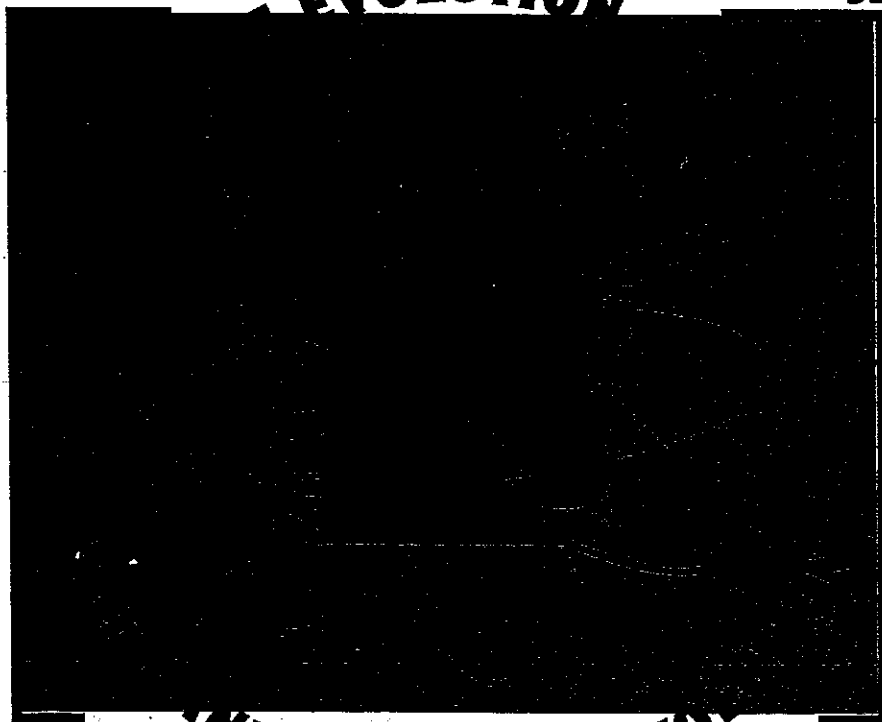


The FOLLOW UP

with Howard G. Sartin, Ph.D.

EVOLUTION

ISSUE # 53



INDICAPPING REVOL

SOLUTIONS

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The FOLLOW UP

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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

O. HENRY HOUSE, INC.



THE SARTIN
METHODOLOGY

1390 E. 6th Street #5

O. HENRY HOUSE, INC.
Beaumont, CA 92223



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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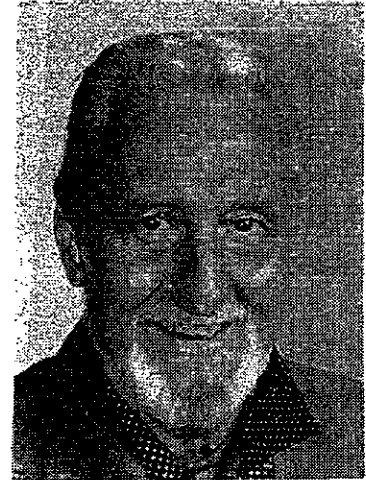
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DOC SARTIN



FROM THE
**Publisher's
Desk**



We're busting with pride for our client, Peter Tolan who was nominated for not one, but TWO, of the four TV Academy's Emmy Awards for his category. While being nominated TWICE for TV comedy writing was a great honor in itself, even Peter's brilliant grasp of comedic writing could not overcome the unique chemistry that pervades the entire cast of Frazier. So, although his work beat out Roseanne, Cybil and the current Murphy Brown, Peter was, to paraphrase the Bard, "Like Great Caesar, Frazier quite overwhelmed him and even at the base of Pompei's statue".... he came in second.

Hell, I could get an Emmy with Frazier's cast to write for.

Peter, in past years, was a staple writer for Murphy Brown, just in case you miss the credits at the end of the reruns. He is one of the MOST liked and respected writers in Hollywood. Having worked there for a while in a past life, I know how few really NICE persons ever make it in Daggerland. I promised Peter that if the Academy didn't give him an Emmy, I would. We sent him our version this week. It reads:

**THE 1995 O. HENRY AWARD
FOR COMEDY T.V. WRITING & SERIOUS HANDICAPPING**

Despite his celebrity status, Peter has made us most proud through his achievements in winning races and MONEY (lots of both) with the Methodology. Next year maybe he'll get assigned to a Television Show with a cast of characters with that oh so rare kind of interpersonal chemistry worthy of his talents.

As a P.S., the Emmy Awards also demonstrated Hollywood hypocrisy at its zenith. The "most hated-yet-powerful" woman in town got a standing ovation when she received her first of two awards. You know who.

This issue is dedicated to *SOLUTIONS*. For over 20 years I have worked diligently to provide solutions to ALL clients to help them to help themselves in solving all handicapping problems that might keep them from enjoying the success obtained by my original 1975 group of truck drivers, 90% of whom achieved a consistent win level of *at least* 63%. Ironically, as most of you already know, these persons were all on probation for gambling related felonies or high misdemeanors.

My feeling was that if *they* could do it, most with barely average IQ's, fixed socially and genetically imposed cognitive limitations. Only two of 39 possessed higher than average intelligence and intuitive skills. They all suffered from the same belief in myth, magic and quasi-religious problems of today's more privileged clients. Yet they overcame despite the obstacle of prison sentences hanging over their heads - or was it because of THAT?

Were they able to overcome because they were a punitively traumatized, captive audience with nowhere to go but down if they failed? That's the dilemma that has bugged me for 21 years. Another benchmark of their accomplishments is that only 3 of 39 became recitative and returned to their old ways after a year or so of success. The rest continued to win for the rest of their days. Win at racing and win in life. Some gave up handicapping, or "gambling" as some prefer to call it and went successfully into businesses of their own. I have kept track of the ones still alive and, except for the previously mentioned three, they're all engaged in socially accepted positions. Several even own, or are retired from owning, their own businesses.

They had *no* outside help and were intellectually "brutalized" by me against seeking any. They had nothing but the Daily Racing Form to work with: no downloading available then and, after the first six months, no help in picking contenders or pace lines. During the early stages of our research they functioned as a "control" group and I did all of the selector/pace line chores for the group. As a virtual novice myself, I wasn't all that good, but I was consistent. I didn't zig or zag. I followed a specific procedure not unlike the one I've been recommending to you for over two years now.

At first we tried to follow the generally accepted procedure of only betting one horse to win per race. The best we ever did was 45%. Yet there were times when we only did about 25%. That's when we discovered that wagering on *TWO* horses to win evened out our success rate to at least the prescribed 63%. Actually, I made the discovery out of desperation induced by panic. I was keenly aware of the psychological damage stemming from a number of losses in a row. It had a deleterious affect on them and on me.

I surveyed our records and found that our numerical second choice was winning most of the higher paying races and, combined with our numerical first choice, kept our consistency rate at an even level.

In the ensuing 21 years this two horse wagering strategy has come under a lot of

scrutiny and criticism by the so-called "experts" who apparently are psychologically immune to the possibility, even the probability, of often losing seventeen races in a row. Ironically this is something some of them freely admit. Yet, in lectures and in books they declare this is to be expected and, "Not to let it worry you." Well, I must admit it worries me. I gather from my phone calls and letters that it also worries many of *YOU!* You've seen the missives in Vox Pop where clients write that when they finally accepted the concept of multiple choice wagering they won consistently and made a profit for the first time in their lives.

Then came the accusation that we were "Selection Oriented"; that we wanted winners at the expense of profit. This has NEVER been true. In all of our work, from the very beginning, with line scores as delineated in original Blue Manual, through the Yellow Manual (The Basic Manual) and TODAY, we have stressed PROFIT. Yet there is NO PROFIT to be gained unless you can WIN races. So we have always focused FIRST on winning, which is the most important money management strategy of all. Our second thesis was to wager on horses that paid ENOUGH to bring a profit.

YOUR win percentage. Not mine or anyone else's but YOURS! Once you establish that, then VALUE comes naturally. All of you who wager at tracks or off-site centers are aware of what your selection will pay. You don't need a computer program to tell you if it's enough; nor a book filled with mathematical formulae to mentally compute the profit. Neither should you require a keeper to alert you to wagering situations that are beneath *your personal* standard of what constitutes VALUE! That is as individual and personal as your religion and lies solely within your personal perspective.

Anyone who suggests that you change religions is a missionary zealot. Someone who wants to cut down your cross and put up their totem pole-or vice versa. The same applies to the way you handle your wagers. Once you know what odds pay what price, you have absolute free moral agency to make your *own decision*.

If you are unaware of the risk to reward ratios involved in wagering, you should take up gardening or raising guppies. Let horse racing be a hobby on which you spend only as much as you can AFFORD on a hobby.

It never ceases to amaze me that for every FIVE people handicapping and wagering at the same track on the same day, FOUR will profit and ONE will write or phone that they just couldn't get a handle on the track, or some such excuse. This could happen to anyone on any given day. But in the cases I refer to, it ALWAYS happens to the same (about) one in five. Of course I know the reason. FOUR of five have decided to give up their resistance to my guidelines. ONE of five always clings to ancient and outmoded racing myths and misinterprets his/her readouts. It's a form of:

"I'd Rather Lose Than Change My Views"

Wow, another inadvertent poem. Give a lyric and 32 bars and maybe I can get an Emmy nomination for best song. No, I think Sinatra already recorded "Here's To The Losers."

This is the problem. The SOLUTION appears in various forms in every Follow Up, especially THIS one.

Some of you are downloading multiple tracks and betting via telephone or Fax through

that outfit in Connecticut, or elsewhere. You only have the Track Morning Line to go on and you worry. In Follow Up #50 I offered a short, 30 race example, of what happens when you use the Track Morning Line (not your own) as a wagering guide. 53.3% of the time the actual payoff was Lower than the Morning line. 46.6% of the time the actual payoff was HIGHER than the Track Morning Line. The ultimate results lies in a fact, long known and employed by myself and all those who'll listen to me, that when a horse's odds go DOWN from its morning line odds it goes down very little. BUT, when a horse's odds go UP over its Morning Line, it goes UP substantially.

Consequently playing the track Morning Line becomes profitable so long as you stay away from situation where the M.L. odds are LESS than 2-1. When I first started testing the Methodology it was at off-site locations in Mexico and Nevada. I wanted to test a cross section on tracks throughout the nation instead of concentrating on southern California tracks, which, in those days, were the only ones on which someone living here could bet.

I bet only on races where the "second half" of my two horse entry was at least 1.5 points higher than my "first half." Example 2/1 - 7-2. 5/2 - 4-1, etc. Because I have so little spare time, I still do this at off-site centers closest to me. I make all my bets at once and then leave. Shane does likewise. We have seldom been disappointed in the resultant profits. Furthermore, we've never let betting "blind" so to speak bother us. We focus NOT on everything that might go wrong and concentrate on everything that can go RIGHT.

I'll repeat something I've preached for two decades: it's the half hour between races that causes the handicapper more woes than anything else. This is the time gap in which insidious hearsay, over-analysis and mind changing dominate. You've all experienced it, yet many fail to do anything to change their ways.

It is an unfortunate truth that bad habits are easier to maintain than good ones when fear is involved. Fear of emphysema or lung cancer can make one give up cigarettes but, for many, FEAR of losing doesn't seem to alter the habit of losing one iota.

Fear of uncertainty - the unknown - has plagued mankind from the origin of the species. Actually making wagers based on our computer output is a lot different than winning at home where nothing is at risk, where it's like a chess game rather than real life. Fear makes us atavistic. We become as Neanderthals viewing fire for the first time. We tremble with fear. But the Neanderthal learned how to contain and USE fire. In our handicapping we must do likewise. This is not a psychological ploy. This is the reality of life. When we learn to accept that at least 75% of success in *any endeavor*, especially handicapping, is cognitively attitudinal, i.e., "psychological," we'll be able to lose our atavism and put "Fire" to good use.

There are those, even among us, who will never accept this premise. They constitute the 18% of clients whom I've failed to make winners. I have to take the blame; not so much for their failure as for my own in not recognizing that no psychological or physiological Healing Arts practitioner has ever enjoyed a 100% cure rate. It's hard to have to admit it. But there it is. All I can do with those 18% is to keep on working in their behalf so long as they'll do the same.

One of the more difficult things to get across to people is the folly of keeping a huge data base of races, containing averaged results from dozens of different readouts. My reasoning falls on many deaf ears, especially in light of many new technological advances within the computer and software industries along with the false promises of those pot-of-gold-at-end-of-rainbow, Huge Database Computer Methods now being advertised by purveyors of \$1,000 plus programs. The irony is that they openly admit to using what they call Sartin Pace Figures as their primary function. So when people fail with these flagrant violations of common decency, they'll be blaming the so-called Sartin Figures, circa 1983. Seems to me if you're going to steal, at least steal the latest.

I could tell these people that the making of our figures, then and NOW is NOT a static process but demands flexibility and improvisation. Improvisation: It's Jazz, man. As such they DO NOT LEND THEMSELVES to any data that cannot be verified as being CURRENT. Horse racing is subject to such a wide range of variables that to fixate on any ONE without CURRENT verification, is flirting with disaster.

I met a client at the New Jersey Workshop who insists that he will find the "Final Solution" via an ever-growing database. In August, his database held over 4,000 races. This person is a certified genius. His IQ is at least 80 points higher than mine and he's a professional computer program analyst for a major company. I cannot dismiss him on the basis of intelligence. He has enough for a family of four. His contention is that in viewing the output of thousands of races he can discover some repetitive PATTERNS.

I'm sure he can. But can he predict WHEN a pattern from so massive a sampling will repeat itself. I can do it with as many as 20 races or as few as 10, by surface and distance. However, my limited IQ renders me incapable of recognizing when a specific pattern will emerge from a multi-thousand race sampling; especially when the sample comes from several different tracks, distances and surfaces.

When I asked him how he was doing, win and profit wise, he said that he hadn't yet actually applied his theory to betting. His forte is data gathering. His weakness, so far, is in using that data for PROFIT. But, in light of his IQ, the jury is still out. He has promised to keep me apprised of his progress. If he comes up with ANYTHING positive, I'll be the first to acknowledge it and present it to you through the Follow Up.

CHEAP SHOTS. I've added a little section to this issue in which I peruse the press and recent books for items that might be of interest. One item contains a viable column from Stephanie Diaz. Yet, in another column she demonstrates the current Media penchant for total irresponsibility. Some well-intentioned clients sent me the article thinking I'd enjoy it because it bashed Steve Davidowitz. Steve is a very decent person and my quarrel with him stems from his lapse in mathematics when writing about me in his latest, and for the best part, excellent rewrite of his classic book, *BETTING THOROUGHBREDS*.

Ms. Diaz gives 20 reasons for us to be "happy" about the state of horse racing. Here they are: (a couple obliterated by a tear).

Looking on the happy side

Twenty reasons to smile in a sport that needs a reason to smile:

1. That Larry The Legend and Afternoon Deelites, the nation's two top 3-year-olds for the first part of the year before going on the sidelines with minor injuries, both will return to training Oct. 1.



HORSE RACING

Stephanie Diaz

2. That Lit De Justice, the brilliant, Jenine Sahadi-trained head case who typically delays the start of his races by several minutes, seems finally to have realized that the starting gate is his friend.

3. That Serena's Song, who already has won eight of nine starts this year, will be given a brief rest until the Oct. 28 Breeders' Cup.

4. That local hero Best Pal is working forwardly toward a comeback that could see him race the first or second week of Oak Tree at Santa Anita.

5. That slumping trainer Bob Hess Jr., who was the leading conditioner at Santa Anita two years ago, won for the first time since Aug. 3 when he sent 18-1 longshot Pie Ala Road out to win Monday's ninth.

6. That Da Hoss weathered the Del Mar climate considerably better than he endured the stifling Inglewood heat a month ago.

7. That Del Mar Dennis, the hefty, chocolate-chip cookie loving pride of John Toffan and Trudy McCaffery, actually will make a Del Mar appearance — in Sunday's \$200,000 Del Mar Budweiser Breeders' Cup Handicap, naturally.

8. That Fu Man Slew, considered one of Southern California's best sprinters last year before five straight off-the-board efforts, seems to have regained his form with two impressive victories under new trainer Mike Machowsky.

9. That 89-year-old Johnny Longden was conspicuously absent from Del Mar last week.

20. That handicapping guru Steve Davidowitz, at Del Mar last weekend to promote his new book, "Bet-ting Thoroughbreds II," cashed only two tickets during three days of aggressive betting.

mania led the Labor Day parade in Norco on Monday and will do the same in the Tournament of Roses Parade.

11. That Eduardo Inda, Ron McAnally's former assistant and a genuinely nice guy, is seventh in the Del Mar trainer standings with a .47 win percentage after going out on his own only three months ago.

12. That Charlie Whittingham has yet another barnful of fat, well-bred 2-year-olds.

13. That New York trainer Leo O'Brien chose to retire 10-year-old Fourstardave, who until this year had won at Saratoga for eight consecutive years, rather than run him a final time at the Spa.

14. That the 2-year-old Balboa Stakes winner Cobra King, owned by Cobra golf master Gary Biszantz, is a mere drive and a wedge away from bonafide star status.

15. That English trainer Neil Drysdale has kept French Deputy, the injury-plagued winner of Monday's Jerome Handicap in New York, undefeated by doing what he is often criticized for — babying his horses.

16. That it now appears Cigar and Thunder Gulch won't meet until the Breeders' Cup Classic, setting up the biggest Classic showdown since Sunday Silence dusted Easy Goer for the third time in 1989.

17. That 31-year-old Damascus died peacefully in his paddock last month with his old groom, Bobby Anderson, at his side.

18. That Damascus' great-grandson, 1994 Hollywood Gold Cup winner Slew Of Damascus, won the \$100,000 San Francisco Handicap at Bay Meadows on Monday after going winless in eight starts.

19. That Southern California got a glimpse of America's best female rider when Donna Barton flew out from New Jersey to ride for D. Wayne Lukas at Del Mar on Aug. 27.

20. That handicapping guru Steve Davidowitz, at Del Mar last weekend to promote his new book, "Bet-ting Thoroughbreds II," cashed only two tickets during three days of aggressive betting.

I enlarge item 20 to emphasize my feeling that this is irresponsible journalism.

Where is her verification? How does she know how much he wagered and, if only two bets were cashed, for how much? What constitutes "aggressive betting?" Did she follow him around for three days? Just because Davidowitz made erroneous statements about our 1983 Methodology in his book, am I supposed to take joy in this item 20?

NO!

I think it's a cheap shot and is a detriment to racing in the area that is MOST IMPORTANT to all of us. Even if her statement is true: so what! Steve is a one horse value bettor. He's bound to have bad days. Shame on you Ms. Diaz. Item 20 is both sexist and NOT substantiated by any supportive facts.

Just heard from the indomitable JOE REAY. His health problems have been sufficiently ameliorated so that he can return to taping Seminars with full energy. He did Oklahoma and will be with us in LAS VEGAS, for the "Really BIG shooow, NOVEMBER 3,4,5. Teachers confirmed for the Seminar include TOM BROHAMER, JIM "The Hat" BRADSHAW and LeROI BRADSHAW. She's become a pro in her own right and has a lot to offer in proving that handicapping is NOT for Men ONLY! No seminar would be complete without our most thorough, "Purist" teacher, GLEN CONNOLLY. Incidentally, Glen has been noted by clients throughout the eastern U.S. and Canada, as "Most Helpful." We'll have to give him an Emmy too.

Also slated, subject to them confirming, will be VIC PALERMO and PHIL GOWENS. Phil's father had a stroke back in Ohio and had to be flown to a Medical Home in California so Phil could be near and help care for him. Phil is a most caring son... and person. I'm virtually certain he'll make it barring the most unforeseen emergency. Vic disappeared on me. He may still be serving as business and quasi-legal advisor to a swank Marina Del Rey Waterfront Restaurant. We hope to get word on his location and availability plans soon.

Other teaching members will be there as well, subject to availability.

In addition to our regular \$\$\$\$\$ off certificates for Methodology programs, manuals and future seminars, we'll be giving FREE a copy of our new Chaos Formula BOTH/AND graph program. In my estimation this is the BEST of the MODELER/PROFILER tools we've ever come up with. On the surface it may look like a graphic representation of the old Early/Late formulae. IT IS NOT! Using the Mathematics of Chaos Physics makes a HUGE and highly productive difference, as you will see when we demonstrate readouts from the program later on in this issue.

Eventually this program will be a part of a Larger Entity that will utilize the BEST from Quad-Rater and FRACTALS. For now it's a stand-alone ancillary program. But, you'll have to agree the price is right since we're giving it away FREE to all who attend the Vegas Conclave. I hope this explains why we STILL haven't presented the many great FRACTALS Reports we foolishly promised. No sense singing the praises of something that is NOT YET available; but will be soon. We remain indebted to Sharon Price, Kirt Mahlum and others,

including one client from Canada for their input and success stories re: FRACTALS. The NEW, upcoming success stories that will arise from the upcoming FRACTALS will merely be sequels to THEIR own manuscripts.

For all you elitists who like the VERY BEST in Hotel Accommodations, thank client Jim MacElwee. He got us the Fabulous Riviera Hotel and Racebook at a truly affordable price for all.

So, I'm looking forward to seeing y'all at the Riviera in Las Vegas, November 3-4-5.



If your mind is empty, it is always ready for anything; it is open to everything.
In the beginner's mind there are many possibilities; in the expert's mind there are few.
Shunryu Suzuki, author, Zen Mind, Beginner's Mind



ON LINE

...with Shane

Whadd'ya mean Race not found???

I believe I mentioned this in a previous Follow Up, but the question still comes up once in a while so I'll print it again for this issue. If you are using Quad-Rater from the floppy disk and you are downloading using AODDS or XTOR, you will need to copy the race(s) from the HRACE directory over to the Quad-Rater disk first. AODDS and XTOR automatically save races with the first two letters of the track name, the exact date, and the race number. For instance, if you save the first race at Del Mar from August 9th, the file will be saved as DM080901.API. Now, lets say you copy DM080901.API over to your Quad-Rater disk and then log onto your floppy drive and run Quad-Rater. You enter the track name, then enter the date, and then call up the race number and the program says "RACE NOT FOUND". Have no fear!... the race is there, you just need to press 1 (for New Race) and then re-enter the distance, surface and purse information to sort of remind the program that the race is there. After you have entered the information, you can then press 2 (for Pacelines) and the pacelines will come up. Still confused? Call for an appointment with me. We'll go over it.



The following procedure that Dad came up with was mentioned in Follow Up 52 and was explained in the New Jersey workshop workbook and believe me, it works like a charm!

Here's a technique that works well with any Sartin Methodology program using the three most viable readouts. In Thoromation, they are the Thoromation screen itself and the two stop action PRE-play screens. You don't need to use the two adjust for this procedure. Just evaluate the opposite screen (the PRE-play screen that comes up after the first one) from the order on the Thoromation screen. In Synergetic Match Up II it's the two Pre-play screens and MUV. In Quad Rater, it's the Chaos and long shot detector line graph screen and the "cigar" graph you find most viable. (If you don't have the Factor Evaluator program, you may want to check out BOTH "cigar" graphs, in which case you would have four X's to be sure of a hot spot play, but three should be enough.) Entropy's final line score screen, in which LOW is best, is a spot play checker in itself but you may want to use the DC and Velocity screens to make three corollaries.

When horses rank 1 or 2 on screens *REGARDLESS* of order, give them an X. Put an X for each screen on which any horse has a 1-2 or 2-1 ranking.

One X = Be sure odds are worth the risk.

Two XX's = Good spot play.

Three XXX's = Excellent spot play.

Using this procedure for making spot play and value decisions will eliminate the need to wonder which readout or which adjustment is best at YOUR track(s). The X's tell the story! Clients who are using this procedure are cashing many a ticket! SO CAN YOU!!



Another question that come up often is "How do I save a race for Quad-Rater from Aodds?" So, instead of me explaining how, I'm putting in the instructions found on page 49 of the Aodds Gold manual:

Saving a Race

In addition to the *Automatic Save* feature explained in the section about the *AODDS Contender Screen* you can save your contenders for *Fractals/Quad* or *EXDC* from the *Review/Save Screen*. To do this, select the pacelines you will be using (even if you want to use the asterisk lines you must manually 'mark' them to save from this screen). After you have 'marked' all the lines for the horses you want to save, hit the left arrow key to get to this screen. At this screen you can review the lines you have selected, then, when you are ready to save the race, hit 'S'. You will be presented with 2 options: *Fractals/Quad* or *Other Pirco Programs*. *Other Pirco Programs* covers *EXDC/Thoromation, KGEN, ENTROPY, SELECTOR, SPN, Phase III, etc. . . .*

If you select *Fractals/Quad AODDS "GOLD"* will save the necessary files needed for those programs using the appropriate file name.

If you select *Other Pirco Programs* you will be asked: 3 calls or 4 calls. The older *Pirco* programs only used 3 fractional times so if you are using them select '3', the newer *Pirco* programs use all 4 fractional times so if you are using them, select '4'.

You'll then be asked for a filename. Anything is fine as long as it's no longer than 8 characters (don't include the extension). If the file exists you will be notified and asked if you want to overwrite it or use a new name. After you are finished you will be back at the *Main Screen* if you are in *CGA* mode or back to the *Review/Save Screen* if you are in *VGA* mode. If you are back to the *Review/Save Screen* you can hit the [RIGHT] arrow to get back to the *Paceline Screen*, then [ESC] to get back to the screen you called the *Paceline Screen* from.

The fractional times that *AODDS "GOLD"* saves are saved as *original* times, not *projected* times. Therefore, if you are saving for *EXDC, KGEN, Entropy, etc. . .* you will have to 'Block' any lines that are over 10 furlongs in length as those programs do not 'Auto Project' lines longer than 10F.

<NOTE> After you leave the *Paceline Screen* any lines you have 'Blocked' or 'marked' will remain 'Blocked' or 'marked' until you 'un-block' or 'un-mark' them.

THE SARTIN METHODOLOGY

THOROMATION & SYNERGETIC MATCH UP II
Spot Play Form

	AUTOMATIC ADJUSTMENT (1)			Stop Action Instant PREplay						FOR SYNERGETIC MATCH UP II ONLY			
	Thoromation			EXDC Screen			SP Screen			SPOT PLAY	OTHER*		
	1	2	3	1	2	3	1	2	3	# of X's, 1-2 or 2-1	1	2	3
1													
2													
3													
4													
5													
6													
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* Since Synergetic Match Up II has NO animated Thoromation Screen, use the readout that has proved to be MOST POTENT for you: Par E-P-S or MUV Range might be applicable. Whatever you do DON'T try to correlate MORE than THREE readouts. You'll defeat the entire purpose of this SPOT PLAY plan.

WINDOWS 95

WARNING!

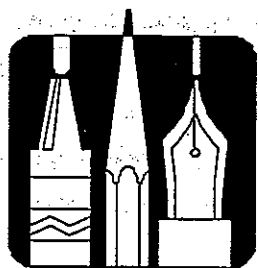
If you plan on getting WINDOWS 95, and you have ANY INSTALLABLE Sartin Programs installed on your hard drive:

**UNINSTALL
THEM BACK TO THE
ORIGINAL PROGRAM DISK
BEFORE YOU INSTALL THE
WINDOWS 95**

Apparently the installation process of Windows 95 is wreaking havoc with certain programs - ours included. At this point, the problem appears to affect ONLY those programs which are copy protected and are installable to the hard drive. Listed below are the Sartin programs that may have a problem.

1. Quad-Rater
2. XTOR
3. Factor Evaluator
4. Entropy II
5. Pace Launcher 1
6. Installable Synergetic Match Up II
7. Installable Thoromation /EXDC/KGEN/ENERGY II/QSCAN with QMation/Harness with Trotomation

We have been trying to reach Microsoft to see if there is a "fix" to this problem...obviously we're not the only ones trying to reach them. Phones are *BUSY BUSY BUSY* for the Windows 95 Tech Support.



FROM THE

Editor's Desk



Internet. Internet Internet.. Everywhere we look it seems everyone has gone mad over the newest thing, that is not a fad. You've just bought a modem, and want in addition to downloading your past performances, early track programs and results from BRIS, you also want the world not to pass you by.

It is very likely that your local track and tracks that you need information from are probably already on Internet with their scratches, news, results etc.

Internet will more than likely further impact horse racing. Already Del Mar and Louisiana Downs are on the 'Net. Please send me the 'Net address of your tracks so we can share them in print.

Since you're the proud new owner of a modem, just what is this all about and how do I get on the Information Superhighway?

Many of those who are on the Highway are not telling you where the next on-ramp is and how to get up to speed to make a smooth and safe entry into the electronic traffic. It would cost a lot to subscribe to CompuServe, Online America, Prodigy and Delphi. The monthly charges would be high to communicate electronically with all the folks that are distant and dear through the more expensive on line services.

The Internet may be your solution for a source of post times, calendars, scratches, morning line odds and results at your track. Although the Internet is the world's most used on-line network, with an estimated 30 million users worldwide, it has been ignored by many regular users of on-line services. The primary reason for this is that the Internet, as a conglomeration of smaller networks, lacks the centralized corporate office that most of the commercial on-line services offer. The Internet has no technical support line, no 800 help numbers, and no instruction manuals to offer prospective users. Therefore, many rookie onliners assume that the Internet is a network for hackers and computer geeks. However, it's quite easy to maneuver around the Internet and send and receive E-mail once you become familiar with it.

If you don't subscribe to a commercial on-line service such as CompuServe or Prodigy and you can't afford to lease a direct line to the Internet (price: about \$1,000 every six months), then you have two alternatives for gaining access to the Internet: 1) indirectly, through a shell account; or 2) directly, through a Serial Line Interface Protocol (SLIP) or Point-to-Point protocol (PPP) connection. (SLIP and PPP are popular communications protocols, which are standards that let computers communicate with each other.) While the indirect means of access to the Internet is somewhat limited in its on-line multimedia capabilities, both a shell account and SLIP/PPP connection, available from most local and national Internet access providers, are adequate for sending and receiving E-mail.

Once you've decided how you are going to access the Internet, you need to prepare your modem and communications software so that you can send and receive E-mail. You can use two types of programs for sending E-mail. The following programs Elm and Eudora are shareware programs that can be down loaded from the 'Net once you have found a provider with whom you have agreed upon their requirements for access to the 'Net. The first type involves using text-based system, such as Elm, while the other uses a program with a graphical user interface (GUI, pronounced "goeey"), such as Eudora. (You can't use a GUI program if you have a shell account.) The way you engage your E-mail program will depend on which program you've decided to use. In a text-based system, you either select the program from a menu or enter the name of the program at the prompt. In a GUI program, you simply double-click the appropriate icon.

If you have a shell account or prefer to use DOS rather than Windows, You'll have to use a text-base E-mail program. Because of the number of text-based programs available, let us focus on the Elm E-mail program. Although you may not use Elm, the procedure for sending E-mail through it will resemble that of most other text-based E-mail programs.

To enter Elm, type ELM at the C> prompt. After pressing ENTER, type m at the main menu, and hit ENTER again. Your screen then will prompt you with To: where you will enter the E-mail address of your intended recipient. After hitting ENTER, you'll see a Subject prompt where you will enter a short statement that briefly explains the contents of your letter. Press ENTER again. You may see a Copies To: prompt at this point where you will enter the addresses of anyone else that you would like to receive copies of your message. Upon pressing ENTER, you will be in your text editor, where you can compose the text of your message.

After you have completed the letter, you'll need to exit the text editor and return to the command mode, which is usually done either by pressing CTRL-X or by pressing ESC, ENTER, and then typing W Q. Once you've exited the text editor, the menu will present a list of options. From your list of options, type S if you would like to send the message, press F if you would like to delete the message before sending, or E if you would like to change the message in some way.

If you have received mail, you may see an itemized index of E-mail messages that you have received at the main menu or a message that reads "You have new mail." To read your mail, type in the number of the message you would like to read and press ENTER. Pressing the spacebar automatically will present the next message to you. If you would like to return to

the index, type I.

If you have a GUI E-mail program, using E-mail on the Internet is as simple as navigating around a Windows screen. Using the Eudora program for our example. Other GUI programs should resemble Eudora's basic structure.

After dialing up your host computer and double-clicking on your E-mail program icon, you will be asked to enter your password so that you can be admitted into the program. If you have received any mail, a message then will appear on your screen to inform you. Clicking on the Mail menu will let you access mail that you have received and sent. Click on the New command in the Message menu to enter the text editor and compose your letters. At the head of these electronic letters are slots labeled To:, From:, and Subject:. You should fill these in before sending your letter. (Your E-mail program may automatically enter your name in the From slot).

Many GUI E-mail programs have a Nickname or Alias file where you may save often-used E-mail addresses under aliases for easy recollection. If you wish to send a message to someone whose address you have stored under an alias, you enter the alias name rather than the address at the To; prompt. Consult your file menus to find the location of your Nicknames or Alias command.

After you've composed your letter, click on the Send box, and your electronic message will head for its destination. To exit your E-mail program, double-click on the Exit command under the File menu.

Electronic communication has made the world a small place. Because of its international popularity and the universality of its network system, the Internet can make the world even smaller. Learning to use E-mail on the Internet will give you the ability to make the world so tiny that it's accessible through your fingertips.

Standing in this place in time and looking back in history there was:

- | | |
|----------------|--|
| 3000 BC | Hieroglyphics represented words in Egypt. |
| 700 BC | Homing pigeons carried messages in ancient Greece. |
| 1837 | Wheatstone in Great Britain
and Samuel Morse in the U.S develop a telegraph system. |
| 1860 | Pony Express carried mail between St. Joe, Mo. and San Francisco. |
| 1876 | Bell patented the telephone. |
| 1901 | Marconi sent a letter across the Atlantic using radio. |
| 1939 | Television demonstrated at the World's Fair. |
| 1940's | First electronic digital computers were introduced. |
| 1969 | Dept. of Defense ARPAnet project created the Internet |

Note: I never could understand why we didn't have personal electronic mail via the telegraph and telephone sometime in the late 1800's. Wall Street certainly had the ticker to report stock transactions etc. as did the Western Union for messages.

Individuals are adding special circuit boards to their computers with telephone hand-sets connected. The receiving party has the same equipment. The two parties talk endlessly using their computers and Internet to connect. Both parties to the conversation are in other parts of the world. It is anyone's' guess how long the telephone companies are going to allow this to continue for a fee of \$19 per month.

Casinos in the Caribbean are now conducting live casino games with gamblers in the U.S. using the Internet. Can live pari-mutuel wagering on horse races with live odds be far behind. It's not will it happen? It is, when will it happen ?

One step at a time. All I want is live odds at home to go along with the good ole Connecticut OTB.



High rollers stay away from the straight bets, because the mere size of their bets would tilt the odds, consequently they play usually in the multiples where the pools are not so shallow. Big straight bets would drown the high roller in a sea of red ink.

Now technology steps in and gives us, the smaller bettor: satellite facilities, Connecticut OTB telephone accounts, and now international betting through the Caribbean. The future will give us TV-cable betting and who knows what the entrepreneur has up his sleeve with Internet. Any track can get good and bad advice from marketing consultants, track managers with years of experience, and anyone else who can get the ear of the track owners. What will the tracks do?

Most bettors would agree that the 'take' is too high. The politicians and the track management disagree. I don't really care personally, because I know that the market forces are ALWAYS CORRECT !! The bettor will offer his business to the lowest bidder and the track will react to the market forces.

An offering of a lower 'take' is anticipated either directly (a bonus on the pay off) or indirectly (via a rebate on volume). The market is reacting in our favor after decades of the tracks having the only gambling game in town.

Once again...

from the top

by Doc Sartin



A Special Series of
Articles for Beginners and a
Refresher Course for those in need



PROJECTING THE PACE OF A RACE

Being able to accurately PROJECT the pace, by call, of any given race, has long been the handicapper's goal. This is especially true for Pace Handicappers who try forecasting Pace of Race. For them the frenzy of their search is comparable to the Crusader's quest for the Holy Grail. Some of our own clients have pursued the topic so diligently that they even fell for a fallen teaching member's nefarious "Ace The Pace and Win The Race" malarkey in which he purchased films of past races, timed them and, knowing the time before hand, showed the films and dazzled his audience by correctly "predicting" the Pace Times.

Last we heard he was selling burglar alarms.

The subject has reemerged with the publication of Steve Davidowitz' revision of his classic *Betting Thoroughbreds*, in which he said that the key to winning with pace required the ability to accurately predict the pace of each race. I'm also told that I should forgive him for his inaccurate remarks about the length of a horse because he greatly admires me. I got that from clients who know him, not from Steve himself.

Steve's suggestion that we, and all other pace handicapping exponents, produce a means of accurately projecting the pace of any race. It is, in the words of Shakespeare, "A consummation devoutly to be wished." Brilliant handicapper/author that he is, Davidowitz made no attempt to solve the problem in his book. He merely posed it, suggesting that it was incumbent upon people like me to provide the answer:

It was sure a good way to "get back at me" for criticizing his criticisms, because I've had calls about it for the last three weeks from all over the U.S. and Canada where he's doing a book tour.

There are several answers to this dilemma. The first is, there ain't no way that's ever been proven completely accurate despite all claims to the contrary. The same goes for alleged "Pace Pars." NONE of them are even as accurate as the several means WE have provided for "accurately" projecting the pace of any given race.

Final Time Pars, Yes. When kept *current* they have at least a relative degree of accuracy because they are dealing with only ONE unit of time. When properly made, by actual use of TRUE winning times and not the computerized formulae used by mass purveyors, they CAN be accurate enough to be of some use, especially when dealing with different surfaces and distances.

The second answer is the only practical one we've ever come up with; aside from just making an educated guess, that is, which is what most experts do who claim they can accurately predict the pace of a race.

Once in a while even they come close. One cigar, not a whole box. We must all face the fact that the pace of *any* race is determined *NOT* by some magical mathematical formula but *BY THE INTER-REACTION OF THE CONTENDERS THEMSELVES*. In simple terms we have always referred to this as The Match Up. In Chaos Physics it's called Strange Attractors. Each match-up of entrants creates its own unique match up of equine personalities and, regardless of any expert's attitude suggesting that horses are nothing more than dumb animals following a jockey's orders, Thoroughbreds do have individual personality traits and genetic tendencies that are altered, even if only slightly at times, by the other entrants in a race.

Ideally, if each horse follows past patterns, the pace of the race will be based first on what each given horse needs to accomplish in order to win or finish close up. Here are the four easiest patterns to detect: (1) Needs to lead from gate to wire (Early). (2) Needs to lead from second call to wire (Early Presser). (3) Comes from just slightly off the pace (Presser). (4) Comes from well off the pace (Sustained or Late depending upon from how far off it comes).

Now there are sub-routines in the Match Up. If two horses both *need* to lead from the gate and one typically runs a 22 second first fraction and the other a 22:1. The 22:1 will usually run a 22 thus using up so much energy trying to keep up with the 22 flat horse that it dies (figuratively) before the finish. This is the usual scenario but again let me remind you that in handicapping we should avoid the death knell terms: ALWAYS and NEVER! If we could find enough "Always" and "Nevers" in handicapping we'd get bored from winning so much.

The second and most reliable means, without the need for judgment, is: Create a DREAM race using the *best* 1st Fraction, 2nd Call and Final Times from the pace lines of the horses you have chosen to enter. Or you can be more precise and use the BEST 1st and 2nd fractions of those horses and a "Golden Mean" for the final fraction. This tends to reduce the influence of a horse with a tremendous third fraction and little else to recommend it.

The formula for the Golden Mean is: Best + Least divided by 2. Then to this result add the Best and again divide by 2.

EXAMPLE: Using feet per second, and assuming you've narrowed the field to FIVE viable contenders: (If you've used more than five it will still only do a Golden Mean on the top five)

FINAL FRACTION:

Rank = 1: 52.80 Rank = 5: 50.20 Total=103, divided by two = 51.50

51.50 + 52.80 = 104.3. Divided by 2 = 52.15

Hence, the Golden Mean of the final fraction is 52.15 f-p-s. Divide the number of feet in the final fraction by 52.15 and you get the *actual time*: In a six furlong race that would be: $1320/52.15 = 25.44$, when reduced to seconds and 5ths of a second.

All of this is academic however. Users of Quad-Rater, Synergetic Match Up II, Entropy II and Thoromation are getting these factors built-in to their programs. AODDS also performs these functions.

All future Sartin Programs, beginning with Pace Launcher III, our least expensive entry program for new clients, will be given the option to both equalize ALL distances to the distance of the race under consideration, plus a graph showing the Projected Pace of each race. These programs will also have a place marked N, designating whether a horse *needs to lead* wire to wire, where you enter a 1. From the Second Call to Finish, where you enter a 2; OR, comes from off the pace, in which case you enter a 3. It also asks you to enter a T for Tandem Races. Using these features primarily serve the purpose of *reminding* you to consider the power of things you already should know. Here are three Examples:

9611—FIRST RACE. One Mile. Purse \$20,000. Claiming. Fillies & Mares, 4-year-olds and up. Claiming price 16,000-13,000

Index	Horse and Jockey	Wt.	PP	ST	1/4	1/2	3/4	Str.	Fin.	To \$1
(9451)	Elias Beach, O Sanchez	113	5	3	4 1/2	6 1/2	3 1/2	2 1/2	1 2/2	2.70
9451	Title In Doubt, G Almeida	116	7	7	7	5 1/2	4hd	4 1/2	2 1/2	8.40
9545	Cozzenes' Lady, C Nakatani	116	2	2	1 1/2	1hd	1hd	1hd	3 1/2	1.70
9535	Gold Shivers, M Pedroza	116	3	5	6hd	7	5 1/2	3hd	4 1/2	2.70
9483	Give Me Hope, J Corral	116	4	1	22	2 1/2	2 1/2	5 1/2	5 1/4	35.00
9458	Merida, M Garcia	116	1	6	5 1/2	4 1/2	6 1/2	6 1/2	6 1/4	9.10
9458	Native Music, K Sanchez	116	6	4	32	3hd	7	7	7	21.30

No Scratches
 Claimed — Cozzenes' Lady-Ina Sue Shulman-Sanford Shulman Gold Shivers-Gary Garber-
 David C Cross Jr Elias Beach-Nick Alexander-Bill Spawr

- 5—ELIAS BEACH..... 7.40 4.00 2.60
- 7—TITLE IN DOUBT..... 7.60 3.20
- 2—COZZENES' LADY..... 2.60

Off: 12:30 Time: 22.3 / 46.4 1:12 1/5, 1:25 1/5, 1:38 1/5, Track: Clear & Fast. Winner-
 dbb.m.5 Forebear-Alberta Pie Tr-Warren Stute Own-W Rocamora, Wallace, Zazzi et al
 Mutuel Pool \$194,081 Exacta Pool \$146,570 Quinella Pool \$28,258.

\$2 EXACTA (5-7) PAID \$44.00 **\$2 QUINELLA (5-7) PAID \$25.20**

TIMES IN SECONDS AND FIFTHS: In this First Example, Mile Race, we were 4/5th off at the 1st and 2nd Call and ONE fifth off Final Time. NEXT, a six furlong race. We WON this race.

9633 FIFTH RACE. 6 furlongs. Three-year olds. Claiming prices \$25,000-\$22,500. Purse \$27,000.

(9442)	Sunnybrook, Almeida	115	4	5	4 1/2	3 1/2	3 1/2	1 1/2	12.80
9478	High Risk Rewards, P Vinzia	118	1	3	1 1/2	1 1/2	1hd	2 1/2	8.80
9426	Capich's Jack, Solis	115	9	2	22	2 1/2	2hd	3 3/2	34.60
9571	Can't Decipher, Nakatani	115	11	1	5 1/2	4 1/2	4 1/2	4 1/2	4.90
9496	Sounds Of Silence, Atkinson	115	8	4	7 1/2	6 1/2	5 1/2	5 1/2	7.30
9197	Flying Kind, Delahoussaye	116	6	10	9 2/2	7 2/2	6 1/2	6 1/2	17.70
9518	System, F. Valenzuela	118	7	11	11	9 2/2	8 1/2	7 7/2	17.10
(9351)	Cartagena, Pincay	117	2	6	3hd	5 1/2	7 1/2	8 1/2	10.10
9496	Stew Quest, Antley	115	5	9	10 3/2	10 1/2	9 1/2	9 1/2	18.50
9339	Tomorrowisforever, KSnchz	115	3	7	6hd	8hd	10 1/2	10	2.00
---	Boigers Crew, Desormeaux	117	10	8	8 1/2	11	11	11	7.70

- Scratched—Free Wheeler, Short Order Chef, Super Flyer.
- 4—SUNNYBROOK 27.60 14.20 12.40
 - 1—HIGH RISK REWARDS 8.80 6.60
 - 9—CAPICH'S JACK 12.00

Time—21 3/5, 44 3/5, 57 1/5, 1.09 4/5. Clear and fast. Winner—

In THIS race we were off by only 1/5th at the 1st Call and 2nd call and 2/5ths off at the Final Time. Pretty close, but as you'll see, despite being that close we LOST the race.

9635 SEVENTH RACE. 1-1/16 miles. Three-year olds. Claiming prices \$50,000-\$45,000. Purse \$45,000.

9229	Zg Media, Desormeaux	117	2	4	4 3/2	3hd	1hd	1 1/2	2.70
(9465)	Matsu Moe, Delahoussaye	116	3	5	5	5	5	3 1/2	4.60
(9571)	Alybobbob, A. Castanon	115	4	2	1 1/2	1 1/2	2 1/2	2 3/2	1.10
9439	Brick By Brick, Nakatani	115	1	1	2 1/2	4 1/2	4hd	4 1/2	4.80
9478	Saticoy, Almeida	115	5	3	3hd	2 1/2	3 1/2	5	8.10

Scratched—Calypto Clue, Rusty's Revenger, The Wheeler.
 Claimed—Matsu Moe-No Problem Stable & Vienna-Darrell Vienna; Alybobbob-Aldab-
 bagh & Goble-Sam H Aldabbagh; Saticoy-Siko Stable-Darrell Vienna.

- 2—ZG MEDIA 7.40 3.80 2.40
- 4—MATSU MOE 4.80 2.40
- 5—ALYBOBBOB 2.10

Time—23 1/5, 46 2/5, 1.10 4/5, 1.36 3/5, 1.43 2/5. Clear and fast. Winner—ch.c.3
 Carnivalay—Media Girl. Trained by Richard Mandella. Owned by Burt Bacharach, Mutuel
 pool—\$271,365.80. Exacta pool—\$213,977. Quinella pool—\$31,902. Triple pool—
 \$69,437. Trifecta pool—\$73,827.

\$2 EXACTA (2-4) PAID \$32.00
\$2 QUINELLA (2-4) PAID \$16.80
\$3 TRIPLE (4/2/2) PAID \$531.80
\$2 TRIFECTA (2-4-5) PAID \$81.80

Here we are only 1/5TH Fast at *all three calls*. I could go on and on with this exercise. However, despite the longings of Davidowitz and thousands of handicappers throughout North America, *PREDICTING THE PACE AND FINAL TIME OF A RACE PRECISELY* is an exercise in futility. It has little or *no effect* whatsoever on the ability of our advanced programs to predict the ACTUAL winners.

Neither does this feature in AODDS. Both our predicted Pace of Race and the one's in AODDS are an average of 3.5 OFF, plus or minus. That's a *total* of 3.5 when figuring how far we were off when adding up our fractional and final time projections Post-Fact-Reality AFTER the races were run. Yet we WON over 67% of those races through *prediction* via the Past Performance lines.

Six of the finest handicapping minds in North America were utilized in preparing the formulae for these predicted pace of race times. They are by far the BEST available. Yet, the whole concept, as Hamlet would say, "Is full of Sound and Fury signifying NOTHING!"

Why?

A horse's Past Performance lines can, more often than not, show HOW it will run relative to the contenders in today's race. But this Match-Up is based - and I must repeat this - *ON THE INTER-REACTION of the CONTENDERS themselves*, not their ACTUAL Pace and Final times.

Get a few people with whose behavioral reactions and responses you are quite familiar; whose demeanor seems relatively predictable. Now, put yourself and them into various groups who are strangers to you all. Note how you and your friends react and behave in each strange, new group. You'll see wide swings in behavior and personality manifestations based on the group dynamic. It is precisely the same in a horse race.

I've often been told that the Result Charts are merely an *extension* of the Past Performance Charts. This is *EMPHATICALLY* NOT true! The Result Charts are the forerunner of what each animal *may do* in its next or some future race.

I engaged in a running argument on this matter with one of the Midwest's foremost engineers. He insisted that the Results were just EXTENSIONS of the Past Performance Charts. I sent him reams of proof to the contrary. Unfortunately he died before he could arrive at any inner resolution. But he lived and died a great Engineer; may he rest in Eternal Peace.

I have tried over the past few Follow Up's to explain WHY extensive Track Profiles made from Result Charts are relatively meaningless in trying to predict the outcome of a race TODAY. Since we started the trend I'd like to end it but it's become a source of great revenue for those who don't understand reality AND for those who DO but are always on the lookout to pander to the public, most of whom are *not* winners. Even Scott McMannus, the resident "genius" of Illinois tracks, agrees with my figures although he openly dislikes me. Here is a small portion of what he wrote in a recent *HORSEPLAYER* magazine.

...If you wish to move from the 95% of racing fans who lose at the racetrack to the 5% group that is successful, this column is for you.

The less precise data you use in the handicapping process, the less precise your predictions will be. The less precise your predictions are, the smaller percentage of your tickets will you cash. You will never move from the 95% crowd to the 5% crowd that way. It's as simple as that.

There ARE a couple of things of GREAT VALUE that can be gleaned from keeping a RESULTS Profile. I'll address them in a separate article later on in this issue.

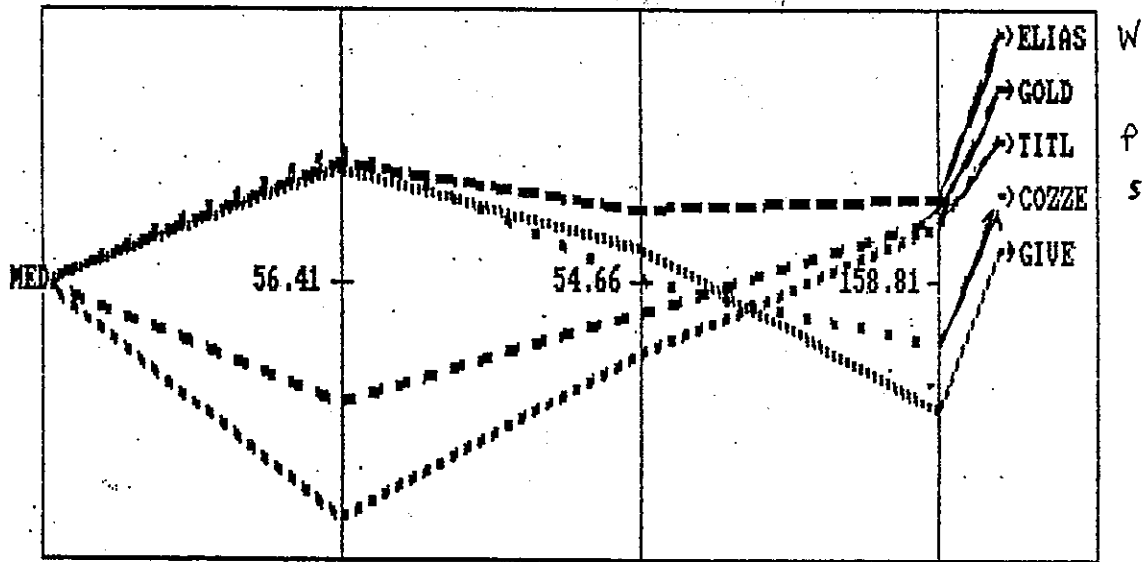
Meanwhile, back at the ranch. Let's look at the PREDICTION readouts from the three PROJECTED PACE readouts shown earlier:

Face Match Up Graphic -- ATM

SA 3-29-95 1 8 D

FACE	N	T	LS	1/2 R	3/4 R	FT R	
				57.37 (46.8)	55.18 (111.2)	53.13 (138.2)	
COZZE (1)	2		8	57.37- 1 ***	54.68- 3	52.78- 4	Sh
GOLD (2)			10	55.52- 4	54.41- 4	53.88- 2 **	
GIVE (3)	1		10	57.22- 3	54.91- 2 **	52.63- 5	
ELIAS (4)			4	57.28- 2 **	55.18- 1 ***	53.13- 1 ***	W
TITL (5)			13	54.68- 5	54.12- 5	53.87- 3	Pl

VELOCITY VECTOR COMPARISON BY CALLS -- ATM



#	NAME	N	T
	MED		
1	COZZE	2	
2	GOLD		
3	GIVE	1	
4	ELIAS		
5	TITL		

IC	R
56.41	
57.28	1
55.52	4
54.68	3
57.37	2
57.22	5

SC	R
54.66	
55.18	3
54.41	4
54.12	2
54.68	1
54.91	5

FC	R
158.81	
159.39	4
159.24	2
159.20	5
158.35	1
157.88	3

CODE: The times are in Feet-Per-Second. Pace of Race Projection is also in seconds and fifths. I'll probably reduce ALL readouts to time when the program is finally released. R = Rank. *** indicates a ONE Ranking. ** is a TWO Ranking.

The VECTOR GRAPH, also currently in FPS, with the final figure being TOTAL ENERGY. These numbers will probably also appear in Times in the final rendering. Median is just that, Median FPS of the FIVE most VIABLE contenders. ATM is the Automatic Teller Machine for handicapping. The Automatic Adjust for every needed adjustment.

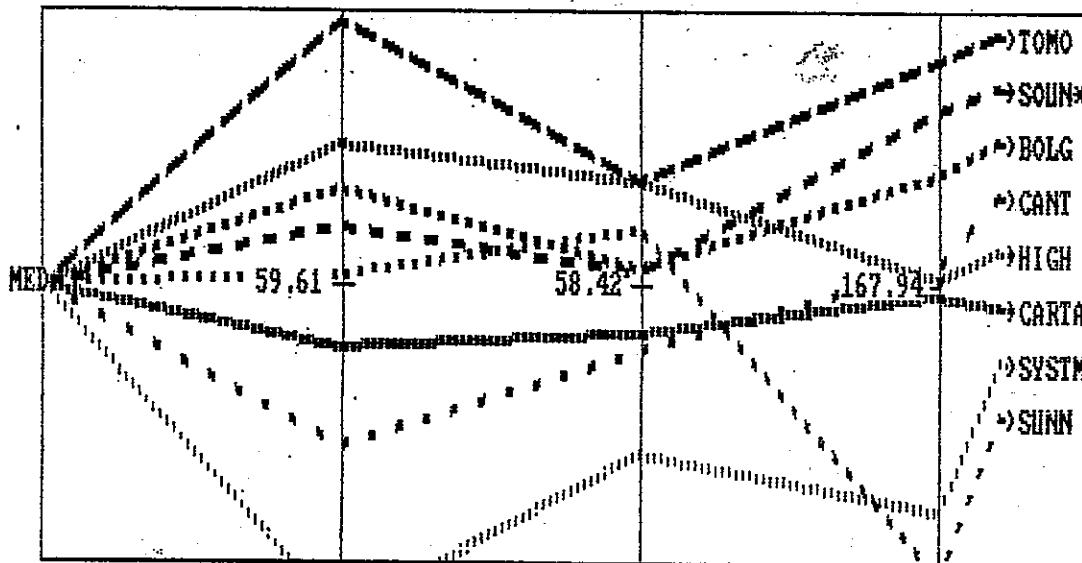
Pace Match Up Graphic -- ATM

SA 3-31-95 5 6 D

FACE	N	I	LS	1/4 R	1/2 R	FT R
				61.54 (21.2)	59.16 (44.2)	56.52 (110.1)
HIGH (1)	1		8	60.63- 2 **	59.16- 1 ***	55.99- 5
CARTA (2)	1		17	59.14- 6	58.07- 5	55.95- 6
TOMO (3)			3	61.54- 1 ***	59.16- 1 ***	56.52- 1 ***
SUNN (4)			15	59.68- 5	58.80- 2 **	55.27- 8
SYSTM (5)			22	57.17- 8	57.19- 7	55.43- 7
SOUN* (6)			10	60.02- 4	58.52- 4	56.40- 2 **
BOLG (7)			9	60.29- 3	58.53- 3	56.24- 3
CANT (8)			17	58.44- 7	57.93- 6	56.03- 4

LOST!

VELOCITY VECTOR COMPARISON BY CALLS -- ATM



#	NAME	N	I
	MED		
1	HIGH	1	
2	CARTA	1	
3	TOMO		
4	SUNN		
5	SYSTM		
6	SOUN*		
7	BOLG		
8	CANT		

IC	R
59.61	
61.54	2
60.02	6
60.29	1
58.44	5
60.63	8
59.14	4
57.17	3
59.68	7

SC	R
58.42	
59.16	1
58.52	6
58.53	2
57.93	3
59.16	8
58.07	5
57.19	4
58.80	7

FC	R
167.94	
169.57	5
169.21	6
168.72	1
168.08	8
167.97	7
167.86	2
166.28	3
165.00	4

The Pace Line Predictor was near perfect. We lost the race. Operation was a success, but the patient died.

Pace Match Up Graphic -- RAW

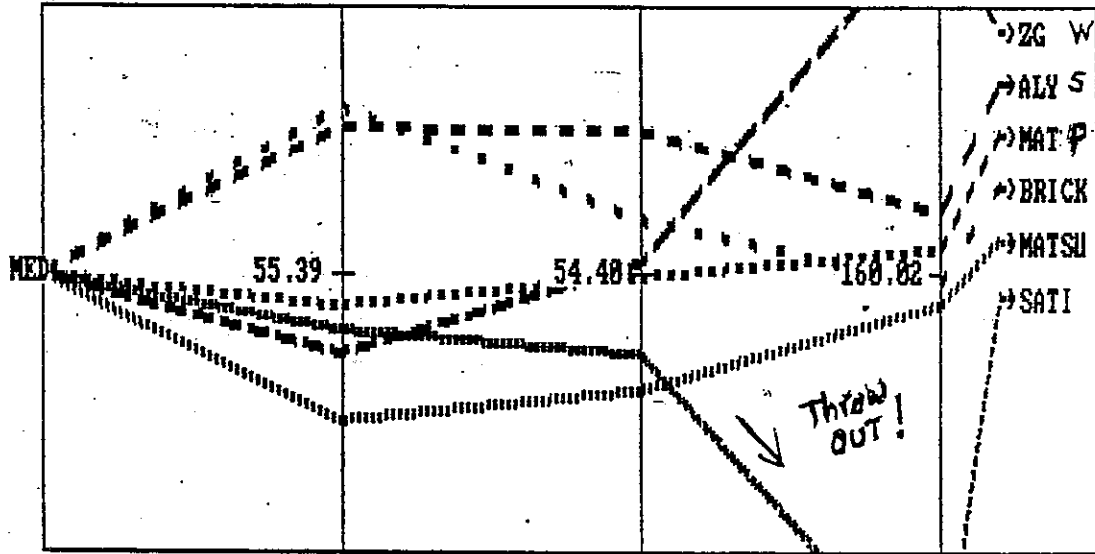
SA 3-31-95 7 8.5 D

	N	T	LS	1/2 R	3/4 R	FT R	
FACE				56.72 (46.3)	55.83 (110.3)	53.96 (143.3)	
BRICK (1)			7	56.72- 1 ***	54.97- 2 **	53.54- 4	
ZG (2)			11	54.67- 5	54.28- 5	53.96- 1 ***	W
MATSp (4)			11	55.26- 4	54.56- 4	53.62- 3	PL
ALY (5)	1		5	56.65- 2 **	55.83- 1 ***	53.88- 2 **	sh
SATI (6)			11	55.36- 3	54.59- 3	53.21- 5	

This graph shows *Pace moves!* Look for POSITIVE MOVES. They're more important to profit than so-called EARLY SPEED!

VELOCITY VECTOR COMPARISON BY CALLS -- ATM

SA 3-31-95 7 8.5 D



#	NAME	N	T
	MED		
1	BRICK		
2	ZG		
3	MATSU		
4	MATSp		
5	ALY	1	
6	SATI		

1C	R
55.39	
54.79	1
56.48	5
55.16	6
56.63	3
54.38	2
54.99	4

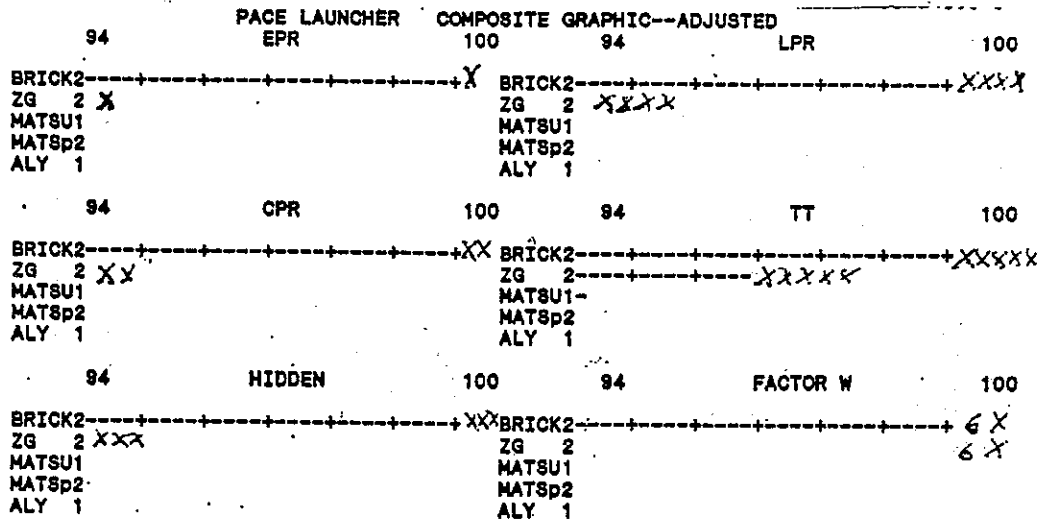
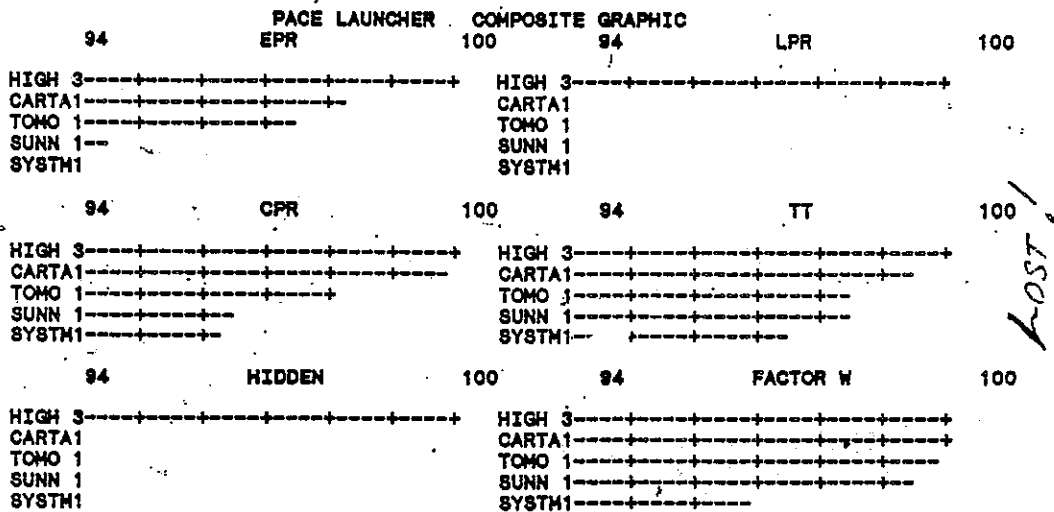
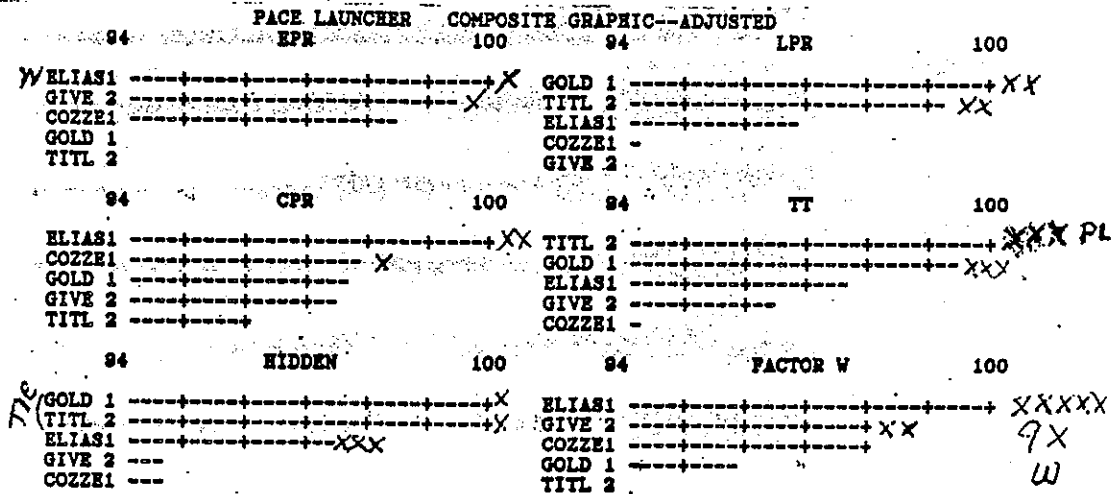
SC	R
54.48	
54.45	2
55.46	3
54.35	6
54.78	4
53.54	1
53.81	5

FC	R
160.02	
162.76	4
160.45	1
160.19	5
159.93	3
159.78	2
156.99	6

W
P
S

NOTE: Go back over past Follow Ups and see how often the Show or Win horse ranks ONE or TWO, while the Counter-Energy Place horse frequently ranks THIRD. This is by design to keep you from getting WIN/SHOW Exactas.

The Stick Graphs are for decision making. Count an X each time a horse ranks FIRST or SECOND. Add up the X's for wagering.



Early-Sustained BOTH/AND Difference Graphic -- ADJUSTED

SA 3-29-95 1 8 D

NAME	L	N	%EARLY	%SUST
MERID	4		37.3	62.7
COZZE	1		55.2	44.8
GOLD	1		49.8	51.8
GIVE	2		56.8	43.2
ELIAS	1		54.4	45.6
TITL	2		48.2	51.8

The simplest, certainly the quickest and, in the long run, maybe *the best* Modeling tool we've ever devised. Just note a contender's degree of %Early, %Sustained or Late, and model their numbers on the graph.

Note that the winner and show horse were the most Even Early. *MERID*, at 62.7% Sustained was much too Late at 8 furlongs. And the horse with the best Counter Energy, *TITL*, placed with 2.9 Late. I hate the terms Early/Late despite their general acceptance. I prefer Positive/Negative Polarity, but I compromised with Early/Sustained with Presser closest to the 50-50.

Does it impress you as it does me that we *LOST THE RACE* (#2) in which we quite closely predicted the Fractional Times? As I stated at the beginning of this article, a great number of clients, as well as much of the "Horseplayer" public, bought into the arguments posed by Steve Davidowitz, Andy Beyer and a number of others, insisting that Pace has little value unless we could accurately PREDICT the actual pace of each race under consideration.

We're making a highly researched stab at it through AODDS and our NEW line of low-cost programs. We expect to be a little off most of the time and WAY OFF some of the time, but don't join the ranks of those with typical "Horseplayer" mentality and let it bother you. If you wish to make money or just win a lot of races, the bottom line is to PREDICT winners with the best prices when long-shots come along, *NOT* to more accurately project Pace of Race times.

DOC SARTIN

Perusing The Press

We occasionally see newspaper articles, portions of which should be of great interest to you. They often, in their own way, verify or justify some of the things we've been discussing over the years. Midwest client Pat Meegan sent me one penned by the Chicago area's Number One public handicapper, Ray Hallett, with kind permission to reproduce the salient portion in the Follow Up. Here it is:

HORSE RACING

New strategy to beat the horses

It doesn't take a rocket scientist to figure out that I have been having a miserable time with the bankroll at Arlington this summer.

What started out as a fun thing to do year's ago, has become my curse. Believe me, it isn't fun being singled out daily as that guy in the paper that is always losing money, especially when I have been having a very good meeting at Arlington.

For the record, after 31 days of racing, I have selected 99 winners from 310 races. That is 31.9 percent winners. I have selected at least one winner every day of the meeting.

A wager of \$2 to win on each of my top selections would result in a profit of \$105 for the meeting and a return on investment (ROD) of \$2.35 for each \$2 wagered.

How then could I be losing money?

Ray Hallett

That is what I wondered. Obviously, I must be doing something wrong with the bankroll. What could it be?

That question put me in front of my computer last week with a spreadsheet up and running.

For hours I carefully input all of my selections for the summer and all of the bankroll bets. Before I was completed I could see that a pattern was developing.

There is an old saying around the racetrack — it isn't how you pick them that counts, it is how you bet them.

I obviously have been picking enough winners to generate a profit but I have been betting wrong. To change the results I must change my strategy.

Before a new strategy is developed, however, it is as important to know what went wrong as what went right.

The bankroll is down \$364.60 and has a ROI of \$.51 on trifecta bets. I have lost \$496.70 and have a ROI of \$1.21 on exacta bets. Daily double bets have cost the bankroll \$58.90. The ROI for daily doubles is \$1.19.

Pick threes and quinellas have cost the bankroll an additional \$32. The overall ROI for gimmick bets is \$1.01 and the losses total \$952.20.

In short my performance with gimmick bets at Arlington has been dismal.

Bear in mind that Hallett is using a net figure for his ROI quotes and not adding the dollar bet as we do. But the bottom line is he can pick winners but *not* Place or Show horses well enough to box three for a winning Exacta or four for a Trifecta. He is focused on WIN. At that he does rather well, earning the title as the BEST in his area.

His problem is common with almost all North American handicappers. We were raised on sports featuring two teams in which, barring a tie, only ONE could win. This went also for events involving only two persons as in boxing or a singles match in tennis. It has been ingrained in virtually every society since the beginning of time: WIN! Coming in second or third is counter-cultural. For this reason, along with the kind of false pride that fuels the kind of ego that insists on always being FIRST, we see a mass of "horseplayers" and even handicappers whose choices come in 1st and 3rd, if they come in at all. Mr. Hallett's column, brilliant though he may be, reflects this cultural phenomenon.

His response, and alleged solution to the problem, is also typical of those conditioned by the "Hertz" culture. Instead of applying his mind to finding in-the-money horses with the same diligence and zeal he utilized in learning to WIN, he says that he's going to use a betting scheme that entails keying his top choice with other contenders for Exacta betting and he's going to quit Trifecta wagering all together. He writes:

To adjust for the problems with gimmick bets, I am forced to make two adjustments. I will drastically cut back on the gimmick bets that I make with the bankroll. Trifectas are out entirely for the time being.

Secondly, I am forced to abandon the strategy of boxing three or more horses. Since my strongest suit seems to be selecting winners, I will change to a strategy of keying my top horse with several others. My second and third choices also have been weak, so I will also go a bit deeper into my selections for the second horse in exactas and quinellas.

Will the changes in strategy work? Only time will tell.

Can the bankroll come back? I believe it is possible. If I didn't think I could turn \$1000 into \$2000 in a month, I wouldn't even

try.
I admire his determination when at the end of the piece he says that he will double his money each month. However I question his proposed new strategy. He can already pick the winner and, unintentionally the Show horse. So, all he needs to do is an *evaluation* of the factors in *his own* handicapping that land him on the Place horse. If none of his own handicapping factors pick enough Place horses to warrant Exacta wagering he should learn what they are from someone like client Pat Meegan and include them in his arsenal. If one cannot find the Place horse, KEYING his win bet over several others is not going to work either; and it will be even more costly. I'm sure there are lots of excellent ways to pick winners other than through our Methodology. But we're the only ones who have focused so strongly on finding the Place horse. Despite all my efforts, many clients find themselves too deeply indoctrinated by their cultural scripting and resist all my efforts. They stubbornly continue to bet the contenders who come in First and Third. Avis may rent a lot of cars but Hertz will always beat Avis in the "Horseplayer" mind.

The question is will Mr. Hallett do a Factor Evaluation on what produces horses that Place? As he states at the end of his column: "Only time will tell."

Our second press clipping comes from the Riverside Press Enterprise in a column by Stephanie Diaz.

Thunder Gulch on a Horse of Year pace

Surely but slowly, Thunder Gulch is stamping himself as a co-favorite for 1995 Horse of the Year.

How slowly? The Kentucky Derby winner's winning time for last Saturday's Travers Stakes was 2:03½, the slowest Travers since Willow Hour won in the mud in 1981.



HORSE RACING

Stephanie Diaz

How surely?

If there were any doubts as to the identity of the best 3-year-old in the country, Thunder

Gulch erased them in the Travers, coming off the pace to win by four and a half lengths.

There shouldn't have been any question after his convincing wins in the Belmont and Swaps Stakes, but the knock on Thunder Gulch always has been his lack of speed. Seems the little chestnut only runs as hard as he absolutely has to run to win.

Perhaps that quality is what has allowed him to win so often. By conserving himself, he has stayed sound while faster, flashier runners — Afternoon Deelites, Larry The Legend, and Thunder Gulch's own stablemate, the recently retired Timber Country — have injured themselves. Thunder Gulch is a model of consistency, cut from the same cloth as 1989 Horse of the Year Sunday Silence, another 3-year-old who did *just enough* to get to the wire first.

Thunder Gulch may not dazzle with his moves, but he does have a scorching case of the wins. He believes in winning, insists on it, and never was it more apparent than when he collared pace-setter Pyramid Peak at the quarter-pole last Saturday.

True, Thunder Gulch's final quarter was a leisurely :26½, but that was as fast as he needed to go to boost his year-to-date record to six wins from eight starts and earnings of \$2.3 million.

He could meet the other co-favorite for Horse of the Year as soon as Sept. 16, in the Woodward Stakes at Belmont. Or they might not hook up until the Breeders' Cup Classic on Oct. 28.

Thunder Gulch has done so many unbelievable things this year, it's easy to see how he might even smoke a Cigar.

She comments on the fact that *Thunder Gulch*, like so many Class horses before him, wins races by running *ONLY AS FAST* as necessary. For many years this was an adage that was said to apply to ALL race horses. However, a couple of decades ago, certain trainers defied this premise and suddenly SPEED, especially EARLY speed, became the deity at whose shrine most horse racing people worshipped.

The very best trainers ignored the trend except when they had to go up against horses trained by speed freaks. Good trainers still believe in the adage that a class horse need run only as fast as is necessary to WIN. They also have abandoned the once popular notion that EARLY speed: busting out of the gate and rushing a horse to the front before it was able to "settle into stride," is essential to winning. They refer to this tactic as being harmful to a horse's health, thus its potential longevity, because it puts too great a strain on an animal's muscles and joints.

Ironically, D. Wayne Lukas, who trains *Thunder Gulch*, was once one of the most guilty in this area. Now it appears he has matured and has abandoned the practice. At one time his quarter horse racing mentality caused his champions to have the shortest racing lives of any horses trained by a major conditioner. Personally, I think his son, Jeff, has a lot to do with his reformation.

Speaking of Class, about two years ago I said that it was a diminishing factor in TODAY'S racing. By Class I mean the way it's figured NOW: by claiming levels and purses and such. Dick Mitchell picked up the theme with an American Turf Monthly article called Class My !?*&!%. Now in the August issue of Phillips Racing Newsletter, former Teaching Member George Kaywood echoes the assertion; declaring that Class is virtually meaningless and that "Speed is King." Miss Diaz' column seems to dispute the last half of that notion.

True, the horse crossing the finish line FIRST is the fastest horse in any given race, wins 100% of the time barring disqualification or dead heat. It is also true that 100% of races are won by horses with jockeys on their back, or at least without any part of their anatomy touching the ground. But check the final times of the winners of Triple Crown and Breeder's Cup races over the past few years. Most have been won in less than spectacular final times. And, except for some anomalous final times on hard surface tracks, there is little over-all evidence to support the notion that "Speed is King".

We continue to agree with our old premise as a *general* fact when applied to many tracks; but especially MAJOR tracks. At certain minor tracks such as Fairmount Park, Finger Lakes, Charlestown, Penn National, and a number of others, even a SLIGHT Class edge in all Class areas means a lot. Average Purse Value, Earnings per Start and in-the-money finishes ALL play a part in selecting winners at such tracks whereas they are secondary at the majors. Ironically MOST of the persons handicapping these tracks don't realize that fact. Bert Mayne does and so do a few others I met at the New Jersey conclave.

The decreased influence of man-made class at the majors is not because "Speed" has become king, as asserted by several writers. The real etiology lies in the decay of our Breeding Industry. The dismal demise of Spendthrift and Calumet Farms, the death or murder of the great sires, all play their part. But Class will make a comeback within the next decade. Mark my words. Remember these two words that should be avoided at all cost by handicapping pundits: *ALWAYS* and *NEVER*.

One cannot write about Class without mentioning James Quinn's new book: "*The Handicapper's Stakes Festival*". Word comes down from the Quinn camp that he isn't too pleased with the book and even some of his friends think it's not his best. I DISAGREE!

Quinn has returned to a subject about which he is truly expert: CLASS. And other than at smaller tracks, a few of which I mentioned, CLASS is dominant ONLY in Stakes Races. This book's real problem is that it was written either five years too late or five years too early. It will someday become a classic worthy of the James Quinn of the late 70's and early 80's before he seemed to undergo a strange, mysterious metamorphosis. The book's unique format takes us chronologically through the four seasons of 1993's Stakes Racing.

While he cannot resist using some pace/speed type figures to bolster his class appraisals (especially Quirin's, who retired from racing almost a decade ago) the book is filled with pertinent information about how to evaluate and wager on Stakes races where Class still is valid. This is Quinn's forte and he handles it very well and in clear detail. None of the ambiguity and "borrowing" of concepts about which he knows little that has diminished the quality of a few of his other recent works.

Quinn knows Class. When Class returns to its former status in the next few years, this book's content will be of interest and importance beyond just the Stakes level. Get it now before it goes out of print.

My recommendation takes me back to the days when I was studying for the ministry and learned the phrase, "Love thine enemy." I guess you can take the boy out of religion but not religion, out of the boy.

THE HANDICAPPER'S STAKES FESTIVAL

James Quinn

Our next observations about things we see in print concerns the resurrection of Prairie Meadows in Iowa. In Follow Up #51, I referred to a commentary from George Cook of Iowa, in which he cited the huge profits coming from Slot Machines at the Prairie Meadows Casino operation but with insufficient use of the monies to increase the purses offered by the track. He felt that I used his letter to encourage people to bet the smaller tracks instead of Off-Site wagering on races at Hollywood Park, because at that moment in time Prairie Meadows Mutuels were better. He said he'd never write me again because I failed to "recognize" that Prairie Meadows was getting a fair share of the slot machine revenue. If I offended him I apologize but I did and DO know that Prairie Meadows is the licenser and IS getting its share of the slot machine profits.

I'm sharing the following with you NOT for the purpose of singling out Iowa, where our films don't gross much, but as a means of supporting my theme that "Gambling" begets gambling. The fear voiced by horsemen against Mr. Hubbard of Hollywood Park, that Casino-type action within the confines of a race track would HURT horse racing, have so far been groundless. Here is a piece from the Des Moines Register sent to me by Ron Ross long before I received Mr. Cook's letter.

Casino's brisk betting means \$50 million for Polk County

Des Moines Register 7-27-95

With slot-machine players gambling \$4 million a day, far more than expected, Prairie Meadows' revenues are soaring.

By DAN JOHNSON
REGISTER STAFF WRITER

Altoona, Ia. — Prairie Meadows' payments to Polk County should total more than \$50 million by the year's end, according to estimates revised by the track on Wednesday.

With slot machine betting averaging \$4 million per day — about 2½ times what was projected — the track updated its business plan to reflect the booming totals.

The new figures anticipate that the track will take in more than \$11 million per month in slot and horse betting revenue, with about \$5 million of that going to operating expenses.

Prairie Meadows has given Polk County \$15.9 million thus far, and projects another \$35.6 million will go to the county during the second half of the year. The county either will put the money toward Prairie

Meadows' \$82 million debt or use it to repay other debts.

"It's a conservative way to look at the rest of the year," Prairie Meadows General Manager Bob Farinella said.

Capital Improvements

The track will ask for some of that money back. Its board of directors on Wednesday approved a \$2.1 million list of capital improvements. The request is subject to the approval of the Polk County Board of Supervisors.

Polk County Manager Norm Jesse said some items, such as a \$180,000 coat room and improvements to the parking lot, are needed. However, he said the county had only budgeted \$1 million for improvements, as called for in the track's original business plan.

"It certainly is more money than we've been talking about," Jesse said. "But we knew that the \$1 million would not be enough. They're doing very well. They're doing so well that in some respects they're overtaking the facility."

Other requests on the 37-item list include:

- \$100,000 for a new system to time the horse races. Races are now hand-timed because the timing system installed in 1989 frequently malfunctioned.

- \$325,000 for 50 slot machines

should the track want to replace the 32 it is now leasing or should it want to expand.

- Two video signs — a \$225,000 outdoor sign that would show black-and-white images, and a \$180,000 infield color television matrix board, which would show Prairie Meadows' races. Currently, with most of the first two floors being used for slot machines, most horse fans watch Prairie Meadows' races from outside, and it's impossible to see the horses when they're on the backstretch.

The supervisors turned down a request for a \$500,000 sign earlier this year, saying they wanted to see how the slot operations fared.

"Pay for Itself"

Farinella said he thinks the outdoor sign could take in \$100,000 per year in advertising. He said the \$180,000 infield television board would do even better since it could take beer advertising, which an outdoor sign cannot.

"I think it would pay for itself within a year," Farinella said.

Prairie Meadows' board members gave the racing department the go-ahead to plan a 1996 season offering \$3.4 million in general purses, with an additional \$680,000 for Iowa-bred supplements. That also is subject to approval by the county and horse trainers.

With those facts in mind, let's give George Cook his say. The following is an excerpt from his letter:

FACTS:

1. At PrM, the slot machines are in the horse track facility and are the track's machines.
2. You must have a pari-mutuel license to have a land based casino in Iowa (or be an Indian tribe).
3. The slot revenue is almost 3 times the original projections.
4. Slot revenue is going to retire construction bonds and increase purses.
5. Five year purse projection:

this year	- 2.6 million (includes IA supplement)	
1996	- 4,080,000	"
1997	- 5,520,000	"
1998	- 6,960,000	"
1999	- 8,400,000	"

6. April and May casino revenue, after expenses is 11 million which will be applied to construction bond expenses.
7. The "official" estimate of revenue for April - December, 1995 revenue is 30 million and total debt is 63 million.

Comments:

Point being, slots are generating purse revenue and will in the future. Historically, the pari-mutuel operations could always make a profit and pay expenses, but never could pay on the bond indebtedness. With slot revenue, the bond debt will be repaid in just a few years. And my guess is purses may even be increased beyond the above. There is no purse reduction.

The live handle is down a little, but there is a 15% increase in betting due to the PrM signal going to Atlantic City, Canterbury and Woodlands.

All this space given Prairie Meadows is not really to focus on THAT track but as an indication of the wave of racing's future in general. It is to help refute those prophets of doomsday for Horse Racing - well-intentioned persons like Andy Beyer who periodically scorns the plight of North American Racing and treks off to Australia or Hong Kong with momentary zeal but returns with little to show for his predicted bonanza from these foreign shores.

Legislators are politicians. They, like most purveyors of handicapping material, seldom have an original idea. Iowa's solution is on its way to being copied in many states. Maybe a few lawmakers have been to Las Vegas (probably on an expense account from taxpayer money) and have seen fabulously increased growth there. They too are beginning to agree with my premise that "Gambling" begets gambling and the more you see the more you GET.

We receive a lot of calls and letters asking us to recommend a kind or brand of computer. We're not going to get caught in a fight over brands. We merely suggest that you get the BEST price you can on a computer that is: (a) IBM Compatible. (b) Has 640K minimum memory, Model 286 or higher. (386-486 will do more) (c) EGA, CGA or VGA Monitor. I never found a hard drive necessary but virtually every client does, especially if they want to download; so perhaps you should get a machine with a hard drive. Printer: Epson AND IBM mode. The least expensive I know of is made by Citizen. BUT, before you buy make sure you test your programs on the computer, monitor and printer. Above all, be wary of what any computer store salesperson tells you. In most stores they're hired to sell, NOT to inform.

On the subject of price. Here is a recent article from the Riverside Press Enterprise:

PC makers headed for price war, firm says

By Margaret D. Williams
Bloomberg Business News

Personal computer makers will be in fierce competition to sell machines in the fourth quarter that likely will escalate into a price war, a leading market research firm said.

In expectation of huge demand, most computer makers are building large quantities of machines, and the most important factors for buyers will be price and features, said Martin Reynolds, a director at market research firm Dataquest Inc.

"IBM, Compaq, Hewlett-Packard and Packard Bell will all be there and somebody has to lose," Reynolds said in a presentation at the Dataquest PC conference in Santa Clara. "It will be very, very interesting to see what happens in the fourth quarter."

One important differentiation for manufacturers will be price points as well as splashy features. Compaq Computer Corp. recently announced a new personal computer for the consumer market

featuring splashy video capability based on a standard known as MPEG. Reynolds said this will be very important in attracting buyers.

Reynolds said he expects other new product announcements from the other PC makers that include similar features.

Reynolds has dubbed this situation the "Christmas '95 Trap" because of past mishaps that have been make-or-break for personal computer makers.

In 1993, International Business Machines Corp. shipped too many personal computers in the fourth quarter and was forced to take back nearly \$600 million in inventory from angry retailers.

Then, last year Big Blue underestimated demand, selling out of its just-announced Aptiva computer in October and losing an estimated \$100 million in sales.

Compaq, on the other hand, had more than \$2 billion in inventory going into the fourth quarter of last year, and was able to take advantage of IBM's misfortune.

DOC SARTIN

COMMENTARY

VALUE AND MULTIPLE CHOICE WAGERING A – ONE, A – TWO, A – THREE

We begin this opus with a downbeat from the late Lawrence Welk. It applies to what we're doing because some of you, attempting to make or augment your living by wagering on —A ONE. Others, following our prescription, on A TWO. And still others, like Spencer Toner, trying A THREE. It is *possible* to make a profit employing any one of these three ways, However, when wagering on THREE horses to win the odds must be significant. Take the results from ANY day at ANY track and you'll see for yourself that betting three horses to win on EVERY race is a NO WIN situation.

Betting a third horse should be done from a separate bank: call it your speculative bank. When odds warrant such a bet, wager across the board in unit equivalents of 2-4-8. This way you will still make money on long shots even when they only show.

As for wagering on only ONE HORSE to win, I'll offer comments from two different books. The first is from a chapter by Dick Mitchell in his recent *Common Sense Betting*, 1995.

Betting two horses per race is strictly for beginners. It's a psychological strategy. You'll go to the win window much more often by betting two horses.

The second statement comes from me in a section of the original version of *Pace Makes The Race, An Introduction to the Sartin Methodology*, 1992, three years prior to Mitchell's condemnation:

Dick Mitchell was the first author in the 1980's to stress the vital importance of proper money management and value judgments. Burton Fabricand made some inroads on the subject in the 1960's, attempting to evolve a handicapping procedure from statistics. Mitchell's work is superior to any of Fabricand's.

Like Fabricand, he has excellent credentials as a mathematician and presents flawless long-range projections of profits from various levels of handicapping win proficiency. Mitchell has also produced, independently, highly integrated computer programs that provide state-of-the art "value" based betting lines. Mitchell is the folk hero and leader of a group I jokingly call the "Value Boys," among whom are Mark Cramer and Barry Meadow.

They crusade for profit through wagering decisions as opposed to merely picking winners. For those determined to bet on only one horse per race to win, Dick's prescription is eminently superior to those of his literary predecessors or contemporaries.

In stressing money management over the selection process, Mitchell may have sacrificed some users, but he also filled a big void in the literature of handicapping for profit.

If ever you can narrow a field to THREE choices, ALL having the same chance of winning and you simply *cannot* separate them by eliminating ONE horse, by all means bet the one with the highest odds. However, our computer programs are designed, tested and proven to get over 70% of the winners in the top TWO choices. I'm NOT talking numerical choices, I'm talking about selections that combine numbers, graphs and Factor Evaluation to produce the two most likely WIN candidates. The same procedures are used to find Place and Show horses. The Place horse especially, usually (except 26% of the time) appears quite differently on both the graphics and the Evaluation of Factors.

Assuming that Mitchell is an unbiased, scientific observer of the Methodology, which we all know he is NOT, his criticism of our wagering strategy AND our Win percentage is based solely on the NUMERICAL TOP TWO that some of you have shown him when you've gone crying to him that you cannot separate contenders well enough to find a profitable TWO HORSE Multiple Choice WIN bet. About 18% of clients fit this category. They simply Cannot (WILL NOT) use the full power of ANY Sartin handicapping computer program because they refuse to LET IT do its job. The reason for this has been best addressed in various *Psychology of Winning* columns in the Follow Up and in my short book with the same title.

On the other hand, many Mitchell customers have come to us in desperation because they so frequently bet the wrong ONE horse and had big problems when their rent came due. Mitchell is quite correct when he says that betting TWO horses to win, 60-40 or otherwise, is a *psychological strategy*. It

is also a *profit* strategy.

Look in various Follow Up Vox Pops for examples of the number of clients who failed to make any profit for many years betting on ONE horse to win. To quote one long-time handicapper:

"After twenty-six years of NOT winning enough to count by betting ONE horse to win, I finally but reluctantly tried it YOUR WAY. Now, thanks to you, finally getting it through my thick skull, I'm winning like crazy day in, day out. I only hope I live long enough to recoup all my losses from those years of betting on only ONE horse to win."

With rare exception, Bradshaw and Brohamer being the only two persons I actually know, handicappers NEED this so-called Psychological Strategy. At one time Mitchell himself was all for it, as you'll see when you read a copy of one of Mark Cramer's columns later this issue.

As for wagering on TWO, or sometimes even THREE, horses to win being "For Beginners," as Mitchell states in his book, let me take you to Miami, Florida. The year is 1986. Ironically I was doing a seminar with Dick Mitchell in what was euphemistically called a MITCHELL/SARTIN SUCCESS SEMINAR. I had the honor to meet live and in person, Jule Fink, (call me Julie) now deceased. At the time he was in his late eighties.

Jule Fink was the leader of the legendary "Speed Boys," made famous by the 1930's newspaper columns of Damon Runyon who wrote frequently about their HUGE scores at race tracks throughout the country.

"SO, you rediscovered the secret, eh," said Jule to me. "Betting more than one horse per race to win. That's how we did it," he added, "And not strictly by Dutching the odds, either. We bet so that when the longer price horse came in we had enough on it to make a bundle." Then he said, "Sorta' like 60-40, the way YOU recommend. That's how I was able to retire and buy up all that cheap Florida Real Estate and make a couple of more big fortunes when it went sky high."

My first question to him was: "Did you do it BEFORE or AFTER the pari-mutuel Tote Board became universal?"

"Mostly after," was the reply. "1934 was finally the year New York, the last state to do it, finally started using the Tote. Didn't matter to us," he continued, "We'd have guys betting for us all over the country. Tote or no Tote." Then these revealing words. "Same's true now. Little harder with the bigger take but the dough is still there waiting for you, son. Just keep on doing what you and that Brohamer are doing." You can tell he was in his late eighties. He called me son. It was a sad day when we lost the great Jule Fink.

Then finally from Jule's own lips came the words I have so often paraphrased right here in the Follow Up.

"Hell with the track take. The odds you see on the Tote are the ones you get. Don't like 'em, don't bet 'em. Simple as that."

One erstwhile one horse bettor who ALWAYS knew of the "Speed Boys" strategy, is Tom Ainslie. Before he joined us and started using our computer programs to bolster and confirm his own great skills, he says that he always wagered conservatively and was content with his winnings betting on a single horse. I finally convinced him to try my prescription. In those many cases where he found confusion as to WHICH horse to bet, and the odds justified it, he began to bet TWO horses to win at

60-40, or in accordance with whatever ratio was the most profitable.

Before, when he had difficulty in picking a clear cut winner, he just passed the race and sometimes would get three or less wagering opportunities per day. Now he bets five or six races per track and has a declared and bona fide win percentage of 72%.

Is Tom Ainslie a beginner? Does the foremost handicapping authority in North America need a Psychological Strategy? To abridge his own statements on the matter: Yes! Each day *every* handicapper starts out as a beginner because in a stochastic event the variables are subject to change each day. As for the psychological aspects, he is in complete agreement with our position. He expresses his feelings about the horseplayer's intellectual need for MORE than just handicapping knowledge in his dust jacket commentary from Mark Cramer's novel *Scared Money*, which is totally about the importance of the Psychology of Winning.

"Successful horseplaying depends on intellectual prowess of the kind that dominates big-time chess, bridge and poker. In this extraordinary novel Mark Cramer, a nationally renowned horseplayer, demonstrates most entertainingly that the art of beating the races also draws on major emotions such as the courage that enables a jazz musician to improvise freely. Horseplayers will learn much while enjoying this story. And non-horseplayers will learn more."

- Tom Ainslie

Interesting to note that early in Ainslie's career he was a Music Editor for Billboard magazine, covering the Jazz scene in New York. Interesting also, that long before I met the venerable Dean, I stated categorically that The Sartin Methodology was and IS a "Jazz" Method. Not one with which you could win merely by reading the composer's notes. "If you don't like Jazz," I said, "Don't try using this Methodology."

By Jazz I mean REAL Jazz. Not some of this claptrap that they pass off as such by today's distorted definition. Not such a coincidence, really, that Mark Cramer is also a BIG Jazz aficionado. Anyone think Ainslie is old hat, out of date? Here is a word from Cramer on that subject from a recent Cramer-Olmsted Report:

Ainslie is living proof that one can get younger as the years go by. His handicapping is graced with the type of critical

thinking that separates winners from losers and his writing style is both elegant and forceful

Perhaps Mitchell will say that Ainslie is the exception *because* of his stratospheric status in our field. NO! His wife says he puts on his trousers one leg at a time. He became the Dean of Experts by doing exactly what we have recommended that you do. He began by studying the works of all the alleged experts and writers who preceded him and used his own mind to sort the valid from the B.S. (There is where a lot of clients have BIG trouble). He diligently perused the information and the Past Performance Charts in the Daily Racing Form (and Morning Telegraph back when), He made it a point to *personally* meet with and quietly watch the techniques of known winners AND losers. (Something he still does today). His thesis is that in order to win you have to know precisely what the losers who make up the majority are doing and then do just the opposite.

After reading Mitchell's *Common Sense Betting* and his phrase that 'betting more than one horse to win is for beginners', I called Ainslie and asked him for some historical references regarding successful multiple choice wagering.

We MUST distinguish MULTIPLE CHOICE WAGERING from Dutching!

When Dutching, you bet each horse on accordance with the odds so that no matter which horse wins the payoff is the same. The gangster, Dutch Schultz profitably utilized this practice before the advent of pari-mutuel machines and the Tote Board by playing the odds offered by various bookmakers until he found an UNEven balance that made it possible for him to wager thousands on EVERY horse in a race and still make a profit. That practice is impossible today because of the pari-mutuel system.

Before Schultz there was Pittsburg (No H at the end) Phil. But he was BEFORE the days of pari-mutuel wagering. After Schultz came other "Dutchers," many of whom tried first to eliminate the favorite then bet several horses as dictated by the odds.

Ainslie provided me with some other interesting facts. For those of you with long memories or books of classic cartoons, there was *JOE & ASBESTOS*, a couple of grizzled racetrack degenerates with losing tote tickets in their hats. The cartoon was syndicated through Hearst's New York Daily Mirror and penned by Ken Kling.

Syndicated cartoons didn't pay all that much back then, so the artist had to supplement his income at the race track. He made a LOT of money doing so and stated that he wouldn't even DREAM of betting just ONE horse to win. He was a famous multiple horse bettor.

We've already mentioned Jule Fink and his fabled "Speed Boys." Incidentally that term is not what it seems. They did NOT wager on final time; they were PACE HANDICAPPERS. The term "Speed" comes from the fact that in their day jockeys rode as do English riders, taking it easy at the outset of a race and then going all out after the final turn. Jule and company looked for FAST Breakers - thus the still popular term for such horses: "The Speed." They even paid jockeys a bonus of \$400 if they would break an acceptably bred horse FAST from the gate.

They were NOT cheating. It was tactics. For many years, after they finally caught on, many trainers would apply this practice. Then, from about 1992, at most tracks, many trainers altered their strategy to having their horse make their move approaching the SECOND FRACTION. The now famous TURN TIME Move. Sound familiar?

In the 1970's Huey Mahl came along and *called* it DUTCHING in order to take advantage of the

widespread use of the term. What he really recommended was that we make a TWO HORSE ENTRY and bet it as ONE horse. "No one seems opposed to betting entries," he said. "Why not make your own ENTRY and bet it as you would any other entry - EXCEPT that you don't have to take the SAME odds on BOTH halves of the entry." This became known as multiple choice wagering.

I asked Ainslie to cite what HE had written about multiple horse WIN wagering. Because he has written so much over the years he couldn't recall the specifics of what he wrote by book or page. So I looked it up. Here are some of his replies refuting the claim that multiple horse wagering is for beginners.

TOM AINSLIE

money management

For the handicapper who has not yet demonstrated an ability to stay ahead of the game; the only prescription is more study and more practice. No system of money management can help, except occasionally and by accident.

The size of each bet absolutely must conform to a long-term plan compatible with the player's own style, the kinds of risks that arouse minimum anxiety, and the winning probabilities associated with the individual handicapping procedures.

Betting More than One Horse to Win

Jule Fink and his celebrated "Speed Boys" attracted national attention years ago with their practice of betting two and three horses to win the same race. As far as I know, Fink and other successful players still make money that way. It is a perfectly reasonable approach for any good handicapper with plenty of capital. If you can narrow the contention in a race to two or three or four animals, and the odds on each are high enough to assure a net profit, such betting makes sense.

Two Horses per Race. Some of the biggest winners in history have specialized in betting on two or even three or four horses per PLAYABLE race, except when able to find a single standout at good odds.

I sent the Dean a copy of his own works with a note saying: "You geniuses seldom remember everything of importance you ever wrote or said. Us non-geniuses *have* to remember everything we ever wrote or said to compensate for our lack of genius." He replied with typical humility but heavily laden with his unique style of gracious humor.



Howard G. Sartin, Ph.D

The Psychology of Winning

SELF TALK & Self Esteem

Mel Shrawder's multi-page form for Self-Talk in Follow Up #52 got a lot of truly positive response. Some used the form he developed, others simply told us what they did.

Here is the gist of one client's Self-Talk Formula:

"At the **BEGINNING** of each day tell yourself **ONE THING** you're going to **DO** that is important to **IMPROVE** (your handicapping or whatever else you might aspire to).

At the **END** of each day ask yourself what it was you **DID** to improve yourself in whatever category applies from above.

EACH DAY, after performing these two simple exercises, **ASK AND ANSWER: WHAT DID I ACCOMPLISH? WHAT DID I DO TO MOVE MY LIFE (handicapping) FORWARD TOWARD MY GOALS?"**

There were many other missives containing similar vows. I could reprint them all here or give them to you in small doses. I've decided on the latter because of a strange phenomenon that has prevailed since the first Follow Up in 1987. If we don't mention something in every issue, many subscribers get the idea that it is no longer valid. This goes for concepts and computer programs alike.

Apparently some people subscribe to the advertising industry's old slogan, "First, **TELL** them, then tell them you **TOLD** them, then tell them **WHAT** you told, then **TELL** them again that you told them, and finally tell them you **TOLD** them what you told them."

This is the essence of almost every TV ad. Thinly disguised continuous repetition of the same theme designed to imprint the viewer's subconscious mind with their message. Retailers do on-the-spot "source" surveys asking customers where they heard about whatever they're offering. Manufacturers do *recall* surveys to find out from a poll of a given number of persons, by market, asking if they are familiar with the *brand* name and the source of that familiarity.

They don't care if the respondent ever purchased the product as a result of their advertising. They keep their accounts happy if a lot of respondees recognize the *BRAND* name.

If we followed this time-honored scheme we'd just publish one big Follow Up and send it out six times a year. I can think of a few clients who wouldn't know that we were doing so. They subscribe; but I suspect that they don't actually read it. Let me assure you that if something becomes obsolete we'll tell you and take it off the market.


We also have a few people who stopped subscribing because we insist on continually *moving* ahead. They want us to remain in 1982 stasis. They cannot understand that our goal is to *stay ahead* of the market. Since the computer program market is dominated by our 1982-83 concepts, they can't seem to get it through their heads that original or pirated versions of those older programs are so common that they no longer produce winners paying the kind of mutuels they earned in the early eighties. Apparently some people will not accept the fact that saturation DOES affect mutuel prices. They don't want progress. They want the old and familiar material, the easier to understand stuff, no matter what it costs them in lost income. Well, there's a lot of it out there, most of it a duplication of what they purchased when they first joined us. But ALL of it at a *much* higher price.

So, if and when they have enough perspicacity to learn that they've just paid over \$1,000 for a Phase III or Phase I clone, they have only themselves to blame.

Finally...
Someone has put
it all together!

ALL-Ways™
COMPUTER HANDICAPPING
SOFTWARE FOR PROFESSIONAL
AND SERIOUS HORSEPLAYERS

**"THE RACE
DOESN'T ALWAYS GO
TO THE SWIFTEST"**



All-Ways provides you with all the information you need to determine the horse's suitability to the distance and surface and to evaluate the horse's current form, current class and ability to handle the probable pace, speed and running styles of the entrants. ALL-Ways even includes pedigree and basic jockey/trainer statistics. This is comprehensive handicapping at its best. Spotting these speed types that are false favorites presents powerful overlay wagering opportunities... the key to profitability.

Brohamer/Sartin Figures
Hambleton Figures
Scott Figures
Quirin Figures

Only \$1,095!

Note whose names they used first. Alphabetical, not chronological order, of course. Many of their other readouts are contradictory so it's hard to tell which ones to use. Quite fancy and well programmed, however; requires windows, among other things.

As of now we're combining the *55% SOLUTION, Key to Exacta and other Exotics*, and the *TANDEM* manual into one manual. Both concepts increased greatly the incomes of a lot of clients who read the material and acted upon it. There's the rub: *Acting* upon the material you have; manuals AND computer programs. I just had a call from a man who missed a \$16,000 Trifecta because he just wouldn't believe his Thoromation readouts that got the Trifecta 1,2,4. He couldn't see his way to boxing four horses so he passed on the 16 grand. You can lead a horseplayer to the solution but you cannot make him/her bet as prescribed.

This is another reason why I'm confounded by the "Value Boys." They tell their customers not to bet a \$10 horse if "Their" line says it should pay \$14. Where do they come up with the kinds of people who have the discipline to follow their rules? I never meet any. It seems that those with that kind of discipline never cross my path.

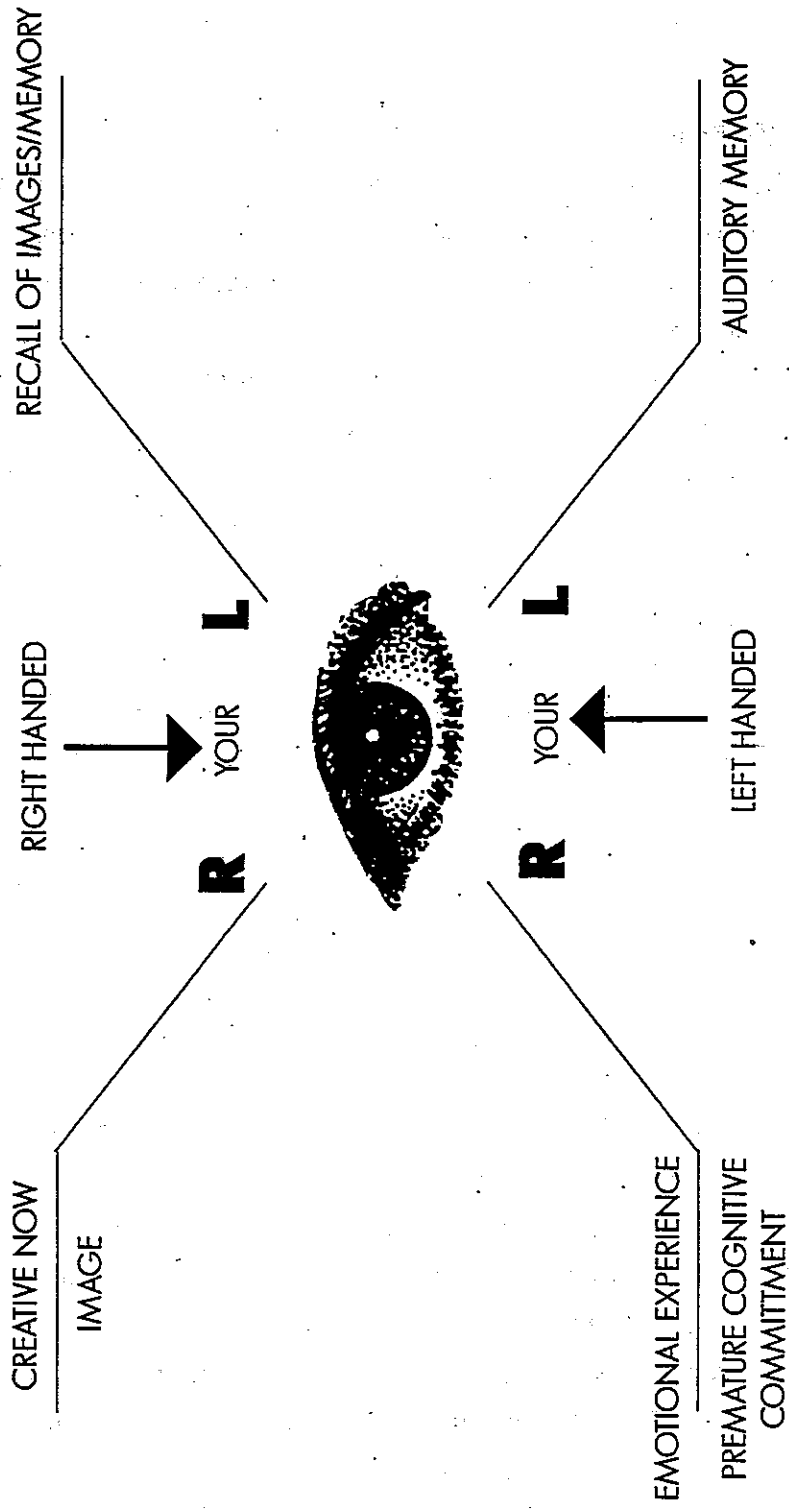
SELF-TALK can help EVERYONE with their wagering discipline IF they do it seriously. I still get asked to make an audio tape to help clients in this regard. My daughter Mary has just about talked me into it. We'll keep you posted on audio AND video tape aids coming up. Here is another tool to help you improve your hidden handicapping skills. I say hidden, because most of you HAVE them already, but block them for some of the reasons we have frequently discussed in this series. Study the picture on the following page thoroughly. It can be of immeasurable help. Note the different approach for right and left-handed persons.

Where it says: "Hold, NO BLINK, we suggest that you HOLD for no less than 20 seconds. Following the instructions on the chart you will be able to:

- (1) Increase your recall of things you've learned but forgotten,
- (2) things you hear or have heard but are still confused about.
- (3) Recall the benefits from positive emotions (winning) and,
- (4) Stimulate your creative forces.

#4 is the MOST important of the 4. Ask Mel Shrawder. I just talked with him on the phone. He accepts the fact that this is a JAZZ Methodology. Jazz is improvisation with rhythm. The TWO most VITAL factors in successful handicapping are: ABILITY to improvise on the theme of your knowledge and experience. And developing a personal RHYTHM in your implementation of that knowledge and experience.

HOLD
NO BLINK



Here is an excerpt from a letter that painfully expresses a major, deep seated problem faced by a great number of non-winning handicappers:

Dear Dr. Sartin,

I am now winning over 55% of my races with your 2 Horse Methodology. I had one 65% 20 race cycle and that felt real good. Just recently I had a \$43 winner. I feel confident that I can get to a consistent 65% winners if I can just get over one stumbling block.

Sir, I was raised in a very religious, fundamentalist environment and have had trouble shaking some of the old teachings. For some reason I feel uneasy when I win, such as when I had that \$43 horse. When I lose I feel kind of relieved. I also find myself being a kind of compulsive bettor. I go to the window intending to bet \$20 and find that I have bet \$50 or more. I am also a recovering alcoholic. Please HELP ME! My compulsions are overcoming my self-discipline and even when my two horse bets show a profit I end up losing money because of so many foolish side bets. I think my compulsion to make these foolish bets comes from my religious guilt feelings. Tell me what to do.

This letter is typical of many in my files. The writer's non-winner life-script written for him by his early religious conditioning is by no means unique to clients of psychotherapists. Neither should it be regarded as a knock against religion per se. Only the individual's interpretation of things he/she was TOLD in the name of religion. Many parents and other authority figures put their personal prejudices into the mouth of "God" in order to give omniscient weight to their own pathological and sadly warped perspectives, which they probably got from THEIR parents and/or other "authorities."

Every purveyor of handicapping information, books and methods, has customers similarly afflicted. They just don't want to admit it or take any constructive action if and when they get letters like the above. So they go on selling their information, books and methods; never accepting or admitting that the true key to winning is NOT just information alone, but INSPIRATION through self-esteem.

MARK CRAMER put it quite well in this article that he gave me his kind permission to reprint here.

Mark Cramer

Self-Esteem and Winning

AT THE TIME it seemed ridiculous. State governments were spending tons of research dollars investigating how self-esteem affect childrens' performance in school. The theory was that kids whose cultural backgrounds had been disparaged and who were taught to admire only the cultural icons of the disparagers, would develop a negative self-image that ultimately would cripple their school performance.

Then came studies from several Schools of Education at major universities that added evidence that childrens' self-esteem was the primary factor in their school performance. The self-esteem of a Native American child, for example, studying the "achievements" of President James Polk, might get knocked down a few rungs considering that Manifest Destiny was in essence the demeaning of the Native American way of life.

While this self-esteem performance factor is still being debated, support for the theory comes from an unlikely source—horse race wagering. thanks to the world of Dr. Howard Sartin, and backed up with the convincing work of Dick Mitchell, it is now accepted that more than speed figures or pace figures, more than class analysis or form cycles, the handicapper's self-esteem is the most potent determining factor in his success or failure.

Horseplayers are clearly a subculture within the culture. In fact, most American horseplayers will have more in common with French or Japanese horseplayers than they will with American non-horseplayers. Folks who love horse betting have a common culture that transcends national boundaries. Non-horseplayers from the U.S.A. are more likely to understand medical convention language or legalese than they are to understand the dialogue of two railbirds.

In this way, horseplayers are a minority. And in fact, our "custoins" are frowned upon by society at large. In popular culture, horseplayers are grotesquely stereotyped. In "Guys and Dolls" we are hopelessly degenerate. In the Richard Dreyfuss film, "Let It Ride" we never open a *Racing Form*, we are hard drinkers and we are superstitious. In other words, in popular culture about horse racing, we are the Indians in works written by cowboys.

Educational theorists say that this type of thing leads to self-hatred. Dr. Sartin suggests that in our subconscious, the tenet that betting is evil has a very negative effect on us when we walk to up the window to place a bet. With low self-esteem, we are far more likely to make subjective decisions that will lead to a losing return on investment. In other words, we have internalized all the negative things that the dominant culture has taught us about our subculture.

Let's examine more specifically how this negative self-esteem leads to poor performance at the track, by examining just one of the myths that the dominant culture has ingrained in us, namely: *you can't win at the races.*

Here's what happens to the player who has internalized this myth. Give this player a winning method and he'll turn it into a losing method. For example, the player operates a system with a 25% hit rate that produces a 30% profit, based on a 5,000-race research sample covering all tracks. Not bad! Better than a stock mutual fund. Such a method would have rescued the savings and loan industry.

So the player starts betting. After some period of time, maybe even after some initial profits, the guys runs into a "losing streak" of five races. Now, mathematically, there's a 10% chance for this 25% hit-rate method to suffer eight consecutive losses. The research has proven that the method easily absorbs losing streaks such as this one and still emerges profitable!

But the player, having internalized the myth of the dominant culture, that *you can't beat the races*, is now ready to throw in the towel and try something else. In other words, he is going to abandon a profitable method because a mild downhill slide has triggered the myth to the surface in his consciousness.

Here's another example of low self-esteem, and believe me, I've seen good folks succumb to this one more often than not. A very competent handicapper comes up with a horse that has a number of positive factors in its favor. The horseplayer gets to the track, sees that on the toteboard, there is NO ACTION on his horse.

"I must be wrong," he reasons. "Why does no one see what I see? I must be missing something in the past performances."

So he doesn't bet the horse, maybe even bets the favorite instead. The horse comes, and pays \$38! The player is beside himself. he feels a sinking in his stomach, loses his appetite for food and for life itself. Negative self-esteem has prevented him from making the right decision.

The worst-case scenario of the low self-image find the player so devoid of confidence that he plays too many combinations in the same race. Even if he wins, he may end up losing. He is using the "shit-hits-the-fan" method because short-run setbacks have caused him to abandon his long-run positive expectation.

I am quite convinced that self-esteem is of far greater importance than which handicapping method you finally choose to adopt. I have seen winning methods lead to losses when a negative-thinker gets a hold of them. On the other hand, I've witnessed colleagues with the right attitude, based on positive self-esteem, who are destined to win no matter which method they choose.

Educators who are currently debating the self-esteem theory would be wise to check with horse race analyst, who have all the evidence that the theory is valid. Although our subculture has not been conquered nor hustled into slavery, we are the target for massive negative stereotypes. Those horse bettors who internalize these stereotypes have no chance whatsoever to win at the track.

Here is another very recent report from a client who recognized that he had accepted a non-winning Life Script and decided to do something about it. He took Win Therapy seriously with these results:

...After Reading Follow Up 51 and then seeing that great example from Mel Shrawder in number 52 which arrived yesterday, I decided to use HIS form for my personal use. It worked. I was shocked at how fast, but it changed my outlook or lifscript, as you call it. I just went out and won 13 of my last 20 races Before 11 of 20 was my best cycle. Now all I have to worry about is being like that old Greek Sisipus, or whatever his name is, and not backslide. Thanks, Doc. And, thanks especially to Mel Shrawder for sharing his own highly personal experiences with us all.

His report of 13 wins in 20 races came with races documented. His average two horse bet mutuel was only \$8.40. Lower than average but still producing a return on investment of 137%, or 37 cents profit for each dollar wagered, win or lose. He added this comment:

Dr. Sartin. As you can see, my contender selection has improved since you gave out those "Rules" about contender and pace line picking. This improvement is also due to the application of your "Psychology of Winning articles and the booklet you sent me called the Psychology of Winning." I am also using YOUR original Phase I to qualify my contenders. It gives me a clear picture of how the race will set up. I fully expect my next cycle to show even MORE improvement.

That last line is most encouraging. Positive expectation. Most horseplayers, discounting any need for Win Therapy, have negative or at best, anxious expectations about their next 20 race cycle.

The vast majority of non-winning horseplayers will never succeed with information alone; they need to write a NEW life script. SELF-TALK is one good way to start and Mel Shrawder's Form an excellent one to follow. On the following page is another one for you to photocopy.

Photocopy this page for your own use.

THE FIVE LEVELS OF SELF TALK

Level 1 "I can't..."	Level 2 "I need to..." "I should..."	Level 3 "I never..." "I no longer..."	Level 4 "I am..."	Level 5 "It is..."



VOX POPULI

THE CLIENTS SPEAK

Dear Howard,
Results using Quad with Thoromation have been sensational at CRC.
Please send me the Factor Evaluator program ...
W.G., Florida

Dear Doc:
...I am currently using Phase 3 quite successfully but would like to upgrade to improve my performance (66%). Would it be advisable to acquire both the Quad-Rater and the Synergetic Match Up II?
As a matter of interest I belong to Bloodstock Research and I have received a copy of Jim "the Hat" Bradshaw's AODDS Silver. I notice some similarities to the Phase 3 plus of course it selects the paceline for you.
I guess I could toot my horn as well. I also had Thunder Gulch in the Kentucky Derby (my Phase 3 printout attached) and at our track he paid \$80 to win, \$45 to place and \$30 to show. A pretty good investment.
Finally in closing I appreciate all the efforts that you, Jim, Tom, Shane, Spencer and all

the others who contribute to the Follow Up. I look forward to receiving it and usually read it all through in the same day. I have gone back and re-read the older issues more than four times because I still come up with some additional info that is beneficial in my selections. Keep up the good work and thank you very much.
Very Truly,
J.B., Calgary, Canada

Dear Dr. Sartin and Shane,
Thank you for publishing my letter in Follow Up 51.
I've enclosed a Thoromation report for the balance of my wagering at SPT.
Thoromation, Entropy and Quad Rater come through. As you know I use APV, S/CR, SRTV and BYR to pick my contenders. Then use Entropy II as you suggested to get my contenders down to four...Then I use Thoromation to select my two horses for win wagers.
Starting yesterday I used Shane's suggestion (Follow Up 51) for determining when to use 2 Adjust. This should cut down on my indiscriminate use of 2 Adjust.
At Danville OTB wagering on AP I won 4 of 5 win bets - no

long shots but as you can see, 1.36 ROI isn't bad.
Sincerely & God Bless,
R.B., Indiana

Dear Howard,
(send me) a copy of your new Quad Rater program.
I saw a print out on it in your latest Follow Up .
You sure have refined Pace handicapping into an art form.
My congratulations!!!
D.Q., Nevada

Dear Doc,
It's been a year since my first Sartin Seminar. I was so overwhelmed by the knowledge that I didn't have, that I've spent the past year reading, studying and learning. My close friend, Dr. W.N. both introduced me to the Methodology and has allowed me to work and learn with him using many of the programs. It's been a super year.
...Thanks for the opportunity. I am already a believer in the programs, the Methodology and the psychology; therefore, I am very pleased to be a client. If any further information is needed, please let me know.
Sincerely,
R.S, Arkansas

***A letter from our 1994 files.
But we thought it timely***

Dear Howard,

I want to thank you for the insights you gave me during our talk in Baltimore.

...I have made the (self talk) tape as you instructed and played it last night. I believe you when you say it is not the programs but the psychology of winning that really counts. If your help wasn't enough, as fate would have it, I had the pleasure of riding home on the train with Bert. It was almost eerie how as we talked he repeated the same things as you did especially about the so-called experts. It is amazing that without talk of pacelines or readouts I now have the way to go. I don't now how I was fortunate enough to be in the right place to get all of this insight but I surely will be using it. In "39" pays (give or take) I will write again to update you on my progress. Once again thank you for taking the time to help me.

T.G., New York

Dear Doc,

Enclosed is my check for renewal of the Follow Up. I have been a client since issue #4 of the Follow Up and would be lost without the knowledge I've gained by poring over issue after issue innumerable times. I seem to get something new with each new reading of the issues. Because of circumstances, I had never been able to attend a seminar until the March workshop in Las Vegas, when I finally made it and was able to meet you and the "Hat" and all the other clients and I was truly amazed at the warmth, patience and general

feeling of a family reunion which took place. It was a great learning experience and I came away with a renewed feeling of not being skeptical about betting at tracks other than the New York tracks, which I usually play at home.

...I've gone on long enough, just want to say that the PIRCO people are the greatest!!! Keep up the good work! In keeping with the spirit of PIRCO,

Fraternally yours,

J. DeC. Connecticut

Dear Doc Sartin,

Let me introduce myself. One of my best friends has been showing me your method of analyzing races. He started doing this because we both had something in common, we were both laid off from our jobs and needed a means of subsidizing our incomes. (My friend) is thoroughly familiar with your various methods of analyzing races and is a devoted supporter. I have spent several months with (him) observing your methods and I feel it would be very beneficial to him and me if I could utilize the same software. He has assured me that he would stay with me and teach me the proper means of utilizing your methods. He has used your Methodology software for seven years and he has used the Thoromation software for the last 2 1/2 years. He has been kind enough to give me a general understanding of the principles of the methodology for use with the Thoromation software at his home.

I am a 53 year old manufacturing engineer who was caught up in the defense layoffs in California 1 1/2 years

ago. At my age I have found it very difficult to obtain employment in my field. I have been handicapping horse races for many years with limited success. Your Methodology as explained by my friend has me very excited. He has proven to me how well it works.

I am enclosing my membership...

Best regards,
T.C., California

Dear Howard:

I just received follow Up 52. Outstanding as usual. I haven't written to you for months. I've been so busy using AODDS gold and Quad with Thoromation. Also just enjoying the summer as it is sometimes short up here. Not like southern CA. I've also spent some time with (name withheld). Now I think I know how you feel when you get ridiculed or put down by the opposition (which there isn't really any opposition to the Methodology). I just wish people would read you "Statement of Policy" before they turn the page and read on.

Last week when I was organizing my Follow Up's, I was flipping through Follow Up #47 and got to page 51 - The Add Test. I decided to take the 100 questions and found that I had improved by 10 more NO's than last time. Only a few more NO's to go. This means so much to me.

Thanks so much for your guidance and leadership. This has helped change my life.

D.C.M., Canada

Dear Dr. Sartin,
...Enjoyed the Meadowlands Seminar and in particular meeting you, the "Hat", and Glen Connolly. I had to leave the simulcast session in the middle of the afternoon Sunday, but profitably, thanks to friendly Glen's guidance. Sorry I didn't get to see you before I left...

Sincerely,
J.R., New Jersey

Dear Howard,
I'm a client for over 1 year now, but I'm just now starting to really learn and understand my program Synergetic Match Up II. 65% - 70% winners. \$6.50 to \$7.00 average mutuel - no big deal for the really successful members, but extremely exciting for me!...Thanks, this is truly changing my handicapping life for the better.

Sincerely,

D.G., Missouri

DOC's COMMENT: Congratulations! Your win percent is up there with the best. Just avoid betting races where \$6.50 is your win mutuel. At \$7.00 you can make a profit. But go for \$8.00 and over when possible.

Hi Howard ("Sartino")

I am sending you the tapes that I recorded at the N.J. Seminar.

The Seminar was great. You, Tom Ainslie, the "Hat", Glen Connolly, and Joe Deacy are all exceptional human beings!! It was a distinct pleasure to meet all of you and I am looking forward to seeing you all again at a future seminar. Howard, I sincerely hope you can keep your advanced programs away from the rotten

pirate parasites who steal, cheat and copy your ideas and principles...

Sincerely,

V.V., New York

DOC's COMMENT: V.V. is of Italian descent, By adding the 'O' to my name he did me the honor of making me a brother Italian.

Dear Doc and Shane:

Many, many thanks for Synergetic Match Up II. Please send me Factor Evaluator and Quad Rater... I have hit 3 Exactas over \$150, two Trifectas, one over \$1,200.

Sincerely yours,
SSG, Ret Army
R.H., New York

Dear Doc:

...FU52 arrived yesterday and as usual, I took the phone off the hook, kicked off my shoes, hit the couch and read it from cover to cover. From one writer to another I applaud you, Doc. Not only is every issue informative and eye-opening with regard to money management and handicapping matters...it's also a great read. Kudos to you...

Quad Rater continues to perform admirably. Some weeks ago I decided to exercise a little self-control and vowed to pass races that made no sense to me. One month later, my starting bank of one thousand dollars has swollen to eleven thousand, and I have Quad-Rater to thank for it.

I hope all is well with you...

Regards,
P.T., California

Gloria-

I did (another) foolish thing! I wanted to clean up my Match Up disk, so I entered the command "Del *.* Rac.", and guess what I got?! A clean disk with program, races and all erased. I am enclosing a check for \$12 to cover the replacement cost.

...I'm sure I speak for all of us when I thank you for being there for us. Your timely attention to my needs, and your pleasant attitude make you a valuable asset to the Sartin organization. I hope we have an opportunity to meet.

B.R., New York

Dear Dr. Sartin:

Your page 31 of the Follow Up #48 is a classic.

Your comments reminded me of this story: Dandy Dan the Life Insurance Man was finishing his presentation to Pa and Ma out on the farm. After he left, Ma said to Pa, "I believe that he is the smartest man who has ever talked to us." Pa said, "Yes Ma that's right. What did he say?"

So much for the experts.

C.M., Florida

DOC ADDS: The #48 comments he refers to ends with "This Method is dedicated NOT to teach you how to handicap, but teach you how to WIN!"

...I had just finished with some positive thinking/writing/workinprogress when it occurred to me that in one way, the Doc is actually encouraging people to steal his work.

No, not just rip him off, not sell his ideas and formulae like so many money-grubbing vampires do. That's way too easy. The idea is to take his 'stuff', the methodology concepts, ideas, conclusions, statistics, and energy and make it your own. Make it a part of yourself until there is no self. Until the tool is you and you are the tool—inseparable. In other words, steal the methodology, work with it, until you and the doc's stuff are one. This is what both Stravinsky and Picasso meant when they said "Good artists borrow, great artists steal!"

When the painter and his brush/paint become one, there is no artist; just brushing and painting. As a musician, I was blessed to have the rare occasion where I was not playing the piano, there was just a song going on inside of me that was meeting the song outside by way of my finger. I was not thinking at all, I was not even there! There was just pure singing/playing.

STEAL THIS MUSIC

**Steal this song
Steal my music
Make it yours
 completely**

**Sing it out
Sing this song
From your guts
 deep inside**

**Lose yourself
Lose your mind
Play the song
 without thinking**

**Sing it out
Sing it clear
Until the singing
 is all there is**

**You are transparent
There's just the song
 playing on
 within**

P.B., California



Q & A WITH THE DOC

We'll deal here with two subjects about which we get the most questions. It's time to separate researched fact from advertised fiction.

(1) PAR TIMES & PAR PROJECTIONS

In a previous issue we discussed the difference between PAR TIMES and PAR GAPS. Gaps meaning the differentials between fractions with a set of par times. Ironic that Tom Brohamer contributed to the Par Gap concept by supplying us with sets of representative Pars *made by him* as the basis of our research. I stress *made by him* because, via the widespread publicity for other par time makers, Tom's Par Time service, although the best, was limited to southern California.

Perhaps you are as naive as I was until I purchased a complete set of pace and final time pars from the most highly publicized source. I purchased it for comparative purposes only, *not* for my own use. What I discovered served to destroy another one of my illusions about the best known purveyors of handicapping information. Another in the long series of deaths for my innocence.

The Pars were made from the circuit of tracks that the par makers *played*. In this case the word 'play' is applicable. Then through a computerized formula, all other tracks were figured based on a relative Track Equalization Speed Chart similar to the one provided each year by American Turf Monthly Magazine(newsstand price \$3). I paid over \$100 for my complete set that included a book on how to use them, or misuse them, as it turned out.

Since Tom Brohamer has been making and, properly using, par times for much longer than most of his contemporaries, I accept his word that their *prime* value is appraising class moves, shippers, distance changes and for making daily variants.

Enter once again, the hero of Follow Up #52, Mel Shrawder. Not only does he get the Psychology of Winning Prize but an extra bonus in his crackerjack box for using that psychology in handicapping.

Mel discovered for himself something we've addressed on these pages and in many manuals from the very beginning. Track Class has a lot to do with how well horses move within various class levels, the performance of shippers and *particularly*, distance changes. Since Mel is a newer client. He had not read our previous observations on the subject so he *re-searched*. Mel's home track is Penn National, a track beautifully landscaped but not one of your higher class ovals. Mel learned what we meant when we said that a lower class tracks Sprints *RUN FASTER RELATIVE TO FURLONGS OF DISTANCE* than Routes. Consequently, when most sprint times are projected into routes they project too fast. Here is where Class tells. The low-class level fast sprinter runs out of energy too soon when being extended into a route. Our own Quad-Rater Projections were usually about 3 fifths TOO FAST and the most famous of Par Time charts was at least 4 fifths too fast, depending on Class. Did Mel despair? Did he complain? NO! He sent me an extensive research project which demonstrated that he must demand that in projecting a sprinter into a route that its final time had to be either 3.5 fifths FASTER or he added 3.5 lengths to the PROJECTED Sprint to Route times.

Since there was no local sprinter who could run 3.5 lengths faster than the best he could find, he chose the latter course *but also* looked for sprinters that had superior final fractions but seldom won because they were crying out for a route. (In Pennsylvania and Canada, that's crying 'oot for a root').

I asked him to add one more ingredient to his research: How often do sprinters win when entered into a route? The way you do this is to peruse several Racing Forms noting every line where a winning or up close sprinter's next race was a route. How often did such horses WIN or even come in close?

Answer: at the lower class tracks maybe one or two well placed CLASS sprinters hog the stats. Otherwise *very seldom!*

And for heaven's sake, DON'T use the Sprint-Route Projector or Route to Sprint Extractor in Quad-Rater simply because it's there. Show some sense by using *only* the sprint portion of routes where the sprinter ran a fast 3/4 mile time in the lead or up very close! In projecting use only sprinters whose times and/or final fraction indicate that it can ROUTE! Both procedures are educated guesses. Unless your guesses are very educated, look for comparable distances.

In northern California, Tipton Gilbert did a complete study of this and other fractional and final time factors. Sam Wada did the same in southern California. Some of his research coupled with my own altered the 3 year best charts for western tracks in the last Follow Up. I urge those of you in the Midwest and on the east coast to look for time anomalies on your circuit and help us to help others to correct them. But please! Don't send me guesses or samples from a few races or, ESPECIALLY a set of PAR TIMES! Just look for 3 year best times that are *far out* of line; usually far out too fast.

Here is, Courtesy American Turf Monthly, their own Track Speed Equalization Chart. BE CAREFUL of Woodbine. It runs exceedingly FAST this year compared to their times compiled last season. They're working hard on that track for Breeders Cup '96.

CLASS	TRACK	SPRINTS	MILE	ROUTES	CLASS	TRACK	SPRINTS	MILE	ROUTES
4	Ak-Sar-Ben	96	-	88	7	Meadowlands	103	89	99
1	Albuquerque	98	87	84	7	Monmouth	100	87	96
10	Aqueduct	97	96	90	1	Mountaineer	97	79	82
7	(Inner dirt)	99	-	97	7	Oaklawn Park	101	86	94
7	Arlington	98	96	91	4	Penn National	99	-	82
4	Atlantic City	98	-	83	7	Philadelphia	99	87	93
7	Bay Meadows	103	92	97	7	Pimlico	96	-	91
10	Belmont	100	102	102	1	Playfair	97	84	84
1	Beulah	96	86	93	1	Pleasanton	103	-	97
4	Calder	93	78	83	1	Portland Meadows	92	78	79
7	Churchill Downs	94	88	86	1	Prescott	90	-	74
4	Delaware Park	98	82	81	4	Remington	98	82	91
10	Del Mar	101	95	98	4	River Downs	94	75	82
1	Delta Downs	81	67	65	4	Rockingham	91	-	72
4	Detroit	100	88	92	1	Sacramento	103	88	95
1	Ellis Park	96	91	87	10	Santa Anita	103	96	103
1	Evangeline Downs	93	76	80	1	Santa Fe	94	79	80
4	Fair Grounds	96	79	90	1	Santa Rosa	99	88	100
1	Fairmount Park	93	78	77	10	Saratoga	98	92	94
4	Fairplex	92	-	94	1	Solano	98	88	88
1	Finger Lakes	99	84	88	4	Sportsman's Park	96	85	90
1	Fonner Park	87	80	81	1	Stockton	104	92	93
1	Fresno	103	91	99	4	Suffolk	96	81	84
7	Garden State	98	88	87	1	Sunland Park	97	87	81
7	Golden Gate	103	95	100	4	Tampa Bay	90	-	78
10	Gulfstream	100	-	96	4	Thistledown	95	78	90
1	Hastings	88	-	84	1	Timonium	73	70	70
7	Hawthorne	98	-	92	1	Trinity Meadows	91	86	73
4	Hialeah	95	-	90	4	Turf Paradise	106	99	91
10	Hollywood	102	-	100	7	Turfway Park	97	95	91
7	Keeneland	101	-	95	7	Woodbine	98	-	87
7	Laurel	97	-	93	1	Woodlands	99	83	84
1	Lincoln	86	78	80	1	Yakima	100	100	96
4	Louisiana Downs	97	-	92					

(2) THE TRACK PROFILE

As promised here are two ways to profile a track from Result Charts. I didn't say the *most popular* ways, only the BEST if you handicap more than one to three similar distance races per track a day. From EACH DAY'S RESULT CHARTS record each *winning* horse's FINAL fraction. Do it by surface and distance. **EXCLUDE** Maiden Claimer Times. Maiden **SPECIAL WEIGHT** races can be used. You'll have to divide races by gender and some loose kind of class level: Hi-Low-Average, but NOT by actual levels, that will throw you off badly when you see low-end claimers running faster than some Allowance horse. This procedure works best at major tracks featuring better class horses who sustain their energy throughout the race. Del Mar and Belmont are good examples. Regardless of whether they go wire-to-wire or come from behind. These tracks, along with most other majors, have fairly consistent THIRD FRACTION ENERGY demands.

The SECOND profiling means is to use Raw or Auto Adjusted Median Energy. To the degree that either profiling technique is optimal, Median Energy is more universal at lower class tracks.

The Daily Variant is always a problem but less so in the 3rd fraction and in Median Energy than in the overall race.

But to be perfectly honest, profiling at its best cannot compare to "Modeling," or evaluating consistent factors from the match up as viewed from past performance predictors. To demonstrate what I mean, here is just one sample from many hundreds Shane and I have done recently. This is a Result Chart profile example from the four 6 furlong races run at Monmouth on Sunday, August 13. A small sample, to be sure, but quite relative to the others we did a lower class tracks throughout the country.

Sunday, August 13, 1995



ELEVENTH RACE 6 FURLONGS, (LIP) CLAIMING, Purses \$2,000 (Purses reflect \$2,000 N.J. Breed Enhancement).
Monmouth 3-year-olds and upward, registered New Jersey breeds. Weights: 3-year-olds, 117 lbs. Older, 122 lbs.
 AUGUST 13, 1995 Non-winners of two races since July 3, allowed 3 lbs. A race, 5 lbs. Claiming price \$2,000. (Races where entered for \$4,000 or less not considered).

Value of Races: \$14,000 Winner \$4,000; second \$2,000; third \$1,000; fourth \$500; fifth \$250; sixth \$150; seventh \$100; eighth \$700. Mutual Pool \$121,576.30 Exacta Pool \$28,576.30 Trifecta Pool \$104,844.00

Last Raced	Horse	M/Eq/L.A.Wt.	PP	St	1/4	1/2	Str	Fin	Jockey	C/P	Odds \$1	
1Apr95 1Hh7	Jet Lightening	Lb	4	116	7	1	23	2	23	12	5000	4.10
2Aug95 4Mth3	Just Halp	Lb	9	111	2	7	54	51	2nd	2nd	5000	3.50
2Aug95 4Mth1	Daxsho	Lb	6	119	3	5	67	62	3rd	3rd	5000	1.80
3Dec94 2Mec4	But Oh My Dear	Lf	5	116	8	3	2nd	2nd	2nd	4th	5000	a-4.80
25May95 6GS3	Here's John	Lbf	6	111	1	8	71	78	6th	5th	5000	a-4.80
15July95 3AU1	Joker's Brother	L	6	119	5	2	44	4th	5th	6th	5000	4.50
11July95 7Mth7	Always N Adventure	L	4	116	6	6	8	8	8	7th	5000	60.40
2Aug95 4Mth4	Our Henry	L	7	116	4	4	32	3rd	7th	8	5000	11.60

a-Coupled: But Oh My Dear and Here's John.
 OFF AT 5:43 Start Good. Won driving. Time, :214, :461, :587, 1:121 Track fast.
\$2 Mutuel Prices:
 9-JET LIGHTENING 10.20 2.20 3.80
 3-JUST HALP 4.50 2.60 2.60
 4-DAXSHO 2.60 2.60
\$2 EXACTA 9-3 PAID \$71.20 \$2 TRIPECTA 9-3-4 PAID \$281.40

FIFTH RACE 6 FURLONGS, (LIP) MAIDEN SPECIAL WEIGHT, Purses \$2,000. Fillies, 2-year-olds. Weight, 117 lbs.
Monmouth
 AUGUST 13, 1995

Value of Races: \$22,000 Winner \$7,000; second \$4,000; third \$2,000; fourth \$800; fifth \$220; sixth \$220; seventh \$220; eighth \$220; ninth \$220; tenth \$220; eleventh \$220. Mutual Pool \$115,307.30 Exacta Pool \$24,363.30 Trifecta Pool \$106,444.00

Last Raced	Horse	M/Eq/L.A.Wt.	PP	St	1/4	1/2	Str	Fin	Jockey	Odds \$1	
16July95 3Bel3	Ontherightwicket	L	2	117	8	2	2nd	1st	12	11	1.60
19July95 8Mth3	Sinfully Delicious	L	2	117	3	3	7th	3rd	2nd	22	a-2.70
	Our Dear Helen	L	2	117	10	6	3rd	4th	47	31	7.50
	Double Doubleville	L	2	117	4	11	6th	21	33	4th	a-2.70
2Aug95 2Mth4	Softly Stated	Lb	2	117	5	7	81	5th	5th	5th	23.90
19July95 8Mth4	Roadie	G	2	117	3	4	3rd	82	62	6th	42.00
1Aug95 1Mth3	Saratoga Quinn	L	2	117	2	9	11	10th	7th	7th	10.20
2Aug95 4Mth7	Thirty Six Gold	L	2	117	11	1	51	7th	9th	8th	18.10
	Take Time for Lisa	L	2	117	6	8	4th	61	102	3rd	7.70
28Apr95 1GS3	Sally the Mayor	L	2	117	7	5	1th	5th	81	10th	12.00
	Brush With the Law	L	2	117	1	10	10th	11	11	11	19.20

a-Coupled: Sinfully Delicious and Double Doubleville.
 OFF AT 2:58 Start Good. Won driving. Time, :23, :47, 1:00, 1:124 Track fast.
\$2 Mutuel Prices:
 8-ONTHERIGHTWICKET 5.20 3.40 2.90
 1A-SINFULLY DELICIOUS (a-entry) 3.80 2.60 2.60
 9-OUR DEAR HELEN 3.80 3.80
\$2 EXACTA 8-1 PAID \$16.40 \$2 TRIPECTA 8-3-8 PAID \$99.80

SEVENTH RACE 6 FURLONGS, (LIP) ALLOWANCE, Purses \$2,000 (Purses reflect \$2,000 N.J. Breed Enhancement).
Monmouth Fillies and mares, 3-year-olds and upward, registered New Jersey breeds which have not won a race other than maiden, claiming or starter. Weights: 3-year-olds, 117 lbs. Older, 122 lbs. Non-winners of \$12,000 since July 2, allowed 2 lbs. \$4,000 since July 2, 4 lbs. \$2,000 since July 2, 6 lbs. (Races where entered for \$20,000 or less not considered).
 AUGUST 13, 1995

Value of Races: \$20,000 Winner \$6,000; second \$3,000; third \$2,000; fourth \$1,000; fifth \$200; sixth \$200; seventh \$200; eighth \$200. Mutual Pool \$116,238.30 Exacta Pool \$28,576.30 Trifecta Pool \$104,762.00

Last Raced	Horse	M/Eq/L.A.Wt.	PP	St	1/4	1/2	Str	Fin	Jockey	Odds \$1	
23July95 4Mth2	Cease Lass	Lb	3	116	6	3	2nd	1st	24	12	4.00
4Aug95 8Mth2	Dixie Fever	Lf	3	117	5	5	1st	2nd	1st	2nd	0.60
27July95 4AU2	Miss Mt. Pink	Lb	4	116	1	8	7th	5th	52	3rd	11.40
23July95 5Mth4	Mobile Drive	Lb	3	112	4	4	5th	4th	3rd	4th	32.60
23July95 5Mth4	Sparkie Proof	Lb	3	113	7	1	4th	3rd	4th	5th	7.30
29Oct94 5Mec4	Fran's Darling	L	5	111	8	2	8	8	71	61	46.30
4Aug95 8Mth4	Better Flying	Lf	3	113	3	6	6th	7th	6th	7th	19.70
4Aug95 8Mth4	Sunny Irene	Lb	3	111	2	7	3rd	6th	8	8	8.50

OFF AT 3:58 Start Good. Won driving. Time, :22, :461, :587, 1:13 Track fast.
\$2 Mutuel Prices:
 6-CEASE LASS 10.00 2.80 2.60
 5-DIXIE FEVER 2.40 2.20 2.20
 1-MISS MT. PINK 3.00 3.00
\$2 EXACTA 6-5 PAID \$46.20 \$2 TRIPECTA 6-5-1 PAID \$88.00

SIXTH RACE 6 FURLONGS, (LIP) ALLOWANCE, Purses \$2,000. Fillies and mares, 3-year-olds and upward which have not won \$2,000 three times since February 1 other than maiden, claiming, starter or closed.
Monmouth Weights: 3-year-olds, 117 lbs. Older, 122 lbs. Non-winners of \$15,000 twice in 1995, allowed 3 lbs. \$13,500 since June 1, 5 lbs. (Maiden, claiming and starter races not considered in allowances).
 AUGUST 13, 1995

Value of Races: \$48,000 Winner \$24,000; second \$8,000; third \$4,000; fourth \$2,000; fifth \$1,200. Mutual Pool \$121,576.30 Exacta Pool \$37,182.00

Last Raced	Horse	M/Eq/L.A.Wt.	PP	St	1/4	1/2	Str	Fin	Jockey	Odds \$1	
15July95 8Mth3	Lottsa Talk	L	5	122	2	4	2nd	3rd	3rd	1st	2.00
15July95 8Mth2	Up An Eighth	L	4	117	4	3	3rd	1st	2nd	2nd	2.40
22July95 8Mth1	Fortune Wand	Lf	6	117	5	1	1st	2nd	1st	3rd	1.50
30July95 8Mth3	My Sister Juliet	Lbf	6	117	1	5	5	5	4th	4th	8.10
18July95 9Ph1	Holly Sunset	L	4	117	3	2	4th	4th	5	5	11.70

OFF AT 3:27 Start Good. Won driving. Time, :22, :45, :58, 1:104 Track fast.
\$2 Mutuel Prices:
 2-LOTTSA TALK 6.00 3.00 2.40
 4-UP AN EIGHTH 3.00 2.20 2.20
 6-FORTUNE WAND 2.20 2.20
\$2 EXACTA 2-4 PAID \$13.80

		MON DIST 6 SURF D														
		PACELINE DATA ENTRY														
#	NAME	L	DIST	S	1stC	2ndC	3rdC	FnlC	BL1	BL2	BLS	BLF	SR	TV	T/S	N
1	6FCL	1	6.0	D	22.1	46.1	59.0	112.2	0.15	0.00	0.00	0.00	77	17	0.0	2
2	6MSW	1	6.0	D	23.0	47.2	60.1	112.4	0.50	0.00	0.00	0.00	75	17	0.0	2
3	640AW	1	6.0	D	22.3	45.4	58.1	110.4	1.00	3.15	2.50	0.00	85	17	0.0	3
4	630AW	1	6.0	D	22.0	46.1	59.3	113.0	5.00	0.00	0.00	0.00	74	17	0.0	1

MATCH-UP PROFILE

*****				Name	ESP Type
Total	Med	3rd			
HIGH	>>> 58.02	70.64	53.30	6MSW	Sustained
AVERAGE	>>> 55.10	69.23	50.85	640A	Sustained
LOW	>>> 54.48	67.83	48.89	630A	Early
				6F5CL	Early

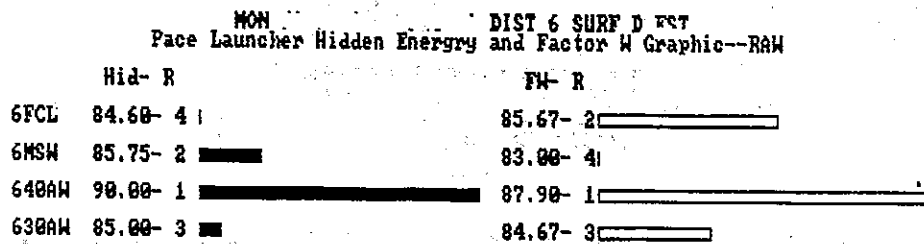
Matchup			
Pace	F 1	F 2	F 3
	60.55	58.53	53.30
6F5CL	60.55	56.41	48.89
630A	59.91	54.63	49.25
640A	58.23	58.53	53.30
6MSW	57.30	54.18	51.97

AVE: 58.99=22:15 55.43=23:4 50.85=26.0

Now look at the fractions, including the 3rd, in feet per second; the Median Energy Raw and Auto Adjusted and make me a profile. Monmouth is a track that is noted for being "Early," but that is NOT reflected to any extreme by Median Energy except in the 5 thousand Claiming race despite the fact that, except in the 40 thousand Allowance, the winners gained the lead by the Second Call. Any profile that shows a \$5,000 Claimer running for an \$8,000 purse, being better than a \$30,000 Allowance horse and a \$22,000 purse Maiden Special Weight winner, is not valid in my eyes and I wouldn't bet a dime based on such a profile at a NON major class tracks. Even then I'm wary. It works well for me at Del Mar and a few other Majors, but NOT at most lesser class tracks.

Yet, dozens of entrepreneurs are selling Track Profiles by the thousands to their unsuspecting customers. Before accepting any so-called Result Chart Profile, you'd better check for yourself. At Monmouth, much of the time, it seems that horses who NEED TO LEAD from the second call on, are the most consistent, AFTER the FACT. But an Evaluation of Factors "Model" also shows a similar pattern at virtually every distance. If we were to run this day's races through any of our advanced computer programs we would get a better idea of how these four 6 furlong sprinters from 3 class levels would look:

If we were to run this days races through any of our advanced programs we would get a better idea of how these four 6 furlong sprinter from 3 class levels would look:



Happily the \$40,000 Allowance horse comes out best overall. Because of its class, it runs *slightly* Sustained. Now, look at the \$5,000 Claimer. It is second only to the \$30,000 Allowance horse in EARLY PACE and has a better Ranking in our newly calculated Factor W readout but LESS Hidden Energy. These two are BOTH Early Energy horses. The MSW horse is BOTH Early/Late with a 0 difference on *this* graph that I have found to be a superior modeling tool.

Early-Sustained BOTH/AND Difference Graphic -- RAW MON 1-1-94 1 6 D

NAME	L	N	%EARLY	%SUST
6MSW	1	2	50.8	50.8
640AW	1	3	49.8	50.2
630AW	1	2	57.8	42.2
65CL	1	1	61.1	38.9

Now let's go to Del Mar, a class AAA track in southern California. Three levels higher according to our Track Class Chart (see last issue of the Follow Up). 6 furlongs is not a favored time where the turf meets the surf, so we had to get four 6 furlongs races over a two day period. We could find no Allowances and only one \$42,00 race, and it was for 2 year olds. We also had to use a \$32,000-\$26,000 Maiden Claimer. The other 2 were \$10,000 Claimer. No Allowance races, as we used at Monmouth.

But first, here is a comparison of the FINAL fraction for the four races at Monmouth and Del Mar:

3RD FRACTION 6 Fur. MONMTH		3RD FRACTION 6 Fur. DEL MAR	
1.	27.0	1.	23.75
2.	25.2	2.	25.25
3.	24.2	3.	25.20
4.	26.4	4.	25.00
AVE: 26.0		AVE: 24.4	

Over a second *faster* at Del Mar and, ironically the only 3rd fraction at Del Mar that was NOT in line with the others, was run UNDER 24 seconds by a \$10,000 Claimer; the others were all in the 25 second range. Those of you who read magazines like American Turf Monthly and Horseplayer as well as handicapping books, are undoubtedly aware of the great number of authors whose emphasis is on EARLY SPEED. Only William Scott (*How Will Your Horse Run Today*, etc.) places the proper focus on the Final Fraction. The bottom line is that, at Major Class Tracks there are definitive parameters for winning third fraction at all distances. At minor tracks they wander all over the time spectrum.

Del Mar Charts

2173—FIRST RACE. 6 Furlongs. Purse \$12,000. Claiming. 3-year-olds and up. Claiming price 10,000

Index	Horse and Jockey	WL	PP	ST	¼	½	¾	Str.	Fin.	To \$1
2054	Bering Gills, O Berrio	119	5	9	9	7 1/2	-	7 ⁵	1 1/2	4.00
2084	Gandie's Hill, A Sells	117	1	6	4 1/2	4 ²	-	3 ^{hd}	2 1/2	6.80
2054	Electro, F Valenzuela	117	9	1	1 ^{hd}	1 ^{hd}	-	1 ^{hd}	3 1/4	1.30
5193	Town Capar, A Castanon	117	8	8	8 ³	5 1/2	-	2 ^{hd}	4 1/4	2.50
2080	Miles Of Stars, M Linares	117	6	2	5 ^{hd}	6 ²	-	5 ^{hd}	5 1/2	36.40
2054	Flea 'N Aegean, P Alkheer	117	2	5	3 ¹	3 ¹	-	4 ¹	6 ⁵	29.80
2054	U.S. Of America, C Black	117	3	4	2 1/2	2 ^{hd}	-	6 ^{hd}	7 ⁴	15.00
8047	Rad Brad, M Pedroza	117	7	3	6 ¹	6 ¹	-	6 ²	8 ³	49.90
2080	Knight Teller, J Scott	117	4	7	7 ¹	9	-	9	9	74.10

Scratched — Hang On Slew, Harlan's Agency, Hayden Lake, Super Trax

- 6—BERING GIFTS 10.00 4.20 2.80
- 2—CANONE'S HIT 6.20 3.20
- 10—ELECTRO 2.40

Off: 2:05 Won Driving. Start good for all but Town Capar. Time: 22:45.1 :57.4 1:10 1/5, Track: Clear & Fast. Winner-ch g 7 Bering (GB)—Southern Fable—Exclusive Trainer A, C Avila Owner Alex D Ferreira Mutual Pool \$206,087 Exacta Pool \$132,041 Trifecta Pool \$117,539 Quinella Pool \$23,591.

\$2 EXACTA (6-2) \$48.00
 \$2 TRIFECTA (6-3-10) \$142.20
 \$2 QUINELLA (6-2) \$28.00

2262—FIRST RACE. 6 Furlongs. Purse \$42,000. Fillies, 2-year-olds.

Index	Horse and Jockey	WL	PP	ST	¼	½	¾	Str.	Fin.	To \$1
2103	Devil's Plaything, J Valdivia	112	7	1	2 1/2	2 1/2	-	1 1/2	1 1/4	6.80
1506	A-Raise The Prize, Delahussy	117	6	5	6 ⁴	4 1/2	-	2 ²	2 ⁵	4.10
2115	A-Imallzeabedup, M Pedroza	117	5	3	5 1/2	5 ²	-	4 1/2	3 ³	4.10
2013	Pacific Sage, D Flores	117	8	2	1 ¹	1 1/2	-	3 1/2	4 1/2	9.00
2116	Blackie Bid, C Nakatani	120	2	7	7 1/2	6 ¹	-	6 ¹	5 ^{nk}	.80
2115	Ebony's Fast Play, A Sells	117	3	6	8	8	-	7 ⁴	6 1/4	11.40
2115	Perceived, R Douglas	120	4	4	4 ^{hd}	3 ^{hd}	-	5 1/2	7 1/2	57.80
2025	Scenic Beauty, C Black	120	1	8	3 ^{hd}	7 ¹	-	8	8	7.00

No Scratches

- 6—DEVIL'S PLAYTHING 15.60 7.00 7.60
- 1—A-RAISE THE PRIZE 5.80 6.40
- 1—IMALLZEABEDUP 5.60 6.40

Time: :21.4 :45.2 :58 1:11 Track: Clear & Fast. Winner-b f 2 Apr Devil's Bag—Alleged Lady—Alleged Trainer Craig Lewis Owner Iron County Farms, Inc. Mutual Pool \$201,25 Exacta Pool \$159,878 Quinella Pool \$28,437.

\$2 EXACTA (6-1) \$70.00
 \$2 QUINELLA (6-1) \$36.00

2267—SIXTH RACE. 6 Furlongs. Purse \$19,000. Claiming. Fillies & Mares, 3-year-olds and up. Maidens. Claiming Price: 32,000-28,000

Index	Horse and Jockey	WL	PP	ST	¼	½	¾	Str.	Fin.	To \$1
—	Golden Half, A Sells	118	4	2	1 ¹	1 ⁴	-	1 ⁶	1 ^{8 1/2}	4.90
2051	Milda, K Desormeaux	122	12	1	8 1/2	5 1/2	-	3 1/2	2 1/4	2.70
2040	Fanfani, L Pincay Jr	118	7	4	3 ¹	3 ^{hd}	-	2 ¹	3 ^{nk}	3.30
2121	Woodacres Lass, F Valenzuela	118	5	12	11 1/2	8 ^{hd}	-	6 1/2	4 2/4	8.90
2126	Bel Delegant, C Nakatani	116	3	11	10 ^{hd}	9 ⁴	-	7 1/2	5 ⁵	6.30
1339	Gold Rule, B Bianco	117	11	5	4 1/2	4 1/2	-	4 ^{hd}	6 5/2	5.00
2051	Maxi Mac, R Douglas	118	1	7	5 ^{hd}	7 ²	-	8 ³	7 1/2	70.00
—	Lady Shezad, D Flores	118	6	3	2 1/2	2 1/2	-	5 ^{hd}	6 1/2	22.90
1339	Flying Blonde, M Pedroza	118	10	8	6 ^{hd}	6 1/2	-	9 ⁸	9 ⁵	30.70
—	Princess Jessica, O Berrio	118	9	10	9 ²	10 3/2	-	10 ⁸	10 7/2	65.90
2051	Jodonnaku, J Sivas	120	8	9	12	12	-	12	11 ^{hd}	179.90
2022	She's Royalty, S Gonzalez	118	2	6	7 1/2	11 1/2	-	11 1/2	12	97.10

Scratched — Brandy In April, Gypsy Grey, Martha's Girl, Smoggy

- 4—GOLDEN HALF 11.80 7.00 5.20
- 12—MILDA 4.20 3.00
- 7—FANFAN 3.80

Time: :21.4 :44.3 :58.4 1:09 3/5, Track: Clear & Fast. Winner-ch f 3 Half A Year—Golden Darling—Slew O' Gold Trainer Lewis Cenicola Owner Golden Eagle Farm Mutual Pool \$270,869.40 Exacta Pool \$182,948 Trifecta Pool \$223,287 Quinella Pool \$36,045 Tripe Pool \$73,960.

\$2 EXACTA (4-12) \$58.40
 \$2 TRIFECTA (4-12-7) \$283.20
 \$3 PICK THREE (6-5-4) \$132.90
 \$2 QUINELLA (4-12) \$30.00

2266—FIFTH RACE. 6 Furlongs. Purse \$12,000. Claiming. Fillies & Mares, 3-year-olds and up. Claiming Price: 10,000

Index	Horse and Jockey	WL	PP	ST	¼	½	¾	Str.	Fin.	To \$1
2184	Ma. Something, C Nakatani	119	5	4	7 ^{hd}	3 ^{hd}	-	3 1/2	1 ^{hd}	1.80
1331	Leggy Lisa, J Scott	117	9	10	8 ²	2 ^{hd}	-	4 ¹	2 1/4	61.30
2104	Ollie Braud, K Desormeaux	117	2	5	5 ^{hd}	6 1/2	-	2 ¹	3 1/4	5.40
2130	Kayla's Dream, R Douglas	119	8	11	10 1/2	10 2/2	-	7 ¹	4 1/4	3.30
1558	Nelish, O Berrio	117	10	2	1 1/2	1 ¹	-	1 ^{hd}	5 2/2	7.40
2209	Private Equilizer, D Flores	117	7	8	9 ⁴	9 ^{hd}	-	8 ²	6 1/4	17.80
2130	Miss Minnell, S Stevens	117	11	3	4 ^{hd}	5 ^{hd}	-	5 1/2	7 ⁴	17.80
1331	Sheezforkeeps, S Gonzalez	117	1	7	6 1/2	8 ²	-	9 ²	8 ¹	84.50
2209	Teach All, B Bianco	112	3	9	3 ¹	4 1/2	-	6 ¹	9 ⁴	18.10
2209	No Sacrifice, M Pedroza	117	12	1	2 1/2	7 ²	-	10 ³	10 ³	20.50
1815	Lady Chuckles (NZ), C Black	117	8	12	11 ^{hd}	12	-	11 1/2	11 ²	17.70
1429	Fleet Sister, M Linares	117	4	6	12	11 1/2	-	12	12	65.70

Scratched — Comeback Kidder, Love Your Way, Miss Lora, Noor

Claimed — Ollie Braud for Accardy & Campbell & Miller by Assinesi, Paul Ms. Something for O' Toole, T.T. by Hess, RB Jr

- 5—MA. SOMETHING 5.20 4.00 3.00
- 9—LEGGY LISA 32.80 13.00
- 2—OLLIE BRAUD 4.20

Time: :21.4 :45 :57.3 1:10 3/5, Track: Clear & Fast.

\$2 EXACTA (5-9) \$218.20
 \$2 TRIFECTA (5-9-2) \$1,443.80
 \$3 PICK THREE (2-4-5) \$38.40
 \$2 QUINELLA (5-9) \$150.40

PACELINE DATA													DM	6 D		
#	NAME	L	DIST	S	1stC	2ndC	3rdC	FnlC	BL1	BL2	BLS	BLF	SR	TV	ADJ	N
1	6F10C	1	6.0	D	22.0	45.1	57.4	110.1	10.30	6.65	1.50	0.00	90	17	0.0	3
2	6F42	1	6.0	D	21.4	45.2	58.0	111.0	1.00	0.50	0.00	0.00	86	17	0.0	3
3	6F32C	1	6.0	D	21.4	44.3	56.4	109.3	0.00	0.00	0.00	0.00	93	17	0.0	1
4	6F10C	1	6.0	D	21.4	45.0	57.3	110.3	3.70	1.10	1.10	0.00	88	17	0.0	3

MATCH-UP PROFILE

	Total	Med	3rd
HIGH	>>> 57.08	69.53	53.86
AVERAGE	>>> 56.48	69.01	52.51
LOW	>>> 56.01	68.24	51.64

TOT=110.11 Med = 69.01 3rd = 52.67

Pace	Matchup		
	F 1	F 2	F 3
6F32C	60.55	57.89	52.80
6F42	60.37	56.02	51.64
6F10C	59.87	57.34	51.73
6F10C	58.13	57.53	53.86

TIMES = 22.05 23.04 25.07

Early-Sustained BOTH/AND Difference Graphic -- RAW

DM

6 D

NAME	L	N	%EARLY	%SUST
6F10C	1	3	47.5	52.5
6F42	1	3	55.7	44.3
6F32C	1	1	56.6	43.4
6F10C	1	3	56.1	43.9

Another interesting factor in making a Result Chart "Profile" of these two tracks lies in the PERCENT EARLY. Winners at Monmouth run Early, to the extent that they take the lead early on in the going. Yet, coupled with Del Mars one second FASTER third fraction. Look at this:

%EARLY - MONMOUTH 52% - %EARLY - DEL MAR 51.71%

Granted *this* formula for percent Early is old hat. So lets redo the race and use the superior figure, Percent Median:

% MED. - MONMOUTH 69.26% - % MED. - DEL MAR 69%

The reason Percent Median is a superior measurement is that it uses ALL three fractions, whereas Percent Early employs on the 2nd Call and 3rd Fraction. The most revealing differences in these two tracks is the Turn Time Move where winners take charge at Del Mar. Look:

Ave. 2nd Frac. - Monmouth 55.71 - Ave. 2nd Frac. - Del Mar 57.35

This despite the fact that Monmouth's 3 year best for 6 furlongs is FASTER than Del Mar's. As suggested last issue where we changed some Western States 3 year best times, I recommend that you change Monmouth's, too. A 109.2 would be more appropriate than the 107.4 currently listed.

However, in programs like Quad-Rater, the 3 Year Best times have been internally adjusted to handle track-to-track speed disparities. To see this for yourself when using Quad, just press 0 when it asks for speed rating. Then when it asks "SAME TRACK OR OTHER", hit 2 for other. The SR adjustment will be seen on your screen. In all future programs we'll even have a function through which those of you who like to make manual adjusts for Track to Track, Class and all other equalization adjustments can do so. Just don't go back to *over adjusting*.

Q & A AT DEADLINE POST SCRIPT.

Shortly before this issue had to go to Mary for typesetting, Del Mar had Four 6 Furlong races in ONE DAY. Since these races came much later in the meet than the previous four, I thought you might like to see how they "Profiled" from Result Charts.

I must emphasize that just because it is Del Mar on the West Coast, it does not take away from the importance to clients of what we learn here. The principles apply equally to tracks throughout the rest of North America. The techniques and analysis of results are universal. I'm sure all of you realize this. But, in case you're new or believe, as Andy Beyer and a few other East Coast and Midwest diehards, that PACE is an idiosyncrasy exclusive to West Coast Pundits, try this same procedure ANYwhere. You'll glean similar knowledge and benefit.

Since Shane has received so many calls from clients having trouble with Del Mar, we're giving it a little extra focus because we find little excuse for this IF you're following the guidelines we've been harping on in the Follow Up for OVER a year.

Here are four 6 furlong races from Del Mar, August 31, 1995. They range in class from \$32,00, \$20,000 and \$10,000 Claiming. For all of you PAR advocates, take note of the fact that the \$10,000 Claimer runs faster than one of the \$32,000 claimers and is within 1/5th of the others of superior class; And, despite the fact it went wire-to-wire, had the second best third fraction: a good example of our BOTH/AND concept. Early visually, but it distributed its Energy like a Sustained Presser!

Trainer fans will find little solace: all four winners were trained by different people. However, Jockey addicts can find some comfort in the fact that Chris McCarron rode TWO of the eight Del Mar 6f winners. However, as of this writing McCarron's Del Mar win percentage is 23.7. And he's the *second* leading jockey at the meet but with a HIGHER percentage of winners than top rider Nakatani: 19.35%

On the following page are the Result Charts.

DM 1-1-90 2 6 D

#	NAME	L	DIST	S	PACELINE DATA										
					1stC	2ndC	3rdC	FnlC	BL1	BL2	BLS	BLF	SR	TV	ADJ
6F10L	1	6.0	D	22.1	45.1	57.2	110.1	2.00	1.00	0.15	0.00	90	17	0.0	1
6F32L	1	6.0	D	22.0	45.2	58.1	111.4	3.60	5.50	3.00	0.00	82	17	0.0	3
6F20L	1	6.0	D	21.3	44.3	57.1	110.0	6.40	2.50	2.50	0.00	91	17	0.0	3
6F32L	1	6.0	D	22.1	45.0	57.1	110.0	2.80	3.10	1.60	0.00	91	17	0.0	3

Here is their Energy and Final Time Range:

MATCH UP PROFILE

AVE. FINAL TIME 110.1

	Total	Med	3rd
HIGH	>>> 56.79	69.52	53.30
AVERAGE	>>> 56.36	69.06	52.32
LOW	>>> 55.42	68.84	50.83

TOT=110.13 Med = 69.06% 3rd = 25.11

Next their Fractional Times in feet per second. Paying particular attention to the fact that NO WINNER had a 3rd fraction slower than 50.83 f-p-s or third fraction ENERGY less than 30.48%.

Pace	Matchup		
	F 1	F 2	F 3
	59.93	58.07	53.30
6f20c	59.93	58.07	52.36
6f10c	59.46	57.39	52.80
6f32c	59.35	56.09	50.83
6f32c	58.95	57.84	53.30

22.1 23.0 25.11

F-1=22.12 F-2=23.01 F-3=25.1

In case you forgot the figures from our four six furlong races done earlier in the meet, they were: F-1=22:04, F-2=23.01, F-3=25.07. Median Energy back then was: 69.01%. In these last four races:69.06%.

Yes, Del Mar, a summertime track, can be profiled at all distances and surfaces using 3rd Fraction and Median Energy Averages; so can many other major tracks. But, minor class tracks outnumber the majors and they, especially in non-summer months *cannot* be so easily profiled.

I hope I've shed some light on the subject of Profiling from Result Charts and the modeling of VIABLE PREDICTIVE FACTORS. Let Monmouth-type results guide you more than the highly consistent Del Mar.

The reason so many experts and even some clients have problems WINNING at Del Mar is, they confuse Position Calls with Energy Expenditure, Modeling and Profiling the *wrong* things.

Early-Sustained BOTH/AND Difference Graphic -- RAW

DM

6 D

NAME	L	N	%EARLY	%SUST
6F18L	1	1	53.9	46.1
6F32L	1	3	52.3	47.7
6F28L	1	3	55.8	45.8
6F32L	1	3	52.1	47.9

From this NEW Chaos formula Early/Sustained graphic, 7 or the 8 Del Mar six furlong races ran slightly Early, *but* with substantial final fractions: All but one exceeded the f-p-s norm for southern California which is 52.80. Only one of the eight races profiled was Sustained to any extreme: the first we showed, the \$10,000 Claimer where the winner was behind 6.65 with lengths at the second call. The average was 53.96 percent Early; BUT with a consistent *minimum* 3rd Fraction. The *true* secret and SOLUTION to winning at Del Mar in 1995 lay in the *Second Fraction*. It was extremely high, even for Del Mar. In virtually every win it was the Second Fraction that created the Early percent.

The range at Monmouth was of *less* than little use. Its sample of 6 furlong races ran from 13 and 10 points Early to -3 Late with one race running even at (0). *Before you profile* any track at any distance or surface you should do a similar test. Otherwise profiling from Results can be most dangerous to our handicapping health. Above all, be wary of AVERAGING large samples. They will *really* throw you off.

Finally, we found seven *more* 6 furlong races at Del Mar. Here is a summary of those races. Compare them to the first 8 races and you'll see how consistent the 6 furlong races were. I strongly suggest that you do the same for *all* distances, dirt and turf at *your* track(s) from Result Charts. Some of you, especially those wagering at major class ovals will find a consistently profitable pattern. Others will find a hodge-podge that will prove that some tracks are NON-profitable.

DEL MAR - SUMMARY FINAL SEVEN RACES OF FIFTEEN:

RAW ENERGY FACTORS	Matchup	Matchup		
		Pace	F 1	F 2
Med		60.55	59.46	54.91
69.16	6F42	60.55	59.46	54.10
68.93	6F25C	60.55	57.89	52.80
69.21	6F78H	59.98	59.18	53.93
68.19	6F42A	59.60	57.39	54.91
69.50	6F40C	59.52	58.51	53.62
68.84	6F50C	59.37	56.48	51.58
68.41	6F272	59.23	58.17	51.98
		59.82	58.15	53.27
		22:03	22:35	24:4

Here is one of the more interesting factors you may wish to consider examining: An overview of the Final Time difference between class levels – High, Medium and Low. You will have to determine for yourself what these levels are at your track(s). At Del Mar the difference in final time, as measured by Speed Rating, was very slight. So long as all horses don't try to rise to far *above* their proven class limits, there is little time distinction.

6 FURLONGS - AVERAGER SPEED RATING - 15 WINNERS

CLASS LEVEL

HIGH = 91.75

MEDIUM = 90.00

LOW = 89.33

AVERAGE OF ALL = 90.36

This is the kind of knowledge, so simple to gather, that can make you *big* profits.



CERTIFICATE OF MERIT
Howard C. Sartin

BE IT KNOWN, the undersigned has successfully completed the intensive business course

How To Identify And Fix Pesky PC Problems

THEREBY, demonstrating a commitment to personal development and company growth;

AND, has learned powerful skills that can be used to achieve higher levels of personal and professional excellence.

Shane Sartin

Signature of Seminar Participant

Padgett Thompson
Division of

6-28-95

Date

Vincent J. Amen
Vincent J. Amen
Managing Director



Susan Powell
Susan Powell
Executive Director of Program Development

Guy Wadsworth

Binary System for the Layman

Binary – Two characters, 0 and 1. The basis of computer language.

Understanding the binary system may seem difficult because it is alien. Most of us have a reasonably accurate understanding of the numeric system based on units of 10. The average allotment of fingers and toes. If humans had only two fingers, they would probably both be thumbs. Changing numeric systems is about as much fun as trying to convert to the metric system.

While our decimal system is convenient for accounting and other mathematical calculations, it is, believe it or not, too complex for computers to understand. So much for the native intelligence of computers.

Some simple facts about the familiar 10's system It is based on ten symbols:

0 1 2 3 4 5 6 7 8 9

9 is the highest number that can be expressed in a single character. Each column is based on a power (exponent) of Ten.

Starting with the first column to the left of the decimal, each number is a multiple of a power of ten.

EXAMPLE:

$$\begin{aligned} 2,329 &= 9 * 10^0 && \text{Any number to the 0 power is 1} \\ &+ 2 * 10^1 && \text{Any number to the 1 power is itself (in this case it's 10)} \\ &+ 3 * 10^2 && 10 * 10 = 100 \\ &+ 2 * 10^3 && 10 * 10 * 10 = 1000 \end{aligned}$$

Though, when looking at the simple number, we say to ourselves - two thousand, three hundred and twenty nine - in reality:

$$9 * 10 ^ 0 = 9$$

$$2 * 10 ^ 1 = 20$$

$$3 * 10 ^ 2 = 300$$

$$2 * 10 ^ 3 = 2000$$

Total: 2329

Nobody thinks of exponents when they do arithmetic, but the example points out how powers (exponents) are used to construct numbers basic to the time honored skill known as counting.

This is certainly keeping it simple, but not simple enough for the computer which, lacking human intelligence, cannot handle 10 symbols. What's more, it does not actually multiply or divide. All calculations done by the computer are accomplished by addition.

$$6 \times 2 = 6 + 6$$

Now comes something the computer can understand - **0 and 1**

With a base of ten the highest number that can be expressed in a single digit is 9. The lowest number that can be expressed in two digits is 10.

In Binary, the highest number that can be expressed in a single digit is 1. Again the lowest number that can be expressed by two digits is 10. To the average observer this would appear to be TEN (as in a dime, one tenth of a dollar) but in Binary notation it stands for 2 (or 2 cents - one fiftieth of a dollar). Fortunately the computer has enough sense to translate the tens that we punch in to Binary, do its work, and translate it back to us in tens.

All odd binary numbers end in 1. All even numbers end in 0.

EXAMPLE

BINARY	TENS
1	1
10	2
11	3
100	4
101	5

As above, starting at the right side of the number, each column represents a power (exponent) of 2. Breaking down 2329 into binary would be: 100100100011.

Each time a 1 appears it represents $1 * 2$ to a power (exponent) or 2. Zeros mean nothing. This is simple? It takes twelve digits to produce a binary number that is expressed by four digits in tens. Visualize a long panel of light switches with some on and some off. Each on switch (1) equals a power of 2. Each off (0) equals nothing. Therefore the example number consists of :

$1 * 2$ to the zero power +	$1 * 2^0$	=	1
$1 * 2$ to the first power +	$1 * 2^1$	=	2
$1 * 2$ to the fifth power +	$1 * 2^5$	=	32
$1 * 2$ to the eighth power +	$1 * 2^8$	=	256
$1 * 2$ to the eleventh power	$1 * 2^{11}$	=	2048
	TOTAL		2329

All numbers and characters can be expressed in binary within the computer. You can see that simple calculations in binary would require very wide sheets of paper if done with a pencil, but the computer has lots of space and doesn't care.

Through the computer, human perception of complexity can be reduced to simplicity.

Doc's Note: Guy's short treatise on binary so impressed a mathematics professor who said it had so many unique features that he asked permission to have it reprinted in a professional journal. To fully comprehend analog, one must first understand binary. This was a fine introduction.



The obscure we see eventually, the completely apparent takes longer.

Edward R. Morrow

DOC SARTIN

BOTH/AND

When Wilhelm Leibniz conceived the Binary Formula, the basis of computer language, he became very excited about his discovery. He wrote all his friends in the philosophical and scientific community. One was a Jesuit priest assigned as a missionary to China. His written response to Leibniz's letter was that the Chinese had been using the binary code for many centuries before the advent of Christianity.

The binary concept is the essence of the Yin/Yang.



But note that each half of the semicircle has within it a circular portion of the other. This is the essence of Gestalt, a German word originated in the 19th century and applied then as now to a concept, both philosophical and psychological, depicting the WHOLE or HOLISM. It is the basis of Holistic Medicine and Psychotherapy. Without his even using the term, it's the essence of the philosophy embodied in the excellent writings of Mark Cramer.

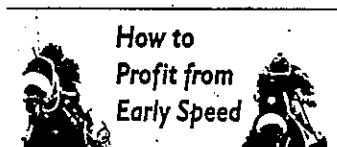
Reduced to its most simple meaning it means that the Total of Anything is *not* equal to the sum of its parts but is a cosmic whole. The Western ideation of Gestalt was preceded thousands of years before its highly publicized German origins by ancient Asian Taoist thinking. Thus out of the binary code in computers one can derive not just 1-0 (either/or), but a holistic synthesis which becomes BOTH/AND.

If one were to seek the most perfect diagram of BOTH/AND it would look like the Yin Yang symbol. I would have put it on the BOTH/AND Graphic but I have enough orange robes and caps already. The Yin/Yang symbol has appeared often in past issues of the Follow Up as an ongoing attempt to convince those of you still clinging to the EARLY/LATE dichotomy in a horse race, as viewed from a NUMERICAL or VISUAL Model or Profile is a sensory illusion and is relevant only to the degree that Early/Late relates to the WHOLE which, in turn is dependent upon STRANGE ATTRACTORS within a race; a truism that is the essence of the Match Up.

We've used the term since 1975, but in 1985, Jim "The Hat" refined and honed it to its present status. Frequently at Seminars when I inadvertently use a phrase containing Early or Late, Jim will interrupt me and say: "You mean, Both/And," reminding me of my own thesis.

In a recent American Turf Monthly article, penned by a prominent author whose name I won't mention because we're talking concept here, without reference to the source.

Here are the salient points of the article headlined:



Those 2nd and 3rd fraction percentages in excess of 100 are the MOST viable solution to any handicapper's problems.

Now, from our new Chaos Formula BOTH/AND graph, here is that horse's ACTUAL Early Late running relationship:

Early-Sustained BOTH/AND Difference Graphic

NAME	L	H	%EARLY	%SUST
EARL	1	3	54.4	45.6

Using the mathematics of Chaos physics, this horse expended 54.4% of its Energy Early and 45.6% Sustained.

I must stress here that this is not, repeat: N O T the old Early/Late percentage Formula. It is MUCH more complex and finite. It has proven to be the *best modeling* or profiling tool yet produced.

As an example, look at three categories of Six Furlong Races from three distinctly different time periods of the 1995 Del Mar Meet.

Code: HI = The highest Class 6 furlong races run at the Meet. High Class Allowance, Handicap and Stakes. MED = Medium Class races. OVER \$32,000 Claiming through \$42,000 Allowance. LO = \$20,000 Claiming and Under.

Early-Sustained BOTH/AND Difference Graphic - HI

NAME	L	H	%EARLY	%SUST
67HI	1	3	55.7	44.3
67HI	1	3	54.8	45.2
67HI	1	3	54.6	45.4
67HI	1	3	58.9	41.1

Early-Sustained BOTH/AND Difference Graphic - MED

NAME	L	H	%EARLY	%SUST
67MED	1	1	56.6	43.4
67MED	1	3	52.3	47.7
67MED	1	3	55.8	44.2
67MED	1	3	52.1	47.9
67MED	1	3	56.6	43.4

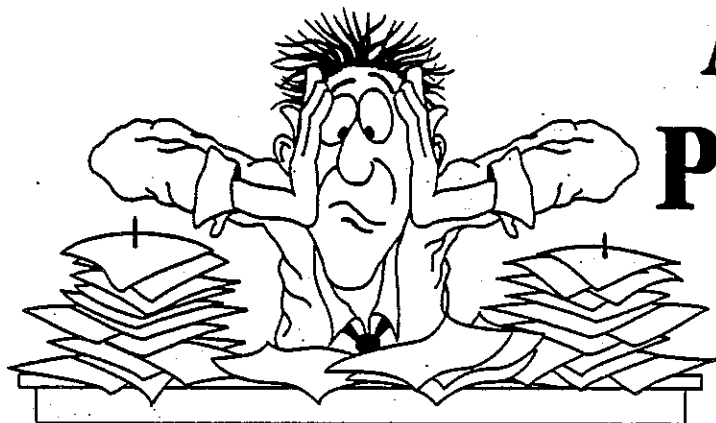
Early-Sustained BOTH/AND Difference Graphic - LO

NAME	L	H	%EARLY	%SUST
67LO	1	3	47.5	52.5
67LO	1	3	56.1	43.9
67LO	1	1	55.8	44.2

I trust that you are as amazed as I at the BOTH/AND consistency of these races, Early/Sustained percentage. Only ONE race in the Hi and Lo categories was deviant. In the MEDIUM we see TWO that are deviant.

This a graph is from the program we're *GIVING AWAY* at the Las Vegas Seminar in November.

In the next Follow Up, issue #54, I will dwell at length on the use of both Pace of Race/Pace of Horse and the BOTH/AND graphic. Much of the material I'll present will truly amaze you and make you wonder why the heck you didn't use the POR/POH tool from the beginning.



Anatomy of a Problem Race

Guest Analyst: Shane Sartin

The problem race for this Follow Up is the 9th at Del Mar on August 31, 1995 at 8 furlongs. I'll bet there's a number of folks out there that can recall this one. I'll also be willing to bet there's quite a few who had the same or similar results for this race but declined to put a wager on the winner because they thought they must have made an error somewhere because the odds were "too high". Due to an excess of space the past performances for this race would take up, I'm going to leave it out this time. But if you look at the line number I used on each horse, you'll see I never went back more than three lines except for Taver and Kant. Taver's third back was a sprint and Kant's second and third lines were also sprints, so in keeping with the guidelines that Dad and I have stressed in past Follow Ups, using the fourth back for those two horses is legit.

DMR 08-31-1995 RACE 9 DIST 8 SURF D PURSE \$13,000

PACELINE DATA

#	NAME	L	DIST	S	1stC	2ndC	3rdC	FnlC	BL1	BL2	BLS-	BLF	SR	TV
1	MARTI	1	8.0	D	22.3	46.2	111.4	138.4	2.50	2.00	0.13	0.00	76	18
2	TAVER	4	8.5	D	23.4	47.0	111.3	144.2	5.00	3.00	2.50	2.50	76	21
3	FASHI	1	8.0	D	22.3	46.2	111.4	138.4	4.75	3.25	0.00	0.75	75	18
4	KANT	4	8.5	D	23.1	46.4	111.2	144.4	0.13	0.13	0.13	1.50	75	18
5	CHARL	2	8.0	D	22.1	45.3	111.1	137.1	5.00	1.50	0.00	0.50	84	12
6	CATAL	1	8.0	D	22.3	46.3	111.0	138.0	1.50	1.50	4.50	10.50	69	12
7	ONLY	2	8.0	D	22.1	45.3	111.1	137.1	14.00	7.00	5.50	4.50	80	12

DMR 08-31-1995 RACE 9 DIST 8 SURF D PURSE \$13,000

CHOAS FORMULA POWER AND LONGSHOT RATINGS COMPOSITE

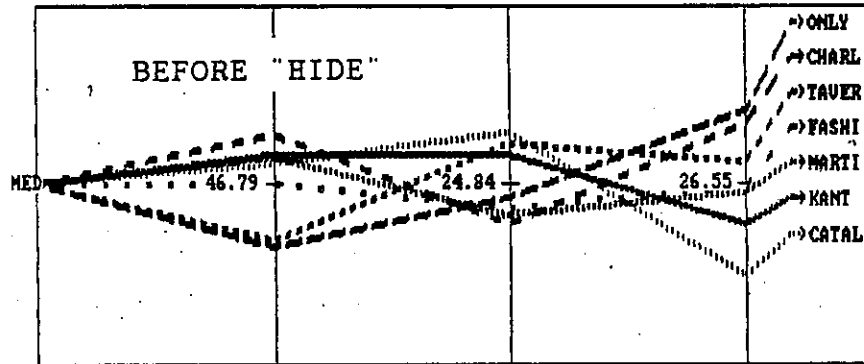
#	NAME	L	POR	R	POH-R	R	LS/P	R	W/W
1	MARTI	1	130.98-	5	127.71-	5	106.87-	4	
2	TAVER	4	134.96-	2	129.43-	2	106.61-	5	
3	FASHI	1	130.98-	5	127.48-	6	107.26-	3	
4	KANT	4	133.85-	4	129.09-	3	99.85-	6	
5	CHARL	2	135.12-	1	130.00-	1	107.45-	2	
6	CATAL	1	134.13-	3	127.01-	7	98.94-	7	
7	ONLY	2	135.12-	1	128.80-	4	108.60-	1	

I use this graph to get a picture of how much Chaos Formula %Early and %Late is used by horses that Win, Place and Show. I love getting more bucks for less bet that comes from Exactas and Trifectas. So this graph is rapidly becoming one of my favorites. We're giving it FREE to those going to the Vegas Seminar.

Early-Sustained BOTH/AND Difference Graphic -- ADJUSTED DMR 8-31-95 9 8 D

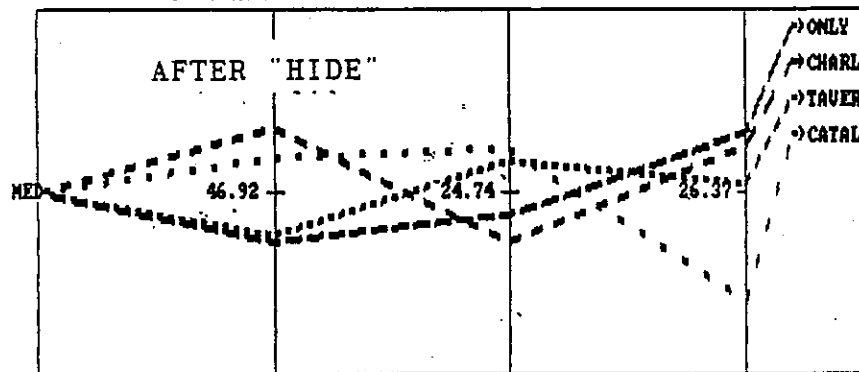
NAME	L	N	%EARLY	%SUST
MARTI	1		51.2	48.8
TAUER	4		51.2	48.8
FASHI	1		50.1	49.9
KANT	4		56.1	43.9
CHARL	2		50.5	49.5
CATAL	1		60.6	39.4
ONLY	2		46.4	53.6

PACE LINE VECTOR COMPARISON BY FRACTION -- AUTO



It should be pretty plain to everyone by now that horses who WIN either *set* or *overcome* the pace. This pretty much applies to in-the-money horses too. That's what the Vector Graph shows us. I put in a lot of horses, trace their lines and those showing NO MOVES get tossed. Here is the first Vector Graph from this race. I tossed the laggards, using the HIDE feature, and ended up with these:

PACE LINE VECTOR COMPARISON BY FRACTION -- AUTO DMR 8-31-95 9 8 D



#	NAME	N	T	F1	R	F2	R	F3	R
	MED			46.92				26.37	
1	TAUER			47.41	3	24.39	2	26.29	3
2	CHARL			46.24	1	25.29	4	25.88	2
3	CATAL			46.56	2	24.27	1	27.58	4
4	ONLY			47.48	4	24.99	3	25.72	1

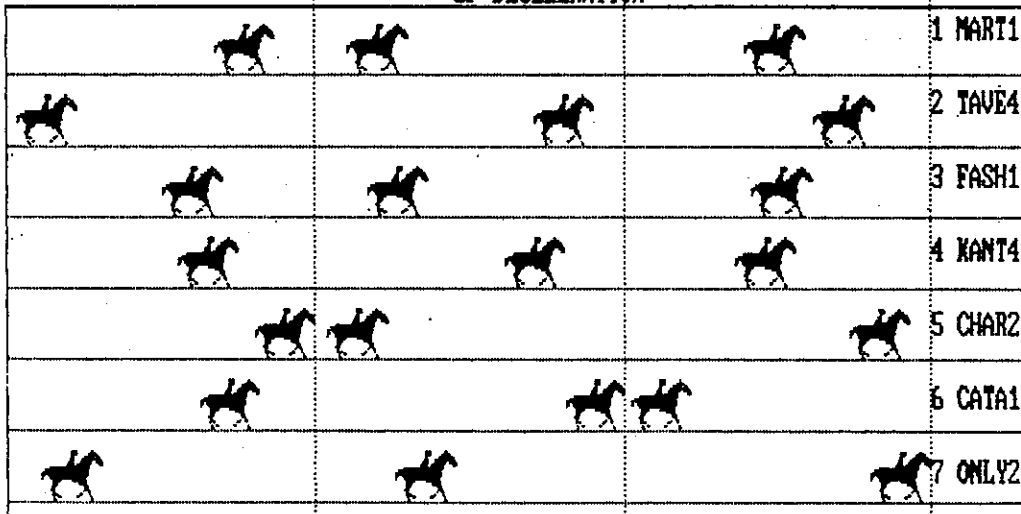
DMR 08-31-1995 RACE 9 DIST 8 SURF D PURSE \$13,000
 QUAD - RATER C H A O S MATCH UP -- AUTO

EP	R	FINISH	R
DREAM RACE			
MARTI -0.95-	5	-1.52-	5
TAUER -0.78-	3	-0.37-	3
FASHI -1.05-	6	-1.53-	6
KANT -0.36-	2	-1.09-	4
CHARL -0.91-	4	0.00-	1
CATAL 0.00-	1	-2.24-	7
ONLY -1.33-	7	-0.11-	2

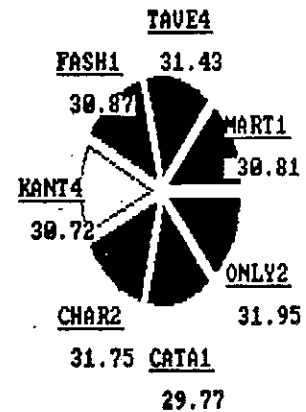
DMR 08-31-1995 RACE 9 DIST 8 SURF D PURSE \$13,000
 QUAD - RATER C H A O S MATCH UP -- AUTO-S

EP	R	FINISH	R
DREAM RACE			
MARTI -0.88-	3	-0.75-	5
TAUER -1.17-	5	-0.46-	3
FASHI -0.95-	4	-0.69-	4
KANT -0.65-	2	-0.99-	6
CHARL -1.39-	6	-0.24-	2
CATAL 0.00-	1	-1.63-	7
ONLY -1.63-	7	0.00-	1

SP DECELERATION



Final Fraction



2289—NINTH RACE. One Mile. Purse \$13,000. Claiming. Fillies & Mares, 3-year-olds and up. Claiming price 10,000

Index	Horse and Jockey	Wt.	PP	ST	¼	½	¾	Str.	Fin.	To \$1
2109	Only Winners, L Mawing	112	9	9	10	10	72	1 1/2	1 4/2	44.20
2164	Elle Dubya, D Sorenson	117	5	7	83	5hd	51	51	21	16.60
2130	Cataluna, J Valdivia	112	8	3	2hd	21	21 1/2	21	31	17.00
2164	Toast The Table, R Douglas	117	10	6	94	92 1/2	8hd	61	41 1/4	7.70
2164	Expensive Star, R Meza	117	1	1	1 1/2	11	1 1/2	41	5 1/2	13.10
(2181)	Marial Reward, M Garcia	119	2	8	81	74	92	8 1/2	6hd	15.50
2109	Tavern Maid, B Blanc	112	3	2	7 1/2	8 1/2	10	94	7hd	17.50
2109	Charierusse, C Nakatani	117	7	4	5hd	62	3hd	3hd	8nk	1.40
2181	Kant Kachess, F Valenzuela	117	6	5	34	33	4hd	7 1/2	9	7.70
2181	Fashion Appeal, L Pincay Jr	117	4	10	41	42	6hd	10	Eased	3.50

Scratched — Give Me Hope
 Claimed — Fashion Appeal for Bent Tree Stable by Searing Jerry

9—ONLY WINNERS	90.40	25.00	11.20
5—ELLE DUBYA	16.60	10.40	
8—CATALUNA			8.40

Off: 5:59 Won Driving. Time: :22 :45.1 1:11 1/5, 1:24 4/5, 1:38 2/5, Track: Clear & Fast.
 Winner-dbb m 6 Jakin Klugman-Zaida S. B.-True Knight Trainer Kenneth Smith Owner
 Yong Canfield Mutual Pool \$289,390.20 Daily Double Pool \$162,173 Exacta Pool \$207,147 Trifecta Pool \$307,714 Quinella Pool \$36,310 Triple Pool \$98,255.

\$2 DAILY DOUBLE (2-9)	\$440.20	\$2 EXACTA (9-5)	\$1,215.60
\$2 TRIFECTA (9-5-8)	\$18,893.60	\$3 PICK THREE (9-2-9)	\$7,129.50
\$2 QUINELLA (9-5)	\$579.60		

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What version of DOS do you use? _____

Are you using Microsoft Windows? ____ Y ____ N

If yes, what version of Windows do you use? _____ Windows 95

MY MONITOR IS: ____ VGA ____ CGA ____ EGA ____ other (please explain)

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____ EPSON MODE ____ IBM MODE ____ BOTH ____ other (please explain)

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