To: Lottery, Video Gaming \& Racino Executives Interested in Growth, Expansion \& Added Success


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## COMPANY NEWS

## SCIENTIFIC GAMES CHOSEN IN NEW YORK

 PRNewswire-FirstCall/ -- Scientific Games (Nasdaq: SGMS- News) has been selected as the successful vendor for the primary contract to supply the New York State Lottery with instant ticket games and services. The three year contract is valued at approximately $\$ 30$ million over its initial term and provides for two potential one-year extensions. The contract is expected to start on May 21,2006. Previously, Scientific Games was the secondary instant ticket supplier for the New York State Lottery since 2001. "New York is the largest lottery in the United States and a very important customer that we look forward to expanding our relationship with," said Lorne Weil Chairman and CEO of Scientific Games. "The lottery provides more than $\$ 2$ billion a year in key funding to public education in the state, and we believe there is an opportunity to grow that number." "Scientific Games has been the secondary supplier of instant games in New York for 5 years and we are very pleased that their role has been expanded to primary supplier," said Lottery Director Nancy Palumbo. "Their games have been very popular and we look forward to more new and creative games that will continue to increase our instant game revenue."


ELOT WINS PATENT IN MEXICO. eLOT, Inc. received a Mexican certificate of patent registration \#230592 that covers eLOT's system for purchasing state and government lottery tickets over the Internet. The patent is based on U.S. patents awarded to eLOT in 2002 and 2004 for its operating system that includes daily number, LOTTO and instant game lottery products purchased and played on the Internet and sold on either a daily basis or by a long-term subscription service. The patent grant is the first of more than 20 pending patent applications made to foreign governments including Canada, China, Japan, Australia and the European Union. The patent also covers both the eLOT software system and methodology that: enables lottery players to receive player and ticket information; screens and verifies that lottery players satisfy state eligibility criteria; stores player and ticket information determines winning tickets and notifies winning players, upon receipt of these data from state authorities.

## COLESYSTEMS

## EGC SECURES ORDER FROM UK'S LARGEST

 GAMING CENTRE OPERATOR. Electronic Game Card announced that it has signed an initial order with Talarius plc, the UK's largest High Street slot machine operator. Currently operating 164 Quicksilver Adult Gaming Centres across the UK, Talarius is looking to use Electronic Game Card's "Pocket Slots" GameCard in a major promotion initially targeting 30 of its Adult Gaming Centres across Britain.

OGT TO PRINT NC INSTANTS. Oberthur Gaming announced that it will produce instant lottery tickets for the North Carolina Education Lottery, as a subcontractor of GTECH, to provide the Lottery with a complete end-to-end lottery solution. The seven-year agreement between GTECH and the North Carolina Education Lottery is expected to commence on March 30, 2006, which is the anticipated launch date for instant ticket games. OGT’s responsibility within this agreement will consist of creating, producing and delivering instant lottery tickets.

A global leader, your local partner

DENMARK LAUNCHES OGT's SODUKO. Oberthur Gaming announced that Dansk Tipstjeneste, the Danish Lottery, will launch the first SUDOKU ${ }^{\text {тм }}$ instant lottery game in March. This launch inaugurates SUDOKU as an instant game in the world lottery industry. Considering the ever-growing popularity of SUDOKU, including the introduction of SUDOKU in all major Danish national daily newspapers and consumers of SUDOKU specialized magazines - the Lottery decided to launch OGT's Absolute SUDOKU ${ }^{\text {TM }}$ package. This package, for which OGT has a patent application pending, includes an extended-play instant game plus a SUDOKUTM Challenge game that puts the player's skills to the test by inviting him/her to complete the grid manually.


[^0]$5^{\text {th }}$ Annual Users Conference/Regulators Roundtable this month. The three-day event takes place on February 15, 16 and 17 at the Orleans Hotel and Casino in Las Vegas. GLI expects 200 regulators from 50 jurisdictions across North America and the Caribbean to attend. GLI continues to present the roundtable free of charge as a service to the regulators with a goal to update them on the latest developments in gaming technology. The format of this year's roundtable has changed to consist of two full days of hands on information along with a third day for lab tours. Some of the topics to be discussed include: Server based/wireless technology, downloadable gaming, interoperability testing, forensic investigations/on-site inspections, hybrid table games and promotional technology. Speakers include: GLI President James Maida, Clarence Greeno, Gaming Enforcement Manager, Missouri State Gaming Commission; Joe Osterloh, Chief of Compliance, Viejas Tribal Gaming Commission; Bob Cloud, Executive Director, Paskenta Gaming Commission; Phil Orosco, Chief Gaming Agent, Agua Caliente; Russ Ristine, Gaming Consultant, Gaming Standards Association; and Yvon Blais, Gaming Manager, Kobertron, Inc., among others.


ALLIANCE NAME CHANGE. Alliance Gaming Corp. has proposed an official name change to Bally Technologies, Inc. to more appropriately reflect the Company's focus on technology and innovation and to further build on the powerful Bally brand. Upon approval of shareholders, the name change would be officially announced at the annual meeting of shareholders on March 6, 2006.


POLLARD SIGNS RAWLINGS. Pollard Banknote has teamed up with Rawlings Sporting Goods Company to bring the lottery industry an impressive lineup of instant tickets featuring the Rawlings ${ }^{\circledR}$ enduring brand. Terms of the twoyear contract mean Pollard Banknote can immediately start pitching this option to interested clients.


AGMMA SUPPORTS G2S. The Gaming Standards Association has received further support of its new Game-toSystem protocol that will be the result of the integration between its Best-of-Breed and IGT's SuperSAS ${ }^{\text {TM }}$ protocols.

The Australasian Gaming Machine Manufacturers Association Board of Directors has advised GSA that it supports this protocol as its official protocol.


## GLASSHOUSE TO OVERHAUL CAMELOT'S

 INTERACTIVE INFRASTRUCTURE. GlassHouse Technologies announced that Camelot has selected GlassHouse to radically overhaul the Lottery's storage infrastructure and also create the storage at Camelot's new disaster recovery datacentre. GlassHouse planned the infrastructures and designed processes to strategically and safely manage the large amounts of sensitive customer data generated by the rapidly increasing sales of lottery products through interactive channels.

SHUFFLE MASTER, SONA MOBILE ANNOUNCE LAUNCH OF WIRELESS PRODUCT LINE. Shuffle Master and Sona Mobile announced the launch of their wireless gaming product line that will enable players to conduct their preferred wagering activities from mobile devices. As part of their previously announced strategic alliance, Shuffle Master and Sona Mobile will license, develop, distribute and market wireless gaming delivery systems that enable both in-casino WiFi gaming as well as off-property wagering from mobile devices within areas where mobilized gaming is permitted. Commercial availability for both platform versions is anticipated in late calendar 2006.

## PEOPLE

Reidar Nordby, Jr. has stood down as President of the WLA after almost six years, handing the gavel to Kentucky Lottery President and CEO Arch Gleason. Gleason is a past president of NASPL and has been Senior Vice-President of the WLA since 2004.
SOURCE: World Lottery Association (WLA).

## VLT/RACINO NEWS

## PIVOTAL WEEK FOR WEST VIRGINIA TABLE

GAMES. Legislation allowing the state's four racetrack counties to vote on casino table games will reportedly move
this week or not at all. A similar bill died in the waning hours of the 2005 session in the House Judiciary Committee, after passing the Senate. As a result, Senate leaders say they will only consider such legislation this year if the House advances it.


## LOTTERY NEWS


#### Abstract

4,000 APPLY IN NC. Approximately 4,000 potential North Carolina Lottery retailers filed applications by the Feb. 3 deadline to guarantee successful applicants sales on opening day. The Lottery, which is working with GTECH to sell the first tickets by March 30, expects additional applicants.




SUPER BOWL WEEK MEANS SUPER PROFITS IN MICHIGAN. The benefits to Michigan of hosting the $40^{\text {th }}$ Super Bowl continue to be realized as the Michigan Lottery just finished a phenomenal sales week, which translated into nearly $\$ 14$ million for the state's school children. The $\$ 47$ million sales for the week ending Feb. 6 resulted in a deposit of $\$ 13.9$ million to the state School Aid Fund. Club Keno and the Kicker option were the biggest winners, as bars and restaurants that offer the game sold $\$ 9.1$ million for the week ending Feb. 6, 2006. For the same week in 2005, which also included the Super Bowl, sales were $\$ 7$ million.


MARYLAND SHATTERS SALES RECORDS. The Maryland Lottery recently broke several records, bringing in nearly $\$ 35$ million in sales. Scratch-off sales exceeded \$11 million for the first time in the Lottery's history, while Pick 4 had a record-breaking sales week of almost $\$ 5$ million. Players also benefited from huge payouts in Pick 3 and Pick 4. And, Keno and Keno Bonus brought in a hefty $\$ 9.3$ million in combined sales. The $\$ 35$ million week was the Lottery's third best sales week ever. Only two other sales weeks proved better, and those occurred when Mega Millions jackpots reached $\$ 360$ million in May 2000, and $\$ 328$ million in April 2002. Much of the week’s success can be credited to the launch of two unique initiatives - MultiMatch and \$20 Million Mania. Multi-Match, a new Lottostyle game, replaced Lotto after 23 years. \$20 Million Mania is a scratch-off with a new $\$ 20$ price point. The first of its
kind in Maryland, \$20 Million Mania features over \$20 million in total cash prizes.

GOLD RUSH SPURS GLC TO BEST WEEK. The week ending Feb. 4 was the highest sales week in Georgia Lottery history $-\$ 80,449,963$. Both online and instant games performed strongly. Instant games were led by the new game \$300 Million Gold Rush and the corresponding promotion Rush to Win. The $\$ 10$ game offers over $\$ 304$ million in total cash prizes including 10 record-breaking top prizes of $\$ 2.5$ MILLION, 20 \$1 MILLION prizes, more than 19,600 prizes from $\$ 1,000$ to $\$ 50,000$, and over 498,000 prizes from $\$ 100$ to $\$ 500$. Adding to the excitement of $\$ 300$ Million Gold Rush is the statewide promotion Rush to Win. Players can enter a second chance drawing with any non-winning \$300 Million Gold Rush ticket for a chance to win \$1 MILLION.


JERSEY CASH HITS RECORD FOR SALES. Fueled by high jackpots and a successful coupon program, Jersey Cash 5 set a one month record for sales at $\$ 12,844,220$ for January. The New Jersey Lottery also announced that 12 different players won a Jersey Cash 5 jackpot during January and 117,721 players were awarded $\$ 6,172,237$ in prizes. The average jackpot in January was $\$ 267,761$, also a record for the game. The contribution to the state to support vital education programs and institutions was $\$ 5.5$ million. During the month, players had the opportunity to redeem a "buy two, get one free" coupon for Jersey Cash 5 which was inserted in Sunday papers twice in January.

## NORTH DAKOTA EXCEEDS EXPECTATIONS. The

North Dakota Lottery expects $\$ 4$ million more in gross ticket sales for the 2005-07 budget period than originally projected, the Associated Press reported today. According to the AP, Lottery Director Chuck Keller said sales of \$36 million had initially been forecast, but the lottery has since increased projections to $\$ 40$ million after an October Powerball rush. North Dakotans reportedly set a single-day state record Oct. 21 of \$589,000 in tickets. Keller said the lottery will reach its projection of contributing $\$ 10$ million to the state's general fund in the biennium.

MASSACHUSETTS KENO BONUS OFF TO STRONG START. In just its first month of play, the Massachusetts Lottery's new Keno Bonus feature generated excitement with players across the Bay State and additional revenue for the state. Launched on December 14, Keno Bonus registered more than $\$ 15$ million in sales in its first four weeks of availability. The addition of the Bonus feature helped boost total Keno sales to an impressive $\$ 77.5$ million over that four-week period. In an exclusive agreement with Scientific Games, the Massachusetts State Lottery not only offers players further entertainment value, but also the chance to
increase their Keno winnings by as much as 10 times. To partake in the bonus game, players double their wagers as the Keno Bonus wager always equals the same amount as the KENO wager. Before each Keno drawing, a group participation multiplier, patented by Scientific Games Corporation, randomly selects which Keno Bonus value (if any) will apply to the upcoming game. Once the value (either $3,4,5,10$ or "no bonus") is selected, it is displayed upon the monitor throughout the subsequent Keno game. Players who choose the Bonus option and win a prize for that particular drawing then multiply their winnings by the number drawn earlier. The Bonus is not available on the 10spot, 11-spot or 12 -spot Keno games.


ALC ADDS BUCKO. Atlantic Lottery has added a new daily draw game to its product line up: Bucko. The first draw for Bucko took place on Thursday, Feb. 2. Bucko is a \$1, daily draw game, available by Instapik only. There are no bonus numbers and no spiel games attached. Bucko offers players a $\$ 20,000$ top prize. Based on the odds of the game and sales assumptions, ALC expects the top prize will be awarded every nine to 10 days. Based on these same assumptions, ALC expect that the next highest prize $(\$ 1,000)$ will be awarded every one to two days. Each \$1 ticket gives players three sets of five numbers and prizes for matching numbers in any one line, and/or across the three lines. Bucko is being supported by POS, radio, television, website and newspaper advertising. Responsible gambling training also accompanied the retail training component of this game.

TEXAS LAUNCHES AMERICAN IDOL. The Texas Lottery launched an AMERICAN IDOL licensed instant on February $1^{\text {st. }}$. The game features 13 top cash prizes of $\$ 20,000$, as well as other cash prizes ranging from $\$ 2$ to \$2,000

## FLORIDA LOTTERY LAUNCHES NEW \$20

 SCRATCH-OFF GAME. The Florida Lottery has established a model for the Lottery industry with the launch of its new \$20 Scratch-Off game, LUCKY FOR LIFE. LUCKY FOR LIFE features tons of prizes including the largest top prize ever offered on a Lottery Scratch-Off game -"\$100,000 a year for life!" The new game was launched on Tuesday, Jan. 24. With overall odds of winning at 1 in 3.27 and a prize pool valued at more than $\$ 400$ million in cash,LUCKY FOR LIFE is set to increase sales traffic. The game is expected to generate between $\$ 6$ million and $\$ 10$ million and boost total sales for all \$20 Scratch-Off games to \$18 million and $\$ 20$ million per week. GOLD RUSH, Florida Lottery's first \$20 Scratch-Off game, has generated more than $\$ 820$ million in sales averaging $\$ 10.2$ million per week. It continues to build higher and higher sales each week and set the high mark for weekly sales a full 77 weeks after its launch. Features that have contributed the longevity of GOLD RUSH have also built into LUCKY FOR LIFE.

NORTH DAKOTA 2BY2 LAUNCH SUCCESSFUL. The North Dakota Lottery's recent launch of 2by2 was considered a huge success, with first day ticket sales of \$14,674. 2by2 has already proved lucky for North Dakota players. Of the 8,128 winning tickets for Thursday’s first day draw - 4,085 were sold in North Dakota. The Lottery is conducting a "Get 6 Draws for the Price of 5" promotion in conjunction with the beginning of the 2by2 game. Through February 16, 2006, players can purchase a single play, 6 draw ticket for the discounted price of $\$ 5$.

MICHIGAN STRAIGHT BACK BONUS. Fans of the Michigan Lottery’s Daily 3 and Daily 4 games can double their chances of winning with the new Straight Back Bonus promotion going on now through March 26. Straight bet players who match their numbers to the drawn number, "straight back" in reverse order, will win a bonus payout. For example, if a person plays a straight bet with the numbers 2-4-6 and the Lottery draws 6-4-2, that player wins $\$ 100$ if the wager was $\$ 1$ and $\$ 50$ if the wager was 50 -cents. A straight bet is one in which the player is betting that the Lottery will draw the numbers in the exact order that he or she has. Boxed and 2-way bets are not eligible for the promotion.

## WEST VIRGINIA's RED BALL TO HELP

 CELEBRATE 20 YEARS. The Red Ball has bounced back into the West Virginia Lottery’s Daily3 and Daily4 games. The popular promotion is part of a year of activity planned to help players celebrate the Lottery's 20th anniversary. The bonus drawing guarantees that in one out of six drawings, prizes won in the daily game drawings will be increased by 20 percent. From Feb. 5 through April 1, six balls will be placed in an extra nightly drawing machine. One of them will be red. Five of them will be white. If a white ball is drawn, it will be discarded, increasing the odds of the red ball coming up during the next drawing. When the red ball is drawn, all Daily3 and Daily4 prizes won that night would automatically increase 20 percent, a percent for every year the Lottery has been in business.RED WINGS TICKET OFFERS DREAM TRIP. The Michigan Lottery’s new \$2 Detroit Red Wings instant tickets offer top prizes of $\$ 20,000$ and three second chance drawings. Each drawing will award one grand prize of a National Hockey League dream trip, in which the winner can choose an all-expense paid home game getaway package, a road trip getaway package, or a Sony 42-inch widescreen LCD television. Each drawing will also award 185 prize packs of Red Wings/NHL merchandise that
include a Red Wings home jersey, an embroidered jacked, embroidered his and her polo shirts, a watch and a leather back pack.

## BRITISH COLUMBIA SPORTSFUNDER TO

 SUPPORT AMATEUR SPORT. The British Columbia Lottery and the Vancouver Organizing Committee for the 2010 Olympic and Paralympic Winter Games announced their new partnership with the unveiling of SportsFunder, a suite of lottery games that will produce an estimated \$20 million for amateur sport in B.C. Funds generated through the sale of SportsFunder-branded products will be targeted at four areas: Sport BC's KidSport ${ }^{\mathrm{TM}}$ program providing sport registration grants to financially disadvantaged children; Game Plan/Team BC, providing support for highperformance B.C. athletes; Financial assistance for coaching development; and Travel assistance for B.C. athletes to attend sporting competitions. SportsFunder lottery games feature prizing that will provide winners with exciting Olympic opportunities, such as travel, merchandise and even tickets to events including the Vancouver 2010 opening ceremony.

## MASSACHUSETTS OPENS NEW OFFICE.

Massachusetts State Treasurer Tim Cahill joined state and local officials to celebrate the opening of the Lottery's new regional office in Worcester. The Worcester office is one of five regional offices that the Lottery operates in the Commonwealth. It oversees 1,350 Lottery retailers in 83 communities throughout central Massachusetts, and more than $\$ 763$ million in annual sales. Last year, more than $\$ 30$ million in prizes was awarded from the Worcester office. The 17,400 -square-foot building, at 151 West Boylston Drive, is conveniently located near the intersection of Interstates 290 and 190, and is within walking distance from the busy Greendale Mall. The office was previously located on Prescott Street, but was moved to provide the Lottery with a more suitable working space and to increase the public's access to its services.

## RFP

NEW HAMPSHIRE INSTANT TICKET RFP. The New Hampshire Lottery is issuing an RFP for Instant Ticket Printing and Related Services. To receive a copy of the RFP, contact the Procurement Officer, Betsy Carignan in writing via fax at 603-271-1160 or via email at:
bcarignan@lottery.state.nh.us. Please include the name and address of where you would like the RFP and Attachments sent via Fed EX, also state if you would like the RFP only (no Attachments) sent via email immediately.

## PLEASE SEND ALL SUBMISSIONS FOR THE MORNING REPORT TO TODD BY WEDNESDAY TO TODDPGR2@AOL.COM


[^0]:    GLI TO HOST $5^{\text {TH }}$ ANNUAL USERS CONFERENCE/REGULATORS ROUNDTABLE.
    Gaming Laboratories International is eager to announce its

