

PUBLIC

# GAMING

I N T E R N A T I O N A L

World's most widely read Lottery-Racino-Gaming magazine • Video, Racino, Casino, Internet, Wireless, Online, Scratch-Off

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

Public Gaming Research Institute Inc.'s  
*International*

## MORNING REPORT

Your weekly supplement to  
**Public GAMING International Magazine**

May 9, 2005

EXPO/ILAC 2005

INTERNATIONAL LOTTERY & GAMING  
EXPO & ILAC CONGRESS 2005


***Bigger and better than ever for this year and in  
the world's most exciting gaming venue, Bellagio  
Resort Hotel, Las Vegas, Nevada, July 11-14.***

### **SPECIAL GUEST SPEAKER**

Public Gaming Research Institute is pleased to announce that **Rebecca Paul**, CEO and President of the Tennessee Educational Lottery will be a Special Guest Speaker at the International Lottery & Gaming Expo and ILAC Congress 2005 at the Bellagio Hotel in Las Vegas, July 11-14. Ms Paul is renowned in the lottery industry for having started and managed more lotteries than any other lottery executive in the world. All of her lottery startups have been extremely successful, several setting industry records for revenues and growth. Over her 20 years in the lottery industry, she has had unparalleled success at implementing strategies for growing lottery revenues through smart marketing and the expansion of lottery products.

### **KEYNOTE SPEAKERS**

PGRI is pleased to announce that **Arch Gleason**, CEO & President of the Kentucky Lottery Corporation and Vice-President of the



**3 New monitor games**  
to excite your players  
and accelerate  
your online revenues.

World Lottery Association and **Dr. Edward Stanek**, CEO & President of the Iowa Lottery Authority, will be the Keynote Speakers for the International Lottery & Gaming Expo & ILAC Congress. Both gentlemen have distinguished themselves in a variety of ways in the lottery industry. Both are also former recipients of PGRI's Lifetime Achievement Award. Dr. Stanek is the most senior lottery director in the world today and has gained a reputation as the most innovative of chief executives in the world lottery industry. Mr. Gleason has gained a reputation for outstanding lottery management and is in line to be the next president of the World Lottery Association.

### **EXPO/ILAC FEATURES**

This year's International EXPO/ILAC Conference will feature technological advancements, innovations in games, as well as best management practices, advertising successes and successful marketing strategies for increasing revenues. The program will feature presentations and panel discussions with special emphasis on broad participation. Some of the latest examples of successful TV advertising will also be featured.

***A highlight of EXPO/ILAC will be the  
VIP Technology Tour of leading suppliers with  
demonstration centers in Las Vegas.***

**CONFERENCE REGISTRATIONS** for **government representatives, other lottery operators and track/racino operators is complimentary.** The registration fee for vendors and other commercial representatives is \$895 per person. **All spouses are complimentary.** A registration form is attached or you can register on-line at

[www.publicgaming.org](http://www.publicgaming.org). For assistance, please call: 425-985-3159.



### **SPONSORSHIPS & EXHIBITING:**

Sponsorship and exhibit opportunities are available. Details are posted on web site: [www.publicgaming.org](http://www.publicgaming.org) or by calling: Raquel Orbegozo at 425-765-4119.

**HOTEL RESERVATIONS:** A discounted room rate of \$159 per night is available to EXPO/ILAC Conference attendees. Please make your reservations directly with the Bellagio Hotel by calling: 702-693-7444 or 888-987-7111. Be sure to mention the name of the conference to get the discounted room rate.

### **COMPANY ANNOUNCEMENTS**

**LOTO CATALUNYA CHOOSES SCIENTIFIC GAMES.** Loto Catalunya has awarded Scientific Games and Indra the contract to provide full lottery facilities management services for the autonomous region of Catalonia in Spain for both online and instant lottery products and services. Scientific Games' portion of the award is valued at \$37.3 million over the initial term of eight years and commences October 22, 2005. The contract also contains an option for a two-year extension. Under the new agreement, which was secured through a competitive bid that included four other bidders, Scientific Games and Indra will provide Loto Catalunya with 2,500 EXTREMA® online lottery terminals, a state of the art AEGIS® central system, the printing and design of instant lottery tickets, complete online lottery services, warehousing and distribution, as well as marketing services.

**JCM AMERICAN PROVIDES TOTAL CURRENCY SOLUTION SYSTEM TO WYNN LAS VEGAS.** Known worldwide for its bill validators and currency solutions, JCM American has supplied a total currency solution to the new Wynn Las Vegas. Now celebrating its grand opening, Wynn Las Vegas received the very latest in currency solutions, including two products making their world premiere – JCM's Universal Bill Acceptor (UBA) and Plastic Cash Box (PCB). Linking the slot floor with the back-of-house is JCM's Intelligent Cash Box (ICB). Wynn Las Vegas is the world's first property operating completely with 100 percent JCM currency solution technology. Wynn Macau is also slated to receive the UBA/ICB/PCB total currency solution.

**GUATEMALA VIDEO LOTTERY BUSINESS SALE**  
Doris and Duane Burke have announced plans to sell ILAC de Guatemala S.A., which operates a video lottery business in Guatemala. The business generates revenue from 816 video lottery terminals in seven hotels with the opportunity to generate revenues at additional hotel locations. A portion of the

revenues fund children's health care. Interested parties are invited to e-mail Duane at [duaneburke@aol.com](mailto:duaneburke@aol.com).

**LOUISIANA SELECTS GTECH FOR VIDEO GAMING MONITORING SYSTEM.** GTECH has been selected as the preferred vendor to provide a video gaming monitoring system and site controllers for the Louisiana Department of Public Safety & Corrections (DPS&C) video gaming program. Upon successful completion of negotiations with the DPS&C, GTECH will replace the existing video central system, currently provided by another vendor, with the Company's Enterprise Series™ (ES) Video central system. ES Video will monitor the integrity and security of approximately 15,000 video gaming devices (VGD) at approximately 2,800 distributed locations in the state. GTECH will also provide internet protocol (IP)-ready video site controllers at these locations. A video site controller is a management device that links the VGDs to the central system, and provides validation of winning receipts and printing of retailer reports. The new system is expected to be operational by June 2006. Upon the successful completion of negotiations, GTECH expects to generate revenues of approximately \$8 million to \$10 million from the sale of the central system and the video site controllers.



**NEW EZ PAY™ CONTRACT FOR SOLVERDE GROUP.** The Portuguese gaming group, Solverde, has announced its intention to begin installation of IGT's EZ Pay™ ticket-in, ticket-out system in its casinos this summer. Currently, plans are in place for a 'go live' in the Algarve by the end of June and later this year, another installation is scheduled in the Solverde Group's Espinho casino. Before the Easter holiday, the Espinho operation will have completed an update to its slot floor to include AFT multi-denomination firmware and the ticket printers necessary to install EZ Pay™. In addition to that, new video slots *Joe's Yard Games™*, *Super Sally Shrimpmnia™*, *It's a Blast™* and *Hoot Loot™* will also be delivered ready for EZ Pay™.

**GSA ANNOUNCES ADVANCES IN BOB, S2S.** The Gaming Standards Association (GSA) has developed new versions of two of its groundbreaking standards. Best of Breed (BOB) 1.1 and System-to-System (S2S) 1.1 have completed development and been approved by the membership for release. The original BOB and S2S protocols were released last year, and the new versions improve the protocols' functionality and make them easier to implement. The BOB and S2S standards are available free of charge to GSA members and for a simple license fee from non-members. Companies that are interested in membership, or more information on GSA and its mission to bring important protocol standards to the gaming industry, should visit GSA at [gamingstandards.com](http://gamingstandards.com).

**ESI DELIVERS ICS TO PEURTO RICO.** ESI Integrity Inc. has successfully deployed its Lottery Internal Control System (ICS) to independently monitor the gaming transactions of Lotería Electrónica, the online lottery of Puerto Rico. This deployment was accomplished under a very tight time-frame, following a competitive procurement process and subsequent award of a seven-year contract in March 2005. The system went into live production on March 16, 2005. Under the terms of the contract, ESI Integrity will provide the *Integrity* Independent Monitoring system to monitor all the on-line games offered by Lotería Electrónica. The *Integrity* system will provide an independent and continuous audit check of all lottery transactions processed, providing assurance that the lottery rules are followed.



**SACHSEN ANHALT CHOOSES ESSNET.**

EssNet has signed a contract to provide new lottery terminals and

related services to Lotto-Toto GmbH Sachsen-Anhalt in Germany. As a result of the award, EssNet will replace Lotto-Toto GmbH Sachsen-Anhalt's existing terminal network with 900 new E6 terminals. In addition to the standard E6 reader and printer, the terminal includes an IBM main unit and MultiQ displays. The terminal operates with the ETS Open™ terminal software, the latest software generation designed for open integration of standard software applications. The contract includes roll-out, training, software maintenance and hardware maintenance until 2011. Deliveries will start in December 2005 and the roll-out is scheduled to be completed by mid 2006.



**ARISTOCRAT SIGNS 200<sup>th</sup> OASIS CUSTOMER.**

Aristocrat Technologies, Inc. announced its 200th OASIS customer, Cashell Enterprises, owners and operators of the Topaz Lodge and the Alamo Travel Center in northern Nevada. The Cashell team is moving towards converting all of its gaming machines at the Topaz Lodge into cashless units, installing Aristocrat's Quickets™ ticket-in/ticket-out technology for cashless wagering. They will implement new marketing and promotions programs at the Topaz Lodge, which attracts tourists and recreation enthusiasts to its location an hour-and-a-half from Reno overlooking beautiful Topaz Lake.

**e-SUCCESS INC. REORGANIZATION.** e-Success Incorporated announced a corporate reorganization of its gaming integrity and social gaming business units into new wholly-owned subsidiaries: **ESI Integrity Inc.** will be focused on providing trusted independent software for Security and Risk Management in Gaming (including the existing *Integrity* Independent Monitoring Systems) ([www.esiintegrity.com](http://www.esiintegrity.com)); and **Playline Inc.** will be a supplier of enhanced open gaming platforms for social gaming, including the previous *WebShow* Monitor Games System ([www.playline.net](http://www.playline.net)). In addition, e-Success announced that it will now be doing business under a new and simpler name:

**ESI.** The company noted that it has experienced strong growth in all areas of the company, and is undertaking these changes to ensure continued focus on core areas of business while allowing a refreshed look and positioning in the marketplace. ESI ownership and senior management remains unchanged.

**CYOP SYSTEMS TO LICENSE ONLINE POKER.**

CYOP Systems International Inc., a leading provider of online video games, is pleased to announce it will be launching a Poker Software licensing wholly owned subsidiary, Red Felt Software Ltd. based in the United Kingdom. The Company has engaged a London firm to form and register the new subsidiary in the United Kingdom.

**GAMING TRANSACTIONS LAUNCHES**

**KENOBOK.COM.** Gaming Transactions Inc., a leading provider of online gaming portal management is pleased to announce that it has launched its first version of [www.KenoBook.com](http://www.KenoBook.com). Kenobook.com offers a full range of sports betting options and an extensive number of betting types including straight bet, parlay, over/under, money-line, and teasers. The site showcases every North American sport from baseball to basketball to boxing, as well as soccer lines from over 60 different countries.



**PEOPLE**

One of the North American lottery industries most experienced and respected former executives was named Distinguished Alumni by the North Iowa Area Community College. **Ralph Decker** was recognized during the NIACC Alumni Association's 15th Annual Pathways to Success Program. After a stint as director of security for the Missouri Lottery, Decker spent his final 10 years of employment working to start and advance lottery programs across the country. He was the executive director of the Kansas, Arizona and New Mexico lotteries.

An Post (the Irish National Lottery) has appointed **Dermot Griffin** to the new position of Chief Operating Officer and **Eddie Banville** to the new position of Marketing Manager. Griffin comes to the National Lottery from Vodafone Ireland where he was Commercial Director with responsibility for sales and distribution activities. Banville has been with An Post since its inception in 1986.



GTECH announced that **Joseph S. Nadan, Ph.D.** has joined the Company as Senior Vice President and Chief Technology Officer. Reporting to W. Bruce Turner, GTECH President and Chief Executive Officer, Dr. Nadan is

responsible for managing and overseeing all aspects of technology for the Company. Most recently, Dr. Nadan served as Chief Technology Officer of Emerging Technology Research at American International Group (AIG). Prior to AIG, Dr. Nadan held various senior management positions at Market Data Corporation (MDC) a Cantor Fitzgerald spin-off in Rye Brook, N.Y.



Oberthur Gaming announced that **Jim Nulph** has been appointed US Vice-President, Sales and Marketing. He will be reporting to OGT's Executive VP Sales and Marketing Worldwide, Paul Howell and start his new role June 6th, 2005. Nulph is taking over this role from **Kathy Matson** who will retire after twenty years in the lottery industry. Kathy will remain as an Advisor to OGT and assist Jim with his transition into his new role. Mr. Nulph has twenty two years experience in the lottery industry, including marketing roles at the Colorado, Missouri and Virginia lotteries, as well as SGI.

## VIDEO GAMING/RACINOS

### NY HIGH COURT ALLOWS VLTs, MEGAMILLIONS.

In a 5-2 decision, the New York Court of Appeals overturned a lower court ruling that declared illegal the state law authorizing the slot machine-like VLTs because it sends a portion of VLT revenues to horse-racing breeding funds and enhanced track purses. It also stated that the state could participate in a multi-state lottery. The ruling also could end a lengthy court fight waged by gambling opponents. The Court of Appeals approved the VLTs since they operate like a lottery and are not slot machines under the meaning of the state constitution. The constitution bans slot machines.

**MAINE WON'T ADD SLOT RESTRICTIONS.** The Maine Legislature killed bills aimed at restricting slots planned for Bangor Raceway. One bill would have put a \$300 cap on the amount a racino patron could lose in a 24-hour period. Another would have required the racino to close from 1am to 6am daily. The gambling control board already has set operating hours at 8 a.m. to 4 a.m. daily, except for Sundays, when it would open at noon.



Wireless Information Solutions...

**IA CASINO EXPANSION.** The Iowa Racing and Gaming Commission is in favor of adding three to five new casino licenses. Seven communities have proposed 10 different casino projects. The final decision on new casino sites is scheduled for May 11.

**CARD ROOMS PASS ALASKAN HOUSE.** The Alaskan State House voted 23-16 in favor of legalizing card rooms. House Bill 272, which would allow non-house-banked

games, including poker, now heads to the Senate. If it passes, the bill requires local referendums on the issue before card rooms could be implemented in a municipality. The bill only allows the state to issue one card room license per 30,000 people in a town. Qualifying towns and cities in Alaska are limited to Anchorage, Fairbanks, Kenai, Matanuska-Susitna and Juneau. The population restriction means a maximum of 15 card rooms statewide, nine of which would be in Anchorage.

### BELMONT PARK CELEBRATES 100 YEARS AND OPENING DAY AT ALL HORSE RACING.

All Horse Racing, <http://www.allhorseracing.com>, announced that its members will be able to participate in the Opening Day celebrations at Belmont Park. On Wednesday, May 4th, Belmont Park will celebrate its centennial with parties and prizes for those who make the trek to the bucolic 430-acre park located in Long Island's Nassau County. But, thanks to All Horse Racing, people from around the world can make wagers on opening day and enjoy the excitement as if they were at the race.



## INTERNET/WIRELESS

### YOUBET INKS AGREEMENT TO BECOME CBS SPORTSLINE.COM'S EXCLUSIVE HORSE RACING CONTENT PROVIDER.

Youbet.com, Inc. has signed an agreement to be the exclusive horse racing content provider for CBS SportsLine.com. The deal means that Youbet's diverse content offering -- including live racing video, race replays, handicapping products, racing tutorials, and games and contests -- will now be accessible to the millions of sports fans who visit CBS SportsLine.com's flagship site, [cbs.sportsline.com](http://cbs.sportsline.com), each and every month. The agreement calls for Youbet to provide CBS SportsLine.com with program content in three phases over the next six months. The first installments, which will be on [cbs.sportsline.com](http://cbs.sportsline.com) in time for this week's Kentucky Derby, feature live racing audio/video, the Youbet-Daily Racing Form Triple Crown Watch page and a \$100,000 Kentucky Derby Pick 12 contest ([www.derbypick12.com](http://www.derbypick12.com)).

### SKY ACTIVE OFFERS FREE U.K. LOTTERY

**TICKETS.** Sky Active is offering free U.K. National Lottery Lotto tickets to Sky viewers who register for a National Lottery account through Sky Active's interactive TV service. The first 50,000 customers to register will have £1 credited to their account to purchase a ticket.

**PAGCOR PRESENTS SMS PLAN.** The Philippine Amusement and Gaming Corporation reportedly submitted to the National Telecommunications Commission (NTC) guidelines regarding its plan to operate Internet and cellular phone-related gambling. PAGCOR's plan would require all players to register through SMS, and would require valid government ID (driver's license, passport, etc.) to ensure they are of legal age. Winners would also be required to

present valid IDs. Any that could not provide such identification would forfeit their winnings to the government. To further prevent underage gambling, PAGCOR would require games be paid for via prepaid cards in the denomination of P500, P1,000 and P5,000.

**INTERNET SALES FAIL IN TEXAS.** The Texas House defeated a bill that would have allowed Texas Lottery sales on the Internet by a vote of 89-52. It was estimated that Internet sales would have boosted revenues by as much as \$275 million per year.

**KYL BILL RESURFACES.** Arizona Senator John Kyl is once again introducing his bill to ban Internet gambling. The major difference between this year's version and previous versions is that this year, no exemptions are being given, all forms of Internet gaming would be deemed illegal.

## LOTTERY NEWS

**CALIFORNIA-SIZED CHANGES TO MEGA MILLIONS.** If you thought Mega Millions was mega-sized before, you ain't seen nothing yet! When California becomes the 12th state in which Mega Millions is played, players in Virginia will see changes in the game that will make it even more exciting. The addition of California as a Mega Millions state adds 35.9 million people to the population of Mega Millions states, which increases the 12-state game total to 155.1 million, an increase of 30%. The basic Mega Millions game will not change. The price of tickets will remain at \$1, and Mega Millions drawings will continue to be held Tuesdays and Fridays at 11:00 p.m. Eastern Time, 10:00 p.m. Central Time, and 8:00 p.m. Pacific Time. Changes will include: increasing the prize for matching the first five Mega Millions numbers but not the Mega Ball from \$175,000 to \$250,000; increasing the prize for matching four numbers plus the Mega Ball from \$5,000 to \$10,000; a matrix change from 5:52 and 1:52 to 5:56 and 1:46, changing the jackpot odds from about 1 in 135 million to about 1 in 176 million, and changing the odds of winning any Mega Millions prize from 1 in 43 to 1 in 40. California is expected to join the Mega Millions game in late spring or early summer, although no official date has been set.

**NC SENATE PASSES LOTTERY IN BUDGET BILL.** The North Carolina Senate voted 29-21 in favor of a \$16.9 billion budget for 2005-06 that included provisions for a state lottery. While the Lottery issue has already passed the House, the Senate proposal would remove the House's restrictions on lottery advertising and would ban video poker as a lottery option. House Speaker Jim Black has already said that any changes in the Senate to the lottery bill would kill it. The bill passed the House by a vote of 61-59.

**MAURITIUS NATIONAL LOTTERY RFP.** The Central Tender Board (CTB) on behalf of the Government of Mauritius wishes to publicly announce the re-launching of the international procurement process for the implementation and operation of the Mauritius National Lottery. The Invitation to Submit Proposals applies to all firms or corporate bodies having or being able to provide a proven track record in the implementation and/or operation

of lottery systems and having or being able to provide the required knowledge, expertise and capabilities to undertake such a comprehensive assignment. The Request for Proposals (RFP) is released as of today and available for download from the webpage of the Ministry of Finance and Economic Development (MOFED) at <http://mof.gov.mu/lottery.htm>. Alternatively, the RFP documents can also be obtained by calling in person at the MOFED, Government House, Port Louis, Mauritius between 09:00 and 16:00 hours on weekdays. All interested parties are required to register before downloading/collecting the RFP documents.

**NM AD CAMPAIGN TO FEATURE PARENTS OF GRADUATES.** When colleges and universities across New Mexico hold commencement ceremonies this spring, proud parents taking photographs of graduates will have the tables turned. The New Mexico Lottery will interview and photograph parents whose graduating seniors attended college with Lottery Success Scholarships. The effort is part of an upcoming advertising campaign sharing the importance of the Lottery Success Scholarship not only for the students who received it, but also for the families whose burden of a college education was eased. This year, the Lottery's film crew will be at three campuses: New Mexico State University, Las Cruces, May 7; University of New Mexico, Albuquerque, May 14; and Eastern New Mexico University, Portales, May 14

**RECORD NUMBER OF TRIPLES IN VA IN FY05.** This fiscal year, a record-breaking number of triples have been drawn in the Virginia Lottery's Pick 3 game. The numbers 0-0-0 were drawn on the evening of April 21, making it the ninth time triples have appeared, surpassing the previous high of eight. So far in FY05, payout for the triples exceeds \$16 million, accounting for 15% of the total payout in only 2% of the draws. Fortunately, Pick 3 sales are benefiting as well - sales are 3.9% higher than last year and are on schedule to yield the second highest sales year in Pick 3 history. The Lottery has calculated that at this point in the year, there is only a 7.4% chance of drawing nine or more triples.

**AZ DRAWS TO GO DIGITAL.** The Arizona Lottery has elected to use a state-of-the-art Digital Draw System to replace its mechanical machines. Future winning numbers for The Pick, Pick 3 and Fantasy 5 will be selected using digital draw technology. The move replaces the traditional, mechanical drawing ball machines with an Origin™ Digital Draw System (DDS) – a high-tech, custom-built, stand-alone computer created by Smartplay. The move to DDS was based on cost effectiveness and improved technological capabilities. The Lottery purchased three Origin™ System machines for a total of \$70,000. Replacement of the mechanical drawing ball machines and ball sets would have cost nearly \$128,000.

**IA DESIGN A GAME FROM SCRATCH.** Through May 27, the Iowa Lottery will accept game-design ideas in its "Design A Game From Scratch" contest. Iowans can submit their original ideas for instant-scratch games and win cash prizes of up to \$3,000. Many of the contest's top ideas will

go on to become Iowa Lottery games. The current "*Design A Game From Scratch*" contest is open to Iowans who are at least 21 years old and have come up with original game ideas and artwork. Those who enter the contest must complete an official entry form (available at lottery retail locations, lottery regional offices and on the lottery Web site at [www.ialottery.com](http://www.ialottery.com)); attach their game idea and ticket art; and either mail their entry to the lottery or deliver it in person. The lottery will award 10 prizes in the contest: a \$3,000 top prize, \$2,000 for second place, \$1,000 for third place, \$500 for fourth place, \$250 for fifth place and \$100 for sixth through 10th place. Entries will be judged by a panel including advertising agency art directors and lottery industry professionals. Each eligible design will be judged in four categories: originality, overall appeal, game format and appropriateness. Winners will be notified by telephone and mail beginning June 10.

**WV LAUNCHES SEVENTH VETERANS' CASH GAME.** The West Virginia Lottery's seventh "Veterans' Cash" instant game created under special legislation to provide funding for a skilled care nursing facility benefiting West Virginia veterans, will go on sale May 5 at lottery retail locations statewide. Designed with the look of a government document, the new "*Veterans' Cash*" game includes nearly \$1.7 million in cash prizes. A continuation of instant games that initially featured WWII, Korea, Vietnam and Operation Desert Storm, the newest game offers a \$500 top prize. The special veterans' games were provided by the Legislature in 2000 to earmark funds for a 120-bed, 75,000 sq. ft. nursing facility in Clarksburg. Sales from the special tickets have raised more than \$5 million for the \$23 million project.

**VEIKKAUS LABYRINTH.** Players keen on scratching off instant tickets have a new game to play ever since [Veikkaus](#) introduced the new Labyrinth Instant on April 25th. It is a completely new type of entertaining instant game requiring players to scratch off arrows on the ticket, which guide them through the labyrinth on the game field. Arrow after arrow, the course of the game changes. The last arrow leads players either to a win of € 3-30,000 or out of the game field without a prize. In other words, Labyrinth Instant is more than just an instant game; it is an adventure through the labyrinth. A ticket costs € 3.

**THAILAND TIGHTENS RETAILER REGULATIONS.** Thailand's Government Lottery Office is taking measures to prevent lottery retailers from overcharging for tickets. Lottery tickets will now be classified according to region. Tickets sold in the provinces will be blue, tickets sold in the Metropolitan area will be green, tickets issued for organizations will be brown, and pink tickets will be for other legal entities. Retailers licenses will be issued in the color that matches their tickets. The GLO is also opening a 24-hour hotline that allows customers to place complaints about retailers who are charging too much for tickets. Retailers who violate the rules will lose their licenses.

**SAZKA IN-LINE WITH IAS AND IFRS.** SAZKA, a.s. prepared its consolidated financial statements, as required by the European Union, in accordance with the International

Accounting Standards (IAS) and with the International Financial Reporting Standards (IFRS). SAZKA, a.s., first fulfilled this EU requirement last year when it applied the IAS/IFRS to consolidated accounts.

**PLAY AT THE PUMP AXED IN TEXAS.** Legislation that would have legalized a device allowing Texas Lottery players to buy lottery tickets (numbers games) at the gas pump has been stripped out of a revenue raising bill. It's been estimated that the device, being marketed by John Pitts Jr. and inventor Michael Hall, would have boosted ticket sales by approximately \$1.1 billion annually and added nearly \$350 million a year in revenue to the state of Texas.

## HELP WANTED

### MARYLAND LOTTERY – PROGRAM MANAGER I (5476) (RESEARCH MANAGER).

This is a SPECIAL APPOINTMENT. **NATURE OF DUTIES:** Develops and manages qualitative and quantitative research projects, oversees and manages personnel and assigned budgets, trains and develops staff, supervises and evaluates subordinates, oversees and monitors research projects assigned to vendors, interacts with representatives from other lotteries and performs other related duties as assigned. **POSITION DUTIES:** The Research Manager develops and manages a variety of research projects that are conducted both internally and by various lottery vendors. This position is responsible for ensuring that research project objectives and timelines are established, met in a timely manner, and that results are analyzed and applied to Lottery initiatives, such as lottery promotions and game development. This position works closely with the Product Team to conduct research that will further the design and launch of new products and promotions as needed. This position also conducts a variety of surveys including employee surveys, retailer satisfaction surveys and player tracking studies, and is responsible for presenting the results to lottery employees and vendors. The Research Manager also analyzes Lottery sales and stats as well as developments in the lottery and gaming industry. Interaction with other State lotteries' personnel is required. This position will be assigned a budget and will be responsible for monitoring the budget. **MINIMUM QUALIFICATIONS:** Bachelors Degree from an accredited college or university. (Masters Degree, desirable). Five (5) years of marketing research and statistical analysis. Relevant experience may be substituted for the required education. **APPLICATION PROCEDURES:** Applicants must complete a State of Maryland MS-100 application and include their resume. Applications may be obtained from the Maryland State Lottery Agency's Human Resource Division or by visiting the DBM website: [www.dbm.maryland.gov](http://www.dbm.maryland.gov). **MAIL APPLICATIONS TO:** Lawrence J. Simpson, Director of Human Resources; Maryland State Lottery Agency; Montgomery Park Business Center; Attention: Research Manager; 1800 Washington Blvd., Suite 330; Baltimore, MD 21230

Please submit material for next week's Morning Report by Wednesday of this week to [Toddpgr2@aol.com](mailto:Toddpgr2@aol.com)



# EXPO/ILAC 2005 – Bellagio Hotel

## July 11 – July 14, 2005

### **CONFERENCE REGISTRATION FORM**

**CONFERENCE REGISTRATIONS** for government representatives, other lottery operators and track/racino operators is complimentary

Please fill out this form and fax back to 206-232-2564.

Public Gaming Research Institute, 218 Main Street, #203, Kirkland, WA 98033.

Conference registration includes all events, cocktail parties, continental breakfasts, luncheons, exhibit hall, all conference seminars, off-site events including the VIP Technology Tour.

Contact/Title: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

State/Prov./ \_\_\_\_\_ Zip/Postal Code: \_\_\_\_\_

Tel.: \_\_\_\_\_ Fax: \_\_\_\_\_

Signature: \_\_\_\_\_

Email: \_\_\_\_\_

Number of Registrations \_\_\_\_\_

**HOTEL RESERVATIONS:** Bellagio Hotel, 3600 S. Las Vegas Blvd.,  
Las Vegas, NV 89109 -Contact Room Reservations Department at  
(888) 987-6667, (702) 693-7444 **or on the website at**  
**[www.bellagio.com](http://www.bellagio.com) under the PUBLIC GAMING / EXPO/ILAC 2005.**

# EXPO/ILAC 2005

## FORMULARIO DE INSCRIPCION

**del 11 al 14 de Julio, 2005**

Bellagio Resort Hotel • Las Vegas, Nevada USA

Auspiciada por Public Gaming Research Institute

Nombre y

Cargo: \_\_\_\_\_

Nombre para su distintivo: \_\_\_\_\_

Nombre de esposa (o) si asiste: \_\_\_\_\_

Compañía: \_\_\_\_\_

Dirección: \_\_\_\_\_

Ciudad: \_\_\_\_\_ Estado: \_\_\_\_\_ CódigoPostal: \_\_\_\_\_ País \_\_\_\_\_

Teléfono: \_\_\_\_\_ Fax: \_\_\_\_\_

E-mail: \_\_\_\_\_ PáginaWeb: \_\_\_\_\_

### **DERECHOS DE INSCRIPCIÓN POR PERSONA (marque uno)**

Compañías o Loterías particulares: Pagan US\$895 \_\_\_\_\_

**Loterías públicas nacionales (gobierno): NO PAGAN**

**METODO DE PAGO:** Todos los pagos se realizarán por adelantado. El espacio se confirma al recibir el pago. No se efectuarán reembolsos después del 30 de junio, 2005.

**Autorización de la tarjeta de crédito** para \$US \_\_\_\_\_ Fecha de la transacción \_\_\_\_\_ American Express \_\_\_\_\_ Visa \_\_\_\_\_ Mastercard \_\_\_\_\_

**Número de la tarjeta** \_\_\_\_\_ Fecha de expiración \_\_\_\_\_

**Nombre del titular** \_\_\_\_\_

**Firma:** \_\_\_\_\_

Existen otras formas de pago disponibles bajo pedido

Para más información comuníquese con Raquel Orbezo al 425-765-4119

**E-mail: [raquelpgr2@aol.com](mailto:raquelpgr2@aol.com)**

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