

CHAPTER 1

INTRODUCTION

I. Overview

Simulcast wagering continues to experience growth within the pari-mutuel industry. It now represents more than 88 percent of total North American wagering, according to The Jockey Club statistics, and its importance to the very existence of racetracks is evident. Simulcasting is one of the most important tools available to a pari-mutuel industry facing the problems of declining on-track handle and attendance and increased competition for a market it once "owned."

Simulcast operations are becoming increasingly more sophisticated and dependent on new technologies. Slightly more than a decade ago, simulcasting was limited to Track A sending the TV signal of its Stakes Race to Track B, with a local wagering pool for Track B's patrons. Racetracks today simulcast both individual races and whole cards to other racetracks conducting live racing, to tracks offering only simulcasting, and to off-track betting parlors, tele-theaters, and Advance Deposit Wagering companies. Wagers are commingled with those of the Host track, creating large pools that minimize the impacts on payoff prices from large wagers at small local outlets.

Increased interactivity with TV, Internet wagering, and at-home betting are offshoots of simulcasting that represent current and future growth for the pari-mutuel industry. Accordingly, the industry needs to develop the best possible simulcasting product for its patrons if it is to remain viable and prosper. The operational success of national multi-event wagers shows the industry **can** coordinate the efforts of literally hundreds of racetrack personnel to create new and innovative products capable of meeting the challenge of ever-increasing competition.

II. Purpose and Use of This Manual

A simulcasting procedures workbook was presented initially at the TRA's National Simulcast Seminar/Workshop in October, 1993. Attendees discussed simulcasting ideas and procedures and responded with questions/suggestions. Following that conference, the TRA wrote a draft version of a procedures manual, incorporating feedback from the Workshop, input from industry simulcasting personnel, and experience gained from the National Best Seven. That early version of the manual was presented and discussed at the 1994 Conference, after which an updated version was prepared, incorporating any revisions made at the Conference. The manual is reviewed and revised every year.

This manual presents simulcasting procedures developed and tested in the field and found to be effective and successful. All track department heads and their staffs should read it. A successful simulcasting operation needs the coordination and support of virtually all racetrack departments. Therefore, personnel are encouraged to read the entire manual to gain an understanding of the total operation.

This manual is intended for both experienced simulcast personnel and those new to the operation. It includes detailed procedures to follow and explanations of the different segments of a simulcast operation. It is also intended to provide new employees with an understanding of the various procedural components of simulcasting.

Simulcasting is a dynamic part of the pari-mutuel industry. It has evolved rapidly over the past decade and future changes probably will occur even faster. Although this manual presents today's most current procedures, a successful simulcast operation needs to be constantly evolving as new technologies and opportunities become available.

The Simulcast Procedures Manual has been designed to provide a solid base of simulcasting information and procedures which will serve as a foundation for future enhancements. It is a work in progress and will continue to be revised and updated to include new developments and improvements as needed.

Standardized Simulcast Contract

The TRA 2020 Committee drafted the Standardized Simulcast Contract. The latest edition of the contract can be found on this disc, and also on the TRA web site, <http://www.tra-online.com>