

To: Lottery CEO's, IALS Members, Marketing Directors,
PR/Communications Directors

Public Gaming Research Institute Inc.'s

INTERNATIONAL MORNING REPORT

Your weekly supplement to
Public Gaming International Magazine
April 14, 2003

PETERS NAMED TO HEAD MICHIGAN. Ex-Michigan Senator Gary Peters was named Commissioner of the Michigan Lottery by Gov. Jennifer Granholm. Peters ran briefly for Governor and was the Democratic nominee for attorney general, a race that he narrowly lost to Republican Mike Cox. Peters' appointment requires Senate confirmation. His resume includes VP of investments at UBS PaineWebber Inc. in Rochester Hills since 1989, as well as a previous position of officer at Merrill Lynch of Rochester Hills.

TX COMPTROLLER WANTS VLTs. Texas Comptroller Carole Keeton Strayhorn made several recommendations on how the state could generate more revenue, including allowing VLTs at Texas race tracks. The move, which would help pay for public education, is estimated to generate \$712 million in the 2004-2005 budget. Another piece of legislation, Senate Bill 1244, proposes legalizing VLTs at Texas dog and horse tracks. The bill allows for the creation of electronic versions of the Texas Lottery games to be played on the machines. Proponents call it a mere extension of the existing state lottery. Gov. Rick Perry has repeatedly said he would veto any stand-alone gambling expansion legislation.

WV TRACKS ADD MACHINES. Two tracks in West Virginia, one for greyhounds and one for horses, have added more VLTs. Mountaineer Racetrack and Gaming Resort announced state approval to add 500 machines at its facility, which already houses 3,000 machines. Wheeling Island greyhound racetrack has just over 1,600 slot machines and is now adding 600 more.

STRONG FY03 FOR NY. The New York Lottery closed out fiscal year 2002-2003 with ticket sales of \$5.4 billion (up 13%) and revenues of \$1.8 billion to help support education in New York State. Additional highlights include: \$3.1 billion to cash-prize winners, \$300 million to retailer commissions, and \$200 million to contractor fees/administrative costs, including telecommunications

and advertising. Additionally, sales for the first 10 months of New York's Mega Millions game totaled \$373 million, producing \$131 million in revenue for New York's schools. Ticket sales for New York's Instant game business totaled \$2.4 billion for the year.

ALC CANCELS SUBSCRIPTIONS. The ALC has decided to phase out LottoExpress, its Lotto 6/49 subscription service for Lotto 649 players, by June 30, 2003. The service is being phased out because the cost of enabling the service on ALC's system is considered too high given the limited number of subscribers. Subscribers will receive a letter notifying them of the end of the service. Those whose subscriptions extend past June 30 will receive a refund for the balance of their subscription.

BCLC LOOKS TO DIVERSIFY CASINO OFFERINGS. The BCLC is studying different kinds of poker, as well as different slot machines, as possible options to add to the provinces casinos in the next 6-12 months.

MI BEGINS ITVM INSTALLATION. The Michigan Lottery has begun installing ITVMs in Farmer Jack locations at the rate of approximately 15 per week. It's estimated that 230 will be installed by Sept. 30. Meijer stores will be the next chain to receive the machines, though some independent stores will receive machines prior to the Meijer chain. Once all 230 machines are installed, instant sales are expected to increase \$15 million a year.

DILBERT IN IOWA. Oberthur is partnering with the Iowa Lottery to launch the fun new Dilbert™ instant game. The series of six tickets will offer players the opportunity to collect all of the Dilbert™ characters. The launch coincides with Administrative Assistants' Day, April 7, 2003 championing office workers. To generate workplace excitement and stimulate trial, the Iowa Lottery has developed a promotional tie-in with the largest corporate retailer in the state, Hy-Vee Food Stores. Each Hy-Vee floral department will be given Dilbert scratch tickets to include with all floral arrangements purchased specifically for Administrative Assistants' Day.

LOTTERY RETAILER ASSOCIATION FORMS IN PA. Vince Inzerillo, a Pennsylvania businessman, has established a non-profit association, the Lottery Retailers Association, to give Lottery retailers a voice. Inzerillo intends for the association to give retailers the opportunity to have a say about lottery policy, process and protection. So far, Inzerillo has personally financed the association, but he plans for the organization to become self sufficient, with members paying dues of \$5 a week geared towards lobbying and legal representation. He hopes to hold regional meetings and to develop a quarterly newsletter. While the Lottery Retailers Association is focusing on PA, it is being set up to include retailers from all over the country.

WHEN WILL OK VOTE? A popular vote on an Oklahoma State Lottery is a sure thing. What isn't so certain is when that vote is going to occur. While Gov. Brad Henry is pushing for a Summer 2003 vote, a piece of legislation calling for a Constitutional change must pass for that to happen. The bill, SJR 22, must pass by a two-thirds majority from both houses or a popular vote will not occur until 2004.

WV KENO PROMO WORKING. In March, the West Virginia Lottery mailed out 211,000 coupons for a free round of keno. Another nine thousand envelopes, each containing a how-to-play brochure and \$1 coupon, were kept in Charleston for people who request them. Keno sales rose to \$224,000 last week, up from \$197,000 for the week ending March 29.

DC LAUNCHES MONTE CARLO. The DC Lottery has launched Monte Carlo, a licensed instant lottery game featuring four-day, three-night "vacation experiences" at the Monte Carlo Hotel and Casino Property in Las Vegas. Each ticket costs \$5 and gives players the opportunity to win one of 55 all-inclusive vacations, featuring, in addition to the hotel accommodations: \$250 cash; air transportation; ground transfers; show tickets to master magician Lance Burton; t-shirts; and personalized fulfillment services. The game is made possible through a licensing agreement between Scientific Games and the Mandalay Resort Group. The agreement permits Scientific Games to promote new instant ticket games using Mandalay's logos, designs and visual representations.

LOUISIANA RELAUNCHES CASH QUEST. The Louisiana Lottery's CASH QUEST will re-launch this spring with more days to win. Currently drawn on Wednesdays and Saturdays, CASH QUEST will be drawn five days a week, Tuesday through Saturday beginning May 12, 2003. The game will continue to offer a top prize of \$50,000. The matrix and prize levels will also stay the same. In addition, stepped-up in-store POS and statewide radio and television exposure will support retailer sales. As part of the re-launch, a new marketing and communication campaign will educate players on how to play CASH QUEST.

OPAP FOR SALE. The Greek Government is planning to sell up to 25% of OPAP. The timing depends on market conditions and how the war in Iraq develops.

SAZKA STARTS NEW SITE. SAZKA has started an additional server at the address www.tipovani.cz. The site contains a number of services for sports betting lovers, including latest sports news, statistical data, a tipping contest and discussion forums.

TAIWAN LAUNCHES PICK 4. The TaipeiBank conducted the inaugural draw of its new NT\$50 Pick 4 lottery last week. The game draws three times a week: Mondays, Wednesdays and Fridays. Top prize is NT\$250,000, second prize is NT\$25,000, and third prize is NT\$2,000.

COMPANY ANNOUNCEMENTS

RI RENEWS INTERLOTT. Interlott received a one-year contract extension from the Rhode Island Lottery for the lease, maintenance and service of its approximately 100 TTS model 16-bin ITVMs. The original contract, awarded in December of 2000, included a two-year lease with three one-year renewal options. This is the second renewal under the terms of the agreement.

GTECH LAUNCHES E-SCRATCH. GTECH is the exclusive provider of e-scratch™, a web-based, interactive suite of scratch and reveal games. Initially, the Company expects to immediately offer e-scratch to GTECH customers worldwide. With e-scratch, players purchase a specified number of e-scratch plays at a lottery outlet and receive a ticket. Ticket results are calculated instantly and stored electronically in a protected read-only file. Players reveal ticket results at their convenience from home or wherever they choose to access the web, utilizing reveal options with full multi-media technology to enhance their experience. To do this, players log-on to a participating lottery's website where they will find a link to play e-scratch. In order to access e-scratch, the player must enter the account number printed on the ticket. For added security, e-scratch allows players to assign a unique PIN number to their account. When players win, they return to the lottery outlet to receive the winnings and/or purchase more e-scratch tickets. In compliance with auditing controls, transactions do not occur over the Internet.

IGT ACQUIRES PATENTS. IGT has acquired 13 U.S. patents previously owned by Eagle Co. Ltd. of Japan. The patents cover a variety of slot machine technologies. One of the patents in the portfolio, U.S. Patent No. 5,722,891, covers the use of one or more bonus reels on a slot machine. Another, U.S. Patent No. 5,609,524, allows for 'wiggling' the reels to draw attention to winning combinations. The portfolio acquired includes the following U.S. Patents: 5,395,111; 5,531,640; 5,584,764; 5,609,524; 5,622,366; 5,722,891; 5,743,526; 5,752,881; 5,863,249; 5,885,157; 5,984,782; 6,062,979; and 6,398,220. The remaining terms of the acquisition are confidential.

OGT SIGNS THE PRICE IS RIGHT. To help lotteries expand their markets and increase revenues, OGT has licensed THE PRICE IS RIGHT™. As TV Guide's #1 show in its "50 Greatest Games Shows of All Time", THE PRICE IS RIGHT has been a landmark program for generations, appealing to viewers of all ages, appearing in more than 26 territories around the world. With over seventy-nine games available, the property offers endless possibilities in terms of longevity and variety. Lotteries can change the game design and play format from game to game, or ticket to ticket for maximized market appeal.

Submit material for next week's Morning Report by
Wednesday of this week to Toddpgr2@aol.com



There is Still Time to Participate in the 2003 ILAC Congress!

More than **29** Lottery Organizations Plan to
Attend and Almost All Will Be Represented
by their **Top** Decision-Maker.

Aruba

Aruba Lottery

Bahamas

Gaming Board

Canada

Atlantic Lottery Corporation

Colombia

Lotería de Cundinamarca

Lotería de Manizales

Lotería de Córdoba

Lotería del Risaralda

Lotería del Meta

Sorteo Extraordinario de Colombia

Sorteos Extraordinarios Asociados

Ecuador

National Lottery

El Salvador

National Lottery

Guatemala

Lotería del Niño

Lotería de Santa Lucía

Mexico

National Lottery

Pronósticos para la Asistencia Pública

Lotería de Occidente

Netherland Antilles

Landsloterij

Nicaragua

National Lottery

Peru

Tektron

Spain

ONCE/Total Gaming Systems

St. Lucia

National Lotteries Authority

St. Vincent and the Grenadines

National Lottery Board

USA

Georgia Lottery Corporation

Iowa Lottery

Multi-State Lottery Association

Traditional Lottery of Puerto Rico

Trinidad and Tobago

National Lottery Control Board

Venezuela

Lotería de Oriente

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

David Mello

202-244-9301

davemello@earthlink.net



VAMOS!

BE AN OFFICIAL ILAC SPONSOR!

What a Sponsorship does for you:

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

What a Sponsorship entitles you to:

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

Consider a
Co-sponsorship
for as little as
\$2,000 or
\$3,000!

ILAC Sponsorships:

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

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

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ILAC CONGRESS 2003

Co-Hosted by Public Gaming Research Institute and The National Lottery of Mexico
April 27-30, 2003 • Hilton Cancun Beach and Golf Resort • Cancun, Mexico

—PROGRAM OUTLINE AND SCHEDULE—

April 26, Saturday

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

April 27, Sunday

9am-8pm Registration open
9am-3pm Exhibitor set up
3pm-5pm Opening Session

Welcome to ILAC Congress 2003

Speaker: Duane Burke, President & CEO, PGRI

Welcome to Mexico And Update on the Mexican National Lottery – Where It Is and Where It Is Going

Speaker: Laura Valdes, Director General, National Lottery of Mexico

TV Advertising Competition

All participating lotteries are invited to submit Lottery TV ads for showing at this time.

- Each lottery will receive an award for showing its TV ads
- In addition, three lotteries will receive “**Best of Show**” TV ad awards

5pm-8pm **Welcome to Mexico Reception in Exhibit Hall**

Sponsorship Available

April 28, Monday

9am-7pm Registration open
10am-Noon General Session II

Lotto for Latin America – Higher Revenues and Growth

The starting point for major growth and expansion to multi-state games

Multi-State Games for Latin America and the Caribbean

National and regional multi-state games, the principles and benefits

Cooperative Games Among Countries

The next big opportunity for growth of lotto type games

Scratch-Off and Licensed Games – Building Revenues with New Excitement

Instant games are the biggest revenue producers for many lotteries and there is still lots of room for further growth

- Noon-3pm **Welcome to New Lottery Executives Lunch in Exhibit Hall**
Sponsor: **Scientific Games Latino America**
- 3pm-5pm **General Session III**
Traditional Games – the Latest Developments and Strategies for Growth
The base game for most Latin lotteries will always be important and can improve
- The Impact of New Games on Existing Games**
The cannibalization of revenues among games is reviewed and strategies for minimizing
- Strategies for Accelerating Adoption of New Games**
The reduced costs of lottery related technologies make expansion to new games more possible than ever
- Video Lottery Games – Best Games for Biggest Revenues**
Video lottery has increased revenues by a factor of four or more in several U.S. states – what could video lottery do for your lottery?
- 5pm-8pm **Salute to Great Ideas Reception in Exhibit Hall**
Sponsor: **Intralot Latin America**

April 29, Tuesday

- 9am-1pm Registration open
- 9am-11am **General Session IV**
Great Ideas Presentations
Presentations by Lottery and Supplier Representatives Of Ideas That Can Increase Sales and Improve Net Revenues
- Advertising and Promotion – The Magic Formula for Increased Sales**
Proven successful examples of lottery advertising and promotions
- Lottery Game Shows – The Glitter and Glamour of the Lottery**
Analyzing the real value of lottery games shows
- 11am-1pm **New Technology for Growth Brunch in Exhibit Hall**
Sponsor: **GTECH**
- Afternoon Open for private meetings

April 30, Wednesday

- 9am-11am Final Session and Awards
Review of Most Significant Development And Congress Follow-Up to Promote Growth
What can we do to help your lottery move ahead
- PGRI Awards**
- Co-Host Award
 - Advertising Awards
 - Great Ideas Awards
 - Sponsor Awards
 - Exhibitor Awards
- 11am ILAC Congress 2003 Adjourned



Reserve Exhibit Space Now For ILAC 2003 co-hosted by the *National Lottery of Mexico!*

23 Lotteries Attended Last Year's ILAC Congress. More Than **30** Expected This Year!

-Other Exhibitor Bonuses-

Program Participation

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

Products on Display at Past ILAC Congresses

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

Focus on Lottery Products

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

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

Effective Exhibit Hour Schedule

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

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

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

David Mello
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-Tentative Agenda-

April 26, Saturday

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

April 27, Sunday

- 9am-3pm Exhibitor set up
- 9am-8pm Registration open
- 3pm-5pm Opening Welcome Session
- 5pm-8pm Opening Welcome Reception in Exhibit Hall

April 28, Monday

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

April 29, Tuesday

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

April 30, Wednesday

- 10am-Noon Closing Session and Awards
- Noon Conference Adjourned

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



January 30, 2003

Dear Vendor Colleague:

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

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

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

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

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

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

Sincerely,

Laura Valdés de Rojas
Director General



January 30, 2003

Dear Colleague:

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

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

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

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

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

Sincerely,

A handwritten signature in black ink that reads 'Duane V. Burke'.

Duane V. Burke
President & CEO

Other Contacts

David Mello
VP, Marketing and Sales
Tel.: 202-244-9301 Fax: 202-244-9302
E-mail: davemello@earthlink.net

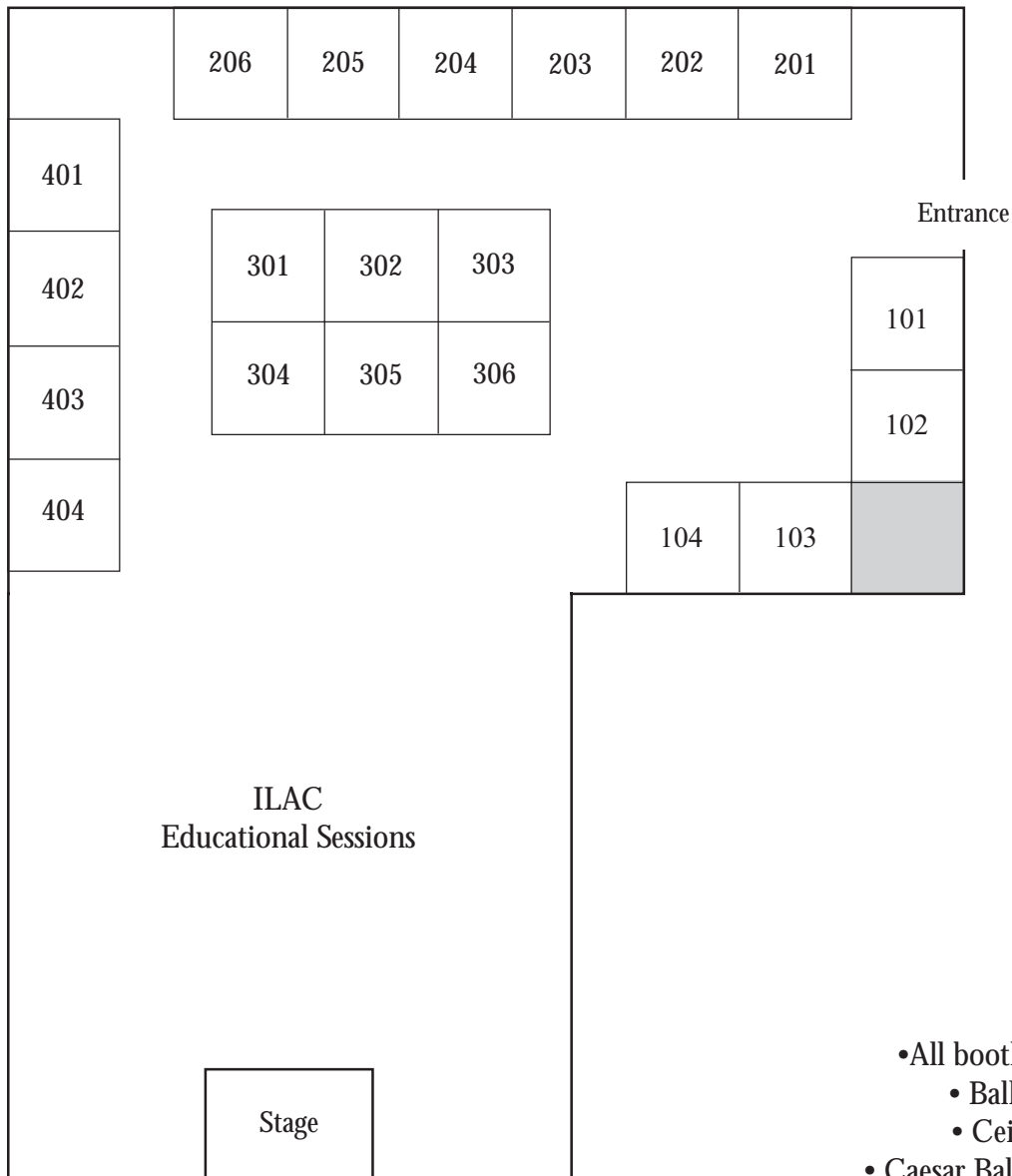
Elsie Grote
Conference Coordinator
Tel.: (425) 803-2900 Fax: (425) 803-6830
E-mail: ElsiePGR2@aol.com



-ILAC Congress 2003-

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

Co-hosted by the National Lottery of Mexico



Notes:

- All booths are 10' by 10'
- Ballroom is carpeted
- Ceiling height is 20'
- Caesar Ballroom 5, 6 and 7



HOTEL ALERT!

To reserve ILAC hotel rooms at the Hilton Cancun Beach and Golf Resort at the discounted rate of \$140 (government)/\$160 (non-government), please book your room directly with the Hilton by **Tuesday, March 25. To book your room, please call the Hilton at +52 (9988) 81 80 00 or fax the Hotel Form to +52 (9988) 81 80 80. Be sure to mention ILAC when calling.**

SEND THIS FORM DIRECTLY TO THE HOTEL

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

Group code: **ILAC**

Confirmation # _____

Please identify yourself as part of The ILAC Congress . By March 27th 2003 the hotel will release the unsold portion of rooms for general sale; however, the Hilton will still receive reservations after this date subject to availability.

Please return directly to:
Reservations Department
reservations@hiltoncancun.com
Fax 011 52 (998) 881 80 80
Entire World Toll Free: 1 888 594 2483
From Mexico: 01800 849 1047
www.hilton.com

Last Name / Name _____

Companion _____

Company Name _____

Address _____

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

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

A deposit of two nights stay is required to hold your reservation. Such deposit shall serve to confirm the arrival date indicated on the form and, upon check in, shall be applied to the first night of the reserved stay. Should the guest fail to check in on the arrival date indicated on this form, there will be a charge of two (2) nights stay as a "NO SHOW" penalty. Early Departures will be charged in full to the individual's credit card for the number of rooms left unoccupied.

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

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

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

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

City _____ State _____ Zip Code _____

Tel. (office) _____ Tel. (home) _____

Fax _____ E-mail: _____

Accommodations Requested

Requests are subject to room type availability at time of booking

One Bed Two Beds Smoking No smoking

The rates listed below are on an European Plan (no meal included), per room, per night, subject to 10% Federal Tax and 2% city accommodation Tax. Rates quoted on USA dollars.

<input type="checkbox"/> Standard room	\$160.00	<input type="checkbox"/> Extra person	\$55.00
<input type="checkbox"/> Beach Club room	\$207.00	<i>(Over 18 years old. Maximum occupancy per room is 3 persons)</i>	
<input type="checkbox"/> Junior Suite	\$385.00	<input type="checkbox"/> Government Functionary	US\$140.00
		<i>(Government I.D. Required)</i>	

Please note that the above conference rates are extended 3 days prior and 3 days after the program dates (April 23 - May 2nd, 2003) based on availability

Arrival Date: _____ Departure Date _____

Special Requests: _____
(e.g. Cribs, handicap ,low floor)

Reservations must be accompanied by a deposit or an accepted credit card number and signature.

Reservation guaranteed by:

AMEX Master Card VISA Wire Transfer

I authorize Hilton Cancun to charge my credit card one night stay plus applicable taxes at the time of reservation and by March 12th, 2003 one additional night.

Credit card number _____ Exp. Date _____

Signature _____

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

-Exhibit Booth Application and Contract-

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

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

Mark each event that applies: SMART-Tech '03 ILAC '03 International Lottery Expo '03

Contact/Title: _____

Company: _____

Address: _____

City: _____

State/Prov./Zip/Postal Code: _____

Tel.: _____ Fax: _____

Signature: _____

Circle of Learning Options (SMART-Tech and Expo Only):

- Basic Circle \$2,995: includes space (78 sq. ft.), carpet and one badge/registration
- Deluxe Circle \$3,695: includes space (78 sq. ft.) carpet, one badge/registration, carpet, standard electricity, 25" TV/VCR, 1 table, 2 chairs, easel and wastebasket
- Extra-large Basic Circle (#102) \$5,890: includes space (175 sq. ft.), carpet and two badges/registrations
- Extra-large Deluxe Circle (#102) \$6,590: includes space (175 sq. ft.), carpet, two badges/registrations, carpet, standard electricity, 25" TV/VCR, 2 tables, 4 chairs, easel and wastebasket

SMART-Tech '03 Circle of Learning Location Choice (February 9-12 in Charleston, SC):

1st Choice #: _____

2nd Choice #: _____

3rd Choice #: _____

Special note: Circle 102 is Extra-large, See above

ILAC '03 Exhibit Booth Location Choice (April 27-30 in Cancun, Mexico):

1st Choice #: _____

2nd Choice #: _____

3rd Choice #: _____

International Expo '03 Circle of Learning Location Choice (July 18-21 in Key Biscayne, FL):

1st Choice #: _____

2nd Choice #: _____

3rd Choice #: _____

Payment Terms and Options:

- Please charge to my credit card Please invoice me

Costs for Circles of Learning are above. Standard exhibit space cost for ILAC is \$2,995 per booth which includes one registration per booth. **Full payment is due with your application for SMART-Tech and ILAC and a 50% deposit is due for Expo. Full refund if space is cancelled 90 days before event.** Payment is accepted by American Express, MasterCard or Visa credit cards. Fill-in below for charges.

Amount: U.S.\$ _____ Card Number: _____ Exp. date: _____

Signature: _____ Date: _____

Name on Card: _____

Fax back to 425-803-6830

**For assistance or
more information,
please contact:**

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

-Congreso ILAC 2003-

Formulario de Inscripción/Registration Form

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

Instrucciones para la inscripción y el pago:

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

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

Información para los proveedores:

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

Reservación del hotel:

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

Registration Instructions and Payment:

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

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

Exhibit Information:

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

Hotel Reservations:

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

Envíe su formulario de inscripción al 425-803-6830 / Fax your registration form to 425-803-6830

- Empleados de Loterías de Gobierno / Employee of Government Lottery: **No Pagan / No Charge**
- Empleados de Loterías en Concesión / Employee of Privately Operated Lottery: \$795
- No Lotería / Vendor Employee: \$795
- Exhibidor / Exhibitor Employee: \$695

Nombre/Name: _____ Apellido Paterno/Last Name: _____

Cargo/Title: _____

Organización/Organization: _____

Dirección/Address: _____

Ciudad/City: _____ Estado/State: _____

Código Postal/Postal/Zip Code: _____ País/Country: _____

Teléfono/Phone: _____ Fax: _____ Email: _____

Nombre para su distintivo/Badge Name: _____

Nombre del Cónyuge/Spouse's Name: _____

Método de pago/Method of Payment

- Con cheque (adjunto)/by check (enclosed)
- Con tarjeta de crédito (véase abajo)/by credit card (below)
- Visa
- Mastercard
- American Express

Tarjeta de crédito #/Credit Card #: _____

Vence/Exp. date: ____ / ____ Firma/Signature: _____

Nombre y Apellido (letra de imprenta)/Print Name: _____

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Tel.: 425-803-2900 • Fax: 425-803-6830 • www.PublicGaming.org • E-mail publicgam@aol.com



-ILAC Congress 2002 List of Participants-

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



GREAT IDEAS!

FOR ILAC CONGRESS 2003

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

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

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

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

GREAT IDEAS! ENTRY FORM

Name of Presenter: _____ Title: _____

Organization: _____

Telephone: _____ Fax: _____

E-mail: _____

Title of **GREAT IDEA!**: _____

Brief Description of **GREAT IDEA!**: _____

Benefit to Lottery: _____

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