



# GEORGIA Amusement JOURNAL

Dedicated to serving the Georgia COAM industry  
Endorsed by the Georgia Amusement and Music Operators Association  
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A Tash Communications publication

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## New software helps manage workforce

By Paul Tash, Georgia Amusement Journal

Good workforce management is vital to the success of any business, and now a new product is available in Georgia to help convenience stores and other retail businesses manage their employees.

And for a limited time, it's free to try.

"We are looking for people who are interested in testing our employee management tool for free for a few months in exchange for feedback," said Quratul-Ann Malik, founder and CEO of Azalio.



MALIK

Azalio is an all-in-one workforce management software for convenience stores and other small to mid-sized retail businesses that manages employee attendance, communication and morale. Azalio consists of two parts:

1) a mobile app for employee operations (employees can view their schedules, check-in to work, view their tasks for the day, chat with their team and earn rewards for high performance);

2) a web-based dashboard for managers and business owners that shows employees are on time and in uniform, and allows them to recognize and reward their best performers.

"Anyone who wants to test it can email me directly at

See AZALIO Page 3

## Christmas spirit



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 with their gifts in Primero's Duluth office are, left to right back row, Mark Jefferson, legal counsel; Greg Gronau, CEO; Steve Rogers, Georgia sales manager; Michael Smith, national sales and marketing manager; Victor Kannan, CFO; front row left to right, Ariel Alston and Angela Collins, customer service specialists.



## Vegas stage is set March 15-17 for AEI

The global stage is set for Las Vegas on March 15-17 for the Amusement Expo International (AEI), the industry's most influential conference and trade show dedicated specifically to the amusement entertainment industry.

AEI is the only conference and trade show sponsored by the industry's leading professional associations: The American Amusement Machine Association (AAMA) and Amusement & Music Operators Association (AMOA), who represent this multi-billion-dollar industry. This ensures both exhibitors and attendees alike are given top-tier access to connect to the latest innovations, decision mak-

ers and leaders representing the out-of-home entertainment business.

Featured exhibit areas in the Las Vegas Convention Center will include:

- Coin-operated amusement games, music, and ATMs
- Family Entertainment Centers (FEC)
- Virtual reality
- Bulk vending
- Laser tag
- Professional service providers and suppliers

See STAGE Page 3



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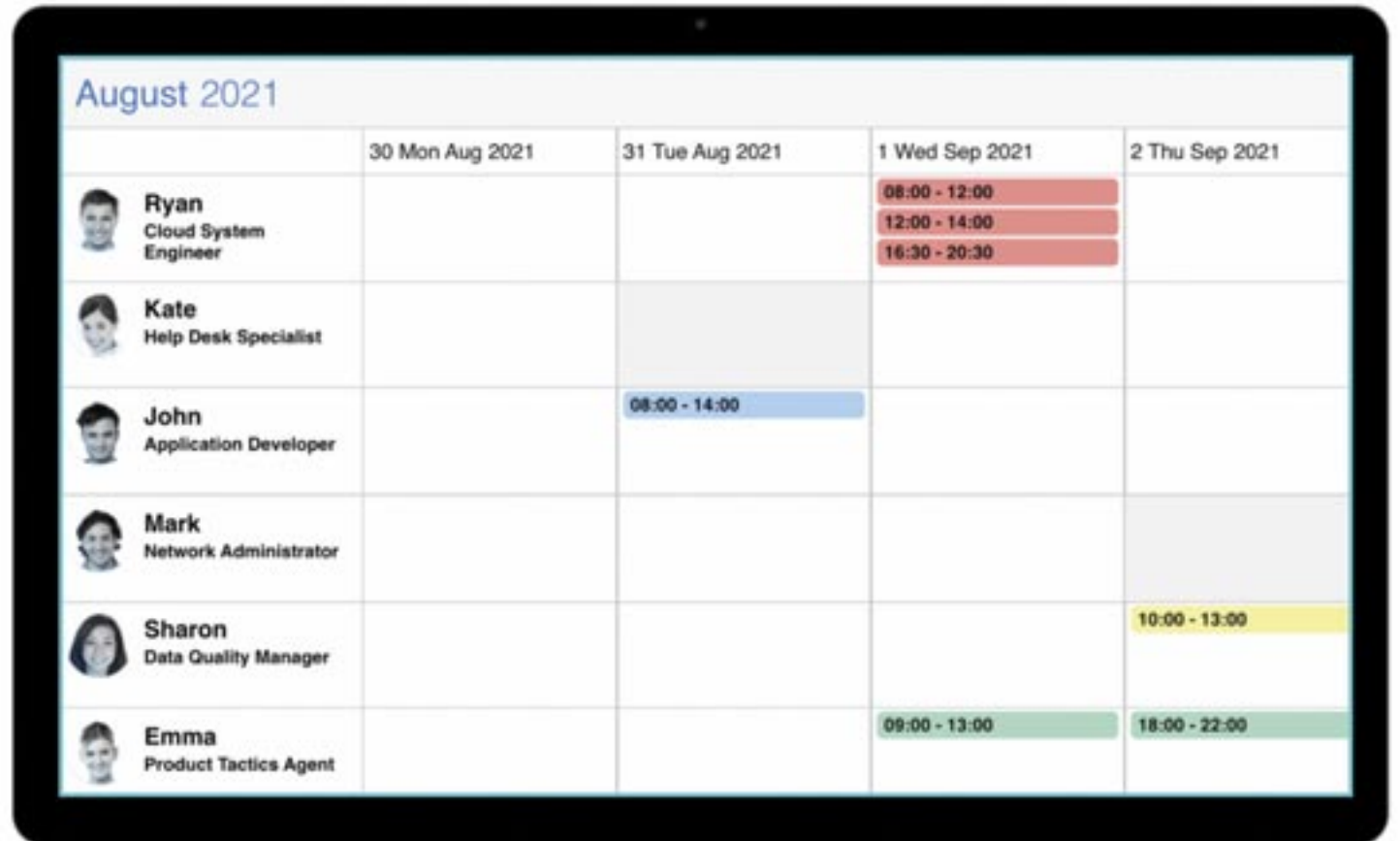
# Azalio

from Page 1

qmalik@azal.io,” Malik said. “They can learn more about it on their own and try it out at [www.azal.io](http://www.azal.io).”

Malik debuted her time-tracking and scheduling software and mobile app at the Southern Convenience Store and Petroleum Show Nov. 11 in Athens. Azal is a word that means infinity in Urdu.

**AZALIO’S** manager dashboard appears at right. Azalio is an employee management software tool.



Manager's dashboard

# Stage

from Page 1

AEI also offers added value to attendees and exhibitors through its partnership with the National Bulk Vendors Association and the Laser Tag Convention that continues to

strengthen opportunities for all in attendance. These events naturally complement each other and deliver an even stronger platform for attendees and exhibitors.

AEI provides an engaging platform for connections between suppliers, distributors, operators, and buyers with conference programs that offer a clear roadmap for a

successful future. The three action-packed days will include 25 informative sessions.

The event is the industry’s largest of the year, and attendees will find plenty of opportunities in every area of the industry and lots of ways to connect and share ideas with the best and most creative leaders in the in-



dustry.

For more information go to [www.amusementexpo.org](http://www.amusementexpo.org).

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# Journal Opinion

## Industry will miss ‘genuine’ Taylor

**By Les Schneider  
GAMOA attorney**

When I first began representing folks in the COAM industry, the Georgia Department of Revenue was the principal state agency that was involved with collecting money and regulating this industry. Although the coin-operated industry was not that agency’s highest priority, the people that I encountered were respectful and collegial like Chet Bryant and Lisa Taylor, who were enormously helpful in the treatment of the people who comprised this business community.

As to Lisa, here was a woman who genuinely liked to help folks through a government bureaucracy with as much ease and cooperation as possible. She did her job competently and in a first-rate fashion, but never forgot to treat people warmly and with compassion. She never was afraid to speak in favor of the “little guy or gal” and stood up to people in authority when they were wrong or misinformed about the correct way to apply the law to a businessperson of this state.

She cared for folks much more than for arbitrary or obfuscated “rules” which made life harder for Georgians trying to do their best to comply with the

rules of the game. She was a truth teller who pulled no punches and never tried to



**Les Schneider**

curry favor with anyone. She was genuine, direct, and had a warm sense of humor.

Her smile was real and her comments direct. To me, she always had a glint in her eye that showed me that you had to keep your job and your life in perspective. To so many, she was a lifesaver for a friendly chat or a path through the bureaucratic maze we call government regulation.

Her early passing, probably through her use of tobacco,

hurts my heart, but there are times that you lose a friend because of a bad habit. But, Lord

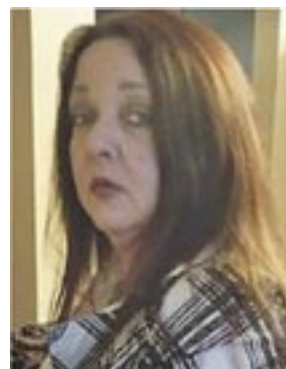
This was a woman of valor who knew the value of treating people with respect and dignity ....

are poorer for her no longer being in our midst. Being missed is a compliment when you are gone, but I can hear Lisa saying to me, “Get on with the living because the dying takes care of itself, but remember to help folks when you can. It makes you and the world better.”

Good stewardship is getting to be a lost art. Hopefully, remembering folks like Lisa Taylor is a tribute and an example that we can pass on to others. Rest easy, Lisa. I, for one, will not forget your contributions and kindness.

Many folks will truly miss her, but we are most grateful that she graced us with her presence, her sense of service, and kindness. This was a woman of valor who knew the value of treating people with respect and dignity and finding a way to add a touch of class to all her endeavors.

Lisa had faith, family, friends, and work in the proper perspective that should be a lesson for all of us. She embodied the concept that the greatest thing you can do in your life is to be a giver, because the world already has plenty of takers. Until the end of her life, Lisa gave generously to all of us.



**Lisa Taylor**

knows, this was a woman of few regrets who took hold of her life with no apologies or regrets. I will miss her ubiquitous honesty and sense of helping anyone she could. I dare say that her coworkers and supervisors did better

in their jobs and how they treated people when they followed Lisa’s example of helping first and foremost as opposed to pulling rank.

The GLC and the rest of us

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## COAM calendar

### — REPORTING DATES —

**Dec. 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.

### — MEETINGS/OTHER —

**Jan. 19:** COAM Advisory Board, Lottery headquarters, Atlanta  
**Jan. 25:** GACS Legislative Reception, Capitol  
**March 15-17:** Amusement Expo International, Las Vegas  
**April 19:** COAM Advisory Board, Lottery headquarters, 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](mailto:paul@tashcommunications.com). The Journal reserves the right not to print letters it finds objectionable.



# Journal Opinion

## Show caps rewarding year for GACS

### By Sharon Shuford GACS Membership

GACS members and other industry retailers, petroleum marketers, owners, operators, managers, employees, and industry suppliers gathered Nov. 10-11 at The Classic Center in Athens, GA, for one of the southeast's largest, most important annual industry trade shows: The Southern Convenience Store & Petroleum Show.

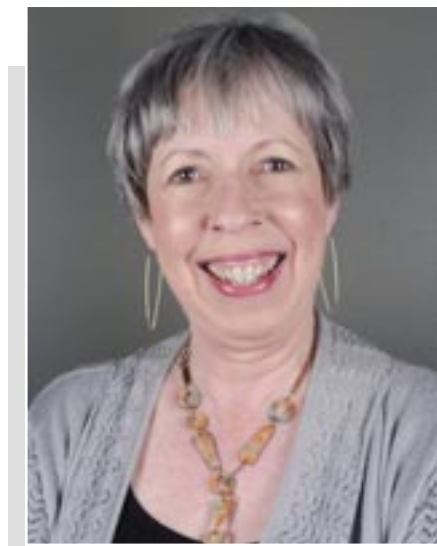
The Show capped a year of ups and downs – mostly ups – as GACS and the convenience industry pulled through a difficult yet rewarding year after the 2020 shutdowns. Before The Show started, everyone already in town enjoyed a cocktail reception and time to unwind. Show day opened with a free seminar sponsored by GACS. Because in today's post-COVID environment, finding and motivating an enthusiastic workforce is more challenging than ever, speaker and subject matter expert Linda McKenna addressed the group on What Makes Talent Tick?

Once the floor opened at 9 a.m., the flow of attendees was strong and steady, as the photo below attests to. Also on the day's agenda was the annual GACS PAC Silent Auction. The auction is usually conducted at the annual convention, but GACS tested a new format this year at The Show with bidding done online via an app. The auction tables received great in-

terest and bidding was strong – beginning even before the Show opened.

### A Look Back at 2021

Actually, 2021 started with a bit of a whimper. While GACS was extraordinarily active at the Capitol during a very active legislative session, weather and the pandemic combined in a



Sharon Shuford

perfect storm to lead the association to cancel its annual Legislative Reception in January. Nonetheless, GACS tracked almost a record number of bills of interest to the industry.

On the other hand, the annual GACS Golf Tournament attendance was close to pre-pandemic levels. Rain dampened the venue, but not the spirit of attendees, who had a great time.

The annual convention also experienced close to pre-pandemic

attendance levels. Attendees heard from several industry experts on an array of topics, ranging from mergers and acquisitions and business analytics to emerging technologies and the “new” C-Store. A facilitated breakout on issues and ideas for moving business forward was very popular, as was a session on delivery apps.

The convention agenda in-

cluded familiar events – an opening dinner, time for golf and fishing, and two cocktail receptions. It also included a reverse draw-down fundraiser to support the GACS Education Foundation, as well as a casual buffet on the second night and a closing awards luncheon – all new to the program and well received.

**G**AACS extends a huge thank you to its sponsors, whose support of the organization is invaluable.

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Finally, the annual GACS-PAC Sporting Clay tournament that was moved to December received the member and sup-

plier support and attention it was due. GACS continued to sponsor webinars throughout the year on timely topics of interest to the C-Store community. The association also added HealthiestYou to its growing list of member benefits. HealthiestYou is an online telehealth program providing an affordable health-care option for employees.

These programs are slated to be back in 2022, along with more localized workshops and a return of the GACS InStore program.

### Gratitude

Finally, GACS extends a huge thank you to its sponsors, whose support of the organization is invaluable. Despite the ongoing nature of the pandemic and all of its uncertainties, GACS' sponsors continued their support – a testament to the value GACS brings to the C-Store industry.

A good showing for a tough year, when C-Stores were on the front line 24-7, serving their customers and communities non-stop. No retrospective would be complete without thanking the workers who keep the stores open and running well.

For information about any of these programs, or to join GACS or purchase a sponsorship, contact GACS at 770-736-9723 or email Kevin@gacs.com or Sharon@gacs.com.



Photo courtesy of GACS

**THE SOUTHERN** Convenience Store & Petroleum Show, sponsored by GACS, is one of the industry's largest, most important trade shows

in the Southeast. This year's event held in Athens in November was well attended.





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# Primero names new rep for Wisconsin market

By Paul Tash

## Georgia Amusement Journal

Primero Games, the Georgia-based amusement and gaming machine manufacturer, is continuing its expansion efforts around the country and recently named Dennis Schaffer as its first Wisconsin-based sales representative.

Schaffer, who was raised in Wisconsin, has extensive experience in Wisconsin’s gaming industry and owned Midstate Amusement Games, a route operation, for about 10 years. He sold it about five years ago but continued working for Midstate until he joined Primero in November.

“I’ve been in the industry almost 15 years, mainly on the route side,” he told the *Georgia Amusement Journal* recently. “I feel like Primero is going to have a good start in Wisconsin.”

Primero’s Cadillac 2 machine is “going to open some eyes,” Schaffer said, “and we have some new games coming out in the near future.” He added that he’s received “good feedback” from operators and is looking forward to expanding Primero games into the Wisconsin’s bar and restaurant market. Operators in Wisconsin need an al-



Photo courtesy of Primero Games

cohol license to provide gaming.

“The perception of them (Primero games) is definitely out there,” he said. “I know Primero is going to do well. We’ve got a good product. The games speak for themselves.”

**DENNIS SCHAFFER** stands outside Primero’s office recently. Schaffer is the new sales representative in Wisconsin for Primero.

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ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE
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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



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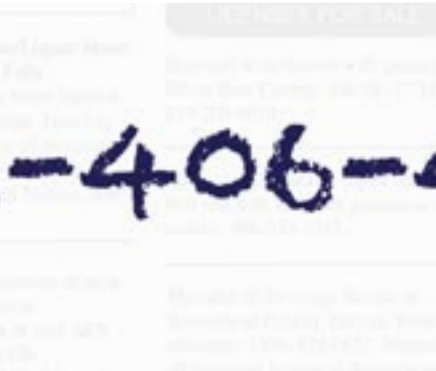
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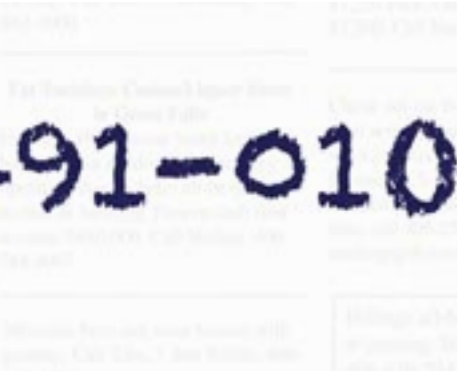


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