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



Your weekly supplement to Public GAMING International Magazine March 20, 2006

EXPO/ILAC DATES MOVED

JULY 10 - 13 ARE THE NEW DATES

FOR THE INTERNATIONAL LOTTERY EXPO & ILAC

CONGRESS FOR LATIN AND CARIBBEAN LOTTERIES.

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COMPANY NEWS

SCIENTIFIC GAMES TO SUPPLY WASHINGTON.

Scientific Games has been awarded the primary contract to supply instant tickets and related services for Washington State's Lottery. The contract runs for four years, with options for extensions up to a maximum of four additional years. It is valued at approximately \$12 million and takes effect March 18, 2006.

JCM GOLD OPENS NEW SALES OFFICE IN

MACAU. Responding quickly to the growing needs of its customers in the region, JCM Gold (H.K.) Ltd. has opened a new sales office in Macau. The office will offer direct local sales and support, including product training, trouble shooting and maintenance. The office will sell and service the entire line of JCM products, including the World Bill Acceptor (WBA®), Universal Bill Acceptor (UBATM), TridentTM Table Safe System and Intelligent Cash Box (ICB®). The office will also offer TransAct printers, including the Epic 950TM, which is available on virtually every modern game platform.



NORSK TIPPING CHOOSES OGT. Oberthur Gaming announced the signature of an exclusive contract with Norsk Tipping for the printing of its instant lottery tickets. This three-year contract includes two one-year possible extensions. The previous partnership between the two organizations, signed in November 2002, is then sustained with the signature of this new agreement.

PALTRONICS INSTALLS FIRST MULTI-PROPERTY

MEDIA NETWORK. Paltronics has announced that it is installing its first multi-property media network for the Agua Caliente Band of Cahuilla Indians gaming properties, Agua Caliente Casino in Rancho Mirage California, and Spa Casino in Palm Springs. The Paltronics One Link Media system located at Agua Caliente Casino will drive operations from its central system to Spa Resort Casino. It has the ability to communicate progressive jackpot levels and marketing content to both properties simultaneously.

ARISTOCRAT AWARDED CONTRACT FOR DIAMOND JO. Aristocrat Technologies was awarded a

DIAMOND JO. Aristocrat Technologies was awarded a contract to provide its OASISTM Casino Management System for the April 2006 opening of Peninsula Gaming's new Diamond Jo Casino in Worth County, Iowa -- the first



of four new casinos in Iowa to open under the state's gaming expansion. Along with an OASIS system, Aristocrat Technologies will provide 100 gaming machines for the opening of the new 60,000 square foot, 500-game casino, resulting in a 20% presence of Aristocrat's latest slot technology including Reel Power®, Money HoneyTM and Mr. Cashman® Bonus Bank games and MKVITM standalone games.



PEOPLE

The Louisiana Lottery Corporation board of directors has named Rose Hudson as interim president effective March 16. Hudson, who currently serves as the Lottery's senior vice president of human resources and legislative affairs, will temporarily fill the position vacated by President Randy Davis. Davis recently tendered his resignation to the board in order to pursue an opportunity in the private sector with Future System Advisors, LLC, a Baton Rouge- based development firm of wealth management systems and life insurance product design concepts.



The Maryland Lottery announced the host and co-host of the upcoming Ancient Treasures television event. Local personality, **Steve Rouse** will join forces with Fox 45's Traffic Reporter, **Gabrielle Abiera** to host the Hollywoodgame show-style production. Steve has had prior experience working with the Lottery, having hosted the Lottery's Cash Encounters television event in 2003. This will be Gabrielle's first time working with the Lottery. The Maryland native has a background in broadcasting and was once a cheerleader for the Baltimore Stallions of the Canadian Football League. Gabrielle now provides Marylanders with the local traffic report every weekday morning on Fox 45.

TRANSACT

Maurice Guess of Kansas City recently joined the Missouri Lottery staff as a lottery sales representative for Kansas City. Guess will be responsible for maintaining the sales and service of existing retailers and recruiting new retailers. Guess previously worked as a sales representative for R.J. Reynolds Tobacco Company. Prior to that, he was employed as a leasing representative with Magic Media Outdoor Advertising.

Also joining the Missouri Lottery is **Nathan Bradley** of Jefferson City. Nathan joined the Lottery staff as the administrative office support assistant for the Game Accounting section. He is responsible for completing adjustments for retailer refunds and credits and for answering customer service calls for the section. He also helps with other accounting functions. He previously worked in commercial sales for Lowe's and as a call center operator for Missouri One Call Systems, Inc.



Corneila Laverty, COO of the Georgia Lottery Corporation has resigned effective April 14, 2006. Ms. Laverty has accepted a position with GTECH in Rhode Island.

Bally Technologies announced the appointment of **Robert C. Caller**, an Ernst & Young veteran, as the Company's new Executive Vice President, Chief Financial Officer and Treasurer, effective April 1, 2006. The Company's current CFO, **Steven Des Champs**, will remain with the Company, taking on a new role as Senior Vice President of Business Analysis.



LOTTERY NEWS

RECORD CONTRIBUTION FOR RHODE ISLAND

Despite some challenges that kept sales of several Rhode Island Lottery games in check, the Lottery was able to increase its overall revenue, adding a record \$308 million into the state's General Fund. In March 2005, the legislature passed a bill banning smoking in restaurants, bars and taverns – some of the most popular Keno and HotTrax® venues. This, as well as PowerBall®'s frequent wins, proved to limit sales on these profitable games. Also, Video Lottery revenue from Rhode Island's two VLT facilities increased 11%, contributing to the nearly 10% increase in lottery revenue to the state.



RECORD YEAR FOR TEXAS PULL-TABS. Sales of

pull-tabs, the instant tickets of charitable bingo I n Texas, sizzled during 2005, bringing in a record \$222,880,635, a 22 percent hike over 2004. In 2002 a new style of pull-tab game was approved for sale in Texas and those games have resulted in a dramatic increase in sales. From 2002 to 2003 sales of pull-tab tickets increased of 45 percent and sales have continued to increase every year since. Most of the 1,265 non-profits that conduct charitable bingo games to raise money for their charitable causes also sell pull-tabs. For more information about charitable bingo, please visit the official Texas charitable bingo Web site at http://www.txbingo.org



IOWA HOUSE, SENATE VOTE TO BAN

TOUCHPLAY. The Iowa Senate voted 40-10 in favor of banning the Lottery's TouchPlay video pull-tab machines. The House followed by passing the bill, without amendments, by an 80-18 vote, sending the bill straight to the Governor. Governor Vilsack is expected to return today from a trade mission to India. There are 6,000 TouchPlay machines in 2,800 statewide locations. An additional 4,500 were to be installed. Before the Senate and House voted on the bill, Governor Vilsack indicated he might consider vetoing the bill if it looked like it would make the state liable for millions of dollars, but more recent reports say that the Governor has said he will sign the bill. If he does sign the bill the machines could be turned off in early May. The House later passed a bill that would extend the life of the machines until September 1.



NEW TERMINAL FEATURES FOR NEBRASKA. The

Nebraska Lottery has added two new features to their online terminal provided by Intralot. In addition to the 3-pack button, where retailers can create a quick pick play for Powerball, Nebraska Pick 5 and 2by2, retailers now can generate quick pick plays for all four on-line games using the 4-pack button. The second feature is available in the Utilities Menu of the terminal. Retailers can use the new Spanish Translation button to convert the terminal screens from English to Spanish.





KANSAS TO SPONSOR 300 MILE RACE. The

Kansas Lottery, sponsor of the Kansas Lottery \$200 Grand, a 200 mile ARCA series race at the Kansas Speedway, will now also sponsor a 300 mile race, called the Kansas Lottery 300. The deal is for three years but is subject to review. The event has been held on the Fourth of July weekend the last five years.March 31. Called the Big Sky Retailer Roundup, the training sessions will give Montana Lottery retailers an overview of how the new terminals work and the features that are available.



MASSACHUSETTS LAUNCHES NEW SITE. The

Massachusetts Lottery recently launched its newly designed website. One feature of the site is a live ticker display on the home page with a running tabulation of the current number of winners. The site also has an interactive game called High Five Helper. For more, go to www.masslottery.com.



GIVEAWAY FEATURED IN KANSAS HOT LOTTO

LAUNCH. The Kansas Lottery introduced players to its newest game by giving away thousands of free Hot Lotto tickets at designated retail locations throughout the state. The statewide ticket giveaway was on March 15, the date of the first Hot Lotto drawing in Kansas. The free tickets were for that night's drawing. Besides picking up their free Hot Lotto tickets, players also had a chance to win Kansas Lottery promotional prizes by participating in wheel spins and other on-site games. Some of the participating stores also offered "hot" in-store specials and promotions in celebration of the new lotto game. At each of the 18 designated locations, Kansas Lottery staff were on hand to show players how Hot Lotto is played and to answer questions from players and the news media.



LDJ MUST SEEK NEW APPROVALS. La Francaise des Juex will in future have to submit its plans for new products to the French budget ministry for approval each year. The company will have to provide a description of the games, along with details of the expected turnover and the likely impact that they will have. The Lottery also has to provide, within the next six months, a plan for preventing excessive gambling and encouraging responsible play.



EUROMILLIONS BOOSTS UK. Euromillions helped to boost UK National Lottery sales by 6.6% to a record €16.4m last year. The sales increase was the Lottery's largest since 2001. Beneficiaries received €203m, an increase of 6.3% on 2004. EuroMillions sales reached €59m.



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SCENTED INSTANT TICKET IN HUNGARY.

Szerencsejáték Zrt. is launching a new instant ticket called Virág (Flower) in April 2006. The die-cut ticket was printed by Oberthur Gaming Technologies in 5 million pieces. The design is made by the supplier and most of the photos are taken by one of the Szerencsejáték Zrt.'s employee. The main attraction on the ticket is that after scratching off the



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latex (the flower on the ticket) a discrete rose scent can be smelt. The ticket is printed in four designs with different background colours (rose, peach-blow, purple, green) and different flower photos (rose, blue-bell, field pansy). The ticket costs 150 HUF (appr. $0.6 \oplus$) and its top prize is 5 million HUF (appr. $33\ 000 \oplus$). The odds of winning is 1: 3,19. The Szerencsejták Zrt. is targeting with the Virág ticket mainly the female customers and those, who prefer to give instant tickets as a present to the beloved one, to relatives and friends, as it can be a nice gift for birthday, name day, mothers day, etc.



EXPO/ILAC 2006 - WYNN LAS VEGAS
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Call Duane Burke at 425-985-3157 for speaking opportunities.

This is your official invitation to participate in the International Lottery & Gaming Expo and ILAC Congress 2006. As you know, the Conference is being held this year in Las Vegas, the world's leading destination for gaming, at the leading casino hotel in Las Vegas, the 5-Diamond, WYNN LAS VEGAS Resort on the Las Vegas Strip – the "Best of the Best". The Conference dates are July 10-13, 2006 beginning at 3pm on the 10th and ending at 11am on the 13th.

This year's International Conference will emphasize ways to increase revenues - new products, strategies, marketing and advertising to help you make your lottery more profitable for its good causes. One of the highlights will be a VIP Technology Tour for lottery representatives during which participants will have the opportunity to see the very latest in technology available to you from some of the world's leading companies in gaming technology. You can expect to return home after this EXPO/ILAC Congress with many good ideas to help you increase lottery revenues. You will also have established at the Conference the beginnings of business relationships with experts who can help you with your growth plans for the lottery.



GTECH is looking for a Regional Marketing Manager, EMEA

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For further details visit http://www.careers-gtech.com/gtech/jobboard/searchpositions.asp

EXPO/ILAC 2006 - WYNN LAS VEGAS July 10th - 13th 2006, Las Vegas, NV USA Phone: 1-425-765-4119

Esta carta es la invitación oficial para participar en nuestra Conferencia de Lotería Internacional, Gaming Expo y el Congreso de ILAC 2006. La conferencia se realizará en Las Vegas, el lugar más famoso en el mundo del juego, en el magnífico hotel, de 5 diamantes, WYNN LAS VEGAS en Las Vegas Strip - "Lo Mejor de lo Mejor." La conferencia se efectuará del 10 al 13 de Julio, -comenzando a las 3 pm el día 10 y la clausura será a las 11am del día 13. La conferencia internacional de este año pondrá énfasis en el aumento de ganancias- últimas innovaciones tecnólogicas, estrategias, mercadotecnia y publicidad para incrementar las ventas y las ganancias en las empresas de loterías para sus obras benéficas. Una parte importante del programa será el Tour de Tecnología para los VIP que representan a las loterías- durante el cual los participantes tendrán la oportunidad de visitar y observar lo último que ofrecen en tecnología algunas de las mejores compañías líderes en la industria del juego.