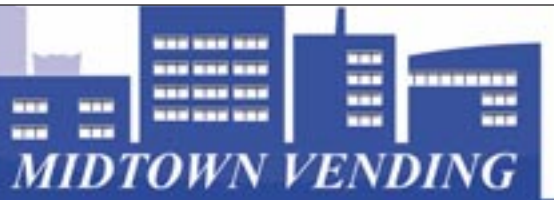


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# GEORGIA Amusement JOURNAL

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

January 2020

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## Big industry confabs coming

### Huge Expo leaves Strip for 'Big Easy'

The Amusement Expo International (AEI) takes a one-year break from Las Vegas and heads south to New Orleans for its annual gathering of equipment, ideas and industry executives.

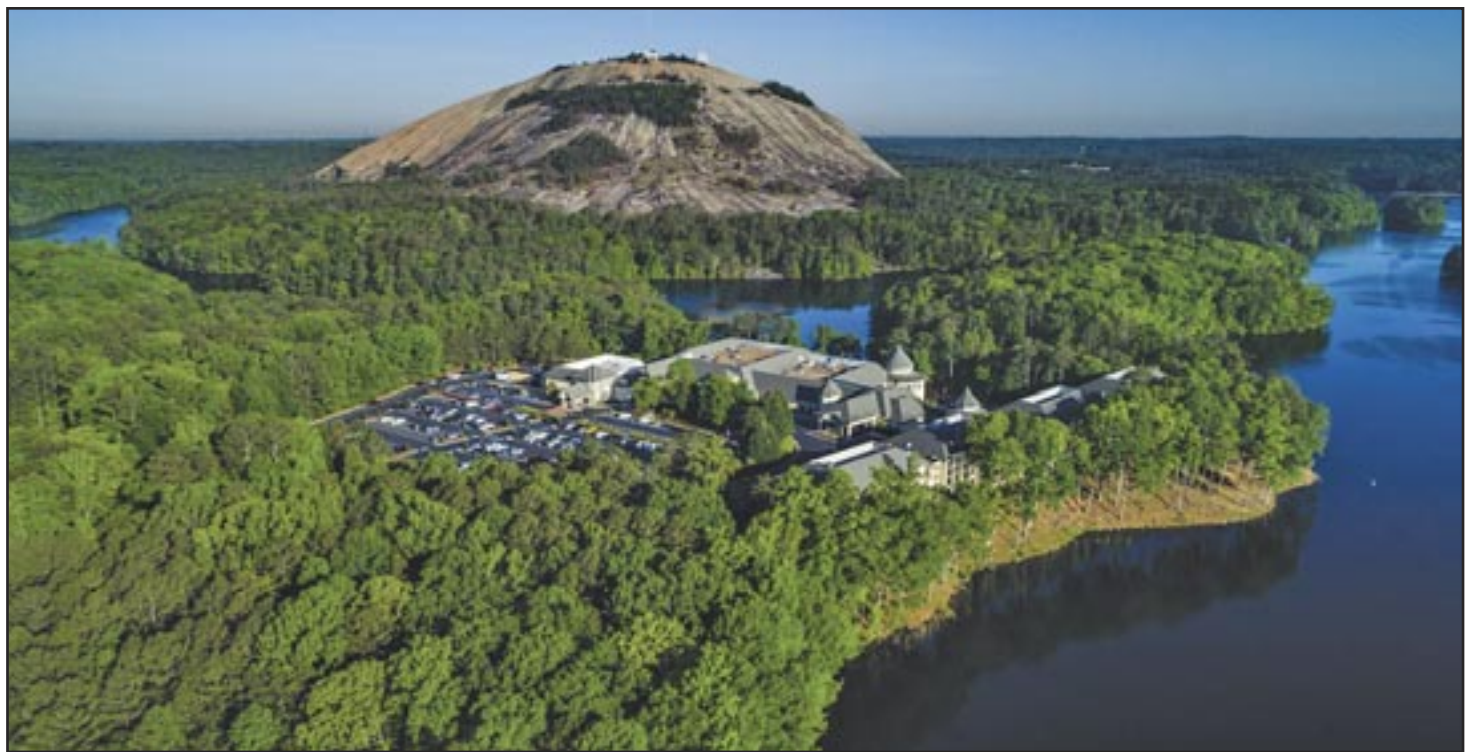
"Jazz Up Your Business in the Big Easy!" is the theme for this year's 2020 AEI March 9-11, with Expo Education Day kicking things off Monday, March 9, followed by two days of exhibits Tuesday, March 10, and Wednesday, March 11. In addition to changing the location for next year, the schedule



for AEI will also shift by a day, to a Monday-Wednesday pattern (from the previous Tuesday-Thursday time frame).

The Hilton New Orleans Riverside – the headquarters hotel – will host the 2020 AEI Expo Education Day, while the nearby Ernest N.

See EXPO Page 6



File photo

STONE MOUNTAIN PARK, just 15 miles east of Atlanta, is hosting the global FEC Summit at the

end of this month. The Summit is an educational event for FEC owners and operators.

### Stone Mountain hosts global FEC Summit

Georgia's own Stone Mountain Park will host operators of Family Entertainment Centers from around the world for the IAAPA FEC Summit 2020 at the Atlanta Evergreen Marriott in Stone Mountain, GA, Jan. 26-28.

The yearly event provides a great environment for operators to learn the latest best practices and share ideas to run successful FECs.

Stone Mountain Park is located just 15 miles east of Atlanta. The 3,200-acre facility is Georgia's most-visited attraction.

AAPA FEC Summit is an educational event for FEC owners and operators with a specific focus on

building the skill sets necessary for success in the attractions industry. The seminars and sessions are particularly relevant to entrepreneurs.

Attendees can expect to experience three days of learning and fun. Early registration by Jan. 17 is urged because registration requires approval. Facility operators will learn their status within 48 hours of registration. A limited number of non-sponsor manufacturer, supplier, and consultant registrations will be available.

Registration fee includes admission for one non-sponsoring manufacturer, supplier and/or consultant

See SUMMIT Page 3



## Banilla again to host event for technicians

**Georgia Amusement Journal**  
Banilla Games, along with representatives from VSR Industries, CPI/MEI, Goldfinger, and Astro, will host its fourth annual Workshop and Technician Appreciation Day Thursday, April 2, from 10 a.m. to 2 p.m. at Sonesta Gwinnett Place in Duluth.

Representatives from each



company will discuss new technology, offer hands-on technical information, and answer questions about the industry.

Though Banilla is still finalizing details, the event has built a great reputation in the COAM industry, bringing together about 200 operators and technicians.

"It's always a fun day," said Michael "Smitty" Smith of Banilla. "It's great to show appreciation for

See TECHNICIAN Page 5



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# Summit

from Page 1

bringing two qualified facility operators (must be an owner or senior manager of a Family Entertainment Center).

### What is the IAAPA?

IAAPA, the International Association of Amusement Parks and Attractions, is the premier trade association representing the diverse and ever-changing attractions industry. IAAPA, with over 6,000 member companies from over 100 countries, hosts global events and conferences that “spread successful ideas and practices,” its website says.

“We also provide valuable tools and resources that make all of our businesses smarter, safer, and more profitable while delivering guest experiences that surprise and delight.”



The Global Association for the Attractions Industry

## FEC Summit agenda

### Sunday, Jan. 26

5 - 6:30 p.m. – **Registration Open**  
6:30 - 9 p.m. – **Welcome Reception**

### Monday, Jan. 27

7:30 - 8:15 a.m. – **Breakfast**  
8 a.m. – **Welcome Remarks**  
8:30 a.m. - 1 p.m. – **FEC Keynote with Workshop I Scaling Up Profit Cash and Value**  
1 - 2 p.m. – **Lunch**  
2 - 8 p.m. – **Behind the Scenes at Andretti's Indoor Karting & Games**

### Tuesday, Jan. 28

7:15 - 8:30 a.m. – **Breakfast**  
8:45 a.m. – **Welcome Remarks**  
9 - 10 a.m. – **Education Session I Launch into Arcade Panel**  
10 - 10:30 a.m. – **Networking in Sponsor Zone**  
10:30 a.m. - 12:30 p.m. – **Education Session I 2020 Vision for Arcade Operators**  
12:30 - 1:30 p.m. – **Lunch**  
1:30 - 2:30 p.m. – **Education Session I Risk Management**  
2:30 - 3:30 p.m. – **Education Sessions I Operators and Entrepreneur Panel**  
3:30 - 4 p.m. – **Sponsor Zone Spotlight**  
4 - 6 p.m. – **Farewell Toast**

### Wednesday, Jan. 29

**IAAPA FEC Summit Post Tour**  
– Axis Replay in Atlanta  
– Malibu Grand Prix in Norcross  
– Tiny Towne in Norcross  
– Stars and Strikes in Stone Mountain  
– Urban Air Adventure Park in Lawrenceville



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



ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE	ACCOUNTING WEEK START	ACCOUNTING WEEK END	LOCATION SWEEP DATE	MASTER PUSH DATE
29-Dec-19	04-Jan-20	08-Jan-20	14-Jan-20	28-Jun-20	04-Jul-20	08-Jul-20	14-Jul-20
05-Jan-20	11-Jan-20	15-Jan-20	22-Jan-20*	05-Jul-20	11-Jul-20	15-Jul-20	21-Jul-20
12-Jan-20	18-Jan-20	22-Jan-20	28-Jan-20	12-Jul-20	18-Jul-20	22-Jul-20	28-Jul-20
19-Jan-20	25-Jan-20	29-Jan-20	04-Feb-20	19-Jul-20	25-Jul-20	29-Jul-20	04-Aug-20
26-Jan-20	01-Feb-20	05-Feb-20	11-Feb-20	26-Jul-20	01-Aug-20	05-Aug-20	11-Aug-20
02-Feb-20	08-Feb-20	12-Feb-20	19-Feb-20*	02-Aug-20	08-Aug-20	12-Aug-20	18-Aug-20
09-Feb-20	15-Feb-20	19-Feb-20	25-Feb-20	09-Aug-20	15-Aug-20	19-Aug-20	25-Aug-20
16-Feb-20	22-Feb-20	26-Feb-20	03-Mar-20	16-Aug-20	22-Aug-20	26-Aug-20	01-Sep-20
23-Feb-20	29-Feb-20	04-Mar-20	10-Mar-20	23-Aug-20	29-Aug-20	02-Sep-20	09-Sep-20*
01-Mar-20	07-Mar-20	11-Mar-20	17-Mar-20	30-Aug-20	05-Sep-20	09-Sep-20	15-Sep-20
08-Mar-20	14-Mar-20	18-Mar-20	24-Mar-20	06-Sep-20	12-Sep-20	16-Sep-20	22-Sep-20
15-Mar-20	21-Mar-20	25-Mar-20	31-Mar-20	13-Sep-20	19-Sep-20	23-Sep-20	29-Sep-20
22-Mar-20	28-Mar-20	01-Apr-20	07-Apr-20	20-Sep-20	26-Sep-20	30-Sep-20	06-Oct-20
29-Mar-20	04-Apr-20	08-Apr-20	14-Apr-20	27-Sep-20	03-Oct-20	07-Oct-20	14-Oct-20*
05-Apr-20	11-Apr-20	15-Apr-20	21-Apr-20	04-Oct-20	10-Oct-20	14-Oct-20	20-Oct-20
12-Apr-20	18-Apr-20	22-Apr-20	28-Apr-20	11-Oct-20	17-Oct-20	21-Oct-20	27-Oct-20
19-Apr-20	25-Apr-20	29-Apr-20	05-May-20	18-Oct-20	24-Oct-20	28-Oct-20	03-Nov-20
26-Apr-20	02-May-20	06-May-20	12-May-20	25-Oct-20	31-Oct-20	04-Nov-20	10-Nov-20
03-May-20	09-May-20	13-May-20	19-May-20	01-Nov-20	07-Nov-20	10-Nov-20*	17-Nov-20*
10-May-20	16-May-20	20-May-20	27-May-20*	08-Nov-20	14-Nov-20	18-Nov-20	24-Nov-20
17-May-20	23-May-20	27-May-20	02-Jun-20	15-Nov-20	21-Nov-20	25-Nov-20	02-Dec-20*
24-May-20	30-May-20	03-Jun-20	09-Jun-20	22-Nov-20	28-Nov-20	02-Dec-20	08-Dec-20
31-May-20	06-Jun-20	10-Jun-20	16-Jun-20	29-Nov-20	05-Dec-20	09-Dec-20	15-Dec-20
07-Jun-20	13-Jun-20	17-Jun-20	23-Jun-20	06-Dec-20	12-Dec-20	16-Dec-20	22-Dec-20
14-Jun-20	20-Jun-20	24-Jun-20	30-Jun-20	13-Dec-20	19-Dec-20	23-Dec-20	30-Dec-20*
21-Jun-20	27-Jun-20	01-Jul-20	08-Jul-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 and Friday may delay the availability of the Location Period Accounting Report on the following Monday

## 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 Li-



cense 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.

# Journal Opinion

## COAMs can solve education needs

**By Shawn Fellows  
GAMOA President**

Welcome, 2020. As we rang in the new year and kick off a new decade, I can't help to reflect on the amazing changes through innovation that happened over the last 100 years. Just think about the technological advances that have occurred, from Henry Ford's Model T to Tesla's autonomous car, from Graham Bell rotor phone to Apple/Android smart phones, and from silent movies to Netflix.

Not to mention that in 1920 the country was still under Prohibition, and today much of the country is contemplating legislation to legalize CBD or marijuana. While the recent changes within the COAM industry may not be as dramatic, they are no less important to our members. The whole journey began in 2010 when the Georgia Supreme Court determined the skill-based amusement machines were legal. Then in 2013, the Legislature passed into law

HB487 which clarified a three-tier licensing structure and established the first regulated framework for coin-operated amusement machines (COAM) in the country. The law brought about many changes, including regulatory control by the Georgia Lottery Corp. and taxes on revenues to help fund Hope and Pre-K programs. Last year the COAM industry contributed more than \$60 million to these educational programs, with projected revenues to reach more than \$88 million in 2020.

Changes have varied from strict licensing guidelines, connectivity of all COAMs to the Lottery's central accounting system, routine site inspections, monthly hearings, as well as quarterly COAM Advisory Board meetings. The result is a growing and vibrant COAM industry that has experienced exceptional growth over the last six years. Prior to 2013, a very limited number of man-

ufacturers and significantly better revenues. The daily average net revenue from COAMs in Georgia has grown almost 50 percent since December 2015 when 100 percent of the machines were connected to Central Accounting Systems. Master operators continue to make substantial investments into these new COAMs to secure long-term relationships with their retail location owners while increasing profitability.

What do we hope to see for the COAM industry in Georgia in the years to come? It has been reported by numerous agencies that the HOPE education program will encounter financial trouble and experience cutbacks in the years to come if additional revenues are not found. We believe the COAM industry can and will provide a solid solution to help offset the shortfall of revenues needed to fully fund HOPE and Pre-K programs.

The COAM industry is comprised of some 180 master operators, 4,500 retail location

licensees and almost two dozen manufacturers and distributors. This three-tier structure provides the infrastructure to put into operation some 23,000 COAMs across the state. We believe that with a few small changes in the regulatory structure and expansion of the allowable prizes for redemption, the industry will reach 7,000 retail locations and place into operation an estimated 34,000 COAMs.

See **FELLOWS** Page 5

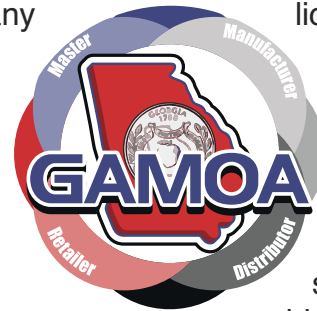


**Shawn Fellows**

**M**aster operators continue to make substantial investments into new COAMs to secure long-term relationships with locations.

ufacturers existed – one company produced about 96 percent of the COAMs. With the newly formed licensing structure and defined guidelines for manufacturers, Georgia operators now have a vast selection of manufacturers to choose from.

As the market continues to evolve, master operators are now investing in higher quality machines that offer increased security, improved player experi-



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## COAM calendar

### — REPORTING DATES —

**Jan. 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. 26-28:** FEC Summit (IAAPA) – Stone Mountain, GA  
**Feb. 20:** GAMOA membership meeting – Lilburn, GA  
**March 9-11:** Amusement Expo International – New Orleans, LA

### 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

## AMOA's State Council to meet Feb. 13

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

AMOA will conduct its annual State Council Meeting at the Renaissance International Plaza in Tampa, FL, beginning Thursday, Feb. 13, through Saturday, Feb. 15.

The annual gathering provides a comprehensive forum for state leaders to engage and share challenges and opportunities in their respective regions.

The annual AMOA event is open to state association executives and state association leaders across the country. States currently without a state association are encouraged to come and engage with other state leaders.

Sponsorships are also available for this important industry meeting. Sponsoring companies are invited to send a representative to sit in on the meeting and participate in networking functions throughout the event.



**Lori Schneider**

The annual gathering provides a comprehensive forum for state leaders to engage and share challenges and opportunities ....

For additional information regarding the 2020 AMOA State Council Meeting, contact Lori Schneider at or by calling the AMOA headquarters at 1-800-937-2662.

In addition, plan now to attend the 2020



participant in the AMOA State Council. Visit [www.amoa.com](http://www.amoa.com).

Amusement Expo International March 9-11 in New Orleans, LA. Expo Education Day takes place Monday, March 9, at the Hilton New Orleans Riverside (AEI's headquarter hotel) and the Trade Show scheduled for Tuesday, March 10, and Wednesday, March 11, in the Ernest N. Morial Convention Center on Tuesday

For more information on either of these events, contact Lori Schneider at [lori@amoa.com](mailto:lori@amoa.com) or by calling the AMOA headquarters at 1-800-937-2662.

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

## Technician

from Page 1

the technicians for all they do for our industry.”

All COAM members and technicians are invited and encouraged to attend the free event. Lunch will be provided, and drawings for prizes will be held throughout the event.

Sonesta Gwinnett Place is located at 1775 Pleasant Hill Rd. in Duluth. For more information, and to RSVP, contact Banilla at (252) 329-7977.

## Villari joins Banilla sales team in Georgia

David Villari recently joined Banilla Games as its newest sales executive.

Villari brings several years of experience to the Banilla Games sales team and will work alongside Michael “Smitty” Smith to better serve the Banilla Games growing customer base in Georgia.

“We are excited to have David join the Banilla Sales Team and know his experience and work ethic will help us continue to provide the excellent service our Georgia operators are accustomed to,” said Brooks Lee, VP of Sales for Banilla Games. “David exemplifies the core values of our company, and he’s eager to hit the ground running.”

Villari has been with Banilla Games for several months and recently relocated to Georgia from Banilla's headquarters in Greenville, NC.

“I’m looking forward to settling down and working with the operators in Georgia as a Banilla Games sales executive,” Villari said.

## Fellows

from Page 4

The revenues from these 34,000 COAMs to the HOPE and Pre-K education programs would most likely exceed \$132 million. By offering new categories of prizes at the retail locations that are tied to Lottery, we could easily see additional revenues that would contribute another \$100 million. As the educational demands continue to grow across the state, the COAM industry stands ready to generate revenues in excess of \$230 million on an annual basis.

The GAMOA continues to work with stakeholders and regulators to educate the COAM industry on increased compliance, development of new technology and methods to

increase revenues for all parties. Since its inception over 35 years ago, GAMOA through its Board of Directors has helped to guide the COAM industry in Georgia as the single voice. GAMOA proudly represents the men and women of the COAM industry by providing focused efforts in the areas of advocacy, litigation and education. Since inception, our goal has and shall remain to be the unified voice for an industry that is both diverse and deep rooted in Georgia.

The Executive Committee of the GAMOA has been working with numerous trade associations related to the COAM industry to facilitate educational luncheons in the year to come. The dates and locations will be posted on the [www.GAMOA.org](http://www.GAMOA.org) website and published in the

*Georgia Amusement Journal's* February edition. Our goal is to provide an educational program that will aid retail licensees in their understanding of the laws surrounding the COAM industry and eliminate confusion. Many laws and regulations are on the books from document alignment for application, to monthly reporting obligations. We look forward to seeing you at an education luncheon very soon.

**Our annual** membership drive has begun, and membership benefits include:

- Access to industry veterans;
- Networking opportunities with manufacturers;
- Bi-monthly meetings;
- Featured exhibitors;
- Discussion panels;
- Interaction with regulators;

- Group health insurance discounts;
- Text and email notifications, and;
- Access to legislative and litigation teams.

**The next meeting** of the GAMOA is set for Feb. 20 at the Pleasant Hill Events Hall, 550 Pleasant Hill, Suite A-105, in Lilburn, GA (subject to change). Access to hosting exhibitor will begin at 11 a.m. Lunch will be served.

If you are not a member of the GAMOA and would like to attend an upcoming event, please contact Christina Kaiser at or call at (770) 408-0384.

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

# Journal Opinion

## GACS expands Lunch & Learn program

By Sharon Shuford  
GACS Membership Strategy

In response to the program's popularity, the Georgia Association of Convenience Stores (GACS) is expanding its Lunch & Learn series to 10 meetings across the state in 2020.

New markets are also being added to expand the accessibility of the program to more convenience-store owners and staff across Georgia. Those cities are Rockmart, Athens, Tifton, Augusta and Macon.

The Georgia Department of Natural Resources will kick off this year's series Tuesday, Feb. 11, in Rockmart with a discussion on its Storage Tank Program. Representatives from the department will focus on the 2020 rules changes that go into effect by the end of the year, the environmental reasons for their implementation, and how DNR can assist with compliance.

On March 10, a training expert from the Georgia Public Safety Training Centers will be the featured speaker in Athens. His focus is the difficult subject of what is and what is not legal with respect to the sale of CBD and Hemp products.

The Lunch & Learn series moves to the De



Sharon Shuford

The format is short, making it easier to get away to attend. They start at 11:30 a.m. and run no later than 1:30 p.m.

partment of Agriculture State Fuel Laboratory in Tifton on April 7, when attendees will learn about fuel flashpoint reduction and how to prevent corrosion in underground fuel tanks. They will also be given a tour of the lab. A fire safety compliance officer from the Georgia State Fire Marshall's office will speak at the May 12 Lunch & Learn in Jackson.

The full schedule for 2020 is listed in the accompanying table. More information and registration are available at [www.gacs.com/events](http://www.gacs.com/events).

The Lunch & Learn format was created by GACS to ensure education opportunities are

more available to members across the state. The meetings are designed to provide industry-relevant information to attendees in a setting that gives them access to key subject matter experts.

The learning format is short, making it easier to get away to attend. They start at 11:30 a.m. Attendees have time to grab lunch and network for a few minutes prior to the start of the meeting's presentation. All of the meetings are scheduled to wrap up no later than 1:30 pm. Time is set aside for Q&A, so attendees have plenty of opportunity to ask questions and interact with the speakers.



Meetings are closed to non-sponsoring industry supplier companies.

Lunch and Learn meetings are free for GACS members; they're open to non-members for a small fee. For information about attending or sponsoring a program, contact Sharon Shuford at the GACS office, [sshuford@gacs.com](mailto:sshuford@gacs.com).

To keep the focus on education and maximize participants' time with subject matter experts, sponsorship opportunities are limited for each event.

## Expo

from Page 1

Morial Convention Center will be the site of the AEI trade show.

AEI is the annual spring gathering for buyers and sellers in the expanding out-of-home entertainment space: the traditional amusement, music and games sector, along with the family entertainment center area, bulk vending, laser tag, virtual reality segments.

For a third straight year, the Expo is offering the popular "VR Summit" featuring a specialized education sessions and exhibits as part of the three-day event.

Bob Cooney, amusement and VR veteran, author of "Real Money From Virtual Reality" and host of the popular "Deep Dive Into the Business of VR" webinar will once again oversee this year's VR Summit.

"VR has definitively become much more of a factor in location-based entertainment," Cooney said. "The question is no longer if operators should go with VR, but which VR products they should choose. We've reached the tipping point and now is the time to capitalize."

Success stories like LAI's Vir-

tual Rabbids: The Big Ride (500-plus units sold) and Hologate (300 locations in 30 countries with over 5 million plays registered) along with the rise of big players like the VOID (15 current locations and 25 more planned) and Zero Latency (37 systems in operation across the world) made 2019 a breakthrough year for location-based VR, and 2020 is poised to be even bigger. Technology research and advisory company Technavio recently predicted that the location-based VR market will grow by \$1.48 billion by 2023.

AEI 2020's Virtual Reality Track will expose attendees to all facets of VR attractions and the location-based market. An entire day of four panels and one keynote presentation will be devoted exclusively to educating amusement operators on the rapidly maturing virtual reality space. Last year's successful lineup featured standing room-only presentations by key figures behind every major location-based VR property including Ubisoft, Dreamscape Immersive, the VOID, Zero Latency, Minority

Media, Two Bit Circus, Virtuix, and others.

Popular business consultant Larry Johnson is this year's keynote speaker Monday morning.

For 30 years Johnson has helped organizations build more productive and profitable working cultures through the development of strong leaders and dedicated employees. He has received rave reviews from more than 150,000 business, government, and health-care professionals on the topics of leadership, change, customer service, project management and honesty in business.



L. JOHNSON

Johnson is the co-author of the highly acclaimed, top-selling book, "Absolute Honesty: Building a Corporate Culture That Values Straight Talk and Rewards Integrity," as well as "Generations Inc.: From Boomers to Linksters, Managing the Friction Between Generations at Work."

He has also written countless articles, published in recognized business and association journals. Additionally, Johnson has eight years of real life experience as a manager in private sector health

care, three years as a manager in city government, and 26 years as president of his own consulting firm.

With the Las Vegas Strip serving as the backdrop for AEI during all but one of its shows, veteran exhibitors and attendees have long been accustomed to blending business and pleasure at this event. This year, show-goers will take a page out of the same playbook, when the industry invades the famed, festive French Quarter for the 2020 version of AEI.

However, stark contrasts await AEI 2020 participants in New Orleans: A long, rich history celebrating its French, Spanish and African cultural roots; amazing architecture; fabulous food (as in creole and Cajun and beignets); magnificent music (the birthplace of jazz); a fertile delta at the mouth of the mighty Mississippi River; and a multitude of museums, tours and festivals (Mardi Gras and Jazz Fest, to name just a couple).

As usual, the co-sponsoring organizations of the Amusement Expo International are the American Amusement Machine Association (AAMA) and the Amusement and Music Operators Association (AMOA).



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## Membership Application

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 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** \_\_\_\_\_  
**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

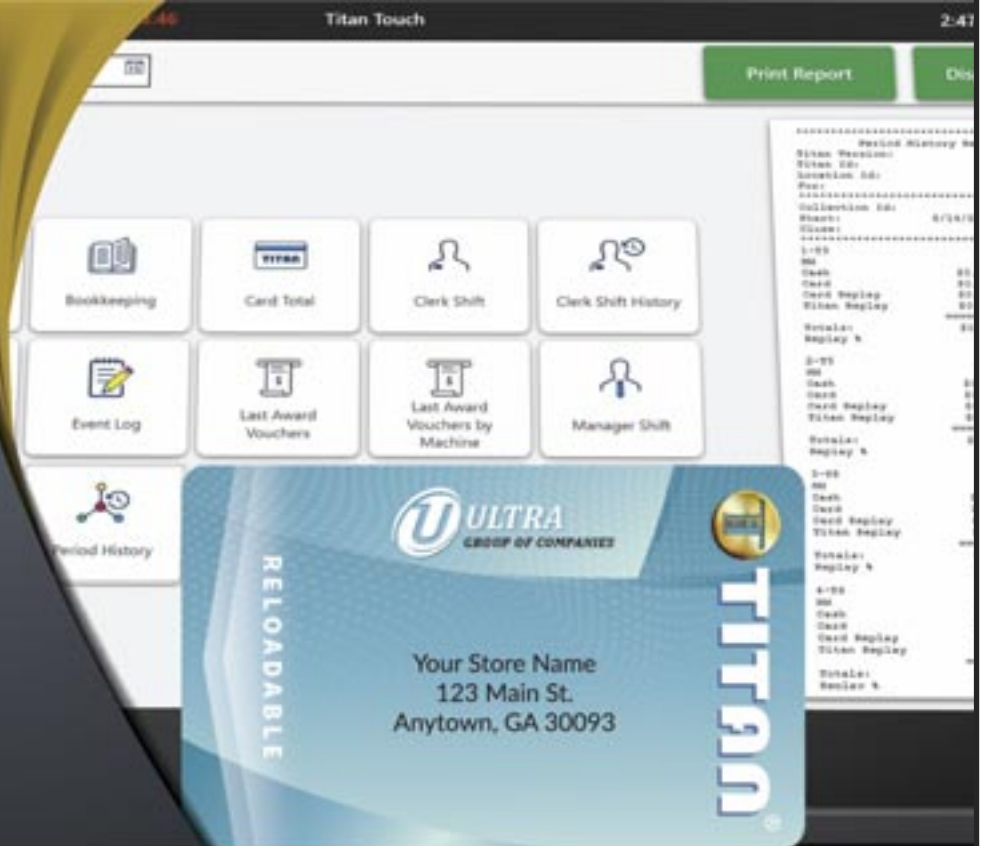
Join Online at [www.gamoa.org/register](http://www.gamoa.org/register).

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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### 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	
	Summary
Merchandise	Merchandise \$50.00
<input type="text" value="\$50.00"/>	Lottery \$25.00
Lottery	Gas \$32.75
<input type="text" value="\$25.00"/>	
Gas	
<input type="text" value="\$32.75"/>	<b>Total: \$107.75</b>
	<input type="button" value="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**

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# NEW! FUSION 4



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