



# GEORGIA Amusement JOURNAL

Dedicated to serving the Georgia COAM industry  
Endorsed by the Georgia Amusement and Music Operators Association  
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## Southern Expo all set

### Huge show in Duluth

By Paul Tash

Georgia Amusement Journal  
“Don’t wait to register.”

That’s the sage advice from organizers of the upcoming Southern

Amusement & Entertainment Expo, all set to go Aug. 25-26 in Duluth, GA.

“The Expo is really growing,” said Christina Kaiser, executive director of the Georgia Amusement and Music Operators



Association, which is sponsoring the Expo. “Register now to make sure you’re a part of it.”

About 40 companies will be represented at the Expo, with several launching new products for both Class A and B markets in Georgia at the event. The Expo

floor is open Wednesday, 10 a.m. to 5 p.m., and Thursday, 10:30 to 2 p.m.

Exhibitors will be showing “the latest and greatest” in technology and offering operators and others a chance to compare machines side-by-side, talk to manufacturers, and actually play the newest games

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### ‘Best-in-class’ parts, service

## SGS partners with SuzoHapp

By Paul Tash

Georgia Amusement Journal

Southern Gaming Solutions, the exclusive distributor of IGT amusement machines in Georgia, has announced a new partnership with global parts distributor SuzoHapp to provide “best-in-class” product sales and service in the Georgia COAM market.

“We focus on offering best-in-class products and service,”



said SGS President Angela Whitman, “and a large part of that is partnering with the best out there.”

Besides being the sole distributor of IGT machines, SGS has also partnered in the last few years with Locking Systems, Inc. and JCM Global, currently providing the top bill acceptors on the market, Whitman said.

“We really pride ourselves on who we partner with,” Whitman said. “There’s a lot that Suzo can provide.”

Todd Sims, vice president of gaming and amusement sales in the United States for SuzoHapp, said his company is

See PARTNERS Page 6



Paul Tash photo

**GREG HAMMOND**, chief operating officer for Bad Dog Games, shows the company’s new games at AEI in Las Vegas June 30 that he’ll debut in the Georgia market at the Southern Amusement Expo.

## Bad Dog enters market

By Paul Tash

Georgia Amusement Journal

Bad Dog Games, an innovative gaming manufacturer based in Fort Worth, TX, is joining the competitive Georgia market with a new platform and three new games that it’s debuting at the Southern Amusement and Entertainment Expo this month in Duluth, GA.

“We want to provide genuine entertainment for players,” said Greg Hammond, chief operating officer for Bad Dog Games. “Our games focus on player engagement.”

Hammond talked about the company’s plans with the *Georgia Amusement Journal* at the Amusement Expo International (AEI) ear-

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Our mission is to promote and serve Georgia’s  
Coin Operated Amusement Machine Industry  
Join us at [www.gamoa.org](http://www.gamoa.org)





Visit SGS at the  
**Southern  
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**August 25 & 26**

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# Expo

from Page 1

available. In addition, Kaiser said, the Expo “is a great opportunity to network with peers from the industry.”

GAMOA President Shawn Fellows said he can’t wait for Aug. 25.

“We are going to have an amazing Expo,” he said. “I cannot say enough about the amazing job that Christina and the entire Expo Committee have done over the past 12 months.”

Fellows said it’s “exciting to see the industry come together at the largest industry trade show outside of Las Vegas.”

The Southern Amusement & Entertainment Expo has grown to more than 20,000 square feet and will feature a record 42 exhibitors.

“As a member of GAMOA, I remember a time when the tradeshow was held at the offices of a local distributor and there were maybe two dozen people present,” he said. “Much like the COAM industry, GAMOA and the Expo grow stronger every year.”

In addition to the trade show, the event will feature GAMOA’s annual awards banquet Wednesday, when the organization will present prestigious awards for lifetime achievement, operator of the year, and innovative product of the year.

Following dinner will be the traditional live auction featuring

donations from GAMOA’s biggest sponsors and managed by spirited auctioneer and operator Jonathon Culverhouse. Proceeds from the auction, always a highlight of the Expo, will benefit GAMOA and its mission to promote and serve the state’s COAM industry.

After the auction a new charity event takes place. Casino Night will benefit Bert’s Big Adventure, a non-profit organization that sends terminally ill children and their families to Disney World for a five-day magical vacation. GAMOA is particularly excited about Casino Night, which is open to all registered attendees.

“It’s going to be a great time,” Kaiser said. “We hope everybody stays around to play, have fun, and support a great cause,” Kaiser said.

Attendees can purchase “fun money” for Casino Night during online registration.

GAMOA activities actually begin Tuesday with a board meeting at 3 p.m. and an appreciation reception reserved for Expo sponsors and exhibitors at 5.

GAMOA’s annual meeting is Wednesday morning at 9, when members will elect four new directors. And then a panel discussion dedicated to topics important to the Georgia COAM market takes place at 9:15.

On Thursday, in addition to the Expo floor being open, Intralot will host a seminar to answer questions from licensees.

## Expo agenda

### Tuesday, Aug. 24

10:00 am – noon Exhibitor setup  
3:00 pm – 5:00 pm GAMOA board meeting  
5:00 pm – 7:00 pm Sponsor/Exhibitor Appreciation

### Wednesday, Aug. 25

9:00 am – 9:15 am GAMOA Annual Meeting  
Members only  
9:15 am – 10:30 am Panel Discussion  
Open to all attendees  
10:00 am – 5:00 pm Expo open  
10:00 am – 4:30 pm Silent Auction  
5:00 pm – 6:00 pm Reception  
6:00 pm – 9:00 pm GAMOA Awards Banquet/Live Auction  
9:00 pm – 12:00 pm Casino Night  
Open to all attendees

### Thursday, Aug. 26

10:30 am – 12:00 pm Registration open  
10:30 am – 2:00 pm Expo open  
1:00 pm – 2:30 pm Intralot seminar

The Expo will be held at the Gas South Convention Center (formerly the Infinite Energy Center). Participants and vendors can register for the Expo on GAMOA’s website, [www.gamoa.org](http://www.gamoa.org), until Aug. 19 and get a discount. Onsite registration at full price will be available during the Expo.

The Southern Amusement & Entertainment Expo is becoming a regional show with attendees and exhibitors from all over the Southeast encouraged to attend. GAMOA is again hosting the event with two

other organizations, the North Carolina Coin Operators Association and the North Carolina Citizens for Free Enterprise, a group of business owners and supporters working to create a fair skill-based game environment in North Carolina.

The Expo will use every measure available to ensure the safety and well-being of our attendees and exhibitors, Kaiser said, and will continue to follow all guidelines issued by the governor, Department of Public Health, and CDC concerning COVID-19.

## Obituary

### Riley Moseley

Riley H. Moseley III, president of Peach State Distributing Company, died Monday, Aug. 2. He passed peacefully due to complications from ongoing health issues. His final weeks were spent overlooking the waters at his home in Murrells Inlet, South Carolina.

Riley is survived by his loving wife of 34 years, Elizabeth Green Moseley, and their sons Andrew and Matthew.

Riley and Elizabeth purchased Peach State Distributing Company in 1991. Over the past 30 years they turned the company into one of the largest amusement parts warehouses in the United States. Specializing in LCDs, bill acceptors, harnesses, buttons, and power supplies, Peach State products and innovations can be found in many of the games we see today.

Riley was extremely passionate about the amusement industry and always looked forward to talking with customers across the country about products and games. Many customers loved to come by the office and spend hours talking strategies for new locations and equipment.

Peach State will continue to operate



Photo courtesy of Moseley family

### RILEY AND ELIZABETH MOSELEY

under the guidance and support of his wife Elizabeth, sons Andrew and Matthew, and GM/Controller Dan Mealar.

The family will carry out Riley’s wish of a private memorial service at a later date at their home on the Inlet in South Carolina.

In lieu of flowers the family asks that cards be sent to the office, a funny story or a memory is encouraged. Please send to 271 Lake Mirror Rd., Forest Park GA, 30297, or email to [RHM8221@gmail.com](mailto:RHM8221@gmail.com).

Donations of the donor’s choice in Riley’s name are also appreciated.

### COIN OPERATED AMUSEMENT MACHINE LOCATION SWEEP AND MASTER PUSH CALENDAR



2021



ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE
27-Jun-21	03-Jul-21	07-Jul-21	13-Jul-21
04-Jul-21	10-Jul-21	14-Jul-21	20-Jul-21
11-Jul-21	17-Jul-21	21-Jul-21	27-Jul-21
18-Jul-21	24-Jul-21	28-Jul-21	03-Aug-21
25-Jul-21	31-Jul-21	04-Aug-21	10-Aug-21
01-Aug-21	07-Aug-21	11-Aug-21	17-Aug-21
08-Aug-21	14-Aug-21	18-Aug-21	24-Aug-21
15-Aug-21	21-Aug-21	25-Aug-21	31-Aug-21
22-Aug-21	28-Aug-21	01-Sep-21	08-Sep-21*
29-Aug-21	04-Sep-21	08-Sep-21	14-Sep-21
05-Sep-21	11-Sep-21	15-Sep-21	21-Sep-21
12-Sep-21	18-Sep-21	22-Sep-21	28-Sep-21
19-Sep-21	25-Sep-21	29-Sep-21	05-Oct-21
26-Sep-21	02-Oct-21	06-Oct-21	13-Oct-21*
03-Oct-21	09-Oct-21	13-Oct-21	19-Oct-21
10-Oct-21	16-Oct-21	20-Oct-21	26-Oct-21
17-Oct-21	23-Oct-21	27-Oct-21	02-Nov-21
24-Oct-21	30-Oct-21	03-Nov-21	09-Nov-21
31-Oct-21	06-Nov-21	10-Nov-21	16-Nov-21
07-Nov-21	13-Nov-21	17-Nov-21	23-Nov-21
14-Nov-21	20-Nov-21	24-Nov-21	01-Dec-21*
21-Nov-21	27-Nov-21	01-Dec-21	07-Dec-21
28-Nov-21	04-Dec-21	08-Dec-21	14-Dec-21
05-Dec-21	11-Dec-21	15-Dec-21	21-Dec-21
12-Dec-21	18-Dec-21	22-Dec-21	29-Dec-21*
19-Dec-21	25-Dec-21	29-Dec-21	05-Jan-22*

\*Indicates sweep or push date has been changed to accommodate holiday  
Note: Holidays on a Thursday and Friday may delay the availability of the Location Period Accounting Report on the following Monday



# Journal Opinion

## Expo becoming can't-miss tradition

**By Shawn Fellows  
GAMOA President**

As the summer nears its end and the school year begins here in the south, we find ourselves with sweltering hot temperatures and high humidity. Fall cannot get here quick enough.

Thankfully, we are only a few weeks away from cooler weather and time-honored traditions. What time-honored traditions? Well, for many it's all about college football and gathering at a tailgate to support your favorite team on Saturday. For others, it begins when the humidity gives way to cool nights, allowing them to gather around the backyard firepit on cool fall evenings.

While I enjoy both these southern traditions that mark an end to summer, another event that has become tradition for me and many others in the COAM

industry this time of year is the annual Southern Amusement & Entertainment Expo, hosted by GAMOA. The Expo is a great time to reconnect with old friends and to share stories about our lives in the time that has passed since we last met.

This year's Expo will take place at Gas South Convention Center (formerly Infinite Energy), 6400 Sugarloaf Parkway, in Duluth, GA. The Southern Expo will open its doors to the public at 10 a.m. Wednesday, Aug. 25, and will wrap up mid-afternoon Thursday, Aug. 26.

A full itinerary is available at [www.GAMOA.org/event](http://www.GAMOA.org/event), which includes an

Exhibitor Appreciation Party, awards banquet, and the annual GAMOA membership meeting. New this year is a fun-filled casino night with proceeds to benefit one of Atlanta's best charities for children, Bert's Big Adventure. This year's Expo promises to be the best ever, featuring more than 42 ex-

hibitors from around the country, industry breakouts, social events and unparalleled networking opportunities. There is still time to register and be a part of the south's largest and longest-running amusement and entertainment expo.

hibitors from across the country will have hundreds of products on display, and many will debut their very latest at the Expo. Trust me, you DO NOT want to miss this event.

As president of GAMOA, I want to recognize the many hardworking folks that dedicated their time to ensure the success of this year's Expo. GAMOA Executive Director Christina Kaiser and the Expo Committee, thank you all for your tremendous efforts and dedication needed to maintain focus throughout this past year. You were able to grow the total number of exhibitors while tackling the many chal-

lenges brought on by the pandemic. Without you, this Expo would not be the success that it is today, so thank you!

We look forward to seeing all of you at this year's Expo and welcome the opportunity to discuss the exciting developments within the COAM industry and how we can all work together for a better and brighter future. A unified industry can and will accomplish great things over time. GAMOA has proudly represented the men and women of the coin operated amusement machine industry of Georgia for more than 40 years. We stand by our slogan, "Unity – One Industry – One Voice."



**Shawn Fellows**

**E**xhibitors from across the country will have hundreds of products on display, and many will debut their very latest at the Expo.

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## COAM calendar

### — REPORTING DATES —

**Aug. 20:** Each monthly report should be submitted by Location License Holders in electronic format via the [www.gacoam.com](http://www.gacoam.com) website as required by the GLC by the 20th of each following month.

**Sept. 28:** Last day to submit a renewal location Class A and Class B license, master Class A and Class B license and manufacturer and distributor license for the 2022 licensing period (07/01/2021 – 06/30/2022). If a holder of a 2021 COAM license fails to renew its license or its license application is not approved on or before this date, the person or entity will no longer be allowed to operate COAMs.

### — MEETINGS/OTHER —

**Aug. 25-26:** Southern Amusement & Entertainment Expo, Infinite Energy Center, Duluth, GA

**Oct. 4-7:** Global Gaming Expo (G2E), Las Vegas

**Oct. 19:** COAM Advisory Board, Lottery headquarters, Atlanta

**Nov. 10-12:** Southern Convenience Store & Petroleum Show, Athens, GA

## Journal Opinion

# Seminar to combat cyber-attack threat

They're relentless. Who? Organizations, unfriendly foreign governments, and other hackers who want to attack your data, freeze your systems, and extort ransom to restore information critical to your business.

GACS has scheduled a workshop for September that will help Georgians in the convenience store industry make crucial decisions and consider strategies that could mitigate risk and help protect businesses from cyber-attacks. The scheduled speakers have extensive experience in cyber security:

- **Todd Renner** is an FBI supervisory special agent (SSA) who leads a team of investigators focused on imposing risk and consequences on nation-state cyber actors and a team pursuing international financially motivated cyber criminals. Previously, he was the FBI assistant legal attaché in London investigating complex international counterintelligence and computer intrusion activities. He has a deep background in intel-



Sharon Shuford

ligence work.

- **Jason Corley** brings over 25 years of experience in IT, with a diverse set of skills related to Security Best Practices and Managed Services. He also serves as the virtual chief information security officer for one of the largest insurance agencies in Georgia.

Workshop takeaways include:

- Better understanding of current and anticipated threats,

Free copies of 'Cyber Security in Georgia,' produced by the Office of the Attorney General, will be given to all who attend.

how to recognize them and what to look for;

- How to mitigate your risk and what you can do to help protect your business from a cyber-attack;
- What you can and should do immediately if you are the victim of a cyber-attack ... do you turn everything off or what?

Answers to these questions and more will be the focus of the presentations. Attendees should bring questions, too, as

there will be time for Q&A. Free copies of "Cyber Security in Georgia," produced by the Office of the Attorney General, will be given to everyone who attends.

Here are the details:

Where: Hilton Peachtree City, about 30 miles south of Atlanta

When: Sept. 15, 11 a.m. to 1 p.m. (includes lunch)

What: Workshop on Cyber Security

Who: Anyone who manages or supervises management of electronics, IT systems, and/or computers running a convenience industry-related business in Georgia. If your system can be hacked, this workshop is relevant.

The workshop is free for GACS members and just \$30 for non-members. Those interested must register in advance to reserve a seat. To register, visit [www.gacs.com/events](http://www.gacs.com/events) or contact Kevin Kirby or Sharon Shuford at the GACS office, 770-736-9723, or [kevin@gacs.com](mailto:kevin@gacs.com) or [sshuford@gacs.com](mailto:sshuford@gacs.com).

# Jams to push artists, jukebox experience

By **Lori Schneider**  
AMOA Executive VP

AMOA is pleased to resume its continuing education offerings this fall to introduce a new member program.

## On the Road's new format

The AMOA On the Road Program is a short, highly informative program conducted near a major airport hub for convenient accessibility. This year's program, themed "Resilience," will take place just 10 miles outside of Chicago's O'Hare International Airport at the Westin in Itasca, IL, on Wednesday afternoon, Oct. 20, and all-day Thursday, Oct. 21.

Wednesday afternoon will feature a facility tour, and Thursday a full day of timely education is planned for attendees with topics to include:

- Cryptocurrency
- Operational Efficiency Round Tables
- Leveraging Promotions for Better ROI
- Create a Full Circle Marketing Plan for Small Businesses
- And more!

New to this year's program is the debut of AMOA's Associate Member Product Showcase event set to the theme "Survivor." You won't get voted off the island when you



Lori Schneider

join your industry peers for an evening of networking and fun as the industry recovers.

## On Campus program Oct. 20-22

For over four decades AMOA has conducted its AMOA-Notre Dame Management Development Program. This program is available to AMOA members and is geared towards both owners and key management.

The AMOA On Campus Program is a two-year, four-session program that takes place in the fall in conjunction with the On the Road Program and in the spring on the prestigious campus of the University of Notre Dame in Indiana.

The program resumes Oct. 20-22 at the Westin in Itasca, IL. Attendees will partici-

The program will feature ... up-and-coming artists to drive awareness to both the artists and the jukebox music experience.

pate in On the Road, but come in early for a Wednesday morning session on "Wage and Hour Law" and stay for an additional session Friday morning, Oct. 22, on "Contracts."

For details, call 815-893-6010 or visit [www.amoa.com](http://www.amoa.com).

## Jukebox Jams debuts

AMOA is pleased to announce the creation of a brand new program called Jukebox Jams Emerging Artists. The association has been working with both AMI Entertainment and TouchTunes to create a program

that encourages jukebox fans nationwide to discover and play music featuring "emerging artists" on the jukebox.

The new program will run Nov. 1 through Nov. 24 (National Jukebox Day, the day before Thanksgiving). The program will feature a playlist of select up-and-coming artists to drive more awareness to both the artists and the jukebox music experience. The same playlist will be featured on both AMI and TouchTunes jukeboxes.

Operators, this is your chance to get involved IRL! Now more than ever, the jukebox is the focal point in your locations ... let's keep that momentum going with this new program!



# Partners

from Page 1

looking forward to working with SGS in Georgia.

“Georgia is a really exciting market,” he said. “It’s really impressive in its size and just the breadth of it.”

Sims said when he first started

in the gaming industry in 2004, SuzoHapp was known for supplying products solely to the large gaming manufacturers in the world, but since then has successfully broadened its scope to include sales directly to after-market businesses “and all the operators out there.”

“This partnership will allow



**SIMS**



**WHITMAN**

Happ and the others, SGS can provide parts and service for both Class A and B machines in Georgia.

“There’s a lot of product SuzoHapp can provide,” she said. “Whatever the market needs.”

Another benefit of partnering with SuzoHapp, Whitman said, is to help alleviate the worldwide parts shortage currently plaguing the industry, even in Georgia.

“Suzo is a big, big company in the Unites States and in the world,” she said. “It has the resources to get the needed products.”

Sims said his company will rely on Southern Gaming’s strong relationships within the Georgia market.

“SGS understands that market,” he said. “I think this is a fantastic partnership and will serve everybody very well.”

us to provide the Georgia market with much better service,” he said. “It’s going to be a better experience for everybody.”

Whitman said SGS and SuzoHapp will be exhibiting together at the Southern Amusement and Entertainment Expo later this month in Duluth, GA. The Expo floor will be open Wednesday and Thursday, Aug. 25-26.

With its partnership with Suzo-

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## Obituary

### Marshall Hartmann

Funeral services have been held for Marshall Hartmann Jr., 55, loving husband, father of two daughters, and local entrepreneur, who died July 20.

Marshall was born on Aug. 10, 1965, in Savannah, GA, to Marshall Hartmann Sr. and Evelyn Koth. His early childhood was spent in Beaufort, SC, where he was the oldest of four boys and one girl.

He received a finance degree from the University of South Carolina in 1987 and started in the mortgage banking business. He would go on to own and operate a construction company "Collier Construction" and restaurant "Dam Bar and Grill" in Columbia, SC where he would raise a family in-

cluding two daughters, Sydney and Peyton.

He was known in the Georgia COAM market as a representative for Goldfinger monitors. At the time of this death, he was also CEO of a unique start-up company in Charleston, SC, called Okra Medical.

Marshall had a passion for business, boating, and motorcycles. Marshall had a strength of caring for other people and was revered by those who worked for him or with him. At the office he created a familial and community atmosphere where his confidence and vigor were an inspiration to all.

Outside of work Marshall was an avid boater. When he wasn't at the office, he was spending time with friends on the water at locations like Lake Murray, Beaufort Water Fest, and Shem Creek. He also had a passion for motorcycles and would frequent events like Bike Week in Daytona, FL and Myrtle Beach, SC.

Marshall, Jennifer, and their two dogs Beau and Charlie lived at their home on Johns Island, SC. He was preceded in death by his father Marshall Sr. and his mother Evelyn: Marshall is survived by his wife, Jennifer Hartmann; the mother of his children, Andrea Snelgrove Moore; his daughters Sydney and Peyton; his brothers William, Daniel, and Calhoun; and his sister Sarah.

Memorial donations may be made to the South Carolina Chapter of the Alzheimer's Association, the South Carolina Department of Natural Resources, NAMI Charleston Area (SC), and the South Carolina Sheriff's Association.

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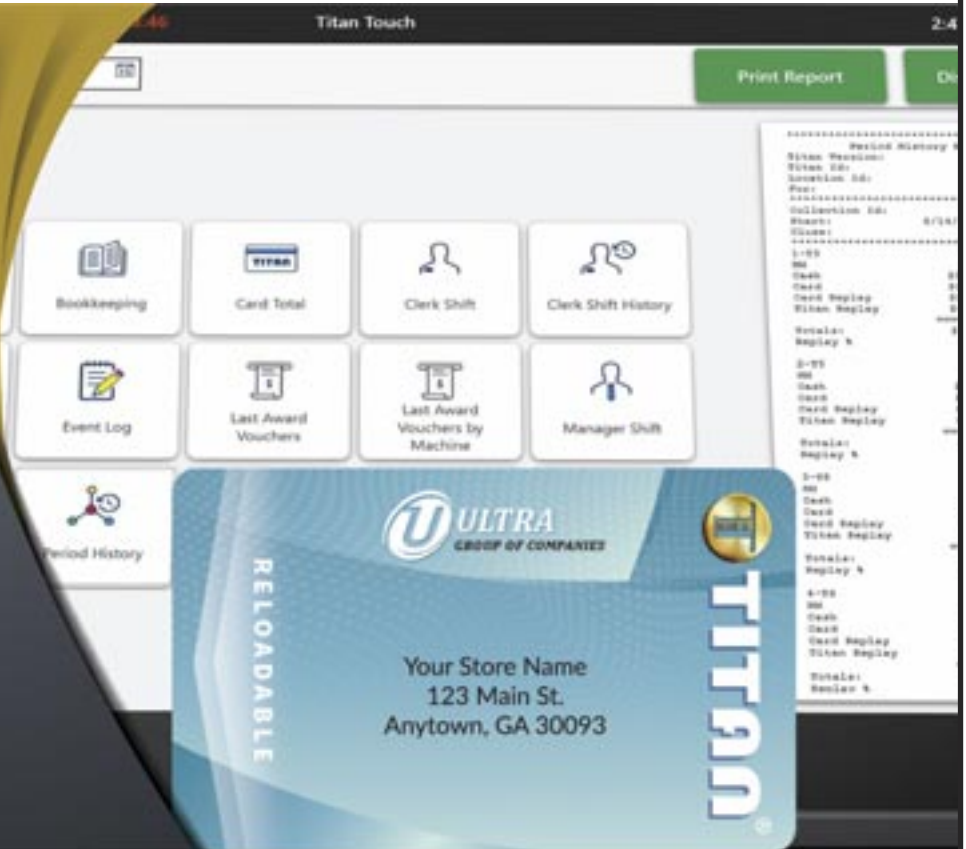






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Redeem Award Credits	
Available Award Credit: \$140.00	
	Summary
Merchandise	Merchandise \$50.00
Lottery	Lottery \$25.00
Gas	Gas \$32.75
	Total: \$107.75
	<a href="#">Redeem</a>

### Ease of Use for Operators and Staff

- ✓ Cards only work in your store, with your games
- ✓ Reduces risk of improper redemptions/fraud/theft
- ✓ Combined card reader and bill acceptor
- ✓ Operator can apply credits to Titan card (tracks replays for sales tax savings) or choose to print a ticket

### Improves Player Loyalty and Store Profitability

- ✓ Free Player Cards customized with your location name and address
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- ✓ Faster gameplay

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# Bad Dog

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lier this summer in Las Vegas, where Bad Dog was exhibiting the new Hollywood platform and the new games destined for the Georgia market: “Winions Beach Party,” “Triple Double American Eagle” and “Summer Nights.”

“Winions” and “American Eagle” are fast-paced three-reel games with a single payline that offer players “frenetic” engagement. “Winions” incorporates cute-but-busy 3D characters (similar to those in the Despicable Me” movie series) that play out on a fun, beach party environment.

“American Eagle” and its patriotic theme has “huge potential” for the Georgia market, Hammond added, and appeals to the players who enjoy the freneticism of the “Winions,” but without its “cuteness.”

“Summer Nights” incorporates six reels and appeals to players who enjoy a less frenetic pace, Hammond said. Players hope to grab as many stars as possible to win big, he added, saying the game is “easy to play” and has “a serene aesthetic.”

“It’s a very different experience than the other two,” he said.

Hammond said Bad Dog wants to provide a variety of experiences within a single machine.

“These games live in the community,” he said. “Operators want to provide players with multiple ways to play.”

Bad Dog Games has over 20 years’ experience designing and building products for the gaming and amusement industries.

“We’re committed exclusively to regulated gaming and excited about the Georgia market,” he said. “We’re looking forward to launching at the Expo and engaging with the industry.”

## AEI attendance impressive

Any concerns about how fast and fully the out-of-home entertainment industry would rebound coming out of COVID were dismissed at this year’s Amusement Expo International in Las Vegas June 29-July 1.

Statistics show the number of buyers was up from last year’s pre-COVID event in New Orleans. Data from AEI’s opening day showed 1,438 buyers registered, up from 1,303 in 2020. Impressively, 35 new exhibitors were part of this year’s AEI.

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