

Public Gaming Research Institute's

World Directory
of Lotteries & Suppliers

SECTION I

NORTH AMERICAN LOTTERIES

— CANADA —

Figures: CDN\$millions

Alberta Gaming & Liquor Commission

50 Corriveau Street
St Albert, AB T8N 3T5

Tel: 403-461-5686

Fax: 403-462-0517

Key Personnel:

Bob King, Chairman

Muriel Grimble, Director of Lottery Services

Norm Peterson, CEO

Jay Redmond, Ticket Coordinator

Jeff Wyton, Product Manager, 780-447-8784 *F:* 8929

Atlantic Lottery Corporation

Doug Milton, Acting President/CEO

PO Box 5500; 922 Main Street

Moncton, NB E1C 8W6

Tel: 506-867-5800

Fax: 506-867-5439

E-mail: info@alc.ca

Website: www.alc.ca

E-mail format (unless specified): firstinitiallast3 letters of last name@alc.ca

Key Personnel

Doug Milton, VP Finance

Bert McWade, VP Harness Racing & Promos

Jeff Salvis, VP Marketing

Carmen McAfee, VP, Corp Sales

Rodger Blakney, Manager, Internal Audit

Angela Smith, Acting VP Info Technology

Diane Allain, Acting VP Corp Services

Gary Arsenaault, Manager, Systems Development

Joey Cormer, Manager, Mark Research

Cynthia Goodwin, Manager, Public Affairs

Richard Harten, Manager, Quality Assurance

Diane McCale, Manager, Lottery Support services

Rhonda O'Blenis, Manager, Corporate Information

Pierre LaPlante, Manager, Network Operations

Bill Parsley, Corporate Counsel, Legal Services

Mark McCulloch, Manager, Administration

Maura McKinnon, Manager, Human Resources

Steve MacDonald, Security Manager

Scott Grant, Group Brand Manager

Wendy Nason, Group Brand Manager

Note: as of May 7, 2001, the new President/CEO will be Michelle J. Carinci

Regional Sales Managers: Bruce Butler, Peter Hayes, Jack Landry

Board Members: Stirling "Ginger" Breedon, Chairman; Dara L. Gordon, Vice-chair; Philip Wall, Secretary; Wayne Green, Director; John E. Mallory, Director; Ernest L. MacKinnon, Director; Michael O'Brien, Director; C. Sean O'Connor, Director

Population: 2.4; **Start up:** 9/76; **Revenue to:** Provinces' General Fund

Participating Provinces: New Brunswick, Newfoundland & Labrador, Nova Scotia and Prince Edward Island.

Atlantic Lottery Corporation, continued:

	<i>Sales</i>	<i>% change</i>	<i>Profits</i>	<i>% change</i>
FY98:	809.3		298.4	-
FY99:	836.5	-	315.3	-
FY00:	878.5	5.0	339.0	7.5

Ad Agencies:

- * Corporate Communications Ltd.
- * Bristol Group
- * Pulse Marketing

British Columbia Lottery Corp.

Head Office

74 West Seymour Street
Kamloops, BC V2C 1E2

Tel: 250-828-5500

Fax: 250-828-5631

Website: www.bclc.com

E-mail format (unless specified): firstinitiallastname@bclc.com

Key Personnel:

Vic Poleschuk, President

Heather Brandon, Director of Employee Relations

Doug Penrose, Director of Finance and Admin

Rob Egan, Director of I.S.

Barry Auliffe, Director of Marketing

Chuck Hamilton, Director of Facilities Gaming

Dawn Demery, Director of Sales and Retail Development

Carmen Grant, Manager, E.R.

Don Hoye, Manager, Purchasing

Gail White, Manager, Corporate Relations

Joe Crivici, Manager, Leasing & Retail Development

Kathy Kosowan, Manager, Communications

John Falcus, Manager, Corporate Research

Mike Gehrman, Manager Creative Services

Margaret Watson, Manager, Retail Gaming

Gary Getz, Manager, Lottery Games

Gordon Biglow, Manager, Corporate Services

Ray Lifton, Manager, Gaming Compliance

Denis Savidan, Manager, Lottery Security

Craig Golt, Manager, Computer Security

Mark Foan, Manager, Technical Planning & Development

Eileen Podoriesz, Manager, Financial Systems Development

Steve Toplass, Manager, Product Distribution

Tom Williamson, Manager, Budget and Treasury

David Boyes, Manager, Audit Services

Don Lacey, Manager, Network Technologies

Bill Wallet, Manager, Data Center

Brenda Harcott, Manager, Prize Payout

Doug Harcott, Manager, Facilities Gaming Systems Group

Norm Thompson, Manager, Accounting

Board Members: Mervyn Romilly, Chair; Hoshiar Gosal, Vice Chair; Jann L.M. Bailey; Ken Isomura; J.F. Raymond Chouinard; Pietro Calendino; Marylou Curtis; Diane Ferleyko

Population: 4 million; **Start up:** 4/01/85; **Net Income:** 50% Healthcare; 50% General Fund

	<i>Sales</i>	<i>% change</i>	<i>Profits</i>	<i>% change</i>
FY98:	942.2	-	283.4	-
FY99:	910.6	-	274.2	-
FY00:	907.3	-0.4	275.2	-0.4

Branch Office

770 Hillside Ave
Victoria, BC V8T 1Z6

Tel: 250-383-4433

Fax: 250-361-4053

Telephone

250-828-5608

250-828-5605

250-828-5610

250-828-5620

604-276-6411

604-276-6417

604-276-6412

604-276-6421

250-828-5681

250-361-4018

250-276-6464

250-276-6455

604-276-6475

604-276-6427

604-276-6413

Fax

250-828-5637

250-828-5637

604-276-6441

604-276-6441

604-276-6441

British Columbia Lottery Corporation, continued:

Ad Agencies:

Bryant, Fulton & Shee
Andrea Southcott, Managing Director
T: 604-669-4444 F: 604-681-0093
E-mail: asouthco@bfs.ca

Cossette Communication-Marketing
Richard Hadden, President/Creative Director
T: 604-669-2727 F: 604-687-1243
E-mail: rhadden@cossette.com

Loto-Quebec

500 Sherbrooke Street West
Office 2000
Montréal, PQ H3A 3G6
Tel: 514-282-8000
Fax: 514-873-8999

Website: www.loto-quebec.com

E-mail format (unless specified): first.last@loto-quebec.com

Key Personnel:

	Telephone	Fax	E-mail
Michel Crête, President & GM	514-499-5000	873-8999	
Robert Ayotte, President, Lottery Operations			
Claude Trudel, Sr Vice President	514-499-5002	864-4254	claudio.trudel@casino.qc.ca
Gaétan Roy, VP Info Technologies	514-499-5045	873-5671	
Jean Royer, VP, Research, Dev, New Mkts	514-499-5022	499-3639	
Patrice Tardif, VP, Communications & PA	514-499-5150	873-3721	
Lynne Roiter, VP, Corporate Affairs	514-499-5190	873-8999	
Yvan Cossette, VP, Human Resources	514-499-8622	864-9254	
Gerald Houle, VP, Finance and Admin	514-499-5111	873-3666	
Nicoll Allard, Sr Sales Director	514-499-5200	864-4157	
Michel St-Germain, Sr Marketing Director	514-499-5165	873-6726	
Elaine Thivierge, Asst Director Marketing	514-499-5158	873-6726	
Richard Gagné, Asst Director Marketing	514-499-5001	873-3558	
Nathalie Rajotte, General Manager, Ingenio	514-282-0210	282-2028	nathalie.rajotte@ingenio-quebec.com
Danielle Dumouchel, Product Manager	514-499-5168	873-6726	
Jacques L'Espérance, Product Manager	514-499-5046	873-6726	
Hélène Rousseau, Product Manager	514-499-5162	873-6726	
Claire Arcand, Product Manager	514-499-5082	873-6726	
Suzanne Clement-Généreux, Product Mgr	514-499-8625	873-6726	
Pierre Berthlaume, Product Manager	514-499-5157	873-6726	
Réjean Vileneuve, Director, Strategic Planning			
Michel Gougeon, Director, Senior Corporate Security			
Jacques Dubois, Director, Internal Audit			

Board Members: Michel Crete; Robert Crevier; Joseph Benarrosh; Socrates Goulakos; Mr. Lorrain Audy; Roger Blais; Mrs. Lynne Roiter (Corporate Secretary)

Population: 7.2 million; **Start up:** 1/1/70; **Revenue to:** General Fund

	Sales	% change	Profits	% change
FY99:	2,436.6	-	481.0	-
FY00:	2,696.6	10.7	450.0	-0.2

(Lotteries only)

Ad Agencies:

Palm
Pierre Mercier
T: 514-845-7256
F: 514-845-0127

Communication bleu blanc rouge
Serge Tougas
T: 514-875-7007
F: 514-875-5990
E-mail: stougas@commbbr.qc.ca

BOS
Michel Ostiguy
T: 514-848-0010
F: 514-848-0305
E-mail: mo@bos.ca

Lotteries Yukon

Carol Arntzen, General Manager

312 Wood Street

Whitehorse, Yukon Y1A 2E6

Tel: 867-633-7890

Toll Free: 800-661-0555

Fax: 867-668-7561

E-mail: lotteriesyt@yknet.yk.ca

Manitoba Lotteries

380 Empress Street

Winnipeg, MB R3G 3H3

Tel: 204-957-2501

Fax: 204-957-2621

E-mail: cottric@mlc.mb.ca

Website: www.mlc.mb.ca

Key Personnel:

Winston Hodgins, Acting President/CEO

Gloria Seymore, Secretary to President

Peter Hak, SVP & COO

Susan Olynik, VP, Corporate Communications

Joe Riel, Acting VP, Finance and Administration

Richard Cone, VP, Marketing and Sales

Marilyn Robinson, Acting VP, Human Resources

Ken Lamoureux, VP, Information Systems

Remi Brengman, GM, Video Lotto Division

Allen Bartley, Director, Sales

Nancy McCuaig-Malone, Director, IS Planning & Technical Operations

Peg Plushinske, Director IS Application Development

Start up: 1982

Games: Pulltabs, VLT, VLT (racetrack only), three casinos in Winnipeg including slot machines, table games, bingo & touch screen terminals (Club Regent, McPhillips Street Station & Crystal Casino).

Revenue Distribution: Support province's priority social programs and local community activities.

FY99 Sales: \$353.10 million

FY98 Sales: \$325.71 million

FY98 Revenues to Province: (1997-98) \$130.3 million

FY97 Revenues to Province: (1996-97) \$135.3 million

Board Members: Beverly Suek, Chairperson, Winnipeg; Lloyd LeVan Hall, Vice-Chairperson, Winnipeg; Carolyn Wray, Winnipeg; Patricia Lane, Winnipeg; Karen Botting, Winnipeg; Angela Palmer, The Pas; Gerald Rosenby, Winnipeg; Tim Valgardson, Winnipeg; Nicole Campbell, Oakville

Nova Scotia Alcohol & Gaming Authority

Dennis Kerr, Executive Director

40 Alderney Drive, 5th Floor

Dartmouth, NS B2Y 3Y8

Tel: 902-424-4884

Fax: 902-424-4942

E-mail: kerrdw@gov.ns.ca

Ontario Lottery & Gaming Corporation

70 Foster Drive, Suite 800

Sault Ste Marie, Ont P6A 6V2

Tel: 705-946-6464

Fax: 705-946-6946

E-mail format (unless specified): firstinitiallastname@olc.on.ca

Key Personnel:

	Telephone	Fax	E-Mail
Ron D. Barbaro, Chairman & CEO	416-224-7007	416-224-7005	rbarbaro@occ.olc.on.ca
Brian K. Wood, COO	416-224-7009	416-224-7006	bwood@occ.olc.on.ca
Tom Dalton, VP, Finance & Admin	705-946-6771	705-946-6983	
Walter Fioravanti, VP Human Resources	705-946-6799	705-946-6405	
Michael Nieder, VP Info Technology	416-224-7055	416-224-7000	
Al Berdowski, SVP, Mktg & Sales	416-224-7053	416-224-7071	
Paul Micucci, VP Racetrack Development & Ops	905-282-0972	905-625-7443	
Ingrid Peters, VP Legal & General Counsel	416-224-7011	416-224-7003	ipeters@occ.olc.on.ca
Antonio Carvalho, VP Commercial Casinos	416-224-7021	416-224-7070	acarvalho@occ.olc.on.ca
Jim Cronin, Director, Communications	416-224-7033	416-224-7002	
Bob Kozniak, VP Charity and Aboriginal Casinos			
Dave Myers VP Sales and Service Lottery			
Wayne Deans, Director, Internal Auch			

Board Members: Ron Barbaro, Toronto (Chair); Robert S.K. Welch, St. Catharine's (Vice Chair); Joanne DeLaurentiis, Toronto; Gerald Huck, Rockport; Francine D. McMullen, Etobicoke; Sharon Paul, Orangeville; Nicholas Perpick, Etobicoke; Richard A. Raymond, Ottawa; Gary Reinblatt, Toronto; Bruce H. Reid, Mississauga; Lou Panontin, Windsor

Population: 11.5 million; **Start up:** 4/75

Revenue Distribution: Promotion and development of physical fitness, sports, recreational and cultural activities and facilities; the activities of The Ontario Trillium Foundation; the protection of the environment; the provision of healthcare, including the operating of hospitals; the activities and objectives of charitable and non-profit organizations; and the funding of community activities and programs.

Games: Lotto 6/49, Encore 6/49, Lotto Super 7, Encore Super 7, Ontario 49, Encore Ontario 49, Lottario, Daily Keno, Pick 3, Superstar Bingo, Instants, Pro-Line, Point Spread, Over/Under, Raceway Slot Machines

	Sales	% change	Per Cap	Profits	% change	Ad Budget
FY98:	2,177.2	-	-	737.0	-	27.8
FY99:	2,194.4	-	188.85	675.3	-	29.9
FY00:	2,165.0	-0.5	187.82	729.1	8.0	-

Ad Agency:

Draft Worldwide Canada

T: 416-221-2244 **F:** 416-221-8130

Western Canada Lottery Corp.

Finance/Admin Division

Information Systems Division

10th Floor - 125 Garry Street

Winnipeg, MB R3C 4J1

Tel: 204-942-8217

Fax: 204-946-1921

Marketing Division

6910 - 50th Avenue

Postal Bag 649

Stettler, AB T0C 2L0

Tel: 403-742-5825

Fax: 403-742-7191

Video Lottery Division

1935 - 1st Avenue North

Saskatoon, SK S7K 6W1

Tel: 306-933-6850

Fax: 306-933-6860

Key Personnel:

	Telephone	Fax	E-mail
Dave Loeb, President	204-946-1300	204-946-1442	loebd@wclc.com
Glenn Grantham, VP, Finance & Admin	204-946-1327	204-946-1442	
Bob Guse, VP, Information Systems	204-946-1320	204-946-1442	
Ken Schulzke, VP, Marketing	403-742-7105	403-742-7194	
John Matheson, Senior Manager, Corp Affairs	204-946-1326	204-946-1442	
Kathleen Polyak, Corp. Communications Mgr	403-742-7104	403-742-7193	

Western Canada Lottery Corporation, continued:

Karen Kazubek, Executive Secretary to the President
Margaret Hunter, Senior Manager, Human Resources
Ann Duckwork, Manager, Subscription Services
Paul Erickson, Manager, Systems and Operations Audit
Jonathan Kacki, Manager, Admin and Security
Cindy Lemire, Manager VLT Systems Development
Ginger Novakowski, Manager Instant Products
June Peters, Manager, Quality Assurance
Anita Place, Manager, Purchasing
Dani Pokornik, Manager Systems Development
Roger Ryckenboer, Manager VLT Technical Operations
Rick Walters, Manager, Network and Technical Support
Wendy Wasylik, Manager, Finance
Delee Walls, VLT Accounting
Brad Weibe, Manager On-Line Products
Tyrone Wolfram, Manager, Computer Operations

Board Members:

Bill Funk, Chair *T:* 204-942-8217 *F:* 204-946-1442
Dr. Bob Westbury, First Vice Chair; Jim Burnett, Second Vice Chair; Ian McKay, Director; Norm Peterson, Director; Beverly Suek, Director

Participating Provinces: Alberta, Manitoba, Saskatchewan, Northwest Territories, Nunavut, Yukon Territory

Population: 3.8 M (18+) Combined; **Start up:** 5/13/74; **Games:** On-line Lotto, Instants, Passive

Revenue Disbursement: Each province determines for disbursement of lottery revenues within their province.

	<i>Sales</i>	<i>Profits</i>	<i>% change</i>
FY98:	590.2	220.7	
FY99:	644.9	237.4	
FY00:	673.4	250.1	5.3

Ad Agencies:

Highwood Communications	Palmer Jarvis	MacLaren McCann West
Dan Markham	Helen Leggatt	Kirsten Sharr
<i>T:</i> 403-244-6313	<i>T:</i> 780-424-7000	<i>T:</i> 604-689-1131
<i>F:</i> 403-245-4048	<i>F:</i> 780-423-0602	<i>F:</i> 604-687-6955

— UNITED STATES —

Figures for FY00 for
Minnesota and New York are AUDITED
DC, Michigan and Texas are ESTIMATED
All other FY00 figures are UNAUDITED

Arizona Lottery

4740 E. University Dr.

Phoenix, AZ 85034

Tel: 602-921-4400

Fax: 602-921-4488

Website: www.arizonalottery.com

E-mail format (unless specified): firstname@lottery.state.az.us

Key Personnel:

	Telephone	Fax	E-mail
Geoffrey Gonsler, Executive Director	602-921-4514	602-921-4488	
Maureen McGovern, Director of Admin	602-921-4505	602-921-4425	
Bill Rudd, Director of Security	602-921-4477	602-921-4512	
Karen Emery, Director of MIS	602-921-4472	602-921-4501	
Janice Sweeter, Director of Mktg & Sales	602-921-4537	602-921-4530	
John Beal, Sales Director	602-921-4524	602-921-4434	JohnB@lottery.state.az.us
Kevan Kaighn, Director of Comms			

Board Members: Dennis Lambson; Richard Clore; Tracy Gotsis; Gary Curtis; Tom Stabler

Population: 4.1 million; **Start up:** 7/1/81; **Games:** Instant, 3- and 5- digit games, Powerball, The Pick

Revenue to: Local Transportation Assistance Fund, Heritage Fund, County Assistance Fund, Economic Development Fund, Clean Air Fund, Court-Appointed Special Advocate Fund (CASA), Mass Transit, General Fund

	Sales	% Change	Per Cap	% Change	Profits	% change	Ad Budget
FY98:	250.7	-	56	-	-	-	8.7
FY99:	268.3	-	58.89	-	84.4	-	8.6
FY00:	255.6	-4.7	51.90	-11.9	78.1	-7.5	-

Ad Agency:

E.B. Lane & Associates

Aimee Eiselstein

T: 602-258-5263 **F:** 602-257-8128

E-mail: aeiselstein@eblane.com

California Lottery

600 North 10th Street

Sacramento, CA 95814

Tel: 916-323-0403

Fax: 916-323-7087

Website: www.calottery.com

E-mail format (unless specified): firstinitiallastname@calottery.com

Key Personnel:

	Telephone	Fax
Joan M. Wilson, Director	916-323-0403	916-323-7087
Dennis Sequiera, Fin & Admn Director	916-324-9992	916-445-7916
Melissa Meith, Chief Counsel	916-324-2096	916-327-1345
James Hasegawa, Director, Marketing	916-327-1346	916-322-6747
Tony Molica, Director, Sales	916-323-7151	916-323-2727
Dan Kadell, Research	916-323-3977	916-327-1345
Susan Kossack, Mktg, Advertising	916-324-9642	916-322-6747

California Lottery, continued:

Norma Minas, Public Affairs 916-324-9639 916-327-0489
Dr. John Schade, Education Liaison 916-322-5198 916-327-0489
Rudy DiMassa, Customer Service 916-322-0909 916-322-0075
Joanne McNabb, Director Corporate Communications
Steve Craig, Security Director
Dianne Koelzer, IMS Director

District Managers: Al Alvarado (Sacramento); Uly Carter (Van Nuys); Herman Dustman (Santa Ana); John Garner (Santa Fe); Sid Ramirez (San Jose); Rudy Reyes (Riverside); Charlie Rich (San Diego); Elenita Verano (Fresno); Delores Walton (San Francisco)

Board Members: David Rosenberg - Commission Chair; Daniel Apodoca - Commissioner; 3 Commissioners

Population: 32 million; **Start:** 10/85; **Revenue for:** Education; Big Spin 2000, weekly TV show

Games: Instant; 3-digit; Keno-style Hot Spot; Lotto (6/51); Lotto (5/39)

	<i>Sales</i>	<i>% Change</i>	<i>Per Cap</i>	<i>% Change</i>	<i>Profits</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	2,302.9	-	-	-	-	-	31.0
FY99:	2,498.3	-	73.99	-	899.3	-	31.0
FY00:	2,598.4	4.0	75.68	2.3	948.4	5.5	-

Ad Agency:

Grey Advertising

Larry Varnes

T: 213-936-6060 **F:** 213-931-9972

Colorado Lottery

201 West 8th St., Ste 600

Pueblo, CO 81003

Tel: 719-546-2400

Fax: 719-546-5208

Website: www.coloradolottery.com

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>
Mark Zamarripa, Director	719-546-5206	719-546-5208
Kathy Jones, Deputy Director	719-546-5243	719-546-5208
Vickie Robb, Associate Director	303-759-6805	303-759-6847
Dan Noreen, Marketing Director	303-759-6826	303-759-6847
Tom Thornburg, Security Director	719-546-5212	719-546-5208
Mike Saucedo, Controller	719-546-5232	719-546-5208
Rich Myers, MIS Director	719-546-5250	719-546-5208
Duane Rollins, Sales Manager	303-759-6819	303-759-6847
Mary Brown, Marketing Manager	303-759-6811	303-759-6847
Greg Glazner, R&D Manager	303-759-6832	303-759-6847
Lee Burnett, Product Manager	303-759-6809	303-759-6847
Todd Greco, Media Relations Specialist	303-759-6834	303-759-6883
Alan Hoffman, Advertising Manager		
Lisa Murray, Marketing Communications Manager		
Kevin Burke, Retail Development Manager		
Barbara Danburg, Project Manager		
Jay Sissor, Project Manager		
Sherri Draeger-Sparrow, Project Manager		
Antoinette Lewis, Program Assistant to Director		

Board Members: Anthony Lombard, Chair; Tracy Jenkins, Vice Chair; Courtney Cowgill; James Merrill; Ted Aguilera

Population: 3.8 million; **Start up:** 1/83; **Revenue for:** State parks and outdoor recreation (10%), Great Outdoors Colorado (50%), Conservation Trust Fund (40%)

Colorado Lottery, continued:

Games: Lotto (W/Sat), Cash 5 (M,T,Th,F), Perfecto, Scratch

	<i>Sales</i>	<i>% change</i>	<i>Per Capita</i>	<i>% Change</i>	<i>Profit</i>	<i>Ad Budget</i>
FY98:	374.2	-	\$1.80	-	-	6.1
FY99:	368.4	-	93.60	-	84.7	5.8
FY00:	371.0	0.7	94.27	.07	89.5	-

Ad Agency:

Karsh & Hagan Communications

Tom Seaver

T: 303-296-8400 **F:** 303-296-2015

E-mail: tseaver@karsh.com

Public Relations:

Peter Webb Public Relations

Pete Webb

T: 303-790-8008 **F:** 303-790-7109

E-mail: pwebb@pwpr.co

Contract Expires: 6/30/02

Connecticut Lottery Corp.

270 John Downey Drive

New Britain, CT 06051

Tel: 860-348-4001

Fax: 860-348-4015

Website: www.ctlottery.org

E-mail: ct-lottery@po.state.ct.us

Key Personnel:

James Vance, President & CFO

Vicky Ahern, Administrative Assistant

Barbara Porto, VP Operations & Administration

Nicholas (Ted) Manno, VP Marketing & Sales

Joseph Bevivino, Business Analyst

James McCormack, Corporate Counsel

Fred DuPuis, Director of Security

Karen Mehigen, Director of Human Resources

Michael Hunter, Information Systems Manager

William Hennessey, Instant Games Product Manager

Diane Patterson, Marketing Coordinator

Richard Wiszniak, Lottery Specialist

Jeff Martineck, On-Line Product Manager

Gloria Donnelly, Lottery Sales Manager

Betty Colby, Accounting Manager

Julie Cullen, Sales Supervisor

Stan Pannone, Sales Supervisor

Raphael Calderon, Sales Supervisor

Board Members: Paul Corey, Chair; Steven Bafundo; John E. Calkins, Jr.; Ralph A. Carloni, Jerome Klein;

Eugene Millerick; Margaret Morton; MaryAnn Palmarozza; Howard G. Rifkin; Walter Scholtz; Marty Stauffer

Population: 3.3 million; **Start up:** 2/72; **Revenue to:** General Fund; **Games:** Instant: 3- and 4-digit; cash lotto (5/36); Lotto (6/44)

	<i>Sales</i>	<i>% Change</i>	<i>Per Cap</i>	<i>% Change</i>	<i>Profits</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	805.6	-	-	-	264.3	-	5.1
FY99:	870.9	-	266.0	-	272.7	-	5.5
FY00:	\$837.5	-3.8	255.8	-3.8	253.0	-7.2	5.6

Ad/PR Agency:

Cronin and Company

Ad Contact: Stacy Hufstedler

E-mail: shufstedler@cronin-co.com

T: 860-659-0514 **F:** 860-659-3455

PR Contact: Rebecca Runyon

E-mail: rrunyon@cronin-co.com

Contract Expires: 6/30/02

DC Lottery & Charitable Games Control Board

2101 Martin Luther King Jr Ave SE

Washington, DC 20020-5731

Tel: 202-645-8010

Fax: 202-645-3683

Website: www.dclottery.com

E-mail format (unless specified): firstinitiallastname@dclottery.com

Key Personnel:

	Telephone	Fax
Anthony S. Cooper, Executive Director	202-645-8010	202-645-3683
Carol Godley, Deputy Dir, Corp Affairs	202-645-8010	202-645-3683
William Parson, Director, Trade Development	202-645-8091	202-645-7987
Kevin Johnson, Marketing Director	202-645-8066	202-645-7987
William Robinson, CFO	202-645-8006	202-645-7946
Doris Brown, Director of MIS	202-645-8054	202-645-7905
James E. Jones, Jr., Director of Security	202-645-8080	202-645-8330
Mona Blake, Legal Counsel	202-645-8026	202-645-8077
Claudia Booker, Procurement Director	202-645-7947	202-645-7933
Robert Hainey, Communications Mgr	202-645-7900	202-645-7914
Sylvia Kinard, Strategic Planning Director		
Carol Jackson-Jones, Human Resources Director		
Vivien Cunningham, Licensing & Charitable Games Director		
Angela Young-ja Kim, Multicultural Affairs Specialist		

Population: 560,000; **Start up:** 8/82; **Revenue to:** D.C.'s General Fund

Games: 3-digit, 4-digit, instant, 6/39 (Quick Ca\$h), 5/33 (Hot 5), Cash 4 Life, Powerball

	Sales	% change	Per Cap	% Change	Profit	% change	Ad Budget
FY98:	226.4	-	-	-	81.3	-	-
FY99:	207.1	-	395.87	-	64.2	-	4.0
FY00:	218.0	-5.3	416.73	-5.3	68.0	7.4	-

DC Lottery Ad Agency:

Abramson Labus VanDeVelde

Dee Dacey

T: 202-822-8844 **F:** 202-833-1794

Contract Expires: 2/2001

Delaware State Lottery

1575 McKee Rd, Suite 102

Dover, DE 19904

Tel: 302-739-5291

Fax: 302-739-6706

Website: www.state.de.us/lottery

Key Personnel:

Wayne Lemons, Director

Frank D. Brown, Jr., Deputy Director, Finance, Security

Brian Peters, Deputy Director, Sales & Marketing

Barbara Gaddis, Sales and Retail Development Manager

Vernon Kirk, Support Services Administrator

Matthew Ng, MIS Manager

Judy Everett, Security Officer

Donald Johnson, Video Lottery Operations Manager

Mark Brittingham, Fiscal Admin Officer

John Frazier, Corp Accts Administrator

Bruce Stover, Drawing Manager

Vernard Wilkerson, Fiscal Admin Officer, Video Lottery

Delaware Lottery, continued:

Population: 717,197; **Start up:** 10/30/75; **Revenue to:** State's services

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	446.6	-			125.4	-	-
FY99:	523.9	-	699.87	-	168.0	-	2.2
FY00:	553.5	5.7	739.91	5.7	185.5	10.4	-

Ad Agency:

Reese, Tomases & Ellick, Inc.

Alan B. Poland, Exec VP,

T: 302-652-3211 F: 302-652-8961

Florida Lottery

250 Marriott Drive

Tallahassee, FL 32301

Tel: 850-487-7777

Fax: 850-487-7709

E-mail: asklott@dol.state.fl.us

Website: www.flalottery.com

E-mail format (unless specified): lastnamefirstinitial@dol.state.fl.us

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>E-mail</i>
David Griffin, Secretary	850-487-7728	850-487-7709	
Robert Nave, Chief of Staff	850-487-7711	850-487-7709	
Waymond King, Asst Secretary, Marketing	850-487-7740	850-487-7746	
Denise Rodenbough, Asst Secretary, Operations	850-487-7718	850-487-4541	rodenbou@dol.state.fl.us
Bernard Edwards, Asst Secretary, Public Affairs	850-487-7727	850-487-4541	
Barbara Goltz, Asst Secretary of Finance	850-487-7720	850-487-4541	
Dennis Harmon, Rsch & Policy Analysis Dir	850-487-7777	850-487-4541	
Ken Hart, General Counsel	850-487-7724	850-487-4541	
Robert Spiegel, Legislative Affairs Director			
Karen Boulding, Human Resources Mgmt Director			
Johnathan Epstein, Security Director			
Leo DiBenigno, Communications Director			
Joyce Stewart, Product Director			
Wesley Hall, Corporate Sales Director			
Fran Keyes, Contract Compliance Director			
Shirley Bull, Director, ITVMs			
Bill Schmid, Info Resource Management Director			
Gerald Bailey, Inspector General			
Jackie raswell, Educational Affairs Director			

Board Members: William Beckett, Chairman; Robert Bernstein; Teresa W. Brady; Harold M. Knowles; Karen Johnson-Street

Population: 15.3 million; **Start up:** 1/12/88

Revenue to: All levels of public education, pre-K, K-12, community colleges and state universities. Proceeds also fund more than 56,000 college scholarships, and school bond construction projects.

Games: Florida Lotto (6/53), Fantasy 5 (5/26), Cash 3 (000/999), Play 4 (0000/9999), Mega Money (4/32 plus bonus 1/32); 20 to 25 Instants on sale at all times.

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	2,131.1		143.01		801.7	-
FY99:	2,092.07	-	137.07	-	807.2	-
FY00:	2,235.9	6.8	144.02	5.1	849.6	5.3

Florida Lottery, continued:

Ad Agency:

Cooper, HMS Partners, Inc.

T: 305-529-4300 F: 305-529-4314

Contract Exp: 2001

Hispanic Advertising:

Sanchez and Levitan

T: 305-442-1586 F: 305-442-2598

Georgia Lottery Corp.

Inforum, Suite 3000

250 Williams Street

Atlanta, GA 30303-1032

Tel: 404-215-5000

Fax: 404-215-8871

Website: www.galottery.com

E-mail format (unless specified): firstinitiallastname@galottery.org

Key Personnel:

Rebecca Paul, President and CEO

Andy Davis, SVP, Finance and Information Systems

Wanda Young Wilson, Sr VP & General Counsel wwilson@galottery.org

Cathy Walls, SVP, Corporate Affairs

Margaret Bode, VP, Human Resources

Rosemarie Morse, VP, Legal Affairs

Joan Schoubert, VP, Financial Management

Steve Lines, VP, Security

Jeannie Lin, VP, Advertising

Larry Sipes, VP, Information Technologies

Craig Fitzgerald, VP, Systems Development

Sidney Chambers, VP, Sales & Distribution

Carey Mackesey, Director, Public & Govt Relations

Parquita Nassau, Media Relations Manager

Sales Managers: Teri Rosa (Statewide Sales); Sam Hammett (Asst Statewide Sales); Kim McLaurin (Atlanta East); Charles Pitsenberg (Atlanta West); Henry Donaldson (Columbus); Wylie Dillard (Macon); Jim Griffin (Augusta); Kim McCumber (Savannah); Linda Trotter (Dalton); Jack Dimling (Gainesville); Alan Sisk (Thomasville)

Board Members: J. Veronica Biggins, Chair; Sylvan M. Byck, Jr.; Barbara M. Dooley; Richard Robert Ensley; Roy Richards, Jr.; J. Timothy Shelnut; Matthew Ware

Population: 7 million (apprx); **Start up:** 6/29/93; **Games:** Instant; 3- and 4-digit; Quick Cash, Fantasy 5, The Big Game, Lotto Georgia (1/46)

Revenue for: Education, HOPE Scholarship program, pre-kindergarten, technology and capital outlay programs.

Games: On-line, instants, Keno, multi-jurisdictional

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	1,736.1	-	248.00	-	555.0	-
FY99:	2,034.3	-	290.66	-	646.7	-
FY00:	2,235.9	13.7	331.00	13.7	683.8	5.7

Ad Agency:

Austin Kelley

Geoffrey Nixon, President/CEO

T: 770-396-6666 F: 396-0301

E-mail: jeff@austinkelley.com

Hoosier Lottery

201 South Capitol, Ste 1100
Indianapolis, IN 46225-1046

Tel: 317-264-4800

Fax: 317-264-4908

Website: www.hoosierlottery.com

Executive Fax: 317-264-4908

Marketing Fax: 317-264-4909

PR Fax: 317-264-4630

Sales Fax: 317-264-4933

Accounting Fax: 317-264-4606

E-mail format (unless specified): firstinitiallastname@hossierlottery.com

Key Personnel:

Telephone

Jack Ross, Director	317-264-4810
Renda Tingle, Administrative Assistant	317-264-4871
John M. Ross, Dpty Dir/Chief Legal Counsel	317-264-4946
Janna Shisler, General Counsel	317-264-4990
Joseph Pfister, Internal Auditor	317-264-4888
Nancy Dorsa, Controller	317-264-4970
David S. Kress, Director, Information Services	317-264-4605
Gary Catey, Director of Sales	317-264-4930
Chuck O'Hara, Director of Marketing	317-264-4822
Jo Donnar, Advertising Manager	317-264-4833
Gerry Van Meter, Director of Security	317-264-4936
Andrew Reed, Director of Public Relations	317-264-4829
Norman Aranda, Director of Administration	317-264-4624t
Anita Flagle, Instant Ticket Manager	317-264-4864
Shannon Thompson, Research Analyst	317-264-4808
Colleen O'Brien, Director of Communications	
George Weems, Commission Chairman	

Regional Managers: Delora Garrett (Reg 1); Rodney Williams (Reg 2); Jon Oppenheim (Reg 3); Karen Merchant (Reg 4); Larry Burden (Reg 5); Dan Cranmer (Reg 6); June Leslie (Reg 7); Andrew Rowe (Reg 8)

Population: 5.8 million; **Start up:** 10/13/89

Games: Instant; 3- and 4-digit; Lucky 5, 5 Card Cash, Powerball, Pulltabs, Hoosier Lotto (6/48)

Revenue to: License plate tax, teacher, police and firefighter pensions, "Build Indiana" Capital Projects Fund, tuition support for public schools, job creation and economic development, and state's General Fund to help offset revenue lost to the recession; Hoosier Millionaire TV show

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	648.2	-	-	-	195.4	-	8.7
FY99:	681.4	-	117.35	-	204.1	-	8.3
FY00:	582.7	-14.4	100.41	-14.4	165.5	-18.9	-

Ad Agency:

Bates USA Midwest

Charlie Larson

T: 317-686-7802 **F:** 317-686-7860

Idaho Lottery

PO Box 6537

1199 Shoreline Lane

Boise, ID 83707

Tel: 208-334-2600

Fax: 208-334-2610

E-mail: info@idaholottery.com

Website: www.idaholottery.com

E-mail format (unless specified): firstinitiallastname@islc.state.id.us

Idaho Lottery, continued:

Key Personnel:

	<i>Fax</i>	<i>E-mail</i>
Robert W. Ginkel, Director	208-334-2610	bginkel@islc.state.id.us
Steve Woodall, Deputy Director, Admin	208-334-2610	
Becky Schroeder, Deputy Director, Info Systems	208-334-2610	
Kristin Hoff, Deputy Director, Marketing & Research	208-334-2610	
Mike Helppie, Deputy Director, Sales	208-334-2610	
Mark Klinger, Deputy Director, Security	208-334-3795	
Toben Molica, Product Manager	208-334-3522	
Amy Harwood, Public Information Specialist	208-334-3522	
Sherie Wood, Advertising Manager		
Becky Arte, Promotions and Special Events Manager		
Carol Hickman, Executive Assistant		

Board Members: James Bruce; Chairman; Roger Jones; Teresa Deshon; James Simpson; Ralph Hartwell

Population: 1.2 million; **Start up:** 6/89; **Revenue to:** Public schools & bldgs

Games: On-Line (Lotto), Pull-tabs, Instants; Powerball

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	90.4	-	-	-	20.5	-
FY99:	90.5	-	75.45	-	20.6	-
FY00:	86.7	-4.3	72.22	-4.3	18.0	-12.6

Ad Agency:

Elgin Syferd Drake

Bill Drake, President

T: 208-342-0925 **F:** 208-342-0635

Exps: 6/30/01

Illinois Sate Lottery

676 North St Clair, Suite 2040

Chicago, IL 60611

Tel: 312-793-1681 **Fax:** 312-793-5514

Website: www.illinoislottery.com

Key Personnel:

	<i>Telephone</i>
Lori Spear Montana, Director	312-793-1681
Joan Fawell, Deputy Director	
Dave Mizeur, Deputy Director/Finance	217-524-5207
Jeff Berry, Deputy Director/Operations	217-524-5257
Cathy Beres, Deputy Director/Marketing	312-793-4738
Mike Lang, Communications Director	217-524-5157
Charles Pirrera, Personnel Officer	217-524-5246
Jeff Schweig, Promotions Director	312-793-4086
Dean Prokos, Sales Director	
Vickie Alvies, Instant Ticket Manager	
Jared March, Chief Security Officer	
Nelson Miler, Superivosr Corp Accounts	
Brett Binley, Internal Auditor	
Victoria Clemons, Legislative Liaison	
Kurt Freedlund, Legal Counsel	
Toni Hermsmeyer, On-line Manager	
Brett Finley, Internal Auditor	

Regional Managers: Ed Josupail (Reg 1); Kris Hanlon (Reg 2); April McIntosh (Reg 3); Marc Hoffmann (Reg 4); Bruce Cox (Reg 4 Coordinator); Chuck Conzo (Reg 5)

Board Members: Lottery Control Board: David Zaransky; Paul Tomazzoli; Mary Ann Koppel; Hilder Garrison

Illinois Lottery, continued:

Population: 11.5 million; **Start up:** 7/74; **Revenue to:** Common School Fund (K-12 Education)

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profits</i>	<i>% change</i>
FY98:	1,577.0	-	-	-	560.0	-
FY99:	1,524.4	-	129.19	-	540.0	-
FY00:	1,504.66	-1.3	127.51	-1.3	516.0	-4.4

Ad Agency:

Foote, Cone & Belding

Joe Reinstein

T: 312-425-5000 **F:** 312-425-6335

Iowa Lottery

2015 Grand Avenue

Des Moines, IA 50312

Tel: 515-281-7900

Fax: 515-281-7882

E-mail: web.master@ilot.state.ia.us

Website: www.ialottery.com

E-mail format (unless specified): firstname.lastname@ilot.state.ia.us

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>E-mail</i>
Dr. Edward Stanek, Commissioner	515-281-7900	515-281-7882	estanek@ilot.state.ia.us
Andrew Anderson, Legal Counsel	515-281-7900	515-281-7882	
Ken Brickman, Exec VP & COO	515-281-7870	515-281-7882	
Steve King, VP Finance & CFO	515-281-7862	515-281-7882	
Joe Hrdlicka, VP Marketing	515-281-7906	515-281-7905	
Larry Loss, VP Sales	515-281-7907	515-281-7905	
Harry Braafhart, VP Security	515-281-7887	515-281-7882	
Libby Nelson, Asst Attny General	515-281-7851	515-281-7882	
Mary Neubauer, Director of Communications	515-281-7906	515-281-7905	
Christal McAfee, Advertising Manager			
Barbara DeHeck, Assistant to Commissioner			

Regional Managers: Mark Ryan (Des Moines); Jerry Avres (Cedar Rapids); David Smith (Mason City); Arnie Woerdehoff (Storm Lake); Bill Somers (Council Bluffs)

Board Members: Gary Hughes, Iowa City, Chair; Timothy Clausen, Sioux City; Mary Junge, Cedar Rapids; Michael McCoy, Des Moines; Susan Thompson, Urbandale

Population: 2.8 million; **Start up:** 8/85; **Revenue to:** State's General Fund

Games: Instant, Pull-tab, 5/35 lotto, Cash 4 Life, Powerball, Pick-3

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	173.9	-	-	-	43.0	-	5.5
FY99:	184.10	-	66.00	-	45.8	-	5.6
FY00:	178.2	-3.2	64.00	-3.0	44.5	-2.8	-

Ad Agency:

Schreurs & Associates

John Schreurs, SVP

T: 515-224-6400 **F:** 515-224-4181

E-mail: Johns@schreurs.com

Kansas Lottery

128 North Kansas Avenue

Topeka, KS 66603-3638

Tel: 785-296-5700

Fax: 785-296-5712

Website: www.kslottery.com

Kansas Lottery, continued:

Key Personnel:

	Telephone	F:
Ed Van Patten, Executive Director	785-296-5703	296-5722
Keith Kocher, Asst Attorney Gen	785-296-5703	
Kevin Scott, Director of Administration	785-296-5782	
Darrell Pflughoft, Director of Security	785-296-5714	
Thomas Hofts, Director of Marketing	785-296-5778	
Gary Saville, Comptroller	785-296-5781	
Jim Giordano, Internal Auditor	785-296-5709	
Pat Witt, Personnel Manager	785-296-5741	
Richard Knowlton, Information Resource Mgr	785-296-5750	
Mary Metzler, Executive Secretary	785-296-5703	
Pat Scott, State Sales Coordinator	785-296-5725	
Jane Elliott, Public Information Officer	785-296-5708	
Marilyn Travis, Public Information Officer	785-296-5708	
Colleen O'Neil, Advertising Manager	785-296-5710	
Pollie Unruh, Great Bend Regional Mgr	316-792-5363	
Marlon Green, Wichita Regional Manager	316-337-6110	
Lori Koepsel, Topeka Regional Manager	785-296-5798	
Harvey Malter, Director of Sales		
J.O. Walker, Game Products and Research		
Maria Aikman, Corporate Accounts		
Stan Patterson, Corporate Accounts		

Commissioners: James W. Cates, Chair, Paul Steele, G. Craig Robinson, Janet Steinlage, Duane Nightingale

Population: 2.5 million; **Start up:** 11/12/87; **Games:** Instant; 3-digit; Keno Kansas Cash (6/35); Powerball; Cash4Life; Pulltabs

Revenue for: 30.75% to State Gaming Revenues Fund, 85 % of which goes to Economic Development Initiatives Fund; 10% Correctional Institutions Bldg Fund, 5% Juvenile Detention Facilities Fund.

	Sales	% change	Per Cap	% change	Profit	% change
FY98:	197.4	-	-	-	60.3	-
FY99:	197.7	-	79.09	-	61.0	-
FY00:	195.6	-1.1	78.22	-1.1	57.8	-5.3

Ad Agency:

Barkley, Evergreen & Partners
T: 816-842-1500 F: 816-842-6494

Kentucky Lottery Corporation

1011 West Main Street
Louisville, KY 40202-2623

Tel: 502-560-1500

Fax: 502-560-1532

E-mail: Admin@Kylottery.com

E-mail format (unless specified): firstname.lastname@kylottery.com

Website: www.kylottery.com

Key Personnel:

	Telephone	Fax	E-mail
Arthur L. Gleason, President	502-560-1551	502-560-1532	
Annette Dobler, Executive Secretary	502-560-1550	502-560-1532	
Marty Gibbs, Exec VP & COO	502-560-1552	502-560-1532	
Harvey Roberts, Sr VP, Info Technologies	502-560-1705	502-560-1537	
Howard Kline, CFO	502-560-1755	502-560-1533	
Steve Casebeer, Sr VP, Marketing & Sales	502-560-1611	502-560-1534	
Leslie Farison, VP, Marketing	502-560-1620	502-560-1534	
Larry Smith, Director, Operations	502-560-1830		

Kansas Lottery, continued:

Greg Shade, VP Software Development	502-560-1708	502-560-1537
Bob Little, VP, Sales	502-560-1600	502-560-1534
John Ellis, Sr VP, Security	502-560-1800	502-560-1535
Camille Bathurst, General Counsel	502-560-1576	502-560-1532
Church Saufley, Human Resources Dir.	502-560-1587	502-560-1592
Rick Redman, VP PA/Communications	502-560-1675	502-560-1531
Sue Johnson, Instant Product Manager	502-560-1622	502-560-1534
Lisa Ion, Promotions Manager	502-560-1618	502-560-1534
Larry Newby, Research/Planning Mgr	502-560-1626	502-560-1534
Marcella Saltsman, Purchasing Director	502-560-1765	502-560-1531
Gale Vessels, VP Internal Audit	502-560-1589	502-560-1592
Barb Beck, Drawing Manager		
John Green, Research, Business Analysis		
Michelle Lee, Minority & Community Affairs Coordinator		

Region Managers: Pete Ramsey, Mary Spears, Lisa Acree, Jeff Riley, Jim Barker, Greg Anderson, Diane Nelson

Board Members: Bobby Bartley, Teddy Colley, Bill Covington, George Demaree, Merryman Kemp, Richard Warner, Lynda Brown White, Johnathan Miller - State Treasurer

Population: 3.9 million; **Start up:** 4/4/89; **Games:** Instant, Pull-tabs, Lotto, Powerball, Cash 5, Pick 3, Pick 4

Revenue Allocation: General Fund, College Scholarship and Affordable Housing Trust Fund

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	585.0	-	-	-	156.7	-	-
FY99:	583.1	-	149.21	-	161.8	-	9.9
FY00:	583.7	0.1	149.35	0.1	162.4	0.3	-

Ad Agency:

Doe-Anderson

Todd Spencer

T: 502-589-1700 **F:** 502-587-8349

E-mail: econrad@doeanderson.com

Contract Expires: 3/12/01

Louisiana Lottery Corporation

11200 Industriplex Blvd, Suite 190

Baton Rouge, LA 70879

PO Box 90008

Baton Rouge, LA 70809-0008

Tel: 225-297-2000

Fax 1: 225-297-2005

Fax 2: 225-297-2222 (Marketing)

E-mail format (unless specified): lastnamefirstinitial@louisianalottery.com

Website: www.louisianalottery.com

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>
Charles R. "Randy" Davis, President	225-297-2002	225-297-2005
Kathy Morris, Executive Secretary	225-297-2002	225-297-2005
John Carruth, Sr VP & Gen Counsel	225-297-2002	225-297-2005
Karen Fournet, Sr VP & Scty/Treasurer	225-297-2002	225-297-2005
Keith "Kip" Shuford, Sr VP, Marketing & Sales	225-297-2002	225-297-2005
Steve Rosales, Internal Audit Mgr	225-297-2001	225-297-2005
Bonny Botts, VP, Marketing	225-297-2206	225-297-2222
Bob Davidge, Director, Communications	225-297-2209	225-297-2222
Dudley Lehew, Public Information Mgr	225-297-2084	225-297-2222
Jeff Jackson, Broadcast Manager	225-297-2208	225-297-2222

Louisiana Lottery, continued:

Susan Clayton, Product Manager 225-297-2228 225-297-2222
vacant, VP, Sales 225-297-2215 225-297-2222
Bill Cox, VP, Security & Retailer Licensing 225-297-2170 225-297-2179
Brian Darouse, VP, MIS & Distribution Ctr 225-297-2100 225-297-2124
Jimmy Goodrum, VP, Finance/Controller 225-297-2100 225-297-2124
Rose Hudson, SVP HR, Legislative Relations and Community Events

Regional Managers: Michael Allen, Diane Brandon, Vincent Pierre, Wendell Young, Ricky Stewart, Mike Jarrell

Board Members: Pat Mason, Lyn Hayward, Peggy Persac, James David Cain, Jr., Stewart Gentry, Harold Hebert, Wilbert Pryor, Lamar Poole, Oray Rogers

Population: 4.3 million; **Start up:** 9/6/91; **Games:** Instants, Powerball, Lotto, Cash Quest, Pick 3, Pick 4

Revenue for: General Fund (35%); Prizes (50%); Retailer Commissions (5%); Lottery Operations (10%)

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	92.9	-	-	-	-	-	7.1
FY99:	296.2	-	67.80	-	107.0	-	7.9
FY00:	276.4	-6.7	63.26	-6.7	99.8	-6.6	-

Creative - In-house

Placement Ad Agency:

The Graham Group
Scott McNulty, New Orleans
T: 504-834-5886 F: 834-5229

Contract Expires: 6/30/01

Maine State Lottery

8 State House Station

Augusta, ME 04333

Tel: 207-287-3721

Fax: 207-287-6769

Website: www.mainelottery.com

Key Personnel:

	<i>Telephone</i>
Eben B. Marsh, Director	207-287-3432
Pam Coutts, Deputy Director	207-287-6762
Rich Sperlazzi, Marketing Manager	207-287-6750
Lisa Rodrigue, Marketing Specialist	207-287-6757
Dan Rousselle, Field Rep Supervisor	207-287-6753
Chris Royce, Customer Service Manager	207-287-6751
Clayton Smith, Operations & Security Manager	207-287-6759
Brenda Lindsay, Administrative Secretary	

Board Members: Edwin W. Bowden; Raquel D. Boehmer; Laura C. Kilmartin, Esq.; Orland G. McPherson; Kathleen M. Newman

Population: 1.2 million; **Start up:** 6/74; **Revenue to:** State's General Fund

Games: Instant, Pick 3, Pick 4, Tri-State WinCash, Tri-State Megabucks

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% Change</i>	<i>Profit</i>	<i>% change</i>
FY98:	148.9	-	-	-	41.8	-
FY99:	144.6	-	115.00	-	41.4	-
FY00:	147.9	2.3	118.00	2.6	39.6	-4.4

Ad Agency:

NL Partners
Chris Nichols

T: 207-775-5251 F: 207-775-3389

Contract Expires: 6/30/01

Maryland State Lottery

6776 Reisterstown Rd #204

Plaza Office Center

Baltimore, MD 21215-2345

Tel: 410-318-6200

Fax: 410-764-4263

E-mail: paffairs@msla.state.md.us

Website: www.mdlottery.com

E-mail format (unless specified): firstinitiallastname@msla.state.md.us

Key Personnel:

	Telephone	Fax
Buddy Roogow, Director	410-318-6370	410-318-6373
Cecilia Mitchell, Assistant Director	410-318-6370	410-318-6373
Andrea Johnson, Principal Counsel	410-318-6386	410-764-4263
Sandra Long, Dep. Dir., Admin, Finance, Ops	410-318-6394	410-318-6819
Sandra Johnson, Dep. Dir., Info Technology	410-318-6851	410-318-6443
Joseph Jason, Deputy Director of Sales	410-318-6360	410-764-4263
Pat Koop, Director of Marketing	410-318-6219	410-318-6224
Jill Baer, Assistant Director of Marketing	410-318-6232	410-318-6224
Julie Canfield, Instant Game Product Mgr.	410-318-6233	410-318-6224
Tchicaya Ellis, Director of Research	410-318-6387	410-318-6373
Jimmy White, Director of Public Affairs	410-318-6205	410-318-6225
Lisa Golden, Asst. Dir. of Public Affairs	410-318-6226	410-318-6225
Tracey Cohen, Strategic Alliance, On-line Product Manger	410-318-6231	410-318-6373
Renee Slagle, Asst Deputy Director, Admin, Finance, Ops		
Frank Hemberger, Sales Manager		
Bobby Sinclair, Personnel Manager		

Board Members: Jerry L. Lewis, J.D., Chairman; Zoe Peindak, Vice-Chairman; Carl Lawrence Hein, III; Commissioner; Bruce L. Reeder, Commissioner; Osborne A. Payne, Commissioner

Population: 5 million; **Start up:** 5/73

Games: Pick 3, Pick 4, Cash In Hand, Lotto, Instant, Big Game, Keno

Revenue for: State General Fund for programs and services sponsored by the State.

	Sales	% change	Per Cap	% change	Profit	% change	Ad Budget
FY98:	1,070.0	-	-	-	400.1	-	13.8
FY99:	1,084.1	-	216.82	-	392.2	-	13.5
FY00:	1,174.6	8.3	234.91	8.3	400.9	2.0	-

Ad Agency:

Eisner & Associates

David Blum

T: 410-685-3390

F: 410-843-4453

Expires: 5/31/01 with one-year opt

Massachusetts State Lottery

60 Columbian St.

Braintree, MA 02184

Tel: 781-849-5500

Fax: 781-549-5509

Website: www.masslottery.com

E-mail format (unless specified): firstinitiallastname@masslottery.com

Key Personnel:

	Telephone	Fax
Jay Mitchell, Executive Director	781-849-5500	781-849-5509
Jeanette Maillet, Asst. Dir, Finance	781-849-5522	781-849-5554

Massachusetts Lottery, continued:

Jim O'Brien, Director of Marketing	781-849-5505	781-849-5656
Deborah Keyes, Asst. Dir, Personnel	781-849-5520	781-849-5670
Paul Mandeville, MIS	781-849-5653	781-849-5509
Ted Moriarty, Director of Sales Ops	781-849-5519	781-849-5547
Jim Driscoll, Legal	781-849-5515	781-849-5579
Terry McGann, Product Mgr, Instant Tickets/PullTabs	781-849-5564	781-849-5656
Fred Newton, Product Mgr, On-Line Games	781-849-5594	781-849-5656
Owen Doherty, Product Manager, Keno/ITVMs	781-849-5571	781-849-5656
Paul Kelly, Director of Security	781-849-5529	781-982-8430
Andrew O'Brien, Chief of Staff		
Bill Duffy, Asst. Dir, Regional Operations		
Anne Creamer, Asst. Director, Fairhaven Region		
Phil Stewart, Asst. Director, Woburn Region		
Luis Garcia, Asst. Director, West Springfield Region		
Jack Kelly, Asst. Director, Worcester Region		

Population: 6.1 million; **Start up:** 3/72

Games: Mass Millions, Mass Cash, Megabucks, The Numbers Game, The Big Game, Keno, Pull-Tabs, Instant, Charitable Gaming

Revenue to: Local Aid (cities/towns), Mass. Council on Compulsive Gambling, Massachusetts Culture Council, Massachusetts Arts Lottery

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	3,225.3	-	-	-	774.8	-	0.4
FY99:	3,381.6	-	545.43	-	809.1	-	0.4
FY00:	3,718.8	9.8	601.43	10.3	850.5	5.1	-

Michigan Bureau of State Lottery

PO Box 30023

101 East Hillsdale

Lansing, MI 48909

Tel: 517-335-5608

Fax: 517-335-5651

E-mail: milottery@state.mi.us

Website: www.state.mi.us\milottery

Key Personnel:

	<i>Telephone</i>
Don Gilmer, Commissioner	517-335-5608
Jim Kipp, Deputy Commissioner, Planning & Ops	517-335-5690
Scott Matteson, Deputy Commissioner, Admin	517-335-5634
Tom Egan, Deputy Commissioner, Marketing	517-335-5621
Mike Petersen, Deputy Commissioner, Charitable Gaming	517-335-5779
Bob Jansen, Director, Security & Investigation	517-335-5775
Stepheni Schlinker, Director, Public Relations	517-373-5641
Tom Weber, Instant Games Product Manager	517-373-0024
Tim Shafer, On-Line Product Manager	517-335-1509
Terry Bunting, Sales Manager	
Rick Droste, Asst. Sales Manager, Regions	
Denise Cushion, Secretary to Commissioner	

Regional Managers: James Wilkerson, Robert Bowman, Ken McBride, Brenda Wilkins, Walt Pitrzyk

Population: 9.5 million; **Start up:** 11/72; **Revenue to:** School Aid Fund (K-12)

Games: On-line, Instant, Pull-tabs, multijurisdictional; "Road to Riches" weekly TV show.

Michigan Lottery, continued:

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	1,639.7		-	-	616.1	-	19.6
FY99:	1,731.0	-	180.80	-	616.3	-	16.4
FY00:	1,718.7	-0.7	177.80	-1.7	597.3	-3.0	-

Ad Agency:

Simons Michelson Zieve, Inc.

Jim Michelson

T: 248-362-4242 *F:* 248-362-2014

Contract Expires: 7/31/01

Minnesota State Lottery

2645 Long Lake Road

Roseville, MN 55113-2533

Tel: 651-635-8100

Fax: 651-297-7496

E-mail: lottery@winternet.com

Website: www.lottery.state.mn.us

E-mail format (unless specified): firstnamelastinitial@msl.state.mn.us

Key Personnel:

	<i>Telephone</i>	<i>E-mail</i>
George R. Andersen, Director	651-635-8211	andege@winternet.com
Don Masterson, Director for Operations	651-635-8220	
Mary Ellen Hennen, Director for Admin	651-635-8240	meh@msl.state.mn.us
John Mellein, Director for Marketing	651-635-8230	
Doug Wills, Chief of Security	651-635-8250	
Dale McDonnell, Legal Counsel	651-635-8213	
Don Feeny, Research & Planning Manager	651-635-8239	
Debbie Hoffmann, PR Manager	651-635-8226	
Colleen Naughton, Director for Human Resources		
Tom Barrett, Admin Services Manager		
Jenny Canfield, Games Control Manager		
Chris Caroon, Systems Manager		
Cheryl Conroy, Corporate Accounts Manager		
Harry Hedger, Information Systems Manager		
Mike Heffley, Warehouse Distribution Manager		
Amy Jaeger, Store Sales Manager		
Ruth Johnson, Sales Support Manager		
Michael Keyser, Numbers Games Manager		
Michael Lange, Promotions Manager		
Kelly McKenna, Telemarketing Manager		
Lance Merritt, Telecommunications Manager		
Lyle Mueller, Financial Planning Manager		
George Robke, Data Center Manager		
Joe Pahl, Accounting Manager		
Drew VanKrevelen, Graphics Manager		

Regional Managers: Greg Moir, Jerry Ouren, Doug Landsman, Gloria VandeBrake, Mark Helling, Terrie Walters

Population: 4.78 million; *Start up:* 4/17/90; *Games:* Scratch; Gopher 5 (in-state), Daily 3; Powerball, Cash4Life

Revenue for: Environment & Natural Resources Trust Fund and General Fund

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	372.8	-	-	-	87.5	-	8.4
FY99:	390.0	-	81.67	-	85.9	-	-
FY00:	397.3	1.9	83.19	1.9	86.5	0.7	-

Minnesota Lottery, continued:

Ad Agency:

Foley Sackett

Steve Kotvis, Account Supervisor

T: 612-338-8000 F: 612-338-9824

Missouri Lottery

1823 Southridge

Jefferson City, MO 65109

PO Box 1603

Jefferson City, MO 65102-1603

Tel: 573-751-4050

Fax: 573-751-5188

E-mail: webmail@dp.molot.com

Website: www.molottery.state.mo.us

Key Personnel:

James R. Scroggins, Executive Director

Robin Jones, Admin Assistant to Executive Director

Gary Gonder, Communications Director

Adam Hall, Marketing Director

Ron Murphy, Finance & Administration Director

Robert Gartner, Security Director

Todd Bauman, Director, Research & Development

Julie Beck, Public Information Officer

R. Scott White, On-line Product Manager

Bill Burton, Instant Game Product Manager

Gail Raskin, Pull-tab Product Manager

Terry Skinner, Budget & Planning Director

Nancy Rollins, Marketing Manager

Bob Hagan, Research Manager

Bridget White, Personnel Officer

Larry Jansen, Controller

Alan Barnes, Contracts Manager

Matt Stockard, State Sales Manager

Jennifer Kempker, Promotions Manager

Regional Directors: Steve Marling, Mike Loftus, Tom Perkins

Board Members: William F. James, Harrisonville; Robert Mayfield, University City; Kenneth Hensley, Albany;

Jana Poteet, Poplar Bluff

Population: 5.5 million; **Start up:** 1/20/86; **Games:** On-Line, Instant, Pull-tabs, Multijurisdictional; Fun & Fortune, weekly TV show

Revenue to: Missouri Depts of Elementary, Secondary & Higher Education

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	494.0	-	-	-	147.1	-
FY99:	513.3	-	94.37	-	150.6	-
FY00:	508.0	-1.0	93.41	-1.0	155.8	3.5

Ad Agency:

Barkley Evergreen & Partners

Lynna Adams

T: 816-842-1500 F: 816-842-6494

Contract Expires: 6/30/03

E-Mail

scrogj@exec.molot.com

jonesr@molottery.com

gondeg@molottery.com

halla@molottery.com

murphr@molottery.com

gartnr@molottery.com

baumat@molottery.com

beckj@molottery.com

whites@molottery.com

burtob@molottery.com

raskig@molottery.com

skinnt@molottery.com

Montana Lottery

2525 North Montana Avenue

Helena, MT 59601-0542

Tel: 406-444-5825

Fax: 406-444-5830

Website: www.montanalottery.com

E-mail format (unless specified): firstinitiallastname@state.mt.us

Key Personnel:

Gerald LaChere, Director

John Onstad, Director of Security

Leslie Darfler, Director of Operations

Laurie Felch, Instant Product/Graphic Art Mgr

Jeff Kirkland, PR & On-Line Products Manager

Jo Berg, PR Specialist

Steve Foster, Sales Manager

Joe Mancuso, Key Accounts Manager

Laura Wandel, Administrative Assistant

Carol Swick, Manager, Fiscal Accounting

Marlene Teel, Supervisor Telephone Sales

Terry Street, Warehouse Manager

Paul Gilbert, Information Systems Manager

Board Members: Robert Crippen, Chair, Becky Erickson, Cliff Brophy, Becky Erickson, Carol Thomas, Thomas Keegan

Population: 856,000; **Start up:** 6/24/87; **Revenue to:** State's General Fund

Games: Instant; Montana Cash (5/37); Wild Card (6/38, 1/52); Powerball; Cash4Life

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profits</i>	<i>% change</i>	<i>Ad Spending</i>
FY98:	29.8		33.86		6.6	-	\$640,454
FY99:	30.0		34.11		6.8	-	\$544,162
FY00:	29.9	-0.3	34.00	-0.3	5.8	-13.9	-

Ad Agency:

Banik Creative Group

Greg Henderson

T: 406-454-3422 **F:** 406-771-1418

Contract Expires: 12/01

Multi-State Lottery Association

1701 48th Street, Suite 210

West Des Moines, IA 50266-6723

Tel: 515-453-1400

Fax: 515-453-1420

Website: www.musl.com

E-mail format (unless specified): firstname@musl.com

Key Personnel

Charles Strutt, Executive Director

J. Bret Toyne, CFO bret@MUSL.com

Doug Orr, Marketing & Production Coordinator

Mark Kean, Systems Security Manager

Sue E. Dooley, Drawing Manager

Gene Schaller, Senior Accountant

Becky Leung, Technology Analyst

Shannon Underwood, Accountant

Start up: 2/3/88

Multi-State Lottery Association, continued:

Revenue for: After expenses revenue divided between member lotteries and returned for each lottery's designated distribution.

Member Lotteries: Arizona, Connecticut, Delaware, D.C., Idaho, Indiana, Iowa, Kansas, Kentucky, Oregon, Louisiana, Minnesota, Missouri, Montana, Nebraska, New Hampshire, New Mexico, Rhode Island, South Dakota, West Virginia and Wisconsin

	FY97	FY98	FY99
Powerball	896.0	1,094.3	1,485.1
Daily Millions	66.8	51.4	
Tri-West Lotto	11.5	5.5	
Cash4Life		23.2	38.6
Wild Card		5.0	7.3
Total Sales	973.9	1,179.4	1,531.1

Nebraska Lottery

301 Centennial Mall, South
Lincoln, NE 68509

PO Box 98901 (mailing)
Lincoln, NE 68509-8901

Tel: 402-471-6100

Fax: 402-471-6108

Website: www.nelottery.com

E-mail format (unless specified): firstinitiallastname@notes.state.us

Key Personnel:

	Telephone	E-mail
James Quinn, Director	402-471-5629	
Thomas G. Harre, Finance Administration	402-471-6106	
Heidi K. Weaklen, Marketing Director	402-471-6120	hweaklen@notes.state.ne.us
Bonnie Amgwert, Administration Manager	402-471-6123	
Wayne E. Dolezal, Legal Counsel	402-471-6145	
Krista Scheel, Budget Officer	402-471-6116	
D. Brian Rockey, Public Relations	402-471-6104	
Kirk Anderson, Key Account Manager	402-471-6122	kanderso@notes.state.ne.us
Tom "TJ" Johnson, Media & Event Coordinator	402-471-6103	tjohnso@notes.state.ne.us
Angela Hoback Petersen, Products Manager	402-471-6121	apeterse@notes.state.ne.us
Kathleen Hubertus, Systems Supervisor	402-471-6117	hubertus@notes.state.ne.us
E. Greg Schnasse, Investig Unit Administrator	402-471-5941	
Jim Haynes, Lottery Investigations Supervisor	402-471-5716	
Becky Martin, Auditor	402-471-6132	
Kirk Anderson, Key Accounts Manager	402-471-6122	kanders@notes.state.ne.us
Jill Marshall, Key Accounts Manager		
Mike Haverman, Systems Auditor		
Greg Schnasse, Investigations Unit Administrator		

Population: 1.6 million; **Start up:** 9/11/93; **Games:** Scratch tickets, Lotto

Revenue to: Educational and environmental grants, Compulsive Gamblers Assistance

	Sales	% change	Per Cap	% change	Profit	% change
FY98:	73.8	-	45.48	-	19.8	-
FY99:	72.4	-	44.58	-	18.1	-
FY00:	68.2	-5.8	42.00	-5.8	17.1	-5.5

Nebraska Lottery, continued:

Ad Agency:

Ayres Advertising/Marketing

Mike Murray

T: 402-441-4700 F: 402-441-4739

E-mail: mmurray@ayres.com

Website: www.ayres.com

Contract Expires: 6/30/05

New Hampshire Lottery

14 Integra Drive

Concord, NH 03301

PO Box 1217

Concord, NH 03302-1217

Tel: 603-271-3391

Fax 1: 603-271-1160

Fax 2: 603-271-6289

Website: www.state.nh.us/lottery/nhlotto.htm

E-mail format: firstinitiallastname@lottery.state.nh.us

Key Personnel: E-mail:

Rick Wisler, Executive Director

Diane Campbell, Administrative Assistant to Director

George Roy, Financial Administrator, ext. 304

Douglas Parker, Info Technology Manager, ext. 309

Betsy Carigran, Games Manager, ext. 305

Maura McCann, ext. 308

Crystal Dionne, Marketing/Public Relations, ext. 311

Joseph Guilmette, Games Supervisor

Cindi Smith, Field Supervisor

Board Members: Mary Chambers - Chair, James Shanahan, Jr., Richard Campbell

Population: 1.1 million; Start up: 3/64; Revenue for: Education

Games: Tri-State Pick 3/Pick 4, Tri-State WinCash, Tri-State Megabucks, NH Powerball, NH Cash 4 Life, Instants

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	183.8	-	167.00	-	57.5	-	2.7
FY99:	199.0	-	180.93	-	64.6	-	2.6
FY00:	190.0	-4.1	178.48	-4.1	61.5	-4.3	-

Advertising/Public Relations:

O'Neil Griffin Bodi

Ad Contact: Patrick Griffin

Ad Contact: Rose Longo-White

PR Contact: Kimberly Moore

T: 603-625-5713 F: 603-625-1679

New Jersey Lottery

PO Box 041

Trenton, NJ 08625-0041

Tel: 609-599-5800

Fax: 609-599-5935

Website: www.state.nj.us/lottery/

E-mail format (unless specified): lastnamefirstinitial@lottery.state.nj.us

New Jersey Lottery, continued:

Lottery Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>E-mail</i>
Virginia E. Haines, Executive Director	609-599-5900	609-599-5935	
Carole Hedinger, Dpty Exec Director	609-599-5899	609-599-5935	
Linda Melone, Dpty Director, Mktg & Sales	609-599-5823	609-599-5935	
Hank Meyer, Dpty Dir, Security, Audit, Licensing	609-599-5806	609-599-5935	
William T. Jourdain, Controller	609-599-5910	609-599-5935	jourdainb@
Foster Krupa, Mktg & Instant Product Manager	609-599-5878	609-599-5935	
Catherine Scangarella, Rsrch/On-Line Prod Mgr	609-599-5903	609-599-5935	scangarelc@
Edie Mangione, Operations Manager	609-599-5834	609-599-5935	
Howard Fitch, Sales Manager	609-599-5839	609-599-5935	ftchh@
Larry Brophy, Mgr, EDP, Audit Quality Control	609-599-5820	609-599-5935	
Annette Jenkins, Public Information Officer	609-599-5875	609-599-5829	
Marilyn Blazovsky, Legislative Liaison			
Joseph Emerson, Chain Stores, South			
Judy Leibowitz, Chain Stores, North			
Annette Jenkins, Public Information and Press Officer			

District Managers: Robert Unowitz, Bruce Biroc, Lauren Lichtenberger, Ken Inman

Board Members: Roland Machold, State Treasurer, Gregory J. Romano, Chairman, James Cicalese, Vice Chairman, Dr. Stephen T. Boswell, Dr. Anthony Caputo, Robert Slater

Population: 7.9 million; **Start up:** 12/70; **Revenue to:** Education and institutions

Games: On-line, instants, multijurisdictional

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	1,630.3	-	-	-	642.8	-	5.6
FY99:	1,658.4	-	204.74	-	652.3	-	5.8
FY00:	1,838.8	10.9	227.02	10.9	719.0	10.2	-

Ad Agency:

Grafica

Jason Bacharach

T: 908-879-2169 **F:** 908-879-2569

E-mail: jasonb@grafica.com

Contract Expires: 6/1/01

New Mexico Lottery

4511 Osuna Road NE

Albuquerque, NM 87199

PO Box 93130 (mailing)

Albuquerque, NM 87199-3130

Tel: 505-342-7600

Fax: 505-342-7510

E-mail: webmaster@nmlottery.com

Website: www.nmlottery.com

E-mail format: firstinitiallastname@nmlottery.com

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>
Tom Shaheen, CEO	505-342-7611	505-342-7510
Pat Shodean, Executive Assistant	505-342-7610	505-342-7510
Phil Barela, VP of Management Info. Sys.	505-342-7667	505-342-7510
vacant, VP of Sales	505-342-7639	505-342-7510
Tom Romero, VP of Security	505-342-7651	505-342-7540
Nadine Guillén, Public Information Officer	505-342-7615	505-342-7510
Gwen Azar, Key Accounts Manager	505-342-7642	505-342-7511
Dave Gore, Sales Manager	505-342-7640	505-342-7511

New Mexico Lottery, continued:

Karla Wilkinson, Instant Product Manager	505-342-7637	505-342-7510
Philippe Menzies, Purchaser	505-342-7623	505-342-7511
Evelyn McKnight, Human Resources Coordinator	505-342-7620	505-342-7510
Lance Ross, Communications Manager	505-342-7616	505-342-7510
Dawn Beck, Advertising Manager	505-342-7643	505-342-7510
Conny Bryceland, Retailer Affairs Coordinator	505-342-7618	505-342-7510
Patrick Hurley, Controller		

Board of Directors: Peggy Roberts, Chairman; Henry Ulibarri, Treasurer; S. Bert Atkins; Karen Westall, Secretary; Mary Claydean Elkins, Treasurer; Cody Kelley, Vice-Chairperson; Steven J. Gabaldon

Population: 1.7 million; **Start up:** 4/96; **Games:** Powerball, Roadrunner Cash (5/31), Instants

Revenue to: Education-60% Public School Critical Capital Outlay Fund (Grades K-12); 40% Lottery Tuition Fund (post secondary)

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	84.9	-	-	-	20.1	-
FY99:	89.5	-	52.64	-	19.7	-
FY00:	110.7	23.7	65.14	23.7	24.6	24.9

Ad Agency:

Kilmer & Kilmer

Richard Kilmer, Brenda Kilmer

T: 505-260-1175 **F:** 505-260-1155

E-mail: kiki@kilmer2.com

Contract Expires: 6/30/01 (with 1-yr ext)

New York State Lottery

1 Broadway Center

Schenectady, NY 12301

Box 7500 (mailing)

Schenectady, NY 12301-7500

Tel: 518-388-3400

Fax: 518-388-3403

Website: www.nylottery.org

E-mail format (unless specified): firstinitiallastname@lottery.state.ny.us

Key Personnel:

Margaret R. DeFrancisco, Director

Yvonne Loucks, Assistant to Director

Susan E. Miller, Dep Director

Jerry Woitkoski, Director, Financial Admin

Connie Laverty, Marketing & Sales Director

Dan Codden, Director of Operations

Carolyn Hapeman, Director of Communications

Diane Scala, Director of Problem Gambling Awareness

Vincent Monitto, Director of Data Processing

Brad Smi, Director of Drawings

John McNully, Director of Internal Audit

Charles Titus, Director of HR Management

Brian Fitzgerald, Corp Accounts Sales Manager

Matt Mansfield, Director of Advertising/Game Development

Regional Directors: Charles O'Donnell, Art DeSignore, William Lanczak, James Benoit, Joanne Thompson, John Dudley (Asst. Regional Director)

Population: 13.6 million (legal age); **Start:** 6/67; **Revenue for:** Education, 702 school districts

New York Lottery, continued:

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	3,943.0	-	-	-	1,528.9	-
FY99:	3,697.6	-	202.53	-	1,413.3	-
FY00:	3,629.3	-1.8	198.79	-1.8	1,363.9	-3.5

Ad Agency:

Grey Advertising

Susan Marber

T: 212-546-1220

F: 212-508-4254

E-mail: smarber@grey.com

Ad Budget

FY99 and FY2000: \$28 million plus 3.2% of instant game receipts

Ohio Lottery

615 West Superior Avenue

Cleveland, OH 44113-1879

Tel: 216-787-3200

Fax: 216-787-3313

E-mail: olcwebmail@olc.state.oh.us

Website: www.ohiolottery.com

E-mail format (unless specified): firstinitiallastname@olc.state.oh.us

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>Email</i>
Dennis Kennedy, Executive Director	216-787-3344	216-787-3313	
Robin Zubkowicz, Executive Assistant	216-787-3344	216-787-3313	
Connie Miller, Interim Asst Executive Director	216-787-4667	216-787-3313	
Don Cipollo, Deputy Director, Administration	216-787-3215	216-787-3472	
Gale Fisk, Deputy Director, Finance	216-787-4660	216-787-3694	
Charles M. Evranian, Deputy Director, Marketing	216-787-3990	216-787-3765	cevrastian@
Thomas Schervish, Deputy Director, Operations	216-787-3265	216-787-3268	
Patricia Vasil, Deputy Director of Sales	216-787-4800	216-787-3718	
Keith DeGardeyn, Deputy Director, Security	216-787-3311	216-787-5029	
Kathleen G. Weiss, Chief Legal Counsel	216-787-3344	216-787-3313	
Theresa DiPietro, Deputy Director, HR	216-787-4990	216-787-3696	
Shelia Smith, Instant Ticket Product Manager (also, Research Manager)	216-787-3476	216-787-3765	
Sandy Lesko Mounts, D. Dir, Media & PR	216-787-3309	216-787-5215	slesko-mounts@
Julie Ault, Deputy Director, Problem Gambling	216-787-3232	216-787-3909	
Vicki A. Allen, Legislative Liaison	216-787-3344		
Marie Kilbane, Public Relations			

Regional Managers: Tina Latimer-Petkac, Brent Shull, Laurie Tall, Sandy Busch, Susan Dietz, Nancy Couladis, Nate Pope, Karen Skinner, Tony Gover

Commission Members: Sandra Barber, Andrew Futey, Donet Graves, Esq., David Miller, Michele Roberts, Gisela Rosenbaum, Jerry Seaman, David Skylar, Elden Spencer

Population: 11.15 million; **Start:** 8/74; **Beneficiaries:** Primary & Secondary Education

Games: On-line and Instant; Cash Explosion Double Play, Sat. night TV show

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	2,195.4	-	-	-	723.8	-	14.8
FY99:	2,144.7	-	191.96	-	696.3	-	13.4
FY00:	2,150.2	0.3	191.84	-0.1	686.0	-1.5	-

Ohio Lottery, continued:

Ad Agency:

Stern Advertising
29125 Chagrin Blvd.
Cleveland, OH
Tel: (216)464-4850

Oregon State Lottery

500 Airport Road SE

PO Box 12649

Salem, OR 97309

Tel: 503-540-1000

Fax: 503-540-1001

E-mail: lottery.webcenter@state.or.us

Website: www.oregonlottery.org

E-mail format: firstname.lastname@state.or.us

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>
Chris Lyons, Director	503-540-1000	503-540-1009
Lee Moore, Asst. Dir Support Services	503-540-1280	503-540-1297
Carole Bono, Ad Manager	503-540-1030	503-540-1040
Will Higlin, Asst.Dir for Retail Sales	503-540-1101	503-540-1120
Lt. Dean Durgan, Asst Dir for Security	503-540-1406	503-540-1440
David Hooper, Public Affairs Manager	503-540-1015	503-540-1261
Dave Brown, Chief Financial Officer	503-540-1308	503-540-1316
Vacant, Asst Dir for Marketing	503-540-1026	503-540-1040
Jerry Lang, On-line Product Manager	503-540-1076	503-540-1008
Sharon Tietsort, Human Relations Manager	503-540-1358	503-540-1019
Art Kiuttu, Instant Ticket Product Manager		
Don Robinson, Video Lottery Product Manager		
Suzette Allen, Contracts Officer		
Norm Day, Chief Information Officer		

Commission Members: Eugene "Debbs" Potts, Chair; Pam Roskowski, Vice Chair; Staci Anderson; Don Scarborough; Chris Nielsen

Population: 3.1 million; *Start up:* 4/85

Games: Scratch-its, breakopens, lotto, Powerball, Sports Action, Pick 4, Keno and VLTs

Revenue to: Economic development, public education, natural resource programs

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	722.3	-	-	-	297.3	-	6.0
FY99:	728.5	-	220.50	-	306.3	-	5.5
FY00:	760.2	4.4	230.40	4.5	314.8	2.8	-

Ad Agency:

Moffat Rosenthal

Al Moffat

T: 503-221-2103 *F:* 503-221-9730

E-mail: alm@moffatrosenthal.com

Contract Expires: 2001

Pennsylvania State Lottery

2850 Turnpike Industrial Dr

Middletown, PA 17057

Tel: 717-986-4699

Fax: 717-986-4767

Website: www.state.pa.us & www.palottery.com

E-mail format (unless specified): firstinitiallastname@lottery.state.pa.us

Key Personnel:

	Telephone	Fax
Robert F. Mars III, Executive Director	717-986-4759	
Edward Trees Dpty Exec Dir. of Marketing & Games	717-986-4763	
Bob Herb, Security Director	717-986-4755	
Kara Sparks, Director of Marketing	717-986-4646	
Wayne K. Parsons, Deputy Director for Marketing	717-986-4741	
Sally Danyluk, Director of Public Relations	717-986-4768	
Larry Beard, Budget Director	717-986-4695	
Ray Straub, Assistant Counsel, Office of Chief Counsel	717-986-4771	
Bill Waddington, Administration Director	717-986-4686	
Anne Kay, Games Control Director	717-986-9404	
Michael Frick, Deputy Exec Director for Support Services	717-985-5244	717-986-1680
Maria Logan, Deputy Dir for Marketing, Corporate Accounts	717-986-4777	
Drew Svitko, Research Manager	717-986-4731	
Byron Olenski, Systems/Computers	717-986-4635	
Christine Pontoriero, Western Deputy Marketing Director		
Steve Meehan, Eastern Deputy Marketing Director		
Anne Kay, Games Control Director		
Byron Olenski, Computer Services		
Judy Tyler, Contract Compliance/Special Projects		

Board Members: Stuart Siegel, Chairman; Stephen FOGLEMAN, Esq., Vice Chairman; Virginia Hall; Paul Lanteigne; Enoch Love, Jr.

Population: 12.1 million; **Start:** 3/72 **Games:** Instant; 3-, 4-digit; The Big Game; Lotto (6/44); Cash 5; Kicker

Revenue to: Programs for Older Pennsylvanians; Property tax/rent rebates, Pharmaceutical Assistance Contract for the Elderly (PACE and PACENET), transportation, 52 area agencies on aging and related services.

	Sales	% change	Per Cap	% change	Profit	% change
FY98:	1,682.4	-	-	-	-	-
FY99:	1,668.7	-	139.03	-	668.2	-
FY00:	1,686.8	1.1	140.63	1.2	672.0	0.6

Ad Agency:

Tierney & Partners

Connie Bloss, VP, Account Director

T: 215-790-4175

F: 215-790-4363

E-mail: cbloss@truenorth.com

Rhode Island Lottery

1425 Pontiac Avenue

Cranston, RI 02920

Tel: 401-463-6500

Fax: 401-463-5669

Website: www.rilot.com

Key Personnel:

Gerry Aubin, Executive Director gaubinrilot@aol.com

Raymond Grimes, Deputy Director

Rhode Island Lottery, continued:

Dennis Tripodi, Finance Administrator
Sandra Reynolds, Controller
Robert Matteson, Marketing Manager
William DiMuccio, Games Manager
Peg Rose, Administration Manager
Charles Halls, Security Manager
Ray Perry, Public Affairs and Drawings
Theresa Kiernan, Personnel
Jane Tougas, Administration Secretary
Joseph Santurri, Senior Programmer

Board Members: Senator Maryellen Goodwin, Senator David Bates, Senator Michael Damiani, Representative Joseph Scott, Representative Robert Flaherty, Representative William San Bento, William White, Robert Mancini, Ms. Lynne Urbani

Population: 1 million; **Start up:** 5/74; **Revenue to:** General Fund

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	634.1	-	-	-	114.5	-	-
FY99:	741.4	-	741.38	-	133.5	-	1.5
FY00:	854.3	16.6	864.32	16.6	150.2	12.5	-

South Dakota Lottery

207 East Capital, Suite 200

Pierre, SD 57501-2518

Tel: 605-773-5770

Fax: 605-773-5786

E-mail: lottery@lot.state.sd.us

Website: www.state.sd.us/lottery

E-mail format: firstname.lastname@state.sd.us

Key Personnel:

Clint Harris, Acting Executive Director & Director of Admin

Nancy Conway, Executive Secretary

Lee McCahren, Legal Counsel

Cris Tollefson Rogers, Director, PR/Advertising

Mary Jo Bibby, Public Information Officer

Dick Barret, Sales Supervisor, Sioux Falls

Starla Volk, Sales Supervisor, Rapid City

Joe Willingham, Director of Sales

Rich Ward, Director of Security

Commission Members: Chairman Ralph Kemnitz, Philip; Mike Braley, Parkston; Nancy Gunner, Martin; Ronald Morrow, Armour; Dawn Nelson, Sioux Falls; Dennis Wagner, Sioux Falls; John Waltner, Freeman

Population: 732,000; **Start up:** 9/30/87

Revenue to: Property Tax Reduction Fund, Capitol Construction Fund, General Fund

Games: Instant, Cash 4 Life, cash Lotto (5/35), Wild Card (6/38 and 1/52), Powerball, and video lottery

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	555.0	-	-	-	97.2	-
FY99:	554.6	-	757.00	-	97.8	-
FY00:	681.1	4.8	794.00	4.9	100.3	2.6

Ad Agency:

Media One

Greg Blomberg

T: 605-339-0000 **F:** 605-332-8211

Expires: 6/30/01

Texas Lottery

611 East 6th Street

Austin, TX 78701

PO Box 16630

Austin, TX 78761-6630

Tel: 512-344-5000

Fax: 512-478-3682

E-mail: txlotto@onr.com

Website: www.txlottery.org

E-mail format (unless specified): firstname.lastname@lottery.state.tx.us

Key Personnel:

	Telephone	Fax
Linda Cloud, Executive Director	512-344-5350	512-478-3682
Patsy Henry, Deputy Executive Director	512-344-5245	512-478-3682
Kim Kiplin, General Counsel	512-344-5113	512-344-5189
Ridgely Bennett, Deputy General Counsel	512-344-5050	512-344-5189
Debra McLeod, Internal Auditor, Director	512-344-5488	512-478-3682
Sharon Blythe, Internal Audit, Asst Director	512-344-5468	512-478-3682
Billy Atkins, Director, Charitable Bingo Ops	512-344-5102	512-344-5142
Phil Sanderson, Assistant Dir, Charitable Bingo Ops	512-344-5155	512-344-5142
Keith Elkins, Communications Director	512-344-5210	512-344-5490
Bart Sanchez, Financial Admin Director	512-344-5410	512-344-5066
Jim Richardson, Human Resources Manager	512-344-5470	512-344-5240
Robert Bell, Information Technology Director	512-344-5310	512-344-5101
Gary Grief, Lottery Operations Director	512-344-5160	512-344-5154
Tony Smith, Marketing Director	512-344-5275	512-344-5254
Patricia Olquin, Asst Mktg Director/Admin	512-344-5270	512-344-5254
Mike Pitcock, Commander, Security	512-344-5455	512-344-5152
Joe Franco, Deputy Commander, Security	512-344-5495	512-344-5152
Nelda Treviño, Intergovernmental Affs Mgr	512-344-5190	512-344-5107
Chuck Wilson, Asst Director, Systems Admin & Quality Control		

Commissioners: C. Tom Clowe, Jr., Chair; Betsy Whitaker; Anthony J. Sadberry

Population: 19.3 million; **Start up:** 5/29/92; **Games:** Instant; 3- and 4-digit; Lotto (6/50); Lotto (5/39)

Revenue to: State's Foundation School Fund

	Sales	% change	Per Cap	% change	Profit	% change	Ad Budget
FY98:	3,090.0	-	-	-	1,098.0	-	36.0
FY99:	2,571.6	-	128.04	-	962.9	-	40.0
FY00:	2,646.0	3.0	129.47	1.1	873.8	-9.2	-

General Market Advertising Services:

Fogarty, Klein, Monroe

Bill Fogarty, Principal

T: 713-862-5100 **F:** 713-869-6560

E-mail: bfogarty@fkmagency.com

Contract Expires: August 31, 2001

Minority Market Advertising Services:

The King Group

Johnnie King, Principal

T: 214-720-9046 **F:** 214-720-1435

E-mail: kinggrp@flash.net

Contract Expires: August 31, 2001

Tri-State Lotto Commission

Maine State Lottery (mailing)

10-12 Water Street

Hallowell, ME 04347

State House Station 8

Augusta, ME 04333

Tel: 207-287-3721

Fax: 207-287-6769

Tri-State Lotto Commission, continued:

Key Personnel:

Orland McPherson, Chairman

Commissioner J. Russell Carpenter (Rep from VT Lottery Commission)

Commissioner Richard J. Campbell (Rep from NH Lottery)

Start up: 9/85 **Participating Lotteries:** Maine, New Hampshire and Vermont

Revenue: Maine State Lottery: General Fund; Vermont Lottery: Education; New Hampshire Lottery: Education

	<i>Sales</i>	<i>Revenue</i>
FY97:	86.7	30.8
FY98:	87.2	31.2
FY99:	79.6	28.1

Vermont Lottery Commission

379 S. Barre Road

PO Box 420, Route 14

South Barre, VT 05670

Tel: 802-479-5686

Fax: 802-479-4294

E-mail: staff@vtlottery.com

Website: www.VTLottery.com

Key Personnel:

Alan R. Yandow, Executive Director

Elaine Wech, Business Operations Director

Gweneth Dean, Marketing Manager

Stanley Roberts, Sales Manager

Carole Lacasse, Admin Secretary

Mark Caya, Marketing & Sales Supervisor

Ellen Pulsifier, Information Technology Technician

Board Members: Martha O'Connor, Chair, J. Russell Carpenter, B. Joan Giard, Elisa Martin, Tom Scala

Population: 585,000; **Start up:** 2/78; **Revenue for:** State's Education Fund

Games: Instants, Pick 3, Pick 4, cash lotto (6/36); lotto (6/42)

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	74.1	-	-	-	22.0	-	0.89
FY99:	70.4	-	120.32	-	19.0	-	1.1
FY00:	75.0	6.6	128.26	6.6	18.9	-0.7	-

Ad Agency:

The Communicators Group

Jeff Whitcomb

T: 802-257-4321

F: 802-257-2143

E-mail: thecommunicatorsgroup.com

Virginia Lottery Department

900 East Main Street

Richmond, VA 23219

Tel: 804-692-7000

Fax: 804-692-7102

Website: www.valottery.com

E-mail format (unless specified): firstinitiallastname@valottery.state.va.us

Virginia Lottery, continued:

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>E-mail</i>
Penelope Kyle, Director	804-692-7100	804-692-7102	
Jo Murphy, Secretary to Director			
Mary Louise Stafford, Chief of Staff	804-692-7101	804-692-7102	lstafford@
Richard Wilkinson, Dir, Finance & Admn	804-692-7601	804-692-7613	
Kyle Rogers, Director, Marketing	804-692-7501	804-692-7505	
Mark Merrit, Director, Sales	804-692-7501	804-692-7405	
Edward Scarborough, Director, Public Affairs	804-692-7771	804-692-7775	
Dennis Shaw, Director, Security	804-692-7220	804-692-7227	
Shelton Coleman, Director, Information Sys	804-692-7301	804-692-7305	
Mark Cannon, Director, Internal Audit	804-692-7122	804-692-7102	
David Norton, Legal Affairs Manager			

Board Members: Stuart Siegel, Chairman, Stephen Fogleman, Esq., Vice Chairman, Virginia Hall, Paul Lanteigne, Enoch Love, Jr.

Population: 6.6 million; **Start up:** 9/20/88; **Revenue to:** Public Education

Games: Pick 3, Pick 4, Cash 5, Lotto, The Big Game, Kicker, Scratch

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	914.2	-	-	-	318.9	-	13.6
FY99:	934.5	-	137.63	-	321.9	-	15.5
FY00:	973.0	4.1	143.29	4.1	323.5	0.5	-

Ad Agency:

The Arnold Agency

Janet Eason

T: 804-643-4100 **F:** 804-697-4370

E-mail: dransone@arnoldcom.com

Contract Expires: 12/31/00

Public Relations:

Siddall, Matus & Coughter, Inc.

Pam DiSalvo

T: 804-788-8011 **F:** 804-782-9792

E-mail: pdsmc@siddall.com

Contract Expires: 12/31/00

Washington State Lottery

814 4th Avenue East

Olympia, WA 98506-3922

PO Box 43000 (mailing)

Olympia, WA 98504-3000

Tel: 360-664-4800

Fax: 360-586-1039

E-mail: director's_office@lottery.wa.gov

Website: www.wa.gov/lot/home.htm

E-mail format (unless specified): lastnamefirstinitial@lottery.wa.gov

Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>E-mail</i>
Robert Benson, Jr., Director	360-664-4800	360-586-1039	
Kathy Jump, Asst Director, Marketing/Sales	360-664-4832	360-586-1039	KathyJump@lottery.wa.gov
Maureen Greeley, Communications Manager	360-664-4730	360-586-2234	greelem@lottery.wa.gov
Tim Brown, Manager, Planning & Research	360-664-4803	360-753-2467	
Peter Gayton, Sales Manager	360-664-4735	360-586-2234	
Bill Chamberland, Retailer Support Manager	360-664-4825	360-586-6586	chambeeb@lottery.wa.gov
Ron Robbins, Information Services Manager	360-664-4708	360-586-1039	robbinr@lottery.wa.gov
Jean Caster, Financial Services Manager	360-664-4779	360-586-6564	
Mary Jane Ferguson, Legal Services Manager	360-664-4833	360-586-1039	fergusm@lottery.wa.gov
Lyn Matson, Budget Manager	360-664-4804	360-586-1039	
Bruce Eisentrout, Admin Services Manager	360-664-4790	360-586-8384	eisentb@lottery.wa.gov
Joan Reuell, Employee Services Manager	360-664-4815	360-664-4817	
Randee Kerns, Security Chief	360-664-4742	360-753-2467	

Washington State Lottery, continued:

Patricia Justice, Exec Assistant to Director
Michael Cousins, Marketing Product Manager
Mona Moberg, Assistant Sales Manager
Gaylene Gray, Planning & Research Analyst
Valerie Frare, Key Account Rep
Cindi Freener, Key Account Rep

Sales Managers: Les Denison, Sandra Jackson, Ellens Mith, Jim Haro, Fil Gudmundson, (one vacant)

Board Members: James Hattori, Chair, Seattle; Rachel Garson, Seattle; Shirley Rector, Spokane; Sheila Walsh Guenther, Vancouver

Population: 5.6 million; **Start up:** 11/15/82

Games: Instant, Daily Game (Pick 3) Daily Keno, Lotto (6/49) Quinto (Cash Lotto 5/52) Lucky for Life (4/100)

FY2000 Revenue to: General Fund, Mariners Stadium, Football-Soccer Stadium/Exhibition Center
Revenue Distribution (in millions):

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
FY98:	454.7	-	-	-	-	-
FY99:	473.4	-	83.27	-	119.6	-
FY00:	452.8	-4.3	79.65	-4.3	101.1	-15.4

Ad Agency: **PR Agency:**

Publicis Edelman Public Relations Worldwide
Tedd Ellis Heather Snavely

T: 206-285-2222, **F:** 206-286-8388 **T:** 206-223-1606, **F:** 206-467-7978

Expires: 6/30/01 (3 yr. opts) **Expires:** 6/30/01

West Virginia Lottery

PO Box 2067

312 McCorkle Avenue

Charleston, WV 25327

Tel: 304-558-0500

Fax: 304-558-3321

E-mail: mail@wvlottery.com

Website: www.wvlottery.com

E-mail format (unless specified): firstinitiallastname@wvlottery

Key Personnel: E-mail

John C. Musgrave, Director, ext 211

Virgil Helton, Deputy Director, Finance & Admn, ext 264

Lizabeth C. White, Deputy Director, Marketing, ext 239

Nancy H. Bulla, PR & Drawing Manager, ext 250

Alvin Rose, Deputy Director, Video Lottery, ext 248

John R. Melton, Lottery Counsel, ext 274

Cindy Birchfield, Deputy Director, Security

Eliza Hall, Finance Manager

Rhys Evans, Sales Manager

Terri Martin, Human Resources Manager

Regie McClure, Operations Manager

Pam Lopez, Telecommunications Manager

Jeff Thorton, Fiscal Officer

Steve Stephens, Games Accounting Manager

Ann Scott, Product Development Manager

Commission Members: Virgil Thompson, Chairman, Kenneth L. Greear, Vice-Chairman, John Bowling, Jim Cookman, Robert Walker, Oscar Wallace, George Young

West Virginia Lottery, continued:

Population: 1.8 million; **Start up:** 1/86; **Revenue to:** Education, senior citizens, tourism

Games: Instants, Powerball, Cash 4 Life, Daily 3, Daily 4, Cash 25, Travel/Keno, and Video Lottery at four licensed racetracks.

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	305.1	-	-	-	91.3	-	3.9
FY99:	392.6	-	218.91	-	119.3	-	3.9
FY00:	448.0	14.1	249.78	14.1	139.6	17.1	-

Ad Agency:

Charles Ryan Associates

Cheryl King, Account Coordinator

E-mail: cking@charlesryan.com

Contract Expires: 7/1/01 (with 2 one-year exts)

Wisconsin Lottery

1802 West Beltline Highway

Box 8941

Madison, WI 53708

Tel: 608-267-4500

Fax: 608-264-6644

E-mail: info@wilottery.com

Website: www.wilottery.com

Key Personnel:

David Storey, Administrator

Andrew Bohage, Dir of Ops & Communications

Jerry Hoddinott, Administration Director

Tim DeMasters, Director of Marketing

Pat Lashore, Deputy Director

Saverio Maglio, Game Design Manager

Terry Brundish, Administrative Assistant, Head Office

Tom McCough, Retailer Management Manager

Population: 5.2 million; **Start up:** 9/14/88; **Revenue for:** Property tax relief

Games: On-line, Instant, Pull-tabs; weekly Money Game TV show

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
FY98:	418.6	-	31.60	-	132.0	-	4.6
FY99:	428.2	-	81.97	-	134.8	-	4.6
FY00:	406.7	-5.0	77.85	-5.0	109.9	-18.5	-

Ad Agency:

Hoffman York

John Verre

T: 800-542-4767 **F:** 414-289-0417

E-mail: jverre@hyc.com

Contract Expires: 8/31/01

Wild Card®

1701 48th Street, Suite 210

West Des Moines, IA 50266-6723

Tel: 515-453-1400

Fax: 515-453-1420

Website: www.MUSL.com

W

WildCard®, continued:

Key Personnel:

Charles Strutt (MUSL), Administrator
Gerald LaChere (Montana), Chair
vacant, Vice Chair

E-mail

chuck@MUSL.com

Member Lotteries: Idaho, Montana, South Dakota

Start up: Tri-West 2/21/94 - 1/31/98 replaced with Wild Card 2/4/98

FY97 Sales: 11.5 (Tri-West)

FY98 Sales: 9.7 (Tri-West 5.6; Wild Card 4.0)

FY99 Sales: 6.9

FY2000 Sales: 6.7

—US TERRITORIES—

Figures in US\$millions; E=Estimated, U=Unaudited; PC=Per Capita in \$

— MARIANA ISLANDS —

CNMI Lottery

Secretary of Finance

PO Box 5234

Joeten Dan Bldg

Saipan, MP 96950

Tel: 670-664-1100

Fax: 670-664-1115

E-mail: eacalo@gtepacifica.net

Population: 65,000

Start up: 10/14/93

— PUERTO RICO —

Lotería Electronica

Mercantil Plaza

Suite GF-01

Hato Rey, PR 00918

Tel 1: 787-250-8150 ext. 222/223

Tel 2: 787-764-9129

Fax: 787-250-8448

E-mail: lotelect@coqui.net

Key Personnel:

Hon. Xenia Vélez Silva, Secretary of the Treasury

William Pérez Thillet, Auxiliary Secretary Lotteries

Alfonso Miranda Daleccio, Auxiliary Director, Electronic Lottery

Dinah Feliciano, Finance & Admin Director

Antolin Piñeda Rodríguez, Operations Director

Lourdes Sastre Fernández, Marketing Director

Telephone

Fax/E-mail

787-754-6064

787-751-4260

787-754-6107

Alfon@coqui.net

787-250-8130

787-250-8130

787-250-8130

Population: 3.3.5 million; **Start up:** 1/90; **Games:** 3-digit; Lott

Revenue for: 4 MM to subsidize low-income elderly rent, home improvement and housing; 35% to Municipal Autonomy Development Fund; remainder to General Fund.

Lotería Electronica, continued:

	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
FY97:	215.6	73.5	-
FY98:	256.7	84.9	6.4
FY99:	253.1	85.6	7.7

Ad Agency:

Marti, Flores, Prieto & Wachtel
Ricardo Rengel, Vice President
T: 787-781-1616 *F:* 787-781-0187

PR Agency:

Hill & Knowlton, Inc.
Eliot Holt, Vice President
T: 787-781-1616 *F:* 787-781-9130

Lotería Tradiconal de Puerto Rico

139 Carlos Chardon Avenue

San Juan, PR 00918-0902

Tel: 787-759-8696

Fax: 787-753-9763

Key Personnel:

Hon. Xenia Vélez Silva, Secretary of the Treasury

William Pérez Thillet, Aux. Secretary, Director of Lotteries *Telephone* 787-759-8813/8714 *Fax* 787-763-8436

Grace Grana Martinez, Aux. Director of the Trad. Lottery 787-759-8813/8714 787-753-9763

Population: 3.8 million; *Games:* Traditional Lottery

	<i>Sales</i>	<i>Revenue</i>	<i>Wk PC</i>	<i>To Gen Fund</i>	<i>To Programs</i>	<i>Ad Budget</i>
FY97:	457.5	62.5	\$2.32	53.2	3.6	
FY98:	457.4	63.4	\$2.31	54.1	9.3	0.435
FY99:*	453.7 E	61.3 E	\$2.30 E	52.0 E	9.3 E	0.756

*Figures affected by Hurricane Georges

Ad Agency:

Horacio Gavilan & Asociados

Horacio Gavilan, President

T: 787-765-4205 *F:* 787-761-5429

Contract Expires: 6/30/00

— VIRGIN ISLANDS —

Virgin Islands Lottery

Barbel Plaza South, 8A Estate Ross

St Thomas, Virgin Islands 00802

Tel: 340-774-2502

Fax: 340-776-4730

Key Personnel: Telephone

George Golden, Acting Executive Director 340-776-4730 Ext. 25

Jasmin Greaux, Special Asst to Exec Director

Valerie Hammoud, Officer Manager

Population: 102,000 (E); *Start up:* 1937; *Games:* Traditional Passive, Instants

Revenue to: General Fund and Handicapped Children's Fund

	<i>Sales</i>	<i>Per Cap</i>	<i>Ad Budget</i>
FY97:	19.4	-	-
FY98:	19.3	\$189	\$70,000
FY99:	19.1 E	\$187	\$70,000

Public Gaming Research Institute's

World Directory
of Lotteries & Suppliers

SECTION II

INTERNATIONAL LOTTERIES

— ALBANIA —

Qendra Llotarive (QLL)

Arjan Shameti, Managing Director

Lotteries Center
Rruga Dervish Hima 31
Tirana, Albania

Tel: (355) 42 343 47

Fax: (355) 42 343 47

Key Personnel:

Besa Ojmani, Finance Director
Lefter Bezhani, Srvs Forecast Director
Artan Ismailanji, Agent

Start-up: 1990

Population: 3 million

Games: Totofootball, Loto 6/45, Totogol

Money for: Sports Federations

— ALGERIA —

Pari Sportif Algérien (P.S.A.)

Mohamed Bouslama, General Director

26 Route Ahmed Ouaked
Dely-Ibrahim
Alger, Algeria

Tel: (213-2) 36 52 21; 36 56 96

Fax: (213-2) 36 97 68

Start-up: 1967

— ARGENTINA —

Administracion General de Juegos y Seguros de Catamarca

Pablo Acevedo, General Manager

San Martin 333
CP 4700 Catamarca, Argentina

Tel: (54) 3833-437749

Fax: (54) 3833-437751

Key Personnel:

Ana De La Barrera, General Manager
Hector Daniel Castillo, Deputy Games Manager

Banco de Acción Social de Jujuy Lotería Jujeña

Dr. Nestor Balderrama, President

San Martín 1112
CP 4600, Jujuy, Argentina

Tel: (54) 388-423-6050; 6052

Fax: (54) 388-423-6051

E-mail: bgoaccionsocial@arnet.com.ar

Key Personnel:

Juan Carlos Arevalos, General Manager
CP. Jorge Eduardo Meriles, Operations Manager

Caja Pop. de Ahorros de la Prov. de Tucumán

Luis Alberto Darwich, President

San Martin 469
CP 4000, Tucumán, Argentina

Tel: (54) 381-4311669; 4312008; 4311708; 4220266

Fax: (54) 381-4211558; 4507209

Key Personnel:

Carlos Anibal Ciscneros, Vice President
Luis Alberto Gomez Salas, General Manager
Hector Viscido, Games Manager

Caja Social de San Luis

Alfredo Horacio Pascuet, General Manager

Lavalle 840/42
CP 5700, San Luis, Argentina

Tel: (54) 2652-422540; 4225337; 424310

Fax: (54) 2652-422593; 425561

Key Personnel:

Jorge Arellano, Secretary General
Jose Alberto Gonzalez Riollo, Coordinator

Inst. de Asist. Social de Formosa

Ricardo Olaondo, General Manager

Belgrano 753
CP 3600, Formosa, Argentina

Tel: (54-3) 7174-27133

Fax: (54-3) 7174-28562

E-mail: iasfsa@satlink.com

Key Personnel:

Carlos Raul Suarez, Admin Director
Teodoro Luis Salinas, Coordinator

Inst. de Lotería y Casinos de Corrientes

Dr. Alberto Magram, President

Córdoba 915 2° Piso
CP 3400, Corrientes, Argentina

Tel: (54) 37834-25125

Fax: (54) 37834-25094

Inst. de Segur. Soc. de la Pampa

Miguel Angel Erquicia, President

Pellegrini 285, CP 6300
Santa Rosa, La Pampa, Argentina

Tel: (54) 2954-433501

Fax: (54) 2954-433974

E-mail: isspres@cpenet.com.ar

Key Personnel:

D. Carlos Ibarra, Vice President
Mario H. Azcarte, General Manager
D. Jose Roberto Sosa, Games Manager

Inst. Prov. de Lotería y Casinos de la Provincia de Buenos Aires

Dr. Juan Carlos Perez Bello, President

Calle 46 N° 581

CP 1900, La Plata

Prov. de Buenos Aires, Argentina

Tel: (54-221) 425-6154

Fax: (54-221) 421-6678; 4833358; 4247027

E-mail: alpanmar@loteria.gba.gov.ar

Key Personnel:

Gustavo Costas, Director of Administration

Dr. Jorge Atilio Cambareri, Sales Director

Inst. Prov. Lotería y Casinos de Misiones

Nelson Luis Caceres, President

Félix de Azara 330

CP 3300 Posadas-Misiones, Argentina

Tel: (54) 3752-447981; 447982; 447921

Fax: (54) 3752-447974

E-mail: iplyc@misiones.gov.ar

Key Personnel:

Carlos Omar Azucar, General Manager

José Angel Johann, Vice President

Inst. Prov. Regulacion de Apuestas de Tierra del Fuego, Antartida e Islas del Atlantico Sur

Walter Ruben Aguero, President

Ave San Martin 360,

CP 9410 Ushuaia, Tierra del Fuego, Argentina

Tel: (54) 2-901-431235 x 11; 433515

Fax: (54) 2-901-431238 x 33

E-mail: ipra@satlink.com.ar

Key Personnel:

Antonio Armando Arosteguichar, General Manager

Ricardo Horacio Quintero, Games Director

Lotería Chaqueña

Eduardo Perez, President

Guemes 46 , 3500 Resistencia

Provincia del Chaco, Argentina

Tel: (54) 3722-446750; 420087; 429976

Fax: (54) 3722-425015; 426087

E-mail: lotchaco@satlink.com

Key Personnel:

Julio Cesar Albariño, General Manager

Carlos Miguel Benolol, Admin Director

Miguel Jorge Stipisic, Commercial Director

Hector Paredes, Director of Special Games

Games: Traditional, Daily Numbers, Pull-tabs, Bingo, Instants

Sales \$mi

1997: 106.1

1998: 106.4

1999: 59.1 (6/30)

Lotería de Argentina

Entretenimientos y Juegos de Azar, S.A.

(ENJASA)

Alvarado 621

CP 4400 Salta, Argentina

Tel/Fax: (54) 387-4311297

Key Personnel:

Roberto Guillermo Siegfried, President

E-mail: rsiegfried@enjasa.com

Gustavo Anselmi, General Manager

E-mail: ganselmi@enjasa.com

Carlos Felix Baraibar, Vice President

E-mail: cbaraibar@enjasa.com

Mirta G. De Figueroa, Secretary

E-mail: mfigueroa@enjasa.com

Lotería de la Rioja (AJALAR)

Cr. Jorge Nicolas Martinez, General Coordinator

Belgrano 80

CP 5300 La Rioja, Argentina

Tel: (54) 3822-46792; 427364

Fax: (54) 3822-426792 x 102

E-mail: ajalar@arnet.com.ar

Key Personnel:

Néstor Vega, Deputy Administrator

Tel: 436098 x 102; *Fax:* 453660 x 104

Lotería de Rio Negro

Sr. Miguel Angel Irigoyen, General Director

Buenos Aires esq. 25 de Mayo

CP 8500 Rio Negro, Argentina

Tel: (54) 2920 424531; 24185

Fax: (54) 2920 422114

Key Personnel:

Horacio Casariego, General Manager

Lotería de San Juan

Caja de Accion Social de San Juan

CP. Alfredo Marun, President

Santa Fe 10 Este

CP 5400 San Juan, Argentina

Tel: (54) 264-4226544

Fax: (54) 264-4226554

Key Personnel:

D. Hugo Damaso Rojo, Lottery Manager

Lotería de Prov. de Santa Cruz

Jorge Héctor Alvarez, President

P. Moreno y Zapiola

CP 9400, Rio Gallegos

Santa Cruz, Argentina

Tel: (54) 2966-422631

Fax: (54) 2966-429196

Lotería de Prov. de Santa Cruz Key Personnel:

Claudio Alarcon, General Manager
Arnulfo Basanta, Commercial Manager
Cecilia Navarro, Administration Manager

Lotería de Santa Fe / Caja de Asistencia Social

Oscar Donayo, Director General

1° Junta 2724 - 3er piso
CP 3000, Santa Fe, Argentina
Tel: (54) 3424 532525; 3424-532512
Fax: (54) 3424 534377 x 240; 3424 520086
E-mail: oscard@cpcsa.com.ar

Key Personnel:

Enrique Angel Ucedo, General Director
Jorge Alberto Bossio, Administrative Manager
Jose Maria Acebal, Inter al Audit

Lotería de Santiago del Estero Caja Soc. de Santiago del Estero

Angel Domingo Cuba, Administrator

Independencia N°150
CP 4200 Santiago, Argentina
Prov. de Santiago del Estero, Argentina
Tel: (54-385) 4212935; 4212321; 4215877
Fax: (54-385) 4224524

Key Personnel:

Carlos Arturo Mulki, General Manager
Games: Quiniela, Quini 6, Loto, Prode, Telekino

Lotería del Chubut / Inst. de Asist. Soc. de Chubut

Dr. Andres Cimadeevilla, President

Pedro Martinez y Rivadavia
CP 9103, Casilla de correos 31
Rawson, Chubut, Argentina
Tel: (54) 2965-480450; 482105
Fax: (54) 2965-482756

Key Personnel:

Walter Pereyra, Games Manager
Dr. Mario D. Bravo, Executive VP
Daniel Edgar Atucha, General Manager
Humberto Daniel Veron, Games Manager

Lotería Entre Ríos

Antonio Bolea, President

Calle 25 de Mayo N° 255
CP 3100, Paraná
Entre Ríos, Argentina
Tel: (54) 343-4312445
Fax: (54) 343-4230313
E-mail: iafascom@gamma.com.ar

Key Personnel:

Julio Carlos Ledesma, Games Manager
E-mail: iafasjledesma@gamma.co

Lotería Mendoza / Inst. Prov. de Juegos y Casinos

Hugo Menendez, President

San Martin 2045
CP 5501 Godoy Cruz
Mendoza, Argentina
Tel: (54-261) 4247097; 247933
Fax: (54-261) 4249193

Key Personnel:

Guillermo Augusto Orzona, Games Manager

Lotería Nacional S.E.

Carlos Alberto Alderet, General Manager

Santiago del Estero 126/40
1075 Capital Federal
Buenos Aires, Argentina
Tel: (54-114) 3975270
Fax: (54-114) 3832242; 43819911

E-mail: presidencia@loteria-nacional.go.ar

Key Personnel:

Cesar Augusto Sanchez, Vice President
Juan Carlos Demarco, Director **Tel:** 43795380
Cesar Feliz, Manager **Tel:** 43834401; **Fax:** 43830194
Alba Rosa Livio, Deputy Director, On-line Games, **Tel:** 43834401
Walter Marianetti, General Coordinator
Tel: 43834100; **Fax:** 43834407
Norberto Brenna, Marketing Director
E-mail: marketing@loteria-nacional.gov.ar
Start-up: 1893 **Population:** 3 million
Games: Conventional, Numbers, Loto, Instant, Sports Betting
Other Gaming: Bingo halls

Lotería y Quiniela de Neuquén

Alfredo Monaco, Director

Sarmiento 364
CP-8300 Neuquén, Argentina
Tel: (54) 2994-423508; 4425968
Fax: (54) 2994-4423508
E-mail: amo@neuquen.gov.ar

Key Personnel:

Mario Prudkin, Deputy Director

— **ARUBA** —

Aruba Lottery

Ronald van den Berg, Board Chairman

Fergusonstreet #34
Oranjestad, Aruba
Tel: (297) 829-774; 827-555; -506; -485
Fax: (297) 828-759
E-mail: flpd@setarnet.com

Aruba Lottery Key Personnel:

Hubert Kock, Managing Director
Joselin Croes, Sales & Marketing Manager
Frendsel Giel, Treasurer

Start-up: 1984 **Population:** 93,424

Beneficiaries: Sport events and sports facilities

Games: Pick 4, lotto and scratch (on-line 10/99)

Sales (Afl. million)

1996: 4.3 1997: 2.8 1998: 3.3

— **AUSTRALIA** —

Golden Casket Lottery Corp.

William Thorburn, Chief Executive

Locked Bag 7 (mailing Address)
Coorparoo. Qld 4151

87 Ipswich Rd. (street address)

Woollongabba, Qld 4102, Australia

Tel: (61-7) 387-711-48; 711-00; 387-71210

Fax: (61-7) 387-710-88; 711-40 (#1), 387-710-88 (#2);
387-711-75

E-mail: gcweb@gcau.com.au

Website: www.goldencasket.com

Key Personnel:

Sue van der Merwe, Marketing/Sales Director

Grant Burrows, Director, Info Tech

Ron Wilson, Director Corp Svs

Stafford Stark, Director Internal Audit

Brian Cooke, Director, Interactive Gold

Nikki Delacour, Exec Asst to Director Mktg & Sales

Tel: (61-7) 3877-1155 Fax #2

E-mail: delacour@gcau.com.au

Government lottery; proceeds to General Fund

Start-up: 1916 **Population:** 2.7 M

Games: Gold Lotto, Instant Scratch-its, Casket,
Powerball, Pools, Oz Lotto, Super 66

Payout: Lump sum **Ad Budget:** \$11 mil

Ad Agency: DDB - Gold Lotto, Oz Lotto, Pools,
Powerball

APB - Instant Scratch-its, Casket, Relationship Mktg

Lotteries Commission of South Australia

GPO Box 2277

23 Rundle Mall

Adelaide SA 5001, Australia

Tel: (61-8) 8205-5555; 8205-5500

Fax: (61-8) 8205-5599

E-mail: lottery@salotteries.sa.gov.au

Website: www.salotteries.sa.gov.au

Key Personnel:

June Roache, Chief Executive Officer

E-mail: jroache@salotteries.sa.gov.au

Susan Biggs, Chairperson

Brenton Schapel, Marketing Director

Gary Button, Admin & Fin Director

Tamsyn Alley, PR Manager

Susan Biggs, Chairperson

Government lottery profits fund sports and health
programs

Start-up: 1967 **Population:** 1.5 M

Games: Lotto, Keno, Instants, Pools, Daily Claims

US\$MilSales Profits

1997: 172 47

1998: 181 51

Lotteries Commission of Western Australia

Kevin Campbell, Chairman

PO Box 1113; 74 Walters Drive

Osborne Park, Perth

WA 6917, Australia

Tel: (61-8) 9340-5100; 5102

Fax: (61-8) 9242-2577; 9340-5109

E-mail: Lottery@lottery.wa.gov.au

Website: www.lottery.wa.gov.au

Key Personnel:

Jan Stewart, CEO

Alec James, Marketing & Sales Director

Lottery funds benefit sports, art and charity

Start-up: 1933 **Population:** 1.8 M

Games: Lotto, Scratch Tickets, CASH3

1998 Revenue: 431 mil A\$ E

Northern Territory Racing & Gaming Authority

Richard Harvey, Chief Gaming Officer

Gaming Division

PO Box 3170

Darwin, NT 0801, Australia

Tel: (61-8) 989-6998

Fax: (61-8) 989-7360

NSW Lotteries

James Fair, Chairman

PO Box 321, 14 Railway Parade

Burwood NSW 2134, Australia

Tel: (61-2) 9563-5500

Fax: (61-2) 9563-5511(Main); 5517(#1)

Marketing Fax: (61-2) 9563-5315

E-mail: info@lotteries.nsw.gov.au

Website: www.lotteries.nsw.gov.au

Key Personnel:

Michael A. Howell, CEO (#1)

Funds to National Treasury

Games: Conventional, sports betting, lotto, instants,
add-ons

Tattersall Sweep Consultation

Duncan Fischer, CEO

Locked bag 888

St. Kilda Rd Central

Melbourne, Victoria 3004, Australia

Tel: (61-3) 851-777-77; 8516 6343

Fax: (61-3) 851-774-12

E-mail: info@tattersalls.com.au

Website: www.tattersalls.com.au

Key Personnel:

Peter Gillooly, Chief General Manager

Jan Byers, GM Lotteries

John Mortimore, GM Technology

Alister Drysdale, GM Corp Strategy

David Barnett, GM Gaming

Mary Chan, GM HR

Simon Doyle, Legal & Admin

Private lottery running a wide variety of games, including video lottery

Areas: Victoria, Tasmania, Australian Capital Territory, Northern Territories

Payout: Lump sum **Start-up:** 1897 **Population:** 5.5 M

— AUSTRIA —

Osterreichische Lotterien Gesellschaft (Austrian Lotteries Inc.)

Dr. Leo Wallner, CEO & Head of Mgmt Committee

Rennweg 44

A-1038 Vienna, Austria

Tel: (43-1) 790 700

Fax: (43-1) 799-3911; 790-701560

E-mail: postmaster@lottery.co.at

Website: www.lottery.co.at

Key Personnel:

Kurt Noesslinger, Vice-Chairman

Friedrich Stickler, Board Member

Emil Mezgolits, Board Member

Peter Ulovec, Marketing Director

E-mail: Peter.Ulovec@lotterien.at

Reinhard Horvath, Sales Director

E-mail: Reinhard.Horvarth@lotterien.at

Gabriela Schultz, PR Director

Private lottery; profits for tax relief

Start-up: 1986 **Population:** 8.06 million

Games: Lotto "6 out of 45"; Toto; Zahlenlotto "1-90", Instant; break-open; Instant; scratch-off; Joker; Class Lottery; WebClub.at (two Internet-electronic lotteries and Internet-Keno)

Sales Profits (A\$ millions)

1997: 14.6 5.0

1998: 15.5 5.4

— BAHAMAS —

Gaming Board for the Commonwealth of the Bahamas

Claire Hepburn, Chairman

PO Box N-4565

Nassau, Bahamas

Tel: (242) 327-7478; 7479

Fax: (242) 327-8864

Key Personnel:

Alonzo Bulter, Secretary

Dennis Martin, Deputy Secretary
(Freeport, Grand Bahama Island)

William Patton, Deputy Secretary
(Nassau, Bahamas)

— BARBADOS —

LOTTO

Robert Bourque, President

The Garrison

PO Box 1397

Bridgetown, Barbados

Tel: (246) 228-4715

Fax: (246) 228-5474

Key Personnel:

David F. Callaghan, General Manager

Oliver S. Yearwood, Operations Manager

Olympio On-Line Lotteries

Dr. Oscar Jordan, Chairman

Olympia House Worthing

Christ Church, Barbados

Tel: (246) 435-0374; 6328; 6329

Fax: (246) 435-6559

E-mail: olympio@sunbeach.net

Key Personnel:

Steve Stoute, President (Barbados Olympic Assoc.)

Ralph Johnson, Marketing Director

David Harper, Marketing Manager

E-mail: joeve@sunbeach.net

Donville Batson, Agent Relations

— BELARUS —

Belsportloto

Vitaly Fidzukevich, Director

49 av Scaryna

Minsk 220005, Belarus

Tel: (375) 172-324681

Fax: (375) 172-320425

Sport Lotteries Enterprise

Vassili Ivaniouk, Director

8-2 Kirov Str

Minsk 220600, Belarus

Tel: (375) 172 27.61.66

Fax: (375) 172 32.71.10

— **BELGIUM** —

Loterie Nationale

Rue Belliard 25-33

B-1040 Bruxelles, Belgium

Tel: (32-2) 238.45.92; 238.45.11; 238.47.53

Fax: (32-2) 238.48.80; 238.48.30

Website: www.loterie-nationale.be

Key Personnel:

Michel Ansiaux, Managing Director

E-mail: michel.ansiaux@loterie-nationale.be

William Van Vaerenberg, Marketing Director

Jean-Pierre Carbon, Marketing Director

Dirk Vercoutter, Games Director

E-mail: Dirk.Vercoutter@loterie-nationale.be

Ronald Soeur, 1st Attaché

Government lottery

Start-up: 1934 *Population:* 9.9 M

Games: Lotto, Numbers, Instant, Bingo, Add-ons

— **BENIN** —

Loterie Nationale du Bénin

Yacoubou Moussa, Director General

BP 998

Cotonou, Benin

Tel: (229) 31-43-00; 31-23-18

Fax: (229) 31-22-58

E-mail: Inb@intnet.bj

Key Personnel:

Brlhrane Soglo, Marketing Director

Government lottery for charity, sports, health, culture

Start-up: 1967 *Population:* 5 M

Games: Instant, Traditional, Tele-Millions (TV)

— **BOLIVIA** —

Lotería Nac. de Beneficencia y Salubridad

Avda Santa Cruz Eso Casilla de Correos 138

Cochabamba-La Plaz

Colombia, Bolivia

Tel: (591-2) 373-060; -353; 355; 335-838; 372-159

Fax: (591-2) 372-153

E-mail: loteria@ceibo.entelnet.bo

Key Personnel:

Jose Edgar Rodriguez Soliz, Exec President

Tel: 391299; 371392

Verónica Monje Aranibar, Marketing Manager

Jorge Díaz Escobar, Director of Operations

Manuel Omiste Flores, Fin/Admin Director

Tel: 358694

Jorge Rubin de Celis, Comptroller *Tel:* 374152

Games: Traditional

<i>(US\$)</i>	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
<i>1997:</i>	1,082,127	37,690	152,185
<i>1998:</i>	n/a	n/a	na/
<i>1999:</i>	759.40	72,650	125,800 (7/15)

— **BOSNIA-HERZEGOVNA** —

Lutrija BIH/State Lottery

Muris Aganagic, General Manager

Branca Sotre 1

Sarajevo 71000, Bosnia-Herzegovna

Tel: (38771) 471.504

Fax: (38771) 470.698

— **BRAZIL** —

Caixa Econômica Federal

Emilio H. Carazzai Sobrinho, President

SBS, Q. 4, Lote s 3/4-4º andar

Brasília DF, CEP 70092-900, Brazil

Tel: (55-61) 414-90601 8771

Fax: (55-61) 414-9782; 4841

E-mail: gealo@caixa.gov.br

Website: www.caixa.gov.br

Key Personnel:

Andriana Moons, Product Manager

E-mail: adriana.moons@apis.com.br

Government lottery proceeds to National treasury; sports, education and art programs

Start-up: 1860 *Games:* Instant, Passive, Lotto, Toto

Payout: Lump sum

Lotería do Estado da Paraíba

Paulo Barreto, President

Rua Cardoso Vieira No. 265

EDP 58-010-420

Varadouro-João Pessoa/PB, Brazil

Tel: (55-83) 2414376; 241-4390

Fax: (55-83) 2213256

E-mail: lotep@equipnet.com.br

Games: Traditional, Instant

Lotería do Estado de Goiás-Leg*Mariano Sandoval, President*

Av. Tocantins, Nº107-Centro

CEP 74.015-010

Goiania-Goiás, Brazil

Tel: (55-62) 224-1074**Fax:** (55-62) 223-9572**Lotería do Estado de Minas Gerais***Antonio Patente, President*

Avenida Amazonas No.91 Centro

30-180-000 Belo Horizonte

Minas Gerais, Brazil

Tel: (55) 31-222-3051; 273-1533**Fax:** (55) 31-222-0788; 224-2906**E-mail:** lemg@gold.com.br**Lotería do Estado do Ceará-Lotece***José Girão, President*

Rua Edgar Borges No. 19-Ctro

Fortaleza-CE

CEP 60.050.000, Brazil

Tel: (55-85) 231-2111**Fax:** (55-85) 231-8753**Lotería do Estado do Mato Grosso do Sul-Lotesul***Ezarral Bueno-Soliza, Executive Director*

Domaquino 2045

Campo Grande-MS, Brazil

Tel/Fax: (55-67) 783-1080**Lotería do Estado do Pará-Loterpa***Dr. Carlos Antonio Vinagre, President*

Travessa Campos Sales #107-Centro

CEP: 66013-020

Belem-PA, Brazil

Tel: (55-91) 242-9656; 242-9027**Fax:** (55-91) 242-9656**Lotería do Estado do Rio De Janeiro***Daniel Correa, President*

Rua Sete De Setembro

170-4º Andar Centro

20050-002 Rio De Janeiro, Brazil

Tel: (55-21) 224-7175**Fax:** (55-21) 507-2395**E-mail:** presi@loterj.rj.gov.br**Lotería do Estado do Rio Grande Do Sul****Caixa Econômica Estadual***Antonio Galante-Contursi, Executive Director*

Rua Dos Andradas No 857-Centro

CEP 90.020-005

Porte Alegre-RS, Brazil

Tel: (55-51) 224-1903**Fax:** (55-51) 224-1903; 1706**Lotería do Estado de Santa Catarina***Alberto Meyer, Lottery Manager*

Rua Saldanha Marinho 392-Edif

Iracema-1º Andar/Centro

CEP: 88.010-450

Florianópolis-SC, Brazil

Tel: (55-48) 224-2122 ex 218**Fax:** (55-48) 224-2122 ex 203; 244-2500**E-mail:** lotesc@codesc.sc.gov.br**Lotería do Estado de São Paulo****Nossa Caixa-Nosso Banco S/A***José Cardinali, President*

Rua Jaquarete 219-Casa Verde

CDP:02-515-010

São Paulo, Brazil

Tel: (55-11) 106-9660**Fax:** (55-11) 244-6820; 106-7464**E-mail:** presidencia@nossacaixa.com.br**Key Personnel:**

Dr. Gilberto Fioravanti, Director

— BULGARIA —**Bulgarian Sports Totalizator***Nedelcho Proshkov, Executive Director*

75, Vassil Levski Blvd, PO Box 383

BG 1000 Sofia, Bulgaria

Tel: (359-2) 987-1603; 5487**Fax:** (359-2) 981-8186**E-mail:** bst@techno-link.com**Key Personnel:**

Paulina Matova, Marketing Director

Emil Vassev, Sales Director

Bistra Kavkagiiska, Games Director

Malena Naidenova, PR Director

Start-up: 1957 **Games:** Sports pools, Lotto**Bulgarian State Lottery***Ivo Traykov, Director*

State Savings Bank

5 Pirotska Str

Sofia 1301, Bulgaria

Tel: (359-2) 980-1486 **Fax:** (359-2) 980-1487**— BURKINA FASO —****Loterie Nationale Burkinabé***Pagnan Adama Kabore, Managing Director*

Ministère des Finances

436 Rue de la Chance; 01 BP 68

Ougadougou 01, Burkina Faso

Tel: (226) 30-31-21; 30-31-22; 30 61 21**Fax:** (226) 31 47 52; 31 19 42

Loterie Nationale Burkinabé continued:

E-mail: pmuoua@fasonet.bf

Start-up: 1967

Games: Pari Mutuel Urbain Burkinabe (French horse racing), Tombola Minute (instant), Multimillionnaire (instant), Loto facile (Lotto), Pari Hippique Burkinabe (PHB) (Local horse racing)

1997 Sales: 14,083,367,655 F CFA

1998 Sales: 13,732,847,650 F CFA

Adv Budget: 58,172,226 F CFA

— **BURUNDI** —

Loterie Nationale du Burundi

Joseph Nzeyiman, Lottery Director

Av D'Italie; BP 1330

Bujumbura, Burundi

Tel: (257) 22 69 35; 21 16 72; 22 66 69

Fax: (257) 22 21 29; 24 31 63

E-mail: lona@cbinf.com

Key Personnel:

Nicodene Ntirandekura, Marketing/Sales Director
Government lottery funding sports, cultural and art programs

Start-up: 1985 **Games:** Instants

— **CAMEROUN** —

Loterie Nationale du Cameroun

Jerome Emilien Abondo, Chairman

BP 11950

Immeuble SNI 16e Etage

Douala, Cameroon

Tel/Fax: (237) 22-2344

Telex: (970) 8484 KN

— **CHILE** —

Lotería de Concepción

Mariano Campos R., Lottery Director

Carlos Antunez 2462

Providencia-Santiago, Chile

Tel: (56-2) 560-6450; 6250

Fax: (56-2) 560-6460

E-mail: webmaster@loteria.cl

Website: www.loteria.cl

Key Personnel:

Aurelio Lechuga Matísa, Executive
Jorge Belmar Hoyos, Executive
Juan Manuel Bravo, Product Manager
Rodrigo García, Product Manager
Private lottery funds education (Concepción University and others) and charities

Start-up: 1921 **Ad Budget:** 58.2 Bil CFA

Games: Keno, Instant, Lotto, Super 7, traditional

Polla Chilena de Beneficencia SA

Santiago Gonzalez, General Manager

Compañia de Maria #1085, piso 8

Santiago, Chile

Tel: (56-2) 67-13031; 93762

Fax: (56-2) 67-93852; 93856

Government lottery profits to National treasury and sports programs; charities

Start-up: 1934 **Payout:** Lump sum

Games: Lotto, Conventional, Sports Betting, Numbers Games, Instant

— **CHINA** —

Bank of Taiwan Lottery Division

T. H. Lim, Vice President

3F #47 Ching Tau E. Rd

Taipei, Taiwan 10022, China

Tel: (86) 2-357924

Fax: (86) 2-3579345

China Sports Lottery Admin Center

Zhao Ming Yu, Director General

China Sports Building

8/F, C-3 Long-Tan Rd

Chong Wen District

CN-100061 Beijing, China

Tel: (86) 10-671-13720; 67113718

Fax: (86) 10-671-13994

E-mail: larry88@btamail.net.cn

Website: www.lottery.gov.cn

Key Personnel:

Liu Yueye (Larry), Secretary General
Lottery funds benefit all sports programs

Start-up: 1994

Games: Conventional Draw, Instants

The Hong Kong Lotteries Board

John C. C. Chan, Chairman

c/o The Hong Kong Jockey Club

1 Sports Road, Happy Valley

Hong Kong, China

Tel: (852) 296-67106; 67108

Fax: (852) 257-60506

Key Personnel:

Henry S. K. Chan, Director of Betting

E-mail: hskchan@hkjc.org.hk

Kenneth W. O. Chen, Marketing Director

E-mail: kenneth.chen@hkjc.org.hk

Philip K. C. Chan, Secretary

E-mail: philip.kc.chan@hkjc.org.hk

The Hong Kong Lotteries Board contined:

Government lottery funding social welfare, family, youth and community programs

Start-up: 1975 **Population:** 6.5 M

Games: Mark Six 6/47 3x weekly during July & Aug; 2x other months **TV:** Live drawings

Payout: Lump sum; 1st prize ceiling 338 mil HK\$ per \$5 entry

(7.73 HK\$ = US\$1)

<i>mil HK\$</i>	<i>Sales</i>	<i>Revenue</i>
1998:	5,285	793
1999:	5,295 U	794 U

The Issuing CTR of China Welfare Lottery

Liu Chenghui, Secretary General

Zhongcai Mansion, South St 48
Guang'anmen, Xuanwu District
CN-100054 Beijing, China

Tel: (86) 10-635-685-36

Fax: (86) 10-635-685-40

Key Personnel:

Chen QunLin, Director

Start-up: 1987 **Games:** Instant lottery

Sports Lottery of Shandong

Liu Lianzhi, Head, Lottery Dept

57 Jungshi Road
Jinan, PRC 25001

Tel: (86) 531-6925973

Fax: (86) 531-6912991

— **COLOMBIA** —

Apuestas Permanentes Pagadiario S.A.

Jesus Gomez R., Manager

Calle 44 No. 5155
Medellin, Colombia

Tel: (57) 4262-1433

Fax: (57) 4332-5789

Beneficencia de Antioquia

Jonas Flórez Ardilo, General Manager

Carrera 47 No. 49 - 12
Medellín, Colombia

Tel: (57-42) 312053

Fax: (57-45) 110826

E-mail: benedan@ibero.net.co

Beneficencia del Tolima

Maria Gomez-Bonilla, General Manager

Calle 12 No. 2-43 Piso 3°
Ibagué, Colombia

Tel: (57-82) 631883

Fax: (57-82) 638633

E-mail: benetol@bunde.tolinet.com.co

Key Personnel:

Joaquin Elías Cifuentes Blanco, Commercial Director

Beneficencia del Valle

Ana Dolores García Andrade, General Manager

Calle 9 #4-50 Piso 12

Cali, Valle del Cauca, Colombia

Tel: (57-2) 8851624; 885-1625

Fax: (57-2) 8845851

E-mail: benevalle@canet.com.co

Key Personnel:

Diego Cardona Campo, Ast Mgr, New Accounts

ECOSALUD S.A.

Empresa Colombiana de Recursos Para La Salud S.A.

Favio Olmedo-Palacio, Director

Calle 102 No. 18-61

Santafé de Bogotá, Colombia

E-mail: ecosalud@andinet.com

Website: www.ecosalud.gov.co

Tel: (57-1) 616-7199; 617-0450

Fax: (57-1) 610-0063; 610-1665

E-mail: ecosalud@andinet.com

Key Personnel:

Luis Guillermo Alban, Commercial VP

Astrid Gómez Hilarión, Corporate Affairs

E-mail: astridgo@hotmail.com

ECOLOT

Empresa Colombiana de Loterías Ltda.

Pedro Jaime Rojas, General Manager

Avenida 13 No. 94A-27

Bogotá, DC, Colombia

Tel/Fax: (57-1) 623-5968

E-mail: oswaldocastellanos@tutopia.com

Finsalud

(formerlay Lotería La Sabanera)

Dr. Eduardo Porras Mendoza, General Manager

Calle 20 No. 20-47

Sincelejo, Colombia

Tel: (57-52) 820019; 826555

Fax: (57-52) 822239; 820019

Lotería del Atlántico

Luis Fernando Polo Hernández, General Manager

Calle 44 Carrera 45 Esquina

Barranquilla, Colombia

Tel: (57-53) 415270

Fax: (57-53) 402091

Key Personnel:

Juan Manuel Sanchez Vergara, Manager

Lotería de Bogotá

Juan Carlos Camargo, General Manager

Carrera 35 No. 26-14

Santa Fé de Bogotá DC, Colombia

Tel: (57-1) 428-6158; 428-0088; 428-5885

Fax: (57-1) 428-0099; 428-8038; 428-5346

E-mail: loteridebogota@inter.net.com

Key Personnel:

Jose Antonio Gonzalez Jimenez, Unit Chief

Lotería de Bolívar

Muriel Revollo de Pupo, General Manager

Calle San Juan de Dios No 3-31

Cartegena, Colombia

Tel: (57-56) 640114; 644950

Fax: (57-56) 640237

E-mail: lotebol@col3telecom.com.co

Lotería de Boyacá

Miguel Briceño Anzola, General Manager

Calle 19 No. 9-35

Tunja, Boyacá

Tel: (57-87) 446728

Fax: (57-87) 400004; 426191

E-mail: loteboya@col1.telecom.com.co

Lotería de Caquetá

Dr. Germán Escobar, Director

Cra 12 Calle 14 Esquina

Florencia, Colombia

Tel: (57-84) 357698

Fax: (57-84) 357694; 7697

E-mail: lotcaque@latinmail.com

Lotería del Cauca

Hernán Heriberto Samboni Adrada, General Manager

Avenida Mosquera #ON-50

Popayán, Cauca, Colombia

Tel: (57-28) 231246; 233856

Fax: (57-28) 234830

E-mail: lotecau1@popayan.cetcol.net.co

Key Personnel:

Margarita Maria Astudillo Velazco, Marketing Mgr

Tel: 233856 x 213; 214; **Fax:** 234045

E-mail: giglas@hotmail.com

Lotería del Chocó

Cristino Parra Mosquera, General Manager

Calle 24 No. 2-75 Con Carr 2nda Ed. 5 Piso

Quibdó, Colombia

Tel: (57-49) 6713711; 6711475

Fax: (57-49) 6711451

E-mail: lotchoco@col2.telecom.com.co

Lotería de Córdoba

Jorge Luciano Montoya, General Director

Calle 29 - 19, Cra 4a

Montería, Córdoba, Colombia

Tel: (57) 351-4268550

Fax: (57) 351-4268549

E-mail: jlm@arnet.com.ar

Key Personnel:

CP. Irma Esther Vissio, General Manager

Daniel Lorente, Sales Manager

Lotería de Cúcuta

Luz Stella Hernández, President

Avda 0, Calle 10, Edif Rosetal

Of 205, Cúcuta, Colombia

Tel: (57-75) 712641; 715480

Fax: (57-75) 715427; 712641

E-mail: loteriac@col1.telecom.com.co

Lotería de Cundinamarca

Reynaldo Bluhum, General Manager

Cra 30 No. 49A-30

Santafé de Bogotá, Colombia

Tel: (57-1) 3483887

Fax: (57-1) 3483902

Lotería de la Cruz Roja

Andrés Silva Sánchez, Manager

Carrera 15 No 83-88

Santa Fé de Bogotá D.C., Colombia

Tel/Fax: (57-1) 2561259; 2367397

E-mail: gerencia@lotecruz.org.co

Lotería del Huila

Floricel Cangrejo-Pena, General Manager

Cra 4a No. 9-25

Neiva, Colombia

Tel: (57-88) 710594

Fax: (57-88) 712088; 713432

E-mail: lotehuila@col1.telecom.com.co;

eloteria@col1.telecom.com.co

Lotería del Libertador y Apuestas Permanentes del Magdalena

Consuelo Camargo Escorcía, General Manager

Calle 13 Cra 2a Esquina

Santa Marta, Colombia

Tel: (57-54) 21-4255

Fax: (57-54) 21-0939; 21-1255

E-mail: loterger@santamarta.cetcol.net.co

Key Personnel:

Jose Galo Campo Alzamora, Deputy Director, Admin.

Tel: 4213107

Alonso Salinas Torregrosa, Deputy Director, Finance

Tel: 4210176

Lotería del Libertador y Apuestas Permanentes del Magdalena Key Personnel:

Alberto Cotes Mejia, Deputy Director, Sales
Tel: 4212692

Jose Rafael de Andreis Mahecha, Administrative Analyst **Tel:** 4211471

Adela Bornacelly Guerrero, Sales Coordinator
Tel: 4214249

Games: Traditional Revenues to state of Magdalena

	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
1997:	15,271.3	311.9	-
1998:	14,528.7	128.7	740.7
1999:	8,805.6	-	518.9

Lotería de Manizales

Calle 20A Nro 21-45 Piso 11
Manizales, Colombia

Tel: (57-68) 842268; 841416

Fax: (57-68) 842087; 843066; 841796

E-mail: loteria@manizales.cetcol.net.co

Website: www.lotmanizales.com.co

Key Personnel:

Julian Muñoz-Arias, General Mgr **Tel:** 842268

Javier Gomez, Commercial Director, ext. 20

Tel: (57-68) 842268

Jose Cardona A., General Secty, ext 14

Bertha Gomez De Serna, Director HR, ext 16

Gloria Elsy Aguirre M., Admin Director, ext 19

Ariel Hidarraga, Finance Director, ext 18

Nohemi Castro Gonzalez, Bets Manager, ext 21

Maria Lourdes Gallego, Treasurer, ext 22

Amparo Giraldo Yepes, Accts Payable, ext 17

Jose Duvan Lopez, Project Director, ext 20

Juan Carlos Giraldo S., Director Design, ext 17

Maria Leisa Lopez, Warehouse Manager, ext 24

Olga Lucero Serna, Dir. Control & Negotiation, ext 15

	<i>Annual Sales</i>	<i>Revenue</i>	<i>Adv Spending</i>
1997:	16,942.8	1,012.7	432.4
1998:	13,466.1	2,301.2	592.1
1999:	8,448.5	1,549.2	262.6 (6/30/99)

Ad Agency:

Harry Vandenenden

Monica Gonzales

Tel: (57-68) 811600

Lotería del Meta

Empresa Comercial de Loterías del Meta

Carlos Francisco Duarte, General Manager

Calle 38 N°. 32-37

Villavicencio, Colombia

Tel: (57-86) 6623969; 6626176

Fax: (57-86) 6623202

E-mail: lotemeta@villavicencio.cetcol.net.co

Lotería de la Benef. de Nariño

Fernando Palacios, General Manager

Carrera 25 No. 17-49 Piso 2

San Juan de Pasto Nariño, Colombia

Tel: (57-27) 292505; 290506

Fax: (57-27) 230677

E-mail: lotenar@pasto.cetcol.net.co

Lotería la 9 Millonaria de la Nueva Colombia Ltd

Hoobert Octavio Zarate Cortes, General Manager

Calle 26 No. 13-19 Piso 23

Santafé de Bogotá, Colombia

Tel: (57-1) 3411277

Fax: (57-1) 2847596; 2834349

E-mail: nueve.millonaria@interred.net.co

Key Personnel:

Saul Alberto Robero Pineros, Secretary General

Jose Tobias Valenzuela Forero, Director, Admin & Finance

Rolando Augusto Perez Dimate, Director, Info Systems

Nohora Helena Velez Velasquez, Mgmt Consultant

Lotería del Quindío Beneficencia Dept del Quindío

Dr. Fabio Villanueva, Director

Cra 16 No. 19-21

Armenia, Quindío, Colombia

Tel: (57-67) 446282; 412441

Fax: (57-67) 447838; 441226; 449781

E-mail: info@loteriaquindio.com.co

Key Personnel:

Fernando Alberto Rivera Arana, Commercial Director

Lotería de Risaralda

Andres Echeverri, General Manager

Calle 19 No. 7-53

Pereira, Colombia

Tel: (57-63) 351225; 354034

Fax: (57-63) 351225; 358628

E-mail: loterisa@pereira.cetcol.net.co;

loterisa@col2.telecom.com.co

Member: Lotto Lotin Group

Key Personnel:

Gustavo Osorio Hernandez, Mktg & New Business

Tel: 63-358628

Sandra Lopez, Special Commercial Director

Lotería La Vallenata

Anibal Jose Ariza, Director

Calle 16A No. 12-89

Valledupar, Colombia

Tel: (57-55) 745114; 749356

Fax: (57-55) 749968; 749595

E-mail: lotvalle@col3.telecom.com.co

Lotería Santander

Yolanda Centeno, Manager

Calle 36 N° 21-16

Bucaramanga, Colombia

Tel: (57-76) 6421057; 337617

Fax: (57-76) 6423074; 339184

E-mail: benesand@b-manga.multi.net.co

Member: Lotto Lotin Group

Lotería Villa Republicana

Corp. Para Desarrollo Chiquinquirá

Angel Custodio Sanchez Villamil, GM

Calle 16 No. 9-64 Of. 201

Centro Activo Mpal, Colombia

Tel: (57-1) 2861139; 2841524

Fax: (57-1) 2431768

Sorteo Extraordinario de Chiquinquirá

Raul Meina, General Manager

Centro Administrativo Municipal

Bloque 2 - 2° Piso

Chiquinquirá, Colombia

Tel/Fax: (57-87) 262813

Sorteo Extraordinario Asoc. CIA. LTD

Rodrigo Flechas Ramírez, General Manager

Calle 73 No. 7-06 Piso 3y4

Santa Fé de Bogotá, Colombia

Tel: (57-1) 3106155

Fax: (57-1) 3105157; 3105213

E-mail: senav98@cable.net.co

Sorteo Extraordinario Villa de Leyva

Miguel Arturo Rodríguez, General Manager

Casa de Don Juan Castellanos

Villa de Leyva, Colombia

Tel/Fax: (57-67) 320318

Sorteo Extraordinario de Colombia Ltda.

Hector Rubiano López, General Manager

Calle 72 #10-07 Of. 903

Santafé de Bogotá, Colombia

Tel/Fax: (57-1) 2102855

E-mail: extradec@colomsat.net.co

Superintendencia Nac de Salud

Diogenes Rosedo, General Manager

Calle 102 No. 18-16

Santafé de Bogotá, DC, Colombia

Tel: (57-12) 829974; 13-364600

Fax: (57-12) 833432

Key Personnel:

Jorge Castro, Director, Lottery Division

— CONGO —

Congolaise de Gestion de Loterie PMU

Philippe Nicolas Andely, General Director

BP 13126, Ave Patrice Lumumba

Brazaville, Congo

Tel: (242) 81 05 04

Fax: (242) 81 05 34; 06

Key Personnel:

Emmanuel Ebolo, Research Director

— CONGO DEMOCRATIC REPUBLIC —

Société Nationale de Loterie (SONAL)

Yuma Darabu, Liaison

203 avenue de l'Equateur

BP 2783 Kin 1

Kinshasa, Congo Democratic Republic

Tel: (243) 12-254-78

Fax: (243) 12-419-48

Start-up: 1986

— COSTA RICA —

Junta de Protección Social de San José

Mabel Nieto, President

PO Box 1979

Calle 20 Sur, Avenidas 2y4

1000 San José, Costa Rica

Tel: (506) 223-9666; 233-5995

Fax: (506) 222-2437; 255-3825

E-mail: prejpsj@sol.racsa.co.cr

Website: www.publinet.co.cr/jps

Key Personnel:

José Manuel Echandi Meza, General Manager

Government lottery to charity and health programs

Start-up: 1845 *Games:* Traditional, Instant

— CROATIA —

Hrvatska Lutrija d.o.o

Ulica grada Vukovara 72/11

10 000 Zagreb, Croatia

Tel: (385-1) 611-2528

Fax: (385-1) 611-2696

E-mail: hl@lutrija.hr

Website: www.lutrija.hr

Key Personnel:

M. Zorislav Stepinac, General Manager

E-mail: zorislav.stepinao@lutrija.hr

Hrvatska Lutrija d.o.o contined:

Ivan Garac, Deputy GM

E-mail: ivan.garac@lutrija.hr

Sime Bulic, Deputy GM

Tel: 6164725 **Fax:** 6164825

Nikola Rozankovic, Marketing Manager

Tel: 6164830 **Fax:** 6164829

E-mail: nikola.rozankovic@lutrija.hr

Boris Kozjak, Classical Games Manager

Tel: 6164728 **Fax:** 6164826

E-mail: boris.kozjak@zg.tel.hr

Vilim Kolaric, Technical Manager

Tel: 6164757 **Fax:** 6164857

E-mail: vilim.kolaric@zg.tel.hr

Dragica Vrselja, Finance & Accts Manager

Tel: 6164836

Karmen Potocnjak, Legal Affs/HR Mgr **Tel:** 6164747

Niko Miskovic, Slots & Casino Dept Manager

Tel: 6164732 **Fax:** 6164700

E-mail: niko.miskovic@zg.tel.hr

Vjeko Cute, A GM, Economy & Dev **Tel:** 616481

Darnir Narsete, AGM, Lottery Games **Tel:** 6164865

E-mail: darnir.narsete@hl.tel.hr

Nina Krpan, GM Counselor, Leg Affs

Tel: 6164731 **Fax:** 6164764

E-mail: nina.krpan@hl.tel.hr

Suzana Bonc, GM's Secretary **Tel:** 6114863

E-mail: suzana.bonc@lutrija.hr

Government lottery supports charity, sports and technical culture and government budget

Start-up: 1991

Games: Lotto 6/45; Lotto 7/39; Toto 13; Toto 10

(mil kn) Sales Revenue Ad Budget

1997: 427.3 210.7 18.8

1998: 475.6 227.7 20.9

1999: 283.4 133.1 23.2 E (6/30)

Avg Wkly Per Capita Sales kn:

1997-1.72 1998-1.91 1999-2.28 (6/30)

— **CYPRUS** —

Cyprus Government Lottery

Stavros A. Michael, Managing Director

Ministry of Finance

Nicosia 1439, Cyprus

Tel: (357-2) 803-522

Fax: (357-2) 677-510; 67-60-80

Key Personnel:

Andreas D. Alexandrides, Marketing Director

Government lottery funds athletic, educational, health, social development and sports programs

Start-up: 1961

Games: Passive, Proto, Traditional, Instant, Lotto 6/49

— **CZECH REPUBLIC** —

SAZKA a.s.

Dr. Ales Husák, President/Ceo

K Zizkovu 4

190 93 Prague 9, Czech Republic

Tel: (420-2) 661-28401

Fax: (420-2) 661-22149

E-mail: info@sazka.cz

Website: www.sazka.cz

Key Personnel:

Roman Jecminek, Deputy General Manager

Josef Tupy, Games and Betting Manager

Hynek Siedek, Manager, General Director's office

Josef Prouza, Promotion and PR Manager

Jan Pradler, Finance Manager

Petr Soukup, Sales Manager

Jiri Hosnedl, Ops & Tech Div Director

Ivo Tajsi, Distribution Network Manager

Petr Machovsky, Control Dept Director

JuDr. Marketa Sterbova, Admin Director

E-mail: sterbova@sazka.cz

Private lottery funding charity, sports, health and government programs

Games: Toto; Lotto; Odds Bet, Instants, Bingo, Keno

Payout: Lump sum

Sales (mil CZK): 1998: 5.3 1999: 2.9 (6/30)

— **DENMARK** —

Dansk Tipstjeneste AS

Per Schütze, CEO

Korsdalsvej 134

PO Box 847

DK -2605 Brøndby, Denmark

Tel: (45-36) 720-011 **Fax:** (45-36) 704-554

E-mail: jj@tips.dk

Website: www.tips.dk

Key Personnel:

Jean Moreau Jørgensen, VP **E-mail:** jj@tips.dk

Alex Nielsen, Vice President, Sales & Marketing

Government lottery funds sports, health, art and educational programs, charities

Start-up: 1948 **Games:** Football pools, Lotto, Instant

Oddset **Payout:** Lump sum

Det Danske Klasselotteri

Elisabeth Rask Jørgensen, President/General Director

Råohuspladsen 2

København V, DK-1550, Denmark

Tel: (45) 33-14-0900

Fax: (45) 33-14-1375

E-mail: danklot@pip.dknet.dk

Website: www.klasselotteriet.dk

Varelotteriet

Steen Frey, Director

Rosbaeksvej 5

DK-2100 Copenhagen, Denmark

Tel: (45) 39-296088

Fax: (45) 39-272311

E-mail: info@varelotteriet.dk

Website: www.varelotteriet.dk

Key Personnel:

Lotte Hoiland, Marketing Director

—DOMINICAN REPUBLIC—

Lotería Nacional de la Republica Dominicana

Miguel Vázquez, General Administrator

Centro de los Heroes

Santo Domingo, Dominican Republic

Tel: (809) 533-5222 ext 238/9

Fax: (809) 533-2496

E-mail: lottoquizloterianacional@usa.net

Key Personnel:

César Cotes Jorge, Ast. Administrator

Adria Noemi Jiménez L., Controller

Dra. Miguelina Suárez Vargas, Legal Counsel, ext. 225

— ECUADOR —

Lotería Nac. de la Junta de Benef. de Guayaquil

Lautaro Aspiazu, President

Calle Velez 111

CP 0901789

Guayaquil, Ecuador

Tel: (59-34) 320760; 530030

Fax: (59-34) 320854; 530075

Key Personnel:

Javier Castillo, Administrator

E-mail: jhcastil@loteria.com.ec

Johnny Abad, Commercial Advisor

E-mail: johnnyabad@hotmail.com

Noel Peralta, Sales Advisor

E-mail: fenazuca@ecua.net.ec

Francisco Xavier Solá Tanca, Director

E-mail: psola@norlopjw.com.ec

Games: Instants; Passive Draw

— EL SALVADOR —

Fundacion Teleton Pro Rehabilitacion

Enrique Borgo Bustamanto, President

Tel: (503) 289-0886

Fax: (503) 289-0432

Lotería Nacional de Beneficencia de El Salvador

2da. Av Norte y 3ra. Calle Oriente

San Salvador, El Salvador

Tel: (503) 222-6418; 222-8169

Fax: (503) 221-4860

E-mail: preslnb@saltel.net

Key Personnel:

René Mauricio Chavarría Portillo, President

Manuel Iraheta, Director

Irvin Tochez, Director

Fausto Betancourt R., Administrator *Tel:* 222-8169

Carlos Alberto Vanegas, Finance Mgr *Tel:* 221-0053

Sra. Maria Zelaya, Sales Manager *Tel:* 222-5171

Oscar Rosales, Enc. Publicidad LOTIN

Games: Instants and traditional

TV Show: 30-minute slots for instant lottery

Sales **1997** **1998** **1999**

Lotra: C331.3 C347.8 C160.0

Lotin: 73.3 67.2 27.2

Rev: **1997** **1998** **1999**

Lotra: C23.605 C16.3 C5.1

Lotin: 16.2 13.0 4.9

Advertising:

America Publicidad,

Rolando Duran, President

Tel: (503) 284-0041 *Fax:* 284-0040

Cronos Publicidad, Juan Ferreiro

Tel: (503) 264-0926 *Fax:* 263-3901

Ad Budget (1997, 1998 and 1999)

Lotin: C9,000,000; Lotra C6,307,815 (US\$1 = C8.75)

— ESTONIA —

AS Eesti Loto

Pärnu mnt 106

19089 Tallinn, Estonia

Tel: (372) 650-2030

Fax: (372) 650-2031

E-mail: lottery@eestiloto.ee

Website: www.eestiloto.ee

Key Personnel:

Monika Salu, President/CEO

E-mail: monika.salu@eestiloto.ee

Rein Liivoja, Marketing Director

E-mail: rein.liivoja@eestiloto.ee

Urmas Meriloo, Technical Director

E-mail: urmas.meriloo@eestiloto.ee

Kaida Kauler, Lawyer

E-mail: kaida.kauler@eestiloto.ee

Marina Mõshkova, Chief Economist

E-mail: marina.moshkova@eestiloto.ee

Krista Uuk, Chief Accountant

E-mail: krista.uuk@eestiloto.ee

AS Eesti Loto Key Personnel:

Aleksander Kaarna, Info Systems Manager

E-mail: aleksander.kaarna@eestiloto.ee

Toomas Jaaniste, Sales Manager

E-mail: toomas.jaaniste@eestiloto.ee

Tiiu Tammoja, Marketing Manager

E-mail: tiuu.tammoja@eestiloto.ee

Beneficiaries: educational, health, sports, social welfare and environmental programs

Games: On-line, instants

TV Show: Bingo-Loto, weekly; lump sum payout

US\$M Annual

	<i>Sales</i>	<i>Wk PC</i>	<i>Ad Budget</i>
1997:	9.6	0.13	0.42
1998:	9.2	0.12	0.50
1999:	3.5 U	0.09	- (6/30/99)

— **ETHIOPIA** —

National Lottery Administration

PO Box 274

Woreda 2 Kebele 12

Addis Ababa, Ethiopia

Tel: (251) 1-111-354; 550-114

Fax: (251) 1-551-355

Start-up: 1961

Games: Traditional, Instants, Bingo, Mini-Bingo

— **FINLAND** —

Oy Veikkaus Ab

Karbunkierros 4

Vantaa FIN-01009, Finland

Tel: (358-9) 85261

Fax: (358-9) 854515

Website: www.veikkaus.fi

Key Personnel:

Matti Ahde, President & CEO

E-mail: matti-ahde@veikkaus.fi

Jussi Isotalo, Sales/Marketing Director

E-mail: jussi-isotalo@veikkaus.fi

Risto Ikaheimo, Development Director

E-mail: risto.ikaheimo@veikkaus.fi

Teuvo Aho, Instant Product Manager

Risto Rautee, Technical Director

E-mail: risto.rautee@veikkaus.fi

Risto Nieminen, Communications Director

Jari Majjala, Information Syst Manager

Esa Valtonen, Security Manager

Carl-Henrik Nyberg, Legal Counsel

E-mail: carl-henrik.nyberg@veikkaus.fi

Riitta Nissi, Public Relations

E-mail: riitta.nissi@veikkaus.fi

Government lottery funding sports, arts, science and youth programs

Start-up: 1940

Games: On-line, Instants, Odds Betting, Numbers

Payout: Lump sum except Sapatti Instant (monthly)

— **FRANCE** —

La Française Des Jeux

117-121 Rue D'Aguesseau

Boulogne 92643, France

Tel: (33-1) 41 10 3867; 46 41 3535

Fax: (33-1) 41 10 3865; 46 41 594

Key Personnel:

Bertrand de Gallé, Chairman

E-mail: bdgalle@lfdj.com

Jean-Marc Buresi, Strategy Director

E-mail: jmburesi@lfdj.com

Joëlle Brunet, Marketing Director

E-mail: jbrunet@lfdj.com

François Jonchère, General Director

fjonchere@lfdj.com

Jean-Etienne Bouédec, R&D New Products

E-mail: bouedec@lfdj.com

Christine DaSilva, AILE Review Editor

E-mail: cdasilva@lfdj.com

Lottery proceeds to National treasury and sports programs

Start-up: 1933

Games: Loto/Loto 7, Super Loto, Keno, Toto, Instants, Instants w/TV programs

— **GABON** —

Société des Loteries Gabonaises

BP 735, Blvd Triomphal

Libreville, Gabon

Tel: (241) 74 52 00

Fax: (241) 74 77 83

— **GERMANY** —

Bremer Toto und Lotto GmbH

Dr. Gert Bussenius, Director

Schwachhauser Heerstrasse 111-115

D-28211 Bremen, Germany

Tel: (49) 421499 9051

Fax: (49) 421499 9076

E-mail: btl@lotto-bremen.de

Key Personnel:

Udo Spähn, Director

Start-up: 1957

Games: Sports Betting, Numbers Games, Lotto, Add-on, Instants

Deutsche Klassenlotterie Berlin

Hans-Jürgen Reissiger & Dr. Falko von Falkenhayn, Directors

Brandenburgische Str 36
Postfach 15 04 50

D-10666 Berlin, Germany

Tel: (49) 30-89-0-50

Fax: (49) 30-89-051517

Lottery funding National treasury; educational and science programs, and charitable organizations.

Start-up: 1952

Games: Conventional; Sports Betting; Lotto; Add-ons; Instants

Land Brandenburg Lotto GmbH

Klaus Walkenbach, Director

Steinstrasse 104-106

Postfach 900239

D-14438 Potsdam, Germany

Tel: (49) 331 6456-0

Fax: (49) 331 623078

E-mail: zentrale@lotto-brandenburg.de

Website: www.lotto-brandenburg.de

Key Personnel:

Olaf Zoppke, Marketing Director

Tel: 6456-600 **Fax:** 6456601

Antje Edelmann, PR Director

Tel: 6456-619 **Fax:** 6456637

Claudia Peschel

Tel: 6456-120; **E-mail:** peschel@lotto-brandenburg.de

Government lottery profits to sports, government, cultural programs and charities **Start-up:** 1991

Games: Sports Betting; Instants; Lotto; Add-ons; TV Shows: weekly Tele-Bingo; six times yearly special The Lotto Show

DM (E)Sales Profits

1997: 199.8 6.0

1998: 293.1 10.5

1999: 152.7 6.2 (6/30)

Profits

1997: 6.0 DM E

1998: 10.5 DM E

1999: 6.2 DM E (6/30)

Lotterie Treuhandgesellschaft mbH Hessen

Gunter Liebaug, Managing Director

Rosenstraße 5-9

Postfach 40 07

D-65030 Wiesbaden, Germany

Tel: (49) 611-3612-00

Fax: (49) 611-3612-377; 3612-115/116

E-mail: info@lotto-hessen.de

Website: www.lotto-hessen.de

Government lottery profiting National treasury (76%); sports programs and charities

Start-up: 1965

Games: Sports Betting, Lotto, Add-ons, Instants

Lotterie-Treuhandgesellschaft mbH Thüringen

Christine Dohl, Managing Director

AM Fröhlichen-Mann-Str 3b

Postfach 164

D-98501 Suhl, Thüringen, Germany

Tel: (49) 3681 440 03

Fax: (49) 3681 440 339

Government lottery funding National Treasury; sports programs, charities

Start-up: 1991

Games: Sports Betting, Numbers Games, Instants, Lotto, Add-ons

Lotto-Toto GmbH Sachsen-Anhalt

Wolfgang Angenendt, Managing Director

Streslemannstrasse 18/19

Postfach 3665

D-39011 Magdeburg, Germany

Tel: (49) 391 59-63-0

Fax: (49) 391 59-63-333

E-mail: B.Bauer@sachsen-anhalt-lotto.de

Start-up: 1991

Games: Sports Betting, Lotto, Instants, Add-ons

Nordwest Lotto und Toto Hamburg

Staatliche Lotterie der Freien und Hansestadt Hamburg

Dieter Heering, Director

Überseering 4

Postfach 60 19 60

D-22219 Hamburg, Germany

Tel: (49) 40 632-050

Fax: (49) 40 632-05110

Website: www.Lotto-hh.de

Government lottery returns 100% profits to treasury

Start-up: 1955

Games: Conventional, Sports Betting, Lotto, Add-ons, Instants

Nordwestdeutsche Klassenlotterie

Ueberseerng 4

Postfach 60 19 20

D-22219 Hamburg, Germany

Tel: (49) 40 63 291013

Fax: (49) 40 63 291044; 291078

E-mail: info@nkl.de

Website: www.nkl.de

Key Personnel:

Dr. Rüdiger Kroll, CEO **E-mail:** dr.r.kroll@nkl.de

Norbert Baumann, Deputy **E-mail:** n.baumann@nkl.de

Günther Schneider, Director Sales

E-mail: g.schneider@nkl.de

Nordwestdeutsche Klassenlotterie Key Personnel, contd.

Peter Sandberg, Communications Officer

E-mail: p.sandberg@nkl.de

NordwestLotto Schleswig-Holstein

Andreas-Gayk-Strs 19-21

Postfach 34 46

D-24033 Kiel, Germany

Tel: (49) 431 980 50

Fax: (49) 431 980 5206

E-mail: nordwestLotto.kiel@t-online.de

Website: www.lotto-sh.de

Key Personnel:

Dr. Klaus Deißner, Managing Director **Tel:** 9805-101

Dr. Rolf Stypmann, Managing Director **Tel:** 9805-201

E-mail: rolf.stypmann@t-online.de

Helmut Stracke, Director, Technical Affairs

Start-up: 1962 **Games:** Sports Betting, Lotto, Numbers Games, Instants, Add-ons

DM Sales Av Wkly PC

1997: 462.0 3.24

1998: 511.6 3.50

1999: 251.6 3.50 (6/30)

Saarland-Sporttoto GmbH

Saaruferstrasse 17

Postfach 10 26 61

D-66026 Saarbrücken, Germany

Tel: (49) 6815801-0

Fax: (49) 6815801-303

E-mail: service@saartoto.de;

100615.1661@compuserve.com

Website: www.saartoto.de

Key Personnel:

Kurt Bohr, Managing Director

E-mail: kbohr@saartoto.de

Gerd Meyer, Managing Director

E-mail: gmeyer@saartoto.de

Thomas Schäfer, Public Relations

E-mail: tschaefer@saartoto.de

Monika Schmitt, Advertising

E-mail: mschmitt@saartoto.de

Games: Passive, Instants, Lotto 6/49, Spie 77, Toto, Super 6, Oddset (10/8/99); weekly TV show

Ad Agencies: Red Point Marketing & Vertriebs GmbH, Masterplan Consulting GmbH

1998 Revenue: 231,000,000 DM

Sächsische Lotto GmbH

Oststrasse 105

Postfach 74

D-04301 Leipzig, Germany

Tel: (49) 341 8670-0

Fax: (49) 341 8629327

E-mail: service@sachsenlotto.de

Website: www.sachsenlotto.de

Key Personnel:

Siegfried Schwarz, Director

E-mail: s.schwarz@sachsenlotto.de

Kerstin Waschke, PR Director

E-mail: k.waschke@sachsenlotto.de

Bernd Gebler, Marketing Director

Dagmar Baldi, Sales Director

Antonius Müller, Director

Siegfried Schwarz, Director

Government lottery funds sports, health, charity and arts programs

Start-up: 1990 **Payout:** Lump sum

Games: Traditional, On-line, Instants, Lotto, Tele-BINGO-lottery, Sports Betting, Add-ons

Sales 1997: 401 TDM

Sales 1998: 484 TDM

Sport-Toto GmbH Rheinland-Pfalz

Hans-Peter Schössler, Director

Ferdinand-Sauerbruch-St 2

Postfach 1820

D-56064 Koblenz, Germany

Tel: (49) 261-943-80

Fax:(49) 261-943-8600

E-mail: toto-lotto-rip@t-online.de

Website: www.toto-lotto-rip.de

Start-up: 1948 **Games:** Sports Betting, Traditional, Lotto, Numbers Games, Instants, Add-ons

Staatliche Lotterieverwaltung

Karolinenplatz 4

Postfach 20 19 53

D-80019 Munich, Germany

Tel: (49) 89 28655-0

Fax:(49) 89 28655-305

E-mail: 100633.617@compuserve.com

Website: www.staatliche-lotterieverwaltung.de

Key Personnel:

Erwin Horak, President

Hans-Wilhelm Forstner, VP

Wolfgang Feldner, Marketing Director

Beatrix Hadler, Sales Director

Government lottery returns 100% profits to Treasury

Start-up: 1946 **Games:** Traditional, Lotto, Sports Betting, Instants, Add-ons

1997 Sales: 1.900,0 million DM est.

Staatliche Toto-Lotto GmbH Baden-Württemberg

Dr. Wolfgang G. Crusen, Managing Director

Toto-Lotto Haus

Am Lowentor, Nordbahnhofstr 201

PostFach 104352

Stuttgart

D-70038 Baden-Württembe, Germany

Tel: (49) 711-81000-0

Fax: (49) 711-81000-50

Staatliche Toto-Lotto GmbH Baden-Württemberg

Website: www.toto-lotto-bw.de

Start-up: 1948

Games: Sports Betting, Lotto, Instants, Add-ons

1998 Sales: 1,891,110,645 DM

1998 Revenue: 1,954,712,624 DM

Süddeutsche Klassenlotterie

Bayerwaldstr. 1

Postfach 8309 49

D-81709 Munich, Germany

Tel: (49) 89-67903-0; 67903-50

Fax: (49) 89-6790391; 6790393

Website: www.skl.de

Key Personnel:

Dr. Gerhard Rombach, Director

E-mail: rombach@skl.de

Werner Kapfelsperger, Deputy Director

Heribert Geng, Marketing *E-mail:* marketing@skl.de

Dieter Michel, Sales Director

Otmar Hörl, PR Communications

E-mail: hoerl@skl.de

Games: Klassen Lotterie

TV Show: "Millionär gesucht!" (Millionaire wanted!)

Ad Agency:

KNSK (Hamburg) Exps 12/31/99

Helmut Jantzen

Tel: (49-40) 44189335 *Fax:* 441-89100

E-mail: helmut.jantzen@knskbbdo.de

Sales 1997: 1.646.813.350 DM

Sales 1998: 1,571,925,250 DM

Revenues for prizes, advertising, operating expenses, government & taxes

1997: 174,613,883 DM

1998: 159,758,513 DM

Toto-Lotto Niedersachsen GmbH

Am TÜV 2+4

Postfach 4469

D-30159 Hannover, Germany

Tel: (49) 511-8402 201

Fax: (49) 511-8402 282

E-mail: toto-lotto-nds@t-online.de

Website: www.toto-lotto-nds.de

Key Personnel:

Christiane Freifrau von Richthofen, Managing Director

Reinhard Scheibe, Managing Director

Games: traditional, sports betting, lotto, instants, add-ons and bingo.

Beneficiaries: Profits allocated to National treasury, sports and arts programs and charities; TV show: Lotto and GlücksSpirale (national), 'Bingo' (local)

Year End Sales 1997: 1.27 bil marks

Year End Sales 998: 1.40 bil marks

Ad Agency:

IPR - Werbeagentur, Langenhagen

Tel: (49) 511-9785121

Verwaltungsgesellschaft Lotto und Toto

Barbara Becker, Managing Director

Erich-Schlesinger-Str 36

Postfach 10 90 70

Rostock D-18013, Germany

Tel: (49) 381 405 550

Fax: (49) 381 114 171

Profits equally allocated to sports and arts programs; charities

Start-up: 1991 *Games:* Traditional, Sports Betting, Lotto, Instants, Add-ons

Westdeutsche Lotterie GmbH & Co.

Dr. Winfried Wortmann, Managing Director

Weseler Strasse 108-112

Postfach 8820

D-48047 Münster, Germany

Tel: (49) 251-700-601

Fax: (49) 251-700-6599

E-mail: info@westlotto.de

Website: www.westlott.de

Key Personnel:

Hans-Joachim Rotermund, Marketing Director

E-mail: Hans-joachim.rotermund@westlotto.de

Alexander Malwitz, Strategy & Planning Director

E-mail: alexander.malwitz@westlotto.de

Elmar Bamfaste, PR Director

E-mail: elmar.bernfaste@westlotto.de

Private lottery funding National treasury, charity, sports, health, cultural, arts, architectural and environmental programs

Start-up: 1955 *Games:* Lotto, Spiel, Instant, Numbers, Passive, Sports Betting

<i>DM mil</i>	<i>Sales</i>	<i>Profits</i>
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<i>1997:</i>	2,921.3	12.5
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<i>1998:</i>	3,238.0	15.8
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— GHANA —

Department of National Lotteries

28 February Road

PO Box 506

Accra, Ghana

Tel: (233) 021-666 157 (#1); 668 805/6

Fax: (233) 021-668 809

E-mail: dirdnl@africaonline.com.gh

Key Personnel:

Col. Martin Gbikpi, Director (#1)

Emmanuel K. Nyarku, Marketing Director

Roland Sekyi Orusu, PR Officer

Department of National Lotteries, continued:

Games: Weekly Lotto; 6/40 Jackpot; TV Show

<i>Bil</i>	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
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<i>1997:</i>	56.6	5.0	1.0
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<i>1998:</i>	77.3	11.7	1.2
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<i>1999:</i>	32.6	3.2	0.5 (6/30)
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Ad Agency: Brismen Advertising & Marketing Co. Ltd.

Tel/Fax: 233-21-779-509

Afromedia

Tel: 21-779940; 41 **Fax:** 21-772498; 779942

— GIBRALTAR —

Gibraltar Government lottery

Manolo Galliano, Secretary

Ministry of Culture

310 Main Street

Gibraltar

Tel: (350) 41687; 48368 (messages)

Fax: (350) 525-89; 74941

Key Personnel:

Tim Bristow, Finance & Dev Scty

Peter Borda, Executive Officer

Start-up: 1947

Netgame Limited

Suite 19

Portland House

Glacis, Gibraltar

Tel: (350) 43200

Fax: (350) 43232

— GREECE —

State Lottery Service

John Pappas, Director

68 Pireos Street

Athens, 104 36, Greece

Tel: (301) 523-1495; 524-9493

Fax: (301) 523-7743

Start-up: 1936

Games: Popular, National, Special, Instant

Beneficiaries: National budget, social causes

Instant Lottery S.A.

Constantinos Antonopoulos, President

6, Lamias & Constautinoupoleos Str.

Tavros, Athens 17778, Greece

Tel: (30-1) 3412300

Fax: (30-1) 3466622

E-mail: xysto@ath.forthnet.gr

Key Personnel:

Fotis Mavroudis, General Director

Andreas Boronicolos, Commercial Manager

Vassilis Mouameletzis, Marketing Manager

George Kanelopoulos, Sales Manager

Christina Geronicola, Public Relations

E-mail: geronicola@ilot.intranet.gr

Private lottery licensed by the government to run instant games.

Payout: Lump **Sales US\$M:** 1997-293.5 1998-218.7

OPAP Greek Organization of Football Prognostics

Konstantinos Koskinas, President

2 Kolonou Str

GR-104 37 Athens, Greece

Tel: (30-1) 523-8833; 524-8811-19; 522-4884

Fax: (30-1) 522 4168

E-mail: opap@otenet.gr

Website: www.opap.gr

Key Personnel:

Theodoros Sarris, Managing Director

Nikolaos Mourgis, Operations Director

Oyrania, Blouna, Press/Advertising Director

Christodoulos Tziallas, Agents Director

Lottery profits fund sports programs including National

Committee of Olympic Games and social causes

Start-up: 1959 **Games:** Propo, Lotto, Proto, Propogoi

— GRENADA —

National Lottery Authority

Veda Bruno Victor, Director

The Carenage

St. Georges, Grenada

Tel: (473) 440-7050

Fax: (473) 440-7505

— GUATEMALA —

Lotería Del Niño

Dr. Luis Genaro Morales, President

4a. Ave 1-47, Zona 1

Guatemala City, Guatemala

Tel: (502) 2-303572; 304024

Fax: (502) 2-535470

E-mail: fundacionpediatrica@guate.net

Lotería Santa Lucía

Jaime Enrique del Valle, Director

9a Calle 3-07 (mailing address)

3ra. Avenida 865 (street address)

Zona 1, Guatemala

Tel: (502) 2511280

Fax: (502) 2328950

E-mail: loteria@concyp.gob.gt

Website: www.lotera.org.gt

Lotería Santa Lucía Key Personnel continued:

Rodolfo Jose Stahl Molina, President

Tel: (502) 2329766

Fax: (502) 2303606

Marco Antonio Villatoro, Director, Computer Dept.
Private lottery funds education and rehabilitation of deaf and blind

Games: Traditional *Payout:* Lump sum

— **GUYANA** —

Guyana Lottery Company Ltd.

Simon Wall, General Manager

23 Fort Street

Kingston, Georgetown, Guyana

Tel: (592) 260753

Fax: (592) 256933

Key Personnel:

Tracey Rose, Marketing Manager

Martin Subero, Sales Manager

— **HAITI** —

Loterie National d'Haiti

Joseph Varnel Durandisse, General Director

rue Dr. M. Seide 57

Port-au-Prince, Haiti

Tel: (509) 22-1232

Fax: (509) 22-2881

— **HONDURAS** —

Patronato Nacional de la Infancia

Avda Los Próceres

Barrio San Felipe, Tegucigalpa

Tel: (504) 236 92 88

Fax: (504) 236 72 24

Key Personnel:

Edna Navarro, Executive Director *Tel:* 236-92-88

Carlos Efrain Ordoñez, Deputy Director

Carlos Antonio Gonsalez, Sales Director

Zenia Zepeda, Deputy Director *Tel:* 236-85-43

Fani Ortega de Fuentes, Lottery Director

Tel: 236-93-77

Nereyda Villalta, Commercial Chief *Tel:* 236-67-37

Lilian de Molina, Finance Director *Tel:* 236-68-64

Monies benefit social programs specifically for infants

Weekly televised drawing of "Lotería Menor" and

"Lotería Major". Tickets advertised on radio, televi-

sion, newspapers, etc.

— **HUNGARY** —

Szerencsejáték Rt.

Dr. Ferenc Hantosi, President/CEO

Csalogány u. 30-32

1015 Budapest, Hungary

PO Box 751, H-1539 BP

Tel: (36-1) 2010656

Fax: (36-1) 2010682

Key Personnel:

Dr. Antal Pongrácz, General Director

István Kürti, PR Director

E-mail: istván.kurti@szerencsejatek.hu

Lottery profits fund sports and arts programs and charitable organizations

Start-up: 1991

Games: Lotto 5/90; Lotto 6/45; Toto; Keno; Instants;

Sports Betting

— **ICELAND** —

Happdrætti D.A.S.

Sigurður Agúst Sigurðsson, Director

Tjarnargata 10, PO Box 608

104 Reykjavík, Iceland

Tel: (354) 561-7757

Fax: (354) 561-7707

E-mail: das@itn.is

Website: www.das.is

Key Personnel:

Murín Pétursdóttir, PR Director

Private, non-profit lottery funds health programs

KR mil Sales (Year ends April)

1997: 200.600

1998: 177.000

Happdrætti Háskóla Islands

(The University of Iceland Lottery)

Dr. Ragnar Ingimarsson, Managing Director

Tjarnargata 4

IS-101 Reykjavík, Iceland

Tel: (354) 563-8300

Fax: (354) 563-8350

E-mail: hhi@hhi.is

Website: www.hhi.is

Key Personnel:

Jon Oskar Hallgrímsson, Marketing/Sales Manager

Gudmundur Sigurbergsson, VLT Manager

Magus Bjarnfredsson, PR Officer

Government lottery profits University of Iceland

Building Program

Start-up: 1934 *Games:* Traditional, Instants, VLTs

Happdraetti Sibs

Helga Fridfinnsdottir, Managing Director

Sudurgata 10

Reykjavik 101, Iceland

Tel: (354) 5522150; 8977496

Fax: (354) 5629150

E-mail: sibs@sibs.is

Website: www.sibs.is

Key Personnel:

Dr. Med Haukur Boroarson, Chairman of the Board
Her Nu, Marketing Director

Games: Traditional class lottery

Beneficiaries: Reykjalundur (rehabilitation hospital),
Mulalundur (rehabilitation workshop); Mulabaer
(recreational center); Hlidbaer (Alzheimer patient
institute); medical research; parliamentary approved
programs.

Islensk Getspá

Engjavegi 6

IS-104 Reykjavik, Iceland

Tel: (354) 580 2500

Fax: (354) 580 2501

E-mail: getspa@lotto.is

Website: www.lotto.is

Key Personnel:

Bergsveinn Sampsted, Managing Director

Tel: 580 2505 **E-mail:** bergsveinn@lotto.is

Magnús Skúlason, Computer Ops Mgr **Tel:** 580 2523

E-mail: magnus_skulason@lotto.is

Bjorn Björnsson, Technical Manager **Tel:** 580 2515

E-mail: bb@lotto.is

Stefan Palsson, Mktg Mgr **E-mail:** stefan@lotto.is

Private lottery funds sports and programs for the
handicapped

Games: On-line Lotto 5/38, Joker, Vikinglotto; TV
Show **Payout:** Lump sum

	<i>Sales</i>	<i>Revenue (mil ISK)</i>
FY97	1,094.0	325.1
FY98	1,056.0	297.6

Ad Agency:

AUK, Mr. Leopold Sveinsson

Tel: (354) 510 9000 **Fax:** (354) 510-9001

Islenskar Getraunir

Ithrottamidstöðin Laugardal

Engjavegur 6

IS-104 Reykjavik, Iceland

Tel: (354) 568 8322

Fax: (354) 568 8935

Website: www.1x2.is

Haraldur Haraldsson, Managing Director

E-mail: halli@toto.is

Government lottery funds 100% sports programs

Start-up: 1952 **Games:** Sports Betting, Toto 1x2

Lukku Trio

Stangarhylune 1, Box 10075

Reykjavik 130, Iceland

Tel: (354) 587-4040

Fax: (354) 587-4010

Key Personnel:

Bjorn Hermannson, Director

Olafur Jonsson, Director

—INDIA—

Martin Lottery Agency

Santiayo Martin, Chairmaing, Managing Director

73 Triplicane High Road

Chennai, Tamilnadu 600 005 India

Tel: (91-44) 855-0011; 855-0020

Fax: (91-44) 852-9416; 8586868

E-mail: smamds@md3.vsnl.net.in

Key Personnel:

Wahid Shajahau, Liaison Officer

Usman Fayaz, CEO

— IRELAND —

An Post National Lottery Company

Lower Abbey Street

Dublin 1, Ireland

Tel: (353-1) 8364.444

Fax: (353-1) 8366.034

E-mail: natlot@lottery.ie; webmaster@lottery.ie

Website: www.lotto.ie

Key Personnel:

Ray Bates, National Lottery Director

E-mail: ray.bates@lottery.ie

Malachy Moynihan, Marketing Manager

E-mail: malachy.moynihan@lottery.ie

Noel Browne, Chief Accountant

E-mail: noel.browne@lottery.ie

Cathal McNally, Administration Manager

Government lottery profits sports, recreation, youth,
arts and culture, health and social welfare

Start-up: 1987 **Population:** 3.5 mil

Games: Instants; Lotto 6/42; Lotto-5-4-3-2-1

TV Shows: Winning Streak (winter); Fame & Fortune
(summer)

	<i>Sales</i>	<i>Wk Per Cap</i>
1997:	IR£324 mil	WPC IR£1.73
1998:	IR£336 mil	WPC IR£1.80

Ad Agency: McConnell's Advertising Services Ltd

John Fanning/Greg Jones

Tel: 4781544 **Fax:** 4780224

PR Company: Wilson Hartnell Public Relations

Mary Finan **Tel:** 4960244 **Fax:** 4975163

Rehab Lotteries Ltd.

Rehab House, Blackhall Court
Dublin 7, Ireland

Tel: (353-1) 6797088

Fax: (353-1) 6791502

Website: www.irish-lotto.com

Key Personnel:

John McGuire, Managing Director

E-mail: johnfmcg@iol.ie

Joanne Heeney, Sales Manager

Private lottery funds charities; disabled

Games: Instants **1999 Sales:** US\$10 million

— ISRAEL —

Israel Sports Betting Board

Ronnie Bar-On, Chairman

8, Ha'arbaa Street, PO Box 20818

Tel Aviv 64739, Israel

Tel: (972-3) 6232 424

Fax: (972-3) 5610 956

E-mail: ISBB1@ibm.net

Website: www.toto.org.il

Key Personnel:

Adrian Hershcovitch, Vice Chairman

Shaul Sviri, Director General

Yehuda Gabbai, PR Director

Government lottery funding sports programs

Start-up: 1968 **Games:** Sports Betting

Mifal Hapayis

Avraham Katz-Oz, Chairman of Board

3 Heftmann Street, PO Box. 7019

Tel Aviv 61070, Israel

Tel: (972-3) 694-0104; 00000

Fax: (972-3) 694-0116; 0045

E-mail: info@pais.co.il

Key Personnel:

Anat Keinan, Ceo

Saul Sotnik, Acting Managing Director

E-mail: sotnik@pais.co.il

Jacob Bardugo, Managing Director

Amir Pushinsky, Dep Man Director/Marketing

E-mail: amir@pais.co.il

Shlomo Shapira, Dep Man Director/Automation

E-mail: shlomos@pais.co.il

Tamar Guy, Director, Communication

E-mail: tamy@pais.co.il

Sharona Ehrlich, Head, Strategic Plan

E-mail: sharona@pais.co.il

Shay Almog, Marketing Manager

E-mail: shay@pais.co.il

Yoram Cohen, Director of Promotion

E-mail: yoram@pais.co.il

Dorit Shoham, Instant Product Manager

E-mail: dorit@pais.co.il

Ariel Uzan, PA to Chairman

E-mail: ariel@pais.co.il

Start-up: 1951

Beneficiaries: local governments, community projects, arts and culture, health and welfare

Games: Lotto, Chance, Daily Numbers Games, Instants, Subscription program with passive draw of number (weekly and monthly)

<i>NIS Bil</i>	<i>Sales</i>	<i>Revenue</i>
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<i>1997:</i>	2.24	0.5
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<i>1998:</i>	2.6	0.6
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— ITALY —

C.O.N.I.-Direzione Centrale Concorsi Pronostici

Dr. Giorgio Zappacosta, Managing Director

Via Flaminia Nuova 830

I-00191 Rome, Italy

Tel: (39-06) 368 562 17

Fax: (39-06) 368 562 33

Lottery profits fund sports programs

Games: Sports Betting

Lotterie Nazionali Ministero delle Finanze

Amministrazione Autonoma dei Monopoli di Stato

Vittorio Cutrupi, Director General

Piazza Mastai

1 00153 Rome, Italy

Tel: (39-06) 585 724 57; 585 724 44; 585 724 21

Fax: (39-06) 585 722 12

Games: Lotto, Traditional, Instants

Lottomatica S.p.A.

Marco Staderini, General Director

Via di Porta Latina 8

00179 Rome, Italy

Tel: (39-06) 77 29 91 / 51 89 92 52

Fax: (39-06) 70 45 31 10 / 12

Website: www.lottomatica.it

Key Personnel:

Piero Alberti, Deputy General Director

E-mail: alberti@lottomatica.it

Lottery profits National Treasury and art programs

Start-up: 1991 **Games:** Lotto

Sisal Sport Italia SpA

Dr. Giorgio Sandi, Managing Director

via Paleocapa 6

I-20121 Milan, Italy

Tel: (39-02) 8868-1

Fax: (39-02) 886-8277

E-mail: sisal@sisal.it

Website: www.sisal.it

Sisal Sport Italia SpA continued:

Lottery profits go 100% to National Treasury
Start-up: 1946 *Games:* Sports Betting; Lotto

— IVORY COAST —

Loterie Nationale de Cote d'Ivoire (LONACI)

Dally Ernest Zabo, Managing Director

Zone 3, rue du Chevalier de clieu
BP 3878,

Abidjan 01, Ivory Coast

Tel: (225) 21 25 0813; 25 42 18

Fax: (225) 21 25 4256

Key Personnel:

Konin Kabran, Finance Director
Government lottery funds treasury; sports, education,
arts and science programs, charities

Start-up: 1992 *Games:* Instants *Population:* 13 M

— JAMAICA —

Betting, Gaming & Lotteries Commission

Gordon Robinson, Executive Chairperson

PO Box 309

Kingston 10, Jamaica

Tel: (876) 960-7279; 7280 (#1); 1549

Fax: (876) 968-8929

E-mail: bglc@toj.com

Key Personnel:

Annette Smith, General Manager (#1)

Eugennie Ebanks, Admin Director

Commissioners: Tony Gambrill, Janice Allen, Dennis
Chung, Vaughn Goodison, Michael A. Surridge, Mae
Tapper

Jamaica Lottery Company Ltd.

Howard Mitchell, Chairman

9A Retirement Crescent

Kingston 5, Jamaica

Tel: (876) 920-9999; 906-0321

Fax: (876) 968-0889

E-mail: postmaster@jamaicalottery.com

Website: www.jamaicalottery.com

Key Personnel:

Eugene Ffolkes, Managing Director

Derek Dodd, General Manager, Operations

Peter Gertles, Games Manager

Janette Conie, Chief Accountant

Leonard Bailey, Sales Manager

Stacey Jureidini, Marketing Manager

Grace Marie Collymore, Office Manager

E-mail: gracec@jamaicalottery.com

— JAPAN —

Dai-Ichi Kangyo Bank Limited Lottery Division

Yasushi Sugino, General Director

1-5 Uchisaiwai-cho

1 Chome Chiyoda-Ku

Tokyo 100, Japan

Tel: (81-3) 359 64456

Fax: (81-3) 359 52738

E-mail: syunichi.chiba@nwk1.ho.dkb.co.jp

Website: www.heartweb.ne.jp/takarakuji/

Lottery profits fund grant-in-aid for public utilities by
local government

Start-up: 1945 *Population:* 126 M

Games: Instants, Daily Numbers, Passive

— KAZAKHSTAN —

JSC "Sportloto"

Yevgeniy Sarzhevskiy, President

ul Pushkina 23

Almaty 480016, Rep. of Kazakhstan

Tel: (7-3272) 33 00 42; 33 02 88

Fax: (7-3272) 33 47 65

Key Personnel:

Galyna Kislova, Marketing Director

Alexandra Reutova, Sales Director

National Lottery of Kazakhstan

Kasym Shodiev, General Director

103a Rozybakiev Street

Almaty 480046, Rep. of Kazakhstan

Tel: (7-3272) 46 54 22

Fax: (7-3272) 46 59 51

E-mail: kazlotto@kaznet.kz

Key Personnel:

Margarita Holgikh, Marketing Director

Aleksander Chereshekov, Sales Director

Svotlara Sedelrikova, Games Director

Start-up: 11/9/98

— KENYA —

Kenya Charity Sweepstake Ltd.

Jeff Bamford, CEO

K.C.S. House, Kuanda Street

PO Box 30 411

Nairobi, Kenya

Tel: (254-2) 33 69 77; 33 69 78

Fax: (254-2) 21 66 06

— KOREA —

Housing & Commercial Bank Lottery Department

In-Young Lee, General Manager

36-3 Yoido-dong
Youngdeungpo-Ku
Seoul 150 758, Korea
Tel: (82-2) 769-8684
Fax: (82-2) 780-2590

Lottery profits fund Housing Construction Fund, for
homeless in low-income bracket

Start-up: 1967 **Population:** 44.5 M

Games: Housing Lottery (traditional); Chance (Instant);
To-To (traditional)

Korea Exchange Bank Lottery Division

Byung-Tae Mihn, General Manager

181, 2-ga, Ulchiro Chung-gu
Seoul 100-793, Korea
Tel: (82-2) 729-0241
Fax: (82-2) 775-8114
Start-up: 1967

Korea Technology Bank

28-1 Yoido-Dong
Young-Deungpo-Ku
Seoul 150-756, Korea
Tel: (82-2) 782-7600; 761-2935
Fax: (82-2) 784-7630; 783-2963

Sports Lottery

Seoul Olympic Sports Promotion Foundation

Sung-Dai Park, Chairman

88 Bangi-dong. Songpa-gu
Seoul 138-749, Korea
Tel: (82-2) 4101-1127
Fax: (82-2) 416-1988

E-mail: ypchoi@sosfo.or.kr

Website: www.sosfo.or.kr

Lottery profits fund sports programs

Games: Traditional, Sports Betting, Instant

— LATVIA —

Latvijas Loto

Meistaru Street 19
Riga LV-1050, Latvia
Tel: (371-7) 228 068; 213-813
Fax: (371-7) 228 068
E-mail: admin@latloto.lv

Key Personnel:

Mrs. Maija Kubli, President **E-mail:** mkubli@latloto.lv
Edgars Ledins, VP **E-mail:** edgars@latloto.lv

Diana Dilba, Legal Counsel **E-mail:** diana@latloto.lv
Rita Petersons, Sales Manager
Arvids Zumburs, Draw Product Manager
Aiga Lazdane, Mktg Manager **E-mail:** aiga@latloto.lv
Feodsija Mincenoka, Chief Accountant
Government lottery
Start-up: 1972 **Games:** On-line, traditional Latloto 5/
35 with add-on Dzokers, 8 Instant

— LEBANON —

Loto Libanais

Fares Abi Ghanem, President

Imm Khayar-Badaro
Beirut, Lebanon
Tel: (961) 8780-369; 3217-706; 387-785
Fax: (961) 9216-541

Key Personnel:

Georges El Gharib, Director General
E-mail: g.gharib@inco.com.lb

— LIBERIA —

Liberia International Lottery

Alphonso Gaye, Managing Director

PO Box 10-6642
Monrovia, Liberia
Tel: (231) 22 66 46

Liberia National Lottery Corp.

c/o The Gaming Board of Liberia
PO Box 3402
Monrovia, Liberia
Tel: (231) 22 44 56

Key Personnel:

Larry Montgomery, President
US Tel: 785-256-6560
E-mail: larrymont@aol.com

— LIECHTENSTEIN —

PLUS Lotto

Adriaan Brink, Director
Postfach 148
Meierhofstrasse 5
FL9490 Vaduz, Liechtenstein
Tel: (423) 237-5020
Fax: (423) 237-5028
E-mail: info@pluslotto.com
Website: www.pluslotto.com

Key Personnel:

Karin Beck, Mgr Cust Svc **E-mail:** karin@interlotto.li

— LITHUANIA —

Lietuvos Loto

Mecislovas Zasciurinskas, Director

Laisvės Alėja 21

3000 Kaunas, Lithuania

Tel: (370-7) 204-306

Fax: (370-7) 204-300

E-mail: adm@lietloto.omnitel.net

Lottery funds support some charities

Start-up: 1972 **Games:** Conventional; Instants

OLIFEJA

(National Olympic Committee of Lithuania)

Antanas Muraska, General Director

Sausio 13-osios g.2

20500 Vilnius, Lithuanian

Tel: (370-2) 751-751; 706-041

Fax: (370-2) 706-037; 780-717

E-mail: info@olifeja.lt

Website: www.olifeja.lt.com

Key Personnel:

Donatas Kazlauskas, Games Director

Profits fund sports programs; treasury

Start-up: 1992 **Games:** Lotto, Instants, Numbers Game, Tele-Loto

— LUXEMBOURG —

Loterie Nationale Luxembourg

Joseph Cognioul, Director

BP 189 L-2011 (mailing address)

3, rue des Bains (street address)

L-1212 Luxembourg

Tel: (352) 22 57 58

Fax: (352) 46 45 86

Government lottery funds charitable programs

Start-up: 1945

Games: Instants, Traditional

— MACEDONIA —

Lotarija na Makedonija

Dragoljub Lazov, General Director

ul. Marsal Tito br. 11A

PO Box 127

Skopje 91000, Macedonia

Tel: (389-91) 124-022; 112-100

Fax: (389-91) 125-095

E-mail: lotarija@unet.com.mk

Start-up: 1972 **Games:** Sports Betting, Lotto, Instants, Bingo

— MADAGASCAR —

Loterie Madagascar

Rivo Andriamaholimanana, Director General

BP 1693

123, ave Lenine Antanimena

Antanimena 101, Madagascar

Tel: (261-2) 319 86; 338-45

Fax: (261-2) 338-45

E-mail: sel@bow.dts.mg

Start-up: 1987 **Games:** Lotto, Instants

— MALAYSIA —

Lotteries Corporation (Sabah) Sdn. Bhd.

Cheak Wong Koon, Managing Director

3rd Floor, Block A, Kompleks

Karamuning, Jalan Tuaran

MAL-88300, Malaysia

Tel: (60-88) 237 100

Fax: (60-88) 230 578

Magnum Corporation Berhad

Lim Teong Leong, Group CEO

111 Jalan Pudu

55100 Kuala Lumpur, Malaysia

Tel: (60-3) 298-8033; 238-6233

Fax: (60-3) 298-9885; 232-3455

E-mail: magnum@magnum4d.com.my

Website: www.magnum4d.com.my

Key Personnel:

Tuen Foo Fat, GM

Private lottery

Start-up: 1969 **Population:** 20 M

Games: Magnum 4D (4-digit) **Payout:** Lump sum

Pan Malaysian Sweeps SDH BHD

Tan Poh Ching, Executive Director

17th Fl, Menara Boustead

Jalan Raja Chulan

50200 Kuala Lumpur, Malaysia

Tel: (60-3) 244-3388

Fax: (60-3) 244-3001; 248-2760

Sports Toto Malaysia Sendirian Berhad

Ng Foo Leong, Executive Director

Level 10, Menara Shahzan Insas

30 Jalan Sultan Ismail

PO Box 10822

50726 Kuala Lumpur, Malaysia

Tel: (60-3) 248-9888

Fax: (60-3) 241-9581

E-mail: webmaster@sportstoto.com.my

Website: www.sportstoto.com.my

Sports Toto Malaysia Sendirian Berhad Key Personnel:

Website: www.berjaya.com.my/gaming.html

Ng Foo Leong, Executive Director

Tel: 2413231

Vincent Seow Swee Pin, Sr. GM, Ops **Tel:** 2415305

E-mail: vseow@sportstoto.com.my

M. Tahir Hj Taib, GM, Admin & Security

Tel: 2412353

E-mail: mtahir@sportstoto.com.my

Edward Lim Keat Guan, GM Sales & Marketing

Tel: 2412515

E-mail: edwardlim@sportstoto.com.my

Tan Swee Lian, Senior Manager, Sales & Marketing

E-mail: sltan@sportstoto.com.my

Phang Lee Hua, Sr Manager, Planning & Development

E-mail: lhpang@sportstoto.com.my

Start-up: 1969

Profits allocated to National Sports Council of Malaysia for the promotion and development of sports

Games: Numbers Games, Lotto

	<i>Sales*</i>	<i>Revenue*</i>	<i>Wk PC</i>
1997:	2,069.1	336.8	RM 1.99
1998:	2,193.2	442.9	RM 1.99
1999:	n/a	413.6	RM 2.01

*RM Mil

Ad Budget:

1997: RM3.59 M; **1998:** RM2.83 M (US\$1 = RM3.80)

Ad Agency: BBDO Malaysia Sendirian Berhad

Tel: 2546300; **Fax:** 2549891

—MALI—

Loterie Nationale due Mali

Boubacar Bonfing Koite, President/CEO

BP 1634

Bamako, Mali

Tel: (223) 773-803; 222-105

Fax: (223) 290-473; 230-267

—MALTA—

Public Lotto Department

Alfred Muscat, Director

Sa Maison Hill

Floriana CMR 02, Malta

Tel: (356) 238087

Fax: (356) 240765

Key Personnel:

Vincent Farrucia, Marketing Director

Dominic Attard, Sales Director

Carmel Scicluna, Accounts Director

Marvic Battistino, Public Relations

E-mail: marvic.battistino@magnet.mt

Government lottery profits fund National treasury, sports, arts, educational and science programs; and charities

Start-up: 1922 **Games:** Instant, traditional

TV: All draws televised **Payout:** Lump sum

US\$M Sales Revenue

1997: 50 19

1998: 54 21.6

1999: 28 E 10 (6/30)

Ad Agency: MPS Ltd., Ad budget US\$607,000 approx.

—MAURITIUS—

Government Lotteries Committee

Louis Philippe Ong Seng, Chairman

Ministry of Finance

Treasury Building

Chaussée, Port Louis, Mauritius

Tel: (230) 210-4179; 201 1166/60

Fax: (230) 208-9332; 212 6767

E-mail: agr@bow.intnet.mu

Lottery profits go to National treasury

Start-up: 1940

—MÉXICO—

Lotería Nacional Para La Asistencia Pública

Laura Valdes de Rojas, Director General

Plaza de la Reforma No. 1 Col. Tabacalera

CP 06037, México, D.F., México

Tel: (525) 5140-7010; 5140-7000

Fax: (525) 5535-4635; 5140-7025

E-mail: lotenalmx@acnet.net

Website: www.loterianacional.org.mx

Key Personnel:

Mario Pintos Soberanis, Director, Admin & Finance

Tel: 5140-7066

Raúl Galindo Quinonez, Production Director

Tel: 5140-7066

Ramón García Gonzalez, Director, Commercialization

Tel: 5140-7470

Héctor Doportto Ramírez, Director, Plan & Bus Dev

Tel: 5140-7062

Armando López Becerra, Director, Printing Division

Tel: 5652-3203

Artemio Martínez García, Systems Director

Tel: 5140-7320

Humberto Zurita Eraóa, Technical Coordinator

Tel: 5140-7021

Sergio Jiménez Vázquez, Marketing Director

Tel: 5140 7199

Start-up: 1770 **Games:** Traditional; Instants

Lotería Nacional Para La Asistencia Pública, continued:

<i>\$Mil</i>	<i>Sales</i>	<i>Revenue</i>	
1997:	4,347.5	1,044.7	
1998:	4,401.2	1,085.6	
1999:	2,196.3	657.6	(6/30)

Ad Agency:

Alazraki y Asociados Publicidad S.A. de C.V.
Sra. Magdalena Brockmann
Tel: 5255-4444

Pronósticos para la Asistencia Pública

Héctor Morales, Director General

Insurgentes Sur 1397, Piso 12
Col. Insurgentes Mixcoac
Deleg Benito Juárez
México 03 920 DF
Tel: (525) 482-0011; 482-0010; 482-0002; 482-0001
Fax: (525) 598-7631; 598-7661
E-mail: pap1@df1.telmex.net.mx
E-mail: pap1@prodigy.net.mx

Key Personnel:

Arturo Leyva Lizarraga, Deputy General Director
Jorge Salazar Vargas, Director, PR & Communications
Alejandro Riol, Deputy Director of Public relations
Luciano García Arana, Research Director
Ricardo Rivera Soler, Technical Director
Funds used for public assistance programs
Start-up: 1978 *Payout:* Lump sum
Games: Sports betting, Daily Numbers, Lotto

<i>US\$mil</i>	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
1997:	1,623.2	232.9	210.9
1998:	1,983.9	314.5	245.0
1999:	1,042.9	138.2	121.6 (6/30)

—**MOLDAVIA**—

Loteria Modovei

Petru Sandulachi, General Director
Str Tighina 12
Chisinau 2001, Modavia
Tel: (373-2) 260-392; 262-077; 262-307; 261-285
Fax: (373-2) 262-170

—**MOROCCO**—

Loterie Nationale de Maroc

Abdenhamid Karem, General Manager
21 rue Ahmed Faris
Casablanca 01, Morocco
Tel: (212) 2-30 60 33; 30 14 37
Fax: (212) 2-30 14 37
Lottery profits for National treasury
Start-up: 1972

Games: Conventional, Numbers games, Lotto

**La Marocaine des Jeux et des Sports
Toto Pari Sportif**

Fadel Drissi, Managing Director
Centre Commercial Sidi Belyout
30 Rue Kamel Mohamed
Casablanca MA-21000, Morocco
Tel: (212-2) 45 0545
Fax: (212-2) 30 1152

Lottery profits returned 100% to sports programs
Start-up: 1962 *Games:* Toto Foot (sports betting)

—**MOZAMBIQUE**—

**Empresa de Lotarias e Apostas Motuas de
Moçambique/Toto-Loto E.E.**

Afonso Naene, General Director
Caixa Postal 2438
Praça 25 de Junho
Av° Samora Machel N° 11-1° Andar
Maputo, Mozambique
Tel: (258-1) 302-414; 302-411
Fax: (258-1) 306-628; 420-141
Lottery profits to state budget
Games: Traditional

—**NETHERLAND ANTILLES**—

Landsloterij

Elfrid Capella, Deputy Director
Breedestraat (0) Z/N
Willemstad, Curaçao
Netherlands Antilles
Tel: (599-9) 462-4477
Fax: (599-9) 462-5810

Key Personnel:

Daniel Hodge, Board Member
Games: Passive
Profits to: Charitable causes

Robbie\$ Lottery

Robertico dos Santos, President
Amandelweg #81
Curaçao, Netherlands Antilles
Tel: (599-9) 461-7666
Fax: (599-9) 461-7551; 461-7023
Website: www.goantilles.com
Private lottery offering two-, three- and four-digit daily numbers games; prizes paid instantly

— THE NETHERLANDS —

De Lotto

Zichtenburglaan 31
PO Box 43330
The Hague NL-2504 AH
Tel: (31-70) 321 6621; 6641
Fax: (31-70) 321 6604; 367 4872
Website: www.lotto.nl

Key Personnel:

Tjeerd Veenstra, President
E-mail: tjeerd_veenstrat@lotto.nl
Wim van den Assem, Commercial Director
E-mail: wim_van_den_assem@lotto.nl
Martijn Geense, Deputy Director Finance
E-mail: martijn_geense@lotto.nl
Jurriaan Reesink, Manager, Innovation
E-mail: jurriaan_reesink@lotto.nl
L. van Hoogstraten, Marketing Director
L. F. Gruwel, PR Director
Jaap Stavast, Tech/R&D Director
E-mail: jaap-stavast@lotto.nl
Government lottery funds sports, art and health programs, charities
Start-up: 1960 **Payout:** Lump sum
Games: Sports Betting, Numbers Games, Lotto, Add-ons, Instant

Loterie National Guinee

Hein Swinkels, President
Nieuwstraat 7
Bet, NBR 5683 KA, Netherlands
Tel: (31-499) 391618
Fax: (31-499) 374068

SENS, Stichting Exploitatie Nederlandse Staatsloterij

G. H. Van Egerschot, Managing Director
Postbus 16625
The Hague NL-2500 BP
The Netherlands
Tel: (31-70) 302.1600; 1500
Fax: (31-70) 302.1555; 1556
E-mail: sens@staatsloterij.com
Website: www.staatsloterij.nl
Key Personnel:
Lex J. Liebrechts, Marketing Manager
Profits return to National Treasury
Start-up: 1992 **Games:** Passive

— NEW ZEALAND —

Canterbury Lotteries Limited

Chris Berryman, Director
PO Box 36-073; 6/45 Sonter Road
Christchurch, New Zealand
Tel: (64-3) 343-4111
Fax: (64-3) 343-4101
E-mail: cb@ineda.co.nz
Private lottery; Lotto-style game drawn monthly on TV; prizes to be paid monthly; proceeds to charity

New Zealand Lotteries Commission

Ariane Burgess, Chief Executive
PO Box 3145
54-56 Cambridge Terrace
Wellington, New Zealand
Tel: (64-4) 802-7000
Fax: (64-4) 385-2789; 385-2787
Key Personnel:
Philip Poole, Marketing Manager
Monies for sports, arts and science programs
Start-up: 1987 **Games:** Lotto, Lotto Strike, Instant Kiwi, Daily Keno, Telebingo

— NICARAGUA —

Lotería Nacional de Nicaragua

Gustavo Narvaez, General Manager
Apto 4, Camino Oriente
Managua, Nicaragua
Tel: (505-2) 788730
Fax: (505-2) 788731
E-mail: loteriag@ivw.com.ni
Key Personnel:
Myriam Odili Foesca López, Board President
Tel: (505-2) 780751 **Fax:** 788727

— NIGER —

Loterie Nationale du Niger

Diambéidou Oumarou, Director General
Rue de la Mairie
BP 681
Niamey, Niger
Tel: (227) 73-35-99; 73 49 01; 73 54 07
Fax: (227) 73 47 71; 73 69 11
E-mail: dglonani@intnet.ne; desclonani@intnet.ne
Website: www.lonani.com
Key Personnel:
Naïno Abdoul-Kader A., Sales & Marketing Director
Start-up: 1993 **Games:** Conventional; Instant; Tonbola Cash

— NORWAY —

Norsk Tipping AS

Jonsrudvn 21

N-2325 Hamar, Norway

Tel: (47) 62514-000

Fax: (47) 62527-152

E-mail: info@norsk-tipping.no

Website: www.norsk-tipping.no

Key Personnel:

Reidar Nordby Jr., President & CEO

E-mail: reidarn@norsk-tipping.no

Tollef Imsdalen, VP, Planning & Development

E-mail: tollef.imsdalen@norsk-tipping.no

Tore Elman Tangen, Vice President, Corporate Affairs

E-mail: tore.langen@norsk-tipping.no

Randi Saelershagen, Vice President, Marketing

E-mail: randi.saelershagen@norsk-tipping.no

Jan P. Stromslid, Vice President, Operations

E-mail: jan.stromslid@norsk-tipping.no

Lottery profits go to National treasury; sports, arts and science programs, health and cultural resource programs, and charities

Start-up: 1948 **Payout:** Lump sum

Games: Lotto, Football Pools, Oddset Betting, Scratch, Bingo Lotto

Sales Profits (US\$millions)

1997: 949.4 321.1

1998: 976.8 328.1

— PANAMÁ —

Lotería Nacional de Beneficencia de Panamá

Prof. Maria R. de García, Director General

Calle 31 y 32 entre avenida Cuba y Perú

Panamá 1, Panamá

Tel: (507) 227-3434; 225-4008

Fax: (507) 227-3710

Key Personnel:

Rolando Luque B., Deputy Director

Tel: 227-4748

Carlos Peré, Marketing **T/Fax:** 227-1800

Guillermo Medina M, PR **Tel:** 227-3492 **Fax:** 227-3036

Adolfo León, Operations **Tel:** 227-3759 **Fax:** 227-3368

Luis Broce, Finance **Tel:** 225-9030 **Fax:** 227-4108

Start-up: 1919

Games: Traditional and weekly; Sundays & Wednesdays, Special Draws April, August & December, etc. Lottery money returned to national treasury and to programs to benefit of state.

Ad Budget: 1997-1999 B/.1,300,000.00

Sales:

1997: B/.325,934,084.25 **1998:** B/.340,330,503.50

1999: B/. 163,693,802.25 (6/30)

Revenues:

1997: B/.62,870,366.67 **1998:** B/.59,551,524.78

1999: B/.30,178,685.93 (6/30)

— PARAGUAY —

Lotería Nacional del Paraguay

Miguel Antonio Baez, Director

25 de mayo Esq. Antequera

Asunción, Paraguay

Tel/Fax: (595) 21494915

— PERU —

Beneficencial Publica de Piura

Dra. Ofelia Hidalgo López, President

Jr Lima 878 2 Piso

Piura, Peru

Tel: (51-74) 328112; 334885

Fax: (51-74) 301536; 328112

Key Personnel:

Luis Suarez Pueller, General Manager

Lilian Cucliza de Schaefer, Director

Marcus Pejro Serina, Public Relations

Sociedad Beneficencia de Arequipa

Roxana Gutiérrez Director

Pierola 201, Arequipa, Peru

Tel: (51-54) 219155

Fax: (51-54) 245312

E-mail: sba@unsa.edu.pe

Sociedad Beneficencia de Callao

Consuelo Franco Mori, President

Saenz Peña 164

Callao, Peru

Tel: (51-14) 29-9990; 29-2163

Fax: (51-14) 29-1637

Sociedad Beneficencia de Huancayo

Nila Durand de Vargas, President

Av. Giraldez N° 494

Huancayo, Peru

Tel: (51-64) 232421

Fax: (51-64) 212350

E-mail: sbh_info@terra.com.pe

Key Personnel:

Eduardo Mayta Valdez, General Mgr **Tel:** 216327

Walter Delgadillo, Planning Manager **Tel:** 211994

Nahun Parraga, Admin Manager **Tel:** 216350

Rodrigo Colonio, Internal Controls Mgr **Tel:** 218323

Mario Alvarado, Lottery Manager **Tel:** 1-4332302

E-mail: taptan@netscape.net

Sociedad Beneficencia de Huancayo Key Personnel:

Wilfredo Aliaga, Legal Counsel, Lottery **Tel:** 4332302

Games: Lotto Off-line denominado (Tinka), Weekly
Instant (Rapitinka)

Beneficiaries: Health and social welfare of children, and
abandoned wives and elderly, and the poor.

<i>US\$Mil</i>	<i>Annual Sales</i>	<i>Revenues</i>
1997:	49.6 (E)	2.4 (E)
1998:	45.0 (E)	2.25 (E)
1999:	15.3 (E)	0.74 (E) (6/30)

Sociedad Beneficencia de Lima Metropolitana

Dr. Richard Martin Tirado, President

Jr Carabaya No. 641

Lima, Peru

Tel: (51-1) 427-6520; 427-0749

Fax: (51-1) 426-1027

E-mail: sbilm@terra.com.pe

Tektron. S.A.

Av. José Aálvez Barrenchea 153

Urb. Corpac

San Isidro, Lima 27, Peru

Tel: (51-1) 225-0525

Fax: (51-1) 225-1840

E-mail: sggtektron@tinka.com.pe

Key Personnel:

Klement Dumler, President

E-mail: kdumler@tink.com.pe

Olga Russac, Marketing Director

E-mail: orussac@tinka.com.pe

Ana María Patrón, Marketing Director

E-mail: apron@tinka.com.pe

Pedro Ríos, Sales Director

Juan Lizárraga, Games Director

E-mail: jlizarraga@tinka.com.pe

— **PHILIPPINES** —

Philippine Charity Sweepstakes

PO Box 141, 970 San Marcelino St.

St. Ermita, Manila, Philippines

Tel: (63-2) 521-6011; 525-5775

Fax: (63-2) 526-2540; 522-1195

Start-up: 1935 **Games:** Lotto

— **POLAND** —

Polski Monopol Loteryjny Spolka zo.o.

Kamil Gorecki, President & CEO

Grochowska 338/340, Str

03-838 Warsaw, Poland

Tel: (48-22) 619-3154; 618-8081

Fax: (48-22) 618-4910

E-mail: pml@pml-loterie.pl

Website: www.pml-loterie.pl

Start-up: 1936 **Games:** Instant

Panstwowe Przedsiębiorstwo Totalizator Sportowy

Slawomir Sykucki, President

25 Targowa

Warsaw PL-03-728, Poland

Tel: (48-22) 619 6348

Fax: (48-22) 618 5183

E-mail: pptszen@ikp.atm.com.pl

E-mail: lottopl@doscomp.lodz.pl

Website: www.lotto.pl

Lottery profits to Treasury and sports programs

Start-up: 1956 **Games:** Lotto, Numbers Games

Totolotek S.A.

Leszek Hanski, President

UL. Prosta 2/14

Warsaw PL-03-850, Poland

Tel: (48) 22-654-8354

Fax: (48) 22-654-8370

Key Personnel:

Miroslaw Pustola, Director

— **PORTUGAL** —

Santa Casa de Misericordia de Lisboa

Dra. Maria do Carmo Romão, President

Largo Trindade Coelho

1250-470 Lisboa, Portugal

Tel: (351) 21-3235032

Fax: (351) 21-3235029

E-mail: provedora@misericordiadelisboa.pt

Website: www.djogos.misericordiadelisboa.pt

Key Personnel:

António Manuel Martins Miguqel, Deputy Manager

Tavares Cardoso, Marketing Director

São José Louro, Sales Director

Government lottery funds sports, educational and arts
programs, and charitable organizations

Start-up: 1498 **Payout:** Lump sum

Games: Conventional, Sports Betting, Instant, Lotto
and Add-ons

— **ROMANIA** —

Compania Nationala "Loteria Romana" S.A.

M. Nicolae Cristea, Managing Director

Calea Victoriei nr. 9

Sector 3, cod 70011

PO Box 102

Bucharest, Romania

Compania Nationala "Loteria Romana" S.A. continued:
Tel: (40-1) 315-7580; 312-1019; 313-0071
Fax: (40-1) 311-0035; 323-9518; 312-6017
E-mail: mail@loto.ro

Key Personnel:

Victor Turbatu, Deputy Tech General Manager
Ilie Florea, Deputy Economic General Manager
Lottery profits to Treasury and sports programs
Start-up: 1954 **Games:** Sports Betting, Conventional, Lotto, Instants, Add-ons

<i>mill.lei</i>	<i>Sales</i>	<i>Revenues</i>	<i>Ad budget US\$</i>
1997:	625,955	725,460	568,621
1998:	793,126	869,874	298,009
1999:	551,843 E	578,623 E (6/30)	229,18

— **RUSSIA** —

Lottery "Chance" Ltd.

Alexander Nikitin, Managing Director
Vainera Street 8
Yekaterinburg R-620014, Russia
Tel: (70-3432) 511 007
Fax: (70-3432) 511 588

Key Personnel:

Vadim Shatov, Marketing Director

Russian Lotteries

Iouri Rakhlevsky, General Director
Ul. Musorgskowo. Dom 5
Moscow R-127490, Russia
Tel: (70-95) 403-6677
Fax: (70-95) 404-8482
E-mail: gen@olymlot.msk.ru

Key Personnel:

Victor Ivonin, Executive Director

— **SCOTLAND** —

Rehab Lotteries Scotland

3rd Fl, Melrose House
19-23 Cadogan St
Glasgow G2 6QQ, Scotland
Tel: (44) 141-204-5700
Fax: (44) 141-229-5701
Private lottery for charities

— **SÉNÉGAL** —

Loterie Nationale Sénégalaise

Oumar Ndiaye, Managing Director
BP. 366, 32 Boule de la République
Dakar, Senegal
Tel: (221-8) 23 49 28; 23 48 50
Fax: (221-8) 23 48 17

Start-up: 1966 **Games:** Traditional, Sports Betting, Lotto, Instants

— **SIERRA LEONE** —

Sierra Leone State Lottery Company Limited

Sylvester Harding, Managing Director/CEO
44 Siaka Stevens St.
Freetown, Sierra Leone
Tel: (232) 22-223-934

— **SINGAPORE** —

Singapore Pools (Private) Ltd.

Yong Hong Goh, Chairman

1 Selegie Road
01-01 Paradiz Centre
188306 Singapore
Tel: (65) 216-8168; 320-7890
Fax: (65) 883-2228; 221-6023
Website: www.singaporepools.com.sg

Key Personnel:

Tsi Fung Han, General Manager
Charles Chan, COO
Marilyn Ling, CIO **E-mail:** mling@sgpoolz.com.sg
Janet Seow, Director of Corporate Services
Oscar Oliveiro, Director of Corporate Relations
Yong Kin Kock, Director of Gaming
Juliana Lim, Director of Community Affairs
Lottery funds sports and arts programs, charities
Start-up: 1968 **Population:** 3.6 M
Games: Lotto, Conventional, Numbers Games

— **SLOVAK REPUBLIC** —

TIPOS a.s.

Bretanov- 1
Bratislava SK-830 07
Slovak Republic
Tel: (421-7) 594-19-111; 547-91-572
Fax: (421-7) 547-91-576; 594-19-250
E-mail: info@tipos.sk
Website: www.tipos.sk

TIPOS a.s. Key Personnel:

Jozef Sokira, General Director/CEO
Tel: 59419202
E-mail: sokira@tipos.sk
Pavel Murgas, Deputy for Economy **Tel:** 59419203
E-mail: murgas@tipos.sk
Peter Pison, Deputy for Business **Tel:** 54791571
E-mail: pison@tipos.sk
Shareholder: The Ministry of Finance of the Slovak Republic

TIPOS a.s. continued:

Lottery funds sports (98%) and arts programs
Start-up: 1992 **Games:** Lotto, Keno, Instants, Bingo
TV Show: Weekly (Bingo); Monthly (instant)

<i>US\$Mil</i>	<i>Sales</i>	<i>Wkly Sales</i>
1997:	49.5	0.9
1998:	59.6	1.1
1999:	24.2	0.9 (6/30)

— **SLOVENIA** —

Sportna Loterija d.d.

Janez Bukovnik, General Director

Cigaletova 15/1
Ljubljana SLO-1000, Slovenia
Tel: (386) 1 47 48800/01/02
Fax: (386) 1 43 39441
E-mail: info@sportna-loterija.si
Website: www.sportna-loterija.si

Key Personnel:

Primoë Pöschl, Marketing Director
Andreja Klopčič, Sales Director
Andi Zajc, Games Director
Majda Miklič

E-mail: Majda.Miklic@sportna-loterija.si

Tina Steblaj, General Secretary

E-mail: tina.steblaj@sportna-loterija.si

Start-up: 1995 **Games:** Instants, TV Bingo

— **SOUTH AFRICA** —

Games Africa (Pty) Ltd.

Richard Biesheuvel, President

PO Box 784583
Sandton 2146, South Africa
Tel: (27-11) 804-6960
Fax: (27-11) 804-5441

Key Personnel:

Modise Makhene, GM & Marketing Director
Kyri Michael, Financial Director
Debbie Robertson, Game Brand Manager
Private lottery with instant games; proceeds for charity

Uthingo Management (Pty) Ltd.

16th Floor, SABC Radio Park
Henley Road, Auckland Park
Johannesburg 2006, South Africa
Tel: (27-11) 715-5000
Fax: (27-11) 715-3300
Website: www.nationallottery.co.za

Key Personnel:

Humphrey Khoza, Ceo

E-mail: humphrey.khoza@uthingo.co.za

The Viva Trust

William Rowland, Chairman

PO Box 4444
Johannesburg 2000, South Africa
Tel: (27-11) 117812827
Fax: (27-11) 117812827

Key Personnel:

Tamsin Koen, General Manager
Non-profit organization; private lottery/instant games;
proceeds for charities.

— **SPAIN** —

LAE

(Organismo Nacional de Loterías y Apuestas del Estado)

Luis Perezagua Clamagirand, General Manager

PO Box 939
Calle Guzmán el Bueno, 137
Madrid 28071, Spain
Tel: (34-91) 596-2613; 2501; 2452
Fax: (34-91) 596-2456

Key Personnel:

Carmen García Ramal, Commercial Director
Lottery funds to National treasury; sports and health
programs, charities

Start-up: 1985

Games: Conventional: Lotto; Sports Betting

1997 Sales: 980,873.1 pstas

1998 Sales: 1,1048,403.8 pstas

1999 Sales: 1,095,000.0 pstas E

Loto Catalunya/ Entitat Autònoma De Jocs i Apostes

General Services:

c/Ramon Llull, 4
08750 Molins de Rei, Spain
Tel: (34-93) 680-1100
Fax: (34-93) 668-1686; 668-6507

E-mail: lotocatalunya@correu.gencat.es

Website: www.gencat.es/loteries.com

Key Personnel:

Xavier Tortras i Moncl, President
Tel: 481-7700 **Fax:** 481-7705
E-mail: xtortras@correu.gencat.es
Jordi Aragonés i Riba, Director
E-mail: jaragones@correu.gencate.es
Ildefonso De Fuentes, Tech Manager
E-mail: idefuentes@correu.gencat.es
Enric Trilla i Pareto, Marketing Manager

Public Information Branch:

Jordi Padrosa i Macias, Public Information Officer
Gran Via de les Corts Catalanes, 658
08010 Barcelona, Spain
Tel: (34-93) 481-7700
Fax: (34-93) 481-7705

Loto Catalunya continued:

Government lottery returns 12% (approx.) to National treasury and supports charitable causes

Start-up: 1987 **Games:** Daily Numbers, Lotto, Bingo, Instant (Pick 3, Pick 5)

Payout: Lump sum

1997 Sales: 11.300 M PTA

1998 Sales: 10.894 M PTA

ONCE (Organización Nacional de Ciegol Españoles)

José Arroyo Zarzosa, President

Calle del Prado 24

28014 Madrid, Spain

Tel: (34-91) 589-4600; 589-4823

Fax: (34-91) 589-4608; 589-4326; 429-3118

E-mail: all@once.es

Key Personnel:

Enrique S. Sánchez González, Director General

Miguel Carballe, Lottery Director

Tel: 589-4823; 4784 **Fax:** 589-4326

José Antonio Montero Menéndez, Sales Director

Tel: 589-4797

Agustín Lorenzo López, Marketing Director

Jesús Molero Alijo, Coupon Director

Enrique Sanz Jiménez, PR Director

Private lottery with traditional games funds charity and social services for the blind

1998 Sales: 381.268 ml pesetas

1999 Sales: 383 ml pesetas E

Sistemas Tecnicos de Loterías del Estado (STL)

Manuel Tovar 9

Madrid 28034, Spain

Tel: (34-91) 348-921

Fax: (34-91) 348-9212

Key Personnel:

Salvador Fernandez, President & Chairman

E-mail: s_fernandez@stl.es

Enrique Aparicio, General Secretary

E-mail: e-aparicio@stl.es

Jorge Torres, Administration Director

E-mail: j_torres@stl.es

Manuel Rubio, Communications & Logistics Director

E-mail: m_rubio@stl.es

Rafael Gracia, Financial Director

E-mail: r_gracia@stl.es

Private company runs state lottery

— SRI LANKA —

Development Lottery Trust

M. N. Junaid, Chairman

33 St. Michael's Road

Colombo 3, Sri Lanka

Tel: (94-1) 333547; 551 **Fax:** (94-1) 333545

National Lotteries Board

Upali Liyanage, Working Director

No. 15, Lotus Road

CL-Colombo 3, Sri Lanka

Tel: (94-1) 470652

Fax: (94-1) 470661

Start-up: 1954 **Game:** Mahajana Sampatha

— ST. LUCIA —

St. Lucia National Authority

60 Micoud Street

P.O. Box 1500

Castries, St. Lucia

Tel: (758) 453-1701

Fax: (758) 453-3600

Key Personnel:

Henry Mangal, General Manager

Silas Wilson, Sales & Marketing Supervisor

**— ST. VINCENTS &
THE GRENADINES —**

The National Lottery Board

Stephen Joachim, Chairman

Bay 43 Building, PO Box 1121

Kingstown, St. Vincent & The Grenadines

West Indies

Tel: 784-457-1954

Fax: 784-457-2650

Website: www.sv.g.lotto@caribsurf.com

Key Personnel:

Mac-Gregor Sealey, General Director

Keith Joseph, Marketing Director

— SURINAME —

Nationale Loterij

Ronald Hasselbaink, Director

Keizerstraat 2-4

PO Box 998

Paramaribo, Suriname

— SWAZILAND —

The Gaming Board of Control

PO Box 1325

Mbabane, Swaziland

Tel: (268) 61-585

Fax: (268) 42-749

— SWEDEN —

AB Svenska Spel

Meg Tivéus, CEO

Norra Hanségatan 17 Headquarters

Visby SE-621 80, Sweden

Tel: (46) 498-26-3500

Fax: (46) 498-263-624; 630

Website: www.svenskaspel.se

Key Personnel:

Johan Cramer, VP Customer and Retailers

Goran Wessberg, Intl Affairs Director

E-mail: goran.wessberg@svenskaspel.se

Goran Jonsson, VP, VLT

Carl Ingerby, VP Human Resources

Gunnar Gronlund, VP Admin

Anders Hagg, VP Economy

Claes Tellman, VP Corporate Affairs

Government lottery profits to National treasury

Start-up: 1996 **Payout:** Lump sum

Games: Traditional, Sports Betting, Lotto, VLTs, Numbers Games, Instants, Add-ons, Keno, Dog Racing, Casinos, Internet gaming

<i>US\$mil</i>	<i>Sales</i>	<i>Profits</i>
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1997:	1,448.6	464.2
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1998:	1,571.2	486.1
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Folkspel-BingoLotto

Gamelestadsv. 2

Göteborg 41502, Sweden

Tel: (46-31) 3388011

Fax: (46-31) 3388284

Key Personnel:

Leif Flatow, President

E-mail: leif.flatow@svtvb.se

Sture Fredheim, Controller

E-mail: sture.fredheim@svtvb.se

— SWITZERLAND —

Interkantonale Landeslotterie

Diethelm Ryffel, Managing Director

Postfach 644

CH-8021 Zurich, Switzerland

Tel: (41-1) 396-4141

Fax: (41-1) 396-4179

E-mail: 100726.1022@compuserve.com

Games: Instants

Sales (Mio. SFr.):

1997: 688.48

1998: 615.91

1999: 298.94 (6/30)

Loterie Romande

Jean-Pierre Beuret, President

Case Postale 216

CH-1000 Lausanne 4, Switzerland

Tel: (41-21) 348.13.13

Fax: (41-21) 348.13.14

E-mail: info@loterie.ch

Website: www.loterie.ch

Key Personnel:

Philippe Maillard, Managing Director

Games: Lotto, Instants, Numbers Games, Add-ons

Sales (Mio. SFr.):

1997: 336.78 **1998:** 334.74 **1999:** 166.99 (6/30)

SEVA Lotteriegenossenschaft

Rolf Emch, Managing Director

Mühlemattstrasse 68

CH-3000 Bern 14, Switzerland

Tel: (41-31) 378-4000

Fax: (41-31) 378-4050

E-mail: seva@seva.ch

Website: www.seva.ch

Key Personnel:

Andreas Guggisberg, Marketing Director

Start-up: 1933 **Games:** Lotto, Instants, Keno, PMU

Sales (Mio. SFr.)

1997: 129.88

1998: 118.96

1999: 56.13 (6/30)

Sport-Toto-Gesellschaft

Lange Gasse 20

CH-4002 Basel, Switzerland

Tel: (41-61) 284-1111

Fax: (41-61) 284-1449

E-mail: direct.service@sport-toto.ch

Key Personnel:

Georg Kennel, Managing Director

E-mail: georg.kennel@sport-toto.ch

Rolf Glauser, Marketing & PR Director

E-mail: rolf.glauser@sport-toto.ch

Peter Kropf, Sales Director

E-mail: peter.kropf@sport-toto.ch

Roland Wiedmer, Director of Finances

E-mail: roland.wiedmer@sport-toto.ch

Private company with government order funding sports and charity programs

Start-up: 1938 **Games:** Lotto; Numbers, Sports Betting

Sales (Mio. SFr.)

1997: 39.40

1998: 54.00

1999: 17.13 (6/30)

— TANZANIA —

National Lottery of Tanzania

Alhaj Mohamed Mussa, Director

BP 1717

Dar Es Salaam, Tanzania

Tel: (255) 51-243 17; 281 21

Fax: (255) 51-282 86

— TCHAD —

Centre International des Jeux (CIJ)

771 Ave Félix Eboué

BP 1075

Ndjamena, Tchad

Tel: (235) 51-46-84

Fax: (235) 51-80-93

— THAILAND —

The Government Lottery Office

Chaiwat Pasokpuckdee, Director General

3 Rajdamnern Avenue

Bangkok 10200, Thailand

Tel: (662) 6293604; 2817404

Fax: (662) 2816826

Website: www.glo.mof.go.th

Government lottery profits to Treasury, charity, sports

Start-up: 1939 **Games:** Traditional

— TOGO —

Loterie Nationale Togolaise

Kudjogum Pekemsi, Managing Director

BP 895, 114 Boulevard du 13 Janvier

Lomé, Togo

Tel: (228) 21 33 77; 26 62 37

Fax: (228) 26 35 08; 21 03 67; 21 34 07

Key Personnel:

Doboya Tchagbele, Director, Sales & Marketing

Patawonkoum Bakoussam, Finance Director

— TRINIDAD & TOBAGO —

The National Lotteries Control Board

Garth Gooding, Chairman

119-121 Duke Street

Port of Spain, West Indies

Tel: (868) 623-1831

Fax: (868) 624-2089

Key Personnel:

Carmel Smith, Lottery Director

Profits for government expenditures

Games: Classic, Instant, Play Whe, Pick Two, Lotto

— TUNISIA —

Loterie Nationale Tunisienne

Hamed Zeghal, President

76 ave Farhat Hached

Tunis

Tel: (216-1) 890-087; 890-432

Fax: (216-1) 890-266

— TURKEY —

SporToto Teskilât Müdürlüğü

Abdullah Topaloglu, Managing Director

Zafer Meydani

Suleyman Sirri Sokak, No. 3

Yenisehir-Ankara TR-06410, Turkey

Tel: (90) 312 435 5120

Fax: (90) 312 431 7703

Start-up: 1959

Milli Piyango Idaresi

(Turkish National Lottery Administration)

Ilham Küsmenoglu, Lottery Director

Ziyabey Caddesi

Ankara 06520, Turkey

Tel: (90) 312-284 1251; 286-9306-12

Fax: (90) 312-286-9788; 284-1483

E-mail: ib03-k@servis.net.tr

Key Personnel:

Serafettin Ersoz, Marketing

Murtaza Cakir, Sales Director

Sener Varal, PR Director

Government lottery funds charity, sports, health, educational, government programs, also, Olympic Games and the Children's Institution

Start-up: 1939 **Games:** Instant, Traditional, Lotto

— UGANDA —

National Lottery Board

PO Box 5446

Kampala, Uganda

— UKRAINE —

Ukrainian Molodspportlotto Corp.

George Lozhenko, General Director

50 Shovkovychna Str.

KIEV 252004, Ukraine

Tel: (380 44) 221-5069

Fax: (380 44) 225.01.40

Ukrainian National Lottery

Peter Schetty, Chairman

3A Leiptsigskaya St
Kiev 252015, Ukraine
Tel/Fax: (380) 44-573-9201

Key Personnel:

William Flynn, Director
Ramez Sarkis, Commercial Director
Start-up: 12/97 *Games:* Lotto 6/39 (Wed & Sat)
Payout: Lump sum

— UNITED KINGDOM —

Interlotto

Roy Fisher, Managing Director

37 Brixton Rd, Kennington Park
London SW9 6DZ, England
Tel: (44) 171 820-8111
Fax: (44) 171 820-1544

Littlewoods Leisure

Roger Withers, President

Walton Hall Avenue
Liverpool L67 1AA, England
Tel: (44) 151-525-3677
Fax: (44) 151-525-9620
Exec Fax: (44) 151-525-1889; 235-3272
Website: www.BET247.co.uk

Key Personnel:

Valerie Mitchell, Business Development
E-mail: valerie.mitchell@littlewoods-leisure.com
Cathy Lee, Public Affairs
E-mail: cathy.lee@littlewoods-leisure.com
Chris Holmes, Lottery Manager
E-mail: chris.holmes@littlewoods-leisure.com
Tony Hodge, Marketing Director
Alan Pool, Sales Director
Start-up: 1923 *Games:* Sports Betting, on-line lotter-
ies, sports competitions, scratch tickets
Funds to National treasury; arts programs and chari-
table organizations

The UK National Lottery

R V. Holley, Chief Executive

Camelot, Tolpits Lane
Watford WD1 8RN, England
Tel: (44) 1923-425000
Fax: (44) 1923-425200; 050
E-mail: national.lottery@camelot.btinternet.com
Website: www.national-lottery.co.uk
Lottery profits fund sports, charities, heritage, Millen-
nium
Start-up: 1994 *Games:* 6/49, Instant

Vernons Pools

Steve Roberts, Managing Director

Fortune House, Park Lane
Liverpool, L68 1AA, England
Tel: (44) 151-525-3636
Fax: (44) 151-525-3885
Lottery profits to National treasury, sports and arts
programs
Start-up: 1923 *Games:* Sports Betting

— URUGUAY —

Banca Colectiva de Quinielas de Pando

Mariel Sierra, President

Avd Gral Artigas No. 891
Pano, Canelones 91000, Uruguay
Tel: (598-2) 392-2138
Fax: (598-2) 292-4857

Banca de Cubierta Colectiva de Quinielas de Montevideo (BCCQ)

Julio C. Zito Barrella, General Director

Lima 1582
Montevideo U-11800, Uruguay
Tel: (598-2) 924.5825; 924.4082
Fax: (598-2) 924-2573
E-mail: bccqm@adinet.com.uy

Key Personnel:

Camillo Preve Dominguez, Marketing Director
Fernando Martinez, Sales Director
Daniel Ferreyra, Games Director
Roberto Palermo Suarez
E-mail: abisec@adinet.com.uy

Bancas del Interior Asociadas

Lazaro Lizarrage, President

Nicaragua 1473
Montevideo 1180
Tel: (598-2) 9248011
Fax: (598-2) 9249024

Key Personnel:

Hugo Umpierre, President del Union
Tel: 949.5053 *Fax:* 924.9022

Dirección de Loterías y Quinielas

Dr. Roberto Alonso Mora, Director General

Pérez Castellano 1440
Montevideo 11.000, Uruguay
Tel: (598-2) 953570
Fax: (598-2) 961746
Lottery profits to National treasury and sports and
educational programs *Start-up:* 1856

— VIETNAM —

The Construction Lottery of the Capital - Hanoi

Nguyen Van Ta, Director

53E Hang Bai

Hanoi, Vietnam

Tel: (844) 826-3092

Fax: (844) 825-2463

E-mail: info@fptn.com

— VENEZUELA —

Lotería de Aragua del Niño

Edif Parque Cristal

Torre Este Piso 10

Caracas, Venezuela

Tel: (582) 286-2228

Fax: (582) 386-0795

Key Personnel:

Hector Dager, President *E-mail:* hector dager@hotmail.com

Luis Felipe Sfeir, Director *E-mail:* lsfeir@hotmail.com

Meyer Malka, Director

Lotería de Caracas

Rosa Caldera, Director

Torre Capriles

Plaza Venezuela Piso 16

Caracas, Venezuela

Tel: (58-2) 731-2069; 731-1207; 271-2955

Fax: (58-2) 731-6443

Key Personnel:

Mariolga Calderón, Marketing Director

Tel: (58-2) 2356700 *Fax:* (58-2) 2395143

Lotería del Oriente

Yamile Romero, Administrator

Avenida Bolívar EDF

No. 17 Maturín

EDO, Monagas 6201, Venezuela

Tel: (58 91) 413942

Fax: (58 91) 410155

E-mail: loteriadeloriente@cantv.com

Lotería del Tachira

Carlos Meneses, General Manager

Urb. Las Lomas, Av. Libertador

San Cristobal EDO

Táchira 5001, Venezuela

Tel: (58-7) 6411011

Fax: (58-7) 6438587; 416953

Website: www.loteriadeltachira.com

Key Personnel:

Hernan Belmar, Director

Tel: (58-2) 2329885 *Fax:* (58-2) 2323377

Lotería del Zulia

Antonio Añez, President

Calle 72 Entre Ave 3F y 3G

Maracaibo, EDO

Zulia 4002, Venezuela

Tel/Fax: (58-61) 932270; 925074

E-mail: maguan2@cantv.net

Promociones Prizes “Super 4”

Juan T. Branger M., President

Centro Empresarial Los Ruices

Piso 3, Ofic 312

Caracas, Miranda 1071, Venezuela

Tel: (582) 2385116; 2356700

Fax: (582) 2379063; 2395143

Key Personnel:

Jose Miguel de Andrades, VP Finance

Emilia I. Branger, Director

Gustavo Jahn C., Director

Promotora Lotto Quiz S.A.

Juan Felipe Lara, Director

Av. Francisco De Miranda

Centro Empresarial Don Bosco

Caracas, Venezuela

Tel: (582) 7936430 ex 161

Fax: (582) 7935813

E-mail: juanfelipelara@webmaker.com.ve

— YUGOSLAVIA —

Jugolutrija

Slobadan Lucic, Managing Director

PO Box 423

Nusiceva 12A

Beograd YU-11 000, Yugoslavia

Tel: (381-11) 323 5109

Fax: (381-11) 323 5498

Srpska Narodna Lutrija

Dr. Ratibor Grujic, Managing Director

Knez Mihajlova

Beograd YU-11000, Yugoslavia

Tel: (381-11) 621-436

Fax: (381-11) 621-869

Website: www.yulottery.co.yu

— ZIMBABWE —

Zimbabwe State Lotteries

Cosmos Mvundura, Director

PO Box 1188

27, Speke Ave Julius Nyerere Way

Harere, Zimbabwe

Tel: (2634) 14 705 577

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SECTION III

LOTTERY INDUSTRY
ASSOCIATIONS

CAOLN

Jose Maria Arias, President

H. Yrigoyen 1180 2 Piso

Buenos Aires, Argentina

Tel: (54) 11-4381-9209

Fax: (54) 11-4383-3552

IAFAS

Antonio Bolea, President

25 E Mayo 255

Parana 3100, Argentina

Tel: (54) 343-4312445

Fax: (54) 343-4230313

E-mail: iafascom@gamma.com.ar

ADAOL

Asociación de Agentes de Lotería

Emilio Maiorano de Mauro, Presidente

San Jose 1496

Montevideo 1200, Uruguay

Tel: (598-2) 900-5370; 409-0480

Fax: (598-2) 901-7240; 409-1659

E-mail: emimaio@adinet.com.uy

AALE

Association of African State Lotteries

Pagnan Adama Kaboré, Directeur General

Loterie Nationale Burkinabée

BP 68

Burkina Faso

Tel: (226) 30 61 12; 61 22 / 23

Fax: (226) 31 19 42; 31 47 52

Key Personnel:

Abdoul Aziz Tall, Secretary General

Loterie Nationale Sénégalaise

Tel: (221-8) 23 99 76 *Fax:* (221-8) 23 48 17

AELLE

Association Européenne des Loteries et Totos d'Etat

European State Lotteries & Toto Association

Ray Bates, President

52, rue Marterey

CH-1005 Lausanne, Switzerland

Tel: (41-21) 311 30 25

Fax: (41-21) 312-3011

E-mail: info@european-lotteries.org

Website: www.european-lotteries.org

Key Personnel:

Bernadette Lobjois, Secretary General

European association of lotteries and toto operators, currently has 73 members from 41 countries.

ALEA

Aso. de Loterías, Quinielas y Casinos Estatales de Argentina

Domingo Alfredo Esquivel, President

Calle 27 de Abril 252-1°-of 24, Edificio Mercedes III

Córdoba CP 5000, Argentina

Tel: (54-351) 4216-310

Fax: (54-351) 4216-076

E-mail: alea@satlink.com

AMAL

Maghrebian Assoc. of State Lotteries (Morocco, Algeria, Tunisia)

Ahmed Boushaba, President

Loterie Nationale

21, rue Ahmed Faris

Casablanca 01-Morocco

Tel: (212-2) 307264; 306033

Fax: (212-2) 301437

AUSTRALIAN LOTTO BLOC

Peter J. Gillooly

Tattersall Sweep Consultation

Level 6, 615 St Kilda Road

Melbourne, Victoria 3004, Australia

Tel: (61-3) 85177340

Fax: (61-3) 8517757; 9529-3608

CIBELAE

Iberian American State Lotteries & Wagering Corp.

Luis Perezagua Clamagirand, Secretary General

Organismo Nac. de Loterías y Apuestas del Estado

Guzmán el Bueno 137

28003 Madrid, Spain

Tel: (34-91) 5962613; 5962501

Fax: (34-91) 5962456

FEDELCO

Federación de Loterías de Colombia

Carlos César Puyana, Executive Director

Carrera 6a, No. 26-85, Piso 8

Apartado Aéreo 21868

Santafé de Bogotá, Colombia

Tel: (57-1) 282-5894; 282-5874

Fax: (57-1) 283-6175; 283-4871

IALS

International Association of Lottery Suppliers

4020 Lake Washington Blvd NE, Suite 100

Kirkland, WA 98033 USA

Tel: 425-803-2900

Fax: 425-803-6830

Website: www.publicgaming.com

Membership Contact: Sandy Clayton

Tel: 301-977-9334 *Fax:* 301-216-9734

E-mail: sandyPGRI@aol.com

ILAC

Inst. of the Lotteries of The Americas & Caribbean

Duane V. Burke, Contact

4020 Lake Washington Blvd NE, Suite 100

Kirkland, WA 98033 USA

Tel: 425-803-2900

Fax: 425-803-6830

E-mail: duaneburke@aol.com

Website: www.publicgaming.com

NASPL

North American Association of State and Provincial Lotteries

Penelope W. Kyle, President

1700 East 13th Street, Suite 14-PE

Cleveland, OH 44114 USA

Tel: 216-241-2310

Fax: 216-241-4350

Key Personnel:

David Gale, Executive Director

Thomas Tulloch, Director of Administration

Bebe Crone, Admin Assistant/Office Manager

Amanda L. Werth, Trade Show Coordinator

Andrew D. White, Conference Coordinator

The Lotteries Council

George Wilson, Honorary Secretary

Windmere House

Kendall Ave

London W3 0XA, England

Tel: (44) 181-8962333

Fax: (44) 181-496-2444

Key Personnel:

Michael Edwardes-Evans, Chairman

World Lottery Association - WLA

Reidar Nordby Jr, President

PO Box

Lange Gasse 20

Basel CH-4002, Switzerland

Tel: (41-61) 284-1111

Fax: (41-61) 284-1350

E-mail: ys@world-lotteries.org

Website: www.world-lotteries.org

Key Personnel:

Yvonne Schnyder, Secretary General, Basel Office

Lynne Roiter, Secretary General, Montreal Office

The WLA was formed in August 1999 from a merger of AILE, the International Association of State Lotteries, and Intertoto, the International Association of Toto and Lotto Organizations. Representing combined annual revenues exceeding \$95 billion, the WLA membership consists of 135 state-licensed lottery operators, from 74

countries, on all five continents. 54 lottery industry suppliers are associate members.

The WLA serves the interests of the international lottery and sports betting community as a global medium of information exchange, a lottery industry resource center, a management training school and as the global voice of the lottery and sports betting industry as a whole.

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SECTION IV

LOTTERY INDUSTRY
SUPPLIERS

Access Systems

10/20 Berry Street
North Sydney, NSW 2060
Australia
Tel: (61-2) 9957-1036
Fax: (61-2) 9959-5111

Accessibility Development Associates, Inc. (ADA, Inc.)

Three Gateway Center, 5th Floor
401 Liberty Avenue
Pittsburgh, PA 15222 USA
Tel: 412-471-4156 (Voice/TDD)
Fax: 412-471-4348
Website: www.adaconsults.com

Key Personnel:

Joan W. Stein, President and CEO
Wm. Clifford Payne, VP of Technical Assistance Services
Carol A. Cocuzzi, VP of Design Consulting Services
Penny L. Reddy, Director of Operations/Project Manager

E-mail: jwstein@adaconsults.com
E-mail: cpayne@adaconsults.com
E-mail: ccocuzzi@adaconsults.com
E-mail: preddy@adaconsults.com

Consulting firm offering a complete ADA Compliance System. Provider of ADA consulting services to businesses and government since 1992.

Amazon Ribbons

Av. Tambore 1180
Modulo A1
Barueri, Sao Paulo
06400-000 Brazil
Tel: (55-11) 7295-6449
Fax: (55-11) 7295-6426

Directors:

Roberto Canedo
Gabriel Da Silva
Norris Shannahan

US Office:

2 Wisconsin Circle, Suite 700
Chevy Chase, MD 20815 USA
Tel: 301-961-1545
Fax: 301-961-1565

Amazon Ribbons manufactures high quality ribbons for the ISYS terminals. Its unique designs allow for the longest performing ISYS ribbon in the market.

American Games, Inc.

504 34th Avenue
Council Bluffs, IA 51501 USA
Tel: 800-874-2637 / 712-366-9553
Fax: 888-264-2637 / 712-366-5017
E-mail: amgammktg@aol.com

Key Personnel:

Guy Peters, President
Lee Calvin, Director of Lottery Services
Jack Hargrave, Director of Machine Product Management

Phil Sherwood, VP Sales
Rick Rhebb, VP/Mktg & Product Development

American Games specializes in innovative game themes and designs for breakopen tickets. They are an established manufacturer of quality bar-coded breakopen tickets for state lotteries. In addition, American games recently introduced the Maxim™ ITVM and produces Maxim™ electronic breakopen ticket vending machines. All provide printed reports, audit tracking and other management features. These systems are used by state lotteries to increase ticket visibility and sales. Maxims™ and Maxim™ ITVMs offer state lotteries the security and accountability they need combined with the economy they desire. AGI also offers the AccuCounter, a fast, completely accurate breakopen ticket counting machine, as well as a full line of bingo paper and bingo systems.

American Lite Company

41 2nd Avenue NW
Carmel, IN 46032 USA

Tel: 317-843-0488

Fax: 317-843-0489

E-mail: americantliteco@aol.com

Key Personnel:

Al Christy, Founder & CEO

Jack Christy, President

Kenneth B. Smith, II, CFO

Ray Michel, VP Sales & Marketing

Tel: 317-466-0411

E-mail: raymichel@aol.com

American Lite Company manufactures Luminary-Action Signs with a patented solid-state crystal design that have a normal operational life of 100,000 hours, are brighter than neon, and are so durable that we offer a one-year warranty. At less than one-half inch thick, these lightweight signs do not need transformers and the power usage is less than three watts. This amazing technology does not use glass or bulbs. These signs never need maintenance and are easy to install. Unlike back-lits or neon, variable motion may be incorporated to bring life to otherwise static images.

We customize signs to fit the needs of our clients. Due to the versatility of our technology, we can apply our crystals to other applications such as dispensers, play centers, in-counters, ITVMs, billboards and graphics.

We are a privately held, family-owned company that is committed to offering the best quality and service in the illumination signage industry.

Appleton Papers

825 East Wisconsin Ave

PO Box 359

Appleton, WI 54912-0359 USA

Tel: 920-734-9841

Fax: 920-991-8266

Main E-mail: marketing@appletonpapers.com

Website: www.appletonpapers.com

Unless otherwise noted, e-mail format: firstinitiallastname@appletonpapers.com

Key Personnel:

Phil Corazzari, Converter Sales Manager

Tel: 800-991-0057 **Fax:** 920-991-7114

Katherine Kahlenberg, Market Development Mgr, Thermal Products

Tel: 920-991-8640

Dennis Wepfer, Director of Sales, North American & Europe

Tel: 920-991-7197

Jeff Luehring, Director of Marketing, Thermal Products

Tel: 920-991-7174

Steve Smith, Thermal Business Development Manager

Tel: 800-943-6759 **Fax:** 513-684-0322

Appleton Papers is a world leader in manufacturing high-value-added papers, with extensive expertise in coating technology. Headquartered in Appleton, Wisconsin, we are the leading North American producer of direct image thermal paper. Our thermal papers are sold under the OPTIMA® brand name and are used in lottery, tag, ticket, label, point-of-sale, transportation, facsimile, and chart applications.

With paper mills, coating plants, and distribution centers nationwide, we are committed to providing dependable, on-time delivery to customers all over the United States and Canada.

At Appleton Papers, there is more than a commitment to high-quality products and extraordinary overall value. There is a commitment to each and every customer and their unconditional satisfaction. Our Customer Focused Quality philosophy permeates all that we do. It's why we strive to meet or exceed customer expectations in every transaction with our company. And it's why our customers succeed.

Atlantic Zeiser GmbH & Co.

George Schillinger, Executive VP

Bogenstr. 6-8

D-78576 Emmingen, Germany

Tel: (49) 7465-291-0

Fax: (49) 7465-291-166

E-mail: sales@atlanticzeiser.com

Website: www.atlanticzeiser.com

AtomicTangerine

333 Ravenswood Avenue
Menlo Park, CA 94025 USA

Tel: 650-859-6494

Fax: 650-859-3154

Website: www.atomictangerine.com

Key Personnel:

Ko F. Suzuki, Vice President

E-mail: ksuzuki@atomictangerine.com

Douglas A. Webb, PhD, Sr Mgmt Systems Consultant

E-mail: dwebb@atomictangerine.com

Tel: 650-859-5224

Ruth Tara, Information Systems Consultant

E-mail: rtara@atomictangerine.com

Tel: 650-859-3319

AtomicTangerine is a spin-off of SRI International, an internationally known private corporation performing technology and management consulting and research for industry and government on a worldwide basis. AtomicTangerine's International Information Integrity Institute (I-4), which is dedicated to promoting and advancing information security, has numerous Fortune 500 and international multinational companies.

AtomicTangerine's lottery security and consulting team has been providing independent management and technical expertise to lottery and gaming jurisdictions since 1975. Our team draws on its in-depth and current knowledge of the lottery industry to provide management, technical, and security consulting services for the domestic and international lotteries. AtomicTangerine offers RFP preparation, systems and proposal evaluation, on-line systems and readiness review, telecommunications, lottery security, acceptance testing, and game strategy consulting. AtomicTangerine's staff are leaders in installing the various safeguards for lottery security, instant games, and on-line operations.

Austin Kelley Advertising

Geoffrey R. Nixon, President/CEO

5901 Peachtree Dunwood Rd

Atlanta, GA 30328 USA

Tel: 770-396-6666

Fax: 770-396-0301

Automated Wagering International, Inc.

115 Perimeter Center Place

Suite 911

Atlanta, GA 30346 USA

Tel: 770-481-1800

Fax: 770-481-1899

E-mail: milne@awii.com

Website: www.awii.com

Key Personnel:

Christer Roman, Chief Operating Officer, Systems Division

Duane Frahm, Senior VP of Business Operations

Bob Evers, Chief Financial Officer

Bill Skees, Chief Technology Officer

Charles Brooke, Senior VP Government Relations

Bob Babcock, VP European Sales

Scott Milne, VP, Regional Operations

Tom Heideman, VP Regional Operations

Automated Wagering International, Inc. (AWI) a subsidiary of Anchor Gaming (NASDAQ.SLOT), has supported on-line lotteries for nearly three decades. AWI provides on-line computer systems, software development, retail terminals, telecommunications, marketing and technical support to customers across the nation and around the world. AWI's numerous industry "firsts" include implementing the first on-line Lotto and Daily Numbers game, providing the first system to handle a billion dollar lottery, developing the first Olympic-based sports betting game, creating the first lottery Player Registration program and designing the first truly open lottery system.

AWI's business approach is simple: *we believe our success is directly dependent on our customers' successes.* This can only be achieved through a partnership of mutual respect and understanding, where solutions to shared goals are developed in the spirit of cooperation and teamwork.

Automated Wagering International, continued.....

We welcome the opportunity to discuss our standard product offerings, from the MasterLink% on-line gaming module and instant ticket accounting system to our innovative family of terminals including our latest evolution—OmniLink%. In addition, AWI offers innovations in new product developments such as our on-line and interactive gaming concepts including FastDraw™ Keno and Keno Bonus Multiplier, Let-It-Ride™ Parlay-style Wagering, and our web-based ePlayersLink platform.

The combination of our proven technologies and our innovative marketing and gaming concepts, have ignited excitement for the promise of change and growth in the industry for the long-term. We at AWI share each lottery's vision, and will work with you to help attain future success. Check out our website at *awii.com* to learn more about our company, services and solutions.

AWI—Because Your Business Is Not A Game Of Chance

Autotote Lottery Corporation

In September 2000, the parent company of Autotote Lottery Corporation (Autotote Corporation) completed the acquisition of Scientific Games. As a result, Autotote integrated its lottery division into Scientific Games, and the *Scientific Games* brand – the most trusted and respected name in the lottery industry – is now being used on all lottery products and services. The combined resources enable Scientific Games to provide lottery customers with a much broader and deeper range of products, technologies and capabilities than ever before. Please see listing under “**Scientific Games International**” for details.

Ayres Advertising/Marketing

PO Box 6596
Lincoln, NE 69516 USA
Tel: 402-441-4700
Fax: 402-441-4739

Barkley Evergreen and Partners

423 W 8th Street
Kansas City, MO 64105 USA
Tel: 816-842-1500
Fax: 816-842-6494

Bassette Printers

400 Cadwell Drive
PO Box 999
Springfield, MA 01101 USA
Tel: 413-781-7140 / 800-345-4036
Fax: 413-781-1155 Fax

Key Personnel:

Kevin Kervick, President
Sandy Patnode, VP, Sales *E-mail:* spatnode@aol.com

For 103 years, Bassette Printers has built a solid reputation by combining age-old craftsmanship and cutting edge technologies. We go the distance to provide superior products and service. Our product line, Aisle Screammers™ point-of-purchase, will build brand awareness, promote sales, create impulse buying or launch your next promotion. From floor graphics to shelf-danglers to counter mats, we manufacture high quality POP products to create the impact you need. Each custom-designed POP demonstrates the finest offset lithography and commitment to excellence. We are committed to solving your problems through innovative and reliable solutions.

Battelle

505 King Avenue
Columbus, OH 43201-2693 USA
Tel: 614-424-7347
Fax: 614-424-3718

Key Personnel:

Gary Gassin, Project Manager *E-mail:* gassin@battelle.org
Mike Huffenberger, Sr Consultant *E-mail:* huffenbm@battelle.org
John Newman, Sr Consultant *E-mail:* newmanj@battelle.org

Battelle, the world's largest independent research organization, has been providing technical expertise related to lottery operations exclusively to state, provincial and national/international lotteries since 1977. This expertise

Battelle, continued...

includes essentially all computer-related aspects of a lottery's operations including:

- (1) assistance in preparation of on-line system RFPs and evaluation of vendor proposals,
- (2) computer configuration and performance analysis,
- (3) computer system acceptance testing,
- (4) evaluation of on-line terminals and game products,
- (5) consultation in computer and physical security, and many other areas.

We have assisted 24 lotteries and have developed an extensive library of RFPs, working papers, documented procedures, methodologies, functional testing scripts, and other materials which improve the effectiveness and efficiency of our consulting engagements.

Our objectivity is our hallmark. As noted, Battelle's services are offered exclusively to state, provincial and national/international lotteries, and Battelle will not knowingly perform lottery-related research for, nor maintain business relationships with, vendors and suppliers to the industry.

Beitel Lottery Products/BLP USA

In January 1997, Smartplay International Inc. acquired the exclusive rights to market and manufacture the line of Beitel Lottery Products drawing equipment. Please reference the Smartplay International Inc. listing, for current offerings and contact information.

Benchmarkers, Inc.

Ron Nabakowski, Presiden

46885 Middle Ridge Road

Amherst, OH 44001 USA

Tel: 888-934-3508

Fax: 440-985-1458

E-mail: NabakowskiRon@cs.com

Benchmarkers publishes LSR Report, a monthly newsletter primarily targeted to the needs of lottery sales and marketing representatives. The company's SMAP program offers an independent, objective review of philosophies, strategies, policies, tactics, and practices of client lottery's de facto scratch-off marketing plans.

The company's specialty is measuring its clients' front-line, in-store product presentation against established benchmarks, to provide a baseline against which future progress can be measured objectively.

Benchmarkers also provides strategic, tactical feedback on other key operations, processes and practices, and recommends specific strategies and tactics to increase scratch-off sales.

Former clients include the New York, California, Florida, Louisiana, Pennsylvania and Connecticut state lotteries. Mr. Nabakowski was the director of the Ohio Lottery when instant ticket sales grew more than 900 percent.

Betware Ltd.

Sudurlandsbraut

Reykjavik 108, Iceland

Tel: (354) 575-7000

Fax: (354) 5757001

Black & White Paper Mfg. AB

Box 34

S-79020 Grycksbo

Sweden

Tel: 46-23 683 60

Fax: 46-23 683 6

Contact: Thomas Eriksson

E-mail: thomas.eriksson@bwpaper.com

North America

Finnex Paper Sales Limited

5180 Still Creek Ave

Burnaby, BC V5C 4E4, Canada

Tel: (604) 299 9702

Fax: (604) 299 0475

Contact: Aapo Skogster

E-mail: aapo@lightspeed.ca

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South America

Celpapel S.R.L.

Av Corrientes 456, piso 12
oficina 123
C1043AAR
Buenos Aires, Argentina
E-mail: diego@celpapel.com.ar

Boldt S.A.

Antonio A. Tabanelli, President
Aristóbulo del Valle 1257
1295 Beunos Aires, Argentina
Tel: (54-11) 4309-5400; 4362-7543
Fax: (54-11) 4361-3435

Bristol Group

Cogswell Tower, Suite 800
2000 Barrington Street
Halifax, Nova Scotia B3J 3K1 Canada
Tel: 902-429-0900
Fax: 902-492-3756

Bryant, Fulton & Shee

1100-1500 West Georgia Street
Vancouver, BC V6G 2Z6
Canada
Tel: 604-669-4444
Fax: 604-681-0093

Canadian Bank Note Company Ltd.

18 Auriga Drive, Suite 200
Nepean, ON K2E 7T9 Canada
Tel: 613-225-3018
Fax: 613-225-9012
Website: www.cbnco.com

Key Personnel:

Douglas Arends, CEO, Canadian Bank Note Company Limited
Ronald Arends, President & COO, Canadian Bank Note Company Ltd.
James B. Trask, Sr VP, CBN Lottery Group *E-mail:* jtrask@cbnlottery.com

Canadian Bank Note Company, Limited produces banknotes and payment systems, passports and passport systems, lottery tickets and electronic lottery games, postage stamps, securities certificates and other high security documents and related systems. The Company markets its products to government agencies and authorities as well as to institutional and other customers in more than 40 countries.

The CBN lottery group provides lottery products and services to governmental authorities and licensees worldwide. The Group's business is derived from three strategic units: lottery systems, instant tickets, and point of sale terminals. Our services include the design, assembly, installation, operation, maintenance, training and support and market research for our lottery products.

Chatsworth Data Corp.

44 First St West
Waconia, MN 55387
USA
Tel: 612-442-5530
Fax: 612-412-4005

CIRSA Business Corporation

Ctro de Castellar 298
Terrassa, Barcelona 08226 Spain
Tel: (34-93) 739-6700
Fax: (34-93) 739-6701
E-mail: buzon@cirsa.com
Website: www.cirsa.com

Key Personnel:

Manuel Lao Hernandez, Chairman
Manuel Lao Gorina, Vice Chairman
Marcel Valeta, Casino General Manager

Jose L. Gil, Manufacturing Director
Fernando Henar, Bingo Director

CIRSA Business Corp. Key Personnel, continued...

Andrew Morell, General Manager
Jose Luis Aranda, Lottery Director
E-mail: jlaranda@cirsa.com

Manuel Mico, FEC's Director
Isaac Lahuerta, International Director

The CIRSA Corporation comprises more than 180 companies, located in four continents, dedicated to the creation, manufacture, marketing and management of products and enters offering an extensive range of gaming, interactive and family leisure activities. With an emphasis on developing and applying new technologies, CIRSA has become a standard bearer of constant innovation and a leader in the international arena.

Cossette Communication-Marketing

1128 Horner Street
Vancouver, BC V6B 6M5 Canada
Tel: 604-669-2727
Fax: 604-687-1243

Cyberview Technology

15A Ives Street
London SW3 2ND, UK
Tel: (44) 207-761-3000
Fax: (44) 207-823-7614
E-mail: postmaster@cybview.com
Website: www.cybview.com

Key Personnel:

Jean-Marie Gatto Chairman and CEO
Peter Greenhill Director Sales & Marketing
Ian Eddison, Chief Operating Officer

E-mail: jm.gatto@cybview.com
E-mail: peter.greenhill@cybview.com
E-mail: Ian.Eddison@cybview.com

Cyberview Technology Ltd. is a supplier of Lottery Retail Terminals and Central Server systems, Retail Bet Capture systems, Internet kiosks and on-line Gaming Terminals. All of the products are based on latest generation Intel architecture computer platforms and Microsoft software technologies. As well as providing the hardware the company also provides a range of lottery and gaming software applications including interactive games, central server software and complex form handling applications.

Deco-Sign Products, Inc.

PO Box 317
107 Industry Lane
Forest Hill, MD 21050 USA
Tel: 410-879-6670
Fax: 410-879-6682
E-mail: Decosign@erols.com
Website: Decosign.com

Key Personnel:

Timothy J. Lester, President
Joanne Parr, Sales Director

Deco-Sign screen prints, fabricates and manufactures the highest quality curb stands and signs on various materials such as aluminum, styrene, vinyl and magnetic sheeting.

Deluxe Data Printers, Inc.

27101 Northline Road
Taylor, MI 48101 USA
Tel: 734-941-4100 / 800-727-5800
Fax: 734-941-6735

Key Personnel:

David M. Kuznicki, Sr Technical Officer *Tel:* 800-991-0057 *Fax:* 991-7114 *E-mail:* dkuznick@tbsddp.com
Raymond D. Idler, Lottery Sales Manager *Tel:* 734-955-3710 *E-mail:* ridler@tbsddp.com

Deluxe Data Printers, the lottery division of Total Business Systems, Inc., is a full-service printing company that has been providing on-line ticketrolls, thermal rolls, two-part video game rolls and playslips to the lottery industry since 1982. We also produce multi-color brochures, agent manuals, single and multi-part forms and direct mail forms. We also offer computerized personalized imaging on forms and mailers. DDP has complete bar-coding capability for lottery playslips and forms.

E. Marshall Pollock, Q.C.

1090 Don Mills Road, Suite 600
Toronto, ON M3C 3R6 Canada
Tel: 416-444-6660 ext. 282
Fax: 416-444-7352

Editec

European Lottery Technology

70-74 rue du Maréchal de Lattre de Tassigny
94700 Maisons-Alfort, France
Tel: (33-1) 56 29 11 88
Fax: (33 1) 56 29 11 89

Key Personnel:

Frank Attal, General Director	<i>E-mail:</i> f.attal@editec-lotteries.com
Zeev Leshem, Director of Operations	<i>E-mail:</i> z.leshem@lotteries.com
Alain Galleri, General Technical Director	<i>E-mail:</i> a.galleri@lotteries.com

Through its TPM 300 and TPM 3000 betting terminals, Editec offers various lottery systems, from full on-line to complete off-line, including a unique combination of on-line and off-line systems using smart cards as data transport media. With this flexibility, Editec can offer extremely cost-effective solutions perfectly adapted to virtually any technological environment. The TPM 300 is mostly a portable terminal while the TPM 3000 is a full-function on-line terminal. Several thousands of terminals have already been implemented by Editec in Europe, Asia and Africa.

In partnership with On-Point Technology Systems, Inc., Editec also markets, upgrades and services a full line of Instant Ticket Vending Machines (ITVMs) throughout Europe. Editec has real expertise on the use of ITVMs in the European lotteries environment and provides very high level marketing and technical services any where in Europe. Editec also builds, sells and services a full line of lottery drawing

machines. With eight different models adaptable to any type of lottery game, Editec offers the world's largest line of drawing equipment. All Editec machines have the specifications required for attractive, fully secure, and reliable drawing operations: full transparency of the atluglas drums, visibility of all the balls during the drawing operation, fully automatic drawing program through the remote controller linked to the machine, etc. A unique feature of Editec's drawing machines is the use of solid construction drawing balls, by far the most secure, thus most attractive, and the least noisy in the market of air-breath machines.

Our new drawing system is the VENUS, representing a new generation of air-breath drawing machines which offers full security through PC-based control of drawing sequences. Drawing parameters are all programmable through friendly Windows user interface, from the introduction of balls through automatic ball recognition and post drawing statistical processing.

Besides being the first air-breath ball drawing system which is PC based, it is also the most silent in the world. Moreover, it ensures a spectacular drawing process.

eLottery Inc.

101 Merritt 7 Corporate Park
Norwalk, CT 06851 USA
Tel: 203-840-8690
Fax: 203-846-8902

ELSYM Consulting, Inc.

Suite 306 - 1200 Chastain Road
Kennesaw, GA 30144 USA
Tel: 770-590-7400
Fax: 770-590-4949
Website: www.elsym.com

Key Personnel:

Len Simonis, General Manager
E-mail: len.simonis@elsym.com
Brad Parker, Technology Manager
Ken Wyman, ICS Manager

Emily Distributors Ltd.

33 Ben-Gurion St
Herzliya 46785
Israel
Tel: (972-9) 9510922 - 3
Fax: (972-9) 9507301

EssNet AB

Box 92038
SE-120 06 Stockholm, Sweden
Tel: (46-8) 702 5700
Fax: (46-8) 643 2798
E-mail: info@essnet.se
Unless otherwise noted, e-mail format: firstname.lastname@essnet.se
Website: www.essnet.se

Key Personnel:

Dan-Åke Enstedt, President/CEO
Jan Bohult, Executive Vice President, Product Development
Mikael Olsson, Vice President, Sales, Marketing & Products
Carin Langemark, Marketing Manager

EssNet designs, implements and services on-line systems for state authorized lottery organizations operating games like Lotto, Keno, Toto, Oddset and other sports betting games. Products include the ELOS lottery system, the E5 and E6 terminals and the EssNet e-channels for gaming via the Internet, mobile telephones and digital TV.

In addition to outright purchase contracts, EssNet also operates lottery systems on a full facilities management basis. Currently, the company supplies lottery systems to 21 Lotteries in Europe, the Middle East, South America and Australia.

E.T.I. (Expertise Technology Innovation) Inc.

Main Address

991 Lionel Boulet
Varenes, Québec J3X 1P7 Canada
Tel: 450-652-6196
Fax: 450-652-6436
Montreal Tel: 514-395-0595
Montreal Fax: 514-395-8942
E-mail: info@eti-gaming.com
Website: www.eti-gaming.com

Key Personnel:

André J. Desjardins, President and CEO
Mariangela Vincenzi, Marketing Coordinator

Elsym Consulting provides a complete range of lottery technology software and products including on-line lottery systems, facility management and terminals, instant ticket administration and terminals, traditional game administration, lottery administrative systems and Internal Control Systems of existing systems. We currently have systems installed at more than 20 sites in the US, Latin America and Europe

ES Drake Communications

PO Box 8283
Boise, ID 83707 USA
350 N 9th Street
Boise, ID 83702 USA
Tel: 208-342-0924
Fax: 208-342-0635

US Address

4400 N. Federal Hwy., Suite 42
Boca Raton, FL 33431 USA
Tel: 561-395-2278
Fax: 561-395-2298

E-mail: andre.desjardins@eti-gaming.com
E-mail: mariangela@eti-gaming.com

E.T.I. Key Personnel, continued...

Rosaire Bachand, VP Customer Relation
Fernand Lussier, VP Software Development
Phil Menzies, VP Technology
Tassos Vamianakis, VP Engineering & Plant Manager

E-mail: rosaire.bachand@eti-gaming.com

E-mail: fernand.lussier@eti-gaming.com

E-mail: philm@eti-gaming.com

E-mail: tassos@eti-gaming.com

E.T.I. (Expertise Technology Innovation) Inc., founded in 1981, is a Canadian owned and operated technology company, with more than 12 years experience in lottery and gaming product development, support and services, responding to the needs of lottery organization worldwide.

eSuccess Incorporated

Suite 1800 - 13401 108th Ave
Surrey, BC V3T 5T4 Canada
Tel: 604-588-6962 ext 236
Fax: 604-588-9332
Website: www.esuccess.ca

Evaluations, Inc.

754 Greencrest Drive
Westerville, OH 43081-2837 USA
Tel: 614-794-4365
Fax: 614-794-4381

Key Personnel:

Gordon Pickett, President/CEO
Sandra Long, Executive Vice President/COO

E-mail: EVLCEO@aol.com

E-mail: SLongEVAL@aol.com

Evaluations, Inc. (EVAL), formerly the Battelle Gaming Products and Services Group, has been providing technical expertise in the evaluation of instant lottery ticket quality/security since 1984. Staff experience has gained an international reputation for lottery ticket fraud prevention, counterfeit deterrence, and game integrity and security. Specific procedures and techniques have been, and are continually being, developed by Evaluations, Inc. staff to evaluate the quality, security, and integrity characteristics of instant tickets. These, and the following EVAL capabilities, are offered to lottery organizations worldwide:

- Security audits of number drawing procedures and equipment, including television shows
- Ball set certification/acceptance testing of new drawing equipment
- Assistance in the preparation and evaluation of RFPs
- Training of lottery/state agency personnel

Evaluations, Inc. is committed to providing these services only as authorized by lottery jurisdictions, and will not knowingly accept assignments which would pose a conflict of interest.

FastComm Communications

45472 Holiday Drive
Dulles, VA 20166 USA
Tel: 703-318-4385
Fax: 703-787-4625

Flamingo Graphics

2277 NW 82nd Avenue
Miami, FL 33126 USA
Tel: 305-594-8662
Fax: 305-594-6687

FunLotto

Keith Meyers, President
3471 Windisch Avenue
Cincinnati, OH 45208 USA
Tel: 513-533-1577
Fax: 513-533-0753

G.P.S. Honsel GmbH & Co. KG

Schildescher Str. 55-59
33611 Bielefeld, Germany
Tel: (49) 521-98206-0
Fax: (49) 521-98206-86
E-mail: g.p.s.@wehmeier.de

P.O. Box 10 31 11 (*mailing*)
33531 Bielefeld, Germany

Key Personnel:

Klaus Honsel, Chief Executive Officer
Dr. Jan Honsel, Chief Executive Officer

G.P.S. Honsel specializes in the computer controlled production of instant win and breakopen lottery tickets. Honsel also provides complete transfer of technology and training for the development of printing plants for instant ticket production. All machinery is designed and constructed by the HONSEL's sister company, Wilhelm Wehmeier GmbH.

G.P.S. Honsel contracts with government lotteries around the world to provide high quality, secure instant lottery tickets and other sales supporting lottery products and professional support services in all areas of lottery start-up and operation, including administration, marketing, distribution, data processing and security.

G.P.S. Honsel manufactures tickets in 3 production plants: Germany, Russia and Korea.

Australia
Opti Services International Pty Ltd.
Jürgen Stroppe
Tel: (61-7) 40 930 255
Fax: (61-7) 40 930 136
E-mail: opti@ledanet.com.au

Brasil
G.P.S. Honsel do Brasil Ltda.
Carlos Alberto Araújo
Tel/Fax: (55-21) 275 8819
E-mail: caa@pobox.com

Cameroon
International Trading Co.
Seidou Mbombo Njoya
Tel/Fax: (237) 23 06 76
E-mail: mns@camnet.cm

Korea
G.P.S. Honsel Korea Co., Ltd.
Steven Wong
Tel: (82-2) 8522 114
Fax: (82-2) 8522 123
E-mail: honselkr@kornet.net

Norway
Selektiv AS
Helge Hallingby
Tel: (47) 37 25 09 00
Fax: (47) 37 25 09 01
E-mail: helge halingby@selektiv.no

Russia
Russalka Ltd. / BlitzLos AG
Boris Morozov
Tel: (7-095) 912 4888
Fax: (47) 37 25 09 01
E-mail: rusalka@com2com.ru

Turkey
Metro Mümessillik
Tel: (90.212) 630 85 00
Fax: (90.212) 630 85 11
E-mail: ebruy@metrogroup.com.tr

USA
Lottery Services International, Inc.
Richard Newell
Tel: (828) 281 3053
Fax: (828) 281 2215
E-mail: ranewell.lsi@worldnet.att.net

Gaming Laboratories International, Inc. (GLI)

26 Main Street
Toms River, NJ 08753 USA
Tel: 732-244-3818
Fax: 732-244-4761
Website: www.gaminglabs.com

Key Personnel:

James R. Maida, President
Paul Magno, Vice President
Todd Elsasser, Executive Director
Andy Comer, General Manager

E-mail: james@gaminglabs.com
E-mail: paul@gaminglabs.com
E-mail: todd@gaminglabs.com
E-mail: andy@gli-co.com

GLI provides gaming devices and systems testing worldwide. With seven offices located worldwide working with more than 360 jurisdictions. GLI also serves as an independent consultant to governments on development of rules and regulations and technical specifications relating to casino gaming.

Garron Lottery Products

Michael Ruane, President

5420 Pulaski Highway

Baltimore, MD 21205 USA

Tel: 410-485-6886 / 410-48-LOTTO

Fax: 410-485-9969

E-mail: garron@smart.net

Website: www.garronlottery.com

Since 1972 Garron has been building Lottery Drawing Equipment. Our machines are in use by Florida, Texas, the United States Selective Service, Maryland, Minnesota, along with many other state and national lotteries across the globe. We are registered with the Department of Justice under the Gambling Act of 1962. We have the highest quality rating given to a small business Mil. spec I-45208A ensuring each machine is built to exacting tolerances. Our electronics are professionally engineered and carry UL and CE certifications. We offer a line of machines with practical and innovative designs that are unsurpassed in quality and craftsmanship, while offering a great value. Features from the finest materials, remote control operation, custom mixing chamber shapes, colors, multigame platforms are all done at a cost of what one pays for an off-the-rack machine.

You can choose from our existing models or we can custom build a machine to fit any need! It is what our reputation has been built on for more than 28 years.

The Titan: Keno/Lotto/Multi-Ball Pick

The Titan is designed to mix 30-100+ table tennis balls and select any number. The interchangeable winning ball displays allow the TITAN to serve in more than one game, or return the balls back to the mixing chamber to play KENO or Super Bingo. Also available in 2 chambers for bonus ball games. Available in Manual, Semi-Automatic and Full Auto.

Chesapeake: Pick 3/Pick 4 Multi-chamber

The Chesapeake is a robust, durable multi-chambered machine designed for Pick 3/4. Mounted atop a single base, each machine is completely self contained. All electrical components and air compressor are located in the base cabinet, allowing uncluttered mobility and quick set-up. Each chamber has its own blower and electronic static eliminator ensuring a dynamic mix. Available in any number of chambers, the Chesapeake is built to run day in and day out for years of reliable service.

The Skipjack Model is the same as the Chesapeake but features a compact winning ball display, with internal ball tubes to avoid breakage.

The Leprechaun: Travel Machine

The Leprechaun is made for on-site/remote drawings. The machine is compact, easily carried by one person and can handle any numbers of games from 10-100+ ball mix, all in a TABLE-TOP size machine. Available with foam-lined travel case.

The Shamrock: Lotto/Multi-ball pick

The Shamrock is Garron's hard rubber ball machine. The Shamrock has the capacity to mix 10-100+ balls. The Shamrock has a computer-controlled ball selection which is gravity fed and is programmable for any number of winning ball combinations.

The Unicorn: Lotto/Pick 5/7

The Unicorn is a solid, no-nonsense single chamber machine that is available with any number of selections tubes and ball capacities to play Lotto or any other similar game matrix.

The Ovoid: Single Digit

This sleek, aerodynamically-designed drawing machine is ideal for single digit game. Clear mixing chamber and colored back allows high ball contrast.

Garron also offers Money Machines, Ticket Mixing Drums, Prize Wheels and Number Wheels. All machines come with a comprehensive warranty and a 24 hour hot line to ensure immediate help and response, should the need arise. Garron will be there.

Glenconn Inc.

Roger B. Clark, President and CEO
6 Cardinal Road
Hilton Head Island, SC 29926 USA
Tel: 843-342-3714
Fax: 843-842-3715

Glenconn Inc. is a leading supplier of lottery tickets and services to states, provinces and charitable organizations around the world. Glenconn specializes in providing turn-key systems and tickets for Instant and on-line games.

Goyoung Information Services Corp. Ltd.

19F No. 69, Tung Hwa S. Rd, Sec. 2
Taipei, Taiwan, ROC
Tel: (886-2) 2754-9070
Fax: (886-2) 2754-9066

Gova, Inc.

1019 Salt Meadow Lane
McLean, VA 22101
USA
Tel: 804-358-8137
Fax: 804-358-8862

Grafica, Inc.

525 E. Main Street
Chester, NJ 07930 USA
Tel: 908-879-2169
Fax: 908-879-2569

GRS—Gaming Research Services

Lottery & Gaming Research

A Service of Public Gaming Research Institute
4020 Lake Washington Blvd NE, Suite 100
Kirkland, WA 98033 USA
Tel: 425-803-2900
Fax: 425-803-6830
E-mail: publicgam@aol.com

Key Personnel:

Duane V. Burke, President, CEO & Chairman

Research of all types of gaming including lotteries, Indian gaming and casino gaming.

Through its Gaming Research Service (GRS), Public Gaming Research Institute is now making the knowledge and experience from nearly three decades in the gaming industry available to companies for proprietary research projects.

Market research to show the way to increasing sales, feasibility studies to determine the prudence of embarking on new ventures, focus group studies to evaluate products and other targeted, proprietary researches.

RESEARCH—The Path To Growth!

GTECH Corporation

World Headquarters

55 Technology Way
West Greenwich, RI 02817 USA
Tel: 401-392-1000
Fax: 401-392-1234
Website: www.GTECH.com

Unless otherwise noted, e-mail format: firstname.lastname@gtech.com

Key Personnel:

W. Bruce Turner, Chairman *E-mail:* W Bruce Turner@gtech.com
Howard S. Cohen, Chief Executive Officer
Jaymin B. Patel, Sr VP and Chief Financial Officer
Donald L. Stanford, Sr VP of Technology & Chief Technology Officer
Jean-Pierre Desbiens, Sr VP of Worldwide Sales & Business Development
Donald R. Sweitzer, Sr VP of Public Affairs
David Calabro, Sr VP of Global Facilities Management

GTECH Corp. Key Personnel, continued.....

Kathleen McKeough, Sr VP of Human Resources

Antonio Carlos Rocha, Sr VP of Marketing

Marc A. Crisafulli, Sr VP and General Counsel

GTECH Holdings Corporation is the leading global supplier of systems and services for the lottery industry. The company designs, produces, implements, operates and services computerized on-line networks for government sponsored or licensed lottery jurisdictions. In addition, GTECH provides a wide variety of instant ticket support services. GTECH currently has contracts to supply and/or operate lottery systems for 83 customers on six continents.

Halachis Associates

30 Oakvale Road

Framingham, MA 01701 USA

Tel: 508-877-4169

Fax: 508-877-6888

Halladay, Incorporated

76 Boyd Avenue

East Providence, RI 02914-1299 USA

Tel: 401-438-4300

Fax: 401-438-4688

Hazen Paper Company

240 South Water Street

Holyoke, MA 01041-1420 USA

Tel: 413-538-8204

Fax: 413-533-1420

Key Personnel:

Robert E. Hazen, Vice President Sales

E-mail: reh@hazen.com

Judy Getto, Customer Service Manager

Hazen Paper Company is a global paper converter specializing in the manufacturing of security foilboard and holographic laminations for instant scratch-off lottery tickets. Hazen supplies product around the world.

HCL Technologies

A-10&11, Sector III

NOIDA - 201 301, India

Tel: (91-11) 91-520977

Fax: (91-11) 91-550923

E-mail: rpsingh@corp.hcltech.com

Key Personnel:

Shiv Nadar, Chairman, President & CEO

Dennis Ing, Executive VP & Chief Financial Officer

S. Raman, Executive VP & Chief Technical Officer

HCL Technologies America Inc.

330, Potrero Avenue

Sunnyvale CA 94086, USA

Tel: 408-733-0480

Fax: 408-733-0482

Website: www.hcltech.com

Ashok Jain, Executive VP - Sales

Sujit Bakshi, Executive VP - Human Resources

HCL Technologies is a global Software Led IT Services company offering a range of services to global IT companies, software product companies and large/medium end user organizations. Strategically, HCL Technologies has developed its core strengths to address specific market needs and offers a complete repertoire of services. These include:

Technology Development Services: Focused at hardware product companies these services enable them to develop software components that are either embedded or integral to the basic product functionality. They include New Product Development, Re-engineering and Support of Old products, New Technology Development and Maintenance Services.

Application Engineering Services: These services are focused at software product companies, based on our proven skills in applications, Internet and Object Oriented Technologies. The services encompass New Product development, Product redevelopment and Re-engineering as well as product implementation and maintenance.

Professional Services: Targeted towards end user organizations, we offer a suite of project oriented services that span the entire software life cycle to develop and implement customized business and technical solutions.

Networking Services: These include the complete gamut of services required for setting up and maintaining complex networks.

HCL Technologies has been offering all of the above services to the Lottery Industry. Our philosophy of growth through partnerships has been successfully implemented through our joint venture HCL Perot Systems (HPS) and HCL Technologies 100% owned subsidiary HCL James Martin (HCL JMI).

Our offshore facilities comprise eight world-class software factories, conforming to international quality standards. Our client list includes several Fortune 500 companies and industry leaders in respective areas.

Additionally, given our worldwide reach through our geographies in USA, Europe, North Asia, Australia-New Zealand and Japan — enabling us to cover over 80% of the worldwide IT market — we are able to offer global implementation & roll out support to our customers.

Hi-Tech Gaming Ltd.

55 Henri Dunant Street
Moncton, New Brunswick E1E 1E4
Canada

Tel: 506-858-8049

Fax: 506-858-5865

Website: www.hitechgaming.com

Key Contact:

Bill Hennessey, Director of Sales & Marketing

E-mail: bill.hennessey@hitechgaming.com

HKC Inc.

(Henderson Kessinger Consulting Inc.)

12605 Walmer Street
Overland Park, KS 66209 USA

Tel: 913-338-3937

Fax: 913-338-3937

E-mail: HKCInc.@aol.com

Key Personnel:

Jan Kessinger, President

IALS — International Association of Lottery Suppliers

A division of Public Gaming Research Institute

4020 Lake Washington Blvd NE #100

Kirkland, WA 98033

Tel: 425-803-2900

Fax: 425-803-6830

Website: www.publicgaming.com

Memberships:

Sandy Clayton

Tel: 301-977-9334

Fax: 301-216-9734

E-mail: sandyPGRI@aol.com

The International Association of Lottery Suppliers is the only organization of its kind in the world dedicated to lottery suppliers and their efforts to market more efficiently and effectively to the lotteries of the world.

The IALS is structured to meet each member's needs. IALS members benefit from the expertise and experience that PGRI has gathered in more than 30 years in the lottery industry. Drawing from this experience, the IALS is able to offer its members specialized services and industry-specific products developed in direct response to the growing and varied demands of suppliers around the world.

Be a part of the only association in the world that addresses the specific needs of the lottery supplier.

— **Call TODAY to become an IALS Member!** —

IGOR, The Watchdog Corp.

7650 Graphic Drive
Tinley Park, IL 60477 USA

Tel: 708-532-9100

Fax: 708-532-9252

Key Personnel:

Mike Guthrie, President

Sherry Guthrie, Chairman

George M. White, Vice President *E-mail:* gwhite@eosinc.com

Tel: 217-525-1096; *Fax:* 217-525-1121

IGOR, The Watchdog Corp. is a reliable, secure courier service. In addition to being a courier service, IGOR is the “Direct Delivery Distributor of Illinois Instant Lottery Tickets” and provides the lottery with Temporary Sales Reps and Temporary Tel-Sell Reps on an emergency basis.

IGOR also performs the collection and supply function for all Illinois lotto agents for GTECH Corp., the on-line vendor, as well as supports their technical services division with many customer service representatives. IGOR also installs the agent lottery signage, both indoor and outdoor, as well as in-counter dispensers, in Illinois. IGOR installs and maintains all of the instant ticket dispensing machines (ITDMs) in Illinois for On-Point Technology Systems, Inc.

IGT — International Game Technology

9295 Prototype Drive
Reno, NV 89511 USA

Tel: 775-448-7777

Fax: 775-448-0777

Website: www.intgame.com

Key Personnel:

Charles Mathewson, Chairman, CEO

G. Thomas Baker, President & COO

Robert McMonigle, Executive Vice President, Sales

Jerome A. Young, Director, Public Gaming *E-mail:* youngj@intgame.com

Mark Zetzmann, District Sales Manager *E-mail:* zetzmanm@intgame.com

Mark Hutchinson, District Sales Manager

Tim Shortall, District Sales Manager

Andre Brunette, Account Manager

IGT (International Game Technology) is the world leader in the design and manufacture of gaming equipment and proprietary software for computerized wide-area game monitoring systems. IGT systems and machines are operational in North America, South America, Europe, Australia, Asia and Africa.

IGT has supplied VLT and Linked Gaming machines and systems to lottery and private sector organizations since 1992. Additionally, IGT provides development support to lottery organizations interested in understanding the growing linked gaming product area.

Industrial Technology Centre

Unit 12 - 1329 Niakwa Road East

Winnipeg, MB R2J 3T4, Canada

Tel: 204-945-7254

Fax: 204-945-1784

Trevor Cornell, COO

Dave St. Jean, Manager Document Examination Services

The Industrial Technology Centre (ITC), ISO 9001 certified, is a Special Operating Agency of the Province of Manitoba. Since 1990, ITC has offered complete lottery ticket security and consultation services for both instant scratch-off and break-open tickets for national and international lotteries. We enable lotteries to maintain the most secure product possible by providing:

- complete security and quality control testing
- independent and unbiased security evaluation
- detailed objective reports with samples of compromised tickets
- continuing development of new methods and techniques
- strict confidentiality of results

We offer customized research programs to assist lotteries in evaluating new products and technologies as well as security seminars for game designers.

The Industrial Technology Centre will provide cost-effective, value added technical services which will meet the commitments made to our customers.

Innovative Incentives

Franny Levinson, CEO

1304 SW 160th Ave Ste 205A
Ft. Lauderdale, FL 33326 USA

Tel: 954-384-1124

Fax: 954-384-2125

Innovative Solutions & Strategies

Don Walsh, President

8884 Gray Hawk Point
Orlando, FL 32836 USA

Tel: 941-420-2621

Fax: 941-424-8386

INSIGHT3

218 West Washington Suite 820
South Bend, IN 46601 USA

Tel: 219-232-0374 / 800-949-0361

Fax: 219-232-6002

E-mail: insight3@skynet.net

Key Personnel:

Jeffrey R. Paunicka, President

Mary Jo Grant, Office Manager

Joanne Marcellis, Director - Gaming Industry

Jaclyn Paunicka, Product Associate

INSIGHT3 provides a line of cleaning products for the maintenance and care of equipment that read optical lottery tickets, currency validators, acceptors and magnetic stripe cards.

- 380MRC — Lottery optical reader/cleaning card
- WonderCard — Bill validator/acceptor cleaning card
- MAGPSF — Magnetic stripe reader cleaning card
- MAGREUK — Magnetic stripe reader cleaning reusable kit
- SMTPG — Smart card reader cleaning card

The company also offers a full line of barcode and magnetic stripe reading equipment including slot readers, barcode wands, laser scanners and thermal printers.

INSIGHT3 — servicing the worldwide market!

Instant Technologies, Inc.

dba Intec

74 Fall River Avenue

Rehoboth, MA 02769 USA

Tel: 508-336-6222 / 888-244-6832

Fax: 508-336-5111

Key Personnel:

George L. Schneider, Esq., President

Gerard Martin, Director

Victor J. Collucci, VP, Sales & Marketing

J. Dennis Morgan, Chief Financial Officer

David Bouchard, Director, Operations

Louis P. Menna, Chief Engineer

Intec manufactures a wide variety of lottery vending equipment including, instant ticket vending machines (ITVM), pull-tabs, wall mount and in-counter units, as well as in-lane capabilities. Intec also offers a complete modular system for instant ticket vending. Intec's various styles in vending machines enable us to offer lotteries customized cabinets depending on their individual needs.

Instant Technologies Key Features:

- a state of the art patented "retroburst" which quickly and cleanly breaks the perforation of the instant ticket.
- can handle 1-16 dispensing capacity depending on application
- dispenses "2-12" ticket lengths
- quick and easy 10 second loading, with no manual adjustments
- total accounting and auditing capabilities
- optional internal or external on-site printer
- remote control knock-off to enable or disable bill acceptor up to 700 ft.
- tee handle locks for extra security

Interactive Gaming Systems (IGS)

Galestadsvagen 2-4
415-80 Goteborg, Sweden
Tel: (46) 31-3388000
Fax: (46) 31-3388285

Interlott Technologies, Inc.

7697 Innovation Way
Mason, OH 45040 USA
Tel: 513-701-7000
Fax: 513-701-0272

Key Personnel:

L. Rogers Wells, Jr, Chairman
David F. Nichols, President & CEO
Thomas W. Stokes, Chief Operating Officer
Dennis W. Blazer, Chief Financial Officer
David Wagoner, Vice President Operations
Jeffrey S. Staples, Director of Governmental Affairs
Stephen Loring, Director of Marketing
Mark Marraccini, National Sales Manager
Zoran Mirkovic, International Sales Manager
Byron E. Boothe, Account Executive
Nikki Knight, Account Executive
Sherry Soard Account Executive

E-mail: dnichols@interlott.com
E-mail: tstokes@interlott.com
E-mail: dblazer@interlott.com
E-mail: dwagoner@interlott.com
E-mail: jstaples@interlott.com
E-mail: sloring@interlott.com
E-mail: mmarraccini@interlott.com
E-mail: sales@interlott.com
E-mail: sales@interlott.com
E-mail: sales@interlott.com
E-mail: sales@interlott.com

As the market leader, Interlott is a fully integrated company that designs and manufactures stand-alone instant, pull-tab, and combination (instant/pull-tab) ticket dispensing machines as well as grocery store in-lane solutions and c-store counter dispensers. Interlott machines are capable of dispensing up to 24 different games.

Interlott products offer:

- Ten (10) year proven track record
- A patented burster process that cleanly separates instant tickets
- A patented "ShurShuttle" process that dispenses a variety of pull-tab tickets without mechanical adjustments
- Ability to dispense tickets of varying sizes and values
- The most advanced, reliable and security features in the industry
- Accounting software that provides multiple sales reports
- Operating software designed for easy and quick use
- Reporting from an internal printer and modem
- UL listing and FCC approval
- Custom painting and labeling
- Advanced Communication Software (ACS) for uploading sales information to a central computer system

International Career Placement Services (ICPS)

A Service of Public Gaming Research Institute

Contact Office:

1418 North Lake Shore Drive
Chicago, IL 60610 USA
Tel: 312-649-6577
Fax: 312-649-9863
E-mail: pgrinst@aol.com

West Coast:

4020 Lake Washington Blvd NE, Suite 100
Kirkland, WA 98033-7862 USA
Tel: 425-803-2900
Fax: 425-803-6830

Key Personnel:

Sharon Sharp, Director (Contact)
Duane V. Burke, President, CEO & Chairman
David Mello, Vice President, Marketing & Sales

ICPS helps individuals and organizations take advantage of the world of opportunity that awaits them. ICPS facilitates employment changes so that the individual and the organization can grow together and succeed.

International Career Placement Services, continued...

At ICPS, we view career and organizational change as a path that leads to new opportunities for both the individual seeking new employment and for the organization seeking to fill a position. We work with individuals and organizations to ensure that both are matched in a mutually beneficial arrangement.

— A World of Opportunity Through Change —

International Gamco/Oasis Technologies

9335 North 48th Street
Omaha, NE 68152-1541 USA
Tel: 800-257-6644
Fax: 402-571-7941
Website: www.intlgamco.com

Key Personnel:

Phillip J. Glassman, President
Mark Stevens, VP, Sales & Marketing
Bob Koory, Chief Financial Officer
Steven Edie, VP, Manufacturing
John Adams, Vice President, General Counsel
Emile Bourgoyne, Government Affairs
Mary Abel, Mktg Manager, Lottery & Promotional Games

International Gamco, known for its quality manufacturing, innovation and premier service, has worked for the last 17 years in multiple gaming markets in the U.S. and abroad to deliver an unmatched mix of innovative products to the gaming industry. Gamco and Scientific Games International have a marketing and supply agreement for U.S. pull-tab Lottery contracts, currently supplying Massachusetts, Oregon, Indiana, Kentucky, Connecticut, Kansas and Idaho. Gamco purchased and operates the former Scientific Games pull-tab operation, GameTec, in addition to its state-of-the-art Omaha facility.

Oasis Technologies provides leading technology to the Lottery industry with the Oasis Electronic Instant Ticket Vending Machine (EITVM). Oasis EITVM offers players the traditional scratch ticket and/or pull-tab with the same prize structure, game themes and method of play with the exact play characteristics of the paper counterpart; networked, finite play. Only the medium differs, as it uses a touch screen delivery system. Oasis EITVM Network greatly improves the security, integrity and accountability of the traditional paper game.

- Oasis EITVM Network allows little room for human intervention that can create honest mistakes or even intentional fraud.
- Oasis EITVM Network provides on-the-spot reporting that gives lotteries information for much needed reports and statistics instantly.
- Oasis EITVM Network leaves no chance of counterfeiting when the ticket is on a computer monitor. Winning vouchers are printed for players to be redeemed and validated by the retailer.

Oasis EITVM Network answers today's tough questions facing lotteries around the world. As the ever-increasing competition in gaming continues to intensify, Oasis brings the instant ticket into the next generation.

International Lottery & Totalizator Systems (ILTS)

2131 Faraday Avenue
Carlsbad, CA 92008 USA
Tel: 760-931-4000
Fax: 760-931-1789
E-mail: mktg@ilts.com
Website: www.ilts.com

Unless otherwise noted, e-mail format: firstinitiallastname@ilts.com

Key Personnel:

M. Mark Michalko, President
Robert McPhail, VP Sales & Marketing
Jim Snow, Marketing Manager

Oasis Technologies

7204 World Communications Drive
Omaha, NE 68144 USA
Tel: 800-257-6644
Fax: 402-530-6644
Website: www.oasistechglobal.com

Key Personnel:

Scott Henneman, President
John Adams, Executive VP / General Counsel
Pat Cavanaugh, CFO
Paul Burnell, COO
Mark Stevens, VP, Director of Mktg & Sales
Norm Millerschone, Director of Engineering

Chuck Bullard, Sales Manager Latin America
Ted Bowman, North American Sales Manager

International Lottery & Totalizator Systems, continued...

Worldwide Locations

ILTS Australia, Sydney

(61-2) 9844-5154
(61-2) 9844-5460 Fax

Key Contact:

John Duggan
E-mail: johnd@iltsa.com.au

ILTS Europe, Oslo

(47-67) 147376
(47-67) 148068 Fax

Key Contact:

Ragnar Wormdahl
E-mail: ragnar@wormdal.com

Asia/Pacific Sales Office, Manila

(63-2) 811-0065
(63-2) 811-0538 Fax

Key Contact:

Robert F. McPhail
E-mail: mcphail@ilts.com

International Lottery & Totalizator Systems is a leading supplier of on-line lottery systems, with installations worldwide. ILTS offers the entire spectrum of lottery products and services including gaming system software, instant ticket management, agent terminals, data communications, consulting, training, facilities management and maintenance support.

INTRALOT S.A.

64, Kifissias Avenue & 3 Premetis Street

151 25 Athens, Greece

Tel: (301) 6106801

Fax: (301) 6106800

E-mail: info@intralot.com

Website: www.intralot.com

Key Personnel:

Constantinos Antonopoulos, Vice Chairman & CEO

John Katakis, Deputy General Director

George Tsaknakis, Business Development Director

E-mail: jaxa@ilot.intranet.gr

E-mail: jkat@ilot.intranet.gr

E-mail: tsaknakis@ilot.intranet.gr

INTRALOT, specializes in the design, development, support and operation of on-line lotteries worldwide. INTRALOT's extensive know-how in gaming technology supports all aspects of the wagering business and competes internationally for solutions in all kinds of gaming, wagering and betting. Gaming applications include: Numerical Lotteries, like Lotto and Proto; TV Lottery Games, like Keno and Bingo; Sports Lotteries, like Toto, Basket Score and Fixed Odds Betting, Totalizators for horse-race wagering and Instant Lotteries. Moreover, INTRALOT provides the wide spectrum of services required for the efficient, profitable and secure operation of a Lottery Organization.

The integrated Lottery Systems developed by INTRALOT rank among the most modern and flexible worldwide, distinguished by their quality, security, reliability and expandability. The turn-key solutions include the LOTOS Software Platform (supports a variety of games and provides multiple system variations), the Coronis series of terminals (introduce innovative features by utilizing state-of-the-art technological developments) and the HELIOS VEGAS (an advanced system for data live video management and transmission to the point of sale). Based on its extensive know how on lottery operation, INTRALOT offers its clients a full range of services which includes marketing support, development of sales network, systems support and operation, organization and training, risk management.

INTRALOT has implemented or contracted system applications or lottery operations in Europe, where besides Greece and Cyprus, it dominates the market of eastern European countries (Russia, Moldova, Romania, Bulgaria, Ukraine, Yugoslavia) and is present in South Africa and Latin America. In total, more than 27,000 terminals have been contracted to the Group, constituting one of the largest installed terminal basis of automated wagering systems.

INTRALOT has undertaken with great success the operation of instant lotteries and fixed odds betting games in Greece. The Greek sport fixed odds betting game is the first game worldwide in terms of total sales, while instant lottery is among the 10 best.

INTRALOT's consolidated turnover for the year 2000 reached Euro 242.1 million compared to Euro 157.3 million for the same period last year. Profits before taxes have boomed to Euro 41.5 million compared to Euro 8.6 million, a significant increase of 386%.

Ipsos-Reid Corporation

600, 635 8th Avenue SW
Calgary, Alberta T2P 3M3
Canada

Tel: 403-237-0066

Fax: 403-294-1535

Website: www.ipsos-reid.com

Unless otherwise noted, e-mail format: firstname.lastname@ipsos-reid.com

Key Personnel:

Angus Reid, President

Cathy Heatherington, Sr VP

Bernie Paille, Sr Research Manager

Penny McTaggart-Cowan, Sr Research Manager

Fifth Street Towers

100 South Fifth St, Suite 2200

Minneapolis, MN 55402 USA

Tel: 612-904-6970

Fax: 612-904-6980

Andrew Warrack, Research Manager

Christian Colenutt, Research Manager

Jennifer Winter, Research Manager

Ipsos-Reid Corporation is an international public marketing research organization with a specialized lotteries and gaming division in Canada and the U.S. Custom qualitative and quantitative research is conducted on behalf of both lottery vendors and numerous lotteries worldwide. Customized lottery market segmentation is conducted in a range of jurisdictions, including Louisiana, Maryland, Nebraska, Oregon, Texas and Connecticut. As well, numerous focus groups, mini-labs, and market simulations have been conducted to test new game concepts and communications-promotions strategies.

Ipsos-Reid Group is a full-service research firm with 300 senior marketing research managers and an in-house field division. With 10 offices throughout North America, and 500 CATI-equipped telephone interviewing stations, the firm is well equipped to meet a range of research objectives.

ITVM International, L.L.C.

(A Joint Venture Comprised of American Games, Inc., Chris Harter and Chuck Harter)

504 34th Avenue

Council Bluffs, IA 51501 USA

Tel: 800-874-2697 / 712-366-9553

Fax: 888-264-2637 / 712-366-5017

E-mail: amgammktg@aol.com

Key Personnel:

Chris Harter, President & Owner

Chuck Harter, Owner

ITVM International specializes in the design, engineering and production of state-of-the-art Maxim™ instant scratch-off ticket vending machines (ITVMs) for the lottery industry. The Maxim™ offers three models with flexible game capacity: 3 to 12 games, 3 to 18 games and 4 to 24 games in the smallest footprints currently available. These models feature printed reports, audit tracking and other helpful management features as well as dial-up capabilities. SmartVend technology onboard constantly performs self-diagnostics to assist in machine service and maintenance.

JCM American Corp.

Aki Isoi, President

925 Pilot Road

Las Vegas, NV 89119 USA

Tel: 702-651-0000

Fax: 702-651-0003

E-mail: marketing@jcm-american.com

Website: www.jcm-american.com

Key Personnel:

Bill Douba, Director of Sales

JCM is the gaming industry leader and creator of the new industry standard bill acceptor, the World Bill Acceptor (WBA). The WBA series provides the hardware, software, communications capabilities and modular flexibility that will be required of your bill acceptor, to fulfill future needs as your business enters the new millennium.

JCM American, continued...

JCM's currency equipment is internationally recognized as the best in the world and we have the experience to create solutions for you.

JCM technology provides the highest acceptance rate of street grade bills, while offering maximum security for your money. JCM employs a minimum of five different sensing technologies for security against counterfeiters. There are also mechanical and software protections built into your bill acceptors to prevent theft by stringing. JCM provides continuous software and hardware support to accommodate new currency releases, counterfeit detection upgrades and backs all their equipment with an unparalleled one-year warranty.

JCM revolutionized the gaming industry in 1991, by creating the embedded bill acceptor and the lockable removable cash box. JCM is re-revolutionizing the market again with the introduction of printers and the HBP-05 Note Hopper. These innovative products will allow a game machine to dispense custom paper tokens, cash, coupons or tickets. JCM offers barcode reading technology, smart cash box technology, international currency acceptance and much more.

JCM is dedicated to continuing research and development to bring the latest innovations in technology and improvements to your business. JCM is the choice of equipment for the new Canadian Lotteries and our products serve extensively in the international markets for gaming, amusement, banking, petroleum and vending with MDB compatibility. JCM equipment is the choice of the top gaming OEMs such as Anchor, Bally, CDS, IGT, Williams and Unidesa.

For additional information on these and our extensive line of innovative products please contact your local JCM representative or call 1-800-683-7248 or e-mail us at marketing@jcm-american.com and it will be our pleasure to assist you.

Jonathan Goodson Productions

4500 Wilshire Boulevard, 2nd Floor

Los Angeles, CA 90010 USA

Tel: 323-930-6001

Fax: 323-930-6007

Key Personnel:

Jonathan M. Goodson, President

E-mail: Jonathan_Goodson@goodsontv.com

Hal Smith, Executive Vice President

E-mail: hsmith4444@aol.com

Jonathan Goodson Productions has distinguished itself as the "Tiffany" of television program production companies. Its personnel has produced such classics as The Price is Right, To Tell the Truth, What's My Line, Password, Concentration, Match Game and Family Feud.

Jonathan Goodson Productions has actively formed groundbreaking associations with government lotteries throughout the United States and individual countries worldwide. Its television game shows are proven to drive sales of lottery tickets.

Jonathan Goodson Productions has worked with more than 25 lotteries worldwide including Powerball: The Game Show, California's Big Spin, Illinois' Luckiest, New York Wired, Pennsylvania's 25th Anniversary Special, Win 'N Spin and Zama Zama in South Africa, and shows for the countries of Brazil, Estonia, Hungary and Lithuania.

KEBA AG

Gewerbepark Urfahr

P.O. Box 111

A-4041 Linz, Austria

Tel: (43) 732-7090-0

E-mail: keba@keba.co.at

Fax: (43) 732-730910

Website: www.keba.com

Key Personnel:

Gerhard Luftensteiner, Executive Vice President *E-mail:* lu@keba.co.at

Herbert Sandner, Branch Manager Lottery Systems *E-mail:* sh@keba.co.at

Werner Pilnei, Project Manager *E-mail:* piw@keba.co.at

Christian Boucek, Project Manager *E-mail:* bou@keba.co.at

Keba offers KeWin, the multimedia online terminal for lotteries.

KellyCom Gaming

Judi Kelly, President

Box 4 LPO

Maroubra South, NSW 2035 Australia

Tel: (61-2) 93141111

Fax: (61-2) 96645677

E-mail: gaming@ozemail.com.au

Korea Lottery Services, Co.

6F Pumyang Bldg 750-14

Bangbae-Dong, Seocho-Ku

Seoul, Korea

Tel: (82-2) 595-3967

Fax: (82-2) 595-3534

Key Personnel:

Ki Tae Nam, President

Jeffrey H. K. Kim, Vice Presiden

Chang Mee Seo, General Manager

Lapis Software Associates

601 Jefferson Road

Parsippany, NJ 07054 USA

Tel: 973-884-4006

Fax: 973-884-4233

Website: www.lapis.com

Key Personnel:

Jean Lombard, CEO/President

Edward Pease, CIO

Adam Shapiro, COO

E-mail: jlombard@lapis.com

E-mail: tpease@lapis.com

E-mail: ashapiro@lapis.com

Lapis Software Associates supplies a wide range of technology consulting services, with an emphasis on high performance, mission critical, distributed applications. In the on-line gaming industry, Lapis Software Associates is one of the leading software and consulting organizations.

The Lottery Channel, Inc.

Corporate Office

425 Walnut Street Suite 2300

Cincinnati, OH 45202 USA

Tel: 513-381-0777

Fax: 513-721-6035

Website 1: www.lottery.com

Website 2: www.game-land.com

Key Personnel:

Roger W. Ach, II, Chairman & CEO

Carol Meinhardt, Exec VP of Administration

R. Casey Barach, Sr VP of Bus Development

E-mail: rwa@lottery.com

E-mail: carol@lottery.com

E-mail: cbarach@lottery.com

Production Office

2000 Universal Studios Plaza, Ste 100

Orlando, FL 32819 USA

Tel: 407-248-6262

Fax: 407-248-1144

Key Personnel:

Monique Smith, Director of Client Services

Ray Jefferson, Production Manager

Jeff Harris, Director

E-mail: monique@lottery.com

E-mail: rayj@lottery.com

E-mail: jeff@lottery.com

Kilmer & Kilmer, Inc.

125 Truman Street NE

Suite 200

Albuquerque, NM 87108 USA

Tel: 505-260-1175

Fax: 505-260-1155

KPMG Consulting LP

121 Bloor Street East

Suite 405

Toronto, Ontario M4W3M5 Canada

Tel: 416-969-6598

Fax: 416-922-5380

The Lottery Channel, continued....

Sales Office

186 Main Street
PO Box 475
Altamont, NY12209 USA

Tel: 518-861-7446

Fax: 518-861-7449

Key Personnel:

Jeff Perlee, Managing Director

E-mail: jperlee@lottery.com

The Lottery Channel is a production and internet communications company working exclusively with the lottery industry. In addition to production, The Lottery Channel owns www.lottery.com and www.gameland.com, the premier sites on the web for lottery information and for shockwave games

Lottery Services International, Inc.

249 Cumberland Avenue
Bakerville, NC 28801 USA

Tel: 828-281-3053

Fax: 828-381-2215

Lottery Technologies Enterprises

Leonard Manning, CEO

2101 Martin Luther King Jr Avenue SE
Washington, DC 20020 USA

Tel: 202-678-7200

Fax: 202-678-3121

A minority-controlled joint venture, **Lottery Technologies Enterprises** is the on-line vendor to the D.C. Lottery and Charitable Games Control Board.

The Lottery Works International

1000 E State Parkway, Suite F
Schaumburg, IL 60173-4592 USA

Tel: 847-490-7850

Fax: 847-490-1875

Key Personnel:

Robert Nielsen, President

E-mail: pop@rnielsen.com

Ted Hope, Accounts Manager

E-mail: thope@cda-inc.com

Tel: 905-686-7000 *Fax:* 905-686-1177

A division of CDA Industries, The Lottery Works International are designers and suppliers of lottery point-of-purchase merchandising programs, and your best source for play centers, displays, indoor/outdoor signs and the widest range of lottery support materials available.

The Lottery Works....for you....EVERY TIME!

LottoFone, Inc.

205 The Strand
Alexandria, VA 22314-3317 USA

Tel: 703-836-3800 / 866-333-3456

Fax: 703-548-9001

E-mail: WLP1044@aol.com

Website: www.LottoFone.com

Key Personnel:

Willem Polak, President & Chairman

Art Rosenberg, CFO

Jeff Ellis, Vice President

Bruce Ellis, Vice President

Rob Potter, Telecommunications Manager

LottoFone offers its distinctive interactive innovative telecommunications service in two forms - the LottoFone System and the LottoFoneCard.

The LottoFone System provides access to all on-line games through an intra-state telecommunications connected directly to the host computer. With a capacity for over 50,000 calls per hour in a multitude of languages, the system provides lotteries access to middle and upper income marketing niches normally not associated with lottery play.

The LottoFoneCard, a prepaid telephone wagering card, can be sold by both traditional and non-traditional retailers. It allows lotteries to know who plays, where and when, how often, and which games are played. Marketing demographics and incentive opportunities are limitless. The service can be offered in any language.

Lottotron, Inc.

Joseph A. Fiscella, President
207 Lodi Street
Hackensack, NJ 07601 USA
Tel: 201-883-1444
Fax: 201-883-0830
E-mail: jfiscella@lottotron.com
Website: lottotron.com

Lottotron holds five (5) U.S. Patents covering all types of Automated Interactive Wagering utilizing every conceivable medium for transmission, including telephone, computer, cellular, satellite, and fiber optic. Lottotron welcomes inquiries regarding licensing and partnering proposals.

MacLaren McCann West

10th Floor
900 West Hastings Street
Vancouver, BC V6C 1E5 Canada
Tel: 604-689-1131
Fax: 604-687-6955

Maritz Marketing Research Inc.

1355 North Highway Drive
Fenton, MO 63099 USA
Tel: 800-446-1690
Fax: 636-827-8605
Key Personnel:
Al Goldsmith, Vice President

MarketVision Research

4500 Cooper Road
Cincinnati, OH USA 45242
Tel: 513.791.3100
Fax: 513.794.3500
Website: www.marketvisionresearch.com
E-mail: info@mv-research.com

Key Personnel:

Jon Pinnell, President/COO **Tel:** 513-794-3510
Rex Repass, Senior Vice President **Tel:** 513-794-3501
Brad Crouch, Research Director, Marketing Sciences

Lottery clients have benefited from MarketVision's expertise in conducting quantitative and qualitative research in multiple jurisdictions. MarketVision has developed research programs for lottery clients to identify spending patterns, segment markets, track games purchase patterns, evaluate marketing/communications, evaluate pricing, and develop new lottery products. Techniques employed include multidimensional segmentation, perceptual mapping, tracking studies, conjoint analysis, discrete choice modeling, and qualitative research. MarketVision has developed a proprietary technique – *GameVision* – a discrete choice design used to evaluate lottery game concepts prior to product introduction. This technique distinguishes games with strong player appeal and allows lottery management to benchmark new game concepts against those already in the market. MarketVision has worked with 20+ lottery jurisdictions in the U.S. and Europe. In addition to quantitative experience, MarketVision has conducted hundreds of focus groups sessions for lottery clients.

MarketVision is a full-service marketing research firm with capabilities ranging from study design to execution and analysis. With a world-class Marketing Sciences Group, preferred suppliers in the U.S. and abroad, in-house telephone and Internet data collection capabilities, focus group moderators, and lottery experienced client service teams, MarketVision is ready to meet the needs of lottery clients worldwide.

Matrix Lottery Merchandising

222 Wisconsin Avenue
Suite 106
Lake Forest, IL 60045 USA
Tel: 847-604-9390
Fax: 847-604-9380

Key Personnel:

Glenn Gratta, Executive Director *E-mail:* glenn.gratta@idmd.com

Matrix Lottery Merchandising is a division of IDMD Design and Manufacturing, specializing in the development and production of powerful point-of-purchase merchandising systems, displays and signage. We offer a wide range of lottery-specific materials and services to meet the challenges of competing for effective retail presence.

From jackpot signage and countertop ticket validator stands.... To curb signs, play centers, indoor and outdoor illuminated signs, and more...

Matrix is your full-service merchandising partners.

MDI Entertainment, Inc.

201 Ann Street
Hartford, CT 06103 USA
Tel: 860-527-5359 / 800-572-7082
Fax: 860-527-5920
E-mail: webmaster@mediadropin.com
Website: www.mdientertainment.com

Key Personnel:

Steven M. Saferin, President & CEO
Chuck Kline, Exec VP, Marketing
Bob Kowalczyk, VP & General Manager
Linda Saferin, Senior Vice President
Lou Totino, Senior VP, Marketing
Don Walsh, Senior VP, Sales
Bev Opie, Regional VP
Greg Hoelk, Regional VP
Ken Przyslecki, CFO
Marcia Firsick, Director of Client & Creative Services

E-mail: steves@mediadropin.com
E-mail: chuckk@mediadropin.com
E-mail: bobk@mediadropin.com
E-mail: lsaferin@mediadropin.com

E-mail: kpcfo@mediadropin.com
E-mail: marciaf@mediadropin.com

MDI Entertainment, Inc. is the leading supplier of licensed proprietary lottery instant and on-line games and promotions based on extraordinarily popular consumer brands generally falling into the categories of entertainment, famous American icons, American pop culture and popular games of chance. The company is the pioneer in the use of consumer merchandise as lottery prizes to add entertainment value to a lottery player's experience, having supplied more than five million merchandise prizes to lottery players over the past decade.

Research of participants in MDI lottery promotions has demonstrated that the games achieve the lottery marketing objectives of encouraging product trial by new and lapsed players, building play frequency among all player segments, increasing spending, cross-selling of other lottery products and generally adding fun and entertainment value to the lottery play experience.

Approximately 30 properties are currently available to lotteries through MDI, including: Elvis Presley, the Hollywood Sign and Hollywood Walk of Fame, Harley-Davidson®, Times Square 2000™, Wheel of Fortune®, Jeopardy!®, Betty Boop™, Louisville Slugger®, Dale Earnhardt®, Richard Simmons®, Hummer®, Tabasco®, Heroes of Space™, James Bond 007®, The Nashville Network/TNN®, Genuine CMT/Country Music Television®, , Dick Clark's American Bandstand®, Twilight Zone™, The Outer Limits™, The Pink Panther™.

MDI promotions typically supplement cash prizes with branded merchandise in order to create a special appeal for the game among consumers with a strong affinity to a particular brand. When a lottery uses merchandise in an MDI licensed game, MDI waives the lottery's obligation to pay license and royalty fees associated with the licensed property.

MDI also owns patents for the very popular card game themes for lottery instant tickets, Hold 'Em Poker® and Jacks or Better®, and for a new daily on-line lottery concept called Pick 2 Spin™.

In the summer of 1999, MDI launched a new mail order catalogue and Internet e-commerce business enterprise called the Lottery Prize Shop. An extension of its Licensed Games operation, the Prize Shop enables a participating lottery to earn royalty revenues by offering its players the opportunity to purchase branded merchandise at discounts, using non-winning lottery tickets as coupons.

MDI also offers its Instant Entertainment Connection promotion to lotteries worldwide. MDI's "Money, Movies, Music" games offer the world's most popular movie videos and music CDs and cassettes as lottery prizes. More than 20 lotteries in North America have implemented these games. In 1999 the first Australian lottery version of the game is expected to debut in New South Wales.

MDI provides complete merchandise fulfillment and winner satisfaction services for each of its promotions and will provide a variety of POS including brochures, posters, counter cards, etc. to support any of its promotions. MDI also manages second chance merchandise drawings for several of its lottery customers.

Merchandising Inventives

1665 S Waukegan Road
Waukegan, IL 60085, USA
Tel: 847-688-0591 / 800-367-5653
Fax: 847-775-6974
E-mail: info@merchinv.com
Website: www.merchinv.com

The Millennium Group

Michael Collura, President
34 Bishops Forest Drive
Waltham, MA 02452 USA
Tel: 781-889-5671
Fax: 781-373-1248

Mirabella Smith & McKinnon, Inc.

521 North Adams Street
Tallahassee, FL 32301 USA
Tel: 850-222-1877
Fax: 850-561-6395
E-mail: MSMFlorida@aol.com
Website: www.msmflorida.com

Key Personnel:

Frank A. Mirabella, President
E-mail: Frank@msmflorida.com
Pamela P. McKinnon, Vice President
Damon Smith, Executive Vice President

Mirabella Smith & McKinnon, Inc. is a full-service public and governmental relations consulting firm based in Tallahassee, Florida. Areas of specialty include lobbying before the legislature, the executive branch, and administrative and regulatory agencies, as well as strategic planning and support for political campaigns, and strong public relations support and counseling

Money Controls Inc.

34000 Vokes Drive
Eastlake, OH 44095 USA
Tel: 440-946-3000
Fax: 440-946-9829

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Jan Manning, Director, Gaming Industry

51 Oxford Street
Springfield, MA 01108 USA
Tel: 413-733-1110
Fax: 413-733-8583
E-mail: mannington@earthlink.net

Northern Technologies Inc.

E. 23123 Mission
Liberty Lake, WA 99208 USA

Tel: 800-727-9119

Fax: 509-927-0435

Website: www.northern-tech.com

Key Personnel:

John Eric Jensen, Account Manager **E-mail:** johnj@northern-tech.com

Northern Technologies offers AC power and data line protection.

Nter Technologies

1801 McGill College Avenue, Suite 930
Montreal, Quebec H3A 2N4 Canada

Tel: (514) 987-Nter (6837)

Fax: (514) 987-2000

Website: www.tech-nter.com

Key Personnel:

Simon Brodeur, President and CEO **Tel:** (514) 987-2001 **E-mail:** simon.brodeur@tech-nter.com

Gaétan Roy, Executive VP, Information Technology **Tel:** (514) 987-2002 **E-mail:** gaetan.roy@tech-nter.com

Serge Boucher, VP, Finance and Administration

Tel: (514) 987-2012 **E-mail:** serge.boucher@tech-nter.com

François Ouzilleau, VP, Outsourcing and Customer Services

Tel: (514) 987-2004 **E-mail:** francois.ouzilleau@tech-nter.com

Nter Technologies is a privately owned company that brings together the expertise of two Quebec giants: Loto-Québec in the gaming industry, and CGI for computer services and new technologies. Nter Technologies offers products and services in the lottery, casino, video lottery, and bingo fields such as:

- A complete on-line lottery management system adapted to modern technologies - offering solidity, integrity, performance, security, and unfailing reliability;
- Specific applications developed for the casino, bingo, video lottery gaming sectors;
- New gaming products adapted to the latest technologies;
- Business development and marketing support.

Oberthur Gaming Technologies Inc.

3000, boul. de l'Assomption
Montreal (Quebec) H1N 3V5 Canada

Tel: 514-254-3000

Fax: 514-254-4542

Corporate Officials:

Emmanuèle Cousineau, President & CEO - Corporate

Tel: 514-254-3000, Ext. 335; **Fax:** 514-254-1411

E-mail: ecousineau@mtl.oberthurgt.com

Etienne Couelle, Executive VP & COO – Corporate

Tel: 210-509-9999, Ext. 400; **Fax:** 514-254-6172

E-mail: ecouelle@sa.oberthurgt.com

Sean Athey, VP, Marketing - Corporate

Tel: 210-509-9999, Ext. 260; **Fax:** 770-534-1444

E-mail: seathey@mindspring.com

José de Campos Pereira, VP, International Sales – Corporate

Tel: 514-254-3000, Ext. 315; **Fax:** 514-254-5180

E-mail: jpereira@mtl.oberthurgt.com

Joaquin Casajuana, VP, International Sales - Corporate

Tel: 770-528-0208; **Fax:** 770-528-9808

E-mail: casajuana@email.msn.com

John Connelly, VP, Business Development

Tel: 210-509-9999; **Fax:** 210-509-2910

E-mail: Jconnelly@sa.oberthurgt.com

Oberthur Gaming Technologies Corp.

9999 Westover Hills Blvd.
San Antonio, TX 78251-4199 USA

Tel: 210-509-9999

Fax: 210-509-2930

U.S. Operations Officials:

Etienne Couelle, President & CEO

Tel: 210-509-9999, Ext. 400; **Fax:** 210-509-2910

E-mail: ecouelle@sa.oberthurgt.com

Kathy Matson, VP, Sales and Marketing

Tel: 210-509-9999, Ext. 251; **Fax:** 210-509-2930

E-mail: kmatson@sa.oberthurgt.com

Zoann Attwood, VP, U.S. Marketing

Tel: 210-509-9999, Ext. 259; **Fax:** 210-509-2930

E-mail: zattwood@sa.oberthurgt.com

Canadian Operations Officials:

Emmanuèle Cousineau, President & CEO

Tel: 514-254-3000, Ext. 335; **Fax:** 514-254-1411

E-mail: ecousineau@mtl.oberthurgt.com

Garry W. King, VP, Sales and Marketing

Tel: 514-254-3000, Ext. 280; **Fax:** 514-254-4542

E-mail: gking@mtl.oberthurgt.com

Oberthur Gaming Technologies Pty. Limited

4 Ford St.

Huntingwood, NSW 2148 Australia

Tel: (61-2) 9672 5000

Fax: (61-2) 9672 5010

Australian Operations Officials

Paul Howell, Managing Director

Tel: (61-2) 9672 5000; *Fax:* (61-2) 9672 5010

E-mail: phowell@syd.oberthurgt.com

Kevin Downes, Marketing Manager

Tel: (61-2) 9672 5000; *Fax:* (61-2) 9672 5010

E-mail: kdownes@syd.oberthurgt.com

Klaus Tietjens, Sales Manager

Tel: (61-2) 9672 5000; *Fax:* (61-2) 9672 5010

E-mail: ktietjens@syd.oberthurgt.com

Oberthur Gaming Technologies S.A.

Zone industrielle de l'Etang

63290 Puy-Guillaume, France

Tel: (33-4) 73.94.17.27

Fax: (33-4) 73.94.86.00

European Operations Officials:

Eric Hauw, Plant Director

Tel: (33-4) 73.94.17.27; *Fax:* (33-4) 73.94.86.00

E-mail: ehauw.pg@pg.oberthurgt.com

Yves Hémard, Sales and Marketing Director

197, boul. Malesherbes

75017 Paris - France

Tel: (33-1) 56.33.94.50; *Fax:* (33-1) 56.33.94.51

E-mail: yhemard@pg.oberthurgt.com

The Symbol of Excellence

Winning in Today's Market Requires a Commitment to Excellence

As the strategic partner responsible for more lottery innovations than any other, providing our customers with winning concepts that reach new markets and increase sales continues to be our priority. So while instant products have been in the market for over three decades, lotteries around the world must be more creative than ever to maintain and increase player interest. To reach this goal, Oberthur believes in continually offering its customers new ideas and unique choices to help them succeed in an ever-changing market. We refer to this strategic approach to your market as Oberthur's "Winning Concepts™."

On-Point Technology Systems Inc.

1370 W. San Marcos Blvd

Suite 100

San Marcos, CA 92069 USA

Tel: 760-510-4900

Fax: 760-510-4949

Pannier Graphics

345 Oak Road

Gibsonia, PA 15044 USA

Tel: 724-265-4900

Fax: 724-265-4300

Pennan Consulting

Inge Ask, President

Tomtebogatan 17

SE-113 39 Stockholm, Sweden

Tel: (46-8) 310590

Fax: (46-8) 336945

E-mail: pennan@tv-bingo.com

Peripheral Dynamics Inc.

5150 Campus Drive

Plymouth Meeting, PA 19462-1197 USA

Tel: 610-825-7090 / 800-523-0253

Fax 1: 610-834-7708

Fax 2: 610-825-1258

E-mail: pdi@fast.net

Website: www.pdiscan.com

Pacific Bell

Public Sector Marketing

2700 Watt Avenue, Room 3395

Sacramento, CA 95821 USA

Tel: 916-972-5257

Fax: 916-481-3917

PAP Security Printing, Inc.

1813 Colonial Village Lane

Lancaster, PA 17601 USA

Tel: 717-399-3333, Ext. 22

Fax: 717-394-3333

Key Personnel:

Michael Robinson, President

E-mail: mrobinson_pap@paonline.com

Pennan Consulting specializes in TV Bingo games, lottery systems, software development and game consulting.

Peripheral Dynamics, continued.....

Key Personnel:

John J. Dobson, President
Edward C. Meehan, Vice President of Operations
John Garczynski, Vice President of Engineering
Ron J. DeMarco, Director of Marketing

Peripheral Dynamics Inc. is the world's largest supplier of optical mark readers for on-line lottery and pari-mutuel betting systems throughout the world. The Company's optical mark readers are also used for sports wagering, casino table player rating, housekeeping reports, keno playing, bingo playing, and tournament player status. PDI's optical mark reader/printer units are also used in these applications. In addition, PDI's FULLSCAN image capture multifunction scanner that captures handwritten/signature data, 1D and 2D barcode data and alphanumeric and mark-sense data is ideal for lottery applications. PDI has also recently introduced PAGESCAN, a full-page image scanner that scans and captures signatures, images and mark-sense data from standard 8 1/2" x 11" pages as well as 3 1/4" wide bet slips and receipts for lottery and gaming applications. PAGESCAN II offers additional options including barcode reading and optical character recognition.

Magnetic stripe readers and encoders are used in slot player tracking, automatic teller machines and security access. State-of-the-art smart card technology has been integrated with PDI's standard magnetic stripe reader for those current and future applications demanding dual capability. A barcode stripe reader is also available for use in lottery applications.

The company also provides SCANJACK®, an intelligent card scanner, normally installed in the playing table for determining if the player has Blackjack (21).

Pollard Banknote Limited

1499 Buffalo Place
Winnipeg, MB R3T 1L7, Canada
Tel: 204-474-2323
Fax: 204-453-1375
E-mail: marketing@pbl.ca

Key Personnel:

Lawrence O. Pollard, Chairman
Gordon O. Pollard, Co-CEO
John Pollard, Co-CEO
Jennifer Westbury, Vice President Marketing *E-mail:* westbury@pbl.ca
Don Sawatzky, Vice President Marketing, US *E-mail:* sawatzky@pbl.ca

Pollard Banknote Limited was established in 1907 and is one of the world's premier security printers. Using state-of-the art technology, we print instant lottery tickets for clients in six continents, including many of the world's largest and most successful lotteries. Pollard Banknote has earned a worldwide reputation as a manufacturer of high quality, innovative lottery products. We specialize in the production of instant, passive, combination instant/passive, pull tab and pouched tickets printed on foil, paper-recycled and recyclable stock.

Our clients expect the highest levels of security, exceptional graphics and unsurpassed customer service. Meeting these commitments for each of our clients has enabled Pollard Banknote to now supply tickets to more than 45 lotteries around the world, including some of the industry's largest and most respected lotteries in Canada, the United States, Europe, Central/South America and Asia.

Our range of services includes:

- complete game and ticket design;
- marketing support, including development marketing strategies and support;
- security advice and consultation regarding lottery tickets;
- complete computer software development and consultation, including customized data requirements, bar-coding and validation systems; and
- comprehensive lottery management services, including marketing, distribution, validation, security and administration.

When our company first began operation, Pollard Banknote employed 60 people. Today that number has risen to approximately 1,200 people. We operate four manufacturing facilities including three full production plants in Manitoba, Canada, British Columbia, Canada and in Michigan, United States as well as a finishing plant in Albert,

Pollard Banknote, continued...

Canada. Last year, these plants produced approximately seven billion single-size tickets annually. In order to remain close and responsive to our worldwide base of clients, we maintain customer service and marketing offices in Winnipeg, Manitoba; Kamloops, British Columbia; Flint, Michigan and Kuala Lumpur, Malaysia.

In our continuing efforts to ensure the quality of everything we do, Pollard Banknote has been certified by the International Organization of Standardization 9001 (ISO). ISO 9001 covers quality assurance in design, development, installation and servicing procedures. We are certified to ISO's 1994 version that also includes an overall maintenance scheme. We chose this very stringent category of the ISO 9000 program to maximize our quality system procedures. The overriding objective of ISO certification and Pollard Banknote is to consistently meet or exceed our customers' expectations.

Pollard Banknote has a long-standing reputation in the lottery industry for unique and innovative products and processes resulting from our dedication to research and development. Our translucent latex remains the industry standard and is ideal for all types of extended play products. Some of our other innovations include: die cut tickets, secure pouched tickets, Spectrum Printing that offers an innovative multi-color approach to overprint designs and HoloGraFX, our holographic instant scratch tickets.

More recently, Pollard Banknote has pioneered and developed a unique method to produce Laminated Lottery Tickets that will result in a whole new line of never-before-seen instant games offering lotteries exciting new possibilities. These products are the result of combining pull tab and instant ticket printing technology. Pollard Banknote has developed three laminated products to date. They are:

- The Integrated Lottery Pouch offers the benefit of a pouch game but at a much lower cost. Unlike a conventional lottery pouch, the Integrated Lottery Pouch uses the tickets themselves to create the pouch. The application consists of two layers of recyclable cardstock laminated together to form a pouch. This lower cost alternative to conventional pouches offers the same merchandizing advantage (large front area to communicate game attributes) and plenty of ticket space for offering a number of games. This product has shorter order lead times than existing pouch games and is designed to be compatible with both manual and ITVM dispensers.

- The Combination Instant Scratch-off/Pull tab product has a full scratch-off game on one side and a full pull tab game on the other side of the same ticket. This product makes it possible for lotteries to offer a ticket in the instant game line-up that would appeal to pull tab players and all players looking for increased play value and the excitement of additional play action.

- The Variable Imaged Pull Tab ticket makes it possible for pull tab tickets to be fully integrated into a lottery's validation system. This unique feature is now a reality because the play data is imaged using the same format and technology used for instant tickets.

Pollard Banknote has a proven track record in fulfilling obligations for a vast array of ticket specifications and quantities. A desire to innovate and to exceed expectations – our own and our clients' – comes from a commitment to quality deep in the character of Pollard Banknote. As our roster of lottery clients grows, we remain resolute in our attention to the security and marketability of each client's production requirements.

PRN Associates, Inc.

PO Box 2025
111 Gov. Prence Road
Brewster, MA 02631 USA
Tel: 508-896-5851
Fax: 508-896-5851

Process Displays, Inc.

16333 West Rogers Drive
New Berlin, WI 53151 USA
Tel: 262-782-3600
Fax: 262-782-3857
Web: www.pdisplays.com

Key Personnel:

Mike Fletcher, Director, Sales and Marketing *E-mail:* fletcher@pdts.com

Process Displays, Inc. is a full-service in-house designer and manufacturer of high quality point-of-sale products. Our midwest location has allowed us to service the industry from coast to coast for more than 70 years.

Items we have produced specifically for lotteries include play centers, pocket counter mats, terminal toppers and jackpot window signs. Many other display products well suited to lottery applications are available.

Promo-Travel International

a division of The Lottery Channel

555 Sun Valley Drive, Suite E-6

Roswell, GA 30076 USA

Tel: 770-641-1884

Tel: 800-341-1884

Fax: 770-640-1872 / 770-640-1872

E-mail: info@promo-travel.com

Website: www.promo-travel.com

Key Personnel:

David Alpert, Managing Partner

Charles S. Mintz, Managing Partner

Travel Promotion Specialists for the Gaming Industry

Promo-Travel provides integrated marketing programs to the lottery industry worldwide:

- Vacation Prize Promotions (Caesars Palace, Carnival Cruise Lines, Hawaii, Bahamas, The Caribbean, etc.)
- Partner Promotions featuring core gaming themes: Caesars Palace®, Let's Make A Deal®, Let It RideT, Caribbean Stud Poker®, IGT® Hot Slots, Bahama BonusT Poker, Maui MoneyT, 5 Deck PokerT, Bally® Slots, Blondie® Bingo...and more!
- Partner Funded Marketing Support • Integrated Retailer Promotions • Turnkey Fulfillment Services

Public Gaming Research Institute, Inc.

Executive Offices

4020 Lake Washington Bld NE #100

Kirkland, WA 98033-7862 USA

Tel: 425-803-2900

Fax: 425-803-6830

E-mail: publicgam@aol.com

Website: www.publicgaming.com

Key Personnel:

Duane V. Burke, President, CEO & Chairman

Doris Burke, Executive Vice President

David Mello, Vice President, Marketing & Sales & Director

Sharon Sharp, Director and Publisher

Issaquah Office:

Tel: 425-378-2756

Fax: 425-378-2748

E-mail: duaneburke@aol.com

Public Gaming Research Institute, Inc. publishes *Public Gaming International* magazine, the professional guide to the worldwide lottery industry as well as several industry reference publications: the *World Lottery Review* and the *World Directory of Lotteries and Suppliers*. PGRI's *International Morning Report on Lotteries and Gaming*, focusing on hot news and topics in the gaming industry, is available weekly by Fax. PGRI also organizes annual lottery industry conferences and trade shows: PGRI's International Lottery Expo and Trade Show, SMART-TECH and ILAC Congress & Trade Show. In addition, PGRI organizes trade shows for lottery associations, including NASPL and AILE. PGRI is proud to have been the official organizer of the 1998 and 1999 NASPL conferences in Phoenix, Arizona and Denver, Colorado, the 1992 AILE Congress in Miami and the 1998 AILE Congress in Buenos Aires, Argentina.

Drawing on PGRI's experience from nearly three decades in the lottery industry, the International Association of Lottery Suppliers (IALS) and International Career Placement Services (ICPS), divisions of PGRI, are specifically equipped to address the needs of the lottery industry. PGRI also offers specialized research for all types of gaming, including lotteries, Indian gaming and casino gaming, through its Gaming Research Services (GRS).

QLot Consulting AB

Ceresgatan 18
S-195 56 Märsta, Sweden
Tel: (46) 708-777-525
Fax: (46) 708-777-545
E-mail: info@QLot.com
Website: www.QLot.com

Key Personnel:

Ales Kulich, President

E-mail: Ales@QLot.com

QLot Consulting AB provides independent lottery consulting world wide to Lotteries, Lottery Suppliers, Governments and Investors in all technical and commercial areas, especially where computerized systems and/or agent networks are used.

The Group consists of European and U.S.-based principal consultants coming directly from managerial positions with leading lotteries and lottery suppliers. This enables QLot to offer high quality consulting services in all aspects of a lottery's business. QLot's services include business development, on-line or instant ticket product development, on-line system procurement, marketing and sales, quality reviews, system tests, lottery operations, etc.

Quebecor World Direct

Two Sun Court Suite 400
Norcross GA 30092 USA
Tel: 770-300-4100 / 800-766-2558
Fax: 770-248-7670

Key Personnel:

Jim Vournakis, VP Sales

Brian Gillespie, Account Executive

US Address:

474 Parkway Avenue
Ewing, NJ 08618 USA
Tel: 888-337-2175
Fax: 401-696-5807

Reese, Tomases & Ellick, Inc.

604 West Tenth Street
Wilmington, DE 19801 USA
Tel: 302-652-3211
Fax: 302-652-8961

Riptide Technologies Inc.

Suite 1800, 1340 -108th Avenue
Surrey, BC V3T 5T4, Canada
Tel: 604-588-6962 / 877-RIPTIDE
Fax: 604-588-9332

E-mail: info@riptidetech.com

Website: www.riptidetech.com

Key Personnel:

Tony Greening, Chairman/CEO

Michael Meeks, President

Kathy O'Donoghue, Director, Software Development

Mary Betts, Director of Corporate Services

Jack Hsu, Director of Product Development

Doug Howes, CFO

Riptide Technologies Inc. is a software services and product development organization with specialized lottery and gaming expertise. Riptide provides fully integrated teams of management and technical expertise for small, medium, and large scale software projects. Our teams take projects from conception through to production, support, and technology transfer.

Riptide works as a trusted partner with its customers and is a valuable alternative and complement to in-house project teams. We complement our in-house development staff by transferring technology and methodologies back into the organization. We work closely with in-house MIS and end-users, to site test and provide support for any problems as they may arise.

Riptide's Internal Control System, Integrity, represents the latest, state-of-the-art solution for real-time auditing of gaming systems, and ensures compliance with multi-state gaming organizations such as MUSL. Riptide has been involved in major lottery installations in more than seven states, and we adhere to the strictest level of security and integrity required for the lottery industry.

Major technical capabilities include:

Programming languages: C, C++, Java, Assembler, Visual Basic, HTML, ActiveX, and others

Operating systems: Windows-NT, Windows-95, Windows-CE, VMS, UNIX, PSOS

Databases: Sybase, Oracle, SQL-Server, MS-Access, Object Oriented Databases

Others: Embedded systems, CORBA, OLE, Microsoft MFC, TIB, Rose, others.

RYO Catteau

136 rue Jules Guesde
BP 189
Wattrelos 59391 France
Tel: (39-3) 20 75 86 56
Fax: (39-3) 20 02 30 91

Sadamel Ticketing Systems SA

Rue du Commerce 73
La Chaux-de-Fonds
CH2300 Switzerland
Tel: (41-32) 9680770
Fax: (41-32) 9680885
E-mail: sadamel@sadamel.ch
Website: www.sadamel.ch

Key Personnel:

Roger Cattin, President
Werner Frei, Marketing & Sales Director

SAISA

Av. Coyoacan 912 Del Valle
Mexico, DF 03100 Mexico
Tel (52-5) 559.35.37
Fax (52-5) 575.64.81
E-mail: saisavta@redint.com

Key Personnel:

Pablo Pesqueira, President
Gustavo Rizo, VP, Sales and Marketing
Silvestre de la Torre, Technical VP
Gonzalo Leon, International Sales Director

SAISA has more than 15 years experience in the lottery industry, assisting many governmental and private Latin American lotteries. SAISA provides solutions to industry-related problems through the complete range of services available: marketing support, start-up consulting, distribution, research and development of new products for the Latin American market.

A leading manufacturer of security printing products to the lottery industry, SAISA specializes in the production of passive, instant and pull-tab tickets. SAISA is the leading supplier to Latin America for on-line lotteries, instant lottery tickets and related products and services. SAISA manufactures all necessary supplies for every lottery industry need, including cartridges, printing products, ribbons and security products.

SAZKA a.s.

Ales Husák, Lottery Director

K Zizkovu 4
190 93 Prague 9, Czech Republic
Tel: (420-2) 661-28401
Fax: (420-2) 661-22149
E-mail: info@sazka.cz
Website: www.sazka.cz

Key Contact:

JuDr. Marketa Sterbova, Admin Director *E-mail:* sterbova@sazka.cz

SCA Promotions

8300 Douglas Avenue, Suite 625

Dallas, TX 75225 USA

Tel: 888-860-3700

Fax: 214-860-3415

Website: www.scapromotions.com

Key Personnel:

Bob Hamman, President

Christine Bennett, Account Manager

E-mail: christine.bennett@scapromo.com

SCA provides prize coverage for on-line game jackpots, probability games, retail promotions, retailer incentives and more. The company was founded by grandmaster bridge player Robert D. Hamman in 1986. Since then, SCA has underwritten potential prizes in excess of \$10 billion and paid out more than \$70 million to prize winners. Our solid financial resources enable us to cover large cash prizes in excess of \$1 million and we're known throughout the lottery industry for our integrity and prompt payment record.

Schafer Systems Inc.

1000 Flag Road

Box 338

Adair, IA 50002

Tel: 800-222-4489 / 641-742-3266

Fax: 641-742-3624

Website: www.ssi-ia.com

Unless otherwise noted, e-mail format: fristinitiallastname@ssi-ia.com

Key Personnel:

Victor Aspengren, President

E-mail: victor@ssi-ia.com

Roberta Beschorner, VP Human Resources

Ryan Gruhn, VP Engineering & Product Development

E-mail: ryan@ssi-ia.com

Teresa Immel, VP Sales

Mike Irlmeier, VP Marketing

E-mail: mike@ssi-ia.com

Phil Littler, VP Operations

E-mail: phil@ssi-ia.com

Diane Roberts, VP Finance & Corporate Secretary

Patti Wilson, VP Production & Shipping

Mary Willrich, Marketing Director

E-mail: mary@ssi-ia.com

Glenn Miller, New Technology Manager

Schafer Systems Inc. has 13 years of experience producing point-of-purchase products for the lottery industry that will enhance lottery sales. Many of our dispenser designs are stackable allowing a retailer to display multiple games from a small counter space. We provide play centers to retailers for a convenient place to centralize lottery information, playslips and point-of-sale material. Play centers can be customized to fit your needs. Call, fax or look us up on the Internet for additional information.

Company Mission Statement: To identify, develop, manufacture, and market innovative quality plastic products that create win/win relationships for our employees, clients and suppliers.

Schiano Supply Co.

131 Riverwood Drive

Toms River, NJ 08755 USA

Tel: 732-473-1200

Fax: 732-473-9968

E-mail: SCH112495@aol.com

Scientific Games International

Cliff Bickell - President, SGI Printed Products

William Huntley - President, SGI Systems

Main Office & Production Facility:

1500 Bluegrass Lakes Parkway

Alpharetta, GA 30004 USA

Tel: 770-664-3700

Fax: 770-343-8798

Website: www.scigames.com

E-mail format: firstname.lastname@scigames.com

Key Personnel:

William Behm - Executive Vice President

C. Gray Bethea - VP, Secretary and General Counsel

Gerard Scheinbach - VP, Finance

Steven McCarthy - Sr. VP, Systems

John Walsh - Sr. VP, Lottery Operations

Howard Roath - Sr. VP, Sales & Marketing

Beverly Hughes - Director, Corp. Communications

Scientific Games - Austria:

Klitschgasse 2-4

A-1130 Vienna, Austria

Tel: (43) 1 80 100 0

Fax: (43) 1 80 100 25

Key Contact:

Erich Borovnyak, Managing Director, Europe (systems)

E-mail: borovnyak@scigames.at

Scientific Games - United Kingdom:

George Mann Road

Leeds LS10 1DJ, United Kingdom

Tel: (44) 113-385-5000

Fax: (44) 113-385-5300

Key Contact:

Liam Christie, Managing Director, UK (printed products)

E-mail: liam.christie@scigames.co.uk

Scientific Games International (SGI) is the most trusted and respected name in the lottery industry and the world's only fully integrated lottery service provider. With a worldwide staff of approximately 1,750, SGI has the resources and capabilities to provide a comprehensive, end-to-end gaming solution – from the games players want, to the reliable, high-performance on-line terminals retailers require, to the sophisticated systems, marketing expertise and support services lotteries demand.

Products and services include:

- state-of-the-art on-line gaming systems
- computerized retailer point-of-sale terminals for selling and cashing tickets
- advanced instant game management systems
- sophisticated validation processing systems
- secure, attractive instant scratch-off and probability game tickets
- instant-win promotional games and prepaid scratch cards for the cellular industry
- and a cost-effective partnership program which frees lotteries from certain operational, administrative and marketing functions.

SGI also offers a full complement of support and professional services, including:

- facilities management
- research and development
- game design
- prize structure development
- sales and marketing
- training and documentation
- retailer help desk and field service.

For more than a quarter century, Scientific Games has been a leader in innovative products and services for the lottery industry. As the global lottery industry has grown and changed, so have the needs of customers. In response, SGI has expanded and evolved to meet these needs. This is why SGI today offers the complete portfolio of integrated lottery products, systems and services to lotteries in more than 60 countries, including the majority of lotteries in North America. No other company in the industry offers a greater breadth of capabilities and support.

Serchi S.A.

A. Escobar Williams 270
Santiago, Chile
Tel: (56-2) 557-6849
Fax: (56-2) 557-8640

Singer Asset Finance Company, LLC

New York Office
335 Madison Ave, 27th Floor
New York, NY 10017-4605 USA
Tel: 212-983-3100
Fax: 212-984-1639
Website: www.singerasset.com

Washington Office
1726 M Street NW, Suite 1101
Washington, DC 20036 USA
Tel: 202-452-1520
Fax: 202 833-1577

Key Personnel:

William S. Bergman, Director Lottery Relations *E-mail:* Wsba@wsba.com

Singer Asset Finance Company LLC acquires, pools, and securitizes lottery prizes, structured settlements, and other payment streams. Singer has paid more than \$450,000,000 to more than 900 lottery winners in 24 states at discount rates now averaging less than 9.75%. Singer is a wholly-owned subsidiary of the Enhance Financial Services Group, an insurance holding company listed on the New York Stock Exchange.

Smartplay International, Inc.

One Linda Lane
Southampton, NJ 08088 USA
Tel: 609-859-1133
Fax: 609-859-1885
Website: www.smartplay.com

Key Personnel:

David Michaud, President *E-mail:* david@smartplay.com
Linda Turner, Vice President Sales *E-mail:* linda@smartplay.com
Thomas Markert, Executive VP *E-mail:* thomas@smartplay.com

Smartplay International Inc. is the premier number drawing machine manufacturer in North America. With acquisition of exclusive rights to the line of Beitel Lottery Products, Smartplay offers the largest, most attractive assortment of proven number drawing devices, worldwide.

The new Halogen© lotto model, engaging and strikingly different, has served as a catalyst for Smartplay's new Architectural Series. To meet 21st century demands, refined craftsmanship and dramatic lighting effects are the hallmark of this new product line. Not for the timid, machines in this new class make a bold, modernistic statement.

Inspired by the immediate success of the Halogen© and Shanghai architecture, the second member of Smartplay's Architectural Series was born. A distinctive columnar base supports the overall great looks of the Revolution©. Orchestrated lighting effects only add to the charm of this new single digit model.

In addition to distinctive standard products, Smartplay also manufactures custom and television game show equipment. The firm regularly exhibits at industry trade shows, and welcomes visitors to their manufacturing site and showroom, located between Philadelphia and New York.

Spielo Gaming International

654 Malenfant Boulevard
Dieppe, New Brunswick E1A 5V8 Canada
Tel: 506-859-7598 / 1-800-561-GAME
Fax: 506-852-7640
Website: www.spielo.com

Unless otherwise noted, e-mail format: lastnamefirstinitial@spielo.ca

Key Personnel:

Jon Manship, CEO
Jean-Louis Drapeau, VP of Sales, Canada & Europe
Marisa Piccini, Corporate Marketing Coordinator

Spielo Gaming International designs, manufactures, distributes and supports high technology gaming products. Spielo currently has its gaming products installed and operating across Canada, the US and Europe.

These products include:

- PowerStation(TM) video gaming terminals - are the most reliable and efficient multi-game terminals in the industry. They offer the highest net revenues and lowest operating costs, top net revenue terminals in Canada, the US and Europe. With a broad range of games and downloading capabilities, PowerStation 5(TM), the latest generation in this successful line of video gaming terminals, is your jackpot!

- An extensive list of VLT games - reels, poker, keno and entertainment-based video lottery games. Spielo's Game Team produces a continuous mix of exciting and entertaining new games in direct response to player demands which results in higher net revenues.

- Spielo's scalable VISION(TM) gaming management system supports unlimited gaming locations of any size. The VISION(TM) gaming management system incorporates powerful backend applications with open architecture for a truly flexible solution tailored to meet your business needs. It is a: Versatile, Intelligent, Scalable, Integrated architecture, Open, Network (V-I-S-I-O-N).

- The VisionLink(TM) on-site controller, an integral part of the VISION(TM) gaming management system, is quick, compact, easy to use and has built-in flexibility. It's designed for easy ticket validation, monitoring of machines, producing reports and much more!

- The award winning Dream Station® is the world's first PC-based on-line terminal. Its user friendly interface, multitasking capability, open architecture and field proven reliability makes Dream Station® the most sophisticated on-line terminal available today.

- The Verimax(TM) low volume lottery terminal is small, quick, powerful and cost effective. This user-friendly terminal places the power of choice and convenience in the hands of the players and helps maximize sales and introduce new products.

Spielo strives to present profitable and innovative solutions to its clients around the world. Besides reliable, high technology products and services, Spielo provides dedicated and customized client services and strives to exceed customer expectations while building relationships and products that fulfill their long term needs.

Strategic America

1500 NW 118th Street
Des Moines, IA 50325 USA
Tel: 515-453-2047
Fax: 515-224-4181

Sugal & Damani

6/35, W.E.A. Karol Bagh
New Delhi-110005 India
Tel: (91 11) 5748882 - 5748886
Fax: (91 11) 5748882
E-mail: snd@nda.vsnl.net.in / mail@sugaldamani.org

Sunshine Electronic Display Corp.

501 Sylvania Street
St Joseph, MO 64501 USA
Tel: 816-232-4224 / 800-821-9013
Fax: 816-232-5915
Website: www.talldigit.com

Key Personnel:

Kendall L. Randolph, President/CEO
Joe Tewell, Director of Sales & Marketing
Bonnie Fussell, Director of Lottery Relations

E-mail: kermit@talldigit.com
E-mail: jtewell@talldigit.com
E-mail: bofuz@home.com

Sunshine manufactures, installs and maintains electronically-controlled numeric jackpot displays for use on billboards and point-of-sale. We use state-of-the-art secure, wireless (satellite) control and other control methods. The signs are changed via a toll-free number from any touch-tone telephone.

Swan International

61 Spit Brook Road
Nashua, NH 03060 USA
Tel: 800-929-5013
Fax: 603-888-9967

Take-A-Ticket, Inc. (TAT)

130 NE Montgomery Street
Albany, OR 97321-2723 USA
Tel: 541-967-0433 / 800-253-4295
Fax: 541-967-8415
E-mail: tat@bcsor.com
Website: www.tatinc.com

Key Personnel:

Cal Tigner, CEO
Calvin K. Tigner, President
Donald Tigner, General Manager

Lynette Schehen, Executive Assistant
Tami Dennis, Sales & Administration

Take-A-Ticket, Inc. (TAT) is one of the world's leading manufacturers of instant lottery ticket dispensers with more than 15 years of experience. Along with our wide variety of dispensers that include; singles, stackables, multiple-game, on-counter, check-writer, wall-mounts and overhead hanging models, we are the world's leading supplier of in-counter dispensers.

"Back-On-Top" (of the counter) has been our motto this last year. We have a new wide variety of on-counter dispensers that feature minimum footprints with maximum ticket exposure.

TAT being a full-service fabrication facility, we are able to custom-design dispensers to meet ANY needs. We are always looking for suggestions and ideas for new styles, improvements, etc.

TAT has dispensers in every U.S. lottery state as well as over 20 international markets, and the number of satisfied customers continues to grow. Call us for ALL your dispenser needs.

TC Consulting Group

ul. Podlesna 3/11
Biakystok 15-229, Poland
Tel: (4885) 7417029
Fax: (4885) 9417054

Key Personnel:

Tomasz Chalimoniuk, President

Technik Manufacturing Inc.

1005 17th Street
Columbus, NE 68601 USA
Tel: 402-564-3191
Fax: 402-564-0406

TeleCom Productions, Inc.

30 Perimeter Park Drive, Suite 101
Atlanta, GA 30341 USA
Tel: 770-455-3569
Fax: 770-455-3938

Key Personnel:

Budd O. Libby, President	<i>E-mail:</i> budd@tccatlanta.com
Daniel W. Bower, Co-Chairman	<i>E-mail:</i> danbower@tccatlanta.com
Roger B. Clark, Co-Chairman	<i>E-mail:</i> roger@tccatlanta.com
Sande R. Stewart, Executive Vice President	<i>E-mail:</i> stewtv@aol.com
Roni Long, Hasbro Coordinator	<i>E-mail:</i> roni@tccatlanta.com

Provider of property-based game concepts.

Hasbro properties:

MONOPOLY®, Battleship®, Scrabble®, Yahtzee®, Clue®
Game Factory Properties: Million Dollar Monday™, The Big Ticket™, Blank Check™, Cash In A Flash®, Winner's Circle™, Tic Tac Dough/Lotto

Our On-Line Concepts include:

Daily Race Game™ Joint Venture with Scientific Games International – a computer-generated, animated horse race game.

TSC The Smith Corporation

Bob Smith, President

13874 Park Center Road
Herndon, VA 20171-3216 USA

Tel: 703-925-0506

Fax: 703-925-0329

E-mail: smithcorp@worldnet.att.net

TSC, established in 1980, is a full-service, high tech electronic manufacturer of communications and security devices and systems for commercial firms, the U.S. government and foreign entities.

High emphasis is placed on research and development for new innovations. TSC capabilities include the engineering and design of prototype units and/or cost effective production of large quantities of electronic equipment.

TST Technical Systems Testing North America, Inc.

#420 1367 W. Broadway
Vancouver, BC V6H 4A7 Canada

Tel: 604-873-5833

Fax: 604-873-1075

E-mail: tstna@tstnainc.com

Website: www.tstglobal.com

Key Personnel:

John Cargnello, President

Julie Doyle, General Manager

Ross Brierty, Marketing/Sales VP

TST is an independent, globally focused service provider specializing in consulting and testing of traditional and internet gaming and e-commerce anything.

TrakArt

19 Bent Avenue
Wayland, MA 01770 USA

Tel/Fax: 508-653-6125

Transnational Market Development, Inc.

235 Autumn Wood Lane
Roswell, GA 30075 USA

Tel: 770-518-0704

Fax: 770-518-0752

E-mail: Thorsborg@aol.com

Website: www.thorsborg.com

Key Personnel:

Kip Peterson, President

Dee Britton, Director

Pam Peterson, Executive Vice President

Transnational Market Development, Inc. was incorporated in 1979 as a strategic consultancy services firm. We have served hundreds of private and public sector clientele in 88 countries around the world. Major services are due diligence analysis for governmental / financial institutions and globalization strategies for the gaming industry.

Universal Entertainment Co. Ltd.

546-4 Guui-Dong, Kwangjin-Gu
Seoul, Korea 143-200

Tel: (82-2) 3424-5600

Fax: (82-2) 3424-5606

Key Personnel:

Young Sub, Chung, President

Kang Ok, Lee, General Director

Young Houn, Kim, Chief, Foreign Trade Team

E-mail: yhkim1@primenet.co.kr

Universal Entertainment is a specialized manufacturer and importer of instant lottery and promotional tickets. The company develops and supplies sophisticated printing system and game software with technical transfer. The

Universal Entertainment Co., continued.....

company uses the most up-to-date computer-controlled equipment for the production of its instant lottery tickets. Flexographic printing equipment with one-pass in-line, full automatic production system with unique layout and technology from our laboratory give you lower capital cost, operating cost, maintenance and easier operation with excellent quality. With our experienced personnel and specialized printing system, Universal Entertainment provides the best service to its customers.

Universal Manufacturing Co., Inc.

5450 Deramus
Kansas City, MO 66215
USA
Tel: 816-231-2771
Fax: 816-483-6842

UnoGlobal Inc.

Jerusalem Technology Park
Building 98, Entr. 8
Jerusalem 91487, Israel
Tel: (972-2) 671-8915
Fax: (972-2) 671-8917
Website: www.unoglobal.com

USA Lottery Products

3629 Nottingham Way
Hamilton Square, NJ 08690 USA
Tel: 609-631-7678
Fax: 609-587-8401
E-mail: sales@usalotteryproducts.com
Website: www.usalotteryproducts.com

Key Personnel:

William J. McNichol, Marketing Director

USA Lottery Products specializes in custom hand-printed ping-pong balls and rubber balls for use in lottery machines. As well as standard numbers and letters, customized company logos can be printed.

Samples available for your inspection!

Westrex International

25 Denby Road
Boston, MA 02134, USA
Tel: 617-54-1200
Fax: 617-254-5848

Wilhelm Wehmeier GmbH

Schildescher Str. 55-59
33611 Bielefeld, Germany
Tel: (49) 521-98206-0
Fax: (49) 521-98206-86
E-mail: wehmeier@wehmeier.de

P.O. Box 10 31 11 (*mailing*)
33531 Bielefeld, Germany

Key Personnel:

Klaus Honsel, Chief Executive Officer
Dr. Jan Honsel, Chief Executive Officer
Michael Brodführer, Sales & Marketing

Wehmeier provides all types of lottery and betting coupons, suitable for all common online-systems, with OCR-numbering, and barcode-numbering, as single, double, triple coupons, perforated and folded, crossed and personalized with ink-jets on option.

On-line tickets, paper rolls for lotto on-line terminals and special machinery for lotto/toto coupons complete our range of products. All machines are specially designed to meet individual customer specifications.

Both companies are part of the Wehmeier/Honsel Group, which operates as an alliance of medium sized, private companies which are active in various fields of paper processing and mechanical engineering since 70 years.

WMS Gaming

800 South Northpoint Blvd.

Waukegan, IL 60085 USA

Tel: 847/785-3000

Fax: 847/785-3058

Website: www.wmsgaming.com

Unless otherwise noted, e-mail format: firstinitiallastname@wmsgaming.com

Key Personnel:

Louis Nicaastro, Chairman/ CEO

Barry Greenberg, International & Lottery Operations Mgr

Brian R. Gamache, President/Chief Operating Officer

Jim Borden, Lottery Account Manager

Seamus McGill, VP Worldwide Sales

Bernadette Alicea, Lottery Project Coordinator

WMS Gaming designs and manufactures video game devices for government-sponsored or licensed lottery jurisdictions. WMS also designs and manufactures slot machines and video gaming devices for the casino market.

WIN - PIDC Group

1 Sokolov St.

Hertzlia, Israel

Tel: (972-9) 957-9044

Fax: (972-9) 957-9127

E-mail: Sales@pidcgroup.com

Key Personnel:

Dario Zutel, CEO

Xavi Ibañez, CTO

Kalman Szarfman, COO

Horacio Silva, VP Sales & Marketing

Jacov Konkol, CFO

WIN, a subsidiary of the multinational group PIDC, specializes in the design, development, integration and distribution of systems for lotteries, racing and sports betting operations. Founded in 1995, WIN quickly managed to combine, in a single company, the ingredients necessary to offer the best overall solutions for a guaranteed win: a high-level team plus strategic alliances with companies that can provide the best technological and commercial solutions. Today, WIN is a leading supplier of wagering and information system networks for lottery and private and state sports betting operators. One of our main achievements is always being able to offer rapid, personalized attention of the highest quality. Our development and engineering team, with headquarters in Israel, is complemented by an extensive and constantly growing network of maintenance and support services throughout America and Europe, including offices in the USA, Spain, Argentina, Colombia and Venezuela. Our staff is fluent in many languages, helping WIN maintain the closest possible contacts with our customers and the essence of their business.

Today, WIN Multigame is the only system capable of combining the most advanced technology with security, speed and ease of handling, and always at less cost and in the shortest possible time. The flexible, modular WIN system allows for a practically limitless growth capacity, letting you adapt to new times by incorporating the latest technological advances.

Wincor Nixdorf GmbH & Co. KG

Lottery Solutions

Max-Stromeyer-Str. 116

78467 Konstanz, Germany

Tel: (49) 7531 94226-0

Fax: (49) 7531 94226-99

E-mail: info@lottery-solutions.de

Website: www.lottery-solutions.de

Key Personnel:

Rainer Schilbach, General Manager

E-mail: rainer.schilbach@wincor-nixdorf.com

Tel: (49) 7531-94226-10 *Fax:* (49) 7531-94226-99

Andreas Kohlmann, Head of Software and Technical Support

E-mail: andreas.kohlmann@wincor-nixdorf.com

Tel: (49) 731-94226-40 *Fax:* (49) 7531-94226-99

Markus Sauter, Head of Marketing

E-mail: markus.sauter@wincor-nixdorf.com

Tel: (49) 731-94226-31 *Fax:* (49) 7531-94226-99

Wintech Do Brasil

Av. Tambore 1180
Modulo A1
Barueri, Sao Paul
06400-000 Brazil
Tel: (55-11) 7295-6449
Fax: (55-11) 7295-6426
E-mail: wintech@uol.com.br

Key Personnel:

Roberto Canedo, Director

US Office:

2 Wisconsin Circle
Suite 700
Chevy Chase, MD 20815 USA
Tel: 301-961-1545
Fax: 301-961-1565
E-mail: wntch@aol.com

Key Personnel:

Gabriel Da Silva, Director

Wintech do Brasil specializes in providing high quality lottery ticket rolls and playslips for the lottery and 2-ply rolls for the gaming industry and point-of-sale terminals in South and North America.

World Touch Gaming, Inc.

1770 Corporate Drive, Suite 550
Norcross, GA 30093 USA
Tel: 770-921-8171
Fax: 770-921-7383

Public Gaming Research Institute's

World Directory
of Lotteries & Suppliers

SECTION V

VENDOR CROSS INDEX

Accounting/Financial Services

ELSYM Consulting, Inc.
GTECH Corporation
Intralot S.A.
Oberthur Gaming Technologies
Riptide Technologies Inc.
Scientific Games International
Singer Asset Finance Company
Wilhelm Wehmeier GmbH

Advertising/Promotion/Public Relations

Austin Kelley Advertising
Ayres Advertising/Marketing
Barkley Evergreen and Partners
Bristol Group
Bryant, Fulton & Shee
Cossettee Communication-Marketing
ES Drake Communications
Grafica, Inc.
GTECH Corporation
Halladay, Incorporated
Kilmer & Kilmer, Inc.
MDI—Media Drop-In Productions
MacLaren McCann West
Mirabella Smith McKinnon, Inc.
Promo-Travel
Reese, Tomases & Ellick, Inc.
Scientific Games International
Strategic America
Telecom Productions, Inc.

Communications Systems & Equipment

Access Systems
AWI (VLT)
ELSYM Consulting, Inc.
EssNet AB
GTECH Corporation
HCL Technologies
ILTS
Intralot S.A.
Riptide Technologies Inc.
Scientific Games International
Spielo Gaming
The Smith Corporation (TSC)
TST Technical Systems Testing North America, Inc.
WIN-PIDC (Israel) Ltd.

Consulting and Market Research

Accessibility Development Associates, Inc.
Angus Reid Group
AWI (VLT)
Battelle
Benchmarkers, Inc.
CIRSA
Evaluations, Inc.
Glenn Inc.
Goyoung Info Services

GRS—Gaming Research Service
GTECH Corporation
Halachis Associates
Halladay, Incorporated
HKC Inc.
Innovative Solutions & Strategies
ILTS
KPMG Consulting LP
Lottery Services International
Maritz Marketing Research Inc.
MarketVision Research
The Millenium Group
Mirabella Smith McKinnon, Inc.
Oberthur Gaming Technologies
Pacific Bell
PRN Associates
Promo-Travel
QLot Consulting
SAISA
Scientific Games International
SRI Consulting
TC Consulting Group
Transnational Market Development, Inc.
Wilhelm Wehmeier GmbH

Courier Services

IGOR, The Watchdog Corp.
GTECH Corporation

Currency Handling

JCM American Corp.
Money Controls Inc.

Drawing Equipment

Battelle
Editec
Evaluations, Inc.
Garron Lottery Products
GTECH Corporation
RYO Catteau
Smartplay International
USA Lottery Products

Game Shows

Garron Lottery Products
Glenn Inc.
GTECH Corporation
Interactive Gaming Systems
Jonathan Goodson Productions
MDI—Media Drop-In Productions
Pennan Consulting
Telecom Productions, Inc.
The Lottery Channel

Instant Ticket Security Testing

Evaluations, Inc.
Gaming Laboratories International

Instant Ticket Security Testing, continued...

GTECH Corporation
Industrial Technology Centre

Internet Systems/Services

Access Systems
Betware
eLottery Inc.
eSuccess
FunLotto
GTECH Corporation
Interactive Gaming Systems
Kellycom Gaming
Lottotron, Inc.
MDI—Media Drop-In Productions
Riptide Technologies Inc.
Scientific Games International
The Lottery Channel
TST Technical Systems Testing North America, Inc.
UnoGlobal Inc.

Jackpot Signs

Matrix Lottery Merchandising
Sunshine Electronic Display Corp.

Jumbo Jackpot Prize Guarantees

SCA Gaming

Keno

AWI (VLT)
ETI Gaming
Garron Lottery Products
GTECH Corporation
Kellycom Gaming
Scientific Games International

Licensed Games

Jonathan Goodson Productions
MDI—Media Drop-In Productions
Telecom Productions, Inc.

Magnetic Stripe Readers

ELSYM Consulting, Inc.
GTECH Corporation
Insight3
Peripheral Dynamics, Inc.
SAISA

Maintenance Supplies & Accessories

Amazon Ribbons
Gova
GTECH Corporation
Insight3
Emily Distributors Ltd.

Marketing Services

EssNet AB
Glenconn Inc.
GTECH Corporation
Lottery Services International
MarketVision Research
MDI—Media Drop-In Productions
Nter Technologies
Oberthur Gaming Technologies
Pollard Banknote Limited
Promo-Travel
SAISA
Scientific Games International
Telecom Productions, Inc.
WIN-PIDC (Israel) Ltd.

Off-Line Systems

AWI (VLT)
Boldt S.A.
Canadian Bank Note Company Ltd.
Editec
ELSYM Consulting, Inc.
EssNet AB
GTECH Corporation
IGT
Intralot S.A.
Keba
Scientific Games International
Wincor Nixdorf GmbH & Co. KG
Wilhelm Wehmeier GmbH
WIN-PIDC (Israel) Ltd.

Operating Companies

Glenconn Inc.
GTECH Corporation
Camelot
Sazka a.s.

On-Line Wagering Systems

AWI (VLT)
Boldt S.A.
Canadian Bank Note Company Ltd.
CIRSA
Cyberview Technology
Editec
ELSYM Consulting, Inc.
EssNet AB
ETI Gaming
FastComm
GTECH Corporation
Hi-Tech Gaming
IGT
International Gamco
ILTS
Intralot S.A.
Keba AG
Lapis Software Associates

On-Line Wagering Systems, continued...

Lottery Technology Enterprises
Nter Technologies
Scientific Games International
Spielo Gaming
Swan International
Wincor Nixdorf GmbH & Co. KG
WIN-PIDC (Israel) Ltd.

Paper

Appleton Papers
Black & White Paper Mfg
Celpapel S.R.L.
Finnex Paper Sales
Hazen Paper
SAISA
Wintech International

Personnel Services

International Career Placement Services (ICPS)

Playcenters

GTECH Corporation
Matrix Lottery Merchandising
Schafer Systems Inc.
The Lottery Works International

Point-of-Purchase

Bassette Printers
Garron Lottery Products
Matrix Lottery Merchandising
Merchandising Inventives
Take-A-Ticket Inc.
The Lottery Works International
Trak Art

Point-of-Sale

American Lite Company
Canadian Bank Note Company Ltd.
ETI Gaming
GTECH Corporation
Insight3
Matrix Lottery Merchandising
MDI—Media Drop-In Productions
MVT Jan Manning
Pollard Banknote Limited
Process Displays, Inc.
Schafer Systems Inc.
Scientific Games International
Take-A-Ticket Inc.
The Lottery Works International
Westrex International
WIN-PIDC (Israel) Ltd.

Premium/Incentive/Promotional Materials & Programs

GTECH Corporation
Innovative Incentives

Premium/Incentive/Promo, etc., continued....

MDI—Media Drop-In Productions
Oberthur Gaming Technologies
Promo-Travel
SCA Gaming
Schiano Supply
Scientific Games International
The Lottery Works International

Printers

Westrex International

Printing Services

Atlantic Zeiser GmbH & Co.
Deluxe Data Printers Inc.
Flamingo Graphics
Glennconn Inc.
Korea Lottery Services Co.
Oberthur Gaming Technologies
PAP Security Printing, Inc.
Pollard Banknote Limited
PRN Associates
Quebecor World Direct
Scientific Games International
Wilhelm Wehmeier GmbH
Wintech International

Ribbons

Amazon Ribbons
WinTech International

Security Services/Systems

Battelle
Boldt S.A.
Evaluations, Inc.
GTECH Corporation
IGOR, The Watchdog Corp.
IGT
ILTS
Industrial Technology Centre
Northern Technologies Inc.
Oberthur Gaming Technologies
Pollard Banknote Limited
Riptide Technologies Inc.
SAISA
Scientific Games International
The Smith Corporation (TSC)

Signage

American Lite Company
Deco-Sign Products, Inc.
EssNet AB
GTECH Corporation
IGOR, The Watchdog Corp.
MVT Jan Manning
Pannier Graphics
Sunshine Electronic Display Corp.
The Lottery Works International

Telephone Wagering

GTECH Corporation
LottoFone
Lottotron, Inc.
Scientific Games International

Television Promotions

GTECH Corporation
Johnathan Goodson Productions
Interactive Gaming Systems
Pennan Consulting

Printers/Thermal Printers

Insight3

Ticket Dispensers/ HOLDERS

AWI (VLT)
Editec
EssNet AB
GTECH Corporation
Schafer Systems Inc.
Take-A-Ticket Inc.

Ticket Vending Machines

American Games, Inc.
Glenconn Inc.
GTECH Corporation
Instant Technologies, Inc.
Interlott Technologies
On-Point Technologies
Sadamel Ticketing Systems SA
Technik Manufacturing

Ticket Readers/Validators

Canadian Bank Note Company Ltd.
Chatsworth Data Corp.
ELSYM Consulting, Inc.
EssNet AB
GTECH Corporation
Insight3
Peripheral Dynamics, Inc.
Scientific Games International

Tickets - Instant

Canadian Bank Note Company Ltd.
Creative Games International
Emily Distributors
Glenconn Inc.
GPS Honsel
Korea Lottery Services Co.
MDI—Media Drop-In Productions
Oberthur Gaming Technologies
Pollard Banknote Limited
Scientific Games International
Serchi S.A.
Universal Entertainment Co. Ltd.
Wilhelm Wehmeier GmbH

Tickets - Other

American Games, Inc.
Bassette Printers
Battelle
Canadian Bank Note Company Ltd.
Deluxe Data Printers Inc.
Emily Distributors
Evaluations, Inc.
Flamingo Graphics
GPS Honsel
GTECH Corporation
Oberthur Gaming Technologies
Pollard Banknote Limited
Scientific Games International
Telecom Productions, Inc.
Universal Entertainment Co. Ltd.
Universal Manufacturing
Wilhelm Wehmeier GmbH
Wintech International

Trade Publications/Associations/Conferences/Trade Shows

Benchmarkers, Inc.
Public Gaming Research Institute

• Publications:

- Public Gaming Magazine (monthly)
- PGRI's International Morning Report on Lotteries and Gaming (weekly fax)
- World Directory of Lotteries & Suppliers
- World Lottery Review

• Annual Conferences and Trade Shows:

- Lottery SMART-Tech
- ILAC Congress & Trade Show
- International Lottery Expo & Trade Show
- Past organizer of NASPL Conference
- Past organizer of AILE Conference

Video Lottery

AWI (VLT)
CIRSA
ETI Gaming
GTECH Corporation
IGT
International Gamco
Scientific Games International
Spiele Gaming
WMS—Williams Gaming
World Touch Gaming