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# GEORGIA Amusement JOURNAL

Dedicated to serving the Georgia COAM industry  
Endorsed by the Georgia Amusement and Music Operators Association  
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## 'We have come a long way'

### COAM staff reviews stats, advice at GAMOA meeting

By Paul Tash

Georgia Amusement Journal

A good turnout for the Georgia Amusement and Music Operators Association's membership meeting on Valentine's Day heard some lovely news about the state of the industry.

Mike Parham, vice president of the Georgia Lottery's Corp.'s COAM Division, gave a rundown on a variety of subjects, including some numbers that showed the COAM industry's continued growth.

"Net revenues are \$38 million ahead of this time last year," he said.

In addition, the second highest revenue total for one day was recorded on Feb. 1, and Parham said March 1 of this year has a chance to "break the record" for a single day, set March 2 of last year at \$3.6 million. The average per-machine revenue per day has climbed to about \$91, he added.

A total of 4,563 locations and about 22,100 Class B machines were in the market place at the time of the meeting, Parham said.

"The number of active machines has been growing," he said. "We like to see that ... we like to see you put more machines out there."

So far this year, \$1.48 billion has been "inserted into those machines," which is on pace to break last year's record of \$2.47 billion.

"That's just incredible," he said. "We have come a long way."

The growth, he said, is a testament to the industry's success in "getting the machines out of the back room" and improving the industry's "legitimacy."

With the May 1 license renewal deadline still a few months out, Parham said now is a good time Master License Holders (MLHs) "to meet with your locations" and review the application

See INDUSTRY Page 8



Paul Tash photo

**PROGRESSIVE GAMING** Solutions President Roscoe Holmes and Trestle owner Maya Shannon announced a partnership Feb. 14 that makes PGS the exclusive distributor for Trestle products in the Georgia market.

### PGS agrees to provide 'full-service' Trestle products

By Paul Tash, Georgia Amusement Journal

Georgia distributor Progressive Gaming Solutions (PGS) and Texas-based manufacturer Trestle Corp. recently announced a partnership to provide operators and locations in Georgia "a full-service" product offering.

"We're excited," Trestle owner Maya Shannon said. "This is a great opportunity."

Shannon and Roscoe Holmes, president of PGS, spoke to the *Georgia Amusement Journal* prior to the Georgia Amusement and Music Op-

See PARTNERS Page 10



## Amusement Expo ready to go in Vegas

The 2019 Amusement Expo International will be back in Las Vegas March 26-28 in the North Hall of the Las Vegas Convention Center, according to information provided by the Expo.

The Expo, the annual event for the coin-op and revenue-generating amusement, music and family entertainment industry, is a three-day program featuring one day of education and two days of exhibits. A focal point for the industry, the Expo serves as a showcase



for the latest new equipment for the trade; provides hands-on information for buyers and sellers of the industry; and acts as the primary face-to-face conduit between trade partners in the coin machine business.

Like many industry trade events, the Amusement Expo International is the annual business barometer for the marketplace it serves. For those who need to keep abreast of the latest developments or want to

See EXPO Page 10



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# Banilla's technician event 'a great day'

By Paul Tash

Georgia Amusement Journal

The third annual Workshop and Technician Appreciation Day held, hosted Jan. 31 in Duluth by Banilla Games, drew over 200 participants, organizers said.

"It was a great day," said Brooks Lee, Banilla's vice president of sales. "It was good to get operators and technicians in the same room."

Representatives from Banilla, VSR Industries, CPI/MEI, Goldfinger, and Astro discussed new technology, offered hands-on technical information, and answered questions about the industry technology.

The event provides manufacturers and operators "a way for us to say 'thank you' to our technicians," Lee said. "We know they do a lot."

All COAM members and technicians were invited to attend the free event. Lunch was served, and drawings for prizes were held every half hour throughout the event.

"We gave away a lot of prizes," Lee said.

Overall participation in the



**BANILLA GAMES'** annual Technician Appreciation Day drew a record crowd Jan. 31 in Duluth.

At right, Michael "Smitty" Smith, Brooks Lee, and Kevin Morse (left to right) announce the winner of a raffle prize.



event was outstanding, he added.

"It's great to receive the support that we did from the industry."

## Connect, power up machines

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.



## 2019 COAM location sweep and master push calendar

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

\*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

## AMOA meeting good for GAMOA

**By Shawn Fellows  
GAMOA President**

Earlier this month a five-person delegation from Georgia, along with COAM leadership from across the country, gathered in San Antonio for the AMOA States Council Meeting to discuss the current business environment for the COAM industry within their perspective states.

Gaines Butler, AMOA past president; Emily Dunn, incoming AMOA president; Christina Kaiser, GAMOA executive director; Chuck Brooks, GAMOA board member; and I attended the event on behalf of GAMOA. The entire event was viewed by all attendees as a huge success. Thanks to the amazing efforts of the AMOA board and Executive Director Lori Schneider, the gathering continues to grow in attendance and in the value of its content.

This year was no exception. Speaker Paul T. Jenson, a gaming specialist from Chicago, presented an in-depth report on the impact sports wagering is having on distributed-route gaming. Jenson's presentation covered the 11 states that currently regulate distributed-route gaming and have already passed legislation to approve sports wagering.

Over the three-day event, there were numerous opportunities for machine operators from around the country to share information, offer recommendations, and trade expert ideas. On Friday afternoon the AMOA

have no desire to move to a cash model, understanding our industry's history helps us learn from past experiences.

On behalf of the GAMOA, I delivered essentially a state-of-the-state address on COAM

of us should take a great deal of pride in incredible amount of money the COAM industry here is contributing to the educational lottery in Georgia. For 2018, the COAM industry generated more than \$65 million for Hope and Pre-K programs that help send thousands of Georgia's deserving kids to school.

The entire delegation spent countless hours answering questions from other state associations and individual operators, such as, "What can we do to take our state to the next level?" or "How can we be the next Georgia?"

As the event came to a close, one theme became very clear: get involved in your legislative process and don't just leave it up to your lobbyist. Small business owners need to know their local representative or senator and educate them on industry issues. Every report that we heard from the various states all touched on this common theme. The more involved you and your members become directly equates to the overall success of your state association.

We have been very fortunate in Georgia to have so many members who have taken an active role in getting to know

**See GAMOA Page 5**



**Shawn Fellows**

**W**e have been very fortunate in Georgia to have so many members who have taken an active role in getting to know their legislators.

hosted a roundtable discussion on several topics, including gaming. This year's event had a significant focus on gaming, and the Georgia delegation took every opportunity to learn from these interactions. While we clearly remain an amusement market here in Georgia and

matters and what the industry believes to be on the horizon. The market in Georgia is gaining a great deal of attention for many reasons, but mostly because it's currently the only market in the United States that regulates coin-operated amusement machines under a state lottery. All



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## COAM calendar

— REPORTING DATES —

- Feb. 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.
- May 1:** The COAM licensing application (www.gacoam.com) opens for the 2019 licensing period (07/01/2018 - 06/30/2019) for the following:
  - Master Class A - NEW and RENEWAL
  - Master Class B - RENEWAL
  - Location Class A - NEW and RENEWAL
  - Location Class B - NEW and RENEWAL
  - Manufacturers, Distributors - NEW and RENEWAL
- July 1:** Date a \$1,000 late fee will be assessed to Location Class A and Class B licenses, Master Class A and Class B licenses, and Manufacturer and Distributor licenses that have not RENEWED for the 2019 licensing period (07/01/2018 – 06/30/2019).

— MEETINGS/OTHER —

- March 26-28:** Amusement Expo, Las Vegas Convention Center
- April 16:** GACS fundraising golf tourney, Jekyll Island GC
- April 18:** GAMOA board meeting, place TBD

# Journal Opinion

## Much learned at State Council Meeting

By **Lori Schneider**  
**AMOA Executive VP**

Over 60 state leaders and industry executives from around the country gathered in San Antonio for the annual AMOA State Council Meeting Feb. 7-9 to engage in discussion pertaining to opportunities, challenges and successes specifically when it comes to legislation at the state level.

The meeting kicked off with a legislative update from AMOA's legislative counsel, Dentons LLP based in Washington, D.C., which included an overview of the current congressional landscape and an update on the association's legislative strategy as it pertains to bank account closures. Specifically, he noted the importance of members reaching out to the AMOA office when affected by this regulatory over-reach and reiterated how powerful it is for congressional offices to hear directly from their constituents on this issue.

A new addition to this year's event was keynote speaker Paul T. Jenson, managing part-



Lori Schneider



ner with Taft, Stettinius and Hollister in Chicago. Jenson's presentation provided an in-depth look at the various forms of legalized gaming across the country along with a review of states currently proposing some form of new gaming legislation. In addition, Jenson provided an overview on sports

Specifically, he noted the importance of members reaching out to the AMOA office when affected by this regulator over-reach ....

betting, its history along with sports betting laws today.

State reports were given by 23 of the 26 states in attendance and a variety of panel discussions and round tables were conducted during the one and a half day information exchange.

As AMOA closes the books on another productive State Meeting, the focus now turns to the 2019 Amusement Expo International (AEI) taking place March 26-28 in Las Vegas. AEI

2019 kicks off with its Education Day on Tuesday, March 26, at the Westgate Las Vegas featuring keynote speaker, Kindra Hall, speaking on "The Irresistible Power of Strategic Storytelling," followed by access to 16 different breakout sessions, a networking luncheon, closing session and access to the virtual reality education track.

On Wednesday, March 27, and Thursday, March 28, you won't want to miss AEI's trade show at the Las Vegas Convention Center, North Hall. Celebrating our 10th anniversary this year, it promises to be our biggest and best yet with a sold-out trade show floor.

For more information on AMOA's programs, be sure to visit [www.amoa.com](http://www.amoa.com) or to register for the show visit [www.amusementexpo.org](http://www.amusementexpo.org). And don't forget, all AMOA members receive two free badges to the trade show.

**AMOA is the parent organization of GAMOA. For more information about the AMOA, visit [www.amoa.com](http://www.amoa.com).**

## GAMOA

from Page 4

their legislators. If you do not know your state representative and senator, make sure you get out and meet them at the next available opportunity. Local events are going on every day in your city, town or county. The time to engage your legislator is now, and the relationships you build today will have lasting effects on your industry and your business.

Another clear message that came from the AMOA meeting is the importance of UNITY, which GAMOA exemplifies. As a unified industry association, we are able to accomplish the needs of our industry and provide valuable tax dollars to state of Georgia. While the primary mission is to serve the

Master License Holder, we also represent location licensees and manufacturers on statewide issues. The advocacy work performed daily by GAMOA's talented team of government relations is second to none. Only through a unified industry are we able to strengthen our policies and provide needed input on the regulatory structure that governs our industry.

For more than 30 years GAMOA has served the needs of the men and women of the COAM industry in Georgia, as the trusted and singular voice of the industry. Through our Board of Directors, we strive every day to maintain UNITY and protect small businesses across the state for our 128-plus members. If you are not a member of GAMOA and would like to join, contact Christina Kaiser at 678-656-9825 or go to

[www.gamoa.org](http://www.gamoa.org) and click on the JOIN button in the upper right section of the screen.

Whether you are a store owner, a machine owner, manufacturer, distributor or just an employee of one of these companies, you are welcome to join and get involved. We hold five bi-monthly meetings and host the largest amusement show, the Southern Amusement and Entertainment Expo, in the state at the end of the summer. We look forward to hearing from

you and welcome the opportunity to get to know you as a valued member of the GAMOA and the COAM industry.

Our next scheduled meeting is April 18, at a venue to be determined in Gwinnett County. Look the specific venue in next month's *Georgia Amusement Journal*.

**GAMOA's mission: "To Promote and Serve Georgia's Coin Operated Amusement and Music Industry."**

### 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.

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# Industry

from Page 1

process, and if problems exist, show them how “to straighten up their applications.”

One of the most common problems with applications, he said, is

when a location lists the business address the same as the home address.

“Those should be two different addresses,” he said.

In addition, he said, locations should have filed taxes, and paid any taxes due, before applying for renewal.

He also asked MLHs to remind their locations to “respond immediately to emails regarding license applications.” Tardy replies can lead to delays in the application process, he said.

“You’ve got to be that constant reminder that the application has to be renewed,” he added.

Parham also praised the three retail seminars last year that GAMOA helped sponsor and that Lottery regulators participated in. The seminars, which provided location owners information on a variety of COAM-related subjects, “were very beneficial to the industry,” he said.

“We would be more than happy to



Paul Tash photo

**JOHN HEINEN**, senior vice president of the GLC's COAM Division, talks to GAMOA membership Feb. 14 in McDonough.

## Decommission procedure

The proper procedure to decommission coin-operated amusement machines (COAMs) can be found on the COAM Division website, [www.gacoam.com](http://www.gacoam.com). The COAM decommission procedure should be followed when there is:

- A change of master, change of ownership, or cancellation letter received by GLC;
- A COAM game board swapped out with a different game;
- A COAM malfunction.

To proceed with the decommissioning:

1. Call Intralot before disconnecting the COAMs from a location before removing COAMs from a location. The Master License Holder (MLH) needs to contact the Intralot Hotline at 877-261-6242 to properly decommission COAMs. The COAMs must be connected to the site controller at this time.

2. Intralot will let you know when the COAMs are decommissioned. The Intralot representative will perform steps on the Intralot system that prepares the COAMs for the decommission. Once the steps are complete, Intralot will notify the MLH the machines have been decommissioned.

3. Disconnect decommissioned COAMs from the site controller.

Decommissioned COAM(s) now can be removed from the location. It is imperative MLHs follow all operational and technical procedures in order to ensure accurate reporting of financial data to the Central Accounting System.

have more of those,” he said.

The COAM Division's website “has a new, fresh look,” Parham added, and he urged input from industry members to help the Lottery continue to refine the site.

“We’re always looking for feedback,” he said. “We listened to you and incorporated many of your suggestions.”

### Rule enhancements

On another topic, John Heinen, senior vice president of the COAM Division, said regulators have pushed the pause button on plans to enact potential COAM 13.4 rules that have been discussed over the past year. Regulators initiated discussion of new rule “enhancements” to provide a roadmap for future industry advancements.

“We want to help the market to mature,” Heinen said.

“Brainstorming sessions” were held with operators, location owners, and manufacturers in 2018, but the rules package has progressed only to a general outline. However, Heinen said the discussion was good for the industry “to be proactive and prepare for the future.” He said he expects discussions to continue, and the potential rules to evolve, but nothing is expected in the near future.

“We’re not going to sneak a bunch of new rules on you,” he said.

### New inspections

Tony Williams, COAM's lead investigator, reported to the GAMOA membership that the division's new pre-licensing inspections have had beneficial effects.

The inspections “allow us to be

pro-active in our efforts to license legitimate businesses,” he said. The inspections are improving compliance, he said, to ensure that locations, for example, have appropriate redeemable merchandise to meet the requirement that at least 50 percent of revenues comes from business other than COAMs.

The pre-licensing inspections also make sure the business is open and active, has a business location (not a residence), and has a readily accessible owner.

Heinen said the pre-licensing inspections are a “game-changer regarding the appearance of your industry” by helping to avoid blackeyes created when locations don't comply with the rules.

“The good news is, you guys are getting better,” he said. “Compliance is improving. Knowledge is increasing.”

### Decommissioning

Chris Boncek, senior COAM operations specialist, reviewed the procedures (see inset) and reiterated the importance of decommissioning machines.

“Removing these machines correctly is just as important as installing the machines,” he said.

If not done correctly, he added, the operators could face “heavy fines.”

Parham urged MLHs to talk with their technicians about it.

“Make sure your technicians understand the process of decommissioning machines,” he said.

The proper decommissioning procedure can be found on the COAM Division website, [www.gacoam.com](http://www.gacoam.com).

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# Partners

from Page 1

erators Association (GAMOA) board meeting in McDonough Feb. 14, when the announcement was made.

PGS will be Trestle's "exclusive distributor" of its wide range



skill-based games ready to go. The gaming solutions are "fully customizable," she said, and can be purchased with wood or steel cabinets and single, dual and vertical monitors in a variety of sizes with infrared or capacitive touchscreens.

Another exclusive product is the Wireless Accounting System Protocol (WASP), a route-management system for master licensees to monitor all their locations



remotely. The system features a website that allows masters to view all machines in real time using a computer or smart phone.

Other Trestle products PGS will be offering, Holmes said, include graphics cards, bill acceptors, anti-theft devices, power supplies, wiring harnesses, printers, chairs and stools.

"We're really expanding," Holmes said of PGS, which is also the exclusive distributor in Georgia of the popular Axes Card System.

Shannon and Holmes began discussing a potential partnership after meeting at the GAMOA trade show last September (another example of the impact that show can have). A few months later, and the deal is done.

"We are a full-service product company," Shannon said, adding that Trestle offers products in variety of markets in the United States and abroad.

**TRESTLE** products now available in the Georgia market include the vertical screen metal cabinet and the WASP route-management system.

of products, Shannon said, including its own "Gold Club" multi-game platform with a variety of

# Retail Matters

## C-store news

### New firm handling GACS publications

The Georgia Association of Convenience Stores (GACS) has recently partnered with bridgital, an advertising and design company, to handle all publishing and advertising for GACS, including the association's quarterly magazine *GACS Today* and its annual membership directory.

"bridgital will be a great asset to the GACS team," said GACS President Angela Holland, GACS. "We have worked with one of the founders, David Skinner, for years; our ongoing relationship makes the transition seamless for our members."

bridgital's clients have included Home Depot, Target, Hanes, Citi Bank, and Mercer and West Georgia universities. Skinner and Jann Marthaler formed the company in 2005.

Association members who advertise in GACS publications will not see a rate increase in 2019 as a result of the new partnership. To receive a 2019 GACS Media Kit or to learn more about advertising in GACS publications, visit [www.gacs.com](http://www.gacs.com).

### GACS makes call for membership

Those who own or operate stores in Georgia or provide products and/or services to the Georgia convenience store industry are invited to join fellow retailers and suppliers and support Georgia Association of Convenience Stores (GACS) through a membership investment.

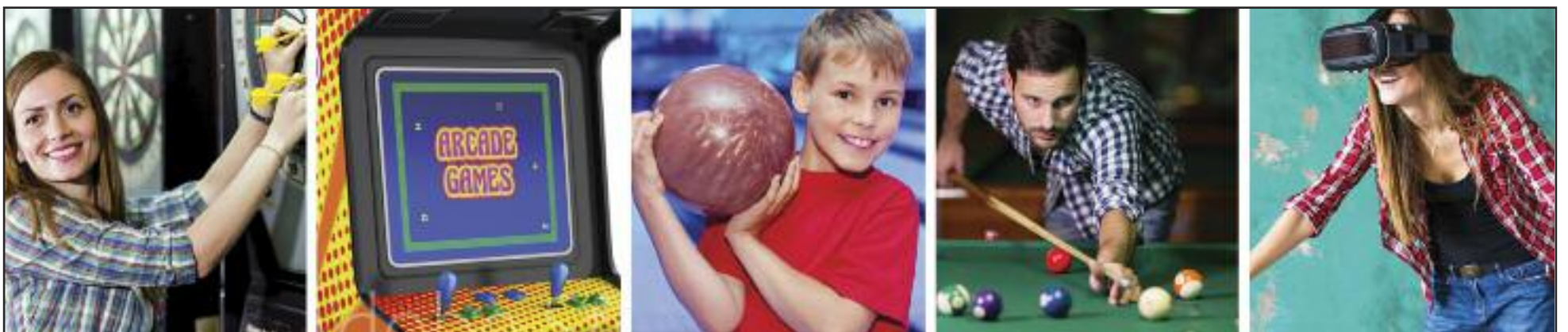


GACS members not only receive member-only benefits, the association says, but membership dues help provide the resources that enable GACS to be the premier voice of the convenience store industry with elected and regulatory officials on a year-round basis.

Membership benefits include:

- Legislative representation at the Georgia General Assembly (Jan-April);
- Regulatory representation with state agencies;
- Updates on issues that affect your bottom line;
- Networking opportunities with fellow retailers;
- GACS Educational Foundation Scholarships for employees;
- GACS educational programs and training;
- Quarterly *GACS Today* magazine;
- Annual GACS Membership Directory - reference point when looking for industry vendors;
- Industry and regulatory signage for your locations;
- One complimentary convention registration - \$295 value;
- And, the GACS health insurance program.

GACS was founded in 1973 by convenience store owners and operators to create a united voice within the Georgia General Assembly. GACS advances the business success of its members and the convenience store industry through political engagement, knowledge circulation and relevant services. GACS represents roughly 200 companies in Georgia. To learn more, visit [www.gacs.com](http://www.gacs.com).



# Expo

from Page 1

maintain valuable contacts with fellow coin machine business men and women, the annually-con-

ducted Expo is the place to be.

The AMOA (Amusement and Music Operators Association) and AAMA (American Amusement Machine Association) have teamed up as co-sponsors to develop a 3 day program that brings new technolo-

gies, networking possibilities, and information education all under one roof.

The format will begin with a full day of education sessions beginning on Tuesday, March 26, These compelling educational ses-

sions will address timely topics and provide useful information for all who attend. Two full days of exhibit time will follow on Wednesday, March 27, and Thursday, March 28.

For more information, visit [www.amusementexpo.org](http://www.amusementexpo.org).

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**DON'T BE FOOLED BY OTHER CARD SYSTEMS – ASK FOR TITAN®**

**EXCITING NEW FEATURES!**



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- Automatically generates reports making you completely audit ready for audits by state agencies
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*Use the card system that is easy to use and liked by players!*

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- Switch out any under performing game within 6 months for FREE
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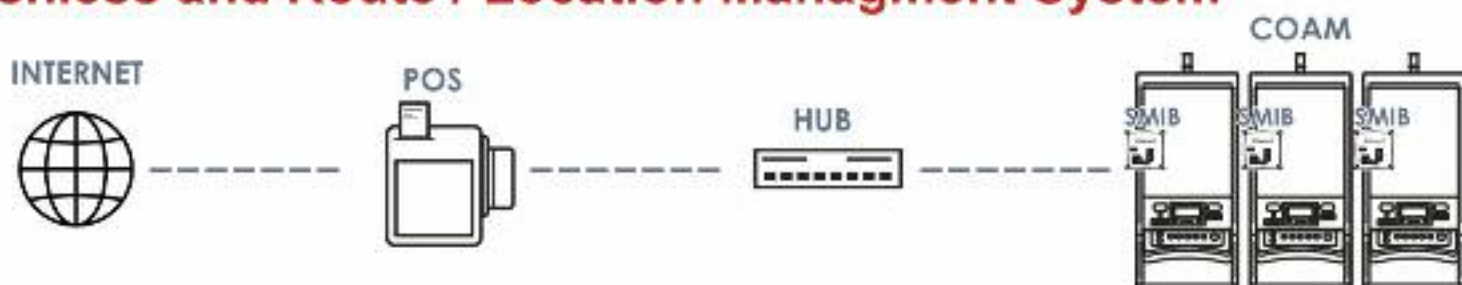


- COAM Reporting System
- Redemption Assignment and reporting (Grocery/Gas/Store Card) Audit Printout during GLC Inspections
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- Add Credits from POS
- Works with or without Bill Acceptors
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## Membership Application

Operators, Locations, Manufactures, Distributors & Suppliers

Company Name \_\_\_\_\_  
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 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 5<sup>th</sup> 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** \_\_\_\_\_  
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 Braselton, GA 30517

Join Online at [www.gamoa.org/register](http://www.gamoa.org/register).

If you have any questions, please call the GAMOA office at 770.408.0384 or email [christina@gamoa.org](mailto:christina@gamoa.org).

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### EQUIPMENT FOR SALE

**ATTENTION, CLASS A BUSINESSES!**  
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### HELP WANTED

Need good help right now? Advertise here in the Journal classifieds to find that perfect employee. People reading the Journal are already familiar with the COAM industry and/or convenience stores. Call 406-491-0100 or email us at paul@tashcommunications.com.

### WANTED TO BUY

Readers of the Journal are in the retail business and likely will have the equipment you're looking for, from pool tables and bar stools to refrigerator units and retail shelves. Call 406-491-0100 or email the Georgia Amusement Journal at paul@tashcommunications.com.

# HAVE SOME EQUIPMENT YOU WANT TO BUY OR SELL? LOOKING FOR SOME HELP??

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Contact Lyle Dunham, Broker  
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**UPTOWN BUTTE BAR**  
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Degrass Victorian style bar with a full bar top and steps. All-Beverage license included - OK for gaming and beverage serving. The 1,300 sq space is on a 1st floor.  
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**Fat Tuesday's Casino/Liquor Store**  
in Great Falls  
Excellent 10th Avenue South location. Perfect street in Montana. Full-key operation that includes all licenses & building. Proven income. \$650,000. Call Nancy, 406-586-8559

**Silver Bow County** 406-991-2734 or 619-291-9619  
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**Missoula beer and wine license with gaming.** Call Tom, 3 Star Realty, 406-570-7947

**EQUIPMENT FOR SALE**  
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**CONTINENTAL DIVIDE RESTAURANT & BISTRO**  
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Stand alone 2,100 sq ft building on 3 acres. Excellent, like new kitchen equipment, large dining area with a covered outside patio. This is an excellent building, full license with gaming. Located just outside the south end of Ennis on Hwy 287 and Geyser St. in a spectacular place in Montana. Ennis is by the Madison River and is one of the best trout fishing spots in America. \$495,000.  
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