



New cash flow product has big spring

Fledgling industry cash flow product - Horse Training Packages (HTP) has had a Spring Carnival to remember.

HTP is the brain child of former Lindsay Park Manager Mark Pilkington who explains: "We analyse trainers annual accounts and then pay them for 12 months in advance for which we receive a significant discount, this discount is passed on in full to owners. No cash flow issues for trainers and no monthly bills and time consuming administration for owners, simple but effective".

The owners of class mare Gregers (bought by Pilkington for \$120,000 as a weanling at the Magic Millions) and in form gelding Fast n Rocking (bought in utero by Pilkington for the Devitt and Gordon families) are the trail blazers. "I'm extremely grateful to Lindsay Park and my old clients for having the confidence to support the development of my concept. Without their support we couldn't have finetuned the product to be such a win-win product we have today".

My new partner in the business - Darren Thomas (Thomas Foods International) has large thoroughbred interests which has helped spread the word with other trainers. Trainers who are currently trialling HTPs include Mick Price, Andrew Noblet in Melbourne. Team Snowden, Tony McEvoy and Bjorn Baker in Sydney. Phillip Stokes and Leon Mac Donald in Adelaide and Neville Parnham in WA. "The payment product is a huge change in the way trainers do business so we expected it would take time for its merit to be understood and acknowledged. The industry has traditionally been slow to change and the organic growth of HTP has primarily come about via word of mouth from owners and trainers who respect each others role - the HTPs align owner/trainer interest like never before. Transparency and integrity is sought by all industry participants; HTP = Transparency and integrity".

Word has spread so we are busy assisting interested trainers understand how the product benefits them and their clients.

Thoroughbred enthusiast Thomas missed his first Cup week in 14 years due to competing in the New York marathon on Derby Sunday. While resting his weary bones he was glued to Racing Networks international coverage and liked what he saw... Risen From Doubt saluted on Cup day (for him and fellow SA businessman Peter Katalanis), Petrology (bought as an unraced 2yo from trainer David Hayes by Pilkington for Thomas and fellow meat industry heavy weight Peter Walsh) followed up with an impressive win on Oaks day then the Tony McEvoy import rounded out a great week with his victory in the Queen Elizabeth Stakes on Emirates day.

A huge offer for Petrology to race in HK didn't result in a sale and The Hayes/Dabernig team decided to run him in the Sandown Guineas. His dazzling victory has assured his future at stud - how he goes in the Australian Guineas in the Autumn will dictate which breeding precinct he retires to as he has attracted interest from studs all over Australasia.

To cap off a great fortnight for The HTP team their recent purchase Bass Strait won his way into the \$1m Railway Stakes at Ascot by winning the RJ Peters Stakes. "I've had horses with Neville Parnham for 30 years so it's a big thrill to have a big race runner with him - he was inducted into the WA hall of fame on Saturday night - a thoroughly deserved honour".

Kind regards

Regards,



Mark Pilkington



Gregers Cockram Stakes



Petrology Sandown Guineas



Fast 'n' Rocking McNeil Stakes

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