Andrew Phillips, Marketing Brown-Forman (Jack Daniels) Andrew\_Phillips@b-f.com

**TNTRacing** 

Racing

**Sponsor**Request

I'm writing to request a possible sponsorship which can embellish your brand (Jack Daniels) as a real win-win situation.

My two sons, Tom and Todd of TNT Racing from Los Angeles, have been racing drag boats for over ten years and have been finishing at the top of their classes for the past 8 years. Every year they manage to be consistently faster.

In the past couple of years they have spent well over \$100,000 just upgrading their equipment. They designed and built a new 1200+ horse power engine in 2008, bought a new white 24-foot tow trailer in 2009, acquired a lighter all black boat hull in 2010 and are moving their tried and true engine to this new hull for 2011.

Both the boat and trailer are currently free of any advertising. As a sponsor, your logo can be prominently displayed in the pit area on banners, the trailer, the boat and POS materials. The pits at the boat races are open to all participants so they can view the boats close up and personal. In addition, the trailer travels from Los Angeles to the various race events for about five to ten hours on Southern California roads for each race.

Tom and Todd have been innovative in their designs, often custom making parts, tools and equipment. Fellow race drivers, owners and mechanics know that "The Brothers" look to up their game each year so rumors abound about what they're coming up with next. The race community knows about their "new boat" but not sure what the brothers are planning to do.

The equipment and expenses to maintain their racing presence runs into the tens of thousands. Entry fee, lodging, mileage, meals along with gas, oil, fluids and parts for their boat and crew runs about \$3,000 a weekend. This excludes the replacement of broken parts.

The first event this year is at Lake Elsinore, California on March 26 and 27, 2011. If you are interested in attending this race event, tickets can be arranged by calling

Tom Fulkerson 310-422-6518 (evening home cell) 323-547-8655 (day work cell).

Hopefully you will consider TNT Racing for a possible sponsorship as a win-win for both you and your company. Please contact me with any questions regarding this proposal.

Sem Fall

Gene Fulkerson, Young's Market Company, retired after 40 years gene@pacificrimalliance.org 619-804-1939

acatmeowz.com/TNT

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JESEL MAN NJBA MELANTA MSD DAuto

> High Points Champion Pro Gas Flat 2005

> > Pro Unlimited Flats

For more information contact Gene Fulkerson, Young's Market Company, retired 619-804-1939 or gene@pacificrimalliance.org

# Drag Boat Racing Basics

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The basics of drag boat racing are very similar to those of land drag racing. It is an acceleration race over a measured guarter mile straightaway on water between two high performance race boats.

However, drag boats use a moving start. As two boats are "paired up" on the holding rope, a countdown clock begins before the boats get the green light. During competition, if either boat crosses the starting line before the green light is illuminated, it is disqualified.

Each of the boats is clocked for an elapsed time (ET) that is determined from the time it takes the boat to cover the quarter-mile race from start to finish. Drag boats typically qualify on Saturday for placement in the elimination rounds on Sunday. The winner of each round of racing advances to the next round until only one boat remains as the class winner.

# **TNT** Racing

Tom and Todd Fulkerson, affectionately known as "The Brothers" in the pits, have been drag boat racing for the past 10 years. Tom drives the boat and Todd is Crew Chief and designer of the current engine set up.

TNT Racing has finished either 1st or 2nd place in one of their classes in eight of the last ten years. They typically race two classes for each event.

Currently holds the world record for Pro Gas Flat set with the new engine.

MPH: 135.540	set 10/19/2008
ET: 7.660 seconds	set 9/21/2008

New for 2011 is a lighter all black hull. The 2008 innovative engine will be used. Performance is expected to improve as it has every year in the past.

The infrastructure for the new hull has been designed, crafted and tooled by Tom and Todd personally. Engine details found at **acatmeowz.com/TNT**.



2008







### Impressions

The 24 foot all white trailer travels from Los Angeles to the races in either Lake Elsinore, San Diego or Bakersfield. Races have also been held in Redding and Chowchilla in Northern California and Phoenix, Arizona.

A race event scheduled in Southern California alone can draw upwards to 75,000 people. In the pit spectators stop by to check out the boat. Your presence can be seen on the boat, trailer and banners in the pits.

Sponsors are announced prior to each race on the speakers as well as a local AM radio station. Boats and sponsors are mentioned in the local newspaper.

After the races, photos are posted on various websites and videos can be viewed on youtube.com. Just search on "Tom Fulkerson."

We have a website (acatmeowz.com/TNT) that will undergo a complete redesign after the new boat is racing. We will also have a presence on facebook.

### **Demographics**

There are 100-200 boats entered to race for any given race. Boats, ranging from the River Racer to Top Fuel Hydro, reach speeds of 100 to 250 mph.

The ages of the 75,000 participants range mostly from the 20s to 50s.

The male to female attendance ratio is approximately 60% to 40%.

## 2011 Race Schedule

March 26-27, 2011
April 16-17, 2011
May 21-22, 2011
June 18-19, 2011
September 24-25, 2011
October 15-16, 2011
November 19-20, 2011

Lake Elsinore	Lake Elsinore, CA	NJBA
Lake Ming	Bakersfield, CA	NJBA
Lake Ming	Bakersfield, CA	NJBA
Lake Ming	Bakersfield, CA	NJBA
Lake Ming	Bakersfield, CA	NJBA
Lake Ming	Bakersfield, CA	NJBA
Lake Ming	Bakersfield, CA	NJBA





