

COAM Total Solution Provider!

678-695-7685



IGT, JCM,
Card & Locking Systems,
Parts and Repairs

**Cardinal,
SGS launch
new games
in GA market
- Pages 6,7**

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 November 2020 Vol. 4, Number 7

Gift card details emerge

Pilot program set to begin this month

By Jorie Tash

Georgia Amusement Journal

Redeeming winnings on Visa gift cards will be possible later this month in 328 coin-operated amusement machine (COAM) locations across Georgia as part of a pilot program that will last 4-6 months "to study how to implement (the gift card) statewide," Georgia Lottery Corp. officials said recently.

Mike Parham, vice president of the GLC's COAM Division, and John Heinen, senior vice president of the COAM Division, highlighted the specifics of the gift-card pilot program for the Georgia Amusement and Music Operators Association (GAMOA) at a lunch meeting in McDonough Nov. 12.

The program is being rolled out in 195 cities, and participating locations were chosen to be "as representative of the market as we could make it," said Parham. Chosen locations must "remain in good standing" by complying with reporting regulations and other



Paul Tash photo

PRIMERO'S Chris Ward, left, talks with Milin Patel, right, of Ria Games in Savannah about the company's latest machines at the GAMOA meeting

Nov. 12 in McDonough. Primero sponsored the event with Smart Software. In the middle is Jared Torres, Primero's new chief technology officer.

COAM laws, especially the 50% rule, and keep their contact information updated to ensure they receive communication from the

Georgia Lottery.

"This has been a long time coming," Heinen said. "This pilot program will get us to a place

where we can have an intelligent conversation with more data."

GAMOA President Shawn

See CARD Page 3



C-store industry comes together for Show

The Southern Convenience Store & Petroleum Show, sponsored by the Georgia Association of Convenience Stores (GACS), reverts back to a two-day format this year - Nov. 18 and 19 in Macon at the Centreplex.

Since GACS canceled its annual convention in June due to concerns surrounding the pandemic, the organization is bringing many of the con-

vention programming highlights to its annual Show. The expansion of the schedule allows for more education offerings for Show attendees. Education sessions are included in the schedule on both days, followed by time to spend on the Trade Show floor.

Bonnie Herzog, of Goldman Sachs, highlights the first morning.

She will share updates and foresight with respect to future buying projections during her presentation. Other Wednesday speakers include market researcher Larry Levin, of IRi, and Frank Herrera, of H New Media Law. Levin will reveal key opportunities and challenges for the convenience-store businesses from the perspective

See SHOW Page 10



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.



Card

from Page 1

Fellows agreed, calling the gift-card program a “golden opportunity” that serves as “a huge step to helping your retailers bring business inside.” The card is being developed as an option for COAM players to use for redemption.

The gift cards themselves, as well as all necessary infrastructure, are being managed by Atlanta-based company InComm Inc., which will also be responsible for providing all hardware and maintenance (Parham noted that master licensees need not be present at the locations during initial installation). InComm will also be providing a list of answers to frequently asked questions, and licensees were encouraged to direct queries to InComm. During and after implementation, “replacement



and upgrades will take place as a normal course of business,” Parham said.

The COAM Division will be reviewing data collected and analyzed by an outside consulting firm to decide if the program is viable for statewide

implementation following the pilot program, Parham said.

The primary cards are Visa with a secondary inventory of MasterCard cards available if licensees run out.

Regarding marketing, the GLC will provide a sign advertising the availability of the gift cards for each location. Any further signage or other marketing materials must be approved by the Division before being displayed, a rule that is detailed in the Location Licensee Guide found on the COAM website.

Other information includes:

- Locations must use the designated card issued by Lottery,



Paul Tash photo

GAMOA PRESIDENT Shawn Fellows discusses the opportunities of a COAM gift card during the GAMOA meeting Nov. 12 in McDonough.

which has a specific sticker on the front of the package.

- Licensees do not need a separate bank account – their existing business account is sufficient.

- Players must be 18 years old to use the card.
- Funds will be available on the cards following a one-hour delay required to help avoid any fraud during authorization.
- The minimum amount that can be loaded onto the card is \$20, and they have a maximum limit of \$500.
- The funds received do not expire, but the cards themselves do – players must call the number or go to the website listed on the card for a replacement if expiration is imminent.
- The cards can't be used to buy alcohol, tobacco or firearms to be consistent with redemption laws.
- Gift cards cannot be used at ATMs.
- Funds cannot be transferred to other locations.
- The cards are not currently reloadable, nor are they for sale – they can only be used to redeem COAM winnings.

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 sets legislative reception

By Sharon Shuford
GACS Membership

The Georgia General Assembly convenes the Monday of the first full week in January each year. This year that will fall on Jan. 11, and the Georgia Association of Convenience Stores (GACS) will be there. Unless, of course, something is changed due to the ongoing pandemic, lawmakers will return to Atlanta with new faces and possible changes in leadership, in both the House and Senate with committee assignments and chairs.

Advocacy is one of the primary pillars of GACS membership. GACS has a strong presence daily at the State capitol throughout the 40-day legislative session. With new faces and changes under the Gold Dome in 2021, the GACS Annual Legislative Day, which culminates with a legislative reception, is as critical as ever.

Legislation monitored

Legislative and regulatory representation is GACS' top priority. GACS represents c-store retailers on multiple issues, including (but not limited to) vape issues, tobacco, alcohol sales and related issues, lottery and gambling, labor and human resource issues, taxation, food and food production, transportation, fuel, and liability and tort-related issues. In 2020, GACS monitored more than 100 bills, and the number of bills impacting the c-store industry could equal or exceed that in 2021.

GACS Legislative Day and Annual Reception will take place Jan. 26, 2021. This grassroots event is one of the most important on GACS' annual calendar. The day provides GACS members with the opportunity to meet and greet Georgia's top ranking elected officials. The schedule includes ample time to "work the ropes" at the Capitol with a break for lunch, attendance at possi-



Sharon Shuford

Getting to know elected officials and offering business expertise are ways GACS members can positively impact legislative actions.

ble committee meetings, opportunities to meet and talk with legislators, and a concluding reception at the Sloppy Floyd Building.

GACS knows that coming to the Capitol can be an overwhelming and intimidating experience. GACS spends considerable time and resources preparing attendees for this annual event, providing background information, a legislative summary and talking points on current and upcoming issues, and a pre-event brief on how to prepare. The

Legislative Day opens with a breakfast and a briefing on legislative issues for attendees.

Get to know legislators

According to Angela Holland, GACS president, the most important aspect of the day is for GACS members to get to know their elected officials. When legislators make decisions about laws and regulations that could impact the convenience store industry, GACS wants them to consider the best interests of c-stores. Getting to know elected leaders and offering business expertise when questions arise are ways GACS members can positively impact legislative actions. The c-store industry is an industry built in part on relationships, and so is politics. Saying "hello" and making contact with legislators is the best way to make the GACS Legislative Day and Reception a success.

GACS' presence at the Gold Dome does not begin and end with the Legislative Day and Reception. Legislative activity can be very fast paced. During the session, GACS maintains a daily presence at the state Capitol, where Holland attends multiple committee meetings and functions with representatives from virtually every district in the state.

In fact, for more than 20 years, GACS has provided food and snacks for Georgia General Assembly Members in the House Ante Room, located adjacent to the House Chamber. Thanks to member donations,

See LEGISLATURE Page 5

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 —

- Now:** The COAM licensing application (www.gacoam.com) is open for the 2021 licensing period (07/01/2020 - 06/30/2021) 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
- Nov. 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.
- Nov. 30:** Last day to renew Location Class A and Class B licenses, Master Class A and Class B licenses, and Manufacturer and Distributor licenses for the 2021 licensing period (07/01/2020 – 06/30/2021).

— MEETINGS/OTHER —

- Nov. 17-19:** Southern Convenience Store and Petroleum Show, Macon Centreplex, 200 Coliseum Drive, Macon, GA
- Jan 12:** COAM Advisory Board (GLC headquarters or conference call to be determined).

Journal Opinion

AMOA hosts virtual ‘Day on the Hill’

By Lori Schneider
AMOA Executive VP

As the industry continues to navigate re-opening restrictions and guidance at the state and local level across the country, AMOA continues to actively advocate for its members at the federal level in Washington, D.C.

Last month, AMOA conducted a virtual “Day on the Hill” where members were given the unique opportunity to participate in a day of legislative advocacy without putting in the usual 10,000-plus steps throughout the halls of Congress. On Wednesday, Oct. 21, AMOA members participated in 12 meetings via video conferencing with Congressional offices, where discussion focused on the ongoing bank account issues, payment choice to include cash, and additional stimulus for our industry.

Given the success of last month’s legislative event, AMOA is planning another “Day on the Hill” for January or February 2021.

State Council Jan. 28

AMOA has announced it will move forward with its 2021 AMOA State Council Meeting. The meeting will be held Jan. 28-

30 at the Sheraton Mesa in Wrigleyville West in Mesa, AZ.

The AMOA State Council Meeting is another example of how AMOA continues Building Engagement in Real Life for the



Lori Schneider

AMOA is planning another ‘Day on the Hill’ for January or February 2021.

amusement and location-based entertainment industry. 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 attend as well.

A full schedule along with registration information will be available soon at amoa.com/state-council-meeting. Questions? Feel free to reach out to AMOA EVP

Lori Schneider at 1-815-893-6010 or email lori@amoa.com.

Amusement Expo May 5-7

“Game On: Re-Imagine Your Future.”

As we begin to emerge from the mandated shutdowns around the country and world, many unknowns and concerns exist about the future. With that in mind, Amusement Expo International has opted to move the dates of its annual spring event to May 5-7, 2021.

Education day will take place on Wednesday, May 5, at the Westgate Las Vegas, and the trade show will take place on Thursday, May 6, and Friday, May 7, at the Las Vegas Convention Center. Plans are underway, and additional information will be available in the coming

weeks. Visit www.amusementexpo.org for more information.

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.

Legislature

from Page 4

GACS staff is able to serve fresh breakfast pastries, coffee and tea, cereals, yogurt and fruit for breakfast, plus a wide selection of snacks, sweets, sandwiches, vegetables and other options during afternoons and evenings. Thanks to GACS members’ generosity, the organization can sustain this unique offering for the 40 days that the Assembly is in session.

To register for Legislative Day and Reception, please visit www.gacs.com/events and click on the link to the Legislative Reception event registration. There is no cost to attend for GACS members.

For assistance, contact Kevin Kirby at kevin@gacs.com or 770-736-9723 for information.



GACS photo

DURING ITS 2020 legislative reception, GACS organization leaders had an opportunity to meet Gov. Brian Kemp. Pictured above are GACS Chairman

of the Board Patrick Parker, Gov. Kemp, GACS President Angela Holland, and GACS Vice Chairman/Chairman-elect Grant Schmeelk.



New games spice up GA market

Cardinal introduces Optimum 4

By Paul Tash

Georgia Amusement Journal

After introducing the latest Optimum 4 game pack at the Southern Amusement and Entertainment Expo 2020 in August, Cardinal Xpress representatives say they've been busy following up on the momentum of that release.

The Georgia market "has responded extremely well" to Cardinal's latest game suite, said Jeff Schwartz, director of sales, which is the result of the gaming manufacturer's continuing effort to create games specific to the Georgia player.

Earlier this year, he said, the company reinforced its Georgia-based game development studio with new talents from major gaming companies.

"The pandemic provided the perfect opportunity to expand our game-development pipelines to create additional new games," said



Paul Tash photo

CARDINAL XPRESS representatives Robbie Smith (left) and Jeff Schwartz show the Optimum 4 games at the Southern Amusement & Entertainment Expo in August.

Jeff Schwartz, director of sales. "Our local team has developed a strong understanding of the preferences of the Georgia players."

The six-game suite includes two new games from Cardinal's latest Flaming Jackpot Riches fam-

ily, called "Emperor's Dynasty" and "Classic Rush." The game pack also features two successful games from its more-volatile game series Fu Gold, "Dancing Lion" and "Dancing Dragon." In addition, the new game pack includes two new games optimized for frequent bonus rounds with less volatility, "Devils Money" and "Damn Wild."

The Optimum 4 game pack will be "a great compliment to the other game packs from a volatility, replay value and theme perspective," Schwartz said.

The Flaming Jackpot Riches games "are providing a higher level of volatility for our popular hold and spins bonus round," he said, "and we improved the winning frequencies of the jackpots." The game family is represented with an

Asian and classic theme.

Optimum 4 introduces the Fu Gold game series to the players of Georgia with "Dancing Lion" and "Dancing Dragon" games. Both games offer several play options allowing the players to decide how to interact with the jackpot bonus round or to choose the level of volatility they want to experience

within the free spins bonus round.

All the games within this game pack "are

using our fast-patented slide-to-win skill feature that we initially introduced in game pack 2," Schwartz said.

"Our increase in market share and game performance are a testament of the appeal of our games and dedication to provide the best play experience within the highly competitive Georgia market."



Tom's AMUSEMENT
AN ACCEL ENTERTAINMENT COMPANY
AE

We Provide Games PEOPLE PLAY

NORTH GEORGIA 706-632-5050
GREATER ATLANTA 770-592-4840



Cardinal photo

PLAYERS CAN WIN over 500 free spins in "Emperor's Dynasty" and "Classic Rush," just like within the original Flaming Jackpot games. Also, the players will be able to see the contribution of their played games with the amount of gold coins accumulated on the top screen.

SGS launches Fort Knox

By Paul Tash

Georgia Amusement Journal
Southern Gaming Solutions (SGS), the exclusive provider of IGT machines in the Georgia market, recently launched its latest Fort Knox game set at the Southern Amusement and Entertainment Expo in August.

The Georgia market has been eager to try it out, said SGS President Angela Whitman. The new game set features six new themes – “Little Green Men,” “Red Hot Tamales,” “Ocean Magic,” “Sphinx,” “Tower Riches,” and “Wildlife Extreme.”

The headlining “Little Green Men,” Whitman said, features imaginative sound effects that “enhance the outer space illusion.” The game also features three “action-packed” bonuses, the Nebula free games bonus, the Nova free games bonus and the Asteroid pick-a-prize bonus. In the Nebula free games bonus, 10 free games are awarded with a 2X multiplier and special symbols that can award extra free games and multipliers. In the Nova free games bonus, players blast off spaceships that award free games and multipliers. In the Asteroid pick bonus, players navigate the asteroid field by picking one of five



Paul Tash photo

SOUTHERN GAMING Solutions representatives Angela Whitman and Bobbie Walker show the Fort Knox games at the Southern Amusement & Entertainment Expo in August.

asteroids revealing credit prizes, advances or additional picks.

“Each new level offers bigger prizes and increased chances for extra picks,” Whitman said.

All six games are played on the “expertly crafted” IGT Cobalt™ 27 gaming machine, she said. The Cobalt machine is a “shining example of thoughtful design that enhances the player experience,” Whitman said.

Featuring two high-definition 27” screens, an optional 24” video

topper option, integrated cabinet lighting, and durable metal button panel layout, Whitman said the cab-



inet “is designed for ultimate player comfort.”

The “superior serviceability and durability” reduce strain on staff resources, minimize downtime, and

increase return on investment, she added, while the modern cabinet design and ergonomic comfort features attract players and increase time on device.

“This cabinet provides an enhanced yet familiar player experience with improved monitor resolution, intelligent cabinet lighting, and elevated celebrations that keep players engaged,” Whitman said.

All six themes contribute to the Fort Knox progressive.








Create a contactless work environment with SMART Mobile.

- Access customer information, assets, inventory and historical data
- Manage your team remotely
- Capture photos and signatures
- Track sales, contracts and more with built-in customer relationship management
- Complete field service management application

Let SMART Software help you streamline your operations, add personal accountability and increase your revenue.



Proudly Exhibiting at The Southern Convenience Store and Petroleum Show Booth #201

Call to set up a demo today! (844) 762-7802 |   | www.SMART.Software

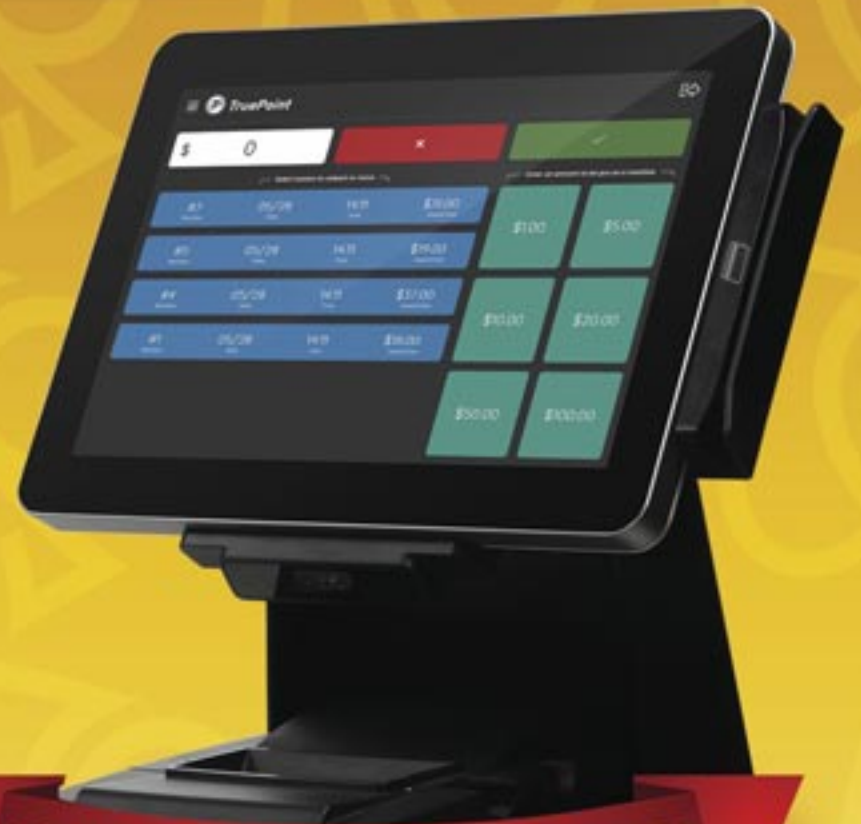


Presents



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.primero games.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

Show

from Page 1

of shoppers, and Herrera will provide insight into the present and future impact of FDA regulations on c-store businesses.

The morning concludes with two tracks: one on nuclear legal verdicts, led by Elissa Haynes of



Drew Eckl & Farnham, LLP; and one on the future of fuel, a topic identified by GACS young professionals as a “must explore further” during their meeting earlier this year.

Thursday morning’s education session focuses on legislative issues, as GACS will reprise the Legislative Panel breakfast, a popular convention program. Panelists will discuss this year’s session activity, as well as look ahead to the 2021 session. The panel will be followed by two tracks: In Our Backyard director Nita Belles will lead a session on GACS’ human trafficking initiative, while the other session will be an open discussion for GACS Young Professionals.

The Trade Show floor will be open from noon–5 p.m. on Wednesday, Nov. 18, and from noon–4 p.m. Thursday, Nov. 19. This provides exhibitors with more time to spend with retailers, and it provides retailers with more time to explore new products and services on display at the Show.

Another convention highlight brought to this year’s Show is din-

ner and entertainment. On Wednesday night, Nov. 18, author and entertainer Jesse Itzler takes center stage with a program titled “Create Winning Habits, Winning Routines, and a Winning Mindset.” Itzler wrote the New York Times best-seller “Living with a Seal: 31 Days Training With the Toughest Man on the Planet.”

The former MTV rapper brings his “live life out of the

box” approach to the stage, and uses the wisdom and humor of his books to illustrate the importance of increasing your mental toughness meter. He is co-founder of Marquis Jet, the world’s largest private jet card company. He is an owner of the Atlanta Hawks and married to Spanx founder Sara Blakely.

Bowling Blast Nov. 17

On Nov. 17, the night before the Show officially kicks off, GACS will host the first-ever GACS PAC Bowling Blast at Pin Strikes Entertainment Center in Macon. The bowling event replaces the annual Sporting Clay Tournament and adds a layer of networking activity to the annual Trade Show. Registration includes practice time, the three game tournament, shoes, bowling balls, dinner, and unlimited on site games.

To participate in any or all of these events, visit www.gacs.com/events or contact Kevin Kirby at kevin@gacs.com or 770-736-9723 for registration information and assistance.



SCHEDULE OF EVENTS	
Time	Event
Tuesday, Nov. 17	
9:00 AM - 5:00 PM	Exhibit Set Up
2:00 PM - 4:00 PM	GACS Board of Directors Meeting
2:00 PM - 3:00 PM	GACS Supplier Committee Meeting
1:00 PM - 5:00 PM	GACS Registration Open
	*Bus Pick-Up to Pin Strikes
6:00 PM - 9:00 PM	*Bowling Blast
	*Bus Pick-Up to Marriott
9:30 PM - 12:00 AM	Hospitality Suite Open each night until 12:30 AM
Wednesday, Nov. 18	
7:30 AM	GACS Registration Open
8:00 AM	*Breakfast and Education Sessions
8:30 AM	*Larry Levin, IRI
9:15 AM	*Frank Herrera, H New Media Law
10:00 AM	*Bonnie Herzog, Goldman Sachs
10:45 AM	Association General Program
11:00 AM - 11:50 AM	Educational Tracks
12 Noon - 5:00 PM	Tradeshow Floor Open
5:00 PM	General Supplier Meeting
6:00 PM	*Dinner & Jesse Itzler
9:00 PM	Hospitality Suite Open each night until 12:30 AM
Thursday, Nov. 19	
7:30 AM	GACS Registration Open
8:15 AM - 9:45 AM	*Legislative Breakfast and Awards
8:15 AM - 9:45 AM	*Legislative Panel
9:45 AM - 10:30 AM	Awards
10:40 AM - 11:50 AM	Educational Tracks
12 Noon - 4:00 PM	Tradeshow Exhibits

* Included with Paid Individual Registration Fee

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

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 PRICE ★
\$2,500.00
SKYRISER

★ MAJOR PRICE ★
\$500.00
SKYRISER

★ MINOR PRICE ★
\$50.00
SKYRISER



RISE ABOVE THE COMPETITION!

- ★ 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

