

## Certegy to Acquire Assets of FastFunds Financial Corporation

Certegy Inc., a leading global provider of payment services to financial institutions, retailers and the gaming industry, recently announced that it has entered into a definitive agreement to acquire certain assets of FastFunds Financial Corporation and its wholly owned subsidiary, Chex Services, Inc., for approximately \$14 million in cash. FastFunds, through Chex Services, provides comprehensive cash access services including check cashing, automated teller machine access, and credit and debit card cash advance services to approximately 50 casinos and gaming establishments in the United States, Canada and the Caribbean.

"This transaction further strengthens Certegy's position in the fast growing gaming industry and provides new growth opportunities in the Native American and Caribbean markets," stated Renz Nichols, senior vice president and chief operating officer of Certegy Check Services - North America.

The acquisition, which is expected to close during the first quarter of 2006, is expected to add in excess of \$15 million in annualized revenue.

## Gaming Standard Association's New G2S Protocol Expected to be Available for Download in April

The Gaming Standards Association recently announced that progress on its new Game-to-System (G2S) protocol has been efficient and steady, and that its Merger Workgroup, a sub-group of GSA's G2S Committee (formerly known as the BOB Committee), has reached consensus on three substantial development points. Reaching consensus is critical, because it has created the platform on which G2S will be based. In the coming months, the G2S Committee will review the workgroup's efforts, enhancing them and working toward approval of the new G2S standard.

Jim Morrow, VP of Advanced Development, Bally Gaming and Systems (NYSE: AGI), who serves on the workgroup, said, "While we are not yet finished, we have reached consensus on three major issues that distinguish G2S over BOB and SuperSAS™."

The merger workgroup consists of three types of experts: GSA members with expertise in the BOB protocol, IGT specialists in SuperSAS™ and game and system developers who have worked on implementing one or both protocols.

## Circling Raven Golf Club Pre-Booked Rounds Increase by 500%

Circling Raven Golf Club, the sparkling amenity of the Coeur d'Alene Casino Resort Hotel in the scenic Idaho Panhandle, recently announced that the golf club has pre-sold rounds for the 2006 season by more than 500% year-to-date compared to 2005.

Located in the four-season climate of Northern Idaho, 45 minutes west of Spokane, Wash., Circling Raven's season begins on April 1. This will be the third full season for the golf club, which is owned and operated by the Coeur d'Alene Indian Tribe.

Circling Raven's robust pre-booked sales performance and year-to-date increase is cause for great expectations given it exceeded projected number of rounds played, merchandise sales and total revenue in each of its first two full seasons.

"Circling Raven's fast start to this season is the result of several factors, most importantly that our customers find us a great value and experience," says David Christenson, Circling Raven Director of Golf. "As a result, they are taking steps to ensure we remain a venue where they can go to spend their time and hard-earned dollars and receive a high level of the customer service and satisfaction in return."

Also contributing to Circling Raven's consistent sales records is the strong momentum generated by word-of-mouth, best-of accolades garnered by golf-and-travel media outlets and the comprehensive year-round PR program the golf club employs.

## JCM American and Transact Sign Final Agreement

JCM American Corporation and TransAct Technologies Incorporated recently announced they have signed a final agreement, bringing together the sales efforts of the leading bill acceptor and printer brands.

The final agreement creates an incredibly convenient environment for customers. Under the agreement, JCM's sales force will offer TransAct's gaming thermal printers in North and South America and Macau in combination with JCM's many bill acceptor and currency handling products.

JCM President Aki Isoi said, "We are very pleased to have finalized this agreement with TransAct, a company that we see as being as innovative and dedicated to the industry as we are. This agreement creates an environment that is above all convenient for our customers. By combining our sales team efforts, we have created the most convenient, customer-focused team imaginable – a value-driven, one-stop shop for the best currency handling, printing and monitor products anywhere."

## Crane Co. Acquires CashCode

Crane Co., a diversified manufacturer of engineered industrial products, recently announced that it has acquired the assets of CashCode Co. Inc., a privately held company specializing in niche applications for banknote validation, storage and recycling devices for use in gaming, amusement, vending, retail and transportation applications.

CashCode's head office and main manufacturing operation is located in Concord, Ontario, Canada. Founded in 1991, CashCode employs approximately 350 people worldwide, serving the global marketplace. Crane recognized

CashCode as an ideal partner with a 15-year track record of stability, profitability, and strong growth.

CashCode will be working closely with National Rejectors, Inc. GmbH (NRI), a Crane Co. Company, to jointly offer an enhanced range of innovative, reliable currency systems to the market. Both companies are already key suppliers to the global gaming market and this acquisition will enable even greater product innovation and global support. Crane Merchandising Systems (CMS), another Crane Co. company, will oversee the CashCode operation.

### **Cadillac Jack Receives Oklahoma Class III Compact Certification**

Cadillac Jack announced that it has obtained Oklahoma Class III Compact certification for the company, its games and its Evolution Gaming system. With a track record of providing innovative games to the Class II, charitable, and international gaming markets, this new Class III certification propels Cadillac Jack to the forefront of gaming providers for this marketplace.

Cadillac Jack and most of the company's games are now certified under standards set by the Choctaw Nation Gaming Commission, Chickasaw Nation Gaming Commission, Cherokee Nation Gaming Commission and Oklahoma Horse Racing Commission. Certification under these standards gives Cadillac Jack entrée into all Compact markets in Oklahoma. Compliance testing was performed by BMM Testlabs in Las Vegas.

Jack Saltiel, Chief Technology Officer for Cadillac Jack, believes this certification demonstrates the company's commitment to developing and delivering games to the highest possible standard "Class III Compact certification in Oklahoma puts Cadillac Jack in a better position to serve our customers in the state, delivering quality games with the integrity and security required for the casino floor," he said. "This is our first Class III certification, building on the recent certification received last year by the Office of Charitable Gaming in Louisiana, and demonstrates the company's progression into Class III and regulated markets nationally."

### **Lake of Isles Golf Shop Named One of the Best in the Country by *Golf World Business Magazine***

Lake of Isles Golf Shop has been named one of the 100 Best Golf Shops by *Golf World Business Magazine*. The annual list recognizes the top 100 golf shops around the country that exemplifies retail excellence.

"We are very honored to be selected as one of the top resort golf shops in the country," stated Archie Cart, general manager, Lake of Isles. "Our goal is to provide our members and customers the finest selection of equipment, apparel and accessories complemented by outstanding customer service. The golf shop staff has done an exceptional job this year."

The 100 Best Golf Shop award is divided into four categories: public, private, resort and off course. Lake of Isles was named to the list of the top 25 resort golf shops. Over 4,000 golf shops compete annually for this award. The selection process is based on several categories: revenue per square foot, shop layout and display, shop management, promotion calendar, and creativity in programs, services and merchandising.

### **Taos Mountain Casino Announces New Radio Show**

Taos Mountain Casino announces "Trivia Time" to air every Monday Night from 7-7:30pm. The first few shows are being aired from the KTAO Radio studios. After that, each show will be LIVE from Taos Mountain Casino's new Radio Booth.

"Trivia Time" is a 30-minute LIVE call-in radio show where Taos Mountain Casino will donate \$10 for each correct trivia answer to a Taos-area non-profit organization. No other Native American Casino in the country is doing this.

"Trivia Time is expected to donate between \$150-\$200 each show," says co-host Marketing Marc Kaplan, Marketing Director of Taos Mountain Casino. "The goal of Taos Mountain Casino is to donate at least \$9,000 in 2006 to local non-profit organizations."

Kaplan did this same type of show on Public Radio from 2003-2004 in Payson, AZ while with Mazatzal Casino of the Tonto Apache Tribe. Kaplan's co-host is Captain Carl Gandy, a Taos Mountain Casino employee who also does a popular Country Show on solar-powered KTAO 101.9 fm every Saturday morning from 8am-Noon.

### **"Native Nation Building" Radio Series Premieres Nationally**

AIROS Native Radio Network premiered its groundbreaking radio program last month to affiliate stations across the United States and Canada. The program's focus is on building effective governments, developing strong economies that fit a variety of cultures and circumstances, solving difficult social problems, and balancing cultural integrity. The new 10-part radio series debuted on Native Nations Institute Radio (NNI Radio), an initiative of the Native Nations Institute for Leadership, Management and Policy at the University of Arizona. The weekly series, titled "Native Nation Building," is being broadcast nationally over a five-week period.

NNI Curriculum Development Manager Ian Record is the series producer. "The 'Native Nation Building' program shares with Native people as well as the general public the governance and development lessons that NNI has learned through two decades of community-based research with Native nations," says NNI Director Manley A. Begay, Jr. (Navajo). "It examines where, how and why

nation building is currently taking place, in particular the fundamental issues governing these nations' efforts to exercise their sovereignty, restore their economic vitality, and shape their own futures." Featuring an accomplished group of guests that ranges from governmental, business, and community leaders to scholars and educators, the roundtable interview program chronicles the growing number of nation-building success stories currently taking hold across Indian Country and explores the roots of those successes.

### **Mikohn Adds Casino Signage Partner**

Mikohn Signs & Graphics LLC, a full-service provider of signage and visual displays, has entered into a Strategic Relationship with SignAD, a New Jersey based manufacturer and wholesaler of casino gaming signs. This new venture allows both companies the ability to offer turn-key national synergies in all facets of design, sales and service to the casino and retail industries.

Established in 1990, Mikohn has designed and manufactured signage for the gaming industry's top casinos, including House of Blues, Isle of Capri, MGM/Mirage, Station Casinos and Wynn Las Vegas Resort. SignAD has been a strong provider of signage in many facets of the gaming and entertainment venues throughout North America.

The alliance enhances both companies' offerings in providing world-class customized interior casino displays and exterior illuminated signage for pylons, way finding and building facades. Additionally, combining these two talented teams increases Mikohn's offerings to provide specialization in 3-D sculpturing, animation, graphics, wall murals, and state of the art LED message and video boards, as well as plasma screens and LCD's with digital multi-media development.

### **"Foxwoods Poker Classic" Newest Stop on World Poker Tour**

Foxwoods Resort Casino recently announced that the Foxwoods Poker Classic will join the prestigious World Poker Tour for one of the final stops in its fourth season. The tournament runs from March 27th-April 9th. The Foxwoods Poker Classic becomes the second WPT stop at Foxwoods, joining the longstanding World Poker Finals, which is held each November. A charter member of the World Poker Tour, Foxwoods has staged some of the largest events in WPT history.

Formerly the New England Poker Classic, this newly-branded event brings Foxwoods into the international spotlight, with WPT cameras rolling for the Travel Channel and poker's biggest professional superstars battling top amateur players. The tournament is initially expected to draw over 4,000 entries and surpass the former cumulative prize pool of \$3.8 million to well over \$5 million. The goal is to turn this tournament into as much of a success as the WPF held

each November which had nearly 6,000 entries and a prize pool in excess of \$12 Million.

### **Turning Stone's Tower Receives "Best of" Award**

New York Construction News, which covers the \$25.9 billion construction marketplace in New York, New Jersey, and Connecticut, gave Turning Stone an award of merit in the hospitality category for the Tower. The recognition, accepted by Turning Stone in December, is part of the magazine's Best of 2005 honors.

"This is just one of many awards the resort received during the year," according to Michael Tompkins, Turning Stone Vice President of Hotel Operations. "We focus on the details, creating a destination resort that draws guests not only from the local area, but also from larger metropolitan areas of the Northeast," Tompkins said. "We are proud of the recognition the Tower and the rest of our properties have received."

### **Grand Casino Mille Lacs and Grand Casino Hinckley Jointly Named "Business of the Year" by Local Chapter**

"Business of the Year" honors went to Grand Casino Mille Lacs and Grand Casino Hinckley at the Twin Cities North Chamber of Commerce's annual awards presentation in December. Bob Schlichte (right), the casinos' Director of Sales and Public Relations, is shown here accepting the award from Bruce Nustad, President of the Twin Cities North Chamber. The award was given in appreciation for the casinos' contributions to the vitality of the Twin Cities northern business community.

### **Casino Cruiselines Announces Partnership With Black Oak Casino**

Casino Cruiselines recently announced a strategic Motorcoach Marketing partnership with Black Oak Casino in Tuolumne, California.

"We are happy to announce that Black Oak Casino and Casino Cruiselines are joining together to help create a customized transportation program for Black Oak Casino," said Al O'Brien, Black Oak Casino Marketing and Entertainment Manager. "We are very excited about this new venture and feel that their decade plus of experience in putting together charter programs and routed line runs will build our program to levels that will enhance our off hour, as well as improve peak hour coin in numbers significantly. In addition we hope to utilize our new transportation program to target daytime use of our bowling center, Black Oak Lanes."

Casino Cruiselines provides vendors with a proprietary reservation system and sophisticated database that will draw more gamers to Black Oak Casino, which benefits both the casino and local charter companies. ♣