



HKROA - Racing Incident Seminar

“Livery Charges”

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馬主協會 - 賽馬事宜研討會

“馬匹飼養費用”

黎達理
賽事執行部總監

Agenda 議程



1. Owner Fee Components 馬主費用成分
 - Breakdown of inclusion 包含內容
 - Club Subsidy 馬會補貼

2. Horse Bedding 馬匹墊料
 - Types available 可用種類
 - Paper bedding cost structure 紙墊料成本結構
 - Paper Cost Comparison 紙料成本比較

Owner Fee Components

馬主費用成分



Livery Charge 馬匹飼養費 (\$20,400/month 每月/horse 每匹)

+ Trainer Fee 練馬師費 (\$600 per month, per horse)

+ Basic Items 基本項目

+ Racing Related Items 賽事有關費用

+ Veterinary Items 獸醫護理費用

= Total Owners Cost 馬主總費用

Owner Fee Components

馬主費用成分



Basic items 基本項目

- Feeds 飼料
- Bedding 墊料
- Grass 青草
- Carrot 胡蘿蔔
- Saddlery/Sundries 皮革/雜項
- Equine Dental Treatment 馬牙科治療
- Equine Chiropractic 馬匹脊椎按摩
- Misc Saddlery /Tools 練馬師自購皮革用品及工具
- Retain WR Fee 馬房聘用策騎員費用

Livery Charge Components

馬匹飼養費用成分



The livery charges has 4 Components = \$20,400

馬匹飼養四項成分 = \$20,400

1.	Direct Cost – Stables: 直接成本 – 馬房	<ul style="list-style-type: none"> Employee Expenses 員工開支 Utilities 公用設施 Repairs and Maintenance 維修和保養 Security 保安 Internal Recharges 內部徵收費用
2.	Direct Cost – Vet./Farrier: 直接成本 – 獸醫及馬甲護理	<ul style="list-style-type: none"> Employee Expenses 員工開支 Utilities 公用設施 Supplies 用品 Repairs & Maintenance 維修和保養 Internal recharge 內部徵收費用 LESS Vet Services Income 減獸醫護理收益 LESS Racing Plate Income 減出賽馬甲收益
3.	Direct Cost – Trainers: 直接成本 – 練馬師	<ul style="list-style-type: none"> Trainers overheads 練馬師營運成本
4.	Direct Costs – Morning Trackwork: 直接成本 – 晨操	<ul style="list-style-type: none"> Employee Expenses 員工開支 Maintenance AWT 全天候跑道維修 Maintenance Riverside Gallop 河畔跑道維修

Club Subsidy 馬會補貼



In the 09/10 racing season, the Club has budgeted a subsidy to cover horses in training in-direct costs to an amount in excess of \$50 million.

在 09/10 的賽馬季節，馬會已編入預算的補貼，以支付訓練中馬匹的間接成本數額超過五千萬元。

Type of Bedding Currently Used

目前使用的墊料種類



Shaving 木屑



Paper Strip 報紙條



Straw + shaving 草 + 木屑

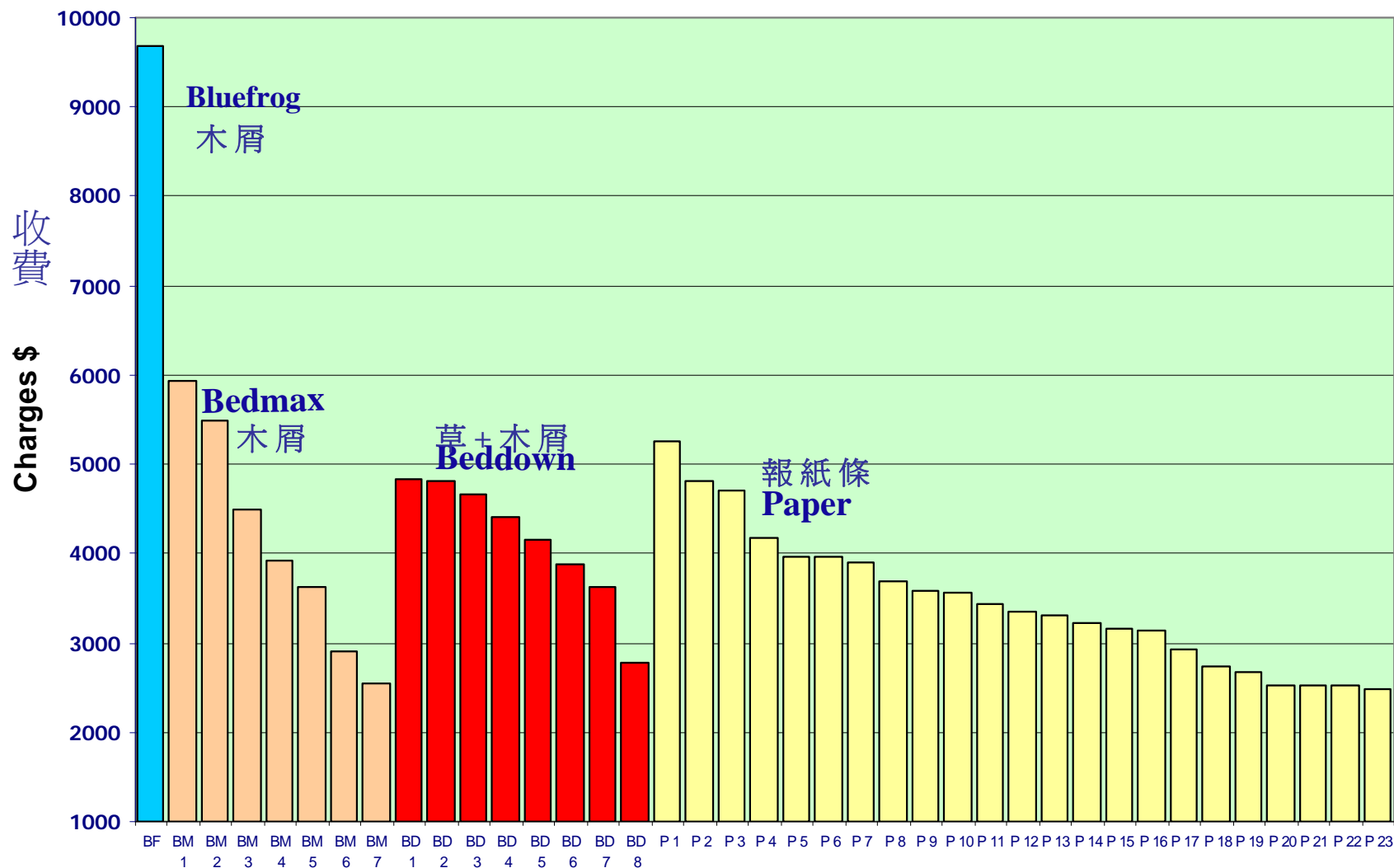


Wood Fibre 木纖維



Bedding Charge (Monthly Average)

墊料費用 (每月平均)



Material used by Trainers 練馬師所用材料

Type of Beddings Tried

曾經嘗試墊料種類



Name/Brand名稱／品牌	Country of Origin 來源國家	Material 材料	Reason 原因
Fibre Bedding	Newmarket UK英國新市場	Wood fibre in pellets 粒狀木纖維	dusty and contain camphor易產生塵埃和含有樟腦
Kingfisher Paper Bedding	UK 英國	Sterilize recycled paper shredded in different shapes不同的形狀的消毒再造紙	costly and easy to become dusty昂貴和易產生塵埃
Ecolit Bedding	France 法國	Flax shive 卷狀木片	not suitable in HK不適合香港
Woody Pet	UK 英國	Soft wood fibre pellets 粒狀軟刨木	dusty 易產生塵埃
Rice Straw	China 中國	Natural dry straw天然乾草	difficult to manage 難以處理
Wheat Straw	USA 美國	Natural dry straw天然乾草	costly and difficult to manage 昂貴的和難以處理
Pinus Radiata Chip	NZ 新西蘭	Fine wood chip 薄木片	contain camphor含有樟腦
Creation Team Shaving	China/USA 中國／美國	Pine wood shaving松木屑	poor quality and dusty質量差，易產生塵埃

Price Trend of Paper Bedding 報紙墊料價格走勢



Tender Strategy 招標策略

1. We tender 50% of our estimated requirement at any one time for a 12 month tender period for price hedging. 將估計在任何為期12個月的所需用量的百分之五十公開招標，以穩定價格。

i.e. tender 招標 50%	June - May
tender 招標 50%	November - October
2. Accept 4 lowest tenders to ensure supply as no single supplier comes close to fulfilling our total consumption. 接受四個最低標商，以確保供應穩定，因為沒有單一供應商能夠提供我們的總消耗。
3. Average the prices on monthly total deliveries to lower the charge to owners. 平均每月總交貨量價格以降低馬主費用。

<u>Pricing 價格</u>	November 2007 – October 2008	Average \$49 per bag
	June 2008 – May 2009	Average \$62 per bag
	November 2008 – October 2009	Average \$77 per bag
	June 2009 – May 2010	Average \$64 per bag

Price Trend of Paper Bedding 報紙墊料價格走勢



Reason for price increase from November 2007 till June 2009:

2007年11月至2009年6月價格上漲的原因

- Paper material increased from \$1,400 per tonne to \$2,400 per tonne (70%)
紙材料價格由每噸\$1,400上升至每噸\$2,400 (70%).
- Oil price have increased affecting delivery and processing (\$5 per bag)
油價上漲影響運送及加工成本約每袋增加五元

Current trend 目前的趨勢：

The June 2009 – May 2010 tender period covering 50% of our total consumption has dropped to an average of \$64 per bag.

2009年6月至2010年5月的招標覆蓋我們總用量的百分之五十，價格下降到平均每袋64元。

Paper Costs Comparison 紙料成本比較

Current use paper strip vs. White Newsprint

現用報紙條 vs. 未印報紙料



	White Newsprint 未印報紙料	Current Use paper strip 現用報紙條
Cost price 成本價	HK\$4,290/tonne噸 (US\$550)	HK\$2,400/tonne噸 (As at May 09截至09年5月) Or \$55.20 per bag 每袋
Remarks 備註	Raw material cost only 只計原材料成本	



Thank you