

An open letter to all competitors re Lakeside entry fees.

Hi Dennis,

Thanks for the feedback & I doubt you are the only one feeling this way - if you don't mind I'll send this reply out to our competitor base and put it up on the web site. We set the Lakeside entry fees at \$189 because it was necessary - not because we hope to make a fortune out of you. The pre-event entry fee for the Lakeside rounds is actually \$149 for the day whereas the Ipswich rounds cost \$119 for a half day. We always said the Lakeside events would cost 30% more than the Ipswich events but when you look at it the percentage is MUCH lower than that.

The Lakeside Street and Open Sprint rounds don't cost more than the QR sprints when you consider we supply at least 25% more track time and lot more kilometres; 28.5 Vs 50 (or 38 Vs 62.5 if there are minimal recoveries) and guaranteed passenger runs at Lakeside at the end of the day. On \$s per minute or \$s per kilometer basis the Lakeside series actually cost less than the Ipswich series. Remember the Lakeside series are an all day affair with guaranteed passenger time afterwards and hopefully five runs because everyone stayed on the track. Because of the noise constraints QR has undertaken with Council not to run more than 20 cars on the track at a time. If everyone is to get a fair number of starts (we think four is a minimum for a day) this effectively means we are limited to five groups or 100 cars per event.

What makes the rest of the entry fee difference at Lakeside is the \$40 levy to help pay for the carports. We are building 100 carports so that everyone gets one. As \$40 is the same amount Bill charges for car port rental at Morgan Park we think this is a very low price to ask as the bays at Lakeside are a full 3 metres wide by near enough 6 metres long. The downside to making this investment is that we have had to make carport rental mandatory at Lakeside because we do not have a separate paddock area available and we can't predict how many people would want carports.

If we had built a limited number of carports we would always have more customers than carports or more carports than customers. Due to the lack of a regular paddock area if we had more customers than carports we would not have anywhere to put them except in a carport for free which isn't fair to the other entrants or us.

As far as returns go; we can collect \$4000 dollars IF we have a full field of 100 cars which means we need some 55 events to pay for all the costs. We decided it would hurt the business too much if people had no shelter so we took a big suck of air and purchased all 100 carports in one go. It gets HOT at Lakeside (yes, hotter than Ipswich) & it rains at least three times as often as it does at Ipswich. We also decided to buy a quality product from Trueline which is a strong reliable structure that will look pretty good. Yes, we could have done something on the cheap but we want everyone to be proud of Lakeside so we don't want to cut corners on anything at Lakeside. Harsh reality will probably set in later but right now we are trying to do the best quality we can reasonably afford.

Originally we estimated \$1,200,000 was all we would spend in getting Lakeside re-opened but a lot of the promised volunteer labour and donated material just did not appear. If we had stayed with that strategy Lakeside would never have re-opened. Our total bill will now be about twice that amount so the extra \$200,000 being spent on carports forms a significant part of the total bill.

We hope that you want Lakeside to be something special too so we've just got on with it despite all the doom & gloom of the GFC or GFM or whatever else you want to call it. It has taken a lot of corporate courage to stick with our original plans but we are determined that Lakeside will be re-opened with the best possible chance of surviving for another 40 years.

QR is always about taking motorsport to as many people as possible with as good a quality product as they can afford. We won't always get it right but at least we are willing to experiment and try new things - usually with some success.

Thank you for taking the time to read this letter and taking the time to understand what QR is really trying to achieve with Lakeside and not just taking the gossip from the disgruntled and the negative comments of the naysayers as gospel.

Thanks, sincerely, John Tetley