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Photos: EUROPEAN CASINOS-The Elite

COPAG AND CARTAMUNDI FURTHER EXPAND IN LATIN AMERICA

Carta Mundi and Copag have announced the creation of Carta Mundi de Mexico, a new playing card manufacturer in Mexico City, Mexico.

The company will be a joint venture with the owners of Barajas y Naipes de Mexico, whose it will take over.

Barajas y Naipes de Mexico is one of the leading playing card companies in the Mexican market.

The company has the annual capacity to produce 5 million decks and is strong in the production of the typical cards with Spanish faces that are popular in Mexico.

"Copag Brasil is also opening a new sales office in Santiago de Chile for the Chilean market. As with Carta Mundi's sales structure in Europe, where the company has its own sales offices in most countries, Copag, the market leader in Latin America, plans to expand by creating new subsidiaries in order to be closer to the market. This, together with the new factory in Mexico will further increase our growth in Latin America. The operations in Mexico will expand our world production development possibilities, especially in a country that is becoming more and more competitive. To be able to implement the two expansion projects in the year we celebrate our 100th anniversary, makes this an even more special year for us", says Ricardo Gonçalves, CEO of Copag.

On the other hand, Copag has just launched its new Texas Hold'em range of playing cards, with six different models of 100% plastic cards, with large and normal-sized numbers and peek face, each with two colour options. The cards are packaged in modern silver or gold laminated packs. Mariana Lopes, marketing manager at Copag, explained: "These new decks have the necessary flexibility to respond to players' needs. Before launching this collection we carried out a market survey with hundreds of players, dealers and croupiers, to find out the characteristics most appreciated by the people involved in the game."



WMS ANNOUNCES BOARD AND EXECUTIVE SUCCESSION PLANS

WMS Industries has announced that from 1 July, Louis J. Nicastro will retire as Chairman of the Board and he will remain on the Board of WMS, in the new position of Founding Director.

Brian R. Gamache will become Chairman, while retaining his responsibilities as Chief Executive Officer; and Orrin J. Eddin will become President.

The Board also announced other appointments: Edward W. Rabin, Jr. to the new position of Lead Director; Ken Lochiatto to become Executive Vice President and Chief Operating Officer; Larry Pacey to become Executive Vice President, Global Products and Chief Innovation Officer; and Patricia Barten to become Executive Vice President, Continuous Improvement.



Brian R. Gamache

WMS EXPANDS INTERNATIONAL TEAM

WMS International has appointed Laurent Gaubout to the position of Commercial Operations Manager based out of the WMS International headquarters facility in Barcelona.

Mr Gaubout commented: "I am delighted to join WMS International and its successful team at a time when we are expanding the international sales focus, and strengthening our position as a global market leader, armed with an already successful and industry-leading innovative product offering".

Sebastian Salat, WMS International President, added: "Laurent's experience in the international gaming industry will be instrumental in coordinating WMS, Orion and SiP sales. In his role of Commercial Operations Manager, he will be assisting the international team, ensuring the successful achievement of our sales strategy. With our staff expertise, WMS is fast emerging as one of the dominant players in the worldwide gaming industry".



Sebastián Salat



Laurent Gaubout

TOTAL FAILURE OF PANAMA FAIR

The SAGSE-Panama fair, held last June, was classified as a total failure by the immense majority of the exhibitors.

Fewer exhibitors, a smaller area, fewer visitors (and the few who did go were almost all Panamanian), corridors empty for hours, deserted stands, ghost companies who were announced as participants but who never showed up...

Goodbye then to the international nature of the fair, of which the organisers had boasted.

Goodbye to the American Congress of Regulators, who have moved to Mexico.

Goodbye forever, said many exhibitors at the latest edition.

Months before opening, the organisers, Monografie, gave away stands or offered discounts of up to 80% in order to attract exhibitors. In spite of these offers, many companies decided not to take part.

And what about the companies that paid the full price? What will they be thinking?

We hope that, by 2009, this series of lies is not repeated, and that the commercial death of this pseudo-fair, pseudo-organised by Monografie can be certified.

ORION PRESENTS "TWINSTAR II" FOR THE LATIN-AMERICAN MARKET

On 20 May last, Orion Gaming, part of the WMS Group, presented the new Twinstar II platform in Buenos Aires.

Guests included operators from Argentina, Chile, Paraguay and Uruguay.

On the platform, Orion has developed individual slots with double Jackpots in the upper part.

They also presented "Game Pack", a video-roller multigame, and "Glamour Cash", an interconnected slot with five progressive levels.

These new Orion products are already operating at full yield in several European countries, including Holland and France.

Laureano Bonorino, Orion sales manager for Latin America, spoke to this magazine: "The most impressive innovation in the Twinstar II is the new CPU N-Able platform. On the basis of the well-known CPU-NXT 2 platform, Orion is offering leading technology to give operators and players maximum guarantees and security".



Sebastián Salat, President of WMS International; Laureano Bonorino, Orion Sales Manager for Latin America; Graciela Jara, Marketing Manager Casinos del Moconá, Argentina, and Raymundo Aquino, Director Casino Asunción, Paraguay

CIRSA INCREASED PROFITS IN FIRST QUARTER OF 2008

In the first quarter of 2008, Spanish multinational Cirsa had operating profits of EUR 48 million, 6% more than the same period in 2007. Invoicing amounted to EUR 430 million, nine million up on the same quarter in 2007.

These results confirm the excellent progress of the business, caused mainly by increased slots results, with better takings in both the Spanish and Italian markets; the optimisation of Casino slot areas; the increased offer of the bingo division with multi-player machines and 22 bingo halls opened in Mexico; along with the growth of the B2B division.



Cirsa Headquarters

ASIAN MARKET IN THE CROSS HAIRS FOR UNICUM GAMING

Russian company Unicum Gaming is solidly increasing its international presence.

One of its big short-term targets is the Asian market, as it showed at the last edition of the Macao fair, where visitors saw single games as "Super Agent", "Big Five", "Gold of Slavs", "Cash Tracker II", "The Bachelor II", "Guns&Mushrooms II", as well as Multitron multigame.

Natalia Tabalova, Commercial Director for Unicum Gaming, had this to say: "The exhibition went beyond our expectations, we had lot of business meetings and negotiations, signed several contracts. We gained clearer understanding of the Pacific Asian market and this will enable us to create new products for Macao, Vietnam, Cambodia, Singapore and the Philippines".

"Entering the Asian market is strategically important for us. We counted on strong interest from local Casino operators in our company and our expectations were fully confirmed", explained Lyubov Loginova CEO for Unicum Gaming.



Unicum executives: Valeriy Kopysov, Sales Director; Lyubov Loginova, CEO; Alexey Kuzmin, Marketing Director, and Natalia Tabalova, Commercial Director



FRANCISCO IBÁÑEZ WINNER OF THE FOURNIER DESIGN COMPETITION

Spanish artist Francisco Ibáñez was the winner of the design competition organised by Naipes Fournier to create a unique commemorative deck to celebrate their 140th Anniversary.

Many prestigious design schools presented 31 decks for the competition.

The winning deck will be launched next September.

Jesús Guerra, General Director of Naipes Fournier, underlined the exceptionally high level of all entrants: "Choosing the best deck was extremely complicated. We finally went for Francisco Ibáñez's idea of creating an almost cubist version of the traditional Spanish deck".

GOOD TIMES FOR ZITRO

Spanish company Zitro is continuing to enjoy success with Casinos world wide. To give one example, Royal Casino, in Panama, has created a new area called "Royal Bingo Electrónico" on its top floor, installing almost 50 Zitro state-of-the-art video-bingo machines.

This new gaming proposal at Royal Casino is obtaining an excellent response from players, increasing numbers of whom approach to investigate these new gaming terminals.

Zitro also shone among the companies participating at the 12th edition of the Bingo World Conference & Expo, held at Hotel & Casino South Point, in Las Vegas, where Antonio Martínez Alcázar, General Director, gave a speech which was one of the most applauded and appreciated by all those present.



Zitro state-of-the-art video-bingo machines at the Royal Casino, Panamá

IGT ACQUIRES CYBERVIEW

After several months of negotiations, IGT has acquired the entire stock capital of Cyberview, for a total of US\$ 76 million.

The agreement with Cyberview includes assigning intellectual property over all its products to IGT.

"We are happy with this purchase. It will increase our product range and give us access to the English gaming market", said Morro, CEO of IGT.

In turn, Seamus McGill, CEO of Cyberview, had this to say: "The transaction is beneficial to both parties. IGT will increase its presence on the English market, where Cyberview is very well-positioned, thanks to its server-based gaming system".

GAMING REVENUES TO REACH US\$155,000 MILLION BY 2012

According to a report published by prestigious consultancy firm PricewaterhouseCoopers, world gaming revenues will exceed US\$155,000 million by 2012, with an annual growth rate of 6.5%.

It also identified Asia as the zone with the highest growth in gaming, with annual increases of 15.2%. Revenues for the continent will amount to US\$37,200 million by 2012, compared to US\$ 18,300 million in 2007.

Total revenues from gaming in the US will grow at only 4% per annum. The report predicts a great improvement for Nevada from 2010 onwards, with expected revenues amounting to US\$14,800 million in 2012.

In Canada, gaming revenues will increase to US\$6,200 million, while in Latin America they are expected to rise to US\$514 million.



G2E 2008

The new edition of G2E will be held on 18 - 20 November, at Las Vegas Convention Centre. As in previous years, major sector businesses have confirmed their participation.

There will also be a conference cycle dealing with current matters in the sector, including the situation of the industry in Latin America.

G2E 2008 will mark the debut of the Entertainment Arena at G2E and Retail Promenade at G2E, new specialty areas of the G2E show floor that will showcase products and services in these business sectors critical to today's diversifying gaming industry.

"With more and more Casino patrons enjoying the variety of amenities available at our properties, entertainment and retail options are important components of the modern casino experience and lucrative growth areas for the industry at large", said Frank J. Fahrenkopf, Jr., CEO of the American Gaming Association (AGA).

Casino New York, Las Vegas



G 2 E 2 0 0 8

IT'S BACK. AND IT'S MORE IMPORTANT THAN EVER.

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 NOVEMBER 17—G2E LEADERSHIP ACADEMY
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