



2<sup>nd</sup> November 2010.

### 2012 Pitch Negotiations.

All members with pitches at 'Northern Racing' tracks will soon receive a proposed contract offering terms of business from 1<sup>st</sup> September 2012 and beyond. This contract will be accompanied by a letter from the Federation of Racecourse Bookmakers' negotiating team giving further explanation about some of the details and background.

Agreement has been reached after painstaking negotiations and should be considered against the position we were in three years ago when the RCA used the Gambling Act 2005 in an attempt to deny our tenure.

The board of the NAB appreciate that the agreement will not meet every aspiration of every member. However, they believe the proposed contract is the best available option to secure the businesses of every bookmaker beyond September 2012, and therefore unanimously recommend members to sign. All board members with pitches at 'Northern Racing' tracks intend to sign on behalf of their own racecourse businesses.

We would encourage members to sign and return their contract as soon as possible. This will enable the negotiating team to engage more quickly with other racecourses and racecourse groups to secure further contracts.

We recommend members obtain proof of postage when returning signed contracts as without a contract they will be unable to trade at 'Northern Racing' tracks from September 2012.

*National Association of Bookmakers Limited.  
2<sup>nd</sup> November 2010.*