



GEORGIA Amusement JOURNAL

Dedicated to serving the Georgia COAM industry
Endorsed by the Georgia Amusement and Music Operators Association
paul@tashcommunications.com (406) 491-0100



A Tash Communications publication December 2020 Vol. 4, Number 8

GACS Show

C-store group pivots to provide great event

By Paul Tash

Georgia Amusement Journal
The Georgia Association of

Convenience Stores (GACS) successfully pivoted to a combined trade show and convention last month in Macon that featured several educational sessions, an awards banquet, and of course the big trade show.

GACS canceled its annual convention in June due to concerns surrounding the coronavirus pandemic, so the organization combined its convention programming with its annual Southern Convenience Store & Petroleum Show.

"We have the most resilient members," GACS President Angela Holland said in opening the Show.

She praised the association's "extremely nimble board" and "flexible staff" for leading the one-time reinvention of the Show. The two events will return separately next year, with the convention

See SHOW Page 6

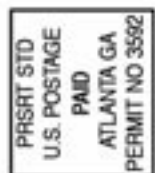
Angel Tree



Photo courtesy of Primero Games

PRIMERO GAMES is partnering again this year with The Quinn House, an organization in Gwinnett County that provides a number of programs to support those in need. Each paper angel on the tree has a child's holiday wish, and those participating choose an

angel and fulfill that wish. Primero representatives posing with an angel tree in Primero's Duluth office are, left to right, Kimberly Xiong, Kristina McDaniel, Ariel Alston and Steve Rogers, all from sales and customer service, and Lisa Johnson, HR manager.



Expo rescheduled to June 28-30 in Vegas

By Paul Tash

Georgia Amusement Journal

For the second time, organizers of the Amusement Expo International (AEI) have decided to reschedule the event at a later date, this time to June 28-30, in Las Vegas.

After continuing to monitor the rapidly changing COVID climate, including current and projected COVID

measures in the Las Vegas trade show market, organizers moved back the dates of next year's industry event by eight weeks. The event was originally set for March, and then was rescheduled for early May before the latest change.

Though next year's AEI will remain in Las Vegas, the two-day exhibit program will now take place in

North Hall 1 of the expansive Las Vegas Convention Center, a preferred spot that is adjacent to the Westgate Las Vegas Resort & Casino, which will remain the headquarters hotel for the 2021 AEI. Both the full-day educational program on Monday, June 28, and All-Industry Gala Reception that evening will be conducted at the

See EXPO Page 3



Our mission is to promote and serve Georgia's
Coin Operated Amusement Machine Industry
Join us at www.gamoa.org



LITTLE GREEN MEN



THIS NEW GAME IS OUT OF THIS WORLD!



- New hardware designed for your location
- Increase route revenue
- Gain a competitive advantage



The Fort Knox® progressive is available on every theme!

Contact SGS today at 404-662-7027 | orders@southerngamingsolutions.net

© 2020 IGT. All trademarks used herein are owned by IGT or its affiliates. may not be used without permission, and where indicated with a "®", are registered in the U.S. Patent and Trademark Office. Artwork, descriptions, game play photographs, videos, and other product details depicted are subject to change. IGT is committed to socially responsible gaming. Our business solutions empower customers to choose parameters and practices that become the foundation of their Responsible Gaming programs.



Expo

from Page 1

Westgate Las Vegas.

Amusement Expo International is the annual event for the coin-op and revenue-generating amusement, music and family entertainment industry. Sponsored by the AAMA (American Amusement Machine Association) and AMOA (Amusement & Music Operators Association), AEI features one day of education and two days of ex-



hibits and brings new technologies, networking possibilities, and information education under one roof.

A news release from W.T. Glasgow, the Expo's management firm, said the rationale for re-scheduling AEI is to provide additional time for attendees, exhibitors and all involved in the Expo to recover and resume business operations. In addition, it is expected the much-an-

ticipated COVID-19 vaccinations will be widely distributed and available by that time.

"The goal is to give the industry the best possible opportunity to come together," the release said, "and the decision to move the 2021 dates to summer will significantly help AEI achieve that goal."

"AEI show management team, W.T. Glasgow, Inc. joins the AAMA and AMOA, in thanking attendees and exhibitors for their continued support during the past nine months and looks forward to putting on what promises to be a much-anticipated event in June."

For more, visit AEI's website at www.amusementexpo.org or contact Brian Glasgow, at brian@wtglasgow.com.

Registrants will receive:

- Two days of admission to the Amusement Expo International, NBVA Conference/Trade Show and the Laser Tag Convention;
- One full day of compelling education sessions;
- Networking events offering opportunities to mix and mingle with exhibitors and attendees;
- Special hotel rate.

Follow these tips to minimize risk of losing COAM funds

The vandalism of machines or the theft of money from machines is an unfortunate situation, but it can happen. If your machines are vandalized or broken into and there is a theft of money, the business owner will be responsible for any lost money. In order to minimize the financial loss as a result of vandalism or theft, the GLC would like to remind Location License Holders of some strategies for reducing or minimizing theft from COAMs.

• Reduce Trouble by Building Relationships - LLHs and their employees should be attentive to activity within their location and around the COAMs. Greet people and be mindful of activity around COAMs in an effort to identify any potential security risks. People are less likely to do bad things to people they feel a connection or have a rapport with.

• Placing COAMs in Visible Area of the Business - If a machine often experiences damage or theft, the best course of action may be to move the machine(s) to a different location within the business. Place

COAMs in an area of the business that can be easily observed by employees helps prevent damage, destruction, and theft.

• Remove Cash Daily - Another suggestion would be to remove cash from COAMs daily and deposit the funds on a daily basis in their COAM designated bank account and maintain accurate accounting records.

• Security Camera Installation - One of the best methods of vandalism and theft prevention may be the installation of a simple security camera in the area. If a particular section of your business is more susceptible to theft, consider better placement of the COAMs. A COAM may be more profitable in a different part of a business location.

As a reminder, any movement of COAMs must be coordinated ahead of time between the MLH and Intralot. Location License Holders must contact their Master License Holder for the repair or replacement of COAMs as a result of vandalism or damage due to theft.

Connect, power up machines, GLC says

To ensure accurate reporting of financial data to the Central Accounting System, the Georgia Lottery Corporation (GLC) says it is imperative the Location License Holders (LLHs) ensure all equipment remains connected to the site controller and powered up at all times.

The GLC maintains a record of those LLHs that are repeat offenders of failing to ensure the continuous connectivity and operation of Class B COAMs.

Failure to comply with these procedures may result in fines up to \$50,000, suspension and/or revocation of the license.



TO REPORT
FRAUD, ABUSE OR
CASH PAYOUTS
 related to the operation of coin
 operated amusement machines,
 please call GLC's confidential
TIPLINE (855) 515-0004

**COIN OPERATED AMUSEMENT MACHINE
 LOCATION SWEEP AND MASTER PUSH
 CALENDAR
 2020**

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

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

You'll Love The Classifieds

Journal Opinion

GACS busy in extraordinary year

By Sharon Shuford
GACS Membership

The year 2020 has been extraordinary – as much for what has been accomplished, as for what was missed.

What we missed most: friends, our social communities, and especially lost loved ones. While the pandemic continues its march on the lives and livelihoods of too many of us, the future remains uncertain. Yet in the midst of the unknowns, GACS continued to work hard for its members and for the C-Store industry at large.

The year began inauspiciously enough. GACS President Angela Holland attended to legislative issues at the Capitol beginning in January, GACS held its annual day at the capitol and legislative reception, and GACS sponsored the first two of a planned series of 10 Lunch & Learn programs.

And then the pandemic brought everything to a halt. For the safety and protection of members and industry friends, and in accordance with government mandates and suggested protocols, in person events were mostly cancelled, including the annual convention.

With the support of its members, GACS still managed to accomplish much by:

- Assisting the passage of several bills important to the industry, including limited tort reform, an omnibus alcohol bill including alcohol delivery, expanded Sunday sales, a state/local streamlining process for the De-

partment of Revenue, and a vape shop tax bill;

- Maintaining a continual open line of communication from government and its agencies to GACS members, including more than 40 COVID-19-related updates;
- Implementing alternative means of bringing the best of GACS to its members; by hosting more than 15 webinars; by shift-



Sharon Shuford

ing the convention education component to the Trade Show, including 14 speakers and panelists; by expanding the sponsorship program benefits;

- Providing networking opportunities for members during the fall, including a golf tournament, a bowling blast, and the Southern Convenience Store & Petroleum Show;
- Representing the industry by serving on the governor's Coronavirus Task Force, ensuring the voice of the industry was heard; also representing the industry at sev-

eral COAM study committee meetings, and serving on the Georgia Lottery Corporation's COAM Gift Card Work Group;

- Distributing \$25,000 in education scholarships to members and children of members;
- Publishing four content-rich *GACS Today* magazines and the annual directory.

With reflection comes gratitude. A special thank you goes to GACS sponsors for supporting GACS, especially now during uncertain times. GACS thanks and honors these member companies for their support:

Diamond – Altria Group Distribution company, Coca-Cola Bottling Company United, Mims Entertainment, R. J. Reynolds Tobacco Company, Tom's Amusement.

Platinum – Campbell snacks, core-Mark International, Swisher International.

Gold – Eby-Brown Company, Georgia Beverage Association, PepsiCo Beverages North Amer-

ica.

Silver – Anheuser Busch, Inc. Georgia Lottery Corporation, Guardian Fueling Technologies, Point-to-Point Environmental, S & D Coffee & Tea, Swedish Match North America, The H. T. Hackney Company.

Bronze – Baker Donelson, Benestar Foods/ Turkey Creek Snacks, McLane Company, MECO of Atlanta, Inc., Royal Cup Coffee & Tea, Scandinavian Tobacco Group, Stewart Distribution Company

See LEGISLATURE Page 5

So thank you to
GACS members
for continuing to provide essential services to Georgia's communities

GEORGIA Amusement JOURNAL

Dedicated to serving the Georgia COAM industry

A Tash Communications publication PO Box 4307 Butte MT 59702

A Tash Communications Publication

Georgia Amusement Journal Business and News Office:
P.O. Box 4307, Butte, MT 59702

• TEL: 406-491-0100 • E-MAIL: paul@tashcommunications.com

Paul Tash, *Editor/Publisher*
paul@tashcommunications.com
Phone: 406-491-0100

Ad Production • paul@tashcommunications.com

Reprints of articles and back issues are available at a cost of \$10.

If you wish to begin receiving the *Georgia Amusement Journal*, send your name, mailing address, telephone number and \$35 for a year's subscription to Georgia Amusement Journal, P.O. Box 4307, Butte, MT 59702.

Postmaster: Please send address change requests to
P.O. Box 4307, Butte, MT 59702
All rights reserved by publisher

This publication endorsed by the Georgia Amusement and Music Operators Association

COAM calendar

— REPORTING DATES —

Dec. 20: Each monthly report should be submitted by Location License Holders in electronic format via the www.gacoam.com website as required by the GLC by the 20th of each following month.

— MEETINGS/OTHER —

Jan. 12: COAM Advisory Board (GLC headquarters or conference call to be determined)

Jan. 26: GACS legislative reception, James Floyd Building, Atlanta

Write us

The *Georgia Amusement Journal* welcomes letters to the editor. Letters must include the writer's name and address. The word limit is 300. Mail to Georgia Amusement Journal, P.O. Box 4307, Butte MT 59702, or you can email us at paul@tashcommunications.com. The *Journal* reserves the right not to print letters it finds objectionable.

Journal Opinion

Industry shows resilience in trying times

**By Lori Schneider
AMOA Executive VP**

After what has been a year like no other, we finally find ourselves in December looking to the promise of a New Year with the hopes of a vaccine and some return of normalcy.

In fact, ringing in 2021 cannot come soon enough, as many AMOA operators across the country find themselves basically shutdown for business once again with the uptick in COVID cases.

In late November, AMOA conducted another highly informative On Demand Operator Roundtable session. At the end of the session, AMOA Secretary Luke Adams reminded everyone of the fact that our industry has been around since the late 1800s, early 1900s. Luke also pointed out our industry survived not only prohibition but the Great Depression as well. Why? Because we are resilient.

Operators are entrepreneurs, and entrepreneurs are used to uncertainty. One might contend the type of uncertainty we have encountered the past 10 months has challenged us in ways we never imagined

one another survive these times. Whether it's sharing an operational tip, discovering a new revenue opportunity, or simply giving hope to an industry colleague having a tough day, the "building engagement in real life" factor continues to fuel our ability to be resilient.

And so, AMOA's wish to all in 2021? Stay resilient! As always, AMOA will continue to be here to offer the programs and services to help you do just that.

For more information on AMOA's programs and services, visit www.amoa.com or email info@amo.com.

AMOA is a national trade association representing the interests of operators, distributors, manufacturers and suppliers in the amusement entertainment industry.

GAMOA is an active participant in the AMOA State Council. Visit www.amoa.com.



Lori Schneider

Stay resilient!
AMOA will continue to be here to offer the programs and services to help you do just that.

possible. However, what's been most impressive is how we've come together as an industry, selflessly sharing ideas, to help

Legislature

from Page 4

Patron – BIC Consumer Products, Florida Rock & Tank Lines, Inc., North American Money Order Company, Inc., S & ME, Inc.

C-Stores are on the frontlines of our communities. So thank you to GACS members for continuing to provide essential services to Georgia's communities, for participating, sponsoring and attending GACS events, and for going above and beyond for your companies, your employees, your customers and your communities.

Finally, as reflections turn forward to 2021 and beyond, we can be cautiously optimistic that better times are in front of us. The GACS calendar certainly has a familiar look with these major events on the schedule:



Jan. 26, 2021

GACS Annual Legislative Reception, Sloppy Floyd Building, Atlanta, GA

April 21, 2021

GACSPAC Golf Tournament, Stone Mountain Golf Club, Stone Mountain, GA

June 13-15, 2021

GACS Annual Convention, Omni Amelia Island Plantation, Amelia Island, FL

Nov. 10-12, 2021

Southern Convenience Store & Petroleum Show and GACS Annual Meeting, The Classic Center, Athens, GA

It is our hope that we will see our industry thrive and prosper, our friends and members be well and strong, and our future bright. Happy Holidays!

To register for an event, visit <https://www.gacs.com/events> and click on the appropriate link(s). For assistance, contact Kevin Kirby at kevin@gacs.com or 770-736-9723 for information.



Tom's AMUSEMENT
AN ACCEL ENTERTAINMENT COMPANY
AE

**We Provide Games
PEOPLE PLAY**

NORTH GEORGIA
706-632-5050

GREATER ATLANTA
770-592-4840

Revised Show offers plenty

COAM gift card draws support during panel

By Paul Tash

Georgia Amusement Journal

The chairman of the House Regulated Industries committee said he supports the joint effort by the Georgia Lottery Corp. and the coin-operated amusement machine (COAM) industry to develop a gift card as an option for COAM players to use for redemption.

“These machines provide amusement for players, revenue for locations and over \$100 million to education programs,” Rep. Alan Powell (R-Hartwell) said.

Powell made his comments during a legislative panel sponsored by the Georgia Association of Convenience Stores (GACS) as part of its Southern Convenience Store & Petroleum Show Nov. 18 and 19 in Macon. Besides stimulating revenue growth and the resulting increase in support of state education, Powell said the cards would help stop illegal cash payments.

A pilot program to test the viability of the gift cards recently launched in over 320 locations across Georgia. It is expected to last 4-6 months.

On another topic, Powell said he will continue to work on eliminating the “duplication and redundancy” in the alcohol-licensing process. He wants to see a “one-stop shop” featuring a more “streamlined process” for licensing and renewal.

Robert Flournoy, representing



REP. BONNIE RICH makes a point during a legislative panel as part of the Southern Convenience Store & Petroleum Show last month in Macon. Listening at left is Rep. Alan Powell. Other panelists included Rep. Brett Harrell, above right, and Sen. Bill Cowsert, right.

the state Department of Revenue on the panel, agreed that more “centralized processing” makes sense for the industry.

“We do recognize the duplications,” he said.

The department has “started the process” toward simplifying the licensing effort by “talking with



shareholders.”

“We want to make sure (a potential change) does streamline the process and does improve service,” he said.

Another question posed by moderator Angela Holland, GACS president, for the panel asked what association members can do to help legislators understand their industry and issues.

“Communicate with us,” said

Sen. Bill Cowsert (R-Athens). “It helps us so much to learn from citizens that are directly impacted (by legislation).”

“Don’t be afraid to come to the Capitol,” added Cowsert, who chairs the Senate’s Regulated Industries and Utilities Committee. “It’s an incredibly open process. We are paying attention to our constituents.”

Regarding a question on the importance of legislators working together, Rep. Brett Harrell (R-Snellville) said compromise is key.

“The goal is the same – to solve a problem, though we might come at it from different perspectives,” he said. “Very little can get done without compromise,” he said, adding that compromise does not mean sacrificing “core values and principles.”

Such compromise helped legislators last session pass a Harrell-sponsored bill that allowed packaged-goods retailers to make home deliveries of beer, wine and



Paul Tash photos



liquor.

Several of the panelists praised Harrell, who lost his reelection bid in November. Harrell, who chaired the House Ways and Means Committee, said his time at the Capitol has been “wonderful” and thanked “friends and supporters” in the industry. He also lauded Holland and lobbyist Sheila Humberstone.

“They are two of the finest,” he said. “They fulfill a vital role for your organization.”

Others on the panel were Rep. Bonnie Rich (R-Suwanee) and Sen. John Kennedy (R-Macon).

Tobacco-adjacent products now need application

By Jorie Tash

Georgia Amusement Journal

Frank Herrera, partner at H New Media Law firm based in Miami, educated Southern Convenience and Petroleum Show attendees on changes that may occur

regarding retail sales of tobacco-adjacent products in upcoming months, as the previously unregulated category is entering “a whole new universe of compliance.”

In 2016 the Food and Drug Administration (FDA) enacted a final

rule proclaiming that electronic cigarettes and associated e-juices, smokeless tobacco, and traditional combustible tobacco products must officially be reviewed and documented by the FDA to be legally sold in the United States. This means that all related products sold as of 2016 were to be registered with the FDA by September 2020 with a pre-market tobacco product application (PMTA).

The application requires an arduous amount of paperwork (invoices, affidavits, etc.), to be submitted alongside it, Herrera said, enough so that he considers it reasonable to assume that many “fly-by-night and mom-and-pop vape companies” will either fail to

file the PMTA entirely or fail to include all documentation needed in order to receive the marketing order that allows further sale of the products, he said. While filing a PMTA at all keeps products legal to sell while their approval is pending, many will fail to maintain that legal status all the way to receiving a marketing order.

“Vape is dead, in my opinion,” said Herrera, referring to smaller companies that lack the regulatory know-how to succeed in the PMTA process. “The big guys (such as Altria, which owns Juul, and R.J. Reynolds, which owns Vuse) will be fine,” due to their counsel and wherewithal. He urged retailers to

See TOBACCO Page 7

Show

from Page 1

scheduled for June 14-15 in Amelia Island, FL, and the Show moving to Athens Nov. 10-12.

The night before the Show kicked off, GACS hosted the first ever GACS PAC Bowling Blast at

Pin Strikes Entertainment Center in Macon. The bowling event replaced the annual Sporting Clay Tournament and added a layer of networking to the Show.

For more coverage of the Southern Convenience Store & Petroleum Show, see the three stories on pages 6 and 7 of this month’s issue.



Paul Tash photos

THE COAM INDUSTRY was well represented at the Southern Convenience Store & Petroleum Show last month in Macon. Exhibitors included (left) Kevin Jaglowski of Accel Entertainment and Brian Deyton of Tom's Amusement and (below, left to right) Wendy Milich, Shawn Fellows, and Terri Spivey with Diamond Amusements, and Justin Gilmore of National ATM Wholesale.

Attorney provides tips to limit premises liability

By Jorie Tash

Georgia Amusement Journal

During an education session at the Southern Convenience and Petroleum Show, attorney Elissa Haynes, partner at Drew, Eckl and Farnham in Atlanta, described Georgia's premises liability law and outlined ways convenience store owners can limit their liability exposure.

Premises liability is defined in Georgia law as "Where(in) an owner or occupier of land, by express or implied invitation, induces or leads others to come upon his premises for any lawful purpose, he is liable in damages to such persons for injuries caused by his failure to exercise ordinary care in keeping the premises safe." Haynes said convenience store owners can take steps to ensure their premises are safe to avoid being held liable for unforeseeable events, such as a shooting that occurs on the property.

First, convenience store owners

and managers should "make sure contracts are solid regarding owner/operator responsibilities" when it comes to providing security and upkeep of premises, Haynes said.

"Everything should be in writing, and responsibilities should be clear from both standpoints," she said, urging attendees to "know the contents of (their) contracts."

Operators should also be sure their employees are adequately trained, "which starts with employees who know what they should be doing in many different scenarios – there must be solid policies and procedures to follow," she said. If those procedures are put in writing, it's even more crucial that they be followed, as the presence of a written document with procedures that employees fail to implement can buoy a prosecutor's case.

Haynes also advocated for an internal incident report form that employees can easily access.

"Anytime something happens,

to comply with regulations."

He also told retailers to insist on contracts with sellers that say sellers will take back any unsold stock in the event the seller doesn't complete a PMTA, so retailers can avoid having boxes of unsellable product.

Despite the fact that the new FDA regulations will undoubtedly sound the death knell for some independently owned and produced nicotine products, "tobacco is here to stay, for those who play by the rules," said Herrera.



employees should fill out a form saying what happened in case of a deposition," she said.

"Document everything," she added, including when loiterers are asked to disperse or any interactions with police officers.

Adequate security includes monitoring security feeds and equipment that doesn't override footage for at least one week.

"It's critical you maintain footage (as evidence) – even accidental destruction of evidence can destroy a case," Haynes said.

Further, operators shouldn't think of security as just police officers or hired security guards, but also as cameras, bulletproof glass and LED lights. In the event of a deposition, operators should know to include any of those measures as ways of "exercising ordinary care in keeping the premises safe" (O.C.G.A 51-3-1).

Other steps operators can take

to avoid liability include immediately changing lights that have gone out to give employees a clear view of outside premises, making sure cameras cover the entire perimeter, putting up No Loitering signs, and immediately painting over any graffiti. Graffiti related to gang activity is often used to establish territory, and if it's left on a property, it's considered a sign that gang activity is tolerated on the premise. Haynes also informed attendees that in Georgia, properties are held liable for triple damages if a crime occurs on the perimeter and graffiti is present on the premise, so covering any graffiti as soon as possible is especially crucial.

Finally, Haynes encouraged owners and operators to hire defense experts to do a formal security assessment, if they can afford it, and to make a record of the inspections, which can go far in preventing liability.

Tobacco

from Page 6

be cautious when it comes to buying large amounts of vape products that come from no-name companies, as the likelihood they will fail to receive their marketing order from the FDA is high.

"Look for what you're selling on public FDA lists of pending PMTAs to ensure you'll be able to sell them in the future," he said, "and to see who finds it important



Presents



Cadillac 1 series
 The 1st game with integrated
 True Point features!

- **REMOTE ACTIVATION**
- **HAND COUNT TRANSFER**
from machine to machine
- Detailed **AUDIT REPORTING**
- Advanced **GAME STAT REPORTING**
- Player Card **LOYALTY PROGRAM**



**GAME INTEGRATED
 TRUE POINT POS SYSTEM**

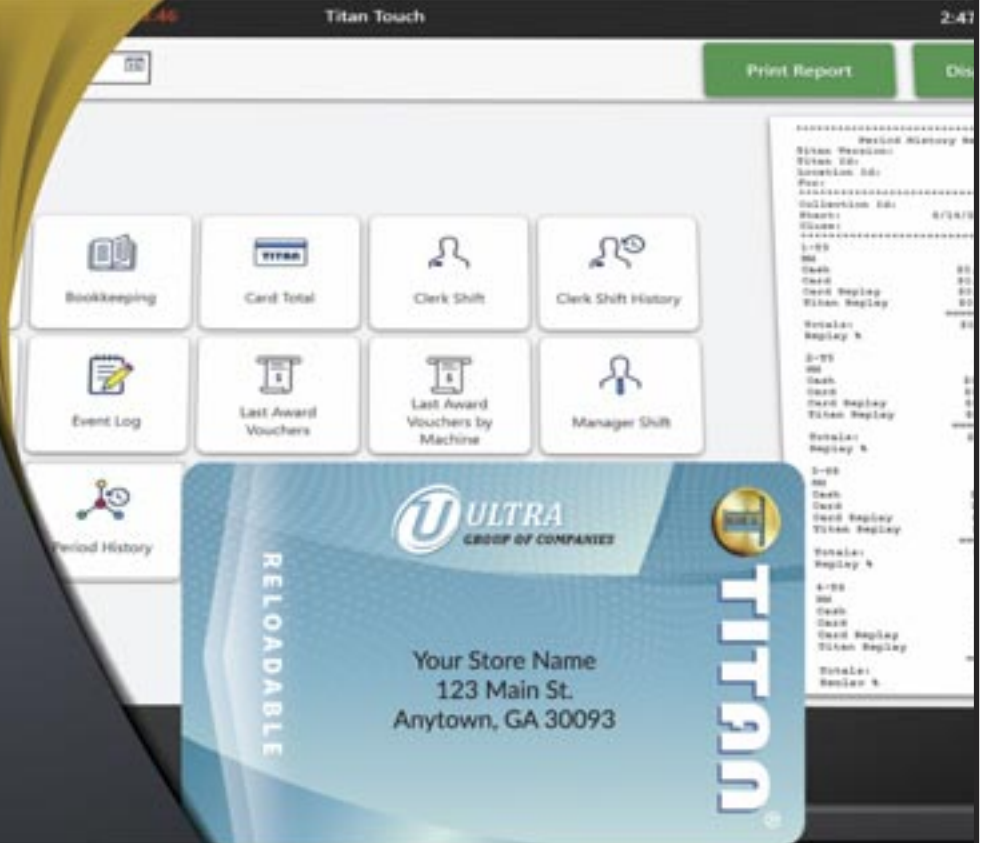


Contact Us Today at 770.476.0311
www.primerogames.com



Helps Your Business be More Profitable and Audit Compliant.

www.ultragroupinc.com



Stay In Compliance and In the Know

- ✓ Generates monthly COAM and Dept. of Revenue Sales Tax audit ready reports - with history of player redemptions and replays
- ✓ Compliance records for GLC's 50/50 rule
- ✓ Real time text/e-mail notifications include: estimated GLC deposits, game machine issues, and stringing alerts
- ✓ Potential Tax Savings

Redeem Award Credits																	
Available Award Credit: \$140.00																	
<table border="0"> <tr> <td>Merchandise</td> <td>\$50.00</td> </tr> <tr> <td>Lottery</td> <td>\$25.00</td> </tr> <tr> <td>Gas</td> <td>\$32.75</td> </tr> </table>	Merchandise	\$50.00	Lottery	\$25.00	Gas	\$32.75	<table border="0"> <tr> <th colspan="2">Summary</th> </tr> <tr> <td>Merchandise</td> <td>\$50.00</td> </tr> <tr> <td>Lottery</td> <td>\$25.00</td> </tr> <tr> <td>Gas</td> <td>\$32.75</td> </tr> <tr> <td>Total:</td> <td>\$107.75</td> </tr> </table>	Summary		Merchandise	\$50.00	Lottery	\$25.00	Gas	\$32.75	Total:	\$107.75
Merchandise	\$50.00																
Lottery	\$25.00																
Gas	\$32.75																
Summary																	
Merchandise	\$50.00																
Lottery	\$25.00																
Gas	\$32.75																
Total:	\$107.75																
Redeem																	

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
- ✓ Credits transferable between games at same location
- ✓ Player controls credits to save or use as needed for merchandise/gas/lottery tickets/continued replays with no expiration date
- ✓ Faster gameplay

World Class Technology and Customer Support

- ✓ Industry leading cashless solution
- ✓ Titan Touch - exclusively on Ultra Games
- ✓ In-house development and technical support
- ✓ An ethical partner you can trust



FOR A FREE CONSULTATION

Contact us: 770-449-0400 | EXT. 700
sales@ultragroupinc.com

GAJ CLASSIFIED ADS

Just \$5 per line
1-406-491-0100
 paul@tashcommunications.com

- BUSINESS FOR SALE

ROUTES WANTED

EQUIPMENT FOR SALE

HELP WANTED

ADVERTISE
 RIGHT HERE!



Experienced technicians wanted!
 In search of a dependable technician looking for a permanent position with a GA COAM distributor. Must be a dedicated team player, customer service oriented, have trouble shooting skills, maintain confidentiality, and work efficiently. Full-time positions available. IGT Certification, IGT Intelligen Card System, and JCM training provided. Email resumes and references to: orders@southerngamingsolutions.net

Journal advertising gets results! Call 406-491-0100

Membership Application

Operators, Locations, Manufactures, Distributors & Suppliers

Company Name _____

Address _____

City _____ State _____ Zip _____

Main Contact _____

Business Phone _____ Fax _____

Cell _____ Email _____

Secondary Contact _____

Business Phone _____ Fax _____

Cell _____ Email _____

Amusement Operators Membership: (Class A Master License Holders)

Amusement Operator 1-9 Employees \$350 GA MLH # _____

Amusement Operator 10+ Employees \$500 GA MLH # _____

Amusement Operators Membership: (Class B or Class A & B Master License Holders)

Amusement Operator 1 – 20 Decals \$1,000 GA MLH # _____

Amusement Operator 21+ Decals (\$52/Decal) \$ _____ GA MLH # _____

21+ Decals One-time Payment Quarterly Monthly Number of Decals _____

Quarterly & monthly payments due the by the 5th of each month.

Location Membership: (Location License Holders)

Location License Membership (1-4 Locations) \$100 GA LLH # _____

Maximum Location License Membership (5+ Locations) \$500 GA LLH # _____

Associate Membership: (Manufacturers, Distributors, Supplies, Affiliated Associations & Industries)

Level 1 Membership Professional Services \$250

Level 2 Membership Plush & Bulk \$500

Level 3 Membership Parts & Service \$1,000 GA License # _____

Level 4 Membership Distributor or Manufacturer \$2,000 GA License # _____

Total Membership Fees (Checked Category Above) \$ _____ Check Enclosed

Credit Card Number _____ Exp _____ CID _____

E-Check Account Number _____ Routing Number _____

Please make checks payable to GAMOA and mail this form with your check to:

GAMOA
 2095 HWY 211 NW • STE 2-F PMB 163
 Braselton, GA 30517

Join Online at www.gamoa.org/register.

If you have any questions, please call the GAMOA office at 770.408.0384 or email christina@gamoa.org.

MEET OUR NEW GAME PACK!



CARDINAL
Xpress

Contact Robbie Smith today at 678.787.7675
rsmith@cardinalxpress.net or sales@cardinalxpress.net

New!

SKYRISER

GRAND PRIZE
\$2,500.00

MAJOR PRIZE
\$500.00

MINOR PRIZE
\$50.00

Hottest New Game in Georgia

- 7 1/2 FEET TALL AND OVER 8 SQUARE FEET OF GAMING DISPLAY
- 43" 1080P HIGH-RESOLUTION MONITOR & A 24" 1080P PCAP MONITOR
- CUSTOM GTX-1650 GRAPHICS CARD
- FIVE NEW AND UNIQUE GAME THEMES
- ADJUSTABLE DESIGN ALLOWS FOR EASY TRANSPORTATION AND RELOCATION
- WINNER OF GAMOA'S 2020 CUTTING EDGE AWARD FOR INNOVATIVE DESIGN



Get Yours Now!
www.banillagames.com
 252.329.7977

