



OTI
RACING
& BLOODSTOCK

OTI GAZETTE

The official newsletter of OTI RACING



Bloodstock Agents - The Drivers of Trade

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SPRING REFLECTIONS

It has been almost 20 years since OTI started buying European stock. It has been over 30 since Terry Henderson first used New Zealand as the main source of horses for OTI and before 1999, Pacers Australia. In both cases, the constant feature of all acquisitions was a bloodstock agent. For those trading away from the home base, agents have become an essential feature in the way a horse, especially a tried horse, moves from one owner to another.

The bloodstock agent has a critical role to play for prospective owners. The better ones first understand the potential buyer's needs, then seek out suitable prospects either privately or at auctions. For the tried horse market, the good agent will fulfil the early requirements of the due diligence process by researching and understanding the history of the horse and its past training environment. Importantly, the agent will also know just how suitable that horse may be in its new environment.

OTI has been blessed with excellent agent relationships since its formation. Many agents have been with OTI since its inception. Indeed, in New Zealand with Phill Cataldo or France with Emmanuel de Seroux, a purchase, even though it may be referred from another source, would not occur without reference to their opinion. When it comes to understanding global trends throughout the racing world, Hubie de Burgh, based out of Ireland, has long been a friend and advisor to OTI and many of its clients.

Like all sectors of our sport, some agents should be avoided. Their sole purpose, irrespective of facts, is to get a deal done and earn their 5%. Over the past decade however, as trading across borders has become so prolific, those agents are becoming scarcer as their more professional peers develop strong alliances with ongoing clients.

As the appetite for tried horses and well-bred mares, especially from Europe and the USA, continues to grow, a new breed of agents is emerging. Many, like James Harron, who concentrates on top-end younger stock and mares or Stuart Boman, who has acquired a number of high-quality types for trainers (especially Annabel Neasham) epitomise the highly professional nature of the new breed of agent.

In a nutshell, OTI could not fulfil its role without its agents. They are an integral component of the business and the first step in the satisfaction given to its owners. Like with vets, a trusted relationship with an agent is a valuable asset.

OTI RUNNERS AND WINNERS

Although Cup week has been and gone, strong racing continues with feature meetings at Cranbourne and Newcastle this Saturday.

At Newcastle (UK) on Friday

Banderas will get his career underway in the 2042m 2yo Maiden. It's important he gets some race day experience ahead of his three-year-old season, where we hope he can feature in some quality staying events. He's a lovely, strong colt by Lope de Vega who has continued to please Michael Bell throughout the year.

At Newcastle (AUS) on Saturday

Sound of Cannons heads into The 2300m Beauford on the back-up following a top effort at Rosehill last Saturday. He's taken quite some time to hit his straps this campaign but has continued to improve with each run. He seems to show his best when up in class and down in the weights, which is a set up he once again finds here.

Mirann will contest the 1850m Benchmark 88 second-up from a low draw. His work suggests he's started to really settle into the Australian way and this looks a logical stepping stone in his campaign. Provided he relaxes well early for Tommy Berry, he can be competitive here on his way out to more suitable journeys.

Never No More will return in the 1300m Benchmark 88, a race that isn't lacking quality. The wide alley makes things a touch tricky so he'll be taken back and allowed to find his feet before hopefully hitting the line well. Given he's only had the one public trial, he should take plenty of improvement from this outing. He was placed in six of his seven starts last campaign, so there's no doubt his owners are deserving of a win this preparation!

At Doomben on Saturday

Holstein's two runs back had merit and the blinkers now go on for the 1350m Colts, Geldings & Entires Benchmark 75. There is no doubt he's a talented galloper, one who we've always felt was Saturday class. Now third-up with a favourable gear change, it's felt he's building towards a winning effort, which can hopefully come in this competitive event.

At Donald on Sunday

In a preparation plagued by wet weather, **Prospettiva** has struggled to find form but should get every chance to do so in the 2200m Benchmark 64. On good ground, combined with a strong ride from Dean Yendall off a low weight, hopefully she can turn things around on Sunday.

WINNERS



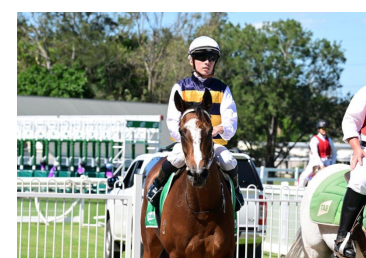
GAMBU

2143m BM65, Eagle Farm
Trained by C. Waller



TOREGENE

1600m Cup Carnival Country
Final, Flemington
Trained by M. Williams



MONTABOT

1666m BM75, Ipswich
Trained by M. Dunn

AN INTERVIEW WITH LISA GRUND

Lisa is OTI's Management Trainee. Her role covers a wide range of tasks - from social media management, to client liaison, to marketing.

You joined OTI about 8 months ago, following being DUX of your class at Marcus Oldham College. What did Marcus Oldham College contribute to your experience and skills?

As a one-year course it was probably 50% practical skills and 50% of lectures, but unfortunately due to Covid we missed out on most of the practical experiences which was pretty disappointing. I met more people from the industry through my work placements and guest lectures that I am still in contact with now. I see that as a great asset for my future. Already fairly confident in handling horses, I learned a lot more about the breeding and sales side of the industry, which I am quite passionate about. I also learned to step up for myself and to take every opportunity to do something new or learn more. When you show interest, people are very happy to help out! The course was a most positive one and I was proud to receive the Award for Horse Husbandry and Health at the end of the year, which was a nice reward for the hard work I'd put in.

Before your experience at Marcus Oldham, you worked with trainers and studs for 3 years after your arrival from Germany. Do you miss the hands-on involvement with horses?

Yes and no. It is a very hard job physically, especially when you have to deal with naughty foals, yearlings or racehorses, but also very rewarding when you get to teach them something or they win a race. Doing stable visits with OTI horses caters for my wish to interact with horses. There are always weekends where I can also be around them.

You came from Germany in 2017, were you involved in horses there?

Yes, we had a western riding stable close by to where I lived and it just started from there. When I was five, I started riding lessons and just never stopped. I eventually had a couple horses that I looked after like they were my own. I competed in western competitions and started giving riding lessons to younger kids at my stable. I was with the horses pretty much every day.

Now at OTI you are involved in a range of facets of the business. What surprised you about the racing industry in Australia?

Probably how big it is and how many different parts there are to it. In Germany, you wouldn't know we have horse racing unless you are involved in it, but here it is everywhere you go. The influence it has on the society and the money that is involved in the industry was probably the biggest surprise to me. I only discovered how many different roles you can work in after a few years of actually working in racing.



What is the most important advice you would give to young people looking to develop a professional role in the industry?

To get experience, not just in the stable, but on the stud side, sales and management or admin roles. There are so many facets to the industry and nearly all of them work hand in hand. I found having experience in different areas is very beneficial, even hands-on knowledge in an office job! Don't be afraid to ask questions and work hard.

From a young person's perspective, what is the biggest challenge for our industry?

I think the industry has to support everyone more evenly. All the media and praise are around the big races and carnivals, which is also where a lot of the money goes. Some country trainers, who are not racing at city level are struggling, while the Everest and Melbourne Cup prize money gets increased by millions of dollars every year. I think boosting prizemoney in maiden and lower-class races would make a big difference to the majority of the industry and not just the big stables.

How do you see companies like OTI changing over the next decade?

With more and more trainers creating their own syndicates, companies like OTI have to keep stepping up and offering more high-quality services to their clients. We have to differentiate ourselves from "all the other syndicates" by being better and offering something the others don't. Clients want a special experience when owning their horse and that's the biggest focus.

HISTORY OF BOOKMAKERS PART 3 - BY TIM HOLLAND

This is my final reflection on big punting feats and the changing face of gambling.

A quirky aspect looking back at the old days was the way the odds were framed. At school I was adequate enough at maths, but was never a punter. As such I never saw the need to get my head around the weird fractions that were a feature of the old odds. On the other hand kids with an interest in racing but who were often not particularly well-performed academically had a laser-like ability to know within a cent every nuance in the difference between 7/4, 13/8, 11/8 on, and every other weird fraction in the starting prices. Thank heavens for the simple dollars and cents quotes we now have, but it also shows that the profit motive would seem to be a good learning tool.



While the days of the big high profile punters were waning in the 1980s there was one big name that more than made up for the dwindling number of big fish, and that was Kerry Francis Bullmore Packer, who would be the biggest punter that Australian racing has ever seen.

To say that Kerry Packer “liked a bet” is a very big understatement. Having a lot more zeros after the figure describing his net wealth than the average punter was certainly helpful in fuelling his interest in a large wager – he was very wealthy and thus had a large war chest for betting. He was a legendary gambler at casinos and racetracks around the world, and the size of some of his plunges are still eye-popping many years down the track.

Renowned racing writer Tony Bourke has detailed some of Packer’s mammoth betting forays. Golden Slipper day 1987 was one such occasion. Prior to that day on-course bookmaker turnover had never exceeded \$9 million; on the 1987 day the turnover for on-course bookies was \$40.5 million, compared to the entire NSW on- and off-course tote turnover of \$21 million. Asked for an explanation, the Rosehill CEO said: “That was the day Kerry came to the races.” Astounding!

There were many such days for the Big Fella where he won and lost huge sums and broke the nerve of some big bookies, a collateral benefit that he also enjoyed. Another large bet late in the Packer era was on Jezabeel in the 1998 Melbourne Cup where the size of the plunge moved the odds significantly, and brought her into favouritism – one hell of a feat in such a big betting race.

Packer was also a racehorse owner. He owned some very good horses, including the phenomenal Mahogany that he part-owned with Lloyd Williams. Winner of a Caulfield Guineas, VRC Derby and AJC Derby, Mahogany also won two Group 1 Lightning Stakes up the Flemington straight over 1000m, and was beaten a nostril in the 1995 Cox Plate – a truly remarkable career of great quality and versatility.

Mahogany gave his name to the Mahogany Room at Crown Casino, providing a nice congruence between two of Kerry Packer’s great passions.

Many thanks to Tim Holland for submitting the third and final part of this submission, a fantastic read and very welcome addition.

PICTURED: Kerry Packer at the races.

MEET YOUR RACING PARTNERS - ROB BARNHAM

Where did you grow up?

I grew up in Northern NSW, where my father owned a Beef Cattle Farm & had horses.

When did you first get interested in racing?

We didn't live on the farm, but at a regional hotel where the races were on the radio in the Public Bar on Saturday's. Melbourne Cup sweeps are my first real memory of participating.

What is the race you would most like to win?

I think The Everest, because it is in Sydney & not a stayers' race.

What racetrack/meeting/carnival do you enjoy attending?

Randwick, as I spend most of my time in Sydney, although I live on the Gold Coast.

Who is your favourite jockey?

Jamie Kah has always drawn my attention, and I tend to favour the horses that she is riding.

What is your favourite racing memory?

Cloudland winning his maiden as it was my first win as an owner. It was a very ugly win as the jockey had lost control of him and was trying to pull him up 100m out, but he still won.

Which OTI horse are you most looking forward to seeing run in 2022?

Obviously Cloudland as he will now be racing in Sydney in better grades. I just bought a share in another horse with OTI, Flashing Steel, who looks very promising and should also be a "city" horse.



Pictured: Cloudland returns from his Gosford win

Who introduced you to OTI/how did you get involved with OTI?

I had a couple of shares in racehorses several years ago via sporting association groups, but drifted away due to being too busy with work. As that changed I decided to get another share in a horse and had noticed OTI over a period of time from the media. My first OTI share was a horse called Banneret, that I believe OTI bred.

What do you enjoy most about racehorse ownership?

Obviously going to the races & watching your horse race is exciting, and meeting the other owners. I also like watching the development of the horse's career & how it is placed in the races. I own a share in Cloudland & watching him winning his first 3 races has been exciting.

WELFARE UPDATE - TRENCH WARFARE

OTI is very pleased to see ex-galloper **Trench Warfare** thoroughly enjoying his life after racing at Evergreen Lodge. The New Zealand-born 6yo gelding had 1 win and 8 placings from his 16 starts with OTI. He now resides at Evergreen Lodge in South Australia where he assists young riders in learning how to jump. One of his trainers noted that *"He is making it an excellent school, he is very calm and patient with the young riders learning to jump."*

We are always delighted to see ex-OTI gallopers flourish in their post-racing lives and are pleased to see that Trench Warfare is no exception



INTRODUCING DAIQUIRI

- *Exciting, winning son of Lope de Vega* -



OTI Racing is pleased to announce the acquisition of Daiquiri (IRE), a 3yo Lope de Vega colt out of the G2 winning mare Pale Mimosa. He joins us from Ireland, and is to be placed with the astute Busuttin & Young stable.

Lightly raced, Daiquiri has had 7 runs for 1 win, 2 thirds and a 4th. He has progressed positively with each time the distance of his races increases, suggesting his ability as a stayer. Given his recent showings, it is likely that he will appreciate the firm tracks and racing style that Australia has to offer.

Daiquiri possesses an enviable pedigree. He is a son of top stallion Lope de Vega, sire of 17 individual Group 1 winners including Santa Ana Lane and Gytrash. Now standing in Ireland, Lope de Vega produced over 50 Group performers in 2022 alone. Daiquiri's dam, Pale Mimosa, is a G2-winning, G1-placed daughter of Singspiel. All three of her foals to race, including Daiquiri, have won.

Most of the Group 1 Lope de Vega progeny have been geldings. Clearly, should the stable consider that gelding Daiquiri will enhance his performance, that option is available.

Daiquiri is set to arrive in Australia in late December, and will therefore likely commence light work with the Busuttin & Young stable in January. Trent Busuttin said of him that "*Daiquiri is a horse that I believe will end up stakes class.*"

Whilst it is too early to set any firm objectives, his conformation, pedigree, and demonstrated ability gives us hope for exciting times ahead.

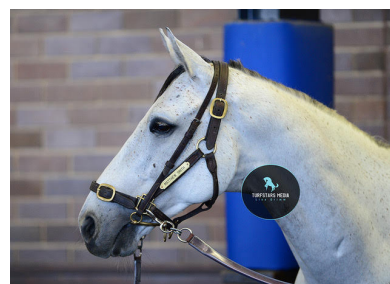
For more information, please contact oti@oti.com.au.

QUIZ

NAME THE RACEHORSE

Hint: JRA Plate winner

1. Which Melbourne Cup winner did Graeme Rogerson train, and who did he train it for?
2. Who sired the 2020 Lightning Stakes winner Gytrash?
3. Which OTI horse shares a name with a popular song by Huey Lewis and the News?



OTI'S SPRING REFLECTIONS

As the 2022 Spring Carnival starts to draw to a close, OTI Racing certainly has a lot to reflect positively on. From Toregene's win in the Melbourne Cup Carnival Country Final on Oaks Day, to I'm Thunderstruck's gallant second in the W.S Cox Plate, and everything in between, the spring of 2022 will be looked back on very fondly.

OTI's spring kicked off spectacularly with **I'm Thunderstruck's** G1 Makybe Diva Stakes win on September 10th. In a gripping edition, **I'm Thunderstruck** reeled in Alligator Blood and pipped him at the post in a photo finish. His outstanding preparation continued through to the Underwood Stakes (4th), Might and Power Stakes (2nd), the Cox Plate (2nd), and the Champions Stakes (5th). He is now headed to Leneva Park for a well-deserved rest.

Another highlight of the spring was OTI's "Super Sunday", on Underwood Stakes day where four OTI runners won across three different countries. **Aesop**, **Regal Lion**, **Lorne (FR)**, and **Devore (IRE)** all flew the yellow and navy across the finish line first in an exceptionally successful day.

OTI's Melbourne Cup dream continued with **Daqiansweet Junior** (DJ)'s excellent run to score 6th. In a field brimming with many top stayers, DJ worked his way through the inferior part of the track in an exceptionally satisfying run. We hope to see him return next year even bigger and better than before, in preparation for the Sydney Cup.



Pictured: Toregene returns with Dean Yendall

Oaks Day played out superbly, with the Matthew Williams-trained mare **Toregene** taking out the 1600m Melbourne Cup Carnival Country Final with ease. She is a very honest and talented mare with 4 wins from 5 career starts, and it is believed by connections that we haven't seen her very best just yet.

The last day of the Cup Carnival was wrapped up nicely with **Hezashocka** defying astronomical odds to finish in third place in the Champions Stakes (unfortunately pushed back from second place due to a protest). Overall, it has been a great spring for OTI so far, and we hope there is more to come in the next few weeks!



TOP: I'm Thunderstruck's G1 Makybe Diva win

BOTTOM: Regal Lion's win on Underwood Stakes day

QUIZ ANSWERS

1. Efficient, for Lloyd Williams
2. Lope de Vega
3. Stuck With You

NAME THE RACEHORSE:

Grey Lion, winner of the 2019 G3 JRA Plate.



*Pictured: **Stuck With You** wins at Doomben*