

## BUSY YEAR FOR ABBIATI

Abbiati have enjoyed a full order book through 2005 and many orders have already been confirmed for 2006, including a new order for 28 tables to Veneto Hotel and Casino in Panama. Orders have come in from Casino Dunedin, New Zealand, who have Abbiati tables in their VIP room, Haussmann in Paris, and Crockfords and the Ritz in London, who chose Abbiati Italian Style design for their total refurbishments this year – both Crockfords and the Ritz installed the Independent Wheel Support system, which gives Casinos the additional security of being able to check American Roulette wheels on line. "This year has seen many changes. With the increased order book we have had to strengthen our Management team and Terry Clarke joined us in March this year as Commercial Director. With his experience in the international marketplace and his management strengths he has given us the additional support we were looking for. He and Giorgio Abbiati have reorganized the Sales Office with additional staff, and new structures and procedures, helping to streamline our order processing and response times. We have also purchased new manufacturing equipment and strengthened the management team here with new managers in purchasing and IT", said Giovanni Abbiati, president of Abbiati.

Abbiati also received many new orders from the various Trade Shows attended this year, including ICE London, Macau and G2E Las Vegas. Moscow continues to be a key growth area, with the company supplying all the equipment for the new Lady Luck Casino recently opened in Moscow. This month will also be extremely busy with the completion of delivery of the gaming chairs to Loutraki Greece who chose Abbiati for an order of over 400 chairs for their main Casino Floor and VIP rooms. "We also have the first delivery of an order for Grand Casino Madrid, Spain, who have planned the installation in four stages as they refurbish the whole Casino. This month will see the installation of 20 Abbiati split-level Black Jack Style Tables, with the balance of the order being delivered early next year", explained Mr Abbiati.

American Roulette of Abbiati



Dunedin Casino, New Zealand



Black Jack Abbiati table

## ATRONIC ANNOUNCES NEW APPOINTMENT IN ASIA

Atronic announced the appointment of Zane Reynolds to the new position of Regional Sales Manager for Asia. Zane will be based in Macao and will be working closely with Atronic's Asian distributor RGB to further raise the profile of the company in this rapidly expanding gaming market.



Zane Reynolds



Mick Caban and Graham Wood

## NEW APPOINTMENTS FOR TCSJOHNHUXLEY - ASIA PACIFIC

TCSJohnHuxley Sydney's office announced that Mick Caban, their Sales and Marketing Director based in Sydney is relocating to the company's office in Macao to manage the Group's expanding business throughout the region serviced by that office. Graham Wood has been appointed to the role of Sales Director.

## CIRSA TO ORGANISE WORLD SERIES OF POKER TOURNAMENTS

Cirsa has signed a deal with Harrah's Licensing Company to organise World Series of Poker satellite tournaments in Latin America. Cirsa will host the "Majestic Poker Tour" in its Latin American Casinos. Winners may be sent to the "World Series of Poker" grand final, held annually in Las Vegas. The tournament schedule organised by Cirsa will kick off in Casino Majestic in Santo Domingo in February 2006, followed by Majestic Lima in Peru in April, Gran Casino Isla Margarita and Casino Majestic in Venezuela in May, and Majestic Panamá in June.

## RESOUNDING SUCCESS FOR GAMING PARTNERS INTERNATIONAL RFID SEMINAR IN MACAU

Gaming Partners International (GPI) held an RFID seminar at the prestigious Mandarin Oriental Hotel in Macau on November 29-30. This private show, by invitation only for local operators, enabled the world leading RFID chip manufacturer to display a large range of equipment and to demonstrate the applications of its 125 KHz RFID technology. "Our intention is to bring operators up to date with the newest evolutions in RFID technology and introduce them to the benefits it provides to table games operations" declared Christophe Leparoux, International Sales & Marketing Manager for GPI. Over 70 executives and managers from leading operators SJM, Venetian Sands, Galaxy and Wynn Macau visited the show over the two days. The great capacity and unparalleled functionalities of the 125 KHz RFID technology were demonstrated as regards both Casino currency control and player tracking.



Eduardo Rabassa, Cirsa; Jeffrey Pollack, Harrah's; Júlia Pérez, Cirsa and Gary Thompson, WSOP Tournament



## THUNDERBIRD RESORTS CHOOSES ATRONIC CHIP CASH™

Atronic Systems has announced a new deal with Thunderbird Resorts, Inc. Atronic Systems will equip a total of 3,500 machines in 23 Thunderbird Casinos in Costa Rica, Guatemala, Chile, Nicaragua, Panama and the Philippines with the company's "Galaxis™" Casino management system. Almost 700 machines in Thunderbird's Fiesta Casinos in Panama have already been successfully equipped with Atronic Systems' Slot Accounting, Player Tracking and "Tournamania™" modules.



**EARLE G. HALL, NEW MEMBER OF THE BOARD OF DEQ SYSTEMS**

Canadian company DEQ Systems has appointed Earle G. Hall to its Board of Directors, to replace John Stimpson, who has resigned. In other news, DEQ Systems has been given the Canadian patent for its new electronic "Auxiliary Incentive Game" system, which will allow Casinos to offer prizes to frequent gamers, based on accumulated points.



Earle G. Hall, DEQ Systems and Stephan Vachon, DEK International



Francisco J. Leiva, Casinos Superintendent, Chile

**EUROPEAN COMPANIES BID FOR NEW CASINOS IN CHILE**

Now that the term to tender bids for 17 new Casinos in Chile has ended, 1 June has been set as the deadline to announce the recipients of the new licences. Several European companies have tendered projects, such as IGGR from France, Casinos Austria International from Austria, and Spanish Groups Cirsa and Egasa & Nervión. Sources indicate that US company Thunderbird has been excluded from the tender for failing to pay up at least half of the subscribed stock capital when the company was incorporated.

**CROWN CHOOSES CHIPPER CHAMP PLUS!**

Crown Casino will take delivery of a further 40 TCSJohnHuxley Chipper Champ Plus machines in December. Mr Richard Longhurst, Chief Operating Officer for Gaming confirmed that Crown's decision to choose the Chipper Champ Plus was made after evaluating alternative products. This latest order will increase the number of Chipper Champ Plus machines used by Crown Casinos to a total of 76.



Richard Longhurst, Crown Casino

**AGREEMENT BETWEEN ATRONIC AND STATION CASINOS**

Atronic has reached a deal with Station Casinos in Nevada, to initially supply 150 "e-motion" slots for installation in 13 venues in Nevada, USA. Atronic has also launched its new progressive (WAP) "e-Millions" to various Native American gaming jurisdictions.



**CONTINUED GROWTH FOR ONLINE GAMING IN ANTIGUA**

Errol Cort, Antiguan Minister for Finance, has said that his country will continue to develop its online gaming industry in spite of pressure from the US to prohibit the practice. Cort also explained that at least 10 new online gaming companies will commence operations in Antigua in 2006, in addition to the 14 already licensed to operate. These new companies will create 500 new jobs, and over \$2 million in gaming licence fees.



Text: Hans Faltthäuser

Photos: Archive of EUROPEAN CASINOS-The Elite



**GG INTERNATIONAL CASINO DESIGN**

LIMA - BUENOS AIRES - QUITO - CAIRO - VIENNA

CONCEPT

STATE OF THE ART DESIGN FOR THE NEW MILLENNIUM GAMING INDUSTRY

PROJECT



RESULT

CASINO MONTECARLO - QUITO