

15 Lottery Organizations Already Plan to Attend the 2003 ILAC Congress!

Aruba Lottery: **Aruba**

Sorteos Extraordinarios Asociados: Colombia

National Lottery: Ecuador

Lotería del Niño: Guatemala

Lotería de Santa Lucía: Guatemala

National Lottery: **Mexico**

National Lottery: Nicaragua

Tektron: Peru

Loto-Catalunya: **Spain**

ONCE: Spain

National Lottery Board: St. Vincent and the Grenadines

Georgia Lottery Corporation: **USA**

Iowa Lottery: USA

Traditional Lottery of Puerto Rico: USA

National Lottery Control Board: Trinidad and Tobago

For more information, please contact PGRI at 425-803-2900, fax 425-803-6830 e-mail publicgam@aol.com or your Public Gaming representative.

David Mello

202-244-9301 f: 202-244-9302 davemello@earthlink.net



Reserve Exhibit Space Now For ILAC 2003 co-hosted by the *National Lottery of Mexico!*23 Lotteries Attended Last Year's ILAC

Congress. More Than 30 Expected This Year!

-Other Exhibitor Bonuses-

Program Participation

Certain sessions on the Program will feature vendor participation. Exhibitors who have expertise with Program topics will be given priority consideration for participation as speakers or panelists.

Products on Display at Past ILAC Congresses

- On-line Systems
- Instant Tickets
- Video Lottery Terminals
- Pull-tab Tickets
- Drawing Equipment
- Promotional Items
- Ticket Vending Machines
- Ticket Dispensers
- Ticket Validation Systems
- P.O.P. Advertising

Focus on Lottery Products

ILAC 2003, with a strong Program focusing on lottery products, will be an excellent opportunity for companies specializing in the following:

- Instant Tickets
- Internet Gaming
- On-line Games
- Traditional Games
- Video Lottery
- Pull-tabs

Effective Exhibit Hour Schedule

A total of 11 exhibit hours, all with an associated food function and no other conflicting activities, have been scheduled to maximize your ILAC exhibit investment

Latin America is one of the fastest growing markets in the world! Don't miss this exciting opportunity to grow your business!

-Tentative Agenda-

April 26, Saturday

Noon-5pm Exhibitor Setup 4pm-6pm Registration open

April 27, Sunday

9am-3pm Exhibitor set up 9am-8pm Registration open

3pm-5pm Opening Welcome Session Opening Welcome Reception in

Exhibit Hall

April 28. Monday

9am-7pm	Registration open
10am-Ñoon	General Session II
Noon-3pm	Lunch in Exhibit Hall
3pm-5pm	General Session III
5pm-8pm	Cocktail Reception in
	Exhibit Hall ¹

April 29, Tuesday

9am-1pm	Registration open
9am-11am	General Session IV
11am-1pm	Brunch in Exhibit Hall
Afternoon	Open for private meetings

April 30, Wednesday

10am-Noon Closing Session and Awards Noon Conference Adjourned

For more information, please visit us on the Web: www.PublicGaming.org

For more information, please contact PGRI at 425-803-2900, fax 425-803-6830 e-mail publicgam@aol.com or your Public Gaming representative.

David Mello

202-244-9301 f: 202-244-9302 davemello@earthlink.net



January 30, 2003

Dear Vendor Colleague:

I am writing to invite you to participate in the ILAC Congress 2003, for Latin and Caribbean Lotteries, to be held in Cancún, Mexico, April 27-30, 2003 at the Hilton Cancún Beach and Golf Resort.

The National Lottery of Mexico is pleased to again co-host this year's Congress and will be working hard to ensure a very productive, professional meeting for you and your associates.

The program theme for the Congress this year is "More Games, More Revenues, More Benefits". The topics for the program will encompass discussions on maximizing sales of existing lottery products, marketing strategies, advertising, the sharing of advertising costs and game shows. The program will also promote improved lottery communications as a means of improving the image of the lottery as well as helping to increase ticket sales.

Mexico and the National Lottery of Mexico want to serve as a bridge between Latin cultures and North American technologies as one way to help Latin lotteries grow. And as the leading tourism destination among Caribbean nations, Mexico is also a bridge to Caribbean lottery interests.

Duane Burke, CEO of the Public Gaming Research Institute, and my co-host for this Congress, will be contacting you and your associates to encourage you to both attend and to exhibit your products at this Congress. I believe this is a great opportunity for your company because the need is so great for more new products in the Latin and Caribbean lotteries.

We hope that you will be a part of this great, professional lottery event!

Sincerely,

Laura Valdés de Rojas Director General



January 30, 2003

Dear Colleague:

The ILAC 2003 Congress is coming soon and Laura Valdes, Director General of the National Lottery of Mexico, and I invite you to participate with us in this important event for lottery and industry professionals.

I am excited to once again have the National Lottery of Mexico as our co-host for the Congress this year, not only because of Laura's dynamic leadership, but because of the changes being planned for this lottery and many other lotteries in Latin America and the Caribbean.

The program theme this year, "More Games, More Revenues, More Benefits", will focus on the many, many ways that lotteries can increase sales and net revenues and thus provide more money for the lottery beneficiaries.

As a lottery supplier, this meeting could be very important to your company. In addition to attending the Congress, we invite you to exhibit your lottery products and services to this important international market of Latin and Caribbean lotteries. As an exhibitor, you also have the option of being on the Congress program as a means of bringing added attention to your company and its products.

Registration and other details for the meeting are enclosed. I look forward to seeing you at ILAC Congress 2003, April 27-30, Hilton Cancun Beach & Golf Resort, Cancun, Mexico.

Sincerely,

Duane V. Burke President & CEO

Diane V Burke

Other Contacts

David Mello

VP, Marketing and Sales

Tel.: 202-244-9301 Fax: 202-244-9302 **E-mail: davemello@earthlink.net**

Elsie Grote

Conference Coordinator

Tel.: (425) 803-2900 Fax: (425) 803-6830

E-mail: ElsiePGR2@aol.com



VAMOS!

BE AN OFFICIAL ILAC SPONSOR!

What a Sponsorship does for you:

- **COMMUNICATES** your solid reputation in the industry.
 - DEMONSTRATES your concern for your customers.
 - INCREASES your company name recognition.
 - REINFORCES your product awareness.
 - PROMOTES good customer relations.
 - PROJECTS your successful image.

What a Sponsorship entitles you to:

- Participation on Program as a Panelist or Speaker
- On-site signage at your event featuring company name and logo
 - Advance information on preregistered attendees
- Company logo, greeting and recognition in official Show Program
 - Company acknowledgment in pre-show promotions to lotteries
- Follow-up acknowledgment in *Public Gaming International Magazine*

ILAC Sponsorships:

- Welcome to Mexico Reception on Sunday: \$6,000
- Salute to GREAT IDEAS Reception on Monday: \$5,000
- Welcome to New Lottery Executives Lunch on Monday: \$4,000 Sponsored by Scientific Games Latino America
 - New Technology for Growth Brunch on Tuesday: \$4,000

For more information, please call PGRI at 425-803-2900, or visit us at www.publicgaming.org.

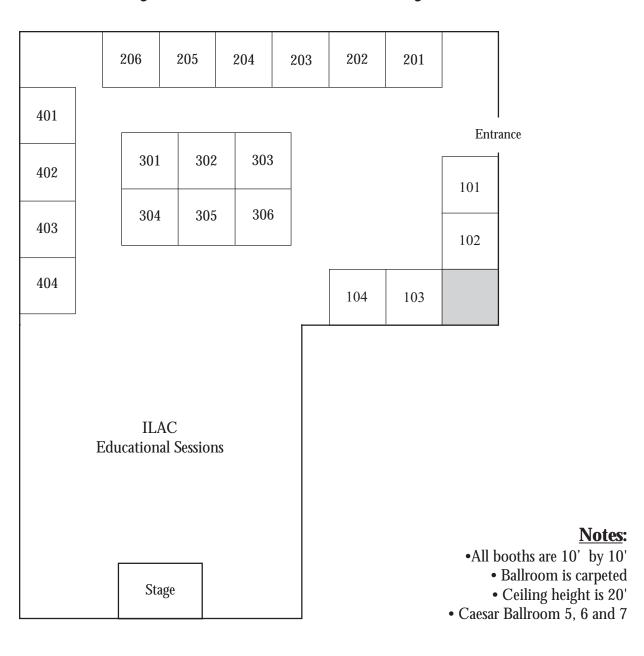
David Mello

Tel.: 202-244-9301 Fax: 202-244-9302 dayemello@earthlink.net



-ILAC Congress 2003-

April 27-30, 2003 • Cancun, Mexico • Hilton Cancun Beach and Golf Resort Co-hosted by the National Lottery of Mexico



-Exhibit Booth Application and Contract-

All locations are good, but space is limited! Reserve yours today!

Please fill out this form and fax back to 425-803-6830. Please mail original and payment to: Public Gaming Research Institute, 4020 Lake Washington Blvd. NE, Suite 100, Kirkland, WA 98033, or charge to American Express, MasterCard, or Visa (see below).

	applies: □ SMART-Tech '03 □ ILAC '03 □ Internation	onal Lottery Expo '03
C:		
State/Prov./Zip/Postal (Code:	
Tel.:	Fax:	
Circle of Learning Op	otions (SMART-Tech and Expo Only):	
-	includes space (78 sq. ft.), carpet and one badge/registration	
	5: includes space (78 sq. ft.) carpet, one badge/registration	, carpet, standard
	VCR, 1 table, 2 chairs, easel and wastebasket rcle (#102) \$5,890: includes space (175 sq. ft.), carpet and	two hadges/registrations
	Circle (# 102) \$5,890: includes space (173 sq. 1t.), earpet and	
	tricity, 25" TV/VCR, 2 tables, 4 chairs, easel and wastebas	
SMART-Tech '03 Circ	cle of Learning Location Choice (February 9-12 in Cha	rleston, SC):
1 st Choice	# <u>:</u>	
2 nd Choice	#:	For assistance or
3 rd Choice	#:	more information,
Special note: Circl	le 102 is Extra-large, See above	please contact:
ILAC '03 Exhibit Boo	oth Location Choice (April 27-30 in Cancun, Mexico):	David Mello
1 st Choice	#:	202-244-9301
2 nd Choice	#:	f: 202-244-9302
3 rd Choice	#:	davemello@earthlink.net
International Expo '0'	3 Circle of Learning Location Choice (July 18-21 in Ke	v Riscavne FL).
1st Choice	#:	y Discayne, 1 L).
2 nd Choice	#:	
3 rd Choice	#:	
Payment Terms and C	Intions	
v	ny credit card	
C		2000 1 1 11 1
	arning are above. Standard exhibit space cost for ILAC is \$ n per booth. Full payment is due with your application f	
	osit is due for Expo. Full refund if space is cancelled 90	
	American Express, MasterCard or Visa credit cards. Fill-i	
Amount: IIS\$	Card Number	Evn date:
	Card Number:	
Name on Card:		

-Congreso ILAC 2003-

Formulario de Inscripción/Registration Form

27-30 abril, 2003 • Hilton Cancun Beach and Golf Resort • Cancun, Mexico

Instrucciones para la inscripción y el pago:

Llenar un formulario de inscripción por cada participante. Para inscribirse en el Congreso sírvase enviar su formulario de inscripción por **fax al** +1 425-803-6830. El pago puede efectuarse con tarjeta de crédito o con un cheque en dólares de Estados Unidos girado en un banco estadounidense o como orden de pago internacional pagadero a Public Gaming Research Institute. Envíe su cheque por correo a 4020 Lake Washington Blvd. NE, Suite 100, Kirkland, WA 98033-7862, USA. No habrá reembolsos después del **25 de marzo** del 2003.

- Empleados de Loterías de Gobierno: No Pagan
- Empleados de Loterías en Concesión: \$795
- Empleados de Empresas Proveedoras: \$795
- Empleados Adicionales de Stand: \$695
- Esposa(o): No Pagan

Información para los proveedores:

Para obtener información más detallada sobre el Congreso ILAC, por favor contacte a Raquel Orbegozo, Coordinadora de la Conferencia al **425-821-8361** (Tel/Fax), **RaquelPGR2@aol.com**.

Reservación del hotel:

La sede del Congreso es el Hilton Cancun Beach & Golf Resort. Sírvase contactarse directamente con el hotel para reservar su habitación. Tel: +52 (9988) 81 80 00 ó Fax +52 (9988) 81 80 80. Tarifa por habitación: US \$140 (gobierno) ó US \$160 (proveedores). Sírvase mencionar que Ud. concurrirá al Congreso de ILAC, para recibir estas tarifas especiales. El hotel tiene un número limitado de habitaciones reservadas para este Congreso hasta el 25 de marzo.

Registration Instructions and Payment:

Use a separate registration form for each registrant. Payment must be in U.S. funds either as a check drawn on a U.S. bank, an international money order or by credit card (see below). Make checks payable to Public Gaming Research Institute and mail to 4020 Lake Washington Blvd. NE, Suite 100, Kirkland, WA 98033-7862, USA. **No refunds after March 25, 2003**. To register for the Congress, please complete your registration form and **fax to 425-803-6830**.

- Employee of Government Lottery: No Charge
- Employee of Privately Operated Lottery: \$795
- Vendor Employee: \$795Exhibitor Employee: \$695
- Spouse: No charge

Exhibit Information:

For ILAC 2003 exhibit information, please contact Public Gaming Research Institute at **425-803-2900**.

Hotel Reservations:

The Congress hotel is the Hilton Cancun Beach & Golf Resort. To reserve your room, please call the hotel at **Tel:** +52 (9988) 81 80 00 or Fax +52 (9988) 81 80 80. Room rates: **US \$140** (government) or **US \$160** (nongovernment). Space is limited. Reserve your room before the March 25 deadline to receive these ILAC Congress rates. For hospitality suites, contact PGRI at 425-803-2900.

Envíe su formulario de inscripción al 42	2 5-803-68 3	30 / Fax your regis	tration form to 425-803-6830		
Empleados de Loterías de Gobierno / Employee of Government Lottery: No Pagan / No Charge					
Empleados de Loterías en Concesión / Employee of Privately Operated Lottery: \$795 No Lotería / Vendor Employee: \$795					
□ No Lotería / Vendor Employee: \$795□ Exhibidor / Exhibitor Employee: \$695					
Nombre/Name:	Ape	ellido Paterno/Last	Name:		
Cargo/Title:					
Organización/Organization:					
Dirección/Address:					
Ciudad/City:		Estado/Sta	nte:		
Código Postal/Postal/Zip Code:					
Teléfono/Phone:					
Nombre para su distintivo/Badge Name:					
Nombre del Cónyuge/Spouse's Name:					
Método de pago/Method of Payment					
□ Con cheque (adjunto)/by check (enclosed)	□ Con ta	rjeta de crédito (véa	ase abajo)/by credit card (below)		
	□ Visa	☐ Mastercard	☐ American Express		
Tarjeta de crédito #/Credit Card #:					
Vence/Exp. date:/ Firma/Sigr					
Nombre y Appellido (letra de imprenta)/Print I	Name:				
	-				

Public Gaming Research Institute, Inc. • 4020 Lake Washington Blvd. NE • Suite 100 • Kirkland, WA 98033 Tel.: 425-803-2900 • Fax: 425-803-6830 • www.PublicGaming.org • E-mail publicgam@aol.com



SEND THIS FORM DIRECTLY TO THE HOTEL

HOTEL RESERVATION FORM ILAC CONGRESS / April 27-30, 2003

ILAC Confirmation # Group code: Please identify yourself as part of The ILAC Congress . By March 27th 2003 the hotel will release the unsold portion of rooms for general sale; however, the Hilton will still receive reservations after this date subject to availability. Last Name / Name Companion Company Name Address _____ State _____ Zip Code Tel. (office) Tel. (home) E-mail: Fax **Accommodations Requested** Requests are subject to room type availability at time of booking One Bed Two Beds Smoking No smoking The rates listed below are on an European Plan (no meal included), per room, per night, subject to 10% Federal Tax and 2% city accommodation Tax. Rates quoted on USA dollars. Standard room \$160.00 Extra person \$55.00 (Over 18 years old. Maximum occupancy per room is Beach Club room \$207.00 Junior Suite \$385.00 Government Functionary US\$140.00 (Goverment I.D. Required) Please note that the above conference rates are extended 3 days prior and 3 days after the program dates (April 23 - May 2nd, 2003) based on availability Departure Date _____ Arrival Date: Special Requests: (e.g. Cribs, handicap ,low floor) Reservations must be accompanied by a deposit or an accepted credit card number and signature. Reservation guaranteed by: AMEX □ Master Card VISA Wire Transfer I authorize Hilton Cancun to charge my credit card one night stay plus applicable taxes at the time of reservation and by March 12th, 2003 one additional night. Credit card number _____ Exp. Date Signature

PLEASE ATTACH CLEAR COPY OF THE CREDIT CARD BOTH SIDES OR A COPY OF THE WIRE TRANSFER.

Please return directly to: Reservations Department reservations@hiltoncancun.com Fax 011 52 (998) 881 80 80

Entire World Toll Free: 1 888 594 2483 From Mexico: 01800 849 1047 www.hilton.com

Thank you for requesting reservations at the Hilton Cancun We look forward to extending to you our hospitality and service.

To ensure you a prompt

To ensure you a prompt reservation and check in, please complete the registration form and note the following:

A deposit of two nights stay is required to hold your reservation. Such deposit shall serve to confirm the arrival date indicated on the form and, upon check in, shall be applied to the first night of the reserved stay. Should the guest fail to check in on the arrival date indicated on this form, there will be a charge of two (2) nights stay

of two (2) nights stay
as a "NO SHOW" penalty.

Early Departures will be charged in
full to the individual's credit card
for the number of rooms left
unoccupied.

The hotel will accept cancellations without penalty (30) days prior to group's arrival, after this date a penalty of (2) nights stay will be applied to the credit card.

Additional occupancy service charges: Bellboy: \$5.00 In/Out Room attendant: \$4.00 Per night

> Check In time is 3:00 p.m. Check Out time is 12:00 noon

Wire Transfers:
AMERICAN NATIONAL BANK
8990 West Dodge Road
Omaha NE 68114
Account Number 5094844
ABA: # 104000
NHC HOTEL S.A. DE C.V.
Ph. 402 457 1030 Fx. 402 457 1075



-ILAC Congress 2002 List of Participants-

Tecno Accion S. A.	Argentina	Sistemas Creativos Signal	Mexico
Aruba Lottery	Aruba	Sociedad Beneficecia de Arequipa	Peru
ISA Impressores de Seguranza Assoc.	Brazil	Tektron S. A.	Peru
Racimec International S. A.	Brazil	St. Vincent National Lottery	St. Vincent
Canadian Bank Note	Canada	QLot Consulting	Sweden
Loto-Quebec/Ingenio	Canada	Chadwick Group	USA
Pollard Banknote Limited	Canada	Computer Supply Co. of VA	USA
Cirsa Business Corp.	Chile	Creative Games International	USA
Intralot de Chile	Chile	Georgia Lottery Corp.	USA
Polla Chilena de Beneficencia S. A.	Chile	GTECH Corp.	USA
Scientific Games Latino America	Chile	Hidden Valley A.V.V.	USA
Beneficencia del Valle	Colombia	Interlott Technologies	USA
La 9 Millonaria	Colombia	International Gamco	USA
Lotería de Boyacá	Colombia	Media Drop - In Productions	USA
Lotería del Libertador	Colombia	Oberthur Gaming Technologies	USA
Lotería del Tolima	Colombia	Premier Lottery Corp.	USA
Sorteo Extraordinario de Navidad	Colombia	Pro-Lite, Inc.	USA
Lotería Nacional de Guayaquil	Ecuador	Promotion Results USA Inc.	USA
Lotería Nacional de Beneficiencia	Ecuador	Promo-Travel	USA
Lotería Nacional de Beneficiencia	El Salvador	RITe-solutions	USA
Editec	France	Schafer Systems Inc.	USA
Editec. SA / WINTV	France	Scientific Games Corporation	USA
Wincor Nixdorf	Germany	Scientific Games International	USA
Instant Lottery SA	Greece	Smartplay International	USA
Intralot SA	Greece	Sunshine Electronic Display Corp.	USA
Patronato Nacional de la Infancia PANI	Honduras	Lotería de Falcón	Venezuela
Tecnost Sistemi SpA	Italy	Lotería de Miranda	Venezuela
GTECH Mexico	Mexico	Lotería de Oriente	Venezuela
Lotería Nacional Para la Asistencia Publica	Mexico	Wincor Nixdorf C. A.	Venezuela



GREAT IDEAS!

FOR ILAC CONGRESS 2003

As an ILAC **Exhibitor** or **Function Sponsor**, you are invited to present any one, great idea, which has been introduced by your company at a lottery and found to be successful in the past year and which might be of help to other lotteries at the ILAC Congress.

To participate, all that is necessary is for you to send a very brief description of what your idea is, what the benefit has been to the lottery and who the presenter of the idea will be. Then, at the Congress, there will be a session on Monday afternoon for you to present your **GREAT IDEA!** to everyone. Each presenter will have 5 to 10 minutes for his or her presentation.

Awards will be presented at the closing-day session on the morning of Wednesday, April 30 for the 10 ideas judged to be best by those attending the Congress.

COME ON, JOIN IN, SHARE WITH OTHERS YOUR COMPANY'S GREAT IDEAS!
THAT HAVE WORKED FOR YOUR LOTTERY CUSTOMERS!

GREAT IDEAS! ENTRY FORM

Name of Presenter:	Title:	
Organization:		
Telephone:		
E-mail:		
Title of GREAT IDEA! :		
Brief Description of GREAT IDEA! :		
Benefit to Lottery:		

Fax or E-mail your GREAT IDEA! to Public Gaming Research Institute at fax 425-803-6830 or Elsie Grote at ElsiePGR2@aol.com. For more information, please visit us at www.PublicGaming.org or telephone PGRI at 425-803-2900.

Advertising Bulletin for the APRIL Issue of

Public Gaming

Public Gaming International Fast Facts

- · Circulation: **340+ lotteries** in 120 countries
- 100% focus on the worldwide lottery industry
- · More copies distributed to more lotteries than any other trade publication
- · Bonus Conference Distribution at the ILAC Congress in Cancun, Mexico

APRIL EDITORIAL FEATURES

- · Special Cover Feature: *Javier Castillo* from the *National Lottery of Ecuador*
- · The Best Selling Instant Games from Around the World
- The Lottery *Draw* Part 2 (International)
- · Successful Instant and Online *Promotions*
- · The *Online Forecast* for Latin America and the Caribbean
- · Traditional and Passive Games in Latin America
- · Update on the *National Lottery of Mexico*, co-host for ILAC 2003

Special Benefits for Advertisers

Editorial Support

Advertisers receive priority consideration and special attention in terms of the publishing of corporate press releases as well as participation in our editorial features. This month, advertisers will be invited to contribute sidebars to:

- · The Best Selling Instant Games from Around the World
- · The Lottery *Draw* Part 2 (International)
- · Successful Instant and Online *Promotions*
- · The *Online Forecast* for Latin America and the Caribbean
- · Traditional and Passive Games in Latin America

Two Ads for the Price of One

All ads in the traditional printed version of *Public Gaming International* also appear in the pages of the **Web version** of our magazine at no extra charge.

"Pick Your Place"

Confirm your ad by the space reservations deadline and you can choose which article your ad will appear within.

PGRI Partnership Program

All advertisers receive a link on the main page of our Web site.

DEADLINES

- · Space Reservations: Monday, March 17
- · Editorial: Wednesday, March 19
- · Ad Materials: Friday, March 21

David Mello

Tel.: 202-244-9301 Fax: 202-244-9302 davemello@earthlink.net Click here to visit our
Web Archive where
your past
advertisements are
still making an
impact for your
company.

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Consider Having Your Corporate Brochure Inserted Into The Pages of PGI.