



## Ascension of Jupiter: Smartplay's new model

The latest traditional draw machine making its mark on the industry is Smartplay's Jupiter. Created in early 2015 at the request of our client, Georgia Lottery Corporation, Jupiter is rapidly on track to becoming a top selling model. The idea behind this new creation has been brewing for over a year, but it was made a reality in collaboration with our designer and the customer.



combines the air mix function with a brightly lit, contemporary image. The new machine is suitable for all lotto game matrices or keno. This model will display up to 90 balls and select up to 10 or 20 winning numbers, per client's request.



Two Jupiter machines were delivered to the Georgia Lottery at the end of February for the game launch. Daniel Toor had the privilege of delivering and installing the new models, seeing his work debuting in the big studio.

We have a large variety of high quality machines with custom colors and functions available for purchase; however nothing in our initial proposal was exactly what they had imagined. They brought their concept and budget constraints to our talented in-house designer, Daniel Toor. With Daniel's design magic, the Jupiter was unveiled.

The new design was based on the combination of the trusted Phoenix mechanical functionality and Halogen's modern and very popular appearance. While still meeting the required lower production cost, the new exquisite Jupiter design

Georgia is using the Jupiter in a game called Jumbo Bucks Lotto with Ca\$h Match, where 6 winning numbers are chosen from a pool of 47 multicolor drawing balls. The starting jackpot for selecting all 6 winning numbers is \$1,000,000. The Georgia Lottery Corporation website states the "overall odds of winning with Jumbo Bucks Lotto are approximately 1 in 47.56." Jumbo Bucks drawings are held twice a week, Monday and Thursday nights.

## Meet Smartplay's new staff

Customer demands have increased and Smartplay has grown to accommodate them. We have added more employees over the last few years and our total number of personnel has reached 30. We have four new technicians, an additional cabinet maker, one new machinist, and three new ball department technicians. Our most recent additions only joined us last month and will have significant contact with our customers and suppliers.

### Milissa Tiver

A new voice may greet you the next time you call Smartplay, that of Milissa Tiver, a much needed

expansion to our office administration. Milissa (a distant cousin to our beloved office manager, Peg Tiver) will be handling many of the growing bookkeeping responsibilities typically managed by Peg. Milissa is no stranger to finance and accounting. She has over 20 years of experience in the arena, including preparing financial statements, reports, reconciliation, and ADP payroll experience. Much like Peg, Milissa is concerned with providing good quality service. She is very knowledgeable, organized and detail-oriented and will be happy to assist you with your billing questions. *Continue pg. 2*

**Manufacturer  
of Custom  
Lottery  
Equipment  
Worldwide**



# Meet Smartplay's new staff

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A golf enthusiast in her spare time, Milissa has her degree from Rutgers Business School, Business Management Program and Human Resources Management Program. She also completed MS A+ certification as part of her education. With so many talents, we hope to use as many of them as we can going forward. Don't be surprised to receive emails from [Milissa.tiver@smartplay.com](mailto:Milissa.tiver@smartplay.com)



Peg Tiver will employ her years of product knowledge and experience in even more customer service. You may have heard that Mariana Mokritski is on maternity leave. Peg and Milissa will collaborate on the financial end of Smartplay's administration and Peg will respond to customer inquiries and quotations in Mariana's absence.

## Charles Faust



Your next stylized lottery drawing machine may be designed by Charles Faust, Smartplay's new engineering director. Charles joined the team this spring and will apply his industrial design, artistic and manufacturing skills to Smartplay products and production processes. Part of Charles' job will include mechanical design and equipment production, prototype and custom project endeavors, machine troubleshooting and

client interaction.

Charles received his formal education from North Carolina State University School of Design. He graduated Suma Cum Laude and holds membership in several prestigious design-related honor societies.

Since college, Charles has designed robotic machinery, been a design engineer for automated production machines and prototypes, an industrial designer, and a product engineer, improving product designs and automation principals. Charles has participated in the design of three products which now hold or are pending US design patents.

While volunteering for the U.S. Peace Corps in Guyana,

South America, Charles demonstrated talent as an instructor, teaching carpentry, metalwork and welding, plumbing and electrical skills to local students. He worked to implement efficient business practices and improve the accounting system in his assigned community. He also held a position as a literacy instructor in a local secondary school.

What does a creative mind do in his free time? How about restore a classic car? Charles' Porsche 914 arrived in a box, but he hopes to have it road worthy by summer. He converted a manual lathe into CNC and built a router for his home shop where he tackles various projects from constructing funky furniture to building metal sculptures. Oh, and he and his wife kick around a little karate for fun, too!

Smartplay International welcomes Charles' talent and innovation. We look forward to a great future and many fun ideas with his leadership.

## Smartplay reaffirms commitment to Premier Lotteries Ireland

In 2014, Ireland's Minister for Public Expenditure and Reform, Brendan Howlin, awarded Premier Lotteries Ireland a 20-year contract to operate Ireland's substantial lottery program. Even before the full contract became effective October, 2014, Smartplay International renewed our ongoing commitment to providing draw machines and services to Ireland.

Since then, Smartplay Executive Vice President Tom Markert and his design team constructed an enormous transparent mixing drum for an upcoming Irish lottery game. Over six feet in height and equally as long, the automated drum was a giant to design, as well as deliver. The drum can mix as many as 88,000 paper tickets, and averages about 25,000 tickets in most drawings.

We were able to provide an additional four *Revolution* drawing machines (single-digit, rubber ball machines) to Premier and reconfigure an existing Smartplay *Solution System*, along with a Digital Ball Validation Systems and additional drawing balls.

"Smartplay has been fortunate to work with Ireland's creative staff and lottery professionals for many years. We have the greatest respect for An Post and Camelot and have a long history of innovation with both companies. We're looking forward to continuing that collaboration in any way we can," said Markert. "It's a pleasure to have a good relationship already established with all parties. We are available to provide any needed services to facilitate their seamless transition and increased revenue building projects.



Premier Lotteries Ireland is a joint venture company created by a union of Camelot, owned by the Ontario Teachers' Pension Plan, and An Post, Ireland's state postal company. An Post operated the Irish National Lottery since 1987 and Camelot Group has operated the UK National Lottery since 1994. Two years ago, the Irish government announced plans to award a 20-year license for the right to operate the National Lottery with €200 million of any proceeds earmarked toward the construction of a new National Children's Hospital.

## PA Lottery PICKS Smartplay to unify their daily draw image

The Pennsylvania Lottery has a new theme for all their daily number games and Smartplay has provided the new machines to select the numbers. We designed and delivered a series of two-, three-, four- and five-digit *Gems* to draw the new PICK 2, PICK 3, PICK 4 and PICK 5 games. Four new *Saturn* models are now selecting the Cash5 and Match6 games. These games were formerly called the Daily Numbers and Quinto, drawn by older model Smartplay *Saturns* and *Gems*.

"The PICK games are 'Easy to Say, Simple to Play'," said Lottery Executive Director Sil Lutkewitte in a press release. "They will help reinvigorate our draw games portfolio through a fresh, new look, a coordinated marketing strategy and a new second-chance opportunity."

In addition to unifying the appearance of the PICK drawings, the space-saving new machines are all equipped with Smartplay's *Solution System* technology which uses RFID to record each selected ball into a data system. Pennsylvania Lottery is now using solid polymer balls *Smart Balls* with an RFID tag enclosed, reducing the opportunity to wrongly identify a ball or number. The associated hardware is capable of many functions including exporting graphics, reports and social media blasts.

The PICK games will be played exactly like the existing games, making it easy for new and seasoned players to immediately grasp the play. Since its inception in 1971, the Pennsylvania Lottery has designated all its proceeds to programs that benefit older residents. View their new *Smartplay* machines operating each PICK game at the PA Lottery's website under "Day Drawing": <http://www.palottery.state.pa.us/>

## Chile expands their collection of Smartplay draw equipment

With the launch of exciting new Keno games, Lotería de Concepción increased the opportunity for Chile's players to bring home big Chilean Pesos! They recently purchased three new Smartplay Saturn machines, each customized to their special requirements. These new models allow the draw machine to recycle a selected number back into the pool of possible numbers. It is completely automatic and can show up to 14 winning numbers in the display rack.

"We operate with the customized Saturn machines from Smartplay, a supplier with whom we have already been working for 20 years and are committed to continue building a long term relationship," stated Jose Larrain of Lotería de Concepción. "The decision for using this specific machine was based on the results of qualitative market studies held with our customers, where they found these machines to be more reliable and aesthetically better: they like the colors, size and operating system."



Each new game has individual jackpots; Chilean players can choose up to 14 different combinations from a set of 25. Also, some games have different chances to win (more than one extraction of numbers), using the same combination of 14 from 25 numbers. Chile is using the new Smartplay Saturns for *Kino*, *ReKino*, *Chanchito Regalón*, *GanaMás*, *Combo Marraqueta*, and *Chao Jefe Recargado*.

Smartplay has held a long relationship with Lotería de Concepción. They purchased four Saturn draw machines from Smartplay in 2011 and have purchased many in years prior. They have relied on Smartplay for high quality drawing equipment for over 20 years and have once again called on us for reliable, attractive custom machinery.

# Contract Announcements

93 new placements in 2014!

## AFRICA

One **Magnum w/ RFID**  
Two **Criterion**

## ASIA

Twelve **Neptune**  
Two **Console**  
Five **Halogen II**

## EUROPE

Two **Phoenix Bingo**  
One **Super Bingo**  
Two **Phoenix II**  
Two **DBVS**

One **Mixing Drum**

## NORTH AMERICA

Three **Origin System**  
Three **Origin Portal**  
Two **Casino Pick**  
Two **Halogen II**  
Sixteen **Galaxy Bingo**  
Two **Magnum**  
Two **Messenger**  
Two **Standard Daily**  
One **Mixing Drum**  
Two **Emerald 7**  
Two **MultiPick**  
One **Saturn**  
One **Console**  
One **Wheel**

Three **Phoenix**

Two **Powerball Emerald**  
One **Custom machine**

## SOUTH AMERICA

One **Phoenix**  
Two **Halogen**  
Two **Saturn**  
Three **Custom Saturn**  
One **Emerald 6**  
Five **Mercury**  
One **DBVS**  
Two **MultiPick w/ RFID**



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