

Delegation of the National Indian Gaming Association Visits the Gauselmann Group in Germany

Ernest L. Stevens Jr., in his 19th year as Chairman of the National Indian Gaming Association (NIGA), recently travelled to Germany with a delegation of four to get to know the Gauselmann corporate group, the company founder and Chairman of the Management Board, Paul Gauselmann, and his native country.

The National Indian Gaming Association is one of the most important organizations in the U.S. Ernest L. Stevens Jr. represents the Indian gaming sector in his capacity as Chairman of NIGA. The organization unites over 250 Indian tribes that operate almost 500 casinos and over 370,000 slot machines in 29 U.S. states.



Ernest L. Stevens Jr., Chairman of the National Indian Gaming Association (NIGA), pins the NIGA seal onto company founder and Chairman of the Management Board, Paul Gauselmann, as a way of saying thanks for the hospitality shown to the NIGA delegation.

The NIGA members started off their visit in Eastern Westphalia. They visited the Gauselmann Group's production plant in Lübbecke, the company's training center at Schloss Benkhausen in Espelkamp and the German Coin-Op Museum, which is also located on that estate. The guests experienced German casino flair in the Merkur Casino arcades in Espelkamp as well as at the Bad Oeynhausen Casino, where they were given a guided behind the scenes tour.

In addition, they made use of their stay to engage in intensive discussions with various company representatives, especially Paul Gauselmann, who invited Ernest L. Stevens along with Jürgen Stühmeyer (Merkur Management Board member) and Athanasios Isaakidis (Chief Executive, International) to a personal meeting. "It is a great honour for us to welcome Ernest Stevens and his delegation to the Gauselmann Group's company headquarters. Chairman Stevens has been passionately campaigning for the concerns of the Indian gaming industry in the U.S. for decades. Thanks to his skill, gaming revenues have been more than tripled in the past two decades. This is a remarkable achievement and a great win for the



L-R: Victor Rocha, NIGA delegation; David Orrick, Director of Industry Relations, Merkur Gaming; Paul Gauselmann, Chairman of the Management Board; Mario Hoffmeister, Director of Communications; Ernest L. Stevens Jr., Chairman, NIGA; Jürgen Stühmeyer, Merkur Sales; Cheryl Rose Stevens, NIGA, Athanasios Isaakidis, Chief Executive, International; and Andy Ebona, NIGA; at Schloss Benkhausen in Espelkamp, Germany.

affiliated Indian tribes that have been able to use the generated revenues to implement many social projects such as schools, kindergartens and hospitals," said Paul Gauselmann. "In addition, I see in Chairman Stevens many parallels with my own many years of association work in the German amusement and vending machine industry, and am therefore delighted to be able to get to know him better personally."

The NIGA members spent the weekend in Berlin with Mario Hoffmeister, Director of Communications, exploring Germany's capital city and its numerous attractions. The varied programme was rounded off with a personal guided tour of the German parliament (Bundestag).

"We are delighted to have received the invitation to get to know the East-Westphalian Gauselmann Group personally and about the wonderful hospitality shown to us during our stay," said Ernest L. Stevens during the meeting with company founder Paul Gauselmann. "It was really fascinating to see how the high-quality products of the games makers in Germany are manufactured and, like our casinos in the U.S., how they also secure local jobs."

Following the visit to the Gauselmann Group and the sightseeing tour of Berlin, the guests travelled to London where the world's largest gaming exhibition, ICE Totally Gaming, took place from 4–6 February. The NIGA representatives continued their discussions with Paul Gauselmann at ICE where the East-Westphalian entrepreneur gave them a guided tour of the company's 21,500 sq. ft. exhibition stand. ♣

For more information about the Gauselmann Group / Merkur Gaming Americas, visit www.merkur-gaming.com.