

# World Directory of Lotteries & Suppliers 2002



**Public Gaming Research Institute, Inc.**

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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:** 780-447-8929

## Atlantic Lottery Corporation

**Michelle J. Carinci, 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

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### Key Personnel

	Telephone	Fax
Patrick Daigle, VP Finance	506 867 5896	506 867 5721
Bert McWade, VP Promotions	506 867 5805	506 867 5856
Jeff Salvis, VP Marketing	506 867 5561	506 867 5682
Carmen McAfee, VP Sales	506 867 5867	506 867 5856
Rodger Blakney, Manager, Internal Audit	506 867 5818	506 867 5450
Pierre LaPlante, VP Information Technology	506 867 5875	506 867 5420
Diane Allain, Acting VP Corporate Services	506 867 5478	506 867 5094
Richard Harten, Manager, Systems Operations	506 867 5715	506 867 5420
Louis Aubé, Manager, User Support & Telecomm.	506 867 5052	506 867 5420
Angela Smith, Manager, Quality Assurance	506 867 5701	506 867 5420
Diane McCaie, Manager, Lottery Support Services	506 867 5816	506 867 5032
Dwayne Chase, Architecture Director	506 867 5743	506 867 5420
Brad Dew, Manager, Gaming Terminal Technology	506 867 6100	506 867 5420
Bill Levangie, Resource Manager	506 867 6121	506 867 5420
Ralph MacCheyne, Computer Security Specialist	506 867 5714	506 867 5420
Rhonda O'Blenis, Manager, Corporate Information	506 867 5041	506 867 5881
Joey Cormier, Manager, Market Research	506 867 5416	506 867 5682
Scott Grant, Group Brand Manager	506 867 5462	506 867 5682
Wendy Nason, Group Brand Manager	506 867 5841	506 867 5682
Paul Burns, Group Brand Manager	506 867 5755	506 867 5682
Alison Stultz, Manager, Public Affairs	506 867 5830	506 867 5439
Bill Parsley, Corporate Counsel	506 867 5686	506 867 5531
Mark McCulloch, Manager, Administration	506 867 5725	506 867 5094
Maura McKinnon, Acting Mgr. Human Resources	506 867 5619	506 867 5710
Steve MacDonald, Manager, Security	506 867 5864	506 867 5600
Jamie Bradley, Manager, Accounting	506 867 6122	506 867 5721
Dan Allen, Mgr., Financial Planning & Analysis	506 867 5458	506 867 5721
Andrée Marcoux, Manager, Games Admin.	506 867 5594	506 867 5567
Maurice Richard, Project Mgr. eBusiness	506 867 5810	506 867 5682
Lise Gagnon, Manager, Creative Services	506 867 5706	506 867 5682
Sandy MacLean, Manager, Retail Support	506 867 5813	506 867 5856

**Regional Sales Managers:** Bruce Butler, Peter Hayes, Michel Nadeau

**Board Members:** Stirling "Ginger" Breedon, Chairman; C. Sean O'Connor, Vice Chairman; Philip Wall, Secretary; Gary Norris, Director; John E. Mallory, Director; Ernest L. MacKinnon, Director; Michael O'Brien, Director; Rollie MacInnis, Director

**Population:** Population: 2.3 million (all ages); 1.7 million (adult, game playing population)

**Start-up:** 1976 **Revenue to:** Provinces' General Revenue Fund

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

	<b>Sales</b>	<b>% Change</b>	<b>Profits</b>	<b>% Change</b>
<b>FY99</b>	836.5	3.4	315.4	5.7
<b>FY00</b>	878.3	5.0	339.0	7.5
<b>FY01</b>	925.5	5.4	352.2	3.9

**Ad Agencies:**

Corporate Communications Ltd.  
Bristol Group  
GCP Strategic Communications  
Cossette Atlantic

## **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 & CEO  
Rob Egan, VP, Corpe Development & Info Technology  
Jim Lightbody, Vice-President, Lottery Gaming  
Brian Lynch, Vice-President, Casino Gaming  
Doug Penrose, Vice-President, Finance & Corp Services  
Nigel Anderson, Director, Sales  
Barry Auliffe, Director, Marketing  
Heather Brandon, Director, Human Resources  
Chuck Hamilton, Director, Bingo  
Terry Towns, Director, Corporate Security  
Tom Adkin, Manager, Client Services  
Dawn Affleck, Manager, Prize Payout  
Gordon Biglow, Manager, eBusiness/Corp Services  
David Boyes, Manager, Audit Services  
Joe Crivici, Manager, Leasing & Retail Development  
Heather Daisley, Manager, Sales (Victoria)  
Peter Dwyer, Manager, Special Projects (Casino Division)  
John Falcus, Manager, Marketing Casinos  
Andrew Fraser, Manager, Operations (Data Centre/Operations)  
Craig Galt, Manager, Computer Security  
Rhonda Garvey, Manager, On-Line Gaming  
Mike Gehrman, Manager, Creative & Internet  
Gary Getz, Manager, Lottery Systems  
Carmen Grant, Manager, Human Resources (Richmond)  
Brenda Harcott, Manager, Special Projects  
Doug Harcott, Manager, Casino & Bingo Systems Group  
Edgar Hildebrandt, Mgr, Special Projects (Facilities Gaming)  
Don Hoye, Manager, Purchasing  
Katherine Kosowan, Manager, Communications  
Don Lacey, Manager, Network Technologies  
Bob Leach, Manager, Casino Security & Surveillance  
Ray Lifton, Manager, Gaming Compliance  
Kent Meston, Manager, Sales Planning  
Charlene Nielson, Manager, Social Gaming  
Dawn Noble, Manager, Administration  
Dalila Perovic, Manager, Casino Training  
Jovica Perovic, Manager, Slot Development  
Eileen Podoriesz, Mgr, Financial Systems Dev  
Goldie Preziosi, Manager, Human Resources (Kamloops)  
Carol Riddell, Manager, Sales Support

**Sales & Marketing**

10760 Shellbridge Way  
Richmond, BC V6X 3H1

**Tel:** 604-270-0649

**Fax:** 604-276-6424

**Branch Office**

770 Hillside Ave  
Victoria, BC V8T 1Z6

**Tel:** 250-383-4433

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**Telephone**

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250-828-5620

604-276-6412

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250-828-5605

604-276-6417

604-276-6408

250-828-5369

604-276-6470

250-828-5677

250-828-5671

604-276-6464

250-361-4015

250-828-5190

604-276-6475

250-828-5609

250-828-5658

604-276-6453

604-276-6427

250-828-5619

604-276-6421

250-828-5679

250-828-5687

604-276-6415

250-828-5681

604-276-6455

250-828-5632

250-828-5640

604-270-6306

604-276-6479

604-276-6435

250-828-5615

604-270-6244

604-276-6289

250-828-5231

250-828-5602

250-828-5265

604-270-6321

**Fax**

250-828-5637

250-828-5637

604-276-6441

250-828-5637

250-828-5637

604-276-6441

604-276-6441

250-828-5637

604-276-6441

604-276-6441

250-828-5631

604-276-6423

250-828-5631

250-828-5637

604-276-6424

250-361-4053

250-828-5697

604-276-6445

250-828-5623

250-828-5604

604-276-6424

604-276-6424

250-828-5604

604-276-6426

250-828-5631

250-828-5631

604-276-6424

250-828-5678

604-276-6422

250-828-5680

250-828-5693

604-276-6488

604-276-6437

604-276-6424

250-828-5692

604-276-6424

604-276-6424

250-828-5666

250-282-5637

250-828-5631

604-276-6424

## British Columbia Lottery Corp., continued...

Denis Savidan, Manager, Lottery Security	604-276-6428	604-276-6488
Bill Sidhu, Manager, Facilities Gaming Bingo	604-276-6404	604-276-6424
Tom Tai, Manager, Special Projects (Corp Development)	604-276-6447	604-276-6424
Theresa Thom, Manager, Community & Corporate Events	604-276-6481	604-276-6424
Norm Thompson, Manager, Accounting	250-828-5646	250-828-5637
Steve Toplass, Manager, Product Distribution	604-276-6416	604-276-6424
Bill Waller, Manager, Operations and Support Services	250-828-5624	250-828-5623
Margaret Watson, Manager, Off-line Retail Gaming	604-276-6413	604-276-6424
Gail White, Manager, Corporate & Media Relations	250-361-4018	250-361-4053
Cheryl Whiting, Manager, Player Relations (Casino Division)	250-828-5318	250-828-5697
Tom Williamson, Manager, Budget and Treasury	250-828-5645	250-828-5666

**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

**Lottery Terminals:** 3,400    **Pull-Tab Vending Machines:** 1,165

**Draws:** BC/49 (Wednesday, Saturday); Extra (Wednesday, Friday, Saturday); Daily 3 (daily); Club Keno (daily every 5 minutes from 6:05 a.m. -1 a.m.); Lotto 6/49 (nationwide game) draw is televised in B.C.

	<i>Sales</i>	<i>% change</i>	<i>Profits</i>	<i>% change</i>
<b>FY98:</b>	942.2	-	283.4	-
<b>FY99:</b>	910.6	-	274.2	-
<b>FY00:</b>	907.3	-0.4	275.2	-0.4
<b>FY01:</b>	937.0	-	285.4	3.27

**Advertising Budget:** 9.9

### 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

### Lottery Vendors

**Instant Tickets:** Pollard Banknote

**On-line Terminals/Systems:** GTECH Canada Ltd.

**Pull-Tab Vending Machines** (purchased): VendTek Industries Inc.

## 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

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### Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>E-mail</i>
Michel Crête, President & General Manager	514-499-5000	873-8999	
Robert Ayotte, President, Lottery Operations			
Claude Trudel, Sr Vice President	514-499-5002	864-4254	first.last@casino.qc.ca
Beaudoin Daigneault, VP Information Technologies	514-499-5045	873-5671	
Jean Royer, VP, Research, Development, New Markets	514-499-5022	499-3639	
Patrice Tardif, VP, Communications & Public Affairs	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 Administration	514-499-5111	873-3666	
Nicoll Allard, Sr Sales Director	514-499-5200	864-4157	
Simon Patenaude, Sr Marketing Director	514-499-5004	873-6726	
Elaine Thivierge, Director, Product Dev & Market Research	514-499-5156	873-6726	
Patricia Canbnay, Director, Publicity & Commercial Comms	514-499-5188		
Gerald Dion, Director, Spiel Betting	514-499-7106		
Nathalie Rajotte, General Manager, Ingenio	514-282-0210	282-2028	first.last@ingenio-quebec.com
Danielle Dumouchel, Group Product Manager - Instant	514-499-5168	873-6726	
Jacques L'Espérance, Group Product Manager - TV	514-499-5046	873-6726	
Hélène Rousseau, Group Product Manager - On-line	514-499-5162	873-6726	
Claire Arcand, Product Manager	514-499-5062	873-6726	
Suzanne Clement, Product Manager	514-499-8624	873-6726	

Pierre Berthlaume, Product Manager 514-499-5157 873-6726

Réjean Vileneuve, Exec Asst to Chairman & Sr Dir, Strategic Plan

Michel Gougeon, Director, Corp Security

Jacques Dubois, Director, Internal Audit

**Board Members:** Michel Crete; Robert Crevier; Joseph Benarrosh; Franceine de Montigny-LaHaye; Yuon Martin; Roger Blais; Lynne Roiter (Corporate Secretary)

**Population:** 7.4 million **Start up:** 1/1/70 **Revenue to:** General Fund

**Retailers:** 1,1411 **Terminals:** 8,256

	<i>Sales</i>	<i>% change</i>	<i>Profits</i>	<i>% change</i>
<b>FY00:</b>	1768.2		469.1	-0.2
<b>FY01:</b>	1825.5	3.2	464.5	-1.0

(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@commbr.qc.ca

BOS (Exp. 3/02)

Michel Ostiguy

**T:** 514-848-0010

**F:** 514-848-0365

**E-mail:** mo@bos.ca

#### Lottery Vendors

*Printed Tickets:* Oberthur Gaming Technologies, *Contract Expires:* 12/01

## 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.

<i>\$mil</i>	<i>Sales</i>	<i>Revenues to Province</i>
<b>FY97</b>	-	135.3
<b>FY98</b>	325.71	130.3
<b>FY99:</b>	353.10	-

**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

## 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:

	<b>Telephone</b>	<b>Fax</b>	<b>E-Mail</b>
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 & Administration	705-946-6771	705-946-6983	
Walter Fioravanti, VP Human Resources	705-946-6799	705-946-6405	
Michael Nieder, VP Information Technology	416-224-7055	416-224-7000	
Al Berdowski, SVP, Marketing & Sales	416-224-7053	416-224-7071	
Paul Micucci, VP Racetrack Development & Operations	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 Audit			

**Board Members:** Ron Barbaro, Toronto (Chair); Robert S.K. Welch, St. Catharines (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:** 11.34 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

	<b>Sales</b>	<b>% change</b>	<b>Per Cap</b>	<b>Profits</b>	<b>% change</b>	<b>Ad Budget</b>
<b>FY98:</b>	2,177.2	-	-	737.0	-	27.8
<b>FY99:</b>	2,194.4	-	\$188.85	675.3	-	29.9
<b>FY00:</b>	2,165.0	-0.5	\$187.82	729.1	8.0	-
<b>FY01:</b>	2,157.2	-0.36	\$190.23	-	-	-

### 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

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

### Key Personnel:

	<b>Telephone</b>	<b>Fax</b>
Dave Loeb, President	204-946-1300	204-946-1442
Glenn Grantham, VP, Finance & Administration	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, Sr Manager, Corporate Affairs	204-946-1326	204-946-1442
Kathleen Polyak, Corp. Communications Manager	403-742-7104	403-742-7191
Karen Kazubek, Executive Secretary to the President		
Margaret Hunter, Senior Manager, Human Resources		
Dave Dawes, Manager VLT Quality Assurance		
Ann Duckworth, Manager, Subscription Services		
Paul Erickson, Manager, Systems and Operations Audit		
Jonathan Kacki, Manager, Administration 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 Tech Support  
 Wendy Wasylik, Manager, Finance  
 Delee Wells, Manager, VLT Accounting  
 Brad Wiebe, Manager On-Line Products  
 Tyrone Wolfram, Manager, Computer Operations

**Board Members:** Dr. R.C.P. Westbury, Chair **T:** 204-942-8217 **F:** 204-946-1442

Jim L. Burnett, First Vice Chair; Peter Hak, 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; 22 draws weekly (all games)

**Retailers:** 3,780 throughout Manitoba, Saskatchewan, Alberta and the Territories

**Terminals:** 3,855 (targeted number for FY02).

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

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>Profits</i>	<i>% change</i>
<b>FY98:</b>	590.2	-	-	220.7	-
<b>FY99:</b>	644.9	-	-	237.4	-
<b>FY00:</b>	673.4		128.27	250.1	5.3
<b>FY01:</b>	692.7	2.87	131.94	-	-

**Ad Agencies:**

Highwood Communications

Brian Feick

**T:** 403-244-6313

**F:** 403-245-4048

**E-mail:** bfeick@hiwood.com

**Contract Expires:** 6/30/03

Palmer Jarvis

David Gough

**T:** 780-424-7000

**F:** 780-423-0602

**E-mail:** david.gough@pjddb.com

**Contract Expires:** 6/30/03

MacLaren McCann West

Nancy Wong

**T:** 604-689-1131

**F:** 604-687-6955

**E-mail:** nancy.wong@maclaren.com

**Contract Expires:** 6/30/03

**Lottery Vendors**

**Instant Tickets:** Pollard Banknote Limited. Winnipeg; **Contract Expires:** 4/28/03

**On-Line Terminals:** GTECH Corp. Canada

**On-Line Systems:** Scientific Games International; **Contract Expires:** 2/04

**POS/POP Materials:** In-house

# — UNITED STATES —

Figures for FY01 may be unaudited

## Arizona Lottery

### Phoenix Office

4740 E. University Drive  
Phoenix, AZ 85034  
**Tel:** 480-921-4400  
**Fax:** 480-921-4512

### Tucson Office

4010 E. Grant Rd.  
Tucson, AZ 85712  
**Tel:** 520-628-5107  
**Fax:** 480-921-4456

**Website:** www.arizonalottery.com

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

### Key Personnel:

	<i>Telephone</i>	<i>Fax</i>	<i>E-mail</i>
Geoffrey E. Gonsher, Executive Director	480-921-4514	480-921-4488	
Pamela Ulloa, Director's Executive Assistant	480-921-4493	480-921-4489	
Karen Emery, Deputy Director / Game Design & Development Director	480-921-4472	480-921-4501	
Ronelle Ralston, Director IT	480-921-4462	480-921-4501	
Maureen McGovern, Director of Administration	480-921-4515	480-921-4425	
Tara Roesler, Assistant Director Administration	480-921-4505	480-921-4425	
Kevan Kaighn, Director of Communications	480-921-4435	480-921-4507	
Janice Sweeter, Director of Mktg & Advertising	480-921-4537	480-921-4530	
John Beal, Director of Sales	480-921-4524	480-921-4530	JohnB@lottery.state.az.us
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William Rudd, Director of Security	480-921-4477	480-921-4512	
Nena Dawson, Audit Manager	480-921-4430	480-921-4507	

**Board Members:** Dennis Lambson, Richard Clore, Tracey Gotsis, Gary Curtis, Tom Stabler, Jr.

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

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

	<i>Sales</i>	<i>% Change</i>	<i>Per Cap</i>	<i>% Change</i>	<i>Profits</i>	<i>% change</i>	<i>Ad Budget</i>	
<b>FY98:</b>	250.7	-	\$56	-	-	-	8.7	
<b>FY99:</b>	268.3	-	\$58.89	-	84.4	-	8.6	
<b>FY00:</b>	255.6	-4.7	\$52	-11.9	78.1	-7.5	8.4	8.1
<b>FY01:</b>	272.7	6.7	\$54	4.1	79.3	1.5	7.4	7.1

### Ad Agency:

E.B. Lane & Associates  
Jody Alexander  
**Tel:** 602-744-2575 **Fax:** 602-257-8128  
**E-mail:** jalexander@eblane.com  
**Contract Expires:** 3/31/02

### Hispanic Ad Agency:

Grupo N Advertising  
Damin Lopez, Managing Partner / Account Supervisor  
**Tel:** 602-690-6354  
**E-mail:** dlopez@gruponadv.com

### Lottery Vendors

**Instant Tickets (Extended Play):** Pollard Banknote; **Expires:** 1/13/02

**Instant Tickets (Standard Play):** Scientific Games; **Expires:** 1/13/02

**ITVMs:** Interlott; **Lease Expires:** 6/30/02

**Online Games:** GTECH Corp; **Expires:** 1/31/04

## 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:

Joan M. Wilson, Director  
Dennis Sequiera, Finance & Administration Director  
Melissa Meith, Chief Counsel  
James Hasegawa, Director, Marketing  
Tony Molica, Director, Sales  
Dan Kadell, Research  
Susan Kossack, Marketing, Advertising  
Norma Minas, Public Affairs  
Dr. John Schade, Education Liaison  
Rudy DiMassa, Customer Service  
Joanne McNabb, Director Corporate Communications  
Steve Craig, Security Director  
Dianne Koelzer, IMS Director

### Telephone

916-323-0403  
916-324-9992  
916-324-2096  
916-327-1346  
916-323-7151  
916-323-3977  
916-324-9642  
916-324-9639  
916-322-5198  
916-322-0909

### Fax

916-323-7087  
916-445-7916  
916-327-1345  
916-322-6747  
916-323-2727  
916-327-1345  
916-322-6747  
916-327-0489  
916-327-0489  
916-322-0075

**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:** 33.87 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>
<b>FY98:</b>	2,302.9	-	-	-	-	-	31.0
<b>FY99:</b>	2,498.3	-	\$73.99	-	899.3	-	31.0
<b>FY00:</b>	2,598.4	4.0	\$75.68	2.3	948.4	5.5	-
<b>FY01:</b>	2,895.8	11.5	\$85.50	-	-	-	-

### Ad Agency:

Grey Advertising  
Larry Varnes

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

## Colorado Lottery

201 West 8th St., Suite 600  
Pueblo, CO 81003

**Tel:** 719-546-2400

**Fax:** 719-546-5208

**Website:** www.coloradolottery.com

### Key Personnel:

Mark Zamarripa, Director  
Kathy Jones, Deputy Director  
Vickie Robb, Associate Director  
Dan Noreen, Marketing Director  
Tom Thornburg, Security Director  
Mike Saucedo, Controller  
Rich Myers, MIS Director  
Duane Rollins, Sales Manager  
Mary Brown, Marketing Manager  
Greg Glazner, R&D Manager  
Lee Burnett, Product Manager  
Todd Greco, Media Relations Specialist  
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

### Telephone

719-546-5206  
719-546-5243  
303-759-6805  
303-759-6826  
719-546-5212  
719-546-5232  
719-546-5250  
303-759-6819  
303-759-6811  
303-759-6832  
303-759-6809  
303-759-6834

### Fax

719-546-5208  
719-546-5208  
303-759-6847  
303-759-6847  
719-546-5208  
719-546-5208  
719-546-5208  
303-759-6847  
303-759-6847  
303-759-6847  
303-759-6847  
303-759-6883

**Colorado Lottery, continued...**

**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%)

**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>
<b>FY98:</b>	374.2	-	\$1.80	-	-	6.1
<b>FY99:</b>	368.4	-	\$93.60	-	84.7	5.8
<b>FY00:</b>	371.0	0.7	\$86.27	-	89.5	-
<b>FY01:</b>	350.6	-5.5	\$81.53	-	-	-

**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 & CEO  
Vicky Ahern, Executive Secretary  
Barbara Porto, VP Operations & Administration  
vacant, VP Marketing & Sales  
Dennis Chapman, Ass't. VP Marketing & Sales  
James McCormack, Corporate Counsel  
Fred DuPuis, Director of Security  
Karen Mehigen, Director of Human Resources  
Gloria Donnelly, Sales Manager  
Betty Colby, Accounting Manager  
Michael Hunter, Information Systems Manager  
Joseph Bevivino, Business Analyst  
William Hennessey, Instant Product Manager  
Diane Patterson, Public Relations  
Richard Wiszniak, Drawing Coordinator

**Telephone**

860-348-4001  
860-348-4001  
860-348-4001  
860-348-4001  
860-348-4001  
860-348-4001  
860-348-4001  
860-348-4021  
860-348-4086  
860-348-4121  
860-348-4061  
860-348-4076  
860-348-4077  
860-348-4126  
860-348-4078

**Fax**

860-348-4015  
860-348-4015  
860-348-4015  
860-348-4015  
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860-348-4015  
860-348-4015  
860-348-4015  
860-348-4114  
860-348-4146  
860-348-4015  
860-348-4015  
860-348-4015  
860-348-4015  
860-348-4015

**Board Members:** Paul Corey, Chairman, John E. Calkins, Jr., Eugene Millerick, Howard G. Rifkin, MaryAnn Palmarozza, Marty Stauffer, Walter Scholtz, Jerome Klein, Steven Bafundo, Margaret Morton, Ralph Carloni

**Population:** 3.41 million; **Start up:** 2/72; **Revenue to:** General Fund; **Games:** Instant; Midday 3 & 4; Play 3 & Play 4; Cash 5 (5/35); Lotto (6/44); Powerball (5/49 + 1/42)

**Retailers:** 2,770, grocery, convenience, gas stations, restaurants, drug stores, liquor stores, merchandise stores, news and smoke shops and a couple of service-type locations.

<b>FY 2001</b>	<i>Sales**</i>	<i>% Change</i>	<i>Per Cap**</i>	<i>% Change</i>	<i>Profits**</i>	<i>% Change</i>	<i>Ad Budget</i>
Instant*	528.3 B	2.27	\$155.39	2.27	128.7 B	10.50	2,786,922
3 & 4 digit	178.0	3.17	\$52.36	3.17	69.9 B	-2.43	740,133
Cash 5	41.8 B	-6.07	\$12.30	-6.07	17.2 B	0.43	942,366
Lotto	37.2 B	-21.36	\$10.95	-21.36	11.7 B	-37.50	810,417
Powerball	54.3 B	-3.82	\$15.98	-3.82	24.5 B	-19.65	720,162
Total	839.7	0.3	\$246.25				

\* Includes Instant Powerball (FY 2001)

\*\* Unaudited and Estimated

**Advertising Agency:**

Cronin and Company  
Ad Contact: Leslie Stedman  
**E-mail:** lstedman@cronin-co.com  
**T:** 860-659-0512 **F:** 860-659-3455  
**Contract Expires:** 6/30/02

## Lottery Vendors

### Instant:

- Creative Games Intl.; two-year contract, *Expires: 8/02*; plus two one-year options
- Scientific Games; two-year contract, *Expires: 8/02*; plus two one-year options
- Oberthur Games; two-year contract, *Expires: 8/02*; plus two one-year options

**On-Line:** Scientific Games, five year contract *Expires: 5/03*; plus five, one-year options

**Ticket Dispensers:** Schafer Systems (no contract); Take-A-Ticket, Inc. (no contract)

## 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
Jeannette Michael, Director of Operations (acting Director)	202-645-8010	202-645-7914
Young Ja-Kim, Deputy Director of Corporate Affairs	202-645-8010	202-645-3683
Sylvia Kinard, Deputy Director of Development	202-645-8010	202-645-9422
William Parson, Director, Trade Development	202-645-8090	202-645-0005
Kevin Johnson, Marketing Director	202-645-8066	202-645-7987
William Robinson, CFO	202-645-8006	202-889-7248
Doris Brown, Director of MIS	202-645-8054	202-645-7905
James E. Jones, Jr., Director of Security	202-645-8080	202-645-7905
Mona Blake, Legal Counsel	202-645-8026	202-645-8077
Claudia Booker, Procurement Director	202-645-7914	202-645-7933
Robert Hainey, Communications Manager	202-645-7900	202-645-7914
Carol Jackson-Jones, Human Resources Director	202-645-8021	202-610-1231
Vivien Cunningham, Licensing & Charitable Games Director	202-645-8071	202-645-0006

**Population:** 572,059; **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), Powerball

**Retailers:** 463; **Terminals:** 572

	Sales	% change	Per Cap	% Change	Profit	% change	Ad Budget
<b>FY98:</b>	226.4	-	-	-	81.3	-	-
<b>FY99:</b>	207.1	-	\$395.87	-	64.2	-	4.0
<b>FY00:</b>	216.0	-5.3	\$377.62	-4.6	69.5	8.2	4.0
<b>FY01:</b>	223.7	3.6	399.5	5.8	83.5	20.1	4.7

### Ad Agencies:

Kamber Group

Kimberly Bennett

**T:** 202-223-87004 **F:** 202-659-5559

**Contract Expires:** 3/31/02

HR communications

Rick Harroun

**T:** 703-925-4000 **F:** 703-925-4004

**Contract Expires:** 3/31/02

### Lottery Vendors

**Instant Tickets:** Scientific Games; Expires: 5/1/01

**Printed Tickets:** Scientific Games; Expires: 5/1/01

**On-Line Systems:** GTECH and Lottery Technology Enterprises; Contracts Expires 11/09

## Delaware State Lottery

1575 McKee Rd, Suite 102

Dover, DE 19904

**Tel:** 302-739-5291

**Fax:** 302-739-7586

**Website:** <http://lottery.state.de.us/>

### Key Personnel:

Wayne Lemons, Director

Vernon Kirk, Executive Assistant

Frank D. Brown, Jr., Deputy Director, Finance, Security & Support Services, and IT

Brian Peters, Deputy Director, Marketing & Sales Management

Donald Johnson, Deputy Director, Video Lottery

**Start up:** 10/30/75 **Population:** 717,197 **Revenue to:** State's services (General Fund) **Retailers:** 450

	<i>Sales</i>	<i>Profit</i>	<i>Ad Budget</i>
<b>FY98:</b>	447.4	125.4	2.1
<b>FY99:</b>	527.5	168.0	2.2
<b>FY00:</b>	556.5	185.5	2.3
<b>FY01:</b>	601.2	204.6	2.4

### Ad Agency:

Reese, Tomases & Ellick, Inc.

Alan B. Poland, Exec VP,

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

**Contract Expires:** 12/31/02

### Lottery Vendors

**On-line Systems:** Automated Wagering International; **Contract Expires:** 9/30/02

**Instant Tickets:** Scientific Games International; **Contract Expires:** 8/31/02

**Ticket Dispensers:** Schafer and Take-a-Ticket

**VLTs:** Bally's; **Contract Expires:** 2/14/02 (571)

IGT; **Contract Expires:** 12/31/01 (2,432)

Spielo; **Contract Expires:** 2/14/02 (348)

VLC; **Contract Expires:** 12/31/01 (345)

Williams; **Contract Expires:** 2/14/02 (1,455)

## Florida Lottery

250 Marriott Drive

Tallahassee, FL 32301

**Tel:** 850-487-7777

**Fax:** 850-487-7709

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

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

**Website:** [www.flalottery.com](http://www.flalottery.com)

### Key Personnel

David Griffin, Secretary

Robert Nave, Chief of Staff

Waymond King, Asst Secretary of Marketing

Denise Rodenbough, Asst Secretary of Operations

Leo DiBenigno, Asst Secretary for Public Affairs

David Faulkenberry, Finance and Budget Director

Dennis Harmon, Research & Policy Analysis Director

Ken Hart, General Counsel

Robert Spiegel, Legislative Affairs Director

Jon Epstein, Security and Administration Director

Joyce Stewart, Product Development Director

Wesley Hall, Statewide Sales Director

Fran Keyes, Contract Compliance Director

Bill Schmid, Information Resource Director

Gerald Bailey, Inspector General

Jackie Braswell, Educational Affairs Director

### Phone

850-487-7728

850-487-7711

850-487-7740

850-487-7718

850-487-7727

850-487-7720

850-487-7777

850-487-7724

850-487-7729

850-487-7730

850-487-7728

850-487-7740

850-487-7720

850-487-7700

850-487-7726

850-487-2033

### Fax

850-487-7709

850-487-7709

850-487-7746

850-487-4541

850-487-7785

850-487-4541

850-487-4541

850-487-4541

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

**Start up:** 1/12/88

**Population:** 15.3 million

**Retailers:** 11,400

**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>
<b>FY98:</b>	2,131.1	-	\$143.01	-	801.7	-
<b>FY99:</b>	2,092.07	-	\$137.07	-	807.2	-
<b>FY00:</b>	2,235.9	6.8	\$144.02	5.1	849.6	5.3
<b>FY01:</b>	2,360.6	1.6	\$147.72	-	-- (unaudited)	

**Ad Agency:**

Cooper, HMS Partners, Inc.

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

**Contract Expires:** 2001

**Hispanic Advertising:**

Sanchez and Levitan

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

**Lottery Vendors**

**On-Line Systems:** AWI, two, two-year periods; **Contract Expires:**12/31/04

**Instant Tickets:** ScientificGames, three, two-year periods; **Contract Expires:** 9/30/02

## Georgia Lottery Corp.

Inforum, Suite 3000

250 Williams Street

Atlanta, GA 30303-1042

**Tel:** 404/215-5000

**Fax:** 404/215-8871

**Website:** www.galottery.com

**Email format:** firstinitiallastname@galottery.org

**Key Personnel:**

Rebecca Paul, President and CEO

Sidney Chambers, VP, Sales & Distribution

Andy Davis, SVP, Finance and Information Systems

Marty Goldman, SVP, Sales & Marketing

Mar-D Greer, VP, Security

Daniel Johnson, VP, Systems Development

Jeannie Lin, VP, Advertising

Carey Mackesey, Director, Public & Government Relations

Rosemarie Morse, VP, Legal Affairs

Parquita Nassau, Media Relations Manager

Joan Schoubert, SVP, Administration

Larry Sipes, VP, Information Technologies

Cathy Walls, SVP, Corporate Affairs

Wanda Young Wilson, SVP & General Counsel

**Board Members:** J. Veronica Biggins, Chair; Roscoe Brown; Sylvan M. Byck, Jr.; Barbara M. Dooley; Richard Robert Ensley; Roy Richards, Jr.; Mathew Ware

**Population:** 8 million (approx.); **Start-up:** 6/29/93; **Games:** Instant, 3- and 4-digit, Quick Cash, Fantasy 5, The Big Game, Lotto South

**Retailers:** Approx. 7200

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

	<i>Sales</i>	<i>%change</i>	<i>Per Cap</i>	<i>%change</i>	<i>Profit</i>	<i>%change</i>
<b>FY98</b>	1,736.1	-	\$248.00	-	555.0	-
<b>FY99</b>	2,034.3	-	\$290.61	-	646.7	-
<b>FY00</b>	2,313.5	13.7	\$331.001	-	683.8	5.7
<b>FY01</b>	2,193.8	-5.2	\$267.86	-	-	- (unaudited)

**Ad Agency**

Austin Kelley

**Contract Expires:** 5/16/1993 – initial two years w/subsequent one-year renewals.

**Lottery Vendors**

**Instant Tickets:** Scientific Games; **Contract Expires:** 6/30/2003

**On-Line Systems:** GTECH; **Contract Expires:** 9/10/2003

## Hoosier Lottery

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

**Tel:** 317-264-4800

**Fax:** 317-264-4908

**Website:** www.hoosierlottery.com

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

**Faxes: Executive:** 317-264-4908; **Marketing:** 317-264-4909

**PR:** 317-264-4630; **Sales:** 317-264-4933; **Accounting:** 317-264-4606

### Key Personnel:

	<b>Telephone</b>
Jack Ross, Director	317-264-4810
Nancy Dorsa, Deputy Director	317-264-4970
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
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
Anne Thompson Brock, 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	317-264-4624
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:** Deloris 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)

**Pop:** 5.8 M **Start-up:** 10/13/89 **Games:** Instant; 3- & 4-digit; Lucky 5, 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

	<b>Sales</b>	<b>% change</b>	<b>Per Cap</b>	<b>% change</b>	<b>Profit</b>	<b>% change</b>	<b>Ad Budget</b>
<b>FY98:</b>	648.2	12.0	\$107	12.0	195.5	10.8	8.7
<b>FY99:</b>	681.0	5.1	\$112	5.1	205.1	4.9	7.8
<b>FY00:</b>	582.7	-14.4	\$96	-14.4	165.4	-19.3	9.1
<b>FY01:</b>	548.5	-5.9	\$90	-5.9	155.6	-5.9	7.7

### 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

### Key Personnel:

	<b>Fax</b>	<b>E-mail</b>
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>
<b>FY98:</b>	90.4	-	-	-	20.5	-
<b>FY99:</b>	90.5	-	75.45	-	20.6	-
<b>FY00:</b>	86.7	-4.3	72.22	-4.3	18.0	-12.6
<b>FY01:</b>	81.7	-5.7	63.3	-	-0	-

**Ad Agency:**

Elgin Syferd Drake

Bill Drake, President

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

**Contract Expires:** 6/30/01

## Illinois Lottery

676 North St Clair, Suite 2040

Chicago, IL 60611

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

**E-mail:** lottery.info@isl.state.il.us

**Website:** www.illinoislottery.com

**Key Personnel:**

Lori Spear Montana, Director

Dave Mizeur, Deputy Director/Finance

Jeff Berry, Deputy Director/Operations

Cathy Beres, Deputy Director/Marketing

Anne Plohr, Communications Director

Tom Frescura, Personnel Officer

Jeff Schweig, Promotions Director

Kris Hanlon, Sales Director

Vickie Alvies, Instant Ticket Manager

Jared March, Chief Security Officer

Victoria Clemons, Legislative Liaison

Kurt Freedlund, Legal Counsel

Toni Hermsmeyer, On-line Manager

Brett Finley, Internal Auditor

April McIntosh, Retailer Relations

**Telephone**

312-798-1681

217-524-5207

217-524-5257

312-793-4738

217-524-5157

217-524-5246

312-793-4086

630-469-0048

217-524-5252

217-524-5382

217-785-3989

217-524-5243

217-524-5178

217-524-5195

**Regional Managers:** Ed Josupait (Reg 1); vacant (Reg 2); Jeff Zeal (Reg 3); Marc Hoffmann (Reg 4); Chuck Conzo (Reg 5)

**Board Members:** Lottery Control Board: David Zaransky; Paul Tomazzoli; Hilder Garrison; James Hadley

**Population:** 12.4 million; **Start up:** 7/74; **Revenue to:** Common School Fund (K-12 Education)

**Games:** Instant; on-line **Retailers:** 8,192 **Terminals:** 6,888

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profits</i>	<i>% change</i>
<b>FY98:</b>	1,577.0	-	-	-	560.0	-
<b>FY99:</b>	1,524.4	-	128.10	-	540.0	-
<b>FY00:</b>	1,504.66	-1.3	126.44	-1.3	516.0	-4.4
<b>FY01:</b>	1,449.76	-3.8	121.83	-4.6	501.0	-3.0

**Ad Agency:**

Ogilvy & Mather

Linda Garrison, Managing Director

**T:** 312-856-8313 **F:** 312-856-8202

**E-mail:** linda.garrison@ogilvy.com

**Contract Expires:** 6/30/02, two one-year options

**Lottery Vendors**

**Instant Tickets:**

- Scientific Games, **Contract Expires:** 6/30/02

- Pollard Banknote, **Contract Expires:** 6/30/02

**On-Line Systems:** GTECH Corp., **Contract Expires:** 10/17/02; one, one-year option

**Above-Counter Ticket Dispensers:** Schafer Systems, **Contract Expires:** 6/30/02

**In-Counter Ticket Dispensers:** Take-A-Ticket, **Contract Expires:** 6/30/02

**ITDMs:** Interlott Technologies; **Contract Expires:** 6/30/06

**Instant Ticket Dispensers:** IGOR, **Contract Expires:** 12/3/02; two one-year options

## 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:

	Telephone	Fax	E-mail
Dr. Edward Stanek, Commissioner	515-281-7900	515-281-7882	estanek@ilot.state.ia.us
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	
Andrew Anderson, Asst Attorney General	515-281-7900	515-281-7882	
Mary Neubauer, Manager of Public Affairs	515-281-7906	515-281-7905	
Sally Robson, Advertising Manager	515-281-7899		

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

**Board Members:** Gary Hughes, Iowa City; Timothy Clausen, Sioux City, vice chair; Mary Junge, Cedar Rapids, chair; 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, Iowa's \$100,000 Cash Game, Freeplay Replay, Rolldown, Powerball, Pick-3

	Sales	% change	Per Cap	% change	Profit	% change	Ad Budget
<b>FY98:</b>	173.9	-	\$62.11	-	43.0	-	5.5
<b>FY99:</b>	184.10	5.87%	\$65.75	5.87%	45.8	6.51%	5.6
<b>FY00:</b>	178.2	-3.2%	\$63.64	-3.2%	44.5	-2.84%	5.9

**FY01:** Unaudited and not ready for release.

### Ad Agency:

Strategic America

John Schreurs, SVP

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

**E-mail:** Johns@schreurs.com

**Contract Expires:** 6/30/02 (three renewal options)

### Lottery Vendors

**Instant Tickets:** Pollard Banknote Limited; **Contract:** 1/1/01-12/31/01 (three, one-year renewal options)

**Instant Ticket Vending Machines:** Interlott; **Contract:** 1/1/01 to 12/31/04 (two, one-year options)

**Pull-Tab Tickets:** American Games, Inc.; **Contract:** 1/1/01 to 12/31/01 (two, one-year options)

**Pull-Tab Vending Machines:** American Games; **Contract:** 11/1/97 to 9/30/01 (three, one-year options)

**On-line Systems:** Scientific Games International.; **Contract:** 1/11/01 to 6/28/08 (three, one-year options)

## Kansas Lottery

128 North Kansas Avenue  
Topeka, KS 66603-3638

**Tel:** 785-296-5700

**Fax:** 785-296-5712

**Website:** www.kslottery.com

**General E-mail:** lotteryinfo@kslottery.com

**E-mail format (unless specified):** first initiallast name@kslottery.com

### Key Personnel:

	Telephone	F:
Ed Van Petten, Executive Director	785-296-5703	F: 296-5722
Keith Kocher, Assistant Attorney General	785-296-5703	
Dave Mackey, Director of Administration	785-296-5782	
Darrell Pflughoft, Director of Security	785-296-5714	
Thomas Hofts, Director of Marketing & Sales	785-296-5778	
Gary Saville, Comptroller	785-296-5781	
Jim Giordano, Internal Auditor	785-296-5709	
Pat Witt, Personnel Manager	785-296-5741	
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 Manager 316-792-5363  
 Marlon Green, Wichita Regional Manager 316-337-6110  
 Lori Koepsel, Topeka Regional Manager 785-296-5798  
 J.O. Walker, Game Products and Research  
 Maria Aikman, Corporate Accounts  
 Stan Patterson, Corporate Accounts

**Commissioners:** James W. Cates; Paul Steele; G. Craig Robinson, Chairman; Carol Gates; Bill Falstad

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

**Retailers:** Approx. 1,820; Grocery stores, convenience stores, gas stations, liquor stores, taverns/bars, bowling alleys, restaurants

**Revenue for:** 30% to State Gaming Revenues Fund, 85 % of which goes to Economic Development Initiatives Fund; 10% Correctional Institutions Bldg Fund, 5% Juvenile Detention Facilities Fund.

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
<b>FY98:</b>	197.4	-	-	-	60.3	-
<b>FY99:</b>	197.7	-	79.09	-	61.0	-
<b>FY00:</b>	195.6	-1.1	78.22	-1.1	57.8	-5.3
<b>FY01:</b>	193.3	-1.2	71.86	-	-	-

**Ad Agency:**

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

**Lottery Vendors**

**Printed Tickets:** Pollard Banknote and Oberthur Gaming; **Contracts Expire:** 9/6/01 (currently in RFP process for new three-, five-, or seven-year contracts.

**On-line Systems:** GTECH; **Expires** 6/30/02; apparent successful bidder for six-year ontract beginning 7/1/02.

**POS/POP:** in house

## Kentucky Lottery Corporation

1011 West Main Street  
 Louisville, KY 40202-2623

**Tel:** 502-560-1500

**Fax:** 502-560-1532

**E-mail:** Admin@Kylottery.com

**Website:** www.kylottery.com

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

**Key Personnel:**

	<i>Telephone</i>	<i>Fax</i>
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, Information 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
Betsy Paulley VP, Marketing	502-560-1620	502-560-1534
Larry Smith, Director, Operations	502-560-1830	
Linda Stark, VP Systems Development	502-560-1709	502-560-1537
Bob Little, VP, Sales	502-560-1600	502-560-1534
Bill Hickerson VP, Security	502-560-1800	502-560-1535
Bill May, General Counsel	502-560-1576	502-560-1532
Church Saufley, VP Human Resources	502-560-1587	502-560-1592
Rick Redman, VP PA/Communications	502-560-1675	502-560-1531
Rhonda Goodwin, Instant Product Manager	502-560-1622	502-560-1534
Lisa Ion, Promotions Manager	502-560-1618	502-560-1534
Larry Newby, Research/Planning Manager	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, Lisa Acree, Jeff Riley, Greg Anderson, Diane Nelson

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

**Population:** 4.05 million; **Start up:** 4/4/89; **Games:** Instants, Pull-tabs, Lotto South, Powerball, Cash 5, Pick 3, Pick 4

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

**Retailers:** 3,100 in convenience stores with gas, followed by grocery, convenience stores without gas, gas stations, non-traditional

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
<b>FY98:</b>	585.0	-	-	-	156.7	-	-
<b>FY99:</b>	583.1	-	149.21	-	161.8	-	9.9
<b>FY00:</b>	583.7	0.1	149.35	0.1	162.4	0.3	-
<b>FY01:</b>	590.9	-1.2%	146.19	-2%	\$10.3		

**Ad Agency:**

Creative Alliance

Margaret Horlander

**Tel:** 502-584-8787

**E-mail:** margareth@cre8.com

**Contract Expires:** 6/12/03

**Lottery Vendors**

**Pull-tabs:** Scientific Games; **Contract Expires:** 9/30/02 (total five years)

**Instant Tickets:** Scientific Games; **Contract Expires:** 10/30/02; one-year options

**On-line Systems :** GTECH Corp.; **Contract Expires:** 6/27/03 five, one-year options

**Ticket Dispensers:** Schafer Systems; **Contract Expires:** 8/16/02; four, one-year options

**POS/POP Materials:** Creative Alliance; **Contract Expires:** 6/12/03 three, one-year options

**In-counter dispensers:** Take-a-Ticket; **Contract Expires:** 8/16/02; four, one-year options

## 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 & Secretary/Treasurer	225-297-2002	225-297-2005
Keith "Kip" Shuford, Sr VP, Marketing & Sales	225-297-2002	225-297-2005
Steve Rosales, Internal Audit Manager	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 Manager	225-297-2084	225-297-2222
Jeff Jackson, Broadcast Manager	225-297-2208	225-297-2222
Susan Clayton, Director, Products	225-297-2228	225-297-2222
Bill Cox, VP, Security & Retailer Licensing	225-297-2170	225-297-2179
Brian Darouse, VP, MIS & Distribution Center	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, James David Cain, Jr., Stewart Gentry, Wilbert Pryor, Oray Rogers, Carl Bauer, Linda Temple, Brandi Bollinger, John Kennedy (ex officio)

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

**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>
<b>FY98:</b>	92.9	-	-	-	-	-	7.1
<b>FY99:</b>	296.2	-	67.80	-	107.0	-	7.9
<b>FY00:</b>	276.4	-6.7	63.26	-6.7	99.8	-6.6	-
<b>FY01:</b>	284.5	2.9	63.65	-	-	-	-

**Creative:-** In-house

**Placement Ad Agency:**

Media Direct

Melissa Schank

**T:** 504-568-1600 **F:** 504-569-1400

**Contract Expires:** 6/30/02

## Maine State Lottery

8 State House Station

Augusta, ME 04333

**Tel:** 207-287-3721

**Fax:** 207-287-6769

**Website:** www.maineLOTtery.com

**E-mail Format** (unless otherwise noted): firstname.lastname@state.me.us

**Key Personnel:**

**Telephone**

Eben B. Marsh, Director

207-287-3432

eben.b.marsh@....

Pam Coutts, Deputy Director

207-287-6762

pam.f.coutts@....

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

**Retailers:** 1500 **Terminals:** 160

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% Change</i>	<i>Profit</i>	<i>% change</i>
<b>FY98:</b>	148.9	-	-	-	41.8	-
<b>FY99:</b>	144.6	-	115.00	-	41.4	-
<b>FY00:</b>	147.9	2.3	118.00	2.6	39.6	-4.4
<b>FY01:</b>	146.8	117.9	-	-	36.8	-

**Ad Agency:**

NL Partners

Chris Nichols

**T:** 207-775-5251

**F:** 207-775-3389

**Contract Expires:** 6/2004 with two, one-year extensions

**Lottery Vendors**

**On-line Systems:** Scientific Games 2001, **Contract Expires:** 2007 with two, two-year extensions

**Instant Tickets:** Scientific Games 2001, **Contract Expires:** 2007 with two, two-year extensions

**ITVMs:** Interlott 1999 - 2002

## 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
Andrea Johnson, Principal Counsel	410-318-6386	410-764-4263
Gina Smith, Deputy Director, Admin, Finance, Operations	410-318-6394	410-318-6819
Sandra Johnson, Deputy Director, Information Technology	410-318-6851	410-318-6443
Joseph Jason, Deputy Director of Sales	410-318-6360	410-764-4263
Jill Baer, Director of Creative Services	410-318-6232	410-318-6224
Tracey Cohen, Director of Product Development	410-318-6231	410-318-6224
Gary Smith, Instant Game Product Manager	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
Frank Hemberger, Sales Manager	410-986-2210	410-625-7571
Bobby Sinclair, Personnel Manager	410-318-6378	410-764-4263

**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

**Retailers:** 3,800, convenience stores, grocery stores, gas stations, bars, restaurants

	Sales	% change	Per Cap	% change	Profit	% change	Ad Budget
<b>FY98:</b>	1,070.0	-	-	-	400.1	-	13.8
<b>FY99:</b>	1,084.1	-	216.82	-	392.2	-	13.5
<b>FY00:</b>	1,174.6	8.3	234.91	8.3	400.9	2.0	-
<b>FY01:</b>	1,213.0						

### Ad Agency:

Eisner & Associates

David Blum

**T:** 410-685-3390

**F:** 410-843-4453

**Expires:** 5/31/02 with one, one-year option remaining

### Lottery Vendors

**On-line Systems:** Automated Wagering International, Inc.; five years, seven months; **Contract Expires:** 7/4/2006 with five-year option

**Instant Tickets:** Oberthur Gaming Technologies, five years; **Contract Expires:** 5/18/2004, with two, one-year options

**Instant Ticket Vending Machines:** Interlott; five years, six months; **Contract Expires:** 6/16/03

## 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
Michael Sullivan, Assistant Director, Finance	781-849-5522	781-849-5554
N/A, Director of Marketing	781-849-5505	781-849-5656
Deborah Keyes, Asst. Dir, Personnel	781-849-5520	781-849-5670
Paul Mandeville, Assistant Director, MIS	781-849-5653	781-849-5509
Bill Duffy, Assistant Director/ Director of Sales & Operations	781-849-5631	781-849-5547
Jim Driscoll, Assistant Director, Legal	781-849-5515	781-849-5579
Terry McGann, Product Manager, Instant Tickets/Pull-tabs	781-849-5564	781-849-5656
Fred Newton, Product Manager, On-Line Games	781-849-5594	781-849-5656
Owen Doherty, Product Manager, Keno/ITVMs	781-849-5571	781-849-5656

Sheree Williams, Assistant Director / Security	781-849-5630	781-982-8430
Anne Creamer, Assistant Director, Fairhaven Region	508-999-6748	508-999-9764
Phil Stewart, Assistant Director, Woburn Region	781-935-2668	781-935-3160
Luis Garcia, Assistant Director, West Springfield Region	413-781-3880	413-781-3883
Jack Kelly, Assistant Director, Worcester Region	508-755-7855	508-754-5397

**Commission Members:** Shannon P. O'Brien ( Chairperson), Philip Grandchamp, Esquire, Martin J. Benison, State Comptroller

**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

**Retailers:** 7,200 in Supermarkets, Convenience stores, Variety stores, Spas, Grocery stores, Drug stores, Bar, Taverns. Lounges, Restaurants, Packaging Stores, Gas Stations, Fraternal/Club Organizations, Newsstands, Tobacconists, other retailers.

**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>
<b>FY98:</b>	3,225.3	-	-	-	774.8	-	0.4
<b>FY99:</b>	3,381.6	-	545.43	-	809.1	-	0.4
<b>FY00:</b>	3,718.8	9.8	601.43	10.3	850.5	5.1	-
<b>FY01:</b>	3,935.6	0.4	624.00	-	863.4	1.3	-

**Lottery Vendors**

**Printed Tickets:** RMF Printing, Inc. & Printing Associates, Inc. 03/01/2000-02/28/2003 with atwo, one-year extensions

**POS/POP Materials:** Lithographic Publishers, Inc. (Instant Tickets Only) one-year contract

**Instant Tickets:** Scientific Games, two years with three, one-year extensions 08/02/99-08/02/01 (one year extension active)

Pollard Banknote, LTD, same as above.

**Ticket Dispensers:** LD Plastics & Display; Schafer Systems; Egan Acrylics; five-year contracts; *Expiring:* 2005

**ITVMs:** 1,500 Interlott Lottery owned

**Pull Tabs:** BK Entertainment, International Games, American Games 10/10/00-10/10/03; two, one-year extensions.

## 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

**E-mail Format** (unless otherwise specified): lastnamefirstinitial@state.mi.us

**Website:** www.state.mi.us\milottery

**Key Personnel:**

	<i>Telephone</i>
Jim Kipp, Acting Commissioner	517-335-5608
Gary Darling, Deputy Commissioner, Planning & Operations	517-335-5690
Scott Matteson, Deputy Commissioner, Administration	517-335-5634
Tom Weber, Deputy Commissioner, Marketing	517-335-6832
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
Glenn Strong, Instant Games Product Manager	517-373-0024
Tim Shafer, Advertising & Promotions Manager	517-335-1509
Terry Bunting, Sales Manager	517-335-6832
Rick Droste, Chain Account Manager	
Denise Cushion, Secretary to Commissioner	

**Regional Managers:** James Wilkerson, Robert Bowman, Pat McCormick, Billy LaRocque, Ben Lockhart, Walt Pitrzyk

**Population:** 9.9 million; **Start up:** 11/72; **Revenue to:** School Aid Fund (K-12)

**Games:** On-line, Instant, Pull-tabs, multijurisdictional; no weekly TV show

**Retailers:** 9,120 - 7,080 on-line, 2,040 instant only; in convenience stores, supermarkets, service stations, chain stores, and some bars and restaurants

**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>
<b>FY98:</b>	1,639.7	-	-	-	616.1	-	19.6
<b>FY99:</b>	1,731.0	-	\$180.80	-	616.3	-	16.4
<b>FY00:</b>	1,694.8	-0.7	\$171.2	-1.7	618.5	-3.0	-
<b>FY01:</b>	1,620.4	-4.39	\$163.7	-4.39	586.0	-5.25	- (Estimated)

**Ad Agency:**

Simons Michelson Zieve, Inc.  
 Jim Michelson  
*T:* 248-362-4242 *F:* 248-362-2014  
*Contract Expires:* 7/31/05

**Lottery Vendors**

*Printed Tickets:* Pollard Banknote; two-year contract, *Expires:* 1/1/03  
*On-Line Systems:* GTECH; seven-year contract, *Expires:* 7/20/06  
*POS/POP Materials:* Wescott Paper Products  
*Ticket Dispensers:* Shafer Systems

**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.mnlottery.com  
*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	
Don Masterson, Director for Operations	651-635-8220	
Mary Ellen Hennen, Director for Administration	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 Feeney, Research & Planning Manager	651-635-8239	
Debbie Hoffmann, Public Relations Manager	651-635-8226	
Colleen Naughton, Director for Human Resources		
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		
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, Steve Addabbo

**Population:** 4.93 million; **Start up:** 4/17/90; **Games:** Scratch; Gopher 5 (in-state), Daily 3; Powerball, Rolldown

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

**Retailers:** 3,211

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



**FY01:** 366.2 -7.8 74.3 -7.8 - 5.5 -8.1

**Ad Agency:**

Foley Sackett

Steve Kotvis, Account Supervisor

**E-mail:** stevek@foleysackett.com

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

**Contract Expires:** 9/3/02; two, one-year extensions available

**Lottery Vendors**

**On-Line :** AWI; **Contract Expires:** 8/14/02, plus five, one-year extensions available

**Scratch Tickets (Primary):** Oberthur

**Scratch Ticket (Secondary):** Scientific Games, Pollard Banknote and Creative Games; **Contracts Expire:** 1/18/02, plus all have three, one-year extensions available

**Scratch Tickets Vending Machines:** Interlott; **Contract Expires:** 11/30/01; 10 machines in service with three more on order.

**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@molottery.com

**Website:** www.molottery.com

**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

Julie Beck, Web Coordinator

R. Scott White, On-line Product Manager

Bill Burton, Instant Game Product Manager

Gail Raskin, Pull-tab Product Manager

Terry Skinner, Budget & Planning Director

Susan Goedde, Media Manager

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

**E-Mail**

scrogj@molottery.com

jonesr@molottery.com

gondeg@molottery.com

halla@molottery.com

murphr@molottery.com

gartnr@molottery.com

beckj@molottery.com

whites@molottery.com

burtob@molottery.com

raskig@molottery.com

skinnt@molottery.com

goedds@molottery.com

rollin@molottery.com

haganr@molottery.com

whiteb@molottery.com

jansel@molottery.com

barnea@molottery.com

stockm@molottery.com

kempkj@molottery.com

**Regional Sales Manager:** Steve Marling, Mike Loftus, Pete Schnieders, Richard Witt

**Board Members:** William E. James, Harrisonville; Robert Mayfield, University City; Kenneth Hensley, Albany; Barbara Pickering, Mexico; Sue Terry, Rogersville

**Population:** 5.5 million; **Start up:** 1/20/86; **Games:** On-Line, Instant, Pull-tabs, Multijurisdictional; Fun & Fortune weekly TV game 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>
<b>FY98:</b>	494.0	-	-	-	147.1	-
<b>FY99:</b>	513.3	-	94.37	-	150.6	-
<b>FY00:</b>	508.0	-1.0	93.41	-1.0	155.8	3.5
<b>FY01:</b>	507.8	-.0004	90.67	-2.74	156.9	1.1

**Ad Agency:**

Barkley Evergreen & Partners

Jason Parks

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

**E-mail:** jparks@beap.com

**Contract Expires:** 6/30/03

**Missouri Lottery, continued....**

**Lottery Vendors**

**Pull-Tab Tickets:** American Games, Inc., *Expires:* 12/31/02

**On-line Systems:** GTECH; *Expires:* 6/30/03

**Instant Tickets:** Scientific Games; *Expires:* 6/30/05 plus four, one-year renewables

**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:**

**Telephone**

Gerald LaChere, Director	406-444-5800
John Onstad, Director of Security	406-444-5804
Leslie Darfler, Director of Operations	406-444-5802
Laurie Felch, Instant Product/Graphic Art Manager	406-444-7090
Jeff Kirkland, PR & On-Line Products Manager	406-444-5806
Jo Berg, Public Relations Specialist	406-444-5836
Steve Foster, Sales Manager	406-444-5809
Joe Mancuso, Key Accounts Manager	406-444-5822
Laura Wandel, Administrative Assistant	406-444-5801
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

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

**Start up:** 2/3/88 **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

	<b>FY97</b>	<b>FY98</b>	<b>FY99</b>
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
<b>Total Sales</b>	<b>973.9</b>	<b>1,179.4</b>	<b>1,531.1</b>

## 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:

	<b>Telephone</b>	<b>E-mail</b>
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	
Jill Marshall, Key Accounts Manager		
Mike Haverman, Systems Auditor		

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

**Revenue to:** Educational and environmental grants, Compulsive Gamblers Assistance

	<b>Sales</b>	<b>% change</b>	<b>Per Cap</b>	<b>% change</b>	<b>Profit</b>	<b>% change</b>
<b>FY98:</b>	73.8	-	45.48	-	19.8	-
<b>FY99:</b>	72.4	-	44.58	-	18.1	-
<b>FY00:</b>	68.2	-5.8	39.88	-	17.1	-5.5
<b>FY01:</b>	66.4	-2.6	38.83	-	-	-

### 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](http://www.state.nh.us/lottery/nhlotto.htm)

**E-mail format:** [firstname.lastname@lottery.state.nh.us](mailto:firstname.lastname@lottery.state.nh.us)

### Key Personnel:

Rick Wisler, Executive Director  
 Diane Campbell, Administrative Assistant to Director, ext. 306  
 George Roy, Financial Administrator, ext. 304  
 Preston King, Info Technology Manager, ext. 309  
 Betsy Carignan, Games Manager, ext. 305  
 Maura McCann, Marketing/Public Relations ext. 308  
 Kassie Strong, Chief Accountant, ext. 311  
 Joseph Guilmette, Games Supervisor, ext. 332  
 Cindi Murphy, Field Supervisor, ext. 339

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

**Population:** 1.2 million; **Start up:** 3/64; **Revenue for:** Education

**Games:** Tri-State Pick 3/Pick 4, Tri-State WinCash, Tri-State Megabucks, NH Powerball, NH Rolldown, Instants; **Retailers:** 1,213

	Sales	% change	Per Cap	% change	Profit	% change	Ad Budget	
<b>FY98:</b>	183.7		4.1	167.00	4.1	57.5	6.0%	2.7
<b>FY99:</b>	199.0		8.3	180.86	8.3	64.6	12.3%	2.6
<b>FY00:</b>	191.0		-4.1	173.58	-4.1	61.5	-4.3	2.6
<b>FY01:</b>	196.5		3.0	163.82	-5.6	59.3	-3.6%	2.6

### Advertising/Public Relations:

O'Neil Griffin Bodi

**Ad Contact 1:** Patrick Griffin

**E-mail:** [pgriffin@oneilgriffinbodi.com](mailto:pgriffin@oneilgriffinbodi.com)

**Ad Contact 2:** Rose Longo-White

**E-mail:** [rlwhite@oneilgriffinbodi.com](mailto:rlwhite@oneilgriffinbodi.com)

**PR Contact:** Kimberly Moore

**E-mail:** [kmoore@oneilgriffinbodi.com](mailto:kmoore@oneilgriffinbodi.com)

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

**Contract Expires:** June 30, 2002

### Lottery Vendors

**On-line Systems:** Scientific Games, Inc. **Contract Length:** six years with two, two-year options to renew.

**Instant Tickets:** Creative Games, International **Contract Length:** two years with two, one-year options to renew.

**Ticket Dispensers:** Interlott **Contract Length:** two years with two, one-year options to renew.

## New Jersey Lottery

PO Box 041  
 Trenton, NJ 08625-0041

**Tel:** 609-599-5800

**Fax:** 609-599-5935

**Website:** [www.state.nj.us/lottery/](http://www.state.nj.us/lottery/)

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

### Key Personnel:

	Telephone	Fax	E-mail
Virginia E. Haines, Executive Director	609-599-5900	609-599-5935	
Carole Hedinger, Deputy Executive Director	609-599-5899	609-599-5935	
Linda Melone, Deputy Director, Marketing & Sales	609-599-5823	609-599-5935	
Hank Meyer, Deputy Director, Security, Audit, Licensing	609-599-5806	609-599-5935	
William T. Jourdain, Controller	609-599-5910	609-599-5935	
Foster Krupa, Marketing & Instant Product Manager	609-599-5878	609-599-5935	
Catherine Scangarella, Research/On-Line Product Manager	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  
 Joe Bacso, Manager, IMS, 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

**District Managers:** Robert Unowitz, Bruce Biroc, Lauren Thomson, Ken Inman

**Board Members:** Peter Lawrance, Acting State Treasurer, Gregory J. Romano, Chairman, James Cicalese, Vice Chairman, Dr. Stephen T. Boswell, Dr. Anthony Caputo, Robert Slater

**Population:** 8.4 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>
<b>FY98:</b>	1,630.3	-	-	-	642.8	-	5.6
<b>FY99:</b>	1,658.4	-	204.74	-	652.3	-	5.8
<b>FY00:</b>	1,838.8	10.9	227.02	10.9	719.0	10.2	-
<b>FY01:</b>	1,806.7	-	215.08	-1.7	695.4	-3.4	-

**Ad Agency:**

Grafica

Jason Bacharach

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

**E-mail:** jasonb@grafica.com

**Contract Expires:** 6/1/02

## New Mexico Lottery Authority

4511 Osuna Road NE (shipping)

Albuquerque, NM 87109

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:**

Tom Shaheen, CEO

Pat Shodean, Executive Assistant

Phil Barela, VP of Management Information Systems

Ron Miguel, VP of Sales & Marketing

Tom Romero, VP of Security

Nadine Guillén, Public Information Officer

Lance Ross, Communications Manager

Gwen Azar, Key Accounts Manager

Dave Gore, Sales Manager

Karla Wilkinson, Instant Product Manager

Philippe Menzies, Purchaser

Fran Perea, Human Resources Manager

Evelyn McKnight, Human Resources Coordinator

Dawn Beck, Advertising Manager

Pat Ratledge, Creative Services Manager/webmaster

Conny Bryceland, Retailer Affairs Coordinator

Sylvia Moya, Controller

Mary Sandoval, Internal Auditor

**Telephone**

**Fax**

505-342-7611

505-342-7510

505-342-7610

505-342-7510

505-342-7667

505-342-7510

505-342-7631

505-342-7510

505-342-7651

505-342-7540

505-342-7615

505-342-7510

505-342-7616

505-342-7510

505-342-7642

505-342-7511

505-342-7640

505-342-7511

505-342-7637

505-342-7510

505-342-7623

505-342-7511

505-342-7624

505-342-7525

505-342-7620

505-342-7525

505-342-7643

505-342-7510

505-342-7635

505-342-7510

505-342-7618

505-342-7510

505-342-7614

505-342-7510

505-342-7617

505-342-7510

**Board of Directors:** Peggy Roberts, Chairman; Claydean Elkins-Claiborne, Vice-Chair; Jill Gutierrez, treasurer; Karen Westall, secretary; Cody Kelley; Dan Girand; one vacancy

**Population:** 1.7 million; **Start-up:** 4/96; **Games:** Powerball, Roadrunner Cash, Pick 3, Instants

**Retailers:** 1,220 in grocery stores, convenience stores, liquor stores, tobacco shops, even a tow truck service; very limited presence at other gaming locations (race track, casino)

**Revenue to:** 100% to Lottery Tuition Fund for Lottery Success Scholarship program, effective June 15, 2001

**New Mexico Lottery, continued....**

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
<b>FY98:</b>	84.9			20.1		
<b>FY99:</b>	89.5	-	52.64	-	19.7	-
<b>FY00:</b>	10.7	23.7	65.14	23.7	24.6	24.9
<b>FY01:</b>	115.5	4.3	67.94	4.3	25.5	4.1

**Ad Agency**

Kilmer & Kilmer  
 Richard Kilmer, Brenda Kilmer  
*T:* 505-260-1175 *F:* 505-260-1155  
*E-mail:* kiki@kilmer2.com  
*Contract Expires:* 6/30/02

**Lottery Vendors**

*Printed Tickets:* Oberthur; *Contract Expires:* 2002 (incl. extensions)  
*Printed Tickets* Scientific Games; *Contract Expires:* 2002 (incl. extensions)  
*On-line Systems:* GTECH Corp; *Contract Expires:* 2003; five, one-year options  
*ITVMs:* Interlott; *Contract Expires:* 2002; five, one-year options

**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  
*General Staff 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  
 Gerald Woitkoski, Director, Administrative Officer  
 Cornelia "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 McNulty, Director of Internal Audit  
 Charles Titus, Director of HR Management  
 Gardner Gurney, Director of Financial Administration  
 Brian Fitzgerald, Corp Accounts Sales Manager  
 Matthew Mansfield, Director of Advertising/Game Development

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

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

**Retailers:** 15,846

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
<b>FY98:</b>	3,943.0	-1.2	215.97	-1.2	1,528.9	-1.0
<b>FY99:</b>	3,697.6	-6.2	202.53	-6.2	1,413.3	-7.6
<b>FY00:</b>	3,629.3	-1.8	198.79	-1.8	1,363.9	-3.5
<b>FY01:</b>	4,185.3	+15.3	220.55	+10.9	1,446.9	+6.0

**Ad Agency**

DDB Worldwide, Inc.  
 Leo Mamorsky

**T:** 212-415-2000 **F:** 212-415-3540  
**E-mail:** leo.mamorsky@ny.ddb.com  
**Contract Starts:** 10/1/01

**Ad Budget**

**FY99-00:** \$25,794,000 plus 3.2% of instant game receipts  
**FY00-01:** \$25,905,000 plus 3.2% of instant game receipts

**Lottery Vendors**

**Printed Tickets:** Pollard Banknote Ltd.; *Contract:* 3/26/01 – 3/25/04  
**On-Line Systems:** GTECH Corp.; *Contract:* 3/1/93 - 2/28/02  
**POS/POP Materials:** through Ad Agency  
**Instant Ticket Valid:** Scientific Games Inc.; *Contract:* 1/14/00 – 2/28/02  
**Ticket Dispensers**  
**In-Counter:** Take-a-Ticket.; *Contract:* 9/15/00 – 9/14/02  
**Stackable:** Schaffer Systems; *Contract:* 8/1/00 - 7/31/02  
**Lease ITVMs:** Interlott; *Contract:* 1/23/98 – 1/22/03  
**Maint. Of Lottery-owned ITVMs:** Interlott; *Contract:* 3/31/00 – 3/30/03  
**On-Line & Instant Gaming System:** GTECH Corp.; *Contract:* 3/1/02 – 2/28/07

**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:**

	<b>Telephone</b>	<b>Fax</b>
Dennis Kennedy, Executive Director	216-787-3344	216-787-3313
Robin Zubkowicz, Executive Assistant	216-787-3344	216-787-3313
Connie Miller, Assistant Executive Director	216-787-4667	216-787-3313
Duane Miller, Deputy Director, Administration	216-787-3215	216-787-3472
Mark Polatajko, Deputy Director, Finance	216-787-4660	216-787-3694
Charles M. Evranian, Deputy Director, Marketing	216-787-3990	216-787-3765
Thomas Schervish, Deputy Director, Information Technology	216-787-3265	216-787-3268
Patricia Vasil, Deputy Director, 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
Renee Bianchi, Director, Human Resources	216-787-4990	216-787-3696
Shelia Smith, Deputy Director, Product Research and Development	216-787-3476	216-787-3765
Mardele Cohen, Acting Deputy Director, Media & Public Relations	216-787-3309	216-787-5215
Barbara Terbac, Problem Gambling Liaison	216-787-4647	216-787-3909
Vicki A. Allen O'Malley, Legislative Liaison	216-787-3344	
Marie Kilbane Seckers, Public Information Officer, Publications	216-787-4565	216-787-3765

**Regional Managers:** Karen Skinner, Brent Shull, Laurie Tall, Sandy Busch, Susan Dietz, Nancy Couladis, Nate Pope, Julie Ault, Tony Gober

**Commission Members:** Sandra Barber, Linda S. Dotson, Andrew Futey, Brooke Hill, Charles A. Nemer, Michele Roberts, Gisela Rosenbaum, Jerry Seaman

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

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

**Retailers:** 9,158 (estimate) **Terminals:** 7,228 (on-line); 1,930 (instant) as of Sept. 30, 2001

	<b>Sales</b>	<b>% change</b>	<b>Per Cap</b>	<b>% change</b>	<b>Profit</b>	<b>% change</b>	<b>Ad Budget</b>
<b>FY98:</b>	2,196.0	-4.5	\$193.41	-4.5	723.8	-3.3	15.65
<b>FY99:</b>	2,144.7	-2.3	188.91	-2.3	696.3	-3.8	15.56
<b>FY00:</b>	2,150.6	0.3	191.84	0.3	686.0	-1.5	21.39
<b>FY01:</b>	1,919.9	-10.7	169.11	-10.7	637.0	-7.1	21.24 -

**Ad Agency:**

Stern Advertising

Amy Grim

**T:** (216) 464-4850 **F:** (216) 464-0436

**E-mail:** amygrim@sternadvertising.com

**Contract Expires:** 6/30/2003

## 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:

Chris Lyons, Director  
Lee Moore, Assistant Director, Support Services  
Carole Bono, Marketing Manager  
Will Higlin, Assistant Director for Retail Sales  
Lt. Dean Durgan, Assistant Director for Security  
David Hooper, Public Affairs Manager  
Kathy Ortega, Chief Financial Officer  
Jerry Lang, On-line Product Manager  
Sharon Tietsort, Human Relations Manager  
Art Kiuttu, Instant Ticket Product Manager  
Don Robison, Video Lottery Product Manager  
Suzette Allen, Contracts Officer  
Norm Day, Chief Information Officer

### Telephone

503-540-1011  
503-540-1280  
503-540-1030  
503-540-1101  
503-540-1406  
503-540-1015  
503-540-1308  
503-540-1076  
503-540-1320  
503-540-1075  
503-540-1078  
503-540-1018  
503-540-1358

### Fax

503-540-1009  
503-540-1297  
503-540-1040  
503-540-1120  
503-540-1440  
503-540-1261  
503-540-1316  
503-540-1040  
503-540-1329  
503-540-1040  
503-540-1040  
503-540-1344  
503-540-1390

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

**Start up:** 4/85 **Population:** 3.3 million

**Games:** Scratch-its, Breakopens, Megabucks (lotto), Powerball, Sports Action, Pick 4, Keno, Win For Life and VLTs

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

**Retailers:** 3,300 approx. (1,400+/- "Traditional Game" retailers; 800+/- "Video Lottery Game" retailers; and 1,100+/- retailers who sell both "Traditional" and "Video Lottery" games)

**Retailer Locations:** "Traditional Game" retailers are typically grocery and convenience stores; "Video Lottery Game" retailers must have an "on-premise" liquor license (i.e. bars, taverns and lounges)

	<i>Sales</i>	<i>Transfers</i>	<i>Ad Budget</i>
<b>FY98:</b>	722.3	297.3	6.1
<b>FY99:</b>	733.3	310.7	5.9
<b>FY00:</b>	765.6	292.3	5.5
<b>FY01:</b>	793.8	288.2	5.7

### Ad Agency:

Moffat Rosenthal  
Al Moffat

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

**E-mail:** alm@moffatrosenthal.com

**Contract Expires:** 2007

### Lottery Vendors

**Printed Tickets:** primary vendor - OGT (2004)  
secondary vendor - Sci-Games (2001)



**On-Line Systems:** GTECH 2005

**POS/POP Materials:** In-house by Oregon Lottery

**Instant Tickets Ticket Dispensers:** Purchased from Interlott

**VLTs :** VLC - 4,067 (2001); IGT - 2,095 (2002); WMS - 2,798 (2002)

## **Pennsylvania 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

### **Personnel:**

Robert F. Mars III, Executive Director

Edward Trees, Deputy Executive Director of Marketing & Games

Michael Frick, Deputy Executive Director for Support Services

Tim McIntyre, Security Director

Kara Sparks, Director of Marketing

Wayne K. Parsons, Deputy Director for Marketing

Sally Danyluk, Director, Public Relations

Larry Beard, Budget Director

Bill Waddington, Administrative Director

Judy Tyler, Acting Games Control Director

Maria Logan, Deputy Director for Marketing, Corporate Accounts

Drew Sviko, Research Manager

Byron Olenski, Systems/Computers

Christine Pontoriero, Western Deputy Marketing Director

Steve Meehan, Eastern Deputy Marketing Director

### **Telephone**

717-986-4759

717-986-4763

717-985-5244

717-986-4755

717-986-4765

717-986-4741

717-986-4768

717-986-4695

717-986-4686

717-986-4720

717-986-4777

717-986-4731

717-986-4635

412-565-3691

215-952-1123

**Population:** 12.0 million **Start-up:** 3/72

**Games:** Instant; On-Line; 3-digit, 4-digit; Super 6 Lotto, 6/69; Cash 5, 5/39

**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.

**Retailers:** 7,000 in convenience stores, grocery stores, Mom & Pop, gift & card stores

<b>(\$Million)</b>	<b>Sales</b>	<b>Per Cap</b>	<b>Profit</b>	<b>Ad Budget</b>
<b>FY98:</b>	\$1,668	\$139.03	18.0	
<b>FY99:</b>	\$1,669	\$139.05	668.2	18.0
<b>FY00:</b>	\$1,687	\$140.56	672.0	18.0
<b>FY01:</b>	\$1,780	\$148.33	626.5	18.0

### **Ad Agency:**

Tierney Communications

Connie Bloss, Account Director

**T:** 215-790-4175

**F:** 215-790-4363

**E-mail:** cbloss@truenorth.com

**Contract Expires:** 12-31-01

### **Lottery Vendors**

**Printed Tickets:** Scientific Games International, *Start Date:* 4/11/97 for five years, with five, one-year extensions or one, five-year extension

**On-line Systems:** Automated Wagering International, start date: 1/99 for seven years - with three, one-year extensions  
**POS/POP Materials:** Design, Ad Agency Tierney Communications  
**Instant Tickets :** Ticket Dispensers Provided for under SGI contract  
**IGPATS:** Provided for under AWI contract

## 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      aubinrilot@aol.com  
 Raymond Grimes, Deputy Director  
 Dennis Tripodi, Finance Administrator  
 Sandra Reynolds, Contoller  
 Robert Matteson, Marketing Manager  
 Peg Rose, Administration Manager  
 Ray Perry, Public Affairs and Drawings  
 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

<b>Population:</b> 1 million;	<b>Start up:</b> 5/74;	<b>Revenue to:</b> State General Fund	<b>Retailers:</b> 1,200				
	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
<b>FY98:</b>	634.1	15.5%	634.00	15.5	115.1	13.9	1.5
<b>FY99:</b>	741.0	16.9	741.00	16.9	133.5	16.0	1.5
<b>FY00:</b>	864.0	16.6	864.00	16.6	150.2	12.5	1.7
<b>FY01:</b>	978.0	13.2	978.00	13.2	180.7	20.3	1.7

### Lottery Vendors

**Instant Tickets:** Oberthur and Creative Games International, *Contracts Expire:* 6/03  
**On-Line:** GTECH, *Contract Expires:* 10/07, includes five-year extension  
**VLTs:** GTECH, IGT, Spielo, VLC, WMS, three-year licensing agreement, *Expires:* 12/03

## South Carolina Education Lottery

1201 Main Street, Suite 830  
 Columbia, South Carolina 29201  
**Tel:** 803-737-2002  
**Fax:** 803-737-2005  
**Website:** www.sceducationlottery.com

### Key Personnel:

Ernie Passailaigue, Executive Director  
 Tony Cooper, Chief Operating Officer  
 Hogan Brown, Director of Legal Services  
 Ernestine Middleton, Director of Human Resources  
 Dale M. Rhodes, Director of Finance

**Commissioners:** John C.B. Smith, Jr. , Chairman; Tim Madden, Vice Chairman; Aretha Pigford ; Barry Krell; T. Mofatt Burriss; Paula Harper-Bethea; Angela B. Mulholland; Dr. Edward Keith; James J. Bailey

**Scheduled Start-up:** January 7, 2002.      **Games:** Initially instant; to be followed by on-line      **Revenue to:** Education

### Advertising Agency:

Erwin-Penland

### Lottery Vendors

**Instant Game Printer & Distributor:** Scientific Games

### Lottery Start-up Consultant:

### Lottery Services International, Inc.

249 Cumberland Ave  
 Asheville, NC. 28801  
**Tel:** 828 281 3053

**Fax:** 828 281 2215

**Key Personnel:**

Richard A. Newell, President **E-mail:** RANewell.LSI@att.net  
Bill Russell  
Steve Lines  
John Pittman  
Karen Pfeiffer  
George Clardy

**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 Administration  
Shirleen Fugitt, Receptionist  
Lee McCahren, Legal Counsel  
Chris Rogers, Director, Public Relations/Advertising  
Mary Jo Bibby, Public Information Officer  
Dick Barrett, 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

**Retailers:** 232 instant only, 346 on-line, 1400 VLT

**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>
<b>FY98:</b>	555.0	-	-	-	97.2	-
<b>FY99:</b>	554.6	-	757.00	-	97.8	-
<b>FY00:</b>	579.2	4.2	790.00	4.1	100.3	2.5
<b>FY01:</b>	586.9	1.3	777.00	1.6	100.2	-

**Ad Budget FY00 and FY01:** \$800,000 per year

**Ad Agency:**

Media One  
Greg Blomberg  
**T:** 605-339-0000 **F:** 605-332-8211  
**Expires:** 6/30/02

**Lottery Vendors**

**Printed Tickets:** Scientific Games; three-year contract; **Expires:** 2003

**On-Line Systems:** AWI; seven-year contract; **Expires:** 2006

**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:**

Linda Cloud, Executive Director  
Patsy Henry, Deputy Executive Director  
Kim Kiplin, General Counsel

**Telephone**

**Fax**

512-344-5350 512-478-3682  
512-344-5245 512-478-3682  
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, Assistant Director	512-344-5468	512-478-3682
Billy Atkins, Director, Charitable Bingo Operations	512-344-5102	512-344-5142
Phil Sanderson, Assistant Director, Charitable Bingo Operations	512-344-5155	512-344-5142
Keith Elkins, Communications Director	512-344-5210	512-344-5490
Bart Sanchez, Financial Administration 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

**Texas Lottery, continued...**

Gary Grief, Lottery Operations Director	512-344-5160	512-344-5154
Tony Smith, Marketing Director	512-344-5275	512-344-5254
Patricia Olquin, Assistant Marketing Director/Administration	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 Affairs Manager	512-344-5190	512-344-5107
Chuck Wilson, Assistant Director, Systems Administration & 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

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>	
<b>FY98:</b>	3,090.0	-	-	-	1,098.0	-	36.0	
<b>FY99:</b>	2,571.6	-	\$128.04	-	962.9	-	40.0	
<b>FY00:</b>	2,646.0	3.0	\$129.47	1.1	873.8	-9.2	-	
<b>FY01:</b>	2,886.2	9.0	\$138.42	-	-	-	-	(E)

**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

**Key Personnel:**

Chairman: Richard J. Campbell (Rep from NH Lottery)  
 Vice Chair: J. Russell Carpenter (Rep from VT Lottery Commission)  
 Commissioner Orland McPherson (Rep from ME 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>
<b>FY97:</b>	86.7	30.8
<b>FY98:</b>	87.2	31.2
<b>FY99:</b>	79.6	28.1
<b>FY00:</b>	82.6	29.1
<b>FY01:</b>	80.6	26.7

**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:**

	<b>Telephone</b>	<b>E-mail</b>
Alan R. Yandow, Executive Director	802-476-0100	ayandow@vtlottery.com
Elaine Welch, Business Operations Director	802-476-0109	ewelch@vtlottery.com
Gweneth Dean, Director of Marketing & Sales	802-476-0103	gwend@vtlottery.com
Stan Roberts, Key Accounts Specialist	802-476-0102	stanr@vtlottery.com
Carole Lacasse, Admin & Personnel	802-476-0105	carolel@vtlottery.com
Mark Cayia, Marketing & Sales Manager	802-476-0111	mcayia@vtlottery.com
Ellen Pulsifer, Information Technology Technician	802-476-0107	ellen@vtlottery.com
Sylvia Buzzell, Lottery Product & Systems Specialist		sylviab@vtlottery.com
Mark Anderson, Inventory Specialist		mark.anderson@vtlottery.com
Fran McAvoy, Agent Response Rep		franm@vtlottery.com

**Board Members:** J. Russell Carpenter, Vice Chair and Tri-State Representative; Martha O'Connor, Chair; Tom Scala; Joan Giard

**Population:** 608,827; **Start up:** 2/78; **Revenue for:** State's Education Fund

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

**Retailers:** Approximately 750; convenience stores, gas stations, liquor stores, video stores, grocery stores

	<b>Sales</b>	<b>% change</b>	<b>Per Cap</b>	<b>% change</b>	<b>Profit</b>	<b>% change</b>	<b>Ad Budget</b>
<b>FY98:</b>	74.1	-	-	-	22.0	-	0.89
<b>FY99:</b>	70.4	-	120.32	-	19.0	-	1.1
<b>FY00:</b>	75.0	6.6	128.26	6.6	18.9	-0.7	-
<b>FY01:</b>	80.9	7.9	132.92	7.9	17.4	1.5	-

**Ad Agency:**

The Communicators Group  
Peter Johnson  
**T:** 802-257-4321  
**F:** 802-257-2143  
**E-mail:** thecommunicatorsgroup.com  
**Contract Expires:** 07/02

**Vendors**

**Instant Tickets:** Oberthur Gaming Technologies, *Expires:* November 2001

**On-line Systems:** Scientific Games, *Expires:* June 2006

**POS/POP Materials:** Communicators Group, *Expires:* July 2002

**Ticket Dispensers:** Multiple vendors, no contract

## 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

**Key Personnel:**

	<b>Telephone</b>	<b>Fax</b>
Penelope W. Kyle, Executive Director	804-692-7100	804-692-7102
Jo Murphy, Executive Assistant to the Director	804-692-7103	804-692-7102
Mary Louise Stafford, Chief of Staff	804-692-7101	804-692-7102
Richard Wilkinson, Director, Operations	804-692-7601	804-692-7613
Kyle Rogers, Director, Marketing	804-692-7501	804-692-7505
Mark Merrit, Interim Director, Sales	804-692-7401	804-692-7405
Edward Scarborough, Director, Public Affairs	804-692-7771	804-692-7775
Dennis Shaw, Director, Security	804-692-7220	804-692-7227
Cy Coleman, Director, Information Technology	804-692-7301	804-692-7305
Mark Cannon, Director, Internal Audit	804-692-7122	804-692-7102
Donna VanCleave, Director, Finance	804-692-7630	804-692-7655

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

**Population:** 7.1 million; **Start up:** 9/20/88; **Revenue to:** Public Education

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

**Retailers:** 5,045, convenience stores, convenience stores with gas, grocery stores, restaurants/bars, drug stores, state liquor stores

	<i>Sales (\$mil)</i>	<i>% Change</i>	<i>Per Cap</i>	<i>% Change</i>	<i>Profit (\$mil)</i>	<i>% Change</i>	<i>Ad Expense (\$mil)</i>
<b>FY98</b>	914.2	-	\$135	-	318.9	-	\$14.8
<b>FY99</b>	934.5	2.2	\$136	1.0	321.9	0.9	\$15.4
<b>FY00</b>	973.0	4.1	\$137	1.1	323.5	0.5	\$10.7
<b>FY01</b>	1,002.8	3.1	\$142	3.1	329.2	1.8	\$13.9

**Virginia Lottery, continued...**

**Ad Agency:**

Barber Martin Assoc.

Rob Arnold, VP, Marketing

**T:** 804-320-3232 **F:** 804-320-1729

**E-mail:** rarnold@barbermartin.com

**Contract Expires:** 12/30/03

**Lottery Vendors**

**On-line systems:** GTECH - Terminal Purchase; three years; 7/5/03-Warranty

**Instant Tickets:**

- OGT; three years; *Contract Expires:* 5/28/03

- Pollard; three years; *Contract Expires:* 5/28/03

- Scientific Games; three years; *Contract Expires:* 5/28/03

**Ticket Dispensers:**

- Schafer; three years; *Contract Expires:* 7/19/03

- Take A Ticket; three years; *Contract Expires:* 7/19/03

**ITVMs:** Interlott; *Contract Expires:* 9/30/01

**Instant Ticket Validation System:** Scientific Games; five years; *Contract Expires:* 7/31/02

## 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:**

Robert Benson, Jr., Acting Director

Kathy Jump, Assistant Director, Marketing/Sales

Maureen Greeley, Communications Director

Peter Gayton, Sales Manager

Bill Chamberland, Retailer Services Manager

Ron Robbins, Information Services Manager

Jean Caster, Financial Services Manager

Mary Jane Ferguson, Legal Services Manager

Lyn Matson, Budget Manager

Bruce Eisentrout, Administrative Services Manager

Joan Reuell, Employee Services Manager

Randee Kerns, Security Chief

Patricia Justice, Executive Assistant to Director

Michael Cousins, On-Line Products Manager

Elizabeth Grabinski, Instant Product Manager

**Telephone**

360-664-4800

360-664-4725

360-664-4730

360-664-4735

360-664-4825

360-664-4708

360-664-4779

360-664-4833

360-664-4804

360-664-4790

360-664-4818

360-664-4742

360-664-4800

360-664-4728

360-664-4788

**Fax**

360-586-1039

360-586-2234

360-586-2234

360-586-2234

360-586-6586

360-586-1039

360-586-6564

360-586-6586

360-586-6564

360-586-8384

360-664-4817

360-753-2467

360-586-1309

360-586-2234

360-586-2234

**E-mail**

BensonB@

KathyJump@

GreeleM@

GaytonP@

ChambeB@

RonR@

CasterJ@

FergusM@

MatsonL@

EisentB@

Joan.Reuell@

KernsR@

JusticP@

MichaelC@

ElizabethG@

**Regional Sales Managers:** Les Denison, Don Rossow, Julie Martin, Ellen Smith, Jim Haro, Fil Gudmundson

**Commission Members:** James Hattori, Chair, Seattle; Rachel Garson, Seattle; Larry Taylor, Seattle; Melinda Travis, Spokane

**Population:** 5.9 million; **Start up:** 11/15/82

**Games:** Scratch; Daily Game (Pick 3); Daily Keno; Lotto (6/49); Quinto (Cash Lotto 5/52); Lucky for Life (4/82 – as

of 9/30/01)

**FY2001 Revenue to:** General Fund, Mariners Stadium, Football/Soccer Stadium/Exhibition Center

<i>(\$mil)</i>	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>
<b>FY98:</b>	454.7	-	-	-	-	-
<b>FY99:</b>	473.4	-	83.27	-	119.6	-
<b>FY00:</b>	452.8	-4.3	79.65	-4.3	101.1	-15.4
<b>FY01:</b>	483.9	+6.9	81.29	+2.5	131.9	+33.2

**Ad Agency:**

Publicis

Tedd Ellis

**T:** 206-285-2222, **F:** 206-286-8388

**E-mail:** tedd.ellis@publicis-usa.com

**Expires:** 6/30/01 (three-year options)

## 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 & Administration, 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, Internal Auditor, ext 205

Eliza Hall, Deputy Director, Video Lottery, ext 261

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, George Young, (one vacancy)

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

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

**Retailers:** 1,611

**VLTs:** 6,000+, with various licensed manufacturers (located at WV's four racetracks, but a bill was passed during the last legislative session allowing for limited video lottery statewide in adult environments. Implementation is expected January 2002.)

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
<b>FY98:</b>	305.1	-	-	-	91.3	-	3.9
<b>FY99:</b>	392.6	-	218.91	-	119.3	-	3.9
<b>FY00:</b>	448.0	14.1	249.78	14.1	139.6	17.1	-
<b>FY01:</b>	596.9	33.24	330.08	33.24	189.2	35.52	-

**Ad Agency:**

Charles Ryan Associates

Cheryl King, Account Coordinator

*E-mail:* cking@charlesryan.com

*Contract Expires:* 7/1/02

**Lottery Vendors**

*Instant Ticket Printer:* Scientific Games; *Contract Expires:* 5/03

*On-line Systems:* AWI; *Contract Expires:* 7/05

**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>Telephone</i>	<i>Fax</i>	
David Storey, Administrator	608-267-4500	608-264-6644	dstorey@dor.state.wi.us
Andrew Bohage, Dir of Ops & Communications	608-264-6604	608-264-6644	abohage@dor.state.wi.us
Jerry Hoddinott, Administration Director	608-261-6896	608-267-4565	
Tim DeMasters, Director of Marketing	608-267-3602	608-264-6644	

	<i>Sales</i>	<i>% change</i>	<i>Per Cap</i>	<i>% change</i>	<i>Profit</i>	<i>% change</i>	<i>Ad Budget</i>
<b>FY98:</b>	418.6	-	31.60	-	132.0	-	4.6
<b>FY99:</b>	428.2	-	81.97	-	134.8	-	4.6
<b>FY00:</b>	406.7	-5.0	77.85	-5.0	109.9	-18.5	-
<b>FY01:</b>	401.2	-1.4	74.85	-	-	-	-

**Ad Agency:**

Hoffman York

John Verre

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

*E-mail:* jverre@hyc.com

*Contract Expires:* 8/31/01

**WWild Card®**

1701 48th Street, Suite 210

West Des Moines, IA 50266-6723

*Tel:* 515-453-1400

*Fax:* 515-453-1420

*Website:* www.MUSL.com

**Key Personnel:**

Charles Strutt (MUSL), Administrator

Gerald LaChere (Montana), 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	Alfon@coqui.net
	787-751-4260	787-250-8130
	787-754-6107	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.

	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
<b>FY97:</b>	215.6	73.5	-
<b>FY98:</b>	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 Tradicional de Puerto Rico

139 Carlos Chardon Avenue  
San Juan, PR 00918-0902  
**Tel:** 787-759-8696  
**Fax:** 787-753-9763

**Key Personnel:**

	<i>Telephone</i>	<i>Fax</i>
Hon. Xenia Vélez Silva, Secretary of the Treasury		
William Pérez Thillet, Aux. Secretary, Director of Lotteries	787-759-8813/8714	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>
<b>FY97:</b>	457.5	62.5	\$2.32	53.2	3.6	
<b>FY98:</b>	457.4	63.4	\$2.31	54.1	9.3	0.435
<b>FY99:*</b>	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**

Austin Andrews, 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>
<b>FY97:</b>	19.4	-	-
<b>FY98:</b>	19.3	\$189	\$70,000
<b>FY99:</b>	19.1 E	\$187	\$70,000

*Public Gaming  
Research Institute's*

**World Directory  
of Lotteries & Suppliers**

*Section II*

**INTERNATIONAL LOTTERIES**

## — ALBANIA —

### **Qendra Llotarive (QLL)**

Lotteries Center  
Rruga Dervish Hima 31  
Tirana, Albania  
**Tel:** (355) 42 343 47  
**Fax:** (355) 42 343 47

#### **Key Personnel:**

Arjan Shamenti, Managing Director  
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**

San Martin 333  
CP 4700 Catamarca, Argentina  
**Tel:** (54) 3833-437748; 437619; 437751; 437620  
**Fax:** (54) 3833-437751

#### **Key Personnel:**

Pablo Acevedo, Director  
Ana De La Barrera, General Manager  
Hector Daniel Castillo, Games Manager

### **Banco de Acción Social de Jujuy Lotería Jujeña**

San Martín 1112  
CP 4600, Jujuy, Argentina  
**Tel:** (54) 388-4236050; 6052; 3812  
**Fax:** (54) 388-4236051

#### **Key Personnel:**

Felipe Albornoz, President  
Jorge Eduardo Meriles, General Manager

### **Caja Pop. de Ahorros de la Prov. de Tucumán**

San Martin 469  
CP 4000, Tucumán, Argentina  
**Tel:** (54) 381-4311669; 4312008; 4311708; 4220266  
**Fax:** (54) 381-4211558; 4507209  
**E-mail:** luisalarcon@arnet.com.ar

#### **Key Personnel:**

Raul Fulogio Soria, President  
Dr. Arnaldo Ramon Ahumada, Vice President  
Carlos José Viejobueno, General Manager  
Hector Viscido, Games Manager

### **Caja Social de San Luis**

Lavalle 840/42  
CP 5700, San Luis, Argentina  
**Tel:** (54) 2652-422540; 4225337; 424310  
**Fax:** (54) 2652-422593; 425561

#### **Key Personnel:**

Stella M. R. de Catalfamo, General Manager  
Jorge Vicente Arellano, Secretary General  
Claudia Patricia Scappani, Ministry of Social Services

### **Inst. de Asist. Social de Formosa**

Belgrano 753  
CP 3600, Formosa, Argentina  
**Tel:** (54) 3717-426114; 427133; 429568  
**Fax:** (54) 3717-428562  
**E-mail:** iasfsa@satlink.com

#### **Key Personnel:**

Ricardo Olaondo, General Manager  
Teodoro Luis Salinas, Coordinator  
Carlos Raul Suarez, Admin Director

### **Inst. de Lotería y Casinos de Corrientes**

Córdoba 915 2° Piso  
CP 3400, Corrientes, Argentina  
**Tel:** (54) 3783-476214  
**Fax:** (54) 3783-476222

#### **Key Personnel:**

Leandro Enrique Alciate, Interim President  
Ruben Alfredo Ojeda, General Manager

### **Inst. de Segur. Soc. de la Pampa**

Pellegrini 285, CP 6300  
Santa Rosa, La Pampa, Argentina  
**Tel:** (54) 2954-423002; 433501; 425052  
**Fax:** (54) 2954-433974; 433052  
**E-mail:** dafas.gergral@isslapampa.org.ar

#### **Key Personnel:**

Miguel Angel Erquicia, President  
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**

**Lic. Gustavo Costa, President**

Calle 46 N° 581  
CP 1900, La Plata  
Buenos Aires, Argentina  
**Tel:** (54) 221-425-6154; 1733  
**Fax:** (54) 221-421-6678  
**E-mail 1:** kabalson@loteria.gba.gov.ar  
**E-mail 2:** hejlekar@lot.gba.gov.ar

### **Inst. Prov. Lotería y Casinos de Misiones**

Félix de Azara 330  
CP 3300 Posadas-Misiones, Argentina  
**Tel:** (54) 3752-447982; 447981; 447983  
**Fax:** (54) 3752-447974  
**E-mail:** iplyc@misiones.gov.ar

#### **Key Personnel:**

Nelson Luis Caceres, President  
José Angel Johann, Vice Prresident  
Carlos Omar Azucar, General Manager

### **Inst. Prov. Regulacion de Apuestas**

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:**

Walter Agüero, President  
Alberto Gómez, Director General  
José Casa, Director of Administration  
Luis Román, Director of Games

### **Lotería Chaqueña**

Guemes 46 , 3500 Resistencia  
Provincia del Chaco, Argentina  
**Tel:** (54) 3722-446750; 420087; 429976  
**Fax:** (54) 3722-425015; 426087; 428438  
**E-mail:** lotchaco@satlink.com

#### **Key Personnel:**

Eduardo Perez, President  
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*

<i>1997</i>	<i>1998</i>	<i>1999</i>
106.1	106.4	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

### **Lotería de la Rioja (AJALAR)**

Belgrano 80  
CP 5300 La Rioja, Argentina  
**Tel:** (54) 3822-453607 x 10; 427364  
**Fax:** (54) 3822-426792 x 102  
**E-mail:** ajalar@arnet.com.ar

#### **Key Personnel:**

Pablo Alfredo Gonzalez, Deputy Administrator  
**Tel:** 436098 x 102; **Fax:** 453660 x 104  
Dr. Juan Manuel Artico, General Coordinator  
Jorge Nicolas Martinez, Accountant

### **Lotería de Rio Negro**

Buenos Aires esq. 25 de Mayo  
CP 8500 Rio Negro, Argentina  
**Tel:** (54) 2920 424531; 424185  
**Fax:** (54) 2920 422114; 431012  
**E-mail:** loterg@impsatl.com.ar

#### **Key Personnel:**

Sr. Miguel Angel Irigoyen, Director  
Horacio Casariego, General Manager

### **Lotería de San Juan / Caja de Accion Social de San Juan**

Santa Fe 10 Este  
CP 5400 San Juan, Argentina  
**Tel:** (54) 264-4226544; 4223815  
**Fax:** (54) 264-4226554; 4226544

#### **Key Personnel:**

Alfredo Marun, President  
D. Hugo Damaso Rojo, Lottery Manager

### **Lotería de Prov. de Santa Cruz**

P. Moreno y Zapiola  
CP 9400, Rio Gallegos  
Santa Cruz, Argentina  
**Tel:** (54) 2966-422631; 429671  
**Fax:** (54) 2966-429196; 422631 x 0

#### **Key Personnel:**

Jorge Héctor Alvarez, President  
Claudio Alarcon, General Manager  
Arnulfo Basanta, Business Manager  
Cecilia Navarro, Administration Manager

### **Lotería de Santa Fe / Caja de Asistencia Social**

1° Junta 2724 - 3er piso  
CP 3000, Santa Fe, Argentina  
**Tel:** (54) 342-4573785; 4572501; 4572510; 4573739;  
4573705; 4532525; 4532512  
**Fax:** (54) 342-4572537 x 240; 4534377 x 240; 4572508;  
4572533; 4520086  
**E-mail:** oscarcd@cpcsa.com.ar

#### **Key Personnel:**

Oscar Donayo, Director General  
Jorge Alberto Bossio, Administrative Manager  
Jose Maria Acebal, Inter al Audit

### **Lotería de Santiago del Estero / Caja Soc. de Santiago del Estero**

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:**

Angel Domingo Cuba, Administrator  
Carlos Arturo Mulki, General Manager  
Mario A. Urquiza, Games Manager  
**Games:** Quiniela, Quini 6, Loto, Prode, Telekino

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

Pedro Martinez y Rivadavia  
CP 9103, Casilla de correos 31  
Rawson, Chubut, Argentina  
**Tel:** (54) 2965-482106; 482109; 482107  
**Fax:** (54) 2965-480450; 482756  
**E-mail 1:** gerenciageneral@loterielchubut.gov.ar  
**E-mail 2:** ias@satlink.com

#### **Key Personnel:**

Dr. Andres Cimadeevilla, President  
Humberto Daniel Verón, General Manager  
Dr. Mario D. Bravo, Executive VP  
Daniel Edgar Atucha, General Manager

## — ARUBA —

### Lotería Entre Ríos

Calle 25 de Mayo N° 255  
CP 3100, Paraná  
Entre Ríos, Argentina  
**Tel:** (54) 343-4312445; 4201114  
**Fax:** (54) 343-4230313  
**E-mail:** iafascom@gamma.com.ar

#### Key Personnel:

Antonio Bolea, President  
Julio Carlos Ledesma, Games Manager  
**E-mail:** iafas.jledesma@gamma.com.ar

### Lotería Mendoza / Inst. Prov. de Juegos y Casinos

San Martín 2045  
CP 5501 Godoy Cruz  
Mendoza, Argentina  
**Tel:** (54-261) 4247097; 247933; 4246092  
**Fax:** (54-261) 4249193  
**E-mail:** dobleton@mendoza.gov.ar

#### Key Personnel:

Hugo Menendez, President  
Guillermo Augusto Orzona, Games Manager

### Lotería Nacional Sociedad del Estado

Santiago del Estero 126  
1075 Capital Federal  
Buenos Aires, Argentina  
**Tel:** (54-11) 43834400/09  
**Fax:** (54-11) 43819911; 43832242  
**E-mail:** presidencia@loteria-nacional.gov.ar

#### Key Personnel:

Leandro Enrique Alciati, President  
Eduardo Saliva, Vice President  
Frederico Carman, Secretariat  
**Tel:** 4379-5225; **Fax:** 4381-9911  
**E-mail:** vicepresidencia@loteria-nacional.gov.ar  
Juan Carlos Demarco, Director **Tel:** 43795380  
Cesar Augusto Celiz, Games Manager  
**Tel:** 4383-0194; 4379-5370  
**E-mail:** opjuegos@loteria-nacional.gov.ar  
Adriana Robledo, Marketing Director  
**Tel:** 4379-5380 **Fax:** 4383-2863  
**E-mail:** marketing@loteria-nacional.gov.ar

**Start-up:** 1893 **Population:** 3 million

**Games:** La Quiniela, La Quiniela Poceada, La Grande de la Nacional (Lotería), Loto, Cash (instant), PRODE (Sports Betting), Lotería La Solidaria.

**Other Gaming:** Bingo; Casinos

**Sales 2000:** US\$1,585.9

### Lotería y Quiniela de Neuquén

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

#### Key Personnel:

Alfredo Monaco, Director  
Mario Prudkin, Deputy Director  
Marcelo Julian Raimondo, Deputy Secretary for Sales

### Aruba Lottery

Fergusonstreet #34  
Oranjestad, Aruba  
**Tel:** (297) 829-774; 827-555; -506; -485  
**Fax:** (297) 828-759

**E-mail:** flpd@setarnet.aw

#### Key Personnel:

Ronald van den Berg, Board Chairman  
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, scratch and on-line

**Sales (Afl. million)**  
1996: 4.3 1997: 2.8 1998: 3.3

## — AUSTRALIA —

### Golden Casket Lottery Corp.

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:

William Thorburn, Chief Executive  
Sue van der Merwe, Marketing/Sales Director  
Grant Burrows, Director, Information Technology  
Ron Wilson, Director Corporate Services  
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

**Beneficiary:** 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 million

**Advertising 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

**E-mail Format:** firstname.lastname@salotteries.sa.gov.au

#### Key Personnel:

June Roache, Chief Executive Officer  
**E-mail:** jroache@salotteries.sa.gov.au

### Lotteries Commission of South Australia, continued...

Susan Biggs, Chairperson

**E-mail:** sue.biggs@salotteries.sa.gov.au

Brenton Schapel, Group Manager, Marketing & Sales

Gary Button, Group Mgr, Financial and Corporate Services

Gary Fletcher, Group Manager, Information Systems

Christine Ford, PR Officer

Eric Brandau-Stranks, Manager, Sales

Paul Raynham, Brand Manager (Lotto products)

Ashley Bonython, Brand Manager (Keno)

Vicky Pittas, Brand Manager (Instant Scratchies & Pools)

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

**Beneficiaries/Programs:** State Hospitals Fund, Recreation and Sport Fund

**On-line Terminals:** 692 **Retailers:** 127

**Games:** Lotto, Powerball, Keno, Instant, Pools, Super 66

US\$Mil	Sales	Profits	Ad Budget
1997:	172	47	-
1998:	181	51	-
1999:	287.5	292.6	-
2000:	295.0	301.5	3.9
2001:	-	-	4.0

#### Advertising Agency:

Clemenger Adelaide Pty Ltd

**E-mail:** john.mclaren@clemenger.com.au

**Contract Expires:** 9/3/01

Young & Rubicam Adelaide

**E-mail:** jayne\_brady@au.yr.com

**Contract Expires:** 9/30/01

#### Lottery Vendors

**Instant Scratchies:** Oberthur Gaming Technologies (Australia); **Contract Expires:** 1/31/02

**On-Line Systems:** GTECH Australasia Corporation;

**Contract Expires:** 2/21/04

**Ticket Dispensers:** Prodigy Design Plastics 400 units

### Lotteries Commission of Western Australia

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:

Kevin Campbell, Chairman

Jan Stewart, Chief Executive Officer

Alec James, Director, Sales & Marketing

John Cheyne, Director, Corporate & Financial Services

Les Cooper, Director, Information Services

Kerry Pearmain, Director, Community Funding

Tony Pearse, Senior Marketing Manager

Andrew Walton, Public Affairs Manager

Tim McDavitt, Manager, Sales & Retail Distribution

Sandra Thorne, Marketing Manager, Scratch'n'Win

Leah Broderick, Marketing Manager, Lotto

**Beneficiaries/Programs:** Sports, art and charity

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

**On-line Terminals:** 584 **Retailers:** 580 (480 on-line; 100 instant only)

**Games:** Lotto, Scratch Tickets, CASH3

**US\$Mil Sales Profits Ad Budget**

**1997:** 251.66 79.18 4.83

**1998:** 247.11 77.24 4.34

**1999:** 286.94 85.83 4.81

**2000:** 241.40 74.31 5.33

#### Advertising Agency:

Marketforce

**Email:** info@marketforce.com.au

**Contract Expires:** 9/4/05

#### Lottery Vendors

**Instant Scratchies:** Oberthur Gaming Technologies;

**Contract Expires:** 12/6/02

**On-Line Systems:** GTECH Australasia Corporation;

**Contracts Expire:** 3/22/08 (Gaming System only); 5/22/03 (Terminal Support)

**Ticket Dispensers:** Superline Plastics; 800 units

### 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

2 Figtree Drive

Homebush Bay

NSW 2127, Australia

**Tel:** (61-2) 9752-5500

**Fax:** (61-2) 9752-5511(Main); 5517(#1)

**Marketing Fax:** (61-2) 9752-5315

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

**Website:** www.lotteries.nsw.gov.au

#### Key Personnel:

James Fair, Chairman

Michael A. Howell, CEO (#1)

**Beneficiary:** Funds to National Treasury

**Games:** Conventional, sports betting, lotto, instant, add-ons

#### Sales

**1999** 963.2 **2000:** 946.0

### Tattersall Sweep Consultation

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:

Duncan Fischer, CEO

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

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

**Structure:** Private lottery running a wide variety of games, including video lottery

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

## — AUSTRIA —

### **Osterreichische Lotterien Gesellschaft**

Rennweg 44

A-1038 Vienna, Austria

**Tel:** (43-1) 790 700

**Fax:** (43-1) 799-3911

**E-mail:** postmaster@lottery.co.at

**Website:** www.lotterien.at

**E-mail format** (unless otherwise specified):  
firstname.lastname@lotterien.at

#### **Key Personnel:**

Dr. Leo Wallner, CEO & Head Mgmt Cmte

Helmut Elsner, Vice-Chairman

Friedrich Stickler, Board Member

Emil Mezgolits, Board Member

Peter Ulovec, Marketing Director

Reinhard Horvath, Sales Director

Gabriela Schultz, PR Director

Elisabeth Römer, On-line Games

**E-mail:** elisabeth.roemer@lotterien.at

Karin Swoboda, Instant Games Manager

Martin Jekl, Games Manager, New Technologies

Dieter Wimmer, Games Manager, Sports Betting

Günter Engelhart, Public Relations Contact

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

**Beneficiary:** Tax relief

**On-line Terminals:** 4,178 **Retailers:** 8,647

**Games:** Lotto "6 out of 45"; Toto; Zahlenlotto "1-90",  
Instant; break-open; Instant: scratch-off; Joker; Class  
Lottery; WebClub.at (11 e-lotteries and e-Keno), Bingo

	<b>Sales</b>	<b>Profits (A\$ billions)</b>
<b>2000:</b>	16.1	5.6
<b>2001:</b>	15.9	5.5

#### **Lottery Vendors**

**Instant Tickets:** Oberthur Gaming Technologies; Pollard  
Banknote Limited

**On-Line Systems:** KEBA, Argentina

## — BAHAMAS —

### **Gaming Board for the Commonwealth of the Bahamas**

PO Box N-4565

Nassau, Bahamas

**Tel:** (242) 327-7478; 7479

**Fax:** (242) 327-8864

#### **Key Personnel:**

Claire Hepburn, Chairman

Alonzo Bulter, Secretary

## — BARBADOS —

### **LOTTO**

The Garrison

PO Box 1397

Bridgetown, Barbados

**Tel:** (246) 228-4715 **Fax:** (246) 228-5474

#### **Key Personnel:**

Robert Bourque, President

David F. Callaghan, General Manager

Oliver S. Yearwood, Operations Manager

### **Olympio On-Line Lotteries**

Olympia House Worthing

Christ Church, Barbados

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

**Fax:** (246) 435-6559

**E-mail:** olympio@sunbeach.net

#### **Key Personnel:**

Dr. Oscar Jordan, Chairman

Paula Green, General Manager

Ralph Johnson, Marketing Director

David Harper, Marketing Manager

## — 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

**E-mail:** firstname.lastname@nationale-loterij.be

#### **Key Personnel:**

Michel Ansiaux, Managing Director

William Van Vaerenberg, Marketing Director

Jean-Pierre Carbon, Marketing Director

Dirk Vercoutter, Games and Financial Director

**Start-up:** 1934 **Population:** 9.9 M

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

**On-line Terminals:** 6,400 **Retailers:** 8,000

(BEF)	<b>Sales</b>	<b>Revenues</b>	<b>Ad Budget</b>
<b>2000:</b>	41,543.7	42,299.8	499.4
<b>2001:</b>	-	-	667.4

#### **Lottery Vendors**

**Instant Tickets:** Oberthur

**On-line Systems:** GTECH Corp.

**Ticket Dispensers:** Interlott

**Ad Agencies:** You R, TBWA, Publicis

## — BENIN —

### **Loterie Nationale du Bénin**

BP 998

Cotonou, Benin

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

**Fax:** (229) 31-22-58

**E-mail:** lnb01@intnet.bj

**Website:** www.lnb@intnet.bj



## **Benin, continued....**

### **Key Personnel:**

Yacoubou Moussa, Director General  
Brhlrane Soglo, Marketing Director

**Start-up:** 1967 **Population:** 5.5 M

**Beneficiaries:** Culture, health, sports, charity

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

**FY97 Sales:** 9.5 billion (local)

## **— BOLIVIA —**

### **Lotería Nac. de Beneficencia y Salubridad**

Avda Santa Cruz Eso Casilla de Correos 138  
Cochabamba-La Plaz

Colombia, Bolivia

**Tel:** (59-12) 373060; 372153

**Fax:** (59-12) 358694

### **Key Personnel:**

Jorge Enrique Jordán, Exec President

**Tel:** (59-12) 381-392 **Fax:** (59-12) 335838

**E-mail:** huaricana@unete.com

Verónica Monje Aranibar, Marketing Manager

Jorge Díaz Escobar, Director of Operations

Manuel Omiste Flores, Fin/Admin Dir **Tel:** 358694

Jorge Rubín de Celis, Comptroller **Tel:** 374152

**Games:** Traditional

(US\$)	Sales	Revenue	Ad Budget
1999:	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/ Nosso Caixa Banco**

**Emilio H. Carazzal Sobrinho, President**

SBS, Q. 4, Lote s 3/4-4º andar  
Brasília DF, CEP 70092-900, Brazil

**Tel:** (55) 61-414-9816; 9817

**Fax:** (55) 61-414-9732; 9733

**E-mail:** presi@caixa.gov.br

**Website:** www.caixa.gov.br

### **Key Personnel:**

Emilio H. Carazzal Sobrinho, President

**E-mail:** presi@caixa.gov.br

Luiz Francisco Monteiro de Barros Neto, Exec Director

**E-mail:** luiz.monteiro@caixa.gov.br

Luiz Carvalho Arrochela Lobo, Marketing Superintendent

**E-mail:** sumai@caixa.gov.br

Marco Antônio Lopes, Games Director

**E-mail:** marco.a.lopes@caixa.gov.br

Raymundo Wilson S. Oliveira, Product Manager

**E-mail:** raymundo.oliveira@caixa.gov.br

Rodrigo Jardim A. Mello, Product Manager

**E-mail:** rodrigo.jardim@caixa.gov.br

Virginia M. Gomes Ferrari, Public Relations

**E-mail:** virginia.ferrari@caixa.gov.br

**Start-up:** 1860 **Payout:** Lump sum

**Games:** Instant, Passive, Lotto, Toto

**Beneficiaries:** Treasury; sports, education and cultural programs

**Retailers:** 8,500 **On-Line Terminals** 2,250

**Sales 2000:** R# 2,475,706.426.62

### **Lottery Vendors**

**Instant Tickets:** ISA Ltda (Brazil); **Expires:** 3/26/02

**On-Line Systems:** GTECH Brazil; **Expires:** 1/13/03

**Ticket Dispensers:** Formulários Ltda (Brazil); Contract

**Expires:** 9/24/01

### **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) 241-4376; 241-4390

**Fax:** (55-83) 221-3256

**Games:** Traditional, Instants

### **Lotería do Estado de Goiás**

**Armando Vergílio dos Santos Junior, President**

Av Santos Dumont

2233 B1. A 1º Piso

Nova Vila - Goiânia

Goiás 74623-040, Brazil

**Tel:** (55-62) 269-2411; 224-1074

**Fax:** (55-62) 269-2412; 2055; 2503

### **Lotería do Estado de Minas Gerais**

**Mauro Gontijo, President**

Avenida Amazonas No.91 Centro

30-180-000 Belo Horizonte

Minas Gerais, Brazil

**Tel:** (55) 31-322-4236; 222-3051

**Fax:** (55) 31-322-0788; 224-2906

**E-mail:** presidencialoteriamineira@mg.gov.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) 221-2377

**E-mail:** lotece@fortalnet.com.br

### **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) 242-9027

**Fax:** (55-91) 242-9656

### **Lotería do Estado do Rio De Janeiro**

Rua Sete De Setembro  
170-4º Andar Centro  
20050-002 Rio De Janeiro, Brazil  
**Tel:** (55-21) 299-1564; 1539  
**Fax:** (55-21) 507-2395  
**E-mail 2:** assdop@loterj.rj.gov.br  
**E-mail 2:** loterj\_lottery@hotmail.com

#### **Key Personnel:**

José Carlos Simonin, Executive Director  
José Carlos Ruivo, Director Assistant  
Sérgio Martins, Marketing Executive

### **Lotería do Estado do Rio Grande Do Sul Caixa Econômica Estadual**

Rua Dos Andradas No 857-Centro  
CEP 90.020-005  
Porte Alegre-RS, Brazil  
**Tel/Fax:** (55-51) 3224-1903  
**E-mail:** lotergs@via-rs.net

#### **Key Personnel:**

José Brizola, Executive Director  
Antonio Arosteguidon, Director

### **Lotería do Estado de Santa Catarina**

Rua Saldanha Marinho 392-Edif  
Iracema-1º Andar/Centro  
CEP: 88.010-450  
Florianópolis-SC, Brazil  
**Tel:** (55-48) 224-7690  
**Fax:** (55-48) 224-1561  
**E-mail:** lotesc@codesc.sc.gov.br

#### **Key Personnel:**

#### **E-mail:**

Edson Caporal, President caporal@codesc.sc.gov.br  
Florindo Testoni, Director testoni@codesc.sc.gov.br  
**Tel:** 224-7789 **Fax:** 224-1564

### **Lotería do Estado de São Paulo Banco Nossa Caixa**

#### **José Spessoto Neto, Manager**

Rua Libero Badero No. 318  
8ª andar Centro  
CEP 01.088.800  
São Paulo, Brazil  
**Tel:** (55-11) 244-6446; 6447; 246-6008; 3104-9966  
**Fax:** (55-11) 3115-4150; 244-6820  
**E-mail:** dcilot@nossacaixa.com.br

## **— BULGARIA —**

### **Bulgarian Sports Totalizator**

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:**

Nedelcho Proshkov, Executive Director  
Paulina Matova, Marketing Director  
Emil Vassev, Sales Director  
Bistra Kavkagiiska, Games Director  
Malena Naidenova, PR Director

**Start-up:** 1957 **Games:** Sports pools, Lotto

**Retailers:** 2000 **Terminals:** off-line

**Beneficiaries:** Sports programs

**Advertising Agency:** Leo Burnett

### **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  
**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**

Av D'Italie; BP 1330  
Bujumbura, Burundi  
**Tel:** (257) 22 69 35; 21 16 72; 22 66 69  
**Fax:** (257) 24 31 63; 22 21 29  
**E-mail:** lona@cbinf.com

#### **Key Personnel:**

Joseph Nzeyiman, Lottery Director  
Nicodene Ntirandekura, Marketing/Sales Director

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

**Beneficiaries:** Sports, cultural and art programs

## **— 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., President**

Colo Colo 592

Concepción, Chile

**Tel:** (56-41) 266250

**Fax:** (56-41) 244961

**Website:** www.loteria.cl

**Additional Addresses:**

Carlos Antúnez 2462

Santiago, Chile

**Tel:** (56-2) 5606450 **Fax:** (56-2) 5606460

Julio Jara, VP Operations **E-mail:** jjara@loteria.cl

Mabel Quezada, VP Ops, Secretary

**E-mail:** mquezada@loteria.cl

Conde de Flandes 859

Santiago, Chile

Juan Manuel Bravo, Sales Manager

**Tel:** (56-2) 5606514 **Fax:** (56-2) 5606560

**E-mail:** jbravo@loteria.cl

Rodrigo Garcia, Internet Product Manager

**Tel:** (56-2) 5606511 **Fax:** (56-2) 5606560

**E-mail:** rgarcia@loteria.cl

**Beneficiaries:** 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**

Compañía de Maria #1085, piso 8

Santiago, Chile

**Tel:** (56-2) 6713768; 6713766

**Fax:** (56-2) 6793856

**E-mail:** mclaudet@pollachilena.cl

**Key Personnel:**

Santiago Gonzalez, General Manager

Cesar Gómez, Assistant Manager

**Tel:** (56-2) 6793726

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

**Beneficiaries:** Treasury and sports programs; charities

**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**

China Sports Building

8/F, C-3 Long-Tan Rd, Chong Wen District

CN-100061 Beijing, China

**Tel:** (86) 10-67113720; 67113718

**Fax:** (86) 10-67113994

**E-mail:** larry88@btamail.net.cn

**Website:** www.lottery.gov.cn

**Key Personnel:**

Zhao Ming Yu, Director General

Liu Yueye (Larry), Secretary General

**Start-up:** 1994 **Beneficiary:** Sports programs

**Games:** Conventional Draw, Instants

**The Hong Kong Lotteries Board**

c/o The Hong Kong Jockey Club

1 Sports Road, Happy Valley

Hong Kong, China

**Tel:** (852) 2966-7106; 7108

**Fax:** (852) 2576-0506

**E-mail:** hotline@hkjc.org.hk

**Website:** hongkongjockeyclub.com

**Key Personnel:**

John C. C. Chan, Chairman

Henry S. K. Chan, Executive Director

**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

**Start-up:** 1975

**Beneficiaries:** Social welfare, rehabilitation, family, youth and community programs

**On-line Terminals:** Cash outlets 5,000; Telebet 3,800

**Retailers:** 127 Cash outlet; 4 Telebet Centers

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

<b>HK\$ M</b>	<b>Sales</b>	<b>Revenue</b>
<b>1999:</b>	5,295 (U)	794 (U)
<b>2000:</b>	4,493	674
<b>2001:</b>	5,088	763

**The Issuing CTR of China Welfare Lottery**

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:**

Liu Chenghui, Secretary General

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 Pagadario S.A.**

**Jesus Gomez R., Manager**

Calle 44 No. 5155

Medellin, Colombia

**Tel:** (57) 42-621433; 42-624709

**Fax:** (57) 43-325789; 42-621433

**E-mail:** appaga@epm.net.co

### **Beneficencia de Antioquia**

*Adolfo Palacio, General Manager*

Carrera 47 No. 49 - 12  
Medellín, Colombia

**Tel:** (57-45) 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; 611023

**Fax:** (57-82) 638633

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

### **Beneficencia del Valle del Cauca**

Calle 9 #4-50 Piso 12

Cali, Valle del Cauca, Colombia

**Tel:** (57-28) 851624; 851625

**Fax:** (57-28) 845851

**E-mail:** benevalle@telesat.com.co

#### **Key Personnel:**

Claudia Cardona, General Manager

### **ECOSALUD S.A.**

#### **Empresa Colombiana de Recursos Para La Salud S.A.**

Calle 102 No. 18-61

Santafé de Bogotá, Colombia

**E-mail:** ecosalud@andinet.com

**Website:** www.ecosalud.gov.co

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

**Fax:** (57-1) 617-0381

**E-mail:** ecosalud@andinet.com

#### **Key Personnel:**

Dr. Ernesto Carrasco Ramírez, President

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)**

*José Villalva Reys, General Manager*

Calle 20 No. 20-47

Sincelejo, Colombia

**Tel:** (57-52) 820019; 826555

**Fax:** (57-52) 822239; 820019

### **Goalpool**

*José Ignacio Noguera, Manager*

P.O. Box 270179

Bogotá, Colombia

**Tel:** (57-1) 256-7340

**Fax:** (57-1) 628-8400

### **Lotería del Atlántico**

*David Barrero Callejas, General Manager*

Calle 44 Carrera 45 Esquina  
Barranquilla, Colombia

**Tel:** (57-53) 412570; 370732

**Fax:** (57-53) 402091

**E-mail:** lotanco@gobatl.gov.co

### **Lotería de Bogotá**

Carrera 35 No. 26-14

Santa Fé de Bogotá DC, Colombia

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

**Fax:** (57-1) 429-8038; 428-5346

**E-mail:** loteridebogota@inter.net.com

#### **Key Personnel:**

Juan Carlos Camargo, General Manager

Jose Antonio González Jiménez, Unit Chief

### **Lotería de Bolívar**

*Dr. Javier Benedetti-Quintero, General Manager*

Calle San Juan de Dios No 3-31

Cartegena, Colombia

**Tel:** (57-56) 640114; 644950

**Fax:** (57-56) 640237

**E-mail:** lotebol@col3.telecom.com.co

### **Lotería de Boyacá**

*Abel Soler, General Manager*

Calle 19 No. 9-35

Tunja, Boyacá

**Tel:** (57-87) 44-6728; 40-6728

**Fax:** (57-87) 40-0004

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

### **Lotería de Caquetá**

*Hector Orozco, Director*

Cra 12 Calle 14 Esquina

Florencia, Colombia

**Tel/Fax:** (57-84) 357694; 7695 7697; 8223

**E-mail:** lotcaque@telecaqueta.com.co

### **Lotería del Cauca**

Avenida Mosquera #ON-50

Popayán, Cauca, Colombia

**Tel:** (57-28) 202321; 233856 ext 205

**Fax:** (57-28) 231246; 2314830

**E-mail:** lotecau2@popayan.cetcol.net.co

#### **Key Personnel:**

José Pito Zamora, General Manager

Adolfo Gómez, Sales Manager

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

### **Lotería del Chocó**

*Dra. Ilma Zavala de Córdoba, General Manager*

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

Quibdó, Colombia

**Tel:** (57-46) 711475; 713747

**Fax:** (57-46) 713711

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

### **Lotería de Córdoba S.E.**

27 de Abril 185

Córdoba, Colombia

**Tel:** (57) 351-4268550; 4268548

**Fax:** (57) 351-4268549; 4268507

**E-mail:** jlm@arnet.com.ar

### Lotería de Córdoba, S.E., continued...

#### Key Personnel:

Jorge Luciano Montoya, President  
Rafael Angel Alvarez, General Manager  
Daniel Lorente, Sales Manager

### Lotería de Cúcuta

#### Dra. Alexandra Rivera, President

Avda 0, Calle 10, Edif Rosetal  
Of 205, Cúcuta, Colombia  
**Tel:** (57-75) 715427; 712641 x 102; 715480  
**Fax:** (57-75) 715427; 712641  
**E-mail:** loteriac@coll.telecom.com.co

### Lotería de Cundinamarca

#### Gilberto Caicedo-Gallego, General Manager

Cra 30 No. 49A-30  
Santafé de Bogotá, Colombia  
**Tel:** (57-1) 348-3887; 3889  
**Fax:** (57-1) 348-3890; 3887  
**E-mail:** lotcundi@impsat.net.co

### Lotería de la Cruz Roja

#### Andrés Silva Sánchez, Manager

Carrera 15 No 83-88  
Santa Fé de Bogotá D.C., Colombia  
**Tel:** (57-15) 301910 x 101  
**Fax:** (57-15) 301910 x 132  
**E-mail:** gerencia@lotecruz.org.co

### Lotería del Huila

#### Inés Garzón, General Manager

Cra 4a No. 9-25  
Neiva, Colombia  
**Tel:** (57-88) 713434; 710594  
**Fax:** (57-88) 712088; 713410 x 117  
**E-mail:** eloteria@coll.telecom.com.co

### Lotería del Libertador

Calle 13 Cra 2a Esquina  
Santa Marta, Colombia  
**Tel:** (57-54) 210305; 214255  
**Fax:** (57-54) 210939; 235090  
**E-mail:** loterger@starnetcol.com

#### Key Personnel:

Dario Dagon, General Manager  
José Galo Campo Alzamora, Admin Mgr **Tel:** 4213107  
Alonso Salinas Torregrosa, Finance Mgr **Tel:** 4210176  
Alberto Cotes Mejia, Sales Manager **Tel:** 4212692  
José Rafael de Andreis Mahecha, Admin Analyst  
**Tel:** 4211471

Adela Bornacelly Guerrero, Sales **Tel:** 4214249

**Games:** Traditional **Beneficiary:** State of Magdalena

	Sales	Revenue	Ad Budget
<b>1998:</b>	14,528.7	128.7	740.7
<b>1999:</b>	8,805.6	-	518.9

### Lotería de Manizales

Calle 20A Nro 21-45 Piso 11  
Manizales, Colombia  
**Tel:** (57-68) 842268; 842158  
**Fax:** (57-68) 842087  
**E-mail:** loteria@manizales.cetcol.net.co  
**Website:** www.lotmanizales.com.co

#### Key Personnel:

Luz Marina Restrepo-Trejos, General Manager  
Javier Gómez, Commercial Director, ext. 20  
José Cardona A., General Secretary, ext 14  
Bertha Gómez De Serna, Director HR, ext 16  
Gloria Elsy Aguirre M., Admin Director, ext 19  
Ariel Hidarraga, Finance Director, ext 18  
Nohemi Castro González, Bets Manager, ext 21  
Maria Lourdes Gallego, Treasurer, ext 22  
Amparo Giraldo Yepes, Accts Payable, ext 17  
José 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

	Annual Sales	Revenue	Advertising Spending
<b>1998:</b>	13,466.1	2,301.2	592.1
<b>1999:</b>	8,448.5	1,549.2	262.6 (6/30/99)

#### Advertising 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) 711000  
**Fax:** (57-86) 714446; 715410  
**E-mail:** lotemeta@villavicencio.cetcol.net.co

### Lotería de la Benef. de Nariño

#### Milton Miranda-Freyre, 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  
**E-mail:** lotenar@col2.telecom.com.co

### Lotería la 9 Millonaria de la Nueva Colombia Ltd

Calle 26 No. 13-19 Piso 23  
Santafé de Bogotá, Colombia  
**Tel:** (57-13) 411277  
**Fax:** (57-13) 360972  
**E-mail:** nuevemillonaria@interred.net.co

#### Key Personnel:

Hoobert Zarate Cortes, General Manager  
Saul Alberto Roberto Pineros, Secretary General  
José Tobias Valenzuela Forero, Admin/Finance Director  
Rolando Augusto Pérez Dimate, Director, Info Systems  
Nohora Helena Vélez Velásquez, Mgmt Consultant

### Lotería del Quindío Beneficencia Dept del Quindío

Cra 16 No. 19-21  
Armenia, Quindío, Colombia  
**Tel:** (57) 67-446282; 448500  
**Fax:** (57) 67-449780; 447838; 441226  
**E-mail:** info@loteriaquindio.com.co

#### Key Personnel:

Alfonso Cardona, Director  
Jairo para Bermudez, Secretary General

### **Lotería de Risaralda**

Calle 19 No. 7-53  
Pereira, Colombia  
**Tel:** (57-63) 358627; 354034  
**Fax:** (57-63) 354034; 351225  
**E-mail:** loterisa@col2.telecom.com.co

#### **Key Personnel:**

Beatriz Navarro, General Manager  
Gustavo Osorio H., Mktg/New Business **Tel:** 358628  
Sandra López, Special Commercial Director

### **Lotería La Vallenata**

**José Antonio Ramírez, Director**  
Calle 16A No. 12-89  
Valledupar, Colombia  
**Tel:** (57-55) 745114  
**Fax:** (57-55) 749968; 749595  
**E-mail:** lotvalle@col3.telecom.com.co

### **Lotería Santander**

**Nestor Castro, Manager**  
Calle 36 N° 21-16  
Bucaramanga, Colombia  
**Tel:** (57-76) 42-1057; 3074  
**Fax:** (57-76) 30-3842; 42-3074  
**E-mail:** benesan@andinet.com

### **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; 264609

### **Sorteo Extraordinario de Chiquinquirá**

**Marco Padilla, General Manager**  
Centro Administrativo Municipal  
Bloque 2 - 2° Piso  
Chiquinquirá, Colombia  
**Tel:** (57-87) 262813  
**Fax:** (57-87) 224668  
**E-mail:** sordechiquinquirá@yahoo.com

### **Sorteo Extraordinario de Navidad**

**Alberto Rojas, 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**

**Esau Villamil, 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**

**Dra. Inés Gómez de Vargas, Superintendent**  
Calle 102 No. 18-16  
Santafé de Bogotá, DC, Colombia  
**Tel:** (57-12) 834381; 13-364600 ex 3002  
**Fax:** (57-12) 833555; 833432  
**E-mail:** snsinfo@supersalud.gov.co

## **— COMMONWEALTH OF DOMINICA —**

### **Dominica Lotteries Commission**

**Ian Pinard, General Manager**  
58 Independence Street  
Roseau, Commonwealth of Dominica  
**Tel:** (767) 449-8500  
**Fax:** (767) 449-8502  
**E-mail:** domlotto@cwdom.dm

## **— CONGO —**

### **Congolaise de Gestion de Loterie PMU**

BP 13126, Ave Patrice Lumumba  
Brazaville, Congo  
**Tel:** (242) 81 05 04  
**Fax:** (242) 81 05 34; 06

#### **Key Personnel:**

Philippe Nicolas Andely, General Director  
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**

PO Box 1979  
Calle 20 Sur, Avenidas 2y4  
1000 San José, Costa Rica  
**Tel:** (506) 223-9666; 233-1327  
**Fax:** (506) 223-9345; 255-3825  
**E-mail:** jpssrcr@sol.racsa.co.cr  
**Website:** www.publignet.co.cr/jps

#### **Key Personnel:**

Mabel Nieto, President  
Luis Polinaris, General Manager  
**Tel:** (506) 233-5995; 1327  
**E-mail:** gerjpssjcr@sol.racsa.co.cr

**Start-up:** 1845 **Games:** Traditional, Instant  
**Beneficiaries:** Charity and health programs  
**Revenues to Social Causes (FY98):** ₡153.9 mil

## — 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

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 Mgr **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

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

**Start-up:** 1991

**Beneficiaries:** National budget, sports and technical culture, charity

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

	Weekly Per			
(mil kn)	Sales	Cap Sales	Revenue	Ad Budget
1998:	475.6	1.91	227.7	20.9
1999*:	283.4	2.28	133.1	23.2 E *(6/30)

## — CYPRUS —

### Cyprus Government Lottery

Ministry of Finance

Nicosia 1439, Cyprus

**Tel:** (357-2) 80-3-570; 522

**Fax:** (357-2) 677-510; 676-080

#### Key Personnel:

Stavros A. Michael, Managing Director

Andreas D. Alexandrides, Marketing Director

**Start-up:** 1961

**Beneficiaries:** Education, health, social development and sports programs

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

**Revenues:** 41% to arts, culture, education & sports programs

Sales

FY97: C£ 56.6 mil

FY98: C£ 64.2 mil

## — CZECH REPUBLIC —

### SAZKA a.s.

K Zizkovu 4

190 93 Prague 9, Czech Republic

**Tel:** (420-2) 6612-9010

**Fax:** (420-2) 6612-9012

**E-mail:** info@sazka.cz

**Website:** www.sazka.cz

#### Key Personnel:

Ales Husák, Chairman, General Director

Roman Jecminek, Deputy General Director

Josef Tupy, Games and Betting Manager

Jan Pradler, Finance Manager

Markéta Sterbová, Administration Div Director

Hynek Siedek, Manager, General Director's office

Josef Prouza, Promotion and PR Manager

Petr Soukup, Sales Manager

Jiri Hosnedl, Ops & Tech Div Director

Ivo Tajsí, Distribution Network Manager

Pavel Volf, Control Dept Director

**Start-up:** 11/27/92 **Payout:** Lump sum

**Beneficiaries:** Czech sport and physical education, health care and social/charity projects

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

**Terminals:** 6,500 approx.

**Sales (mil CZK):**

1998: 5.3

1999: 12.2

2000: 15.6

#### Lottery Vendors

**On-line Systems:** GTECH Corp.

**Scratch Tickets:** Oberthur Gaming Technologies

## — DENMARK —

### Dansk Tipstjeneste AS

Korsdalsvej 134

PO Box 847

DK -2605 Brøndby, Denmark

**Tel:** (45-36) 720-011

**Fax:** (45-36) 704-554

**Website:** www.tips.dk

#### Key Personnel:

Per Schütze, CEO

Jean Moreau Jørgensen, VP

**E-mail:** jj@tips.dk

Alex Nielsen, Vice President, Sales & Marketing

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

**Beneficiaries:** Health, art, education, charities, sports

**Games:** Football pools, Lotto, Instant Oddset

### Det Danske Klasselotteri

Elisabeth Rask Jørgensen, President/General Director

Rådhuspladsen 2

København V, DK-1550, Denmark

**Tel:** (45) 33-14-0900

**Fax:** (45) 33-14-1375

**E-mail:** danklot@pip.dknet.dk; firstname@klasselotteriet.dk

**Website:** www.klasselotteriet.dk

## Varelotteriet

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:

Steen Frey, Director  
Lotte Hoiland, Marketing Director

## —DOMINICAN REPUBLIC—

### Lotería Nacional de la Republica Dominicana

**Dr. Aníbal Amparo-García, General Administrator**

Centro de los Heroes  
Santo Domingo, Dominican Republic  
**Tel:** (809) 533-9025; 5222 x 238/9  
**Fax:** (809) 533-2496; 4489  
**E-mail:** loterianacional@codetel.net.do

## — ECUADOR —

### Lotería Nacional

Vélez 111 y Pedro Carbo  
Guayaquil 09 - 01 - 4728, Ecuador  
**Tel:** (593-4) 253-0030  
**Fax:** (593-4) 253-0075  
**General E-mail:** admi@loteria.com.ec  
**Website:** www.loteria.com.ec

### Key Personnel:

Javier Castillo, Gen Administrator, Lotería Nacional

**Tel:** (5934) 2 - 530030 Ext. 200  
**E-mail:** jhcastil@loteria.com.ec

Roberto Guerrero, Sales Manager

**Tel:** (5934) 2 - 530030 Ext. 151  
**E-mail:** rguerrero@loteria.com.ec

Fabiola Vera, Games Manager

**Tel:** (5934) 2-530030 Ext. 133  
**E-mail:** fvera@loteria.com.ec

Lautaro Aspiazu, Director, Junta de Benef. de Guayaquil

**Tel:** (5934) 2 - 320760  
**E-mail:** jbg4@jbg4.org.ec

Miguel Pérez, Board Member, Lottery Supervisor

Junta de Benef. de Guayaquil  
**Tel:** (5934) 2 - 630774/5  
**E-mail:** fenazuca@ecua.net.ec

**Start-up:** August 18, 1901

**Beneficiaries / Programs:** Junta de Beneficencia de Guayaquil (Charity board: health, education and social welfare)

**Games:** Instants; Passive Draw

**Retailers:** 560 **Street Vendors:** 5,000

	<b>Sales</b>	<b>Advertising Budget</b>
<b>2000:</b>	\$26.135.341	\$1,027,848
<b>2001:</b>	\$39.742.500	\$1,600,000

### Lottery Vendors

**Instant Tickets:** Serchi (Colombia)

### Advertising Agency:

Norlop Thompson  
Francisco Solá, General Manager  
**Tel:** (5934) 2 - 451811  
**E-mail:** psola@norlopjwt.com.ec

### Public Relations Agency:

Horacio Chavarría, Public Relations Manager  
Véritas Comunicaciones  
**Tel:** (5934) 2 - 630300  
**E-mail:** hchavarr@gye.satnet.net

## — EL SALVADOR —

### Lotería Nacional de Beneficencia de El Salvador

Almda Roosevelt I-47 Ave. N. #110

San Salvador, El Salvador  
**Tel:** (503) 260-8135; 6025  
**Fax:** (503) 260-8348; 5947  
**E-mail:** preslnb@saltel.net

### Key Personnel:

René Chavarría Portillo, President  
Oscar Rosales, Sales Director  
Rebeca Atancio de Basagoita, Board President  
Irnesto Iraheta, Board of Directors  
Manuel Iraheta, Director  
Irvin Tochez, Director

**Games:** Instants and traditional; **TV Show:** 30-minute slots for instant lottery

<b>Sales</b>	<b>1998</b>	<b>1999</b>
Lotra:	C347.8	C160.0
Lotin:	67.2	27.2
<b>Revenue:</b>	<b>1998</b>	<b>1999</b>
Lotra:	C16.3	C5.1
Lotin:	13.0	4.9

### Ad Budget (1998 and 1999)

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

### Advertising:

America Publicidad,  
Rolando Duran, President  
**Tel:** (503) 284-0041 **Fax:** 284-0040  
Cronos Publicidad, Juan Ferreiro  
**Tel:** (503) 264-0926 **Fax:** 263-3901

## — 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  
Marika Streimann, Marketing Manager/  
Manager of Numbers Lottery  
**E-mail:** marika.streimann@eestiloto.ee

Mati Lauri, Technical Director

**E-mail:** mati.lauri@eestiloto.ee

Kalle Oja, Legal Counsel

**E-mail:** kalle.oja@eestiloto.ee

Marina Mõshkova, Chief Economist

**E-mail:** marina.moshkova@eestiloto.ee

Ernie Prits, Products Advisor

**E-mail:** ernie.prits@eestiloto.ee

Erkii Raid, Info Systems Manager

**E-mail:** erkii.raid@eestiloto.ee



### AS Eesti Loto, continued....

Madis Kristenprun, Sales Manager

**E-mail:** madis.kristenprun@eestiloto.ee

Toomas Kästik, Development Manager

**E-mail:** toomas.kastik@eestiloto.ee

Piret Kütt, Public Relations Manager

**E-mail:** piret.kutt@eestiloto.ee

**Start-up:** 7/6/1994

**Beneficiaries:** Education, health, sports, social welfare and environmental program

**Games:** On-line, instants, Bingo-Loto, weekly TV draw

**Retailers:** 1539 **On-line Terminals:** 515

US\$M	Annual			
	Sales	Wk Per Cap	Revenue	Ad Budget
1998:	7,8007	0.1032	0,0962	0.4298
1999:	6,5613	0.0873	-0,2965	0,3348
2000:	7,4220	0,1044	0,0749	0,4766
2001:	8,1876	0,1152	0,2325	0,5203

#### Advertising Agency:

Karlson & Co.

#### Lottery Vendors

**Instant Tickets:** Oberthur Gaming Technologies (Austria)

**On-Line Systems:** GTECH Corporation (Estonia)

**Ticket Dispensers:** Schafer Systems Inc. (USA)

**Printed Tickets:** Paraprint Ltd. (Estonia)

## — 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

**E-mail Format (unless indicated):** first.last@veikkaus.fi

#### Key Personnel:

Risto Nieminen, Managing Director

Jussi Isotalo, Sales and Marketing Director

Risto Rautee, Technical Director

Ilkka Juva, Communications Director

Jari Majjala, Information Systems Manager

Riku Soininen, Technology Manager

Esa Valtonen, Security Manager

Teuvo Aho, Instant Product Manager

Jari Vähänen, Group Brand Manager, Games of Skill

**E-mail:** jari.vahanen@

Markku Köresaar, Group Brand Manager, Games of Luck

**E-mail:** markku.koresaar@

Carl-Henrik Nyberg, Legal Counsel

Riitta Nissi, International Affairs

**Start-up:** 1940

**Beneficiaries:** Sports, arts, science and youth programs

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

**Retailers:** 4,050; 2,850 terminals

**EUR million Sales Revenues**

**2000:** 1083 379

**2001:\*** 524 179 \*(6/30)

## — FRANCE —

### La Française Des Jeux

117-121 Rue D'Aguesseau

Boulogne 92643, France

**Tel:** (33-1) 41 10 3867; 46 41 3535; 46 41 3513

**Fax:**(33-1) 41 10 3865; 46 41 3630

**E-mail:** webmaster@lfdj.com

**Website:** www.fdjeux.com

**E-mail format (unless noted):** firstinitiallastname@lfdj.com

#### Key Personnel:

Christophe Blanchard-Dignac, President & CEO

**E-mail:** cbd@lfdj.com

François Jonchère, Deputy General Director

Jean-Marc Buresi, Strategy & Development Director

**E-mail:** jmburesi@lfdj.com

Joëlle Brunet, Marketing & Sales Director

Jean-Etienne Bouédec, R&D New Products

**E-mail:** jebouedec@lfdj.com

Pierre Bruneau, Development & Strategic Planning Director

Juliette de la Noue, Instants Manager

Patricia Delon, On-Line Brand Manager

Raymond Bovero, International Relations Manager

Christine da Silva, International Relations

Michel Friess, Corporate Communication Director

**Start-up:** 1976

**Beneficiaries:** National treasury and sports programs

**Games:** Draw number games (Loto/Joker, Super Loto,

daily Keno), Sports betting (football pools), Instants,

Instants w/TV programs, Rapido (express draw).

**On-Line Terminals:** 18,279 **Retailers:** 42,500

**Sales Revenue**

**FY00:** 42.8 billion FF 510 million FF

#### Advertsing Agency:

TBWA - Mccann

DDB, Alice, Collegani Beville

#### Lottery Vendors

**Instant Tickets:** Pollard; Scientific Games International

**On-line Systems:** GTECH; SGF

**Ticket Dispensers:** Editec (France)

**Drawing Machines/Balls:** Editec; RYO Catteau

## — 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**

Schwachhauser Heerstrasse 111-115  
D-28211 Bremen, Germany  
**Tel:** (49) 421499 9051  
**Fax:** (49) 421499 9076  
**E-mail:** btl@lotto-bremen.de

#### **Key Personnel:**

Dr. Gert Bussenius, Director  
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

**Start-up:** 1952

**Beneficiaries:** National treasury; educational and science programs, and charitable organizations.

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

### **Land Brandenburg Lotto GmbH**

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:**

Klaus Walkenbach, Director  
Olaf Zoppke, Marketing Director  
**Tel:** 6456-600 **Fax:** 6456-601

Antje Edelmann, PR Director  
**Tel:** 6456-619 **Fax:** 6456-637

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

**Start-up:** 1991

**Beneficiaries:** Sports, government, culture, charities

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

**TV Shows:** weekly Tele-Bingo; six times yearly special The Lotto Show

#### **DM (E) Sales Profits**

**1998:** 293.1 10.5

**1999:** 152.7 6.2 (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

**Start-up:** 1965

**Beneficiaries:** National treasury (76%); sports programs and charities

**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

**Start-up:** 1991

**Beneficiaries:** National treasury; sports programs, charities

**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

**Start-up:** 1955 **Beneficiaries:** Treasury

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

### **Nordwestdeutsche Klassenlotterie**

Ueberseerng 4  
Postfach 60 19 20  
D-22219 Hamburg, Germany  
**Tel:** (49) 40 63 2910-13  
**Fax:** (49) 40 63 2910-78; 70  
**E-mail:** info@nkl.de  
**Website:** www.nkl.de  
**E-mail format (unless indicated):** firstinitial.lastname@nkl.de

#### **Key Personnel:**

Dr. Rüdiger Kroll, CEO **E-mail:** dr.r.kroll@nkl.de  
Norbert Baumann, Deputy  
Günther Schneider, Director Sales  
Peter Sandberg, Communications Officer

### **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

### NordwestLotto Schleswig-Holstein, continued...

#### Key Personnel:

Helmut Stracke, Manaing Director **Tel:** 9805-201

**E-mail:** rhelmut.stracke@t-online.de

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

**DM Sales Av Wkly PC**

**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) 681-5801-0

**Fax:** (49) 681-5801-223

**E-mail #1:** service@saartoto.de **#2:**ndoerr@saartoto.de

**Website:** www.saartoto.de

#### Key Personnel:

#### E-mail:

Kurt Bohr, Managing Director kbohr@saartoto.de

Gerd Meyer, Managing Director gmeyer@saartoto.de

Thomas Schäfer, Public Relations tschaefer@saartoto.de

**Games:** Lotto 6/49, Spiel 77, Toto, Super 6, Oddset (daily sports bet); Instants (4 types), weekly TV show

#### Ad Agency:

Red Point Marketing & Vertriebs GmbH

### 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

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

**Beneficiaries:** Sports, health, charity and arts programs

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

#### Sales TDM

**1997:** 401

**1998:** 484

### 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:** kontakt@lotto-rlp.de

**Website:** www.lotto-rlp.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

**Start-up:** 1946

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

**Beneficiaries:** 100% profits to Treasury

### 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

**Website:** www.toto-lotto-bw.de

**Start-up:** 1948

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

#### Sale

#### Revenue

**1998:** 1,891,110,645 DM

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 rombach@skl.de

Werner Kapfelsperger, Deputy Director

Heribert Geng, Marketing marketing@skl.de

Dieter Michel, Sales Director

Otmar Hörnl, PR Communcations hoerl@skl.de

**Games:** Klassen Lotterie

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

#### DM

#### Sales

#### Revenues

**1997** 1,646,813,350 1,571,925,250

**1998** 174,613,883 159,758,513

**Revenues:** Prizes, advertising, operating expenses, government & taxes

### 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

## Toto-Lotto Niedersachsen, continued....

### Key Personnel:

Christiane Freifrau von Richthofen, Managing Director  
Reinhard Scheibe, Managing Director

**Games:** traditional, sports betting, lotto, instants, add-ons and bingo; **TV Shows:** Lotto and GlücksSpirale

**Beneficiaries:** National treasury, sports and arts programs and charities

### Sales Bil DM

1997: 1.27 1998: 1.40

## 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

**Start-up:** 1991

**Beneficiaries:** Equally allocated to sports and arts programs; charities

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

## Westdeutsche Lotterie GmbH & Co.

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.do

**E-mail Format:** firstname.lastname@westlott.de

### Key Personnel:

Dr. Winfried Wortmann, Managing Director  
Hans-Joachim Rotermund, Marketing Director  
Alexander Malwitz, Strategy & Planning Director  
Elmar Bamfaste, PR Director

**Start-up:** 1955

**Beneficiaries:** National treasury, charity, sports, health, cultural, arts, architectural and environmental programs

**Games:** Lotto, Spiel, Instant, Numbers, Passive, Sports Betting

DM mil	Sales	Profits
1997:	2,921.3	12.5
1998:	3,238.0	15.8

## — GHANA —

## Department of National Lotteries

28 February Road  
PO Box 506  
Accra, Ghana

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

**Fax:** (233) 021-668 809

**E-mail:** dirdnl@africaonline.com.gh

### Key Personnel:

JB Danguah, Director (#1)

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

Bil	Sales	Revenue	Ad Budget
1998:	77.3	11.7	1.2
1999:	32.6	3.2	0.5 (6/30)

### Advertising Agencies:

Brismen Advertising & Marketing Co. Ltd.

**Tel/Fax:** 233-21-779-509

Afromedia

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

## — GIBRALTAR —

## Gibraltar Government lottery

Ministry of Culture  
310 Main Street  
Gibraltar

**Tel:** (350) 41687; 48368 (messages)

**Fax:** (350) 52589; 74941

### Key Personnel:

Manolo Galliano, Secretary  
Tim Bristow, Finance & Development Secretary  
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.

6, Lamias & Constautinoupoleos Str.  
Tavros, Athens 17778, Greece

**Tel:** (30-1) 3412300

**Fax:** (30-1) 3466622

**E-mail:** xysto@ath.forthnet.gr

### Key Personnel:

Constantinos Antonopoulos, President  
Fotis Mavroudis, General Director  
Andreas Boronikolos, Commercial Director  
Antonis Kouvrakis, Product Manager  
Vassilis Mouameletzis, Sales Supervisor  
Christina Geronicola, Public Relations  
geronicola@ilot.intranet.gr  
Anthi Giannelopoulou, Media Buying  
Natassa Kakkasi, Art shop

**Structure:** Private lottery licensed by the government to run instant games on behalf of the government

**Start-up:** 12/4/93

**Terminals:** 225 **Retailers:** 10,000

**Payout:** Lump

US\$M	Sales	Revenues	Adv Budget
2000	169.3	169.3	2.4

**Instant Lottery S.A., continued....**

**Lottery Vendors**

**Instant Tickets :** Scientific Games (USA)

**On-Line Systems:** INTRALOT (Greece)

**Advertising Agency:** UpSet (Greece)

**OPAP Greek Organization of Football Prognostics**

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:**

Konstantinos Koskinas, President

Theodoros Sarris, Managing Director

Nikolaos Mourgis, Operations Director

Oyrania, Blouna, Press/Advertising Director

Christodoulos Tziallas, Agents Director

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

**Beneficiaries:** Sports programs including National Committee of Olympic Games and social causes

**— GRENADA —**

**National Lottery Authority**

The Carenage

St. Georges, Grenada

**Tel:** (473) 440-7050

**Fax:** (473) 440-7505

**Key Personnel:**

**E-mail:**

Anne Marie Degale, Acting General Manager

Ashley Folkes, Chairman ashram@caribsurf.com

**— 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**

9a Calle 3-07 (mailing address)

3ra. Avenida 865 (street address)

Zona 1, Guatemala

**Tel:** (502) 251-1280

**Fax:** (502) 232-8950

**E-mail:** comite@conccyp.gov.gt

**Website:** www.lotera.org.gt

**Key Personnel:**

Rodolfo Stahl Molina, President

**Tel:** (502) 232-9766; 251-9555

**Fax:** (502) 230-3606

Jaime Enrique del Valle, Lottery Director

Marco Antonio Villatoro, Director, Computer Dept.

**Beneficiaries:** Education and rehabilitation of deaf and blind

**Games:** Traditional **Payout:** Lump sum

**— GUYANA —**

**Guyana Lottery Company Ltd.**

23 Fort Street

Kingston, Georgetown, Guyana

**Tel:** (592) 260753

**Fax:** (592) 256933

**Key Personnel:**

Simon Wall, General Manager

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 (PANI)**

Avda Los Próceres

Barrio San Felipe, Tegucigalpa

**Tel:** (504) 236 92 88

**Fax:** (504) 236 72 24

**E-mail:** pani@disnet.hn

**Key Personnel:**

Fani Ortega de Fuentes, Lottery Director

**Tel:** 236-93-77

Humberto Márquez, Information Technology Manager

**Tel:** 236-92-88 **E-mail:** jhmarquez@disnet.hn

Anny Turcios, Advertising Manager

**E-mail:** antur28@hotmail.com

Carlos Efraim Ordoñez, Deputy Director

Carlos Antonio Gonzalez, Sales Director

Zenia Zepeda, Deputy Director

**Tel:** 236-85-43

Nereyda Villalta, Commercial Chief

**Tel:** 236-67-37

Lilian de Molina, Finance Director

**Tel:** 236-68-64

**Beneficiaries:** Social programs specifically for infants  
Weekly televised drawing of "Lotería Menor" and "Lotería Major". Advertised on radio, television, newspapers.

**— HUNGARY —**

**Szerencsejáték Rt.**

Csalogány u. 30-32

1015 Budapest, Hungary

PO Box 751, H-1539 BP

**Tel:** (36-1) 2010656

**Fax:** (36-1) 2010682

**Key Personnel:**

Dr. Ferenc Hantosi, President/CEO

Dr. Antal Pongrácz, General Director

István Kürti, PR Director **istvan.kurti@szerencsejatek.hu**

**Start-up:** 1991

**Beneficiaries:** Sports and arts programs and charitable organizations

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

## — ICELAND —

### Happdrætti D.A.S.

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:

Sigurður Agúst Sigurðsson, Director  
Murín Pétursdóttir, PR Director

#### KRmil Sales (Year ends April)

**1997:** 200,600  
**1998:** 177,000

**Beneficiary:** Health programs

### Happdrætti Háskóla Islands (The University of Iceland Lottery)

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:

Dr. Ragnar Ingimarsson, Managing Director  
Jon Oskar Hallgrímsson, Marketing/Sales Manager  
Gudmundur Sigurbjörgsson, VLT Manager  
Magus Bjarnfredsson, PR Officer

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

**Beneficiary:** University of Iceland Building Program

### Happdrætti Sibs

Sudurgata 10  
Reykjavík 101, Iceland  
**Tel:** (354) 5522150; (354)8920855  
**Fax:** (354) 5629150  
**E-mail:** sibs@sibs.is  
**Website:** www.sibs.is

#### Key Personnel:

Pétur Bjarnsson, Managing Director **E-mail:** petur@sibs.is  
Kristín Sverrisdóttir, Sales Director **sibs@sibs.is**

**Beneficiaries/Programs:** Reykjalundur (rehabilitation hospital), Mulalundur (rehabilitation workshop); Mulabaer (rec center); Hlidbaer (Alzheimer patient institute); medical research; parliamentary approved programs

**Games:** Traditional class lottery

	Sales	Revenues	Ad Budget
<b>2000:</b>	282 millj. Ikr.	50 millj. Ikr.	20 millj. Ikr.
<b>2001:</b>	280 millj. Ikr.	35 millj. Ikr.	20 millj. Ikr.

#### Advertising Agency:

Her og Nu; **Contract Expires:** 12/31/2002

### Islensk Getspá

Engjavegi 6  
IS-104 Reykjavík, Iceland  
**Tel:** (354) 580 2500  
**Fax:** (354) 580 2501  
**E-mail:** getspa@lotto.is  
**Website:** www.lotto.is

#### Key Personnel:

Bergsveinn Sampsted, Managing Director  
**E-mail:** bergsveinn@lotto.is **Tel:** 580 2505  
Stefan Pálsson, Marketing Manager lotto games  
**E-mail:** stefan@lotto.is **Tel:** 580 2506  
Magnús Skúlason, Computer Ops Mgr  
**E-mail:** magnus\_skulason@lotto.is **Tel:** 580 2523  
Bjorn Björnsson, Technical Manager  
**E-mail:** bb@lotto.is **Tel:** 580 2515  
Haraldur Haraldsson Marketing Manager Sport Games  
**E-mail:** hh@lotto.is **Tel:** 580 2507

**Start-up:** 11/86 **Payout:** Lump sum

**Beneficiaries:** Sports and programs for the handicapped

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

**Retailers:** 210 **On-line Terminals:** 220

	Sales	Revenue (mil ISK)	Ad Budget
<b>FY00</b>	1,094	346.3	65.0
<b>FY01</b>	1,100	340.0	69.0

#### Advertising Agency:

AUK, Mr. Leopold Sveinsson (Iceland)

### Islenskar Getraunir

Ithrottamidstödin Laugardal  
Engjavegur 6  
IS-104 Reykjavík, Iceland  
**Tel:** (354) 568 8322  
**Fax:** (354) 568 8935  
**Website:** www.1x2.is

#### Key Personnel:

Haraldur Haraldsson, Director **E-mail:** halli@toto.is

**Beneficiaries:** 100% sports programs

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

### Lukku Trio

Bjorn Hermannson, Olafur Jonsson, Directors  
Stangarhlyune 1, Box 10075  
Reykjavík 130, Iceland  
**Tel:** (354) 587-4040  
**Fax:** (354) 587-4010

## — INDIA —

### Martin Lottery Agency

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:

Usman Fayaz, CEO  
Santiayo Martin, Chairman, Managing Director  
Wahid Shajahau, Marketing & Liaison Officer

## — 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  
**Website:** www.lotto.ie  
**E-mail Format:** firstname.lastname@lottery.ie

## An Post National Lottery Company, continued...

### Key Personnel:

Ray Bates, National Lottery Director  
Malachy Moynihan, Marketing Manager  
Noel Browne, Chief Accountant  
Cathal McNally, Administration Manager  
Paula McEvoy Public, Relations Manager

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

**Beneficiaries:** Sports, recreation, youth, arts and culture, health and social welfare

**Games:** Instants; Lotto 6/42; Lotto Plus; Lotto-5-4-3-2-1; TellyBingo **TV Shows:** Winning Streak (winter); Fame & Fortune (summer)

**Retailers:** 3,500; **On-line Retailers:** 1,000

IR£	Sales	Wk Per Cap	Ad Budget
1997:	324 mil	1.73	-
1998:	336 mil	1.80	-
1999:	-	-	-
2000:	390 mil	-	1.5% of sales

### Advertising Agency:

McConnell's Advertising Services Ltd.; **Expires:**12/31/02

### PR Company:

Wilson Hartnell Public Relations; **Expires:**12/31/02

### Lottery Vendors

**Instant Tickets: Contracts Expire:** 12/31/03

- Pollard Banknote Limited, Winnipeg, Canada
- Scientific Games, Atlanta, Georgia

**On-Line Systems:** GTECH Corp; **Expires:** 31/12/02

**Ticket Dispensers:** Schafer Systems (USA)

**Drawing Machines/Balls:** Smartplay International (USA)

## Rehab Lotteries Ltd.

Rehab House, Blackhall Court  
Dublin 7, Ireland

**Tel:** (353-1) 6797088

**Fax:** (353-1) 6791502

**Website:** www.rehab.ie

### Key Personnel:

John McGuire, Managing Director  
*E-mail:* jmcguire@rehablotteries.ie  
Joanne Heeney, Sales Manager

**Beneficiaries:** Charities; disabled

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

## — ISRAEL —

### Israel Sports Betting Board

12 Haoden Street  
PO Box 7727  
Petach-Tikva 49170, Israel

**Tel:** (972-3) 925-5702

**Fax:** (972-3) 922-1223

**E-mail:** ISBB1@ibm.org

**Website:** www.toto.org.il

### Key Personnel:

Ronnie Bar-On, Chairman  
Adrian Hershcovitch, Vice Chairman  
Shaul Sviri, Director General  
Yehuda Gabbai, PR Director

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

**Beneficiaries:** Sports programs **Terminals:** 1,320 (EssNet)

## Mifal Hapayis

3 Heftmann Street  
PO Box. 7019  
Tel Aviv 61070, Israel  
**Tel:** (972-3) 694-0014  
**Fax:** (972-3) 694-0318  
**E-mail:** info@pais.co.il  
**Website:** www.pais.co.il

### Key Personnel:

Avraham Katz-Oz, Chairman  
Anat Kenan, CEO  
Saul Sotnik, Senior VP  
Dr. Israel Peleg, VP Mktg  
Gil Bar, VP Operation  
Motti Cristal Esq. Corp Secretary  
Yoram Avigad, Sales Director  
Dafna peer, Director of HR  
Ariel Uzan, Directo  
Shlomo Shapira, VP Automation  
Tamar Guy, Director, PR & Int.Rels  
Dolin Melnick, Spokeperson

### E-mail:

miriam@pais.co.il  
AnatK@pais.co.il  
sotnik@pais.co.il  
peleg@pais.co.il  
bar@pais.co.il  
mcristal@pais.co.il  
avigad@pais.co.il  
dper@pais.co.il  
ariel@pais.co.il  
shlomos@pais.co.il  
tamy@pais.co.il  
dolin@pais.co.il

**Start-up:** 1951; **On-line Terminals:** 2500 **Retailers:** 2500

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

**Games:** SuperLotto + Bull (twice a week), Chance (4 Daily Numbers Games), Instants, Subscription program with passive draw of number (weekly and monthly)

NIS Bil	Sales	Revenue
1998:	2.6	0.6
1999:	2.68	0.76
2000:	2.81	0.89

## — 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

**Beneficiaries:** 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.

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:

Marco Staderini, General Director  
Piero Alberti, Deputy Genl Director [alberti@lottomatica.it](mailto:alberti@lottomatica.it)  
**Start-up:** 1991 **Games:** Lotto  
**Beneficiaries:** National Treasury and art programs

## **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

**Start-up:** 1946 **Games:** Sports Betting; Lotto

**Beneficiary:** 100% to National Treasury

## **— IVORY COAST —**

### **Loterie Nationale de Cote d'Ivoire (LONACI)**

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:**

Dally Ernest Zabo, Managing Director

Konin Kabran, Finance Director

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

**Beneficiaries:** Treasury; sports, education, arts and science programs, charities

## **— JAMAICA —**

### **Betting, Gaming & Lotteries Commission**

17 Ruthven Road

PO Box 309

Kingston 10, Jamaica

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

**Fax:** (876) 754-3317; 968-8929

**E-mail:** bglc@cwjamaica.com

**Website:** www.bettinggaming.com

**Key Personnel:**

Clive McCulloch, Director of Gaming & Lotteries

**E-mail:** mccullochbglc@cwjamaicalottery.com

Mr. Leslie Wright, Director of Betting

Horace Creary, Director of Enforcement

**Commissioners:** John L. Thompson, Chairman; Dennis Chung; Leighton Coke; Vaughn, Goodison; Howard Mollison; Sonia Rickards; Mr. Courtney Williams

### **Jamaica Lottery Company Ltd.**

9A Retirement Crescent

Kingston 5, Jamaica

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

**Fax:** (876) 920-9419 (Mktg); 968-0889 (Executive)

**E-mail:** postmaster@jamaicalottery.com

**Website:** www.jamaicalottery.com

**Key Personnel:**

Howard Mitchell, Chairman

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/

**Start-up:** 1945 **Population:** 126 M

**Beneficiaries:** Grant-in-aid for public utilities by local government

**Games:** Instants, Daily Numbers, Passive

## **— KAZAKHSTAN —**

### **JSC "Sportloto"**

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:**

Yevgenity Sarzhevskiy, President

Galyna Kislova, Marketing Director

Alexandra Reutova, Sales Director

### **National Lottery of Kazakhstan**

103-A, Rozybackiva Street,

Almaty, 480046,

Rep. of Kazakhstan

**Tel:** (7-3272) 465422

**Fax:** (7-3272) 465951

**E-mail:** nlk@kazlotto.com

**Website:** www.kazlotto.com

**Key Personnel:**

Kassym Shadiev, General Director **E-mail:** kshadiev@kazlotto.com

Sergey Ryzhkov, General Assistant **E-mail:** ryzhkov@kazlotto.com

Timur Duganov, Director, Sales, Ad, Mktg Dept.

**E-mail:** dep\_realization@kazlotto.com

Oleg Koverin, Director Technical Dept. **E-mail:** techn@kazlotto.com

Margarita Dolgikh, Public Relations **E-mail:** nlk@kazlotto.com

Aleksander Cheresnikov, Sales Div. Manager

**E-mail:** sales\_tvbingo@kazlotto.com

Margarita Dolgikh, Marketing Div. Manager

**E-mail:** marketing@kazlotto.com

Andrey Zybkov, Instant Product Manager

**E-mail:** sales\_instant@kazlotto.com

Vitaliy Uchenko, Lotto Product Manager

**E-mail:** sales\_lotto@kazlotto.com

**Start-up:** 06/08/98 **On-Line Start-up:** 11/09/98

**Sales 2000:** 2.7 billion tenge

#### **Advertaising Agency:**

IK (Kazakhstan)

#### **Lottery Vendors**

**Instant Tickets:** G.P.S. Honzel GmbH&Co (Germany);

NPM (Rep.of Belarus)

**On-Line Systems:** EDITEC (France)



## — 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

**Start-up:** 1967

**Games:** Housing Lottery (traditional); Chance (Instant);

To-To (traditional)

**Beneficiaries:** Housing Construction Fund, for homeless in low-income bracket

**Population:** 44.5 M

### 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

**Website:** www.sosfo.or.kr

**Beneficiaries:** Sports programs

**Games:** Traditional, Sports Betting, Instants

## — LATVIA —

### Latvijas Loto

Meistaru Street 19

Riga LV-1050, Latvia

**Tel:** (371-7) 228 068; (371-7) 213-813

**Fax:** (371-7) 228 068

**E-mail:** admin@latloto.lv

**Website:** www.latloto.lv

**E-mail Format:** firstname.lastname@latloto.lv

### Key Personnel:

Mrs. Maija Kubli, President

Edgars Ledins, VP

Diana Dilba, Legal Counsel

Rita Petersone, Sales Manager

Arvids Zumburs, Draw Product Manager

Aiga Lazdane, Mktg Manager

**Start-up:** 1972 **Retailers:** 1187 **On-line Terminals:** 90

**Beneficiary:** State budget **Games:** 2 On-line; daily KENO and traditional Latloto 5/35 with add-on Dzokers, 10 Instant games

	<i>Sales</i>	<i>Profits</i>	<i>Ad Budget</i>
<b>FY2000:</b>	LVL 2 037 578	LVL 70 493	93,180
<b>FY2001:</b>	124,000 (ends 12/31/01)		

### Lottery Vendors

**Instant Tickets:** ORO, NPM, Game Print (Switzerland)

**On-Line Systems:** EssNet AB (Sweden)

**Drawing Machines/Balls:** Editec (France), Smartplay International (USA)

## — LEBANON —

### Loto Libanais

Imm Khayar-Badaro

Beirut, Lebanon

**Tel:** (961) 8780-369; 3217-706; 387-785

**Fax:** (961) 9216-541

### Key Personnel:

Fares Abi Ghanem, President

Georges El Gharib, Director General

**E-mail:** g.gharib@inco.com.lb

## — LIBERIA —

### Liberia National Lottery Corp.

Russell Avenue & 9th Street

Monrovia, Liberia

**Tel:** (231) 23-10-65

### Key Personnel:

Alphonso Gaye, President & CEO

Shaen Amyx, Exec VP & COO

**E-mail:** shaneamyx@prodigy.net

### Gaming Board of Liberia, Board of Directors:

Larry Montgomery, Interim Chairman

Ernie Edwards (Florida Lottery)

Alphonso Gaye, (President, Liberia National Lottery Corp.)

Dr. Q. Sonah Paygai, Sr; (Chairman, National Investment)

Cllr. Eddington A. Varmah (Minister of Justice & Attorney General)

**Beneficiaires:** 44 charities **Retailers:** 600

**Games:** Paper Lotto, instant pull-tab

<i>L\$Mil</i>	<i>Sales</i>	<i>Revenues</i>
<b>2000:</b>	42	8.2
<b>2001:</b>	63	12.6

### Lottery Vendors

**Pull-tab Tickets:** International Gamco

**All other Tickets:** Local printers

## — LIECHTENSTEIN —

### **PLUS Lotto**

Postfach 148  
Meierhofstrasse 5  
FL9490 Vaduz, Liechtenstein  
**Tel:** (423) 377-9797  
**Fax:** (423) 977-9790  
**E-mail:** info@pluslotto.com  
**Website:** www.pluslotto.com

#### **Key Personnel:**

Adriaan Brink, Director  
Andres Varela, Marketing Director  
**E-mail:** andres@pluslotto.com  
Karin Beck, Manager, Customer Service  
**E-mail:** karin@interlotto.li

**Start-up:** 1995

**Games:** First internet-based lottery; progressive games, scratchcards, bingo and other interactive games

**Beneficiaries/Programs:** Casinos, sports books, mainstream portals, lottery start-ups and charities

## — 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

**Beneficiaries:** Charities

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

### **OLIFEJA**

**(National Olympic Committee of Lithuania)**

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:**

Antanas Muraska, General Director  
Donatas Kazlauskas, Games Director

**Start-up:** 1992

**Beneficiaries:** Treasury, sports

**Games:** Lotto, Instants, Numbers Game, Tele-Loto

## — LUXEMBOURG —

### **Loterie Nationale Luxembourg**

**Joseph Cognioul, Director**  
BP 189 L-2011  
3, rue des Bains  
L-1212 Luxembourg  
**Tel:** (352) 22 57 58  
**Fax:** (352) 46 45 86

**Beneficiaries:** 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**

111 Jalan Pudu  
55100 Kuala Lumpur, Malaysia  
**Tel:** (60-3) 298-8033; 238-6233  
**Fax:** (60-3) 298-9885; 232-3455  
**Website:** www.magnum4d.com.my

#### **Key Personnel:**

Lim Teong Leong, Group CEO  
Tuen Foo Fat, GM

**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**

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

### Sports Toto Malaysia, continued.....

**Website:** www.sportstoto.com.my

#### Key Personnel:

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 **Games:** Numbers Games, Lotto

**Beneficiaries:** National Sports Council of Malaysia for the promotion and development of sports

*RM Mil	Sales*	Revenue*	Wk PC
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

**Ad Budget:** 1998: RM2.83 M (US\$1 = RM3.80)

#### Advertising 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

Sa Maison Hill

Floriana CMR 02, Malta

**Tel:** (356) 238087

**Fax:** (356) 240765

**E-mail:** info@maltalottery.com

**Website:** www.maltalotteries.com

#### Key Personnel:

Alfred Muscat, Director **alfred.muscat@magnet.mt**

Vincent Farrucia, Marketing Director

Dominic Attard, Sales Director

Carmel Scicluna, Accounts Director

**Beneficiaries:** National treasury, sports, arts, educational and science programs; and charities **Payout:** Lump sum

**Start-up:** 1922 **Games:** Instant, traditional; all draws televised

US\$M	Sales	Revenue
1997:	50	19
1998:	54	21.6
1999:	52	18
2000:	50	17
2001:	26	13 (6/30)

**Ad Budget:** US\$607,000 approx.

**Advertising Agency:** MPS Ltd.

#### Lottery Vendors

**Printed Tickets:** Local companies

**Instant Tickets:** GPS Honsel

**Ticket Dispensers:** Editec (France)

**National Lottery:** Scientific Games (UK)

**NOTE:** Lottery will be privatized by close 2001.

## —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:** agrtr@bow.intnet.mu

**Start-up:** 1940 **Beneficiary:** National treasury

## —MÉXICO—

### Lotería Nacional Para La Asistencia Pública

Plaza de la Reforma, N° 1

Col Tabacalera

C. P. 6037, México, D. F., México

**Tel:** (525) 5140-7010; 5140- 7000, 5140-2101

**Fax:** (525) 5140-7321, 5135-4635

**E-mail:** lotenalmx@acnet.net

**Website:** www.loterianacional.org.mx

#### Key Personnel:

Laura Valdés de Rojas, Director General

**Tel:** 51-40-7010 **E-mail:** lvaldes@lotenal.gob.mx

Sergio Borbolla Patiño, Director General Adjunto

**Tel:** 51-40-7021 **E-mail:** borbolla@lotenal.gob.mx

David Tornell Romo, Subdirector General de Administración y Finanzas

**Tel:** 51-40-7023 **E-mail:** dtornell@lotenal.gob.mx

Rafael López Más, Subdirector General de Comercialización

**Tel:** 51-40-7436 **E-mail:** rlopezma@lotenal.gob.mx

Emiliano Rodríguez Briceño, Subdirector General de Informática

**Tel:** 51-40-7320 **E-mail:** emiliano@lotenal.gob.mx

Humberto Márquez Ríos, Secretario General

**Tel:** 51-40-7062 **E-mail:** harquezr@lotenal.gob.mx

Carlos Dávila Amerena, Coordinador de Asesores de la Dirección General

**Tel:** 51-40-7013 **E-mail:** cdavila@lotenal.gob.mx

Alfonso Verduzco Loza, Director de Programación y Presupuesto

**Tel:** 51-40-7112 **E-mail:** averduzco@lotenal.gob.mx

José Lavín Galaz, Director de Producción

**Tel:** 51-40-7059

Fernando Avila García, Gerente de Impresión

**Tel:** 51-40-7059

Esperanza Fernández Acosta, Coordinadora de Comunicación Social y Relaciones Públicas

**Tel:** 51-40-7085 **E-mail:** efernandez@lotenal.gob.mx

Enrique Azuara Hernández, Legal Director

**Tel:** 51-40-7029 **E-mail:** eazuara@lotenal.gob.mx

Joy Ost-Corona, Exec Chief Asst to the Director General

**Tel:** 51-40-7003 **E-mail:** jost@lotenal.gob.mx

## **Lotería Nacional, México, continued...**

**Start-up:** 1770

**Games:** Traditional

**Other:** Lotería Nacional manufacturers their own tickets.

<i>\$Mil</i>	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
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<b>2000:</b>	4,902.0	350.3	350
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<b>2001:</b>	2,800.8	370.2	330
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### **Advertising Agency:**

Ya.Com, S.A. de C.V.

**Tel:** (52-5) 280-6112 / 281-7220

**Fax:** (52-5) 281-7248

**E-mail:** mzapata@lapandiya.com.mx

## **Pronósticos para la Asistencia Pública**

Insurgentes Sur 1397

Insurgentes Mixcoac

Benito Juarez

Mexico City, México

**Tel:** (525)4 82 00 02

**Fax:** (525)9 87 76 61

**E-mail:** pap1@prodigy.net.mx

**Website** www.pronosticos.gob.mx (coming soon)

### **Key Personnel:**

Vacant, General Director

Eduardo Ancona, Deputy Director

Andre Delgado, Sales & Communications Director

Luis Cardenas, Technical Director

**Start-up:** 1978

**Payout:** Lump sum

**Beneficiaries:** Public assistance programs

**Games:** Sports, Lotto, daily numbers, cash lotto, instants

**Terminals:** 7,300+

### **Lottery Vendors**

**Systems:** GTECH Corp.

**Instants:** Pollard, Oberthur

<i>US\$mil</i>	<i>Sales</i>	<i>Revenue</i>	<i>Ad Budget</i>
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<b>1998:</b>	1,983.9	314.5	245.0
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<b>1999:</b>	1,042.9	138.2	121.6 (6/30)
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## **—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

**Beneficiary:** 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

**Start-up:** 1962 **Games:** Toto Foot (sports betting)

**Beneficiary:** 100% to sports programs

## **— MOZAMBIQUE —**

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

**Afonso Naene, General Director**

Caixa Postal 2438

Praça 25 de Junho

Avº Samora Machel Nº 11-1º Andar

Maputo, Mozambique

**Tel:** (258-1) 302-414; 302-411

**Fax:** (258-1) 306-628; 420-141

**Beneficiary:** State budget **Games:** Traditional

## **—NETHERLAND ANTILLES—**

### **Landsloterij**

Breedestraat (0) Z/N

Willemstad, Curaçao

Netherland Antilles

**Tel:** (599-9) 462-4477

**Fax:** (599-9) 462-5810

### **Key Personnel:**

Sydney Ignacio, Director

Elfrid Capella, Deputy Director

Daniel Hodge, Board Member

**Beneficiaries:** Charitable causes **Games:** Passive

### **Robbie\$ Lottery**

**Robertico dos Santos, President**

Amandelweg #81

Curaçao, Netherland Antilles

**Tel:** (599-9) 461-7666

**Fax:** (599-9) 461-7551; 461-7023

**Website:** www.goantilles.com

**Games:** 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:** veenstra@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 jaap-stavast@lotto.nl

**Start-up:** 1960 **Payout:** Lump sum

**Beneficiaries:** Sports, art and health programs, charities

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

<b>Guilders Sales</b>	<b>Revenues</b>
<b>1999:</b> 482,000.00	486,000.00
<b>2000:</b> 115,000.00	103,000.00

**Advertising Agency:**

Result/ DDB (Netherlands)

**Lottery Vendors**

**On-Line Systems:** GTECH (USA)

**Printed Tickets:** GTECH (USA)

**Instant Tickets:** Scientific Games (USA)

**Ticket Dispensers:** Schafer Systems (USA)

### **Loterie National Guinee**

**Hein Swinkels, President**

Niuwstraat 7

Bet, NBR 5683 KA, Netherlands

**Tel:** (31-499) 391618

**Fax:** (31-499) 374068

### **SENS / Stichting Exploitalie Nederlandse Staatsloterij**

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

**E-mail format:** firstname.lastname@staatsloterij.com

**Key Personnel:**

G. H. Van Egerschot, Managing Director  
vacancy Marketing Manager

P. Bomas, (Commercial) Sales Director

Ruud de Greef, Business Development Manager

**E-mail:** ruud.de.greef@staatsloterij.com

Anne de Lange, Public Relations

**E-mail:** anne.de.lange@staatsloterij.com

Bert Borgman, CFO

Fred Verzijl, Legal Affairs

Arjan van't Veer, Corp Affairs and International Relations

**E-mail:** arjan.vantveer@staatsloterij.com

**Start-up:** 1992 **Games:** Passive

**Beneficiary:** National Treasury

**Retailers:** 3000 (apprx)

**On-line Terminals:** 3000 (apprx)

**2000 Sales:** 1.3 billion DFL

**Revenues to Treasury:** 244 million DFL

**Lottery Vendors:**

**Terminals:** Spielo (Canada)

## **— 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

**Game:** Lotto-style game drawn monthly on TV; prizes paid monthly; proceeds to charity; private lottery

### **New Zealand Lotteries Commission**

PO Box 3145

54-56 Cambridge Terrace

Wellington, New Zealand

**Tel:** (64-4) 802-7000

**Fax:** (64-4) 385-2789; 385-2787

**Key Personnel:**

Ariane Burgess, Chief Executive

Philip Poole, Marketing Manager

**Start-up:** 1987

**Beneficiaries:** Sports, arts and science programs

**Games:** Lotto, Lotto Strike, Instant Kiwi, Daily Keno, Telebingo

## **— NICARAGUA —**

### **Lotería Nacional de Nicaragua**

Apto 4, Camino Oriente

Managua, Nicaragua

**Tel:** (505-2) 788730

**Fax:** (505-2) 788731

**E-mail:** ggeneral@loterianacional.com.ni

**Key Personnel:**

Roberto Espinoza, General Manager

Myriam Odili Foesca López, Board President

**Tel:** (505-2) 780751 **Fax:** 788727

## **— NIGER —**

### **Loterie Nationale du Niger**

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:**

Diambeïdou Oumarou, Director General

Naïno Abdoul-Kader A., Sales & Marketing Director

**Start-up:** 1993

**Games:** Conventional; Instants; 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  
**E-mail format:** firstname.lastname@norsk-tipping.no

**Key Personnel:**

Reidar Nordby Jr., President & CEO  
**E-mail:** reidarn@norsk-tipping.no  
Tollef Imsdalen, VP, Planning & Development  
Tore Elman Tangen, VP, Corp Affairs  
Randi Saelersshagen, VP, Marketing  
Jan P. Stromslid, VP, Operations  
Jon Olrud, SVP  
Morten Schjelderup, VP, Security  
Gro Sorbo, VP, Personnel  
Gerd Holter, Corp Affairs Officer  
Roar Jodahl, Corp Affairs Officer

**Start-up:** 1948 **Games:** Lotto, Football Pools, Oddset Betting, Scratch, Bingo Lotto

**Beneficiaries:** National treasury; sports, arts and science, health and cultural resource programs, charities

**Payout:** Lump sum; 50% on all games, except Oddsens which pays out aprox. 65%

**Retailers:** 3,800; **Terminals:** 4,300

*Sales Profits (US\$millions)*

**1998:** 1,009.9 348.4  
**1999:** 1,030.5 348.4  
**2000:** 940.5 313.7

**Advertising Agencies:**

Dinamo Reklamebyrå (Norway) - Tipping, Oddsens and Flax  
New Deal (Norway) - Lotto, Viking Lotto and Joker

**Lottery Vendors**

**On-Line Systems:** AWI (USA)

**Instant Tickets:** Scientific Games (USA)

**— PANAMÁ —**

**Lotería Nacional de Beneficencia de Panamá**

Calle 31 y 32 entre avenida Cuba y Perú  
Panama 1, Panamá  
**Tel:** (507) 227-3760; 3434; 3710  
**Fax:** (507) 225-4008

**Key Personnel:**

Prof. María Ramírez de García, Director General  
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.

**Beneficiaries:** National treasury; state welfare

	<i>Sales</i>	<i>Revenues</i>	<i>Ad Budget</i>
<b>1998:</b>	B/.340,330,503.50	.59,551,524.78	.1,300,000.00
<b>1999*:</b>	B/. 163,693,802.25	.30,178,685.93	.1,300,000.00

\*(6/30)

**— PARAGUAY —**

**Lotería Nacional del Paraguay**

**Miguel Antonio Baez, Director**  
25 de mayo Esq. Antequera  
Asunción, Paraguay  
**Tel/Fax:** (595) 21494915

**— PERU —**

**Beneficencia Publica de Piura**

Jr Lima 878 2 Piso  
Piura, Perú  
**Tel:** (51-74) 334885; 328112  
**Fax:** (51-74) 301536; 328112  
**E-mail:** sbppresidencia@freenet.lima.net.pe

**Key Personnel:**

Dr. Manuel Rosas-Córdova, President  
Raúl Velásquez-Vásquez, General Manager  
**Tel:** 328112 **E-mail:** rvelvas@yahoo.com

**Sociedad Beneficencia de Arequipa**

Pierola 201  
Arequipa, Perú  
**Tel:** (51-54) 212681  
**Fax:** (51-54) 245312  
**E-mail:** sba\_aqp@terra.com.pe

**Key Personnel:**

Fernando Cubas-Rivera, President  
Carlos Morales, General Manager

**Sociedad Beneficencia de Callao**

Saenz Peña 164  
Callao, Perú  
**Tel:** (51-14) 29-9990; 29-2163  
**Fax:** (51-14) 29-1637  
**E-mail:** sbcallao@amauta.rep.net.pe

**Key Personnel:**

José Talavera-Herrera, President  
Abraham Rivas Lombardi, General Mgr **Tel:** 29-9990

**Sociedad Beneficencia de Huancayo**

Av. Giraldez N° 494  
Huancayo, Perú  
**Tel:** (51-64) 21-6330 x 34  
**Fax:** (51-64) 21-2350; 6151  
**E-mail:** sbh\_info@terra.com.pe

**Key Personnel:**

Nila Durand de Vargas, President **Tel:** 6327  
Eduardo Mayta Valdez, General Mgr **Tel:** 2350  
Walter Meza Delgadillo, Planning Mgr **Tel:** 21-6350  
Nahun Parraga, Admin Manager **Tel:** 21-8323  
Rodrigo Colonio, Internal Controls Mgr **Tel:** 43-2302  
Wilfredo Aliaga, Legal Counsel, Lottery

**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>
<b>1998:</b>	45.0 (E)		2.25 (E)
<b>1999:</b>	15.3 (E)		0.74 (E) (6/30)

## **Sociedad Beneficencia de Lima Metropolitana**

**Dr. Richard Martin Tirado, President**

Jr Carabaya No. 641

Lima, Perú

**Tel:** (51) 14-270749; 13-310991

**Fax 1:** (51) 14-250099; 261027

**E-mail:** sblm@terra.com.pe

## **Tektrón. S.A.**

Av. Jose Galvez Barrenechea

Lima L-27, Perú

**Tel:** (51-1) 225-0525; 214-1500

**Fax:** (51-1) 225-1840; 214-1320

**E-mail:** sggtektron@tinka.com.pe

### **Key Personnel:**

Klement Dumler, President

Esther Olórtegui Benavides, Logistics Manager

Ana María Patrón, Marketing Manager

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:** Instants

### **Panstwowe Przedsiębiorstwo Totalizator Sportowy**

**Slawomir Sykucki, President**

25 Targowa

Warsaw PL-03-728, Poland

**Tel:** (48-22) 819 6348

**Fax:** (48-22) 818 5183

**Website:** www.lotto.pl

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

**Beneficiaries:** Treasury and sports programs

### **Totolotek S.A.**

UL. Prosta 2/14

Warsaw PL-03-850, Poland

**Tel:** (48) 22-654-8354

**Fax:** (48) 22-654-8370

### **Key Personnel:**

Leszek Hanski, President

Mirosław Pustola, Director

## **— PORTUGAL —**

### **Santa Casa de Misericordia de Lisboa**

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:**

Dra. Maria do Carmo Romão, President

António Manuel Martins Miguçel, Deputy Manager

Tavares Cardoso, Marketing Director

São José Louro, Sales Director

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

**Beneficiaries:** Sports, educational and arts programs, and charitable organizations

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

## **— ROMANIA —**

### **Compania Nationala "Loteria Romana" S.A.**

Calea Victoriei nr. 9

Sector 3, cod 70011

PO Box 102

Bucharest, Romania

**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:**

M. Nicolae Cristea, Managing Director

Victor Turbatu, Deputy Tech General Manager

Ilie Florea, Deputy Economic General Manager

**Beneficiaries:** Treasury and sports programs

**Start-up:** 1954

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

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

## **— RUSSIA —**

### **Lottery "Chance" Ltd.**

Vainera Street 8

Yekaterinburg R-620014, Russia

**Tel:** (70-3432) 511 007

**Fax:** (70-3432) 511 588

### **Key Personnel:**

Alexander Nikitin, Managing Director

Vadim Shatov, Marketing Director

### **Russian Lotteries**

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:**

Saveliev Nikolai, General Director

Victor Ivonin, Executive Director

## Russian Lotteries, continued...

**Start-up:** 1970

**Games:** Lotto (off line); instants, Bingo

*Sales (rubles)*

**2000:** 85.514.161

**2001:** ( I nalf) 32.276.730

## — 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

**Beneficiaries:** 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

## — SINGAPORE —

### Singapore Pools (Private) Ltd.

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, Chief Executive tfhan@sgpoolz.com.sg

Charles CHAN, COO cchan@sgpoolz.com.sg

Marilyn LING, CIO mling@sgpoolz.com.sg

Janet SEOW, Director of Corporate Services

**E-mail:** jseow@sgpoolz.com.sg

Oscar OLIVEIRO, Director of Corporate Relations

**E-mail:** ooscar@sgpoolz.com.sg

Kin Kock YONG, Director of Gaming

**E-mail:** kkyong@sgpoolz.com.sg

Juliana LIM Director of Community Affairs

**E-mail:** jlim@sgpoolz.com.sg

Public Relations Contact: CHAN Chong Meng, Manager  
(Corp Communications) cmchan@sgpoolz.com.sg

**Start-up:** 1968 **Population:** 3.6 M

**Beneficiaries:** Sports, charity and community development agencies

**Games:** Lotto, Lottery, Football betting

## — SLOVAK REPUBLIC —

### TIPOS a.s.

Brectanova 1, P.O. BOX 43

830 07 Bratislava

Slovak Republic

**Tel:** (421-2) 594-19-111

**Fax:** (421-2) 547-91-576; 594-19-250

**E-mail:** info@tipos.sk

**Website:** www.tipos.sk

**Key Personnel:**

Jozef Sokira, General Director/CEO

**Tel:** 59419202

**E-mail:**

sokira@tipos.sk

Pavel Murgas, Deputy for Economy

**Tel:** 59419203

murgas@tipos.sk

Peter Pison, Deputy for Business

**Tel:** 59419203

pison@tipos.sk

Ivan JAROS, Marketing Director

jaros@tipos.sk

Milan HOMOLA, Operation Director

homola@tipos.sk

Milos PRELEC, Technical Director

prelec@tipos.sk

Katarina JANOKOVA, Economic Director

**E-mail:** Janokova@tipos.sk

**Start-up:** 1993

**Beneficiaries:** 100% to the State budget (50% by law to the Sports) **Terminals:** 1124 **Retailers/Sellers:** 1042

**Games:** Lotto, Keno, Instants, Bingo; **TV Show:** Weekly (Bingo); Weekly (instant)

Mil.SKK Sales	Wkly Sales	Profits	Budget
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1998:	59.6	1.1	2 208. 2	37
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1999:	57.6	1.1	2 417. 6	42
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2000:	56.5	1.1	2 654. 1	47
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2001:	40.2	0.8	1 927. 5	48 (week 38)
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**Lottery Vendors**

**On-Line Systems:** GTECH Corp. Slovakia;

**Contract Expires:** 2004

**Instant Tickets:** Oberthur Gaming Technologies (France)

## — SLOVENIA —

### Sportna Loterija d.d.

Cigaletova 15/1

Ljubljana SI-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:**

Janez Bukovnik, General Director

Primoz Pöschl, Marketing Manager

Andi Zajc, Games Manager

Tina Steblaj, General Secretary tina.steblaj@sportna-loterija.si

Anton Cerne, Technical Director

Anton Jagric, MIS anton.jagric@sportna-loterija.si

**Start-up:** 1995 **Games:** Instants, Sports Betting

**Beneficiaries/Programs:** Sports and invalid/humanitarian foundations **Terminals:** 300; **Retailers:** 1,600

**SIT Sales**

**2000:** 3,094,722,508.75

**Lottery Vendors**

**Advertising Agency:** Luna (Slovenia)

**On-Line Systems:** In-house

**Ticket Dispensers:** Schafer Systems (USA)



## — SOUTH AFRICA —

### **Games Africa (Pty) Ltd.**

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

#### **Key Personnel:**

Richard Biesheuvel, President  
Modise Makhene, GM & Marketing Director  
Kyri Michael, Financial Director  
Debbie Robertson, Game Brand Manager

**Beneficiary:** Charity **Games:** Instants

### **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:**

**E-mail:** humphrey.khoza@uthingo.co.za  
Humphrey Khoza, CEO  
Joseph Alexander Foster, Chairman  
Charles Norman Axten, Member  
Advocate Nceba K Dukada, Member  
Patricia Nora Zenani Fakude- Nkuna, Member  
Dr Zav ZR Rustomjee, Member  
Shelley Thomas, Member  
Prof. Vevek Ram, Regulatory CEO

**Lottery Start-up Date:** 2/3/00

**Games:** Lotto and Scratch Cards; Live televised draw on Roads 2 Riches show

**Retailers:** 7000 nationally

**Total Sales** (Fiscal Year ends March) **Proceeds**

#### **Advertising Budget**

**FY00:** R88,409,776 R10,281,277 R30,300,000  
**FY01:** R2,709,895,741 R407,525,717 R90,943,618

#### **Distribution of Revenues:**

**Operation Costs:** **Advertising**  
**2000:** R132,584,000 R48,389,045  
**2001:** R585,808,000 R68,761,455

#### **Advertising Agency:**

Saatchi & Saatchi; **Contract Expires:** 2002

#### **Public Relations :**

Simeka TWS

#### **Lottery Vendors**

#### **Printed Tickets and/or Instant Tickets:**

Oberthur Gaming Technology (OGT)

**Contract Expires:** In seven years (in line with our licence term)

**On-line Terminals & VLT Terminals:** GTECH (S. Africa)

**Contract Expires:** 2007

**Ticket Dispensers:** Clausen Plastics

**POS/POP Materials:** Saatchi & Saatchi; **Expires:** 2002

**Ticket Dispenser Frame:** Burrows

## **The Viva Trust**

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

#### **Key Personnel:**

William Rowland, Chairman  
Tamsin Koen, General Manager

**Beneficiary:** Charities **Games:** Instants

## — SPAIN —

### **L.A.E.**

#### **Loterías y Apuestas del Estado**

Calle Guzmán el Bueno, 137  
Madrid 28003, Spain  
**Tel:** (34-91) 596-2613; 2501; 2452  
**Fax:** (34-91) 596-2456

#### **Key Personnel:**

Luis Perezagua Clamagirand, General Manager

**E-mail:** l\_perezagua@gb.onlae.es

Carmen García Ramal, Corporate Services Director

Juan Antonio Cabrejas García, Marketing Director

José Antonio Alvarez-Uría, International Relations Service Contact

**E-mail:** ja\_alvarez-uria@gb.onlae.es

**Start-up:** 1985

**Beneficiaries:** National treasury; sports and health programs, charities

**Games:** Conventional: Lotto; Sports Betting

#### **Sales**

**1998:** 1,104,403.8 pstas

**1999:** 1,095,000.0 pstas E

**2000:** 1,144,974,284,100 pstas (6,881.4 Euros)

### **Loto Catalunya/ Entitat Autònoma De Jocs i Apostes**

#### **General Services:**

c/Ramón Lluli, 5

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:**

Amadeu Farré i Morell, President

**Tel:** (34) 93 481 77 00 **Fax:** (34) 93 481 77 05

Jordi Aragonés i Riba, Director

Cristòfor Garcia, Financial Manager

Ildefonso De Fuentes, Tech Manager

Enric Trilla i Pareto, Marketing Manager

#### **Public Information Branch:**

Public Info Officer

Gran Via de les Corts Catalanes, 658

08010 Barcelona, Spain

**Tel:** (34) 93 481 77 00

**Fax:** (34) 93 481 77 05

**E-mail:** lotocatalunyaoficinaatencio@correu.gencat.es

**Start-up:** 1987

**Beneficiaries:** 12% (approx.) to National treasury and supports charitable causes

**On-line Terminals:** 2,500; **Retailers:** 2,500

**Games:** Daily Numbers, Lotto, Bingo, Keno-game, Instants (Pick 3, Pick 5) **Payout:** Lump sum

## Loto Catalunya, continued...

	<i>Sales</i>	<i>Ad Budget</i>
<b>2000:</b>	80,223 million	2.4 million
<b>2001:</b>	52,510 mil (8/01)	2.7 million

## ONCE

### Organización Nacional de Ciegos Españoles

Calle del Prado 24

28014 Madrid, Spain

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

**Fax:** (34-91) 429-3118

**E-mail:** all@once.es

#### Key Personnel:

José María Arroyo Zarzosa, President

Miguel Carballeda Pineiro, General Director

Miguel Prieto Randino, Lottery Deputy Director General

Felipe Ponce Rodríguez, Lottery Ops & Dev Director

José Ramón Garrido Muñoz, Lottery Planning Director

Fernando Mendía González, Communications Director

**Beneficiaries:** Services for the blind and visually impaired.

Approx. 50% gross income from lottery ticket (cupón) and

draw products goest toward prize payout; 25% operating

expenses and 20% social services spending, and 3% to

other disabled groups.

#### *Sales (ml pesetas)*

**1998:** 381.268

**1999:** 380.921

**2000:** 404.697

## Sistemas Tecnicos de Loterías del Estado (STL)

Manuel Tovar 9

Madrid 28034, Spain

**Tel:** (34-91) 348-9216

**Fax:** (34-91) 348-9212

**E-mail format:** firstinitial\_lastname@stl.es

#### Key Personnel:

Salvador Fernandez, President & Chairman

Enrique Aparicio, General Secretary

Jorge Torres, Administration Director

Manuel Rubio, Communications & Logistics Director

Rafael Gracia, Financial Director

**Games:** Instants

**Beneficiaries:** National Treasury

## — 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

PO Box 1500

Castries, St. Lucia

**Tel:** (758) 453-1701

**Fax:** (758) 452-3600

#### Key Personnel:

Henry Mangal, General Manager

**E-mail:** henry\_elfman@hotmail.com

Silas Wilson, Sales & Marketing Supervisor

## — ST. VINCENTS & THE GRENADINES —

### The National Lottery Board

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:

Stephen Joachim, Chairman

MacGregor Sealey, General Director

Keith Joseph, Marketing Director

Martin Bollers, General Manager

Allyson Thomas, Board Member

## — 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

Norra Hansegatan 17 Headquarters

Visby SE-621 80, Sweden

**Tel:** (46) 498-26-3500

**Fax:** (46) 498-263-624; 630

**Website:** www.svenskaspel.se

**E-mail format:** firstname.lastname@svenskaspel.se

#### Key Personnel:

Meg Tivéus, CEO

Goran Wessberg, Intl Affairs Director

Gunnar Gronlund, VP Admin

Anders Hagg, VP Economy

Claes Tellman, VP Corporate Affairs

Mathias Hedlund VP Games of Luck  
Per Kotschack VP Games of Skill  
Gunnar Werner VP VLT

**Start-up:** 1997 **Payout:** Lump sum

**Beneficiaries:** National treasury

**Games:** Traditional, Sports Betting, Lotto, VLTs,  
Numbers Games, Instants, Add-ons, Keno, Dog  
Racing, Casinos, Internet gaming gaming

**Retailers:** 7,700; **Terminals:** 4,000

MSEK	Sales	Profits
1999:	13,342 (US\$1.583 mil)	3.739
2000:	13,949 (US\$1,456 mil)	3.835

**Lottery Vendors**

**On-Line Systems:** GTECH Corp. (USA)

**Internet Betting Platform:** In-house

**Instant Tickets:** Pollard; Oberthur Gaming Technologies

**VLTs:** IGT

### Folkspel-BingoLotto

Gamelestadsv. 2  
Göteborg 41502, Sweden

**Tel:** (46-31) 3388011

**Fax:** (46-31) 3388284

**Key Personnel**

	E-mail
Leif Flatow, President	leif.flatow@svtvb.se
Sture Fredheim, Controller	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.):**

1998: 615.91    1999: 298.94 (6/30)

### Loterie Romande

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:**

Jean-Pierre Beuret, President

Philippe Maillard, Managing Director

**Games:** Lotto, Instants, Numbers Games, Add-ons

**Sales (Mio. SFr.):**

	Total	On-line only	Numbers Only	Revenues
1999:	211.5	36.5	91.7	119.8
2000:	245.4	71.4	86.4	158.9

### SEVA Lotteriegenossenschaft

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:**

Rolf Emch, Managing Director

Andreas Guggisberg, Marketing Director

**Start-up:** 1933 **Games:** Lotto, Instants, Keno, PMU

**Sales (Mio. SFr.)**

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

**E-mail Format (unless indicated):** first.last@sport-toto.ch

**Key Personnel**

Georg Kennel, Managing Director

Rolf Glauser, Marketing & PR Director

Peter Kropf, Sales Director

Roland Wiedmer, Director of Finances

**Start-up:** 1938 **Games:** Lotto; Numbers, Sports Betting

**Beneficiaries:** Sports and charity programs

**Sales (Mio. SFr.)**

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

**Start-up:** 1939

**Games:** Traditional

**Beneficiaries:** Treasury, charity, sports

## — TOGO —

### Loterie Nationale Togolaise

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:

Kudjogum Pekemsi, Managing Director  
Doboya Tchagbele, Director, Sales & Marketing  
Patawonkoum Bakoussam, Finance Director

## — UKRAINE —

### Ukrainian Molodsporlotto Corp.

*George Lozhenko, General Director*  
50 Shovkovychna Str.  
KIEV 252004, Ukraine  
**Tel:** (380-44) 221-5069  
**Fax:** (380-44) 225-0140

### Ukrainian National Lottery

30 Spaskaya str.  
Kiev 04070, Ukraine  
**Tel:** (380-44) 480-6243  
**Fax:** (380-44) 490-6255

#### Key Personnel:

Peter Schetty, Chairman  
Alex Kozulin, Executive Director  
**E-mail:** akozulin@webber.net.ua

**Start-up:** 12/97

**Games:** Lotto 6/39 (Wed & Sat)

**Payout:** Lump sum

## — TRINIDAD & TOBAGO —

### The National Lotteries Control Board

119-121 Duke Street  
Port of Spain, Trinidad  
West Indies  
**Tel:** (868) 623-1831  
**Fax:** (868) 624-2089

#### Key Personnel:

Garth Gooding, Chairman  
Carmel Smith, Lottery Director

**Beneficiary:** National treasury

**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)

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:

Ilham Küsmenoglu, Lottery Director  
Serafettin Ersoz, Marketing  
Murtaza Cakir, Sales Director  
Sener Varal, PR Director

**Start-up:** 1939 **Games:** Instant, Traditional, Lotto

**Beneficiaries:** Charity, sports, health, educational, government programs, also, Olympic Games and the Children's Institution

## — UNITED KINGDOM —

### Interlotto

*Roy Fisher, Managing Director*  
37 Brixton Rd, Kennington Park  
London SW9 6DZ, England  
**Tel:** (44) 207-820-8111  
**Fax:** (44) 207- 820-1544

### Littlewoods Leisure

Walton Hall Avenue  
Liverpool L67 1AA, England  
**Tel:** (44) 151-525-3677  
**Fax:** (44) 151-525-1889  
**E-mail:** richard.boardley@littlewoods-leisure.com  
**Website:** www.bet247.co.uk

#### Key Personnel:

Roger Withers, Chairman  
Colin McGill, Chief Executive  
Richard Boardley, Director of Games and Lotteries

**Start-up:** 1923

**Games:** Sports Betting, on-line lotteries, sports competitions, scratch tickets

**Beneficiaries:** National treasury; arts programs and charitable 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

**Start-up:** 1994

**Games:** 6/49, Instant

**Beneficiaries:** Sports, charities, heritage, Millennium

## **Vernons Pools**

*Steve Roberts, Managing Director*

Fortune House, Park Lane  
Liverpool, L68 1AA, England

**Tel:** (44) 151-525-3636

**Fax:** (44) 151-525-3885

**Start-up:** 1923

**Games:** Sports Betting

**Beneficiaries:** National treasury, sports and arts programs

## **— URUGUAY —**

### **Banca Colectiva de Quinielas de Pando**

*Jorge Lanza, President*

Avd Gral Artigas No. 891

Pano, Canelones 91000, Uruguay

**Tel:** (598) 372-2109; 2-292-2138

**Fax:** (598) 372-1484

**E-mail:** florencialanza@netgate.com.uy

### **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@andinet.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

### **Asociación de Agentes del Interior**

*Hugo Umpierre, President*

Nicaragua 1473

Montevideo 1180, Uruguay

**Tel:** (598-2) 924-9021; 949-5053

**Fax:** (598-2) 924-9022

### **Dirección de Loterías y Quinielas**

*Dr. Roberto Alonso Mora, Director General*

Pérez Castellano 1440

Montevideo 11.000, Uruguay

**Tel:** (598-2) 915-3570; 916-6347

**Fax:** (598-2) 916-1746; 6347

**Start-up:** 1856

**Beneficiaries:** National treasury and sports and educational programs

## **— 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:** (58-212) 286-2228

**Fax:** (58-212) 386-0795

#### **Key Personnel:**

Luis Felipe Sfeir, Director **E-mail:** lsfeir@hotmail.com

Meyer Malka, Director

### **Lotería de Caracas**

*Reynaldo Gil, Director*

Torre Capriles

Plaza Venezuela Piso 16

Caracas, Venezuela

**Tel:** (58-212) 731-2069

**Fax:** (58-212) 731-1394

### **Lotería del Oriente**

Avenida Bolivar EDF

No. 17 Maturín

EDO, Monagas 6201, Venezuela

**Tel:** (58 291) 641-3255; 3942

**Fax:** (58 291) 641-0155; 4230

#### **Key Personnel:**

Dr. Luis José Boada, President

Roicis Pérez Romero, Administrator

José Rafael Morillo, VP Projects

**E-mail:** vpselco@selcoloterias.com

Raúl Artigas Ramírez, VP Research & Development

**E-mail:** geneselco@selcoloterias.com

### **Lotería del Táchira**

Urb. Las Lomas, Av. Libertador

San Cristobal EDO

Táchira 5001, Venezuela

**Tel:** (58-76) 411011 x 205; 416953

**Fax:** (58-76) 447329; 416953; 438587

**E-mail:** ltachira@cantv.net

**Website:** www.loteriadeltachira.com

#### **Key Personnel:**

José Chacón Sánchez, President

**Tel:** (58-76) 411011 x 266

**Fax:** (58-76) 418522

**E-mail:** jgchacons@hotmail.com

Glauco Avila, Sales Manager

**Tel:** (58) 261-7910366

**Fax:** (58) 261-7917642

**E-mail:** gsavila@hotmail.com

Antonio Rios, Director

José Márquez, Director

Ramón Jimenez, Assistant Director

### **Lotería del Zulia**

*Angel Sánchez, President*

Calle 72 Entre Ave 3F y 3G

Maracaibo, EDO

Zulia 4002, Venezuela

**Tel/Fax:** (58-261) 792-4483; 793-2270

### **Promociones Prizes "Super 4"**

Centro Empresarial Los Ruices  
Piso 3, Ofic 312  
Caracas, Miranda 1071, Venezuela  
**Tel:** (58-212) 2385116; 2356700  
**Fax:** (58-212) 2379063; 2395143  
**E-mail:** presidencia@supercuatro.com

#### **Key Personnel:**

Juan T. Branger M., President  
Jose Miguel de Andrades, VP Finance  
Emilia I. Branger, Director  
Gustavo Jahn C., Director

### **Promotora Lotto Quiz CA**

**Juan Felipe Lara, Director**  
Av. Francisco De Miranda  
Centro Empresarial Don Bosco  
Caracas, Venezuela  
**Tel:** (58-212) 793-6214; 794-1703  
**Fax:** (58-212) 794-1083  
**E-mail:** juanfepelara@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

### **Narodna Lutrija**

**Dr. Ratibor Grujic, Managing Director**  
Resavska 15A  
Beograd YU-11000, Yugoslavia  
**Tel:** (381-11) 3-343-037; 621-436  
**Fax:** (381-11) 3-343-137; 621-869  
**E-mail:** ltvsnins@eunet.yu  
**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

*Public Gaming  
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*Section III*

**LOTTERY ASSOCIATIONS**

## **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

## **ADAOL**

**Asociación de Agentes de Lotería**  
**Emilio Maiorano di 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

## **AELLE**

**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 with 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**

Loterías y Apuestas del Estado  
Guzmán el Bueno 137  
28003 Madrid, Spain  
**Tel:** (34-91) 5962613; 5962501  
**Fax:** (34-91) 5962456  
**E-mail:** l\_perezagua@gb.onlae.es  
**Website:** http://onlae.terra.es

En la actualidad, CIBELAE está formada por 40 Loterías de Estado de 20 países y 13 compañías proveedoras de Loterías.

La Corporación Iberoamericana de las Loterías y Apuestas del Estado ("C.I.B.E.L.A.E."), tiene como objetivo:

- La realización de actividades conjuntas que constituyan, para los asociados, un vehículo de integración y de puesta en común de experiencias tanto en el campo comercial como en el técnico. A tal fin organizará, como mínimo, una Asamblea General cada dos años.
- La promoción de una homogeneización legislativa, en el campo de las loterías y apuestas del Estado, entre los países miembros de la Corporación.
- La creación de comisiones técnicas para el estudio de cuestiones relacionadas con el juego de Estado y asesoramiento de los socios.
- La publicación y difusión de documentos o estudios de interés general, procurando, en especial, la edición de una revista que sirva de medio de comunicación entre los miembros de la Corporación.

## **CAOLN**

**José María Arias, President**  
H. Yrigoyen 1180 2 Piso  
Buenos Aires, Argentina  
**Tel:** (54-11) 4381-9209; 9195  
**Fax:** (54-11) 4383-3552  
**E-mail:** info@camaraloter.com.ar

## **FECEAZAR**

**Federación Colombiana de Empresarios de Juegos de Azar**  
**Omar Florez, President**  
Avenida 22 #40-69 Of. 404  
Santafé de Bogotá, D.C., Colombia  
**Tel:** (54) 3686588; 3686683  
**Fax:** (54) 3681913  
**E-mail:** feceaf@col1.telecom.com.co



## **FEDELCO**

**Federación de Loterías de Colombia**

*Nestor Castro, President*

Carrera 6a, No. 26-85, Piso 8

Apartado Aéreo 21868

Santafé de Bogotá, Colombia

**Tel:** (57-12) 82-5894; 5874

**Fax:** (57-12) 82-5874; 5894

**E-mail:** fedelco@andinet.com

**Key Personnel:**

Ana Dolores García, Executive Director

## **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

## **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.org

## **ILAC**

**Inst. of the Lotteries of The Americas & Caribbean**

*Duane V. Burke, President*

4020 Lake Washington Blvd NE, Suite 100

Kirkland, WA 98033 USA

**Tel:** 425-803-2900

**Fax:** 425-803-6830

**E-mail:** publicgam@aol.com

**Website:** www.publicgaming.org

**Key Personnel:**

Raquel Orbegozo, ILAC Coordinator

## **ILAC Congress 2002**

**April 6-8**

**Hilton Cancun & Golf**

**Cancun, Mexico**

co-hosted by the *National Lottery of Mexico*

## **NASPL**

**North American Association of State & Provincial Lotteries**

*Arthur Gleason, President*

2775 Bishop Road, Suite B

Willoughby Hills, OH 44092 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

## **The Lotteries Council**

*George Wilson, Honorary Secretary*

Windmere House

Kendall Ave

London W3 0XA, England

**Tel:** (44) 208-8962333

**Fax:** (44) 208-496-2444

**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. Currently, 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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*Public Gaming  
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**World Directory  
of Lotteries & Suppliers**

*Section IV*

**LOTTERY SUPPLIERS**

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## American Games, Inc.

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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

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**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

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**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 providing an extensive line of products designed for many end uses, including on-line lottery tickets. Appleton is also an active educational resource for the industry based on many years of experience and product innovation

in direct thermal technology.

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.

## AtomicTangerine

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**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.

## Automated Wagering International, Inc.

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Ken Baker, Human Resources

Greg Cline, General Counsel

**Automated Wagering International, Inc.** (AWI) a subsidiary of Anchor Gaming (NASDAQ.SLOT), has supported lotteries for over three decades. AWI provides creative game content, on-line computer systems, customized application software, retail terminals and telecommunications, marketing and technical support to lotteries in the United States as well as internationally.

AWI's uniqueness in the lottery industry begins with the synergy of our technology partners and culminates in our ability to offer an extensive range of on-line, instant, and video lottery gaming capabilities under one corporate umbrella. By combining today's powerful technology with a proactive approach for offering creative game content, AWI provides innovative solutions to meet every lottery's changing needs. More fundamentally, we are facilitating a critical change in

direction by returning the spotlight to new games and game features, with new technologies to support them. We welcome the opportunity to discuss your business needs and introduce our unique solutions for creative game content built on high quality technology. .

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.

## **Battelle**

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**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 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

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.

## **BENCHMARK Lottery Merchandising Group**

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**Benchmark Lottery Merchandising Group** designs and produces exciting and effective lottery-specific P-O-P materials and merchandising solutions. We are a division of Benchmark Display, Incorporated, serving our lottery customers with an exciting new lineup of stock and custom items to meet the demands of securing an effective and penetrating retail presence. From illuminated signage, playcenters, jackpot communication, and outdoor signs.... To counter mats, store hours signs, store gondola lottery headers, and more.... We have the tools to strengthen your marketing effort.

# Benchmarkers, Inc.

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**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.

# Canadian Bank Note Company Ltd.

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**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.

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**Comverse** will be introducing MyLotto, a real-time interactive lottery system that supports lottery ticket sales and transactions, lottery content management, and event-driven subscriber notifications. MyLotto allows lottery operators to expand ticket sales to new clients and terminals, including mobile phones, smart phones, PCs, PDAs and even standard telephones.

Comverse, Inc., a unit of Comverse Technology, Inc. (NASDAQ:CMVT), is the world's leading provider of software and systems enabling network-based multimedia communications services supporting over 370 wireless and wireline network operator customers in over 100 countries. Comverse's solutions provide revenue-generating value-added services including voice mail call answering, short messaging (SMS), instant messaging, prepaid wireless services, IP-based unified messaging, multimedia messaging, wireless data and mobile Internet-based services, interactive voice response services, voice-controlled services, and other personal communications management services.



# Deluxe Data Printers, Inc.

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**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.T.I. (Expertise Technology Innovation) Inc.

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Founded in 1983, **ETI** (Expertise Technology Innovation) Inc. is a leading innovator in the development of on-line computer software applications, communications systems and terminals for the lottery and gaming industry. ETI designs, manufactures, sells, installs, operates and maintains lottery systems in the on-line lottery and video lottery market. ETI's lottery systems, consist of a central computer system (OMEGASYS™) and lottery terminals (V-ELITE, V-3000, V-2000, the portable V-1000 and V-GASS). Software and communications equipment, are sold, either individually or as part of a complete solution. ETI also offers lottery operation and management services to lottery jurisdictions throughout the world. Where the availability or quality of telephone lines to connect lottery terminals is a problem ETI has designed and implemented custom telecommunications networks using UHF radio or other wireless telecommunications technologies.

Although ETI's primary market is governmental lottery authorities worldwide, its products are also in use by businesses with gaming licenses in their jurisdictions. In the province of Quebec, Canada, ETI is the principal supplier of lottery technology products. In some international jurisdictions ETI has a long-term contract to provide on-line lottery or video lottery systems.

ETI's headquarters, approximately 13,000 sq. ft. in downtown Montreal, includes administrative offices, and research and development laboratories. Manufacturing and assembly of its on-line lottery and video lottery terminal products are conducted in a 25,000 sq. ft. facility located in Varenes, about 20 miles from ETI's headquarters.

# Editec

## European Lottery Technology

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Based in Paris, France, **Editec** offers a full range of betting terminals, and lottery systems, from full on-line to complete off-line, including a unique combination of on-line and off-line systems incorporating the use of smart cards as the data transport media. Through this flexibility, Editec can offer extremely cost-effective solutions perfectly adapted to virtually any technological environment. The TPM 300 is a fully portable terminal, enabling maximum market penetration beyond the fixed point of sale, while the TPM 3000 is a full-function on-line terminal, offering all the industry standard features in a very cost effective package. The new recently launched TPM 4000 offers an even higher level of specifications as well as one of the smallest footprints in the industry.

Several thousands of terminals have already been implemented by Editec in Europe, Asia and Africa. Editec also markets, upgrades and services a full range of Instant Ticket Vending Machines (ITVMs) throughout Europe, providing a high level of marketing and technical services any where in Europe.

Through its newly created division, WinTV, Editec also builds, sells and services a full range of lottery drawing equipment throughout four continents.

WinTV offers the world's largest range of drawing equipment including the state of the art Venus System. All WinTV drawing machines include the specifications required for attractive, fully secure, and reliable drawing operations. A unique feature of WinTV's drawing machines is the use of proprietary, solid construction, light-weight drawing balls. These significantly reduce the noise during the draw as well as providing a greatly enhanced presentation.

The latest Venus System offers many unique features, including control of all drawing parameters through the use of a PC, the automated recognition of drawn balls, and the integration with proprietary TV bingo software to enable the rapid draw and instant file manipulation necessary for the presentation of this game.

# ELSYM Consulting, Inc.

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**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.

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**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.

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**GameBanc Corporation** is organized into three different divisions: Lottery, Games, and Digital Greetings. Services offered to the Lottery community include Internet-Based Second Chance Games, Internet-Based Focus Groups, VIP/Player's Club Database Management, Subscription Sales, licensing over 100 Shockwave Games, Sweepstakes and raffle packages, PDA and Cell phone result alert systems. GameBanc owns [www.lottery.com](http://www.lottery.com), the number one site on the web for lottery information. The Games and digital cards divisions include the following properties: [www.gameland.com](http://www.gameland.com), [www.dollarbill.com](http://www.dollarbill.com), [www.lottoballs.com](http://www.lottoballs.com), [www.cards.com](http://www.cards.com).

# Gaming Laboratories International, Inc. (GLI)

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**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.

## Glenconn Inc.

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**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.

## GRS—Gaming Research Services

### **Lottery & Gaming Research**

*A Service of Public Gaming Research Institute*

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**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

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**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.

# Hazen Paper Company

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**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.

# IALS-International Association of Lottery Suppliers

*A division of Public Gaming Research Institute*

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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.

One of the valuable products available to members only is **PGRI's International Morning Report**, a weekly newsletter of up-to-the-minute industry news and information. Members also receive a Company Profile and listing in the regularly updated **World Directory of Lotteries & Suppliers**, the directory being distributed to the worldwide lotteries and members organizations.

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! —

# IGT — International Game Technology

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**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 1991. Additionally, IGT provides development support to lottery organizations interested in understanding the growing linked gaming product area.

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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.

# Interlott Technologies, Inc.

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As the worldwide leader, **Interlott** designs, manufactures, sells and services automated solutions for selling instant and pulltab tickets. The company's product line includes expandable Instant Ticket Vending Machines (ITVMs), Pulltab Vending Machines (PTVMs) and marketing solutions for checkout and customer service counter applications. Interlott proudly offers:

- An eleven year proven track record
- Patented dispensing systems that cleanly separate instant tickets
- Patented "Shur-Shuttle" process for dispensing pulltab tickets
- The most advanced security features in the industry
- The ability to connect ITVMs and PTVMs to a central computer system for retrieving sales information
- UL listed and FCC approved products
- Counterpoint' and Checkwriter' systems for capturing sales at the point-of-purchase
- Accounting software which provides multiple sales reports

A nationwide service network dedicated exclusively to Interlott products

## International Career Placement Services (ICPS)

*A Service of Public Gaming Research Institute*

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**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.

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 Lottery & Totalizator Systems (ILTS)

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**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.

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**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

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**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 Comprises of American Games, Inc., Chris Harter and Chuck Harter)*

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**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.

# Jonathan Goodson Productions

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**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.

# Lottery Technologies Enterprises

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A minority-controlled joint venture, **Lottery Technologies Enterprises** is the on-line vendor to the D.C. Lottery and Charitable Games Control Board.

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**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.

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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.

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**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.

# Mirabella Smith & McKinnon, Inc.

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**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.

# Nter Technologies

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**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 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.

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## **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 **Oberthur's** 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™."7

# Oberthur Gaming Technologies Corp.

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**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).

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**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 client 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 Alberta, Canada. In 2001,

these plants produced approximately nine billion tickets.

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 is 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 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 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:

**Action Pack™** *Action Pack™* is an integrated lottery pouch that offers the benefit of a pouch game but at a much lower cost. Unlike a conventional lottery pouch, the Action Pack™, 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.

**Double Play™** This 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.

**Pull Tab Plus™** *Pull Tab Plus™* a pull tab ticket with variable imaged data and a barcode. This provides full validation capability and 100 percent accountability of all tickets, significantly reducing the opportunity for defrauding. Each game offers random distribution of prizes (just like an instant scratch-off ticket) offering greater security than traditional pull tabs. Retailers are able to sell the pull-tab ticket just like an instant ticket, with the same convenience, inventory and product accountability. This allows a lottery to bring the pull tab ticket into the retail mainstream. *Pull Tab Plus™* is compatible with a wide range of ticket vending machines.

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 committed to the security and marketability of each client's production needs.

## printpool Honsel GmbH

Schildescher Straße 55-59

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### **Key Personnel:**

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Dr. Jan Honsel, CEO

Joachim Froelich, CEO

Michael Brodführer, Sales

Anita Tusun, Sales

**printpool Honsel**, formerly known as the Wehmeier/Honsel group of companies, has been active in various fields of paper processing and mechanical engineering for 70 years. We have bundled together all the expertise of our former companies and made this available to our customers. printpool Honsel is active in two various fields: print & packaging and lottery products. The company sector LOTTERY PRODUCTS is specialised in the computer controlled production of instant win and break-open lottery tickets, lotto/toto betting slips, on-line and bingo tickets and paper rolls for on-line terminals. printpool provides flexo, offset, ink-jet, laser and magnet labelling technology. The company printpool Honsel GmbH, with one production plant in Germany and another one in Russia, carries the traditions of the past into the future and stands for continuity in company development.

## printpool Honsel, continued...

### Australia

#### Optracon - Asia Trading Consultancy

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#### International Trading Company

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### Russian Federation

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*Boris Morozov*

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## Public Gaming Research Institute, Inc.

### Executive Offices

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### Key Personnel:

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Doris J. Burke, Executive Vice President

David Mello, Vice President, Marketing & Sales & Director

Sharon Sharp, Consultant

Todd Koeppen, Editor, Public Gaming International Magazine

Elsie Grote, Programs Coordinator

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**Public Gaming Research Institute, Inc.** is in its 31st year of serving the World Lottery industry with publications and conferences to promote the success of the lotteries and suppliers to the lotteries. PGRI is publisher of the first magazine of the world lottery industry, *Public Gaming International*, which has been in publication since 1974.

The Institute sponsors three conferences each year for world lotteries and suppliers: SMART-TECH, International Lottery EXPO and the ILAC Congress.

### **SMART-TECH 2002**

**February 3-6, Ritz Carlton Atlanta, Atlanta, Georgia**

co-hosted by the Georgia Lottery Corporation

### **ILAC Congress 2002**

**April 6-8, Hilton Cancun & Golf, Cancun, Mexico**

co-hosted by the National Lottery of Mexico

### **International Lottery EXPO 2002**

**August 1-3, Loews Miami Beach, Miami Beach, Florida**



## QLot Consulting AB

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**Key Personnel:**

Ales Kulich, President

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**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.

## SAISA

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**Key Personnel:**

Pablo Pesqueira, President  
Gustavo Rizo, VP, Sales and Marketing  
Silvestre de la Torre, Technical VP

**SAISA** has more than 20 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 Husak, President/CEO**

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**SAZKA** has license to run national lottery for the Czech government.

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# Schafer Systems Inc.

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Teresa Immel, VP Sales

Mike Irlmeier, VP Marketing

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Phil Littler, VP Operations

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Diane Roberts, VP Finance & Corporate Secretary

Patti Wilson, VP Production & Shipping

Mary Willrich, Marketing Director

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**Schafer Systems Inc.** has 14 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.

# Scientific Games International

**Cliff Bickell - President, SGI Printed Products**

**William Huntley - President, SGI Systems**

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C. Gray Bethea - VP, Secretary and General Counsel

Gerard Scheinbach - VP, Finance

Steven McCarthy - Sr. VP, Business Development & Government Relations

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## **Key Contact:**

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**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.

## Scientific Games continued.....

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.

## Smartplay International, Inc.

One Linda Lane  
Southampton, NJ 08088 USA  
**Tel:** 609-859-1133  
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**Website:** [www.smartplay.com](http://www.smartplay.com)

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**Smartplay** offers a complete line of stylish and reliable number drawing devices. In addition to distinctive standard products, Smartplay has a design team capable of meeting the most creative demands. A variety of television game show equipment has been developed, in cooperation with the the top lotteries of North America and Europe.

A favorite to launch world class lotteries, Smartplay is well qualified to counsel on all aspects of drawing managent, from the selection of equipment to studio set-up and security procedures. Twenty-four hour technical support extends beyond the sale, with dedicated staff, stocked parts and a sense of urgency.

As an add on to the best in machines and service, Smartplay is proud to introduce DrawMagic, an exciting new graphics package, sure to enliven any drawing presentation. For more detail, please refer to the Summer 01 newsletter posted on the corporate website, [www.smartplay.com](http://www.smartplay.com)

Smartplay supports the industry as a member of the World Lottery Association and exhibits regularly at international trade shows. Visitors are always welcome at the manufacturing site and showroom, located between Philadelphia and New York. Smartplay ... how more than 100 lotteries pick the winning numbers.

# Spielo Gaming International

654 Malenfant Boulevard  
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Susan Hicks, CFO  
Brian MacPhee, COO  
Jordan McCabe, Acting VP Central Systems  
Carman Misener, VP Video Gaming  
Don Doucet, VP Internet Gaming  
Mike Storey, VP Participation Gaming  
Yves Doucet, VP On-Line  
Carolyn Tancock, VP Operations

Spielo Gaming International designs, manufactures, distributes and supports high technology gaming products across Canada, the U.S. and Europe. These products include:

\* PowerStation 5™, a modular-designed video lottery terminal with downloading capabilities (first complete, G.L.I.® approved, field proven downloading system in the world). The PowerStation 5™ comes with an extensive list of game titles including reels, poker and entertainment-based video lottery games.

\* VISION™ and VisionLink™ gaming management systems manage any size lottery on-line network. The systems are parameter-driven, modular, robust and use the latest technology to offer great flexibility and maximum security.

\* Dream Station® and Verimax™ On-line Terminals bring the flexibility and ease of use of a personal computer to the retailer through PC/Windows-based terminals with touchscreen interfaces.

\* Spielo's iGaming System, an internet system that allows lotteries to offer existing products as well as a range of fresh, innovative products targeted to new demographic groups. Lotteries can tap into a wider player base and, for the first time, have direct access to their player base, building valuable databases to be mined to optimize their product offering and reach.

Spielo strives to presents 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.

# Sunshine Electronic Display Corp.

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**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.

## Take-A-Ticket, Inc. (TAT)

130 NE Montgomery Street  
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### **Key Personnel:**

Cal Tigner, CEO  
Calvin K. Tigner, President  
Donald Tigner, General Manager  
Tami Dennis, Sales & Administration  
Lynette Schehen, Executive Assistant

**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.

## TeleCom Productions, Inc.

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Roger B. Clark, Co-Chairman	<b>E-mail:</b> roger@tccatlanta.com
Sande R. Stewart, Executive Vice President	<b>E-mail:</b> stewtv@aol.com
Roni Long, Hasbro Coordinator	<b>E-mail:</b> 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**

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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.

# WMS Gaming

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Seamus McGill, VP Worldwide Sales

Barry Greenberg, International & Lottery Operations Mgr

Jim Borden, Lottery Account Manager

Bernadette Alicea, Lottery Project Coordinator

Louis Nicastro, Chairman (non-executive)

**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.

# Public Gaming Research Institute's 2002 Conference Schedule

## SMART-TECH 2002

February 3-6

Ritz Carlton Atlanta, Atlanta, Georgia  
*co-hosted by the Georgia Lottery Corporation*

## International Lottery EXPO 2002

August 1-3

Loews Miami Beach, Miami Beach, Florida  
*co-hosted by the Florida Lottery*

## ILAC Congress 2002

April 6-8

Hilton Cancun & Golf, Cancun, Mexico  
*co-hosted by the National Lottery of Mexico*

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Complete below and return to PGRI to receive additional/new information

Fax to **(425) 803-6830**

SMART-TECH       Lottery EXPO       ILAC Congress

Attendance Information       Exhibiting Information

Full Name \_\_\_\_\_ Title \_\_\_\_\_

Organization \_\_\_\_\_ Country \_\_\_\_\_

Fax 1 \_\_\_\_\_ Fax 2 \_\_\_\_\_

E-mail 1 \_\_\_\_\_ E-mail 2 \_\_\_\_\_

Public Gaming Research Institute, Inc.  
Tel: 425-803-2900 Fax: 425-803-2900  
E-mail: [publicgam@aol.com](mailto:publicgam@aol.com)



**International Association of Lottery Suppliers**

***EXCLUSIVE***

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### ***Member Information***

Company \_\_\_\_\_

Address \_\_\_\_\_ City \_\_\_\_\_

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Public Gaming Research Institute  
4020 Lake Washington Blvd NE, Suite 100, Kirkland, WA 98033-7862



*Public Gaming  
Research Institute's*

**World Directory  
of Lotteries & Suppliers**

*Section V*

**SUPPLIER CROSS INDEX**

### **Accounting/Financial Services**

ELSYM Consulting, Inc.  
GTECH Corporation  
Intralot S.A.  
Oberthur Gaming Technologies  
printpool Honsel GmbH  
Scientific Games International

### **Advertising/Promotion/Public Relations**

GTECH Corporation  
MDI—Media Drop-In Productions  
Mirabella Smith McKinnon, Inc.  
Scientific Games International  
Telecom Productions, Inc.

### **Communications Systems & Equipment**

AWI  
ELSYM Consulting, Inc.  
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ILTS  
Intralot S.A.  
Scientific Games International  
Spielo Gaming  
The Smith Corporation (TSC)

### **Consulting and Market Research**

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Ipsos Reid Group  
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Oberthur Gaming Technologies  
printpool Honsel GmbH  
QLot Consulting  
SAISA  
Scientific Games International  
SRI Consulting

### **Drawing Equipment**

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GTECH Corporation  
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MDI—Media Drop-In Productions  
Scientific Games International

### **Jackpot Signs**

Sunshine Electronic Display Corp.

### **Keno**

AWI  
GTECH Corporation  
Scientific Games International

### **Licensed Games**

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MDI—Media Drop-In Productions  
Telecom Productions, Inc.

### **Magnetic Stripe Readers**

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GTECH Corporation  
Peripheral Dynamics, Inc.  
SAISA

### **Marketing Services**

Glennonn Inc.  
GTECH Corporation  
MarketVision Research  
MDI—Media Drop-In Productions  
Nter Technologies  
Oberthur Gaming Technologies  
Pollard Banknote Limited  
SAISA  
Scientific Games International  
Telecom Productions, Inc.

### **Off-Line Systems**

AWI  
Canadian Bank Note Company Ltd.  
Editec  
ELSYM Consulting, Inc.  
GTECH Corporation  
IGT  
Intralot S.A.  
printpool Honsel GmbH  
Scientific Games International

### **Operating Companies**

Glennonn Inc.  
GTECH Corporation  
Camelot  
Sazka a.s.

### **On-Line Wagering Systems**

AWI  
Canadian Bank Note Company Ltd.  
Editec  
ELSYM Consulting, Inc.  
GTECH Corporation  
IGT  
ILTS  
Intralot S.A.  
Lottery Technology Enterprises  
Nter Technologies  
Scientific Games International  
Spielo Gaming

**Paper**

Appleton Papers  
Hazen Paper  
SAISA

**Personnel Services**

International Career Placement Services (ICPS)

**Playcenters**

GTECH Corporation  
Schafer Systems Inc.

**Point-of-Purchase**

Take-A-Ticket Inc.

**Point-of-Sale**

American Lite Company  
Canadian Bank Note Company Ltd.  
ETI Gaming  
GTECH Corporation  
MDI—Media Drop-In Productions  
Pollard Banknote Limited  
Schafer Systems Inc.  
Scientific Games International  
Take-A-Ticket Inc.

**Premium/Incentive/Promotional Materials & Programs**

GTECH Corporation  
MDI—Media Drop-In Productions  
Oberthur Gaming Technologies  
Scientific Games International

**Printing Services**

Deluxe Data Printers Inc.  
Glenconn Inc.  
Oberthur Gaming Technologies  
Pollard Banknote Limited  
printpool Honsel GmbH  
Scientific Games International

**Security Services/Systems**

Battelle  
Evaluations, Inc.  
GTECH Corporation  
IGT  
ILTS  
Industrial Technology Centre  
Oberthur Gaming Technologies  
Pollard Banknote Limited  
SAISA  
Scientific Games International  
The Smith Corporation (TSC)

**Signage**

American Lite Company  
Benchmark Lottery Merchandising  
GTECH Corporation  
Sunshine Electronic Display Corp.

**Telephone Wagering**

GTECH Corporation  
Lottotron, Inc.  
Scientific Games International

**Television Promotions**

GTECH Corporation  
Johnathan Goodson Productions

**Ticket Dispensers/holders**

AWI  
Editec  
GTECH Corporation  
Schafer Systems Inc.  
Take-A-Ticket Inc.

**Ticket Vending Machines**

American Games, Inc.  
Glenconn Inc.  
GTECH Corporation  
Interlott Technologies

**Ticket Readers/Validators**

Canadian Bank Note Company Ltd.  
ELSYM Consulting, Inc.  
GTECH Corporation  
Peripheral Dynamics, Inc.  
Scientific Games International

**Tickets - Instant**

Canadian Bank Note Company Ltd.  
Glenconn Inc.  
MDI—Media Drop-In Productions  
Oberthur Gaming Technologies  
Pollard Banknote Limited  
printpool Honsel GmbH  
Scientific Games International

**Tickets - Other**

American Games, Inc.  
Battelle  
Canadian Bank Note Company Ltd.  
Deluxe Data Printers Inc.  
Evaluations, Inc.  
GTECH Corporation  
Oberthur Gaming Technologies  
Pollard Banknote Limited  
printpool Honsel GmbH  
Scientific Games International  
Telecom Productions, Inc.

**Trade Publications/Associations/Conferences/Trade Shows**

Benchmarkers, Inc.  
Public Gaming Research Institute  
• *Publications:*  
- Public Gaming International Magazine (monthly)  
- International Morning Report on Lotteries & Gaming (weekly)  
- World Directory of Lotteries & Suppliers  
• *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 Conferences

**Video Lottery**

AWI  
ETI Gaming  
GTECH Corporation  
IGT  
Scientific Games International  
Spielo Gaming  
WMS—Williams Gaming

*Public Gaming  
Research Institute's*

**World Directory  
of Lotteries & Suppliers**

*We would appreciate ANY and ALL feedback.  
Please send changes, additions, omissions, corrections,  
deletions and new information, etc. to*

**FAX: (425) 803-6830**

*Thank you!*