt lst 11/4 :46 1	1.093 1:48	Nat Jky C H	105	4 5 4	g 49	21. 11	Guidry M	ı	Lb 115	5.70	125 —	Stalwars1151 R	: ichman1222	Sunny	Prince	113 Wi	de rally &	
		1:122 1:37	Cicro Mile H	93	413.3	- nk 2hd	1M 2M	Guidry M	1	Lb 119	11.20	104 <b>–</b>	Presidential 117	MStaturs1	l§r≐ Burn	Fir114	Bobbi	ed start 3	
			3 + Bud Brd Cp H iD 71 fst 1:27   F					Diaz J L   :362 B	1	Lb 191 :	2.04	100-11	Hidden Tombw	k113 CshRo	4115AL	elmrkt	.112 Wi	ide turn 6	
- ✓	Now Listen		Ok. b. or br.	ኢጜ	y Mis	raki—	Nowann	a, by Envoy			;		Lifetime					\$252,650	
	PERRODIN E J (359 SI 47 51 .1	15) ; ;		Br.—F							122	ı	16 6 3 1 \$293,052	Turt		2	1	\$32,175 \$190,762	
	Own.—Juddmente Farm 29Jug32- 7Sar gd 1 ft ①:471 1	1.11 1.412	The second second	99	ranke 3 3 3	1 KODE 2] 52	rt (6 Z 74] 83]	0 1 .33) Velazquez	JR	115			Roman Envoys		1 1  aol1141			\$71,540 Faded 10	
l x	. 25Aug92-Grade    11   3131y92- 8Sar sly	103 1,101	ta Darvi'r İov		, ; 1 +	- Nr 17	12 111	Velazouez	18	119	1 380		1.	15.5					
	JIJIYX-Grade III; Urigina	ally schedule	d on Luci	1. 3.	.ă.,	- S		Ý			5.35		NowEstatisty(	7.				a orting a	
	11.11/12-78el Im 11 0:48 1 28.1-102-5Atl Im 11 0:462 1	1:111 1:41 1:092 1:525	34 Alw 3/000 34 Caesr Int H	33 36	3 J 3	33,	er er	Velazquez Hakatani l	JR S	117 L 112	16.30		Now Listen117 SkyClssic1231					Driving 8 Dractor 9	
	28Jur62-Grade II 13Jur62-11Rkm/m *1½ (D)	1:464	34 N Hmpshr H	101	4 2 2	3 <u>2</u> 164	1M 2/4	Velasques	j L	.8 112	5 90	101-00	RabowsforL[1]	<del>}</del> ≐No×Lsl	1 π112∾0Β«	:khril	Could	In'i last 12	
		1:082 1:333	3+ Metropoin H	89	3 3 5	3] fs	99] 911	1 Krone J A		101	13.70		DixieBrss 1072]						
3×	25May\$2-Grade I 	1.09 1 1.392	3+ 8d 8r Co H	105	2 4 4	1 (1) (1)	23 218	Flores D R	. 1		340	W. N	Chrts IH1 Now	l kin 110vil	nimansi		Pallied	Autoide \$	į
2 \	1942-196 151 in 1401 1942-196 in 14 0:37 23Feb32- 35A in 151 0:211	1.103 1.402	31 F Laudr'dl H	104	1 3,3	ij	ŽI 12	Santos J /		Lill	7,7	. – .–	· NowEstall4Si	wThSlwor1	K∞Stal	Calany	ill Dre	ew clear 12	٠.
	23ud31-10Mth fm -1 - (0:452 1							r xores u n Gryder A 1					Db1Roug114]No   Dob1Bookd1221						
`	2Juni 1-Grade III																		Ì
./	7	och in pei	5/ fst :591 H 8. h. 6, by V	مه ادالا				st:44 H			-	K LU	fst 1:002 H LifetIme	* # Aug	17 <b>52</b> r 13 2			373,025	1
•	Windsworth BORELEH (78 18 18 18 18 17	1)	D. IL 4, 17 T					Killiam (K)		rowie			26 8 4 5	1991	4 2	٠.0	1	\$44,950	,
	Own.—Rainbow Racing		6 . t.L 4 (10) 11					10 4 .13)			117		\$157,463		6 1			\$15,380	
			3 + Island Whi H 3 + Aiw 17500					Borel C H Borel C H		Lb 111 Lb 114			Windsworthff   FmdDvlffffGi						
	13Aug02- 9LaD [st 170 :484 : 17J]y92- 9LaD fm 1 (D:47	1:132 1:43	3 + Alw 17500	90	6 1 1	M 2M	IM 2M	Borel C H Lorelace I		Lb IX	11.40	17-21	Circulte 110 Y	indsworth1	Kijiylo	r's Ple	sur 113	Gamely 6	
	9JIy92-7LaD Ist 7f :223	:454 1:241	3+ Alw 18000	79	271	M IM	I IM ES	Lovelace i		LB 1X LB 1X		<b>が</b> を	SnorFxfr1K1N TxIUStr(1127)D	rınuntry-tr mndPrspct	iosyne Niskh	iswrih Un Tre	10a We 113 We	atened 6	
		1:114 1:43 -451 1:103	14 B Skies Hcp 14 J Souza Mem				23 25 55 54	Lovelace A	lk 1	Lb 11. Lb 11.	7.51	<b>%</b> -K	DiziPokrAc121	Windswort	hiizin	rlblHo	urlf6 (	Brushed \$	٠
	<del></del>	1:102 1:364								LO 11:			l Revell11™ Ber l GiniMcCown11					Mild bid 8 n Ibreal 7	
		1:114 1:37	Alw 36000	91 67	3 2 2	1 21	32 35 3016 101	Borel C H Borel C H Borel C H	į	Lb 12 Lb 113	2 151	17-2	OurSilverKnigt Allijebat# On	L1224Cano	(TelKi)	Hindst	rorth 122	Tired 9	
	29feb92-Grade III	1010	. B/454 11	٠.		4.4.	-4 18 , ,	4 and Au		-4 114	- 1.04	41.64	with the rate of the	un cuyti	19-050	r sucu	14 F02	TATRICK IN	

NINTH RACE	Probable Post 5:00	
6 FURLONGS. 7th Running	LOUISIANA DOWNS	BUDWEISER
BREEDERS' CUP STAKES ALI Purse \$150,000 Added.	LOWANCE. 3-Year-Old	is and Up

PP	HORSE	PR. RIDER	WT.	COMMENT,	PR.ODDS
. 2	Parisian Flight	Day P	114	Must beat	8-5
3	For Really	DsormuxKJ		He can do	2-1
-7	Now Listen	PerrodinEJ		Better on turf	5-1
6	Statwars	Ardoin R		Strong entry	8-5
1	Megas Vukelatos	Altard L		Checks in read	
5	Quiet Enjoyment	· Bruin J E		Can compete	10-1
8	Windsworth	Borel C H		Won last	10-1
4	Diamond Prospector	Guillory D	112	Outsider	30-1
	Coupled—Parisian,F	ight and Staly	vars.	1 1241	

ij	NAME	<u>Dist</u> .	ist call	2ND CALL	FIN.	īst B/L	2nd B/L	Stretch B/L	Final B/L
1	MEG-2	6.8	21.3	43.4	109.2	5.25	7.25	7.75	6.89
2	PAR-L	6.8	21.4	44.3	199.9	9.88	8.89	9.89	0.75
3	FOR-2	6.8	22.8	44.2	198.4	8.08	0.89	8.15	8.28
4	DIA-2	6.8	22.2	45.2	110.0	3.58	2.58	5.00	2.75
5	QUI-L	6.8	21.3	44.2	109.1	2.58	0.15	8.83	1.00
6	SIA-2	6.8	21.4	44.1	109.3	7.75	9.88	5.59	2.58
7	NOV-9	6.8	21.1	43.2	106.4	5,88	3,58	3.58	9.59
В	WIN-L	6.0	22.3	45.4	111.0	9.88	8.00	4.80	1.00

EHERGY GENERATOR

#### RAW ENERGY FACTORS

Name	Total	Hidden	Fx	Med	Lex	3rd	ESP Type
MEG-2	171.80	64.68	65.29	69.57	38.43	39,28	Early
PAR-L	172.42	65.00	66.55	68.82	31.18	31.36	S/F Presser
FOR-2	172.99	65.55	66.17	68.99	31.81	31.36	S/F Presser
DIA-2	169.49	65.16	65.59	67.91	32.03	31.42	Sustained
. QUI-L	172.04	64.80	66.16	69.29	38.80	39.88	Early :
STA-Z	178,83	65.21	65.45	68.79	31.21	30.94	S/P Presser
NOV-9	178.97	66.74	67.65	69.28	38.80	32.68	Sustained
	167.38	65.28	65.85	67.16	32.84	31.54	Sustained

Here is the readout from my first run through of ALL the horses. Since this is a sprint race with a stakes purse of \$150,000 (High for down here) I went 9 races back to NOW'S last good sprint. It came out BEST on several readouts and no less than third best on the combination of ALL readouts.

ENTROPY

Race: 9LADZ7 Dist = 6.0 FURLONGS Connents: LAD BUD BREEDER'S CUP STAKES ALLOHONCE BUP

Nane	Total	2ndCall	Par Hed	Name	Intal	Median	Dte
QUI-L	172.84	69.85	89.496	STA-2	174.93	68.92	98.268
NEG-2	178.99	68.90	88.665	VIN-I	174.93	67.98	98.259
PAR-L	172.42	68.63	91.388	HEG-2	174.92	69.66	98.254
FOR-2	172.99	68.71	91.825	-1UP	174.92	69.10	98.253
STA-2	179.82	67.99	91,412	HOU-S	174.92	68.88	98.251
NOW-9	178,87	67.61	94.650	DIA-2	174.91	68.38	198.249
DIA-2	169.48	68.95	93.126	FOR-2	174.91	68.72	98.247
WIN-L	167.37	67.19	95.316	Par-I	474.91	68.66	98.245

ENTROPY

	1	Matchup			Deceleration Pars				
Pace	F 1 35.22	F 2 34.53	F 3		٠	Nane	Ep/du	He/du	1d/dv
QUI-L	35.22	33,88	38.98	: • .		QUI-L	96.29	91.28	87.73
MEG-2	35.13	34.53	38.34			HEG-2	98.31	87.85	B6.36
Par-L	35. <b>6</b> 9	33.57	31.33			PAR-L	95,67	93,33	89,29
FOR-2	34.67	34.85	31.27		٠.	FOR-2	98.23	91.84	98.21
STA-Z	34.59	34.34	31.88			STA-2	99.38	98.49	89,86
NOU-9	34.46	33.55	32. <b>09</b>			NOV-9	97.36	95.38	92.87
DIA-2	34.37	33.94	31.69	,		DIA-2	98.77	93.35	92.21
WIN-L	33.92	34.87	32.02		7	VIN-L	100.43	94.80	94.48

MATCH-UP PROFILE

	41	Iotal	Hed	उत्त
		********	radii rar-	-1:::::::::::::::::::::::::::::::::::::
HICH	<b>&gt;&gt;&gt;</b>	178.07	69.57	31.54
average	<b>&gt;&gt;&gt;</b>	171.78	68.71	31.78
LOW	<b>&gt;&gt;&gt;</b>	167.38	67.16	30.52
	SELECT	TYPE OF A	AJUS THE	ŧ۲

- 1) AUTOMATIC ADJUST ALL HORSES
- 2) ALTERNATE ADJUST ALL HORSES
- 3) MANUAL ADJUST ALL HORSES 2.

#### DREAM RACE DECELERATION PARS

Hane	Ep/dv	P/dv	He/dv	Td/du	Pn/du	
Pace	98.054	99.972	189 028	92.721	92.747	
	98.109				96.495	: '
	188.259 97.572					
FOR-2	188.183 181.272	99.117	99.846	99.227	98.144	
NOV-9	99.293	99.231	102.871	102.143	102.052	)
					188,489 182,778	E 90T

ENTROPY

DC/V COMPOSITE

Name	Ep/dv	P/dv	He/du	Td/dv	Pm/du
QUI-L	98.582	98.5%	97.828	97.371	97.371
MEG-2	100.065	99.821	96.858	96.116	96, 197
PAR-L	97.997	98.869	99.098	98.473	98,533
FOR-2	99.351	99.089	98.592	98.637	98.367
STA-2	199.047	98.976	97.922	98.231	98.162
HOVE-9	98.388	98.379	100.701	100.518	180.487
DIA-2	99.332	99.898	99.651	99.841	99.582
WIH-L	93.949	98.295	100.349	100.993	100.711
			AL COMPA		200112

SORT DC/U COMPOSITE

Nane	Ep/dv	P/dv	He/du	Td/dv	Pn/dv	Total
QUI-L	6	5	7	7	7	32.
HEG-2	1	1	8	8	8	26
PAR-L	8	В	4	5	4	29
FOR-2	4	3	· 5	4	5	21
STA-2	2	4	- 6	6	6	24
NOV-9		6	1	2	2	18 <b>3</b> ) W
DIA-2		2	3	3	3	18(2)
WIN-L		7	2	1	1	14 (1 <sup>)</sup>

BUT--since I had promised the Doc a race for the Follow Up - I KNEW he would not publish one where the winner was taken from a TURF line 9 races back, when today's race is on the dirt. Not even in a stakes race. So, I started probing NOW'S internal fractions- the sprint portions - of its 2 DIRT ROUTE RACES of July 31 and April 18. In both of these races NOW'S sprint times were FASTER than from the race I used initially.

To keep Doc happy I ran all THREE of NOW'S + lines through Entropy measure AGAINST the TOP 3 odds favorites in the race: PARISIAN FLIGHT, FOR REALLY and STALWAYS. Initially I didn't even use the 2 Manual Adjust. I let ENTROPY do the job AUTOMATICALLY despite the almost 9 points difference in TOTAL ENERGY.

#### NOW vs. TOP 3 ODDS FAVORITES

*	NAME	DIST.	1ST CALL	2ND	FIN.	1et	2nd	Stretch	Final
- 17				CALL	CALL	. B/L ॄ	B/L	B/L	B/L
MMMI	<i>YMMMMMMMM</i>	MMMMMMMM	<i>ІМММММММІ</i>	<u> ИММММММММ</u>	MMMMMMMMM	MMMMMMMM	<i>IMMMMMMM</i>	MMMMMMMMM	MMMMMM
1	NOW 1	6.0	22.0	45.4	110.1	0.10	0.10	0.00	0.00
2	NOW 2	8.0	21.4	45.0	108.3	1.50	-1.50	1.00	1.00
3	NOW 3	6.5	21.1	43.2	112.3	5.00	3.50	3.50	0.50
4	FOR R	8.0	22.0	44.2	108.4	0.00	0.00	0.10	0.15
5	STAL	8.0	21.4	44.1	109.3	7.75	11.00	5.50	2.50
6	PARIS	6.0	21.4	44.3	109.0	0.00	0.00	0.00	0.74

Quite a different picture here than from just using PACE or SPEED RATINGS. How about when we 2 adjust the way the Total Energy differences would indicate.

ENTROPY

#### SORT DC/V COMPOSITE

МММММ	ммммммм	<u>ММММММ</u>	ІММММММ	<u> МММММММ</u>	<u> ИМММММММ</u>	МММММММ
Name	Ep/dv	P/dv	He/dv	Td/dv	Pm/dv	Total
MMMMM	MMMMMMM	MMMMMM	<u>IMMMMMM</u>	MMMMMMI	<u>MMMMMMM</u>	MMMMMMM
NOW 1	5	-8	2	3	3	19
PARIS	<b>2</b>	4	4	6	<b>5</b> °	21
NOW 2	6	5	1	1	1	14
FOR R	. 1	1	5	5	6	18
STAL	4	2	8	4	4	20
NOW 3	3	3	. 3	. 2	. 2	13

The numbers change but NOT the relationships. This factor ALONE has served to make my THOROMATION program even more predictive. What I do is USE THE THOROMATION SCREEN that ranks MOST like the DC/V Composite screen in Entropy. So far it has been a like manna from heaven.

#### Now here are the other readouts Auto Adjusted.

## DREAM RACE DECELERATION PARS

1 GDJ					*
Name	Ep/dv	P/dv	He/dv	Td/dv	Pm/dv
: MMMMMN	<mark>ИММММММ</mark> ММ	MMMMMMM	<i>IMMMMMMM</i>	<u>ІМММММММ</u>	MMMMMMMM
Pace	98.147	99.245	99.245	95.464	94.743
MMMMMN	<mark>ИММММММ</mark> ММ	MMMMMMM	<i>IMMMMMMM</i>	<u>IMMMMMMM</u>	MMMMMMMM
NOM 3	99.998	99.247	99.998	99.998	100.000
PARIS	99.600	97.810	97.660	95.864	96.248
NOW 1	. 97.872	96.260	102.194	,97.010	99.120
NOW 2	98.717	97.427	103.130	99.942	101.242
FOR R	100.968	99.109	96.119	96.917	95.988
STAL	99.484	98.946	95.694	96 946	97.449

#### DC/V COMPOSITE

MMMMMN	<i>1</i> MMMMMMMM	<i>ІМММММММ</i> М	<i>IMMMMMMM</i>	<i>IMMMMMMMM</i>	MMMMMMMM.
Name	Ep/dv	P/dv	He/dv	Td/dv	Pm/dv
MMMMM	<i>IMMMMMMMM</i>	<i>IMMMMMM</i>	<i>IMMMMMMM</i>	<u>IMMMMMMMM</u>	MMMMMMM
NOM 3	.100.570	99.624	99.999	99.999	100.000
PARIS	100.175	98.253	97.245	96.806	96.898
NOW 1	98.674	98.050	98.802	97.471	97.997
NOW 2	99.209	97.235	100.390	99.563	99.895
FOR R	100.695	99.396	98.901	97.095	96.869
STAL	99.066	98.554	96,307	98.614	98.739

#### SORT DC/V COMPOSITE

<b>ММММММММММММММММММММММММММММММММММММ</b>											
Name	Ep/dv	P/dv	He/dv	Td/dv	Pm/dv	Tota1					
MMMMMM	<i>IMMMMMMI</i>	MMMMMMM	'MMMMMMI	<u>ЧММММММ</u>	MMMMMMM	MMMMMMM					
NOM 3	2	1	2	1 -	1	.7					
PARIS	3	4	4	5	4	20					
NOW 1	6	8	3	3	3	21					
NOW 2	4	5	1	2	2	14					
FOR R	1	2	5	4	5	17					
STAL	5	3	6	6	6	26					

		~	. 20.	i	Lowis			·	0 ::	4.6	ė	
	<del></del>		1 stabel	<u> </u>	Best		بعود		Rook			
	HORSE	60.41	57.59	52.53	TAL	Rau	Doc S Ε	Fu	Ee	Se	LINE Stora	LINE SCORES
	(A) E	(60.41)	(57.59)	લવ. ાવ	(3)	5	5 I	l	1	4	:ર્કેક્પ	1-1-2 430 1-1-1 304 1-2-2 360
	ر ق	\$7.7G	(\$5.5¥)	52.38	૪	i	1 4	3	Ч	1	3∞	1-2-1 330
MIN	C 5	56.54	54.69	(52,53)	7	3	2 5	<b>S</b> .	5	3		2-2-X 301 1-X-X 300
	3 <i>d</i>	६०३	(ડું ડુંડું)	(50.71)	૪	4	4 3	4	3	_ 5	-	3-3-3 260
	(E) E P	(\$76)	(57.11)	(51.44)	ક	3	3 2	2	2.	1.	34Ö;	3-3-X260
'	F			•						<u> </u>		336+ = Pos 325-335= MAREWAI
Y	a Bet A+	E			<b>X</b>		STOP,	AT TI	he X	<b>,</b> ′	1024	-3252 Neg.

Bearing in mind that in the ranking process, LOW is BEST, FRED is ranked SECOND BEST behind GRAHAMS CRACKER (who I eliminated).

This client's problem is that he chose to cling to yesterday's memories of Phase III rather than today's reality. The Line Score ranks GRAHAM and FRED as the two with the Lowest (low is best) Total.

TOM BROHAMER got the winner without a computer because he knows the Par fractional sprint times relative to internal route times at Calder. Even without BROHAMER'S vast store of knowledge, SYNERGETIC MATCH-UP II readouts also do the job, showing FRED first at the finish line.

Here are the readouts from the program he HAS, but apparently chooses NOT to use: SYNERGETIC MATCH UP II.

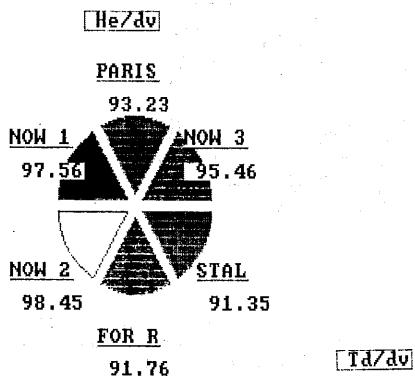
#	NAME	DIST.	1ST CALL	2ND CALL	FIN. CALL	lst B/L	2nd B/L	Stretch B/L	Final B/L
1	KEY	7.0	22.2	46.0	125.3	5,50	2.50	0.00	0.00
2	PARTY	6.0	22.4	46.4	112.1	2.50	1.00	0.00	0.10
3	FRED	6.0	23.3	48.0	113.2	0.00	0.00	0.00	0.00
4	TELE	6.5	23.0	46.1	118.2	0.00	0.00	0.00	0.00

Now, here are the STOP ACTION SCREENS from the program. Using the FIRST screen that emerges - What we used to call The Variegate Screen but now call the Valence Screen.

FIRST using only the AUTO ADJUST:

I find that the Pie Charts serve as a sharp visual reminder of factors I might overlook when viewing just the numbers. My profile also shows that HE/Dv (Hidden Energy Deceleration/Velocity and, especially, T/Dv (Total Deceleration/Velocity hold more importance in higher class races since they are NOT won by cheap early "speed."

All THREE of NOW's races are standouts on these charts:



PARIS

89.14

NOW 1

90.21

92.99

NOW 2

STAL

92.93

90.15

FOR R

90.12

And, finally, the Race Results.

monie Farms. Trainer-Ro Ha., Herse, Weight	1/4			Fin	Odd
4-How Listen, 122 2-Mepas Vukefalos, 122 3-For Really, 122 1-Parlisian Filohi, 114 7-Winds worth, 117 1a-Stahwers, 115 5-Quiet Enloyment, 114 4-Diamond Prospector, 112	SSS. Mari	-14	N. S. S. S. W.	一切が成成りが成	10 X 4 M 277 0 M 13 S 0 S 0 S 0 S
6-New Listen (Perredin 2-Megas Vuterales (Atl 3-For Really (Deserme	ard)		n	# 19. 7.	M 7.6

EDITORS NOTE: Captain Jim has sent us a detailed outline of how to use his betting strategy, together with some blank forms. We'll do a detailed follow up of his profitable concept for win, place and show in the NEXT FU.

Here is how I bet the race from a wagering plan I worked out during my long hours of vigil on the high seas.

#### WORK SHEET

TACTICAL	DAIA

FILEH: 91ADJ78

DATE: 10/24/92_	TRACK: LAD	RACE: 97H	DISTANCE: 6F		
<u> </u>			STAKES ALW. 3UP		
WEATHER/SURFACE/ETC: CLEAR FATT					

#### FINANCES

B		995 80	(BANKROLL FOR THIS RACE)
.10B	= .	9958	(LIMIT FOR TOTAL OF ALL BETS IN THIS RACE)
RT	=	110	(TOTAL OF BETTING RATIOS IN MATRIX BELOW)
H	=	_10B/RT =	.91 (RATIO MULTIPLIER FOR BETS)

-	-	_		n	•	~	•	OS.
3	4		^		а		н	115

#### BETTING SCENARIO

ODDS 2:1/9:2/6:1

HORSES (MORNING ODDS)	NOW (5-1)	WIN (10-1)	DIA (30-1)
WIN: =>2:1	6m 500	3m 3 ==	IM 2"
PLACE: =>9:2	14m 22 00	12M 1100	4m 400
SHOW: =>6:1	36m 33=	18M 162	6m 500
EXOTICS (DESCRIBE):	NONE		

HORSE (C	LOSING	CREGE

#### RACE RESULTS

RETURN

NOW LISTEN	(10.30)	22.60	16.00	7.60	29190
MEGAS VUK	(4.80)	****	7.00	5.00	
FOR REALLY	(3.70	****	****	.4.80	
DAILY DOUBLE:	E	XACTA: 216	7º TFCTA:	1	PICK3 3,431 60

#### FINANCIAL RESULTS

ÇOST:	101 00	(.108 TOTAL OF ALL BETS)
RETURN:	29190	(TOTAL RETURN ALL BETS)
ROI:	2.89	(RETURN ON INVESTMENT)
PROFIT <loss>:</loss>	189% 19090	(ADD TO BANKROLL)
NEW B:	118620	(TAKE DRAWDOWN WHEN DESIRED)
NEW _10B:	11867	(TOTAL FOR ALL BETS NEXT RACE)

\* NOW SHOW BET ADDED AT 6:1

Doc Sartin	Doc	Sartir	L
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# BEYER NUMBERS REPORT Part III

In answer to your requests we are continuing our investigation into the efficacy and use of the Beyer Numbers now contained in the DailyRacing Form. Our reports come as a result of our own research and that of Bob Rowe of Racing Action and Mark Cramer, Cramer Olmsted Report. Up to now a variety of experimentations with the Beyer Numbers indicate marginal positivity at best; and then only when used in a specific and rather esoteric way.

BUT, from the January 1993 issue of AMERICAN TURF MONTHLY, in a column penned by former Pirco Client Vince Doyle, we are told that the BeyerNumbers produced for HIM a 32% profit per dollar wagered on ALL races: sprint and route. While these results come as a great surprise to me, I have little choice at this juncture but to take DOYLE'S figures at face value until we have facts that prove them wrong. I'll let you be the judge by testing the numbers according to Doyle' procedure.

Here are his rules. There are 3 ways to use the numbers and he says that EACH of the three produce equally positive results. So don't use all three, just pick one.

- (1) Bet the horse with the BEST Beyer number last race.
- (2) Bet the horse with the BEST BEYER NUMBER in the LAST race recorded at Today's distance. If no race at TODAY'S distance, play best race CLOSEST to today's distance.
- (3) Bet the horse with the BEST Beyer Number earned within the past 30 days.

Pick one of the three and test it. Then let me know the result. If what Doyle says is true, every purchaser of the Daily Racing Form should have an R.O.I. of 1.32 and only those who seek a higher R.O.I. will need to buy any handicapping method or have to call a 900 number ever again.

Famed racing author Joe "Vertex" Conte disputed Doyle's conclusions with an insert into Vince's article itself. Ironically, he hops on our band wagon (for a change) PP Lines that demonstrate the superiority of the DRF Speed Rating plus

Variant. Thus far all the research available disputes Doyle's conclusions. I personally tested all three approaches in his article with no success.

The only positive expectancy I found was when the the average of the 2 most recent Beyer numbers at today's distance and relative class AVERAGED with the top 2 DRF Speed Rating plus variant numbers caused a horse to rank in THE TOP TWO among all contenders in the race. Betting these TWO to win produced a 6% profit. Is Doyle on to something? Who knows. You tell me. Another of our researchers hard at work on various projects INCLUDING finding a positive correlation between Beyer Numbers and other factors, is DARRYLL CLAUSSEN, formerly of Seattle now residing in Hood River, Oregon. Darryll is a retired aeronautical engineer and was one of James Quinn's 14 New Expert Handicappers - from the book of the same name, featuring Tom Brohamer.

Claussen did a large sample follow up project on our initial testing of the Beyer numbers. He utilized an adaptation of my own procedure by taking the best two of the last three Beyer numbers at a comparable class, and surface, averaging with the DRF Speed Rating plus variant figures for the same races. The two horses that came up with the best AVERAGE of these numbers showed a Positive Expectancy.

Guy Wadsworth programmed this routine onto the API (Advanced Phase I Computer Program) AND on the abbreviated S/W factor program. So it can be done on the computer with averages neatly printed out for all entrants.

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BEYER NUMBERS Averaged With DRF Speed Rating & Variant PLUS The NEW S/W FACTOR and DREAM RACE RELATIONSHIPS, % Early Late Difference All on New API Program!

The New API (Advanced Phase I) Program allows the user to enter the top two Recent Beyer Numbers at today's class and distance PLUS the corresponding DRF Speed Rating plus Variant numbers and then AVERAGES the two. The TOP 4 have produced an inordinate amount of winners. When those four are culled for the TWO Standouts on the New S/W Factor, (Sam Wada) they make highly profitable betting opportunities. In fact, to date the SW factor alone is at least as proficient as the old TPR version of Phase I - and is also faster.

The nice thing about having Phase I, plus Phase I Ultrascan, Early-Late Difference, Percent Early and Dream Race Factors ALONG with the SW Factor all on one program is it offers COROLLARY readouts to confirm the initial Phase One Rankings. I'll gladly bet \$10 on a SINGLE set of readouts; but before

I'll wager twenty to on	e hundred dollar	s I want secon	dary readouts	s that
CONFIRM the basic		] នៃស៊ីមាន ប៉ាត់		

# A BIG KUDO FOR THE KGEN GRAPHS from Exdc/Kgen.

BILL KRUSE, long time computer insider from Silicon Valley is not impressed by the TPR, CPR or whatever whoever is calling it, Phase I craze. Bill can apparently juggle more than two pieces of information because he sent his Advanced TPR disc back. (TPR-NOT API) He did NOT ask for a refund. His instructions were specific:

"Someday there will be someone who is financially strapped but is highly motivated and has the potential of being an asset to PIRCO. Give this TPR disc to him/her as a gift from me."

A very noble \$99 gesture, Bill. The kind of thing one expects only from a true winner - at the races and in life. We'll follow your instruction to the letter.

BILL is a big booster of the KGEN graphs as his prime means of selecting contenders and pace lines. He is joined in this preference by TONY and ADELAIDE Hill and a lot of other clients. Some of you got away from using your KGEN graphs on the flimsy basis that you couldn't "Understand" them. What's to understand about a bunch of wavy moving lines that are ranked in order of preference? BILL WRITES:

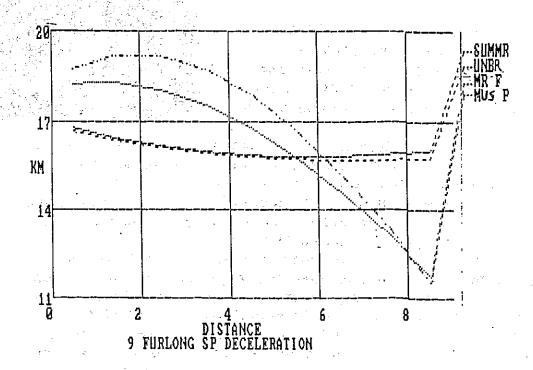
"The results from TPR do NOT compare favorably with my KGEN graphanalysis. Evidently for my kind of pace line selection the Generator is superior. And, also, those BEYER NUMBERS are VERYinferior to the Generator Results, also.

I cannot honestly see how anyone in PIRCO would use Beyer or anything else when they could use Generator numbers right at their finger tips. Can You?"

Not personally, Bill. But in dealing with the machinations of the human mind I find one persisting factor that is almost universal among those striving to be successful handicappers. They tend to abandon any procedure that is NOT CONSISTENTLY being promoted; AND, they cluster toward ANYTHING that is deemed new. Phase I, TPR, is eighteen years old, but had a highly promoted re-

birth in 1992. So it is perceived by many as NEW. The best version of Phase I is API replete with bells and whistles as programmed by Guy Wadsworth. I'm sending you (BILL) a gift copy in exchange for your old TPR.

I agree that for a graphic look at potential contenders KGEN is superior. For those who prefer numbers, ENTROPY is best. We are currently at work combining the two: ENTROPY with Moving Graphs!



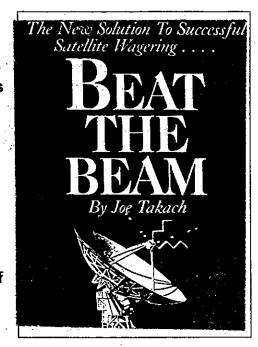
Doc Sartin....

### BEAT THE BEAM .... A Review of Joe

Takach's New Body Language Video...

Some issues back we favorably reviewed Joe's first Body Language Video as produced by Lawlor Enterprises. Because of the excellent works from distaffers Bonnie Leadbetter and Trillis Parker, the use of horse body language in handicapping has long been thought of as an art best taught by females. A subtle process stemming from female intuition.

Joe invaded the arena with the FIRST quantitative approach to the subject by the application of numerical scores to various aspects of equine body language. So, even without intuition one could enjoy a modicum of skill and benefit from this seemingly subjective art.



Proper use of Takach's approach proved especially beneficial to those in our group who could narrow the contention to three but no further. Joe's numerical scorecard often eliminates one of the three.

In the hands of most of us, detecting fit or unfit horses via EVEN Takach's fairly simple, straightforward approach is still not an EXACT procedure. Joe's video, however, goes a long way toward making it so.

In this NEW video, produced by Takach himself, Joe addresses the the reality of the situation that is become universal: Wagering at off- site locations where we can only inspect the horses by viewing them on the TV screen. This video shows us how to overcome the fact that in Nevada or other off-site wagering centers we can no longer make actual on-the-spot paddock or post parade inspections. Joe shows us how to do it via the Television screen. This is Futureworld NOW, as many clients across North America know already. This tape is a brilliant and innovative move on Joe's part and should become a handicapping staple for many years to come.

There is no doubt that proper analysis of equine body language is as big a part of diagnosing horse behavior as analysis of human body language is in the healing arts. The danger lies in improper diagnosis leading to an incorrect prognosis. It's the chance handicappers take and that healing arts professional also take in their field.

However, if a proper diagnosis can be made the MAJORITY of the time, many contenders who appear to be good wagers will be eliminated making our final handicapping decisions easier. NO ONE to date has done more to make body language diagnosis more simplified than Joe Takach. The fact that he also deals in the contemporary reality of off-site wagering, makes this video even more pertinent.

If you wish to mix in a little body language diagnosis with your readout diagnosis, Joe Takach and this tape are a best bet.

JOE TAKACH WILL BE FEATURED AT EXPO '93. (See Publishers desk).

# Money Management, ....

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The ESSEX PLAN
Capitalizing on Low Mutuels
& Place/Show Bets
From Tipton Gilbert

During the October seminar in Las Vegas, the subject of parlaying place bets was discussed at some length. This brought to mind a parlay method that I came across about 25 years ago. I thought that you might be interested in it.

The method is called the "Essex Plan" and was published in a book called "Make Your Racing Pay" by Allen Gregory of England.

About 1975, "Systems and Methods," which was then edited by Huey Mahl, ran a contest for a wagering method to take advantage of a high win percentage with low mutuals. I submitted the "Essex Plan" which S&M published in Volume 14. Attached is an enlarged page from that publication that explains the basics of the method. Note the particulars:

-1	Win percentage		40	**	- "	
na R.O.I.	Win percentage Average mutual Net profit		\$4.00	•		
1.50	Net profit	15	\$0.28	5 per	dollar	bet

The same 12 wagers would have produced a net loss of \$0.333 per doller bet from flat betting. Simple progressive betting of one unit after a loss would also have been a losing proposition. The strength in this method appears to come from a marriage of progression and parlaying.

Using the "Essex Plan" with the following string of place bets produces a very nice positive return:

loss-\$2.80-loss-\$2.40-\$2.80-\$3.00-loss-loss-\$3.00 \$2.60-loss-\$3.20

	Win percentage		58.33		•	
- 701	Average mutual	**	\$2.83	•	*	
1.65 R.O.I.	Net profit	• . •	\$0.653	per	dollar	bet

			<i>-</i>
(Assume all odds	1-1)		WON
BET	1.1	ORL	ARREARS
Play No. 1 1	,L5%	-2	Step 1.
,	-1	<u> </u>	RUNNING
	-2		LOSS
Play No. 2 2	STANS	-5	Step 2.
11ay 140. 2 1 2	-3	-5_	Step 2.
	-		
Dlay No. 2	-3	-9	S44 2
Play No. 3 3	L.y.	.5	Step 2.
	-6		
Play No. 4 4	4 875.6%	-14	C4 2
1 lay 100. 4 4	1.44	-14	Step 2.
	-10		·
Play No. 5 5	-5 *L**	-20	Step 2.
Flay 140. 5 5		-20	Step 2.
	-15		·
Diameter C. C.	+6	45	C4 2
Play No. 6 6	W.	-15	Step 3.
	-9	- <b>-</b> -	
DI N 7 10	+12		0. 00.
Play No. 7 12	₹W <u>₹</u> ₹	4	Step 3(b).
	+3		
5	-5		
Play No. 8 5	TO THE	-10	Step 2.
	2		
BI 41 0 0	+6	_	
Play No. 9 6	.₩.jjr	-5	Step 3.
	+4		
Di- N 40 40	+12		0. 513
Play No. 10 12	W Sec	+6	Step 3(a).
	+16		

- Due Column

#### ESSEX WAGERING PLAN

- 1. Start with basic unit as first bet.
- 2. Increase one unit after a loss.
- 3. A win that does not clear "arrears" is parlayed once.
- (a) If parlayed win clears "arrears," start over. (Step 1)
- (b) If parlayed win does not clear "arrears," start new series with bet of one unit more than amount in arrears.
- (c) If second half of parlay loses, refer to amount of previous bet, increase that amount by one unit for next bet.
- 4. After a desired profit has been achieved, the basic unit may be increased as a function of the percentage of increase of the new bankroll.

#### Explanation of diagrammed plays:

Left box contains amount of bet for that play.
 Top box contains amount won or lost for that play.

Right box contains amount of "arrears" (One unit of profit for each play plus total amount wagered). Bottom box contains running total of actual loss or profit (Sum of preceding bottom box and current top box).

Center box indicates win or loss that play.

#### Running commentary for diagrammed example:

Play No. 1: Basic unit (1) wagered and lost; arrears are now two units (1 lost + 1 unit of lost profit). Play No. 2: Increased basic unit by one (previous loss).

Play No. 3: Increased bet by one unit (previous loss).

Play No. 4: Increased bet by one unit (previous loss).

Play No. 5: Increased bet by one unit (previous loss).

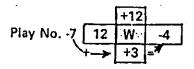
Play No. 6: Increased bet by one unit (previous loss).

Play No. 7: Previous win at 1 to 1 odds did not clear "arrears" (this bet is a parlay).
Play No. 8: Previous parlayed win at 1 to 1 odds

Play No. 8: Previous parlayed win at 1 to 1 odds still did not clear "arrears" (this bet is one more than "arrears" remaining from Play No. 7). Play No. 9: Increased bet by one unit (previous loss).

Play No. 10: Previous win at 1 to 1 odds did not clear "arrears" (this bet is a parlay). Parlay won. Final result +16 units (6 more than required to clear the "arrears" of 10 units, one for each play in the series of ten. Play may now resume with the basic unit, as in Play No. 1.

An interesting phenomenon observed in the Essex Plan was the fact if you equate the "Play No." to a minus number, and add it to your bottom box, you will get your "Arrears" number. A pretty good check. Of course, when you clear out, you start your Play Nos. over again.



# Copyright SartinMethodology.com - Not for Resale PSYCHOLOGY OF WINNING

Howard G. Sartin, Ph.D.

For this seventh anniversary edition of the Follow Up I think it only fitting that I share this column with a most worthy guest writer, who in his own field, Pastoral Counseling, has given so many clients guidance toward fuller lives both spiritually and materially.

I speak of the Reverend Bert Mayne who became a Charter Member in 1986. The Rev. Bert began his pastoral career as a Presbyterian minister of two small up-state New York country churches with very small congregations. He was provided with a leaky Sears Catalogue, build-it-yourself home and two goats. His ministerial salary was well below the poverty level. He truly put aside his worldly goods and followed his Messiah in teaching the Word. In New Testament times fishes and loaves were provided. In up-state New York, fish lurk well beneath a crust of ice in winter and loaves require flour which costs money. Bert sought supplemental income.

He read and accepted my thesis that the Pari-mutuel system constituted the epitome of Christian fairness because it rewarded only the correct and was not subject to manipulation by man or the Devil. He became a Methodology client and began his investment program with a \$50 bank; a huge sum for him under the circumstances. Before he was rewarded with lasting success he lost TWO \$50 banks. It was a hard lesson for him but he persevered.

He became one of our most consistently successful clients and was able, not only to augment his own income, but to help out in the financial problems of his two churches. Like virtually all persons raised in the Judeo-Christian ethic, he had to fight off the spell of those demonic religious injunctions that "gambling is evil." He knew intellectually that these deeply implanted notions were incorrect but man does not live by intellect alone and myths deeply seated in the sub conscious are hard to dispel no matter how keen the mind.

Bert tussled with the Devil and like Martin Luther before him, aimed and threw his inkwell, dispelling the demon for all time. More than most of us, Bert realizes that inner turmoil and the injunctions of false prophets have far more to do with losing than lack of an optimal methodology or insufficient information.

And so, at seminars and workshops, The Rev. Bert always chose as his theme INSPIRATION over Information. He knows the Method thoroughly from Phase I through VI. He can use all of our computer programs with consummate skill. Yet, possibly more than any other teacher, he knows the true secret of lasting success in handicapping lies more in the heart, soul and the spirit than in the intellect alone.

So he leaves the informational teaching to others and continues to nurture the heart and soul of our clients so that they, like himself, can overcome the demons that stand between them and their truly noble goal of becoming successful pari-mutuel fund investors.

Take over, Rev. Bert.....

# Living By Your W.I.T.S. by Rev. Bert Mayne

In this world of acronyms, newly coined words that spring from the letters used to abbreviate the words involved, I want to add an entry. We have wimp, radar, snafu, etc. ... how about wit – What It Takes!

I believe that those who sincerely are willing to do What It Takes most often find themselves in the winners' circles of life. Many wish. Few apply themselves tirelessly to the fulfillment of their wishes. How often have we seen this in the Sartin Methodology clients? How often have we been among those who simply wished for something, and never put any thought or effort into the bringing-about of the project or dream? The real doers in life are willing to pay the dues (or maybe we should say the "do's"). Those who seem blessed by good fortune can usually tell you very truly that the harder they've worked for something, the luckier they have gotten.

The phlegmatic sort of person with little or no drive will never reach any desired goal. But the ones with the vision and the fire will always be among those with victory tales to share around the campfires, new songs to teach that enliven the spirits of their companions, open smiles and words of encouragement to the others who follow the same quest, regardless of the name by which they know it. And there is one simple formula, free to all who would employ it, that makes the way clear, and brings the dreamer and the visionary into

the arena with the builder and the technician, and puts the seal of accomplishment on all they do.

You simply have to be willing to throw out the props and seductive "support systems" and live by your WITs. Years ago Dr. Sartin stunned the narrower minds of the clinical psychology community by prescribing winning as the cure for losing. The luminaries of the day prescribed abstinence as the only treatment. Doc said they had it wrong. He believed then, as now, that those with the guts to be risk-takers are the noblemen (and women) of this world, and that the will to take risks is innate in the human makeup. I have gone so far as to propose the theological shocker that God chose to gamble on the cosmic outcome of creating us humans as free-willed choice-makers, fully capable of disobedience, sloth, falsehood, and a plethora of other wicked ways. In doing things this way, I suggest, God had greater satisfaction when our struggles toward the light bore fruit. Where there is joy in seeing a puppet respond to the string, we must be in the realm of puppetmasters, in which we know how to make puppets, and so, it is never enough to live like one yourself. Or to have your children live that way, either.

The vision of the Sartin Methodology always has been one of greater autonomy, greater empowerment on one's own. The gift of real personal power over one's life circumstances is freely given, but the true receiving of it comes at a certain cost. We must drop the load of excuses, conspiracy theories, posturing, and negative attitude, in order to be free to embrace that which

we have said we want. We have to stop getting into the trap of our own devising which have the capacity to ensnare permanently all our highest aspirations, all our dearest dreams. We must put down the chains that hold us back, and, having thrown them to the ground, find that it was we who held the chains, and not the other way around. Who has room in his or her arms to embrace success when they are already cumbered with a full load of visions of failure?

I have chosen to use the small "s" after WIT because it is intended to serve to make the acronym plural. That is to say "living by your What-It-Takes-es", as unhandy a mouthful as all that is. Because WIT in one instance may very well not be WIT in another. In fact, it's very nearly a sure thing that what is called for in one instance will not work for you in another place and time. It's not enough to adopt one new mode of operating; we have to adopt a mode of flexibility in which we may opt for many ways of approaching a project.

This is why the Sartin Methodology was never intended to be a mass-marketed cookbook racing system. That wouldn't get near autonomy. That is why the Doctor discourages dependence upon someone else's ratings, numbers, "inside information", or any of the rest of the stuff that those who never quite have the courage to become winners lean on so dependently. Doing WIT means just that. Not what you wish it might take. But what it really does take. Many of us who are today successful with the Sartin Methodology took some tortured time getting here. There were many ghosts to lay to rest, may specters to

conquer, many deeply seated controls to override, and many loser "tapes" playing on and on in our subconscious, assuring us we could never be good enough, or smart enough, or lucky enough, or whatever.

We've been there. When we suggest that beating the races may take a person a great deal of work, many fall short of the resolve it takes to live by the demands of WIT. If it takes 300 hours of practicing choosing contenders, so what? Do you want to be able to do it? Then practice is WIT. Does the idea of poring over thousands of pacelines, practicing through hundreds and hundreds of races, to master paceline selection offend you? The Oklahoma Wise Man is right, then, when he suggests in his gentle manner that you might do better raising guppies. The bottom line remains the same. To get from point "a" to point "b", you have to start the journey and not end it until you arrive. The Chinese sages remind us that the longest journey begins with one step. Jesus said that if someone started to plow, but then kept looking back over his shoulder, he wasn't fit for the work of the Kingdom. We have to set goals and keep our eyes on that prize, working as long as it takes, trying all the approaches it may take, engaging in all the necessary time and effort of practice that it takes to become masterful at anything worth doing.

Start now! Get the new year off to a great start by resolving to be a WIT-ty sort of person from now on. No half-WIT behavior, now. The Real McCoy! And you'll experience as many changes in your life's fortunes as you have the courage to embrace. Best wishes!

# "WINNING" The Road to Success

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What does it take to be a winner? First of all you must have a strong desire to win.

Secondly, you must have a positive attitude. Third, you have to think and feel good about yourself. Feeling good about one's self opens the door for a positive attitude to Surface and Survive. The positive attitude gives you support when dealing with any kind of problems, that may confront you as you work to be a success. By fortifying ourselves with good thoughts of a positive nature we feel wonderfully alive. This creates a greater desire to accomplish our goals. Discard all negative thoughts quickly. Those that attempt to degrade us and those that say we do not have what it takes to accomplish those certain goals in life that will make us successful. If we follow negative thoughts such as "I just don't have what it takes", we become a failure and a slave to the self fulfilling philosophy. When we feel real good about ourselves, we know it and we want others to know it. People with negative attitudes follow a pattern of trying to prove how bad things are. You must be able to quickly analyze what the person reflects by the individual's attitude and personality. Refrain from getting involved with a person who is negative. The negative person places to greater burden on your thought

26. 1

process. Keeping these negative ideas from becoming a part of our thought process is a tiring process. You don't need any of these negative ideas stored in your bank of facts and experiences. We do have at our convenience positive and tested information we must use to the fullest to accomplish our goals of winning in life and at the races. Knowing that you have the potentials to be a winner should be your reason for joining the Sartin Methodology Group. By using the information made available to you and the group interactions to assist you in making you a winning person. The Sartin Methodology does n ot limit itself to pari-mutual information only. But attempts to broaden the individuals horizon through interactions of the members in seminars and workshops. We are able to cut the amount of time needed in moving through the learning process toward our ultimate goal--winning. The Methodology also teaches to deal with one's self from a psychological point of view. This is to awaken the individual that he or she must have a strong desire to win. I personally know what this has done to improve me as a person. The organization can make you move toward greater things in life. Reach into your self to gain the positive relationship you need with you. And then reach out for the positive relationship with others. As I look deeper into the Methodology and my relationship with the members, I realize life has been wonderful since my becoming a part of the

organization. I have moved to winning on a regular basis, with anticipation of greater winnings in the future. By applying the use of information made available to the members through The Follow Up, Manuals, Seminars and Workshops we can individually continue to grow and improve. There is no limit to what we can accomplish. Learning to love one's self is a great accomplishment. Learning to love others will then be easier. As we climb the stairways of success, whatever stands in the way we can and will overcome. Because our hearts and minds are set toward greater accomplishments in life. These thoughts I bring to you from the very depth of my self.

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Marion Jones

# How to Improve Your Handicapping Process by Jerry Doland

Are you satisfied with your current handicapping? Do you have an acceptable Win Percentage and Return on Investment? Do you have a handicapping strategy that is well defined, repeatable, manageable, and changes as you change with experience and learning? And do you enjoy your handicapping process?

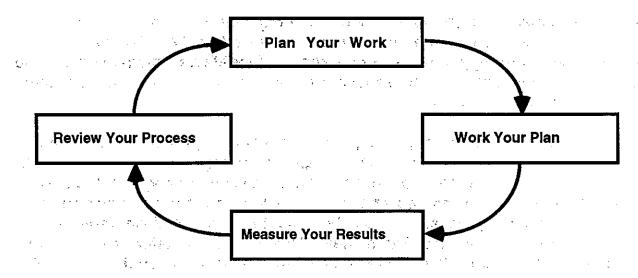
In this article I present a paradigm of "continuous process improvement" that will enable you to evolve a handicapping strategy that is best for you. In essence, you'll be able to define a handicapping strategy that fits your style and that changes as you change -- one that matures as you mature in your handicapping process. You'll be able to take full advantage of the methods and tools that the Sartin Methodology<sup>TM</sup> has to offer, and you will be able to grow with the methodology increasing your proficiency while decreasing your anxiety because you will understand what works and what doesn't work for you, and you will be able to define a process that gives you confidence as well as a good return on investment.

This article is organized as follows:

- The Continuous Process Improvement Cycle. An overview of this
  cycle and how using it will enable you to continuously improve your
  handicapping process.
- Planning Your Work. How to define your handicapping process by determining your objectives, understanding why you use certain tools and methods, and designing your work flow.
- Working Your Plan. How to use the process you have defined. Committing and following through on the process you have designed from your own experience with the help of checklists, flow diagrams, and/or worksheets.
- Measuring Your Progress. What measures to record, and how to use these measures to determine if your process is adequate.
- Reviewing Your Process. Asking yourself the tough questions to identify the causes of your success or (temporary) failure; using your insight to improve your process, and optimize your process based on your handicapping maturity and unique personality.
- Summary of the important concepts of this article, putting the concepts to work for you, some warnings, and encouragement.

#### THE CONTINUOUS PROCESS IMPROVEMENT (CPI) CYCLE

The CPI cycle can be represented as a cycle of events as shown below.



Let's briefly look at each step in general terms.

- Step 1 is to "Plan Your Work". In this step, you list the actions that
  you must perform to accomplish a particular task. You should consider
  the sequence in which you perform the tasks, and the result you hope to
  achieve by performing each step. The process should be clearly defined
  with sufficient detail so that it is repeatable and unambiguous.
- Step 2 is to "Work Your Plan". The objective is to faithfully execute your plan in a repeatable manner, so that when you evaluate your results, you will be able to discern where you need to improve your process.
- Step 3 is to "Measure Your Results". Only by recording the results of your activities, will you know if you are achieving your objectives. Only by keeping good records, will you know what you need to work on.
- Step 4 is to "Review Your Process" by reviewing your records and reflecting on the process to determine how to improve your process.

With that overview, let's look at how to apply this paradigm in the context of handicapping, and specifically, in applying the tools and methods of the Sartin Methodology.

#### **PLAN YOUR WORK**

Planning your work can involve many things, including when and where you handicap. But for our purposes, we'll discuss the following:

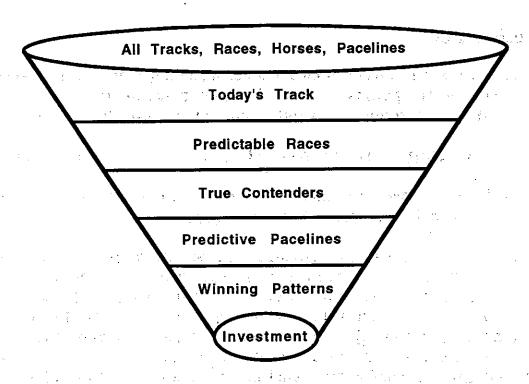
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- Objectives. Determining what your goals are and your overall approach.
- Checklist of Steps. Determining what specific steps or actions you should take.
- Work and Data Flow. Determining how to order your steps, and what information you need to accomplish each step.

Before you begin to define your process, you should stop and think about what your objectives are, because your objectives will determine the refinement of your process. For example, if you invest in exactas, then you will need to be familiar with the concepts in the 55% Solution and refine your process accordingly. If you want a higher win percentage, then perhaps you should define a process to minimize risk. If you want a better ROI, then perhaps you should not invest in any races where the odds of the low odds horse is less than 3 to 1.

My objective in handicapping is to get a good return on investment of both my time and my money, and to enjoy the process. When I get the Racing Form, I think of the process as one in which I progressively narrow down the vast amount of data in the Racing Form until I find two horses that I believe will win the race. My process looks like a funnel as shown on the next page. Starting with the Racing Form, my high level objectives are:

- To choose the track(s) where I want to invest my money today.
- To take the race card and determine those races that I have a good chance of predicting.
- Of the races that seem predictive, to narrow the field to true contenders.
- Among the true contenders, to choose a predictive paceline, i.e., a
  paceline that will represent how the horse will run in today's race with
  today's competition.
- Given a predictive paceline, to use Thoromation™ to do a more in-depth analysis of the match up of the race.
- Given the data produced by Thoromation™, interpret the results, and choose the two most likely horses to win based on winning patterns that I've discerned in my experience.
- Based on the two horses I've chosen, to make an **investment** decision. If the potential return is worth the risk, I invest, otherwise, I pass.

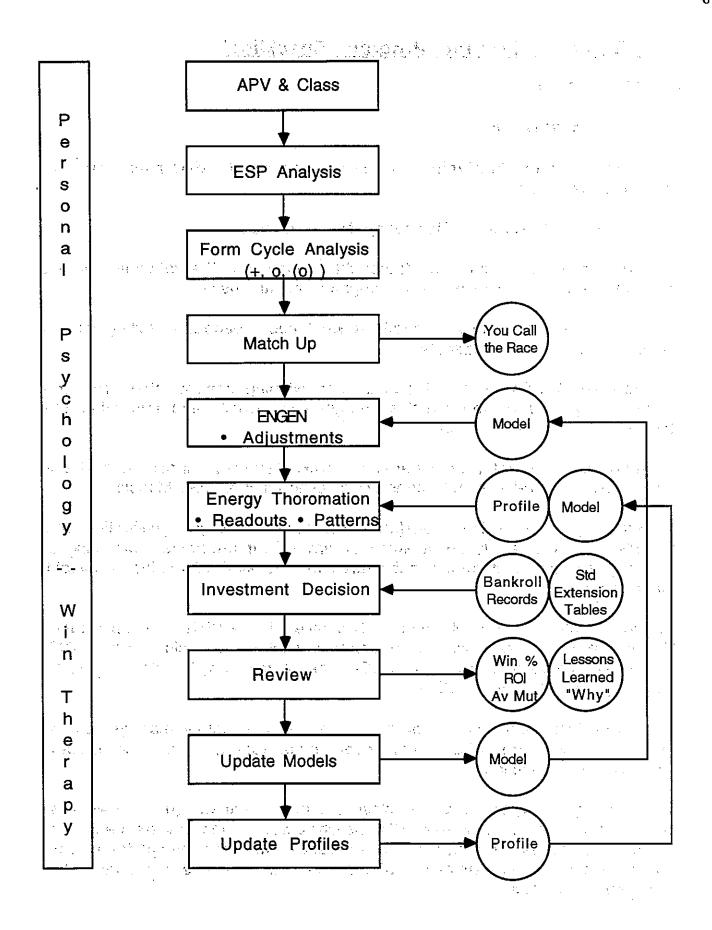


Note that depending on your experience, your style, and your objectives, you may define more or fewer steps in your process. Also, you shouldn't be too rigid in your thinking so that you can take full advantage of your intuition. For example, a race may seem predictive when I begin my analysis, but by the time I get to the printout of the readouts, I may have four contenders so close that none seems to have a competitive edge, so I'll have to pass. And sometimes, I try to find the predictive pacelines based on the projected pace of the race and the concepts in the Match Up before deciding which horses are the true contenders. Remember, these are general guidelines and illustrations for your consideration, so that you can define a process with which you are comfortable.

After you have decided on your objectives and your overall strategy, decide on the steps you're going to take to accomplish your objectives. The Sartin Methodology provides us with all the methods and tools we'll need to win. In a recent seminar workbook, Dr. Sartin summarized the steps that beginners should take to win in what he called "the 12 step program checklist" which is given below. I've taken these steps, and created a flow diagram that generally describes how I use these 12 steps which is given after Dr. Sartin's checklist. Use my flow diagram as food for thought, and then use Dr. Sartin's checklist and my flow diagram as a model to design your own process -- one that you feel comfortable with and one that works for you. Remember, be a student, not a follower [quote from Jim Rohn].

# Dr. Sartin's "12 Step Program Checklist"

- 1. APV & Class.
- 2. ESP Designation.
- 3. Form Cycle Analysis. +, o, (o) analysis to determine form for paceline selection.
- 4. Match Up Analysis. Eliminating Non-Contenders.
- 5. Adjustments. You must thoroughly understand the rationale for the adjustment procedure in whatever program you are using.
- 6. Readouts. You must understand what each readout is telling you in relationship to other readouts.
- 7. Pattern Recognition. Readouts form winning patterns that are soon easily recognized IF you practice enough and LEARN and remember the lessons from those patterns.
- 8. Modeling. Model your patterns by track, distance, surface, and Hi-Lo-Ave. Class. We refer to ALL forms of Modeling as Brohamer Models.
- 9. Profiling. "Know Thy Track(s)." Racetracks undergo peculiarities and vagaries that can easily be detected by any of our programs. Modeling & Profiling are the best known substitutes for the kind of genius & insight most of us lack.
- 10. Know WHY! Know why you WON a race. Know WHY you lost a race. Knowing WHY will keep you doing Correctly whatever you did to win. AND will correct whatever you did to LOSE! Ask yourself why? And be able to answer yourself CONVINCINGLY!
- 11. Wagering Decisions. Improper, even foolish money management is the basis for more failure than poor handicapping. Practice money management discipline.
- 12. Personal Psychology. A close survey of winners and non-winners proves that winning is at least 80% psychological. Non-winners persist in resisting attitudes and frames of reference that will move them into winner status. Decontamination of unhealthy mind-sets is essential. We alone offer Win Therapy.



If you think that all the steps listed in Dr. Sartin's 12-step program are not necessary, let me add what Dr. Sartin said as a preface to his 12-step program:

While your teachers may not all be currently employing some of these procedures, they DID SO during their learning period. It is essential that YOU follow this checklist until the procedures become automatic and you no longer need to do them.

You have to use your own best judgment to decide what price you're willing to pay for success and what benefits you will enjoy.

### WORK YOUR PLAN

After you have defined your process in enough detail so that you know exactly what you have to do, **commit and follow through** on your process. In other words, after you plan your work, **work your plan**.

- Use Dr. Sartin's checklist and the worksheets that Dr. Sartin has designed for you to use with your programs (such as the Energy worksheet or Thoromation worksheet). You may want to create an additional worksheet or checklist to remind yourself of the details that you perform when you handicap a race.
- When doing the Match Up, try to visualize how the race is going to run.
   Dr. Sartin has provided forms to help you visualize the running of the race. This is the "You Call the Race" form.
- If you use track profiles and handicapping models to help you interpret your readouts, then keep these up to date. In my flow diagram, I show that I update the models and profiles after the race, then use this information in the interpretation of my readouts for future races. See back issues of the Follow Up for examples of forms to maintain your profiles and models and review The Brohamer Model textbook.
- Maintain proper money management discipline by keeping your bankroll, win percentage, ROI, and average mutual up to date. In my flow diagram, I show that I use my current bankroll information and standard extension tables to help me make my investment decisions.

#### **MEASURE YOUR RESULTS**

As part of an effective handicapping process, you must measure your progress and keep records. Otherwise, you won't be able to improve, and it will make it more difficult for Dr. Sartin, Jim Bradshaw, and the charter and teaching members to help you.

Some of the records that you will want to keep are as follows:

- ROI. Your return on investment for every 20-race cycle. The ROI is kept both to measure your success and to keep track of your investment portfolio.
- Win Percentage. It is important to know how many races you can predict per 20 race cycle, as well as your ROI. If you know how many races you win per cycle, then you can use this information to improve your process. As in other businesses, there is a trade-off between risk and reward. You need to understand yourself to know how much risk you're willing to take to reap a big reward and if you can recover psychologically from a big loss. When I joined the methodology, the goal was to have a win percentage of 63% (based on a 21 race cycle) and an ROI of 150%. Since then, I have met people who downplay win percentage, asserting that only ROI is important. Well, I personally believe that Dr. Sartin established his "guidelines" for the majority of us who need to maintain a good balance between risk and reward by establishing the 63% wins and 150% ROI parameters as a worthy goal. Striving for this goal will enable you to earn good money while maintaining your sanity and mental composure. Again, you have to determine what your specific goals are and let this guide your process definition. Your can change your process if you are willing to take more risks for higher returns. You can also change your process if you want to reduce financial risk as well as psychological risk.
- Average Mutual. This measurement is used with the first two measurements to determine if you are playing it safe (in which case your average mutual will be lower), taking too many risks (in which case your average mutual may be high, but your win percentage is low), or taking an adequate number of risks. Average mutual can also vary from track to track. You can use this measurement with the other two to diagnose your own handicapping to modify your process as desired.
- Models of your handicapping.
- Profiles of your tracks.
- Others. You might want to keep special reports to track the efficacy of certain viable factors, and possibly a journal to record your feelings about the process and your feelings of confidence or uncertainty.

#### **REVIEW YOUR PROCESS**

The final step in the CPI cycle is to evaluate your results in light of your process. This is where you must be very honest with yourself, and accept full responsibility for your results. After you have reviewed your process and evaluated your results, then begin the cycle over again and continue going around the cycle to continually improve your process. As part of your process review, ask yourself the following questions:

- Do I have a defined and repeatable process that I understand and can follow unambiguously?
- Am I using my defined process consistently, or do I sometimes take short cuts?
- Am I getting the results that I want? Is my win percentage acceptable? Is my average mutual acceptable? If it's too low, am I playing it too safe? If it's too high, am I taking risks that unnerve me?
- Is my return on investment of <u>money</u> acceptable? Is my return on investment of <u>time</u> acceptable? Am I spending too much time or too little time handicapping a race?
- Am I having fun? That is, is the process enjoyable? If handicapping is becoming a drudgery, you may win for a while, but eventually, you will start to lose to avoid the pain of the process.
- If I'm not getting the results I want, how can I improve the process so that I become more proficient, but still enjoy the process?
- If I'm not getting the results I want, have I done my homework? Do I know everything I need to learn? Am I reading the Follow Up? Have I ordered and studied the manuals that might help me? Have I gone to the seminars and made contacts with winners that can help me? If I have technical questions about any of the programs, have I called Jim Bradshaw's hot-line to get the answers? In other words, am I taking full responsibility for both my success and failure, or am I abrogating responsibility and lying to myself?
- Am I associating with and learning from winners or hanging around with losing horseplayers and letting their negative attitudes have a negative effect on me? If I am susceptible to the negative influence of the crowd and my horseplaying friends, should I spend less time with the horseplayers or even avoid them altogether? Do I have the discipline to change my associations so that I can begin to take this business of handicapping seriously?
- If I believe that I have learned enough to be successful, if I believe that I am following a good process but still not getting the results I desire, is my attitude about handicapping getting in the way? Do I really believe that I can be a winner? If not, isn't it time that I made an appointment with Dr. Sartin and begin Win Therapy?!

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#### **SUMMARY**

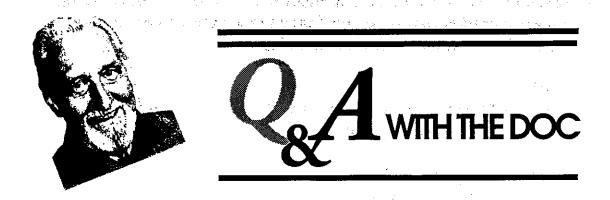
In this article, I have introduced the concept of "continuous process improvement" and have illustrated how to improve your handicapping process. In summary:

- Plan your work, i.e., define your process. Write down the steps you currently take when handicapping, and add whatever steps you think will be of value to you.
- Work your plan. Use a checklist or worksheet to enforce the use of your process (at least until it is no longer necessary).
- Keep records: Win %, ROI, Average Mutual, Profiles, Models.
- Think! Review your records and think about the process you are using.
   By paying attention to the process you are using, you will better be able to understand why you are winning or losing. Repeat the cycle (after giving your process a fair try), improving your process as you go.
- Continue to learn by reading the Follow Up, attending seminars, reviewing the fundamentals as described in: the yellow manual, the Match Up, the Brohamer Model, the Paceline Manual, and other Sartin Methodology materials.

Before you implement this plan, let me give you a few warnings:

- If you are already winning, proceed with caution. Don't make dramatic changes in your process in the hope of making a quantum leap in either win percentage or ROI. Make little changes and carefully monitor your progress.
- If you are not winning, don't make dramatic changes either. Make a few changes at a time so you will know the effect of making those changes. As Dr. Sartin has pointed out, if you can consistently win 8 out of 20, then improve until you can win 9 out of 20, then 10 of 20., then 11 of 20, etc. "Gradual and with a passion" [Pavlov] is the best approach.
- Be patient. You may be tempted to change your process after every race or every other race. Don't! After you've made a reasonable attempt at defining a process, use it for a while. Give it a fair chance. You can't really evaluate its efficacy unless you use it consistently for at least a 20-race cycle, and preferably for several 20-race cycles (100 races is a good sample). Pay attention and learn
- Keep it simple, or as simple as possible. More work isn't necessarily better. Handicapping should be fun, not seem like another "job."

I hope you have found this article both interesting and useful. If you will consistently apply the principles of continuous process improvement in your life and in your handicapping, with determination and persistence, you will take charge of your life and achieve a maturity and prosperity that is commensurate with your vision of success.



With six full years - 36 issues - of the follow Up behind us, I sometimes forget that a LOT of clients have NOT had the opportunity to read EVERY issue. This means that despite the fact that many questions directed to this department have already been answered in the FU, many new clients have never read them. This is the reason we cherish the Ongoing Follow Up Index being updated by client BOB IRELAND of Toronto, Canada. Bob is at work right now. So we hope that in issue #38 the Index will be up to date through #37. Having the index makes it possible for you to pick and choose articles from specific back issues for which we charge \$12 a copy. Thanks, again BOB, for a much needed and highly appreciated service.

Meanwhile, here are some pertinent question from our mailbag:

Q: You told me once but I didn't write it down. Please define what you mean mean by Contra Energy?

A: Contra - or COUNTER - Energy is the amount of Energy, as delineated by percent Median, so frequently exerted by in-the-money horses, place and/or show. Counter Energy is distinguished from WIN ENERGY, the percent median associated with most winners at a given track, distance, surface, class and time frame.

Other than the 26% of the time that designated WIN horses only place, the vast majority of actual PLACE horses expend their Energy COUNTER to the percentage of median energy expended by winners as defined by a

current win profile.

By COUNTER or CONTRA we do not mean EXTREME counter. We refer to horses whose overall readouts say that they are a TOP contender, but whose Energy ESP is counter to what is winning.

#### **EXAMPLE:**

NOT OPTIMAL:Win Energy = 68.9% Counter Energy = 66% or 70%

#### **MORE ACCEPTABLE:**

Counter Energy = 67.97% or 69.80%

Q: In Sam Wada's example race (SW Factor Issue #35) There was a reference to the "Laws" of kinetic energy that was applied to the winner from an about 6.5 turf race. Yet when writing about the Place horse, you didn't apply the SAME laws, WHY?

A: Because the Place horse (Breakfast Table) came from a 5.5 furlong race. The laws of Kinetic Energy relative to horse racing are altered DRAMATICALLY by even slight differences in distance. The old physics adage says that for every unit of velocity there must be an equal, corresponding unit of deceleration. That law applies to measurements in infinity but is NOT true over the short course of racing distances. THIS is why VELOCITY AND DECELERATION DO NOT EQUAL EACH OTHER IN HORSE RACING as they do in other aspects of physics. It is why DECELERATION is such an exciting NEW field of handicapping endeavor; AND why ENTROPY is now enjoying such user success.

Here is a Question that begins...

Q: HELP! The client goon to say that his win percentage with Phase III with a hand-held calculator was 44% with a \$13 average mutuel. Since he got SYNERGETIC MATCH UP II, using a computer his win percentage is 36% and his average mutuel is \$12.15. So he justifiably cries HELP!

#### A: Dear HELP!

While you showed a one cycle profit at 44% simply because of your inordinately high average mutuel.—The difference between 36% and 44% winners is negligible and those higher mutuels cannot be counted over the long haul to produce any profit. We cannot control mutuels. They fluctuate and one should not expect an average price in excess of about \$9.80 at most tracks unless he/she holds out for spot plays only on the longer odds events.

You sent me some losing races using the old Phase III hand-held calculator worksheet from 1982 - 83. It was like a visit from an old friend. So that ALL clients can get the benefit of my answer to you, let's first take a look at your problem race.

#### CALDER PAST PERFORMANCES





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As you will see in the margin, I chastise you for using GRAHAMS CRACKER from a SEVEN race back. These are \$16,000 claimers running for an \$8,000 purse. The horse has had FIVE straight bad races. Not the time to go back to its BEST performance showing. You LEAVE OUT KEYSTONE who just had an excellent race. While this horse evades the top TWO in our readouts from its LAST race, it would have been tops had you used its race THREE BACK at today's distance.

CAUTION: Do not benefit one contender through an urge to go back unless you are willing to do so for ALL contenders!

So as not to gild the Lily I used the horse's last race.

FORTUNATE SENATOR I threw out because It has NEVER run a good race at today's track, CALDER. I used your pace lines for PARTY, FRED & TEL.

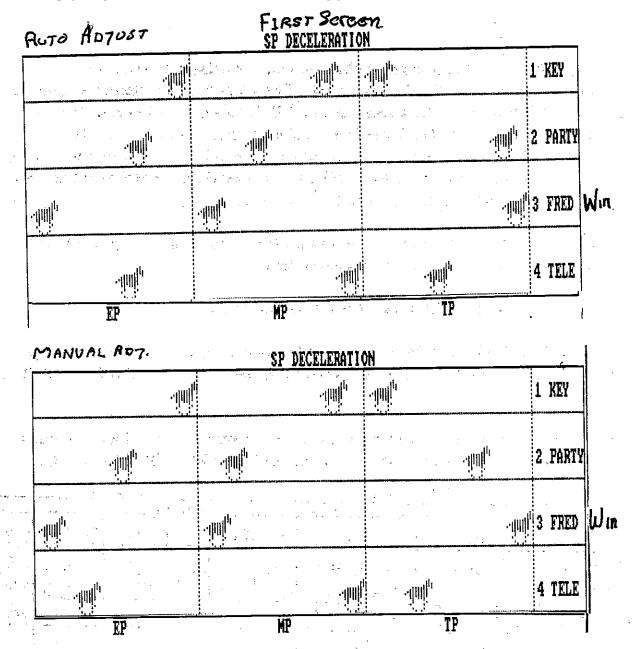
First we'll look at your hand-held calculator readouts from Phase III which you claim earned you more than your use of SYNERGETIC MATCHUP.

	DATE IZLIZLIZ MACE	PORSI	8000	COMP	110H5	3 1			D151.6	12 1	RACK C	re Parl	ly 911. ] 45	 
			من قب	<del>- 11</del>	Fac	tors	1		Rauk	1291	1	<u> </u>	<u>, ——</u>	1
. 1	HORSE	<b>でん</b> し	Hiller	Ex	NeD	Lex	3 -8	E۴	Fw.	He	Se	F×	Lx	Ŵ'n
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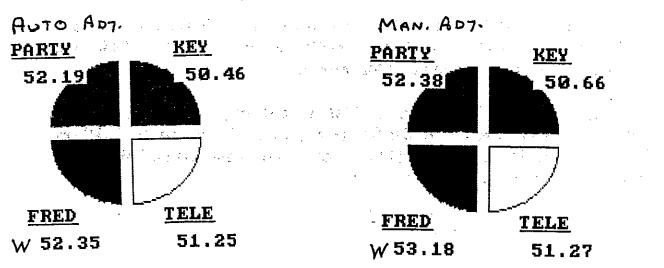
"Good Old" hand-held Phase III doesn't do too well by FRED, the winner. Ranks him 5-5-3-3-4-1. Phase I and II don't like him any better. This is why we didn't STOP and rest on our 1982 laurels.

BUT, look how the RAW Synergetic Match-Up II graph views FRED. Ranks him 2nd! He's also 2nd on the DR S Factor graph. The two horses YOU bet, GRAHAM and TELEMARKETING, taken from suspicious pace lines, ranked 5th and 3rd respectively.

Readpage 32 following page 63



### THIRD FRACTION



The computer screen comes up with the message that asks us to use the MANUAL ADJUST because we have horses coming from different tracks (AQU) and three different sprint distances. Here is the FIRST (Valence) Screen from the Manual Adjust.

The VISUAL Match Up, as perceived by most persons trying (but failing) to emulate Brohamer or Bradshaw, will IGNORE Fred. The only way more average handicappers will get FRED is through the MATCH-UP as interpreted by the computer programs designed to produce the kind of results that are derived from the TRUE etiology of the Match Up!

And, for good measure, here is how ENTROPY sees the race: DC/C Rankings with LOW Best. Fred is tied for LOW.

E N T R O P Y

#### SORT DC/V COMPOSITE

Name	Ep/dv	P/dv	He/dv	Td/dv:	Pm/dv	Total
KEY	2	2	4	4	4	16
PARTY	3	3	2	2	2	12
TELE	1	1	3	3		11
FRED	4	4	1	1	, 1	11

And the Results. Only paid \$9. No big deal if you WIN the race. But SAD if you lose with readouts like these.

Asian at Lace M	Per Servelds, Two races 13, 1992 each \$1,000   Talue le winner \$4	121 Re.; since 0 } to \$14 I,800; se	pider, cluber 404, 2 : cond \$	122 1 7, 4 H No. ( 1,520	bl N ML A : Races	en-winn race sinc s where	ers e re Ni ents	d tw red i	e rac der for S	12,000 or Jess I	mber 6 a lag price set conci	Howed 2 Ha : \$16,000; for idense.)
Last Raced	rfecta Paol \$46,307 Trife - Horse		싓쭚		i	- 4	ų.	Šir	Fin	Jockey	Cl'e Pr	Odds \$1
19Hov\$2 7Crc7	Fred's In Jail		5 109	1	}	11	111	124	11	Bracho J AS	14000	150
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12Nov92 #Crc#	Telemarketing	Lb	3 115	Ţ	ĺ	Ž4	žil	35	32	Nunez E O	16000	1.10
25Nor92 SCrc#	Graham's Cracker	Lb	3 115	1 1	ì	75	13	44	471	De Olivir WG	15000	25,10
8Nov92 PAqu2	Party Talk		3 130	1	Ì	ĖIJ	51	Ŕ	51	HomstrRB.Ir		4.30
25Nov92 5Crc7	Fortunate Senator	Lb	4 114	ì	į ·	· 'n	7	Š1	H	Portillo D A	15000	24.50
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29May92 2Crr4	A Real Miracle		3 115	5 1	i	i	i	Ė	•	Vasquez Jt	. 16000	12.70
·	OFF AT 12:57 Star	i mad	Wan A	rhina	Tim	e. :221. :	ĸ.	1-11	i. Id			10.10
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•	\$2 PERFECTA	6-2 P	AID \$	28.00	<b>\$2</b> 1	RIFEC	TA.	6-2	- <b>4</b> P	AID \$79.00	•	٠,

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After receiving the above analysis of his problem race, the client in question called to say, "YOU (meaning me) didn't understand my question." He discounted my criticism of his pace line selection saying that, in one 20 race cycle he made a profit on 44% winners with a \$13+ ave. mutuel. What he REALLY wanted me to tell him was how he could ALWAYS get this kind of profit from a win percentage of 44%.

Well, this reminds of when I first met Darell Martin, one of my earliest clients. At the time he was employing RAY TAULBOT'S concept of USING A HORSE'S BEST EVER RUNNING LINE When the horse showed current form. When one applies this as a rule wins come infrequently BUT the average mutuel is quite high. Determining current form is difficult enough by itself. Going back AUTOMATICALLY for an animal's VERY BEST pace line is always risky. However, for one who can rejoice at the occasional big hit and forget the long dry spells in between hits, it is an ego builder, IF ego and NOT profit is the goal.

Incidentally, TOM BROHAMER analyzed your race at a recent Beaumont Workshop and he did a better elimination job than I do here. He got it down to the TWO horse who won and placed. That's why Wm. Morrow published his book and I had to form O. Henry House Publishers to get published. As Oscar Levant once said, the difference between talent and genius is an upper or lower berth on a train.

# **BEWARE OF THOSE CLOSE FINISHES**

by	 Sa	l Sinatra
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For as long as I can remember, and I suspect, even before my time as a handicapper, the prevalent notion that horses who finish "close" to the winner are to be given the utmost respect in subsequent starts because of impending "good form" has left an indelible mark on how one approaches a race as to the merits of particular runners who have exhibited this trait. While in many cases this happens to be the way to select contenders, in many other cases, it is not. Budding handicappers as well as some professionals are guilty of pouring over Past Performances with simple superficiality, selecting spurious contenders who seem to show good form, but are really non-contenders. These types seem to almost always finish near a winner, but do not visit the winner's circle. Because of the mainstream thought on this phenomenon, these animals are among the lower odds in any given race. Leaving these losers out not only gives us our true contention, but much better prices as a reward for our observations into their true behavior that of a follower.

One thing that must be etched into the mind of any handicapper is that many horses simply have stopped winning or are not winners to begin with. Their close finishes are an illusion to lure the unsuspecting into foolish wagers when these types can be spotted rather easily. A few of these losers will get by, but the majority ultimately fail to contend in any way. It is very simple to toss away a horse who has been beaten many lengths, it is another matter to discard one that appears to show "good", or seemingly improving form. It is this dissection among others that separates the true professional from mediocrity.

A bit of horse behaviorism is in order before we spot losers on the racetrack.

The horse is and has been a pack animal for as long as the species has been around. In the wild, the pack is formed to prove de both shelter and safety to a particular herd. A stallion emerges to lead this band to its destiny - even if it has to fight another for this leadership role. The others simply follow and do not dare question the authority of the leader. The meek and weak are content to stay in the safety of the

pack. The adage of "there is safety in numbers" is expressed grandly among this animal group.

This pack mentality is transferred to the racetrack, and here is where one must differentiate between leadership and subordination. In the horse kingdom there is nothing in between.

In the wild, the destination of the herd may be to seek shelter, or water. At the racetrack, the destination is the finish line. Those that have shown a propensity to lead will receive our backing, the others will be eliminated. The horses highlighted in this article are of the "safety in numbers" ilk - that is, of the follower. While these horses may have been leaders at one point in their careers, they have simply stopped leading. The reasons are many: infirmities, tired of racing, bad attitude, etc.

# THE LOSERS: A STATE OF THE PARTY OF THE PART

Always Ashley	B. g. S. by Rallying Cry—Foelish Leader, by Mr Leader \$14,000 Br.—Lostritte Joseph A (NY)	117	Lifetime 1992 20 0 2 6 \$36,120 52 3 8 11 1991 18 2 4 3 \$57,300 \$129,140 Turf 1 0 0 0
Own.—Odintz Jeff	Tr.—Odintz Jeff (4 0 0 1 .00)	1 17	Wet 2 0 6 1 \$2,160
21Nov92- 3Aqu fst 8f :222 :46 1:102	3 + Clm 22500 67 10 6 52 31 64 67 Bruin J E	b 115 '4.00	82-16 GvABck1151]1'vGotMn1152LkltorLvIt112 Flattened out 10
11Nov92- 2Aqu fst 7f :221 :45 1:231	31 Clm 22500 77 5 6 842 533 423 433 Bruin J E	b 115 10.20	85-15 Fbershm11731MnilHemp1194ShinePls117 Lacked rally 10
	3+ Clm 35000 77 Z 5 G51 S3 S3 463 Rodriguez RR7	b 110 6.30	B2-14 Hope Us 1082] Reappeal 1172 Talc's Bid 117 No threat 6 -
50ct92- 1Be  fst 6f :224 :454 1:11	3+Clm 30000 74 7 5 631 74 55 45 Chavez J F.	b 113 5.50	:80-17 Shine Please113™RedHotRed115]Curbex117 Wide turn 7
23Sep92- 1Bel_fst_7f _:22 _:45	3+ Clm 30000 85 8 4 64 74 52 31 Chavez JF	b 113 10.70	87-14 RedHotRed117chAvsurus11774AlwysAshly113 Lost whip 8
17.Jiy92- 1Bel fst 64f :231 :463 1:161	3+ Alw 2000 78 3 3 211 42 44 571 Chavez J F	b 117 8.90	84-12 NwDi113-0 Mphstophis1114 Tnk's Numbrill Lacked rally 6
1Jlv92- 2Bel fst. 7f :223 :45 1:23	Clm 25000 . 85 10 1 32 31 324 331 Antley C W	b 117 *250e	85-11 Kellock 1151 Old Ways 1173 Always Ashley 117 lacked rally 11
14Jun92-58el fm 1 (D:451 1:094 1:352		Ь 117 19.40	88-13 Devil'sCry117MTimberCat1121BeauCanri117 Done early 10
4.Jurg2- 1Bel fst 7f :223 :453 1:221		b 117 3.20	83-11 Pitch Out 1173 Two Eagles 11512 Old Ways 115 No threat 8
		b 117 6.90	90-11 Garemma1152AlwaysAshley11723WeeStark115 2nd best 7
24May92- 1Bel fst 6F :22 :461 1:093		U (17 0.30	29-11 garcilling 110-Wing South 1111-face comments and nept 1
LATEST WORKOUTS Oct 22 Aqu	3ffst :39 B		• •

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ALWAYS ASHLEY. a look at his 1992 starts shows that he is 0 for 20. Yet, there are people who insist on wagering on this money-burner, even making him the 4-1 favorite in his last race.

第一种数据 医动物 医二氯二甲酚 医二氯甲基甲酚

He keeps fooling many into believing that a good effort is forthcoming because of his close finishes and excellent speed ratings. But, a look at his 1/2 miles times tells a different story. (This is the call that must be overcome to properly assess a horse's chances in any field). ASHLEYS 2nd calls range from :45 to :46.3, and yet, he cannot overcome any of these. What will make ASHLEY happy? I wish I had the answer. The public is so enamored of close finishes that this animal was only odds of 8.90-1 on 17 July'92 even though he was rising to an Alw28000. Except in 3 instances, ASHLEY was bet into single digit odds - a costly array of wasted wagers.

SARTIE MOSSER AND THE CONTRACT CONTRACT OF THE CONTRACT C

Amazingly, he has won 3 times in his career out of 52 starts - not what you would call a model of dependency. His trainer has exasperated all of his options with him, and is willing to let him go for \$14,000 today. My suggestion is to retire this 6 year-old before he takes any more money from the public. On the other hand, keep him running; he provides us with fatter odds on our other selections.

Alcoolu		Ch. f. 4, by 5	Salutely - Latra, by Ramiroz	lifeline 1992 7 0 1 1 \$3,361
7,100014		\$5,000	Br.—Hoffman M. Rodney (Fla)	\$36,781
Own,-Mea Culpa Stable In	ĸ	, , , , , , , ,	Tr.—Lenzini John J (56 12 6 4 21)	111 Met 2 0 0 0 \$1/0
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LATEST WORKOUTS	Oct 23 Lei	5f fst 1:01 H	● Oct 16 Lrl 5f fst 1:004 H	Oct 10 Lr1 5f gd 1:01 H

Except for her last 2 races, where this filly has shown a total disintegration in form, ALCOOLU was at the lowest ends of the betting spectrum. She always managed to lose and burn money needlessly. Her 2nd call times range from 45.3 to 47.3 without winning. She is 0 for 7 in 1992. While she boasts 5 wins in 31 starts lifetime - which may not seem a bad average, her winning days are behind her. A sharp bettor should not wager on a horse of this type.

A Happy Man	Ch. h. 6, by Mediavat Man—A Happy Hoofer, by Executioner \$7,500 Br.—Keedy Barbara & M (Fla)	114	Lifetime 1992 14 1 2 2 96,211 40 8 8 7 1991 13 1 2 4 816,400 \$64,241 Turf 5 0 0 1 \$1,505
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This 6 year-old has burned his share of money. He has a poor 1 for 14 record in 1992. He was installed at 9-5 in his last after overwhelming evidence that he did not win in many attempts. His 2nd call times range from 45.2 to 46.3 - all signs of a loser. Yet those close finishes keep luring unwary bettors into certain disaster. And the beat goes on.

The key to many successful wagers is the elimination of those horses that do not belong into your computer. Placing animals of this type will confuse the issue and point to animals that have shown no liking for leadership. The key to uncovering these losers is not only 2nd call times, but looking at the over-all profile. Dr. Sartin has always spoken on the need to look at the whole picture, and not to assess an animal off its last few lines. Familiarize yourself with the animal in question. Look at what it can and cannot do. Where is it going? Where was he? How does he cope with a certain pace scenario? Above all, ask yourself: Is the horse a leader? Was he ever one? Is he now? When was the last time it took the pack to the wire?

If you cannot answer any of those questions, it is time to return to the basics.

I realize it takes a lot of courage to buck mainstream thinking, but the rewards are well worth it. When you have spotted a loser that finishes close to the leader, yet does not manage to win, you have the makings of a nice wager.

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# SPENCER TONER'S SURE THING APPROACH

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The weekend of January 23-24 we held an information packed Beaumont Workshop headlined by Tom Brohamer and featuring Sam Wada, Spencer Toner, Las Vegas Teaching Member Vic Palermo, Programmer Guy Wadsworth (API), Shane and myself.

Focus was on pace line and contender selection and utilization of the various Methodology tools for narrowing a race to as few as four contenders. Brohamer taught the rational, professional, information based approach derived through the knowledge and application of fundamental handicapping principles. A consummation devoutly to be wished. Wada and Wadsworth demonstrated the API program that is loaded with corollary readouts including the use of APV, The Beyer numbers and the New S/W (For Sam Wada) Factor. I concentrated on the ability of Entropy to narrow contention to four or less. Many clients attending the workshop attested to it efficiency in this regard.

Spencer Toner, abetted by a \$20 winner from Shane, dedicated his segment of the meetings to the EXTREME OPPOSITE approach. In so doing he touched the true heart of many attendees. Spencer handicaps from the opposite end of the Linear Continuum, deviating from the procedures of our other teachers, past and present. Whereas THEY subscribe to the school LIMITING the number of contenders and ISOLATING the appropriate pace line, Spencer openly admits to deep anxieties in these areas and, despite their macho protests to the contrary, his fears are shared by many clients from coast to coast.

A large number of clients still cannot throw out enough non- contenders. They still cannot isolate a proper pace line. They seem merely to stab for one in the dark. Spencer has recently become their champion. Here is his procedure in a nutshell.

Enter the LAST FOUR pacelines for EVERY HORSE IN THE RACE. Spencer uses Thoromation and for each horse uses the THOROMATION screen's BEST finish for the four lines as the pace line he handicaps. Having arrived at such a line for each horse he enters them into Thoromation. Since the program will only review six at a time he eliminates the two trailers from each set of six and continues to eliminate the trailers till he has the field down to a maximum of six.

At this point he uses the guidelines in the Thoromation Manual to narrow the field to THREE. While Bradshaw and Brohamer look for only ONE horse to bet, Spencer wagers on THREE - dutched to the odds. Doing so, there will be many days when there is NO play and many weeks when there are no more than eight. He doesn't mind. He waits. His win percentage fluctuates from the mid sixty percent to the high eighty percent. His overall R.O.I. is 1.62%. And, as Tom

Brohamer stated at the Workshop, Spencer may be timid and his procedure laborious but TONER does not lie. So, while I certainly do not recommend Spence's procedure as a career move, It may be a good start for those who share his timidity.

Here is a race from Bay Meadows handicapped by son Shane utilizing a Modified Toner approach. He used the best two of the Last THREE pace lines and the winner emerged in the TOP 2 from 2 of the three lines.

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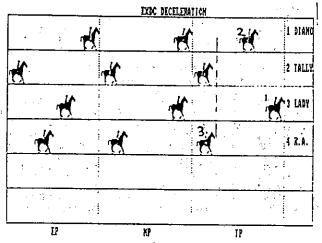
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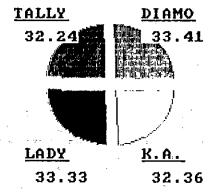
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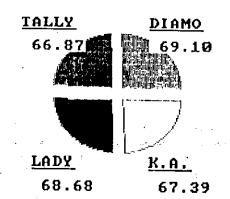


Using LAST line 9 Bl's - 2 Ad+

TURN TIME

| Median Energy





Exdc Deceleration Ratio
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Brohamer was first to admit, ONLY Toner's procedure could have produced this \$20 winner.

Personally I think -but cannot say I have tested to the degree Spencer tested HIS approach - THE following is a more streamlined version of Spencer's ultracautious procedure. Here it is - AND I'm NOT actually recommending it EXCEPT as a time saving alternative to entering four lines from ALL entrants.

- FIRST, find the TWO horses with the Highest SPEED RATING plus variant in the race. Mark them.
- Next Look at the last THREE lines for ALL OTHER horses run at a distance and surface comparable to TODAY's Race. Keep any entrant whose SPEED RATING plus Variant is within THREE of the top two.
- Enter the TWO (THREE if you must) Best lines for the qualifiers into ENTROPY. Using Thoromation as Spence does, takes a lot longer; and ENTROPY is Thoromation's BEST companion piece.
- Use the LINE ranked best on the DC/V composite screen. When you have narrowed the race to one line for your entrants, enter the FIVE best ranked horses into your handicapping program. (preferably Thoromation, since that is the program Toner used).
- Now let the program dictate the TOP TWO for wagering.

This will give you at least 20 wagers a week. However, if you're content with a limited number of investment opportunities each week, follow Spencer's Dutch THREE procedure.

After a few weeks, regardless of whether you use the FULL TONER or the abbreviated Toner, let us know your results.

Meanwhile, Brohamer, Bradshaw and I will pray for you.

Adrian Nepomuceno

23 November 1992

Macau

DR. HOWARD SARTIN
1390 E. 6th Street, Ste. 5
Beaumont, CA
U.S.A. 92223

Dear Dr. Sartin:

I did it! I did it! The last time I felt like this was when I was a young boy with other friends and we were trying to learn to swim without an instructor. Some of my friends were already swimming and doing what we had heard you had to do to stay afloat. I was on the bank trying to work up the courage to jump into the deep part and do what my friends were doing. Parental warnings were echoing in my head. But my friends were actually doing it already! So, I just jumped in and like today, found myself swimming! I did it!

In your last letter to me you said that you had clients in Hongkong who were doing well. That started me trying to find out how those clients were doing it. I started out using Parmaker and past race results to build some kind of model for the three tracks here: Hong Kong Turf, Hong Kong Equitrack (some kind of dirt surface) and Sha Tin Turf.

The tracks have various metric distances ranging from 975m (about 4.75 furlongs) to 2530m (about 12.65 furlongs). The most frequent distances used are from 1200 meters (6 furlongs), 1400, 1600, and 1800 meters with some middle distances like 1235, 1650 and 1900. Unlike the North American distances, fractional times are measured in 400 meter segments starting from the finish line. Here are some of the distances and fractional call times:

DIST	FIRST	2ND	3RD	4TH	5TH	
1200M	24.3	48.4	112.8			6 furlongs
1400M	13.9	36.6	101.1	125.4		7 furlongs
1600M	24.9	48.5	113.2	139.3		8 furlongs
1800M	13.8	36.4	100.4	125.6	151.8	1-1/8 mile
2000M	26.8	51.6	115.3	140.2	203.4	1-1/4 mile

Starting from the last call, the segments are 400 meters (2 furlongs) each. As the distances increase, the difference is added to the early fractions, so while the 1200m is 400/400/400, the 1400m distance is 200/400/400/400 and 1900m is 300/400/400/400.

So it became necessary to find the right combination of call times that were as close as possible to North American call times so that we could take advantage of the Sartin formulae and algorithms. Otherwise, I feared as I wrote you, I might miss something or get false ESP

readings.

Anyway, Doc (if I may be so bold), I just jumped in! And lo and behold, after the first five races, I was swimming! And crying, I did it!

Enclosed is a summary of my first 18 bets in Hongkong. Being in Macau, I had to use a Telebet account and phone my bets in. Since the phone lines are always jammed during race time, I had to call in all my bets before the first race.

On the 8th, I had just managed to finish 5 races, using Phase III, so I called those in. While the races were going on, I tried to do races six and seven. Big mistake. Trying to keep one eye on the TV and the other on my computer read-outs, I found, makes you lose on the latter. Not enough time was spent to properly analyze races six and seven.

The mutuels, by the way, are for \$10 the minimum Hongkong Dollar bet.

I note that although I hit only 4 win bets out of the 18, the winning and placing horses are often enough (10 out of 18) in my final four, so that I got 4 tierces (trifectas) and 10 quinellas. I know I can still improve on the win selection because they're already in my final four 55% of the time.

I think that in my last letter, I sent you copies of the local racing forms. Doing all the stuff above required designing input forms to collect and arrange the data for easy input, since the sources of information are varied. For lengths behind, you have to measure for yourself from photographs in the privately printed race book, for earnings, you have to get this from the daily paper. You put this all in the input form and try to gauge from the last two races whether the horse is Early, Presser or Sustained, put in the +, and 0's, etc.

No fun, but the returns speak for themselves. I know I can do better, but I'm pretty proud of what I managed so far. I've redesigned the input form about 4 times since I began. This week I'm taking a break because there has been an outbreak of herpes virus in horses and cattle in Hongkong. I plan to update my models and parmaker charts. I also plan to order the new Synergetic Match Up II, and Entropy mentioned in the last Follow Up which is supposed to be the latest version of Phase III on IBM compatibles. I may also need the Tandem and the Place/Show horse manuals I read about long time ago.

Thank you again, Doc (again presumptuous!), for helping me swim and not sink! The Methodology doesn't need any advertising in North America, but it sure is impressive in its accuracy in a completely different playing field: the horses, like the vehicular traffic, run the wrong way; you have to collect your own input data; the race program is in Chinese and English; the lengths behind are in pictures!

And still I did it! I did it!

Adrian

# SUMMARY OF MY FIRST 500 RACES USING THOROMATION

Richard Mathie

20 Nov. '92

Dear Dr. Sartin:

Enclosed is a summary sheet of my first 500 races since I started using THOROMATION.

I have found that the auto adjust puts me on the winner more often than not, even when a number two (the alternate adjustment) is called for. For that reason I have been betting the top 2 auto-adjusted horses with great success.

My average mutuel has been \$13.04 with 61.8% winning. This gives me an ROI of 1.99. I've had the winner in the top 5 over 92% of the time.

I've sent along an extra copy of my report, if it can be of any help to anyone else feel free to use it.

I sure enjoy using this program and want to thank you and Jimmy for all of the help in making me a successful handicapper, and also a successful human being.

Thanks to all PIRCO's members, Sincerely yours,

Richard L. Mathie

p.s. Happy Holidays

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# PEACE OF MIND

# STATE OF THE SHELTON WEINER

·苏萨斯·马克·克克斯斯特特别的 自由的 人名德尔 医皮肤 电影的现在

I recently wrote Doc a personal letter offering my help and support, and he suggested I write an article for the Follow Up, so here goes.

After working for the same company for 34 years, and at age 56 was forced into early retirement with a pension my dog would have a hard time to live on, and had to make a decision on what to do with the rest of my life.

I have been a **PIRCO** member for over 10 years, and a handicapper for more than 30 years; and have tried every concept, system, method, computer program, and methodology available, it was time to get serious and stop looking for that magic program that would spit all the winners out and all I would have to do was bet them.

The program, system, or method you chose has to be right for you. It has to relate to the realities of racing, and the numbers must be real, and not magic. And, you must have complete faith and confidence in it as if your lifestyle and sanity depends on it. The numbers generated by the Sartin programs are real and reflect the abilities of a horse, and the other horses against which the horse is racing today

The Sartin Methodogy is not an easy plug and play method. It requires a lot of hard work, record keeping, and a complete understanding of what your computer screen and printouts are telling you. Computers don't do what you want them to do, they do what you tell them to do. If you put in a lot of bad slow pace lines that is what you will get back.

I spent hours, days, and weeks on the computer working with every screen and readout until I new them by heart, and what they were telling me. I made track models for every distance at Belmont and Aqueduct. And I knew where a horse has to be at the second call, third fraction. First, if you knew that only brown horses were winning six furlong races would you put gray or black horses into your computer as contenders.

MODEL YOUR TRACK AND MODEL YOURSELF. If you don't know what abilities a horse has to have to win at your track, then how do you expect to win.

The next time you are at the track look around at your competition. Their isn't a business man alive that would not give a vital organ for competition

this easy. Look at these idiot's, look at the confusion, listen to their bull. Is this what you have to beat? Doc has said time and time again that the programs don't win races, **YOU DO!** Believe in what you are doing. Sure you will lose races, but you will also win races.

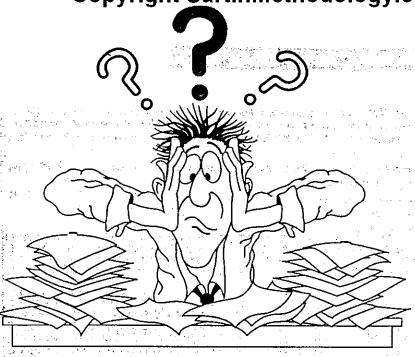
I never sent or called Doc or Jim with problem races, because to me their is no such thing as a problem race, only races you win or lose. You must do the work. You must keep the records. You must operate as a professional business man or women. The track is your place of business, your company. You must believe that you're the best at what you do, and if you work at it you will be. **DON'T LIE TO YOURSELF**.

PIRCO is not a system mill. Did you ever try to get Doc to sell you something? I have taken a lot out of the methodology, PIRCO means more to me than the programs, manuals, tapes. Doc Sartin has changed my life. My bills are paid, I have money in my pocket, and he has given me the discipline to master myself, and you must master yourself before you can master any program.

I wish to thank Doc Sartin for the methodology and Jim Bradshaw for the excellent programs. I read this some place a long time ago and it expresses my feelings towards Doc and Jim:

and the second

IF I HAVE SEEN BEYOND THE MOUNTAIN INTO THE VALLEY OF TRUTH, IT IS BECAUSE I HAVE STOOD UPON THE SHOULDERS OF GIANTS.





**GUEST ANALYST** 



**SHANE SARTIN** 

At the time I handicapped and won this race at the off-site wagering center in San Bernardino, California, it didn't seem like much of a problem. When my dad saw the overall payoffs, not just for WIN but for Place and Show, Exacta and Trifecta, he assured me that the race must have been a problem for MOST people. First he checked my contender and pace line selection to make sure I hadn't gone way back and used some illogical line. I'm prone to do that, I admit; and even though I get some huge payoffs that way, Daddy-O says I shouldn't be showing those kind of examples to clients because, over-all, such decisions cannot be justified and trying to make clients think that they can will hurt their consistent performance.

What finally won the old man over was the fact that Tom Brohamer also won this race and had the exacta. Dad says if Brohamer gets it too, I must have done it logically. When you see the trifecta payoff you'll wonder why both Brohamer and I failed to bet them one, two, three. I'm still kicking myself. It would have bought a lot of groceries.

Here's the race. See if you don't agree with me that it's no problem.





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WESTERN ROSE: Last line a +. So I used it. It's going up in class so most experts would not bother with it but I'm not that sophisticated.

SHE'S OF ROYALTY: I got a little static for going back three on this horse. Fortunately it didn't matter, Entropy ranked it close to last.

ARDIENTE PARK: Even I can recognize a SLOW horse. Maiden Claimer moving up off a Maiden win speed rating of only 77. Bit the bullet, threw it out.

FREEWAY DAISY: My amateur status shows on this horse. I excused the last race and went to the 2nd back, its last + paceline. I guess it's not a contender for WIN, but I bet a lot of place and show and the critera for place and show horses is a lot different from win only.

JADITE: This horse has been all over the claiming ladder from 55,000 to 10,500. So who knows whether its dropping or going up in class? Both its APV and class rating (126.8% and 1.48) say its over today's level. It's in this kind of circumstance that APV & Class figures come in mighty handy to us amateurs.

CHERI CREME: Absolutely NO reason to use this horse.

**HOMEWORK:** Ditto.

FITTINGLY: Two back is about all that even an optimist could expect. Put it in the computer it doesn't show much.

AGGRAVATIN ANGEL: Also eligible that was scratched IN. Dad says to watch out for these, so I did, taking off the LAST line.

Pretty simple and straight forward. No weird pace line choices except for maybe SHE'S. Fortunately that didn't hurt me. Now here's the race as I marked it up with +, O and (+). APV and class ratings in Upper Right Hand Corner.

Now look at my readouts and join with my wife in bawling me out for NOT betting a trifecta. P.S. She's already spent the win & Exacta \$\$\$.

# SANTA ANITA

			S.L.	e extension and the	THE STATE OF THE S
	6	Tant.			
	6 FURLONGS	)) 6 FUR	LONGS. (1.071) CLA 20 lbs. Hen-winners of two r	IMING, Purse \$15,000, Fillies, 4- acresince October 8 allowed 3 (be	year-olds (Foals of 1905).
	SANTA ANITA		laiming price \$16,000; if for less not considered.}	\$14,000 allowed 2 lbs. (Maiden	or races when entered for
	LASIX-Western Rose, She			lsy, Jadite, Reece's Star, Men	us Lady, Good Pocketful,
	Cheri Creame, Enquireress,	Homework, Fittle	ngly, Aggravatin' Angel.	en e	122.13
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       Comprise—SHOI Fil. 64 222 455 1-121 6Cim c-2200 72 6 3 57 2-4 11 15 McCarron C J LB 156 25 Solis A LB 113 25/mr2-Chinned from Numbry & Potter Numbry Number J Trainer 1 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 156 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J LB 157 McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J McCarron C J M
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         Also Eligible (Not in Post Position Order):
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                                                                                                    B. E. 4, by Approvator—Munical Angel, by Boso's Engle
         Aggravatin' Angel
                                                                                                        $16,000 Br.—Long Robert (Cal)
         EULAS L. L. (5 1 8 2 20)
Own.—Long Patricis & Robert C
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      60 1 2 41 67 64 651 Martinet FF5 L MM 21.00 75-11 MrrEgiltSjAndoghMusiBijArtOlSplogin Weakened N 61 4 6 77 74 67 4162 Torres H L 15 321 0 75-15 Owiding-MoSacht dylfs Missimfy11/ E-wide stretch 7 67 1 7 77 76 331 271 Desormeast K J L 15 591 + 81 40 Svelt J1534 Ageravatia' Angel1596lairsdeal M Railied 7 56 1 5 74 75 64 45 Farmer J A5 L B 10 520 78-12 Blairsdeal H Silver Panch 1572 Edoras 15 No mishap 7-
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                                              AGGRA 167.77
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                                                                                                                                                                                                                                                                                       31.51
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2 ADJUST.

#	NAME	DIST.	1ST CALL	2ND CALL	FIN. CALL	lst B/L	2nđ B/L	Stretch B/L	Final B/L
1	WEST	6.D	21.4	45.0	110.3	6.00	6.50	5.00	5.00
2	SHE'S	6.0	21.2	43.4	109.0	4.00	6.50	6.00	6.50
3	FREE	6.0	22.1	45.2	110.4	1.25	2.50	2.00	1.75
4	JADIT	7.5	22.4	46.1	130.4	0.00	0.50	0.50	2.00
5	AGGRA	6.0	22.0	45.2	110.4	9.00	8.75	4.75	2.50

ENTROPY

# SORT DCAY COMPOSITE

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SHE'S	1 1	. 1	5	- 5	5	17
WEST	4	2	4	4	4	18
FREE	2	5	2	3	2 .	14
AGGRA	5	3	i	1	1	11
JADIT	3	4	3	2	3	15

# BROHAMER MODEL FOR TODAY'S TRACK CONDITION NON-EARLY SUSTAINED

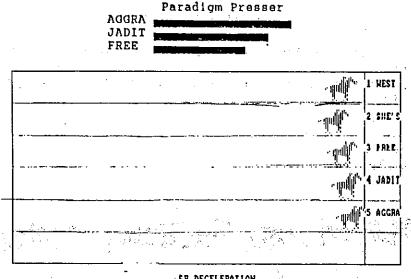
## **EXDC & DECELERATION**

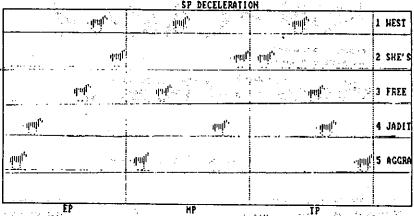
SHE'S FREE Early Exdc	AGGRA JADIT FREE
JADIT AGGRA FREE	JADIT AGGRA FREE
Exdc Deceleration Ratio Name 1st 2nd 3rd	Kinetic Exdc Module Name Ekp Mkp Lkp
SHE'S 100.00 100.00 96.45-0 WEST 99.61 99.27 97.68-0 FREE 99.27 99.07 98.24 † JADIT 98.30 99.75 98.65 † AGGRA 97.96 98.81 100.00 +	WEST 21.40 34.58 12.73 SHE'S 21.79 33.94 (11.33) FREE 21.19 34.76 13.18 # JADIT 20.76 36.53 15.34 # AGGRA 20.46 35.13 14.31 #

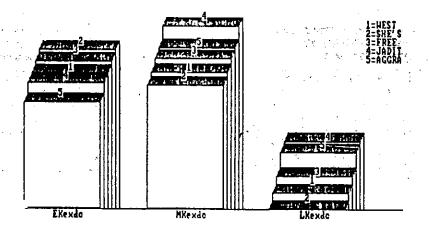
EXDC PARADIGN

 $C^{*}$ 









And, like Tom Brohamer I wagered on the win horse, bet the place horse across the board and boxed my top three for an EXACTA. But, sadly, I failed to box them for the Trifecta. That's \$6,584 down the drain.

dex.	Horse and Jockey	. WL	PP	ST	14	<b>1/2</b>	4	Str.	Fig.	To \$
192 291 248 191) 248 201 178 248 257	Jadite, O Stevens Aggravathr Angel, L Gulas Aggravathr Angel, L Gulas Freeway Delay, C Black Ardiente Park, M Pedroza Western Rose, F. Avarado She s Ol Royally, A Solis Reoca's Star, M Walts Homework, G Almelda. Cherl Creeme, P. Alkinson Entingly, L Pincay Jr.	114 115 115 115 115 115 115	5114312698		410 11 hd 21 us 51 510 711 51	312 114 21		1 1/2 4 1/2 3 1/3 2 1/2 5 hd 6 hd 7 1 8 2 1/3 10 2 1/3	21% 3hd 41% 5nk 5nk 7no 83	38.99 50.59 11.79 13.19 4.69 38.39 3.19
50	5—JADITE	ANGEL 57 7 1:09:3/ enna Ov	5. T	raci	c Rain	ing Slo	opy.	Winner	11,20 16,20	l Fale

Beginning NEXT ISSUE .

# THE COMPUTER COLUMN

by Spencer Toner



with guest writers who are expert in computer science

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Hand-Held Computer

Documentation Version - SW/Factor

The Sartin Methodology, Inc.

APV/FSW/CPR Program Instructions

# Sharp 1350/1360

- DEF A Starts the program. The first prompt requires you to enter today's race distance so that the automatic distance conversion performs properly. The program then takes you to the APV data input screens. Perform the APV calculations for every horse in the race at this time. After the last APV is done, enter N for no at the prompt and the program will go to the paceline data input screen. If you wish to skip the APV section, press DEF S after entering today's race distance.
- DEF B Short cut that allows you to correct input errors in beaten lengths, Speed Rating and/or DRF variant. This also comes in handy when running tandem pace lines through the computer. You only have to enter the fractions once.
- DEF L Re displays the most recent paceline calculations.
- DEF S Short cut to the paceline distance and fractional times input screen.

The Automatic Distance Conversion feature will extract the 6 furlong sprint from a route or stretch a sprint into a route for you and display the converted times so that you may jot them down. The only thing you need to do is calculate the speed rating for the converted distance and supply the variant when this information is requested. Don't forget to subtract the sprint paceline final beaten lengths from the route projection speed rating. Subtract one half of the second call beaten lengths from the sprint extraction speed rating.

(作 8 <sup>2</sup> ) 2 (	生達 3 公務員 生生 9 生	4 自営業 編 10医師 ) 事以店 雑誌の広告
(作 8 <sup>2</sup> ) 2 (	(4) 9 注	婦 10医師 ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・ ・
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SW/2 Factor	<del></del>	
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ありがとうございました。今後の参考に行	舌川させて	<b>れきます。</b>

Those requesting the formulae for Energy, Thoromation, KGEN. etc. Please send Self-Addressed stamped envelope.

Pirates welcome.