



What's your
business worth?
- Page 11

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 September 2017 Vol. 1, Number 5

GAMOA Trade Show a hit

Vendor show,
seminars, awards
are highlights

By Paul Tash
Georgia Amusement Journal

The Georgia Amusement and Music Operators Association (GAMOA) enjoyed its most successful Trade Show yet Sept. 7-8 at the Atlanta Airport Marriott, organizers said.

"This was our largest Trade Show ever," said Christina Kaiser, GAMOA's executive director. "Thank you to our exhibitors and sponsors."

The Trade Show itself featured 31 exhibitors and 56 booths, and vendors displayed several new games and the latest and greatest technology. The entire two-day affair, which also featured an awards banquet, a live auction, and several seminars, attracted about 200 attendees, Kaiser said.

Sporting the theme "Unity - One Industry, One Voice," the Trade Show was successful in bringing together master and location licensees, manufacturers and distributors, said GAMOA President Shawn Fellows. The theme, he said, reflects the opportunities available to all in the state's COAM industry if they stand together and work to improve the state's business environment for COAMs.



HONORED AT THE AWARDS BANQUET during the recent GAMOA Trade Show were Ronnie Ridley, left, and Vijay Kumar. Ridley re-

ceived the Lifetime Achievement Award with his brother, Donnie, who died earlier this year. Kumar was named Coin Operator of the Year.



Paul Tash photos

ceived the Lifetime Achievement Award with his brother, Donnie, who died earlier this year. Kumar was named Coin Operator of the Year.

to improve Georgia's coin-op industry. Ronnie accepted the award in a bittersweet moment, as his brother Donnie died earlier this year.

Educational seminars included presentations from a financial advisor discussing the valuation of businesses, a sales training ex-

See SHOW Page 10



Seminar presents Top 10 list for MLHs

By Paul Tash
Georgia Amusement Journal

A seminar highlighting an important "to-do list" for master licensees took place Sept. 8 during the Georgia Amusement and Music Operators Association gathering in Atlanta.

Les Schneider, legal counsel for the Georgia Amusement and Music Operators Association, and Julie Barker, attorney for the Georgia Lottery Corp., led the discussion.

Schneider said in opening remarks to an attentive crowd the agency isn't looking to hand out citations, but

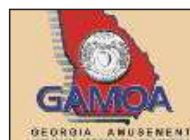
wants to work with the industry to keep all tiers operating fairly and legally.

"The GLC is not a 'I gotcha' agency," Schneider said.

Following are the "Top 10" actions licensees can take to improve their operations, as presented by Schneider and Barker.

1) Provide complete sales documentation. When Master License Holders (MLHs) sell a contract to another MLH, they need to provide all documentation to show assignment. They are required to file a non-dispute agree-

See LIST Page 7



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