

—TEXAS LOTTERY®—

RoundUp

News and Ideas for Texas Lottery Retailers

April / May 2008

\$10 Billion to Support Texas Education Helps the Texas Lottery Celebrate a Super Sweet 16 Years of Sales!



May 29, 1992, was a historic day in Texas history. That's the day the first Texas Lottery® ticket—the \$1 scratch-off *Lone Star Millions*—went on sale. January 4, 2008, marked another historic day in Texas that will help make the Texas Lottery's upcoming 16th birthday even sweeter. That was the day that transfers from the Texas Lottery to the Foundation School Fund topped the \$10 billion mark.

Texans bought 23.2 million tickets that day in May 1992—a world record for first-day lottery sales. [143144] Almost 16 years later, the *Games of Texas* are as popular and as profitable as ever.

Of course, a lot has changed since 1992. Players and retailers alike have a much wider range of Texas Lottery options today with a slate of six on-line games and approximately 80 instant games to choose from at any given time. And since 1997, all Texas Lottery sales revenue, more than \$10 billion and counting, has been transferred directly to the Foundation School Fund to help pay for education in our

state. Prior to that, Texas Lottery revenue was dedicated to the state's General Revenue Fund. In total, the Texas Lottery has contributed more than \$15 billion to the state of Texas since that first *Lone Star Millions* ticket was sold at Polk's Feed Store in Oak Hill back in 1992!

Sixteen years of the *Games of Texas*. \$10 billion to support Texas education. Those are impressive numbers, but they only tell a part of the Texas Lottery story. Here are some more facts and figures (as of February 1, 2008) to help fill in the blanks:

- Since its inception, the Texas Lottery has paid out more than **\$28.2 billion** in winnings to its players,
- Based on calendar year 2006 sales, the Texas Lottery ranked fourth among United States lotteries and 12th among lotteries worldwide, according to *La Fleur's 2007 World Lottery Almanac*.
- The Texas Lottery's **more than 16,000 retailers** have collected well over **\$2.5 billion** in bonuses and commissions.

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Texas Lottery Celebrates \$10 Billion for Education and 16 Years of Sales

cont'd from cover

"All of us at the Texas Lottery are proud of our performance over the last 16 years and we're especially proud of the \$10 billion to help support Texas education," said Anthony J. Sadberry, executive director of the Texas Lottery. "But [504233] I would be remiss if we didn't acknowledge the role of our players and retailers in our success. It truly has been, and will continue to be, a group effort and a *shared* success."

It really has been a sweet 16 years for the Texas Lottery, but we're not done yet. Moving forward, Texas Lottery players and retailers can rest assured that we remain committed to generating revenue for Texas education, while always upholding our core values:



SECURITY SPOTLIGHT

Retailer Security Reminders

The best way to avoid inventory and accounting problems is to account for each and every ticket.

The following suggestions can help prevent inventory loss:

- Assign responsibility for receiving and storing shipments.
- Check Lottery shipments and confirm receipt of products.
- Keep all terminal pack activations, payout slips and invoices in a secure location. [231145]
- Take beginning and ending shift inventories of all tickets.
- Protect Lottery products the same way you protect cash receipts—secure them in a locked drawer.
- Prevent payouts on previously validated tickets by tearing off and destroying the validation barcode.
- Use a daily accounting form to track inventories.
- Report thefts immediately to the GTECH hotline, 1-800-458-0884. Operating hours are 4 a.m. to midnight seven days a week.



Texas Lottery Setting a New Tone for Ticket Validation

In May, the Texas Lottery will add a new feature to the ISYS terminals that will help reduce errors, improve communication and minimize confusion for retailers and players during the ticket validation or inquiry process. [494829] The new feature will allow four (4) distinct tones to play on the terminals to let players know the status of their winning and nonwinning tickets.

Once the feature is added, a unique tone will sound each time a ticket is scanned for inquiry or validation. The distinct tones will identify the following scan results:

- 1) Low- and mid-tier and winning tickets payable at the retail location,
- 2) High-tier and noncash prizes payable only at a claim center,
- 3) Nonwinning tickets and
- 4) Retailer cannot validate (variety of reasons such as inactive pack, expired ticket or previously paid).

The new feature will help retailers increase sales through added winner awareness and a new level of confidence for players. Your other customers will know that you have winners in your store!

Retailers and players may listen to samples of each unique tone on the Texas Lottery Web site at **www.txlottery.org**.

Adding unique validation tones to the ISYS terminals is just another example of the Texas Lottery's continuing [117418] commitment to providing retailers and players with the most innovative products and game features that will result in the most positive entertainment experience.

For any questions about this new update, please call Retailer Services at 1-800-37LOTTO (1-800-375-6886).

**TEXAS
LOTTERY®**

RoundUp April/May 2008

Email questions or comments about

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1-800-375-6886

(Select Option 2, then Option 3 for
licensing or accounting questions.)

Available 7 a.m. - 5:30 p.m. Central Time
Monday - Friday

GTECH Hotline:

1-800-458-0884

(For equipment problems
or to order tickets.)

Available 4 a.m. - midnight,
7 days a week

Web site:

www.txlottery.org

Murphy Oil USA's Promotions Pay Off!

by Eric Beaty, KAR

Murphy Oil USA continues to expand its retailer base across Texas, and they are also increasing lottery sales nationwide. With a focus and determination to increase sales at the Texas locations, they utilize the point-of-sale materials provided, always ask for the sale, promote and display all price point tickets available, pay winners whenever possible, and are committed to keeping their dispensers full. These and other lottery "best practices" have allowed them to maximize their lottery sales. [311905] Murphy Oil remains competitive internally, and as a direct result they continue an upward trend in lottery sales.

Murphy Oil recently conducted a nationwide promotion that solely concentrated on scratch-off ticket sales. The promotion was conducted in 17 states over a three-month period. Top stores that increased sales were rewarded with cash prizes, with the top prize being \$1,000. The top-prize winning store was located in Marble Falls, Texas!

MURPHY USA #5661

2612 HIGHWAY 281 N

MARBLE FALLS

Overall, the promotion generated a 25 percent increase in sales nationwide and rewarded many of the stores for their hard work and dedication.

In conjunction with the internal Murphy Oil promotion, the Texas Lottery conducted a sales-building promotion to assist with their efforts. The promotion was a four-week effort to help each Texas location to focus on selling more scratch-off tickets. The 122 Murphy Oil retailers were divided into four groups based on their scratch-off sales, and each was assigned a goal. If the group reached the assigned goal, the top locations in the group were rewarded with Texas Lottery scratch-off tickets. The promotion proved to be very successful and helped Murphy Oil generate an 8 percent increase in scratch-off sales during the four-week promotion. [135102] The following locations were rewarded with a free pack of \$1 *Cash Celebration* tickets for their performance and for making the promotion a great success.

MURPHY USA #7066

4611 TARRANT PARKWAY

KELLER

MURPHY USA #6797

2318 BOB BULLOCK LOOP 20

LAREDO

MURPHY USA #7197

715 W US HWY 79

ROCKDALE

MURPHY USA #5678

1605 EAST END BLVD N

MARSHALL

MURPHY USA #5627

921 S WILSHIRE BLVD

BURLESON



Asking the customer for the sale, promoting popular scratch-off tickets, making sure that all dispensers are kept full, paying all winning tickets, and advertising the Texas Lottery at the gas pumps all contributed to the success of the Murphy Oil USA promotions. The result was increased revenue for Murphy Oil USA, and greater contributions to the Texas Foundation School Fund!

*Murphy Oil USA #5661 2612 Highway 291 N Marble Falls,
Pictured (left to right): Cheryl White (manager),
Laura Pringle (clerk)*

INDIANA JONES™

Scratch-off Game Offers Second-Chance Drawings!

Fans of the fedora-wearing, bullwhip-cracking archaeologist have feared that “The Last Crusade” really would be the last crusade for *Indiana Jones*™. But now, after 18 years, George Lucas and Steven Spielberg are finally quenching the world’s thirst for more Dr. Jones with the May 22, 2008, worldwide release of “*Indiana Jones and the Kingdom of the Crystal Skull*.” Joined by an all-star cast, Harrison Ford will reprise his role of *Indiana Jones* in this fourth installment of the beloved epic series.

Lucas, Spielberg, Kathleen Kennedy and Frank Marshall—the same geniuses who made the first three films—also are shooting this one. They’ve been very tight-lipped about the new film’s plot, which has generated plenty of buzz on blogs and chat sites across the globe. One thing they do promise is all the thrill, white-knuckle chases and adventure an *Indiana Jones* fan could ever want.

The Texas Lottery is very excited to bring you the *Indiana Jones* scratch-off lottery game. The familiar imagery, enchanting scenery and mysterious quests are sure to dig up the adventurer in you. [145156] This game will offer exciting merchandise prizes, which will be awarded through second-chance drawings.

Players will be able to enter second-chance drawings for a chance to win exciting *Indiana Jones* merchandise. [132837] To enter the drawings, players need only affix a first-class postage stamp to the back of any nonwinning ticket and mail it to the official entry address on the back. Visit www.txlottery.org for game details, rules and drawing dates. © 2008 Lucasfilm Ltd. & TM. All rights reserved.



VictoriaSpotlight

Commitment to our customers is *the* top priority in the Victoria District. We want to thank all of our owners, managers and clerks. We truly value and appreciate all your hard work and dedication in helping to raise money for Texas education. We are proud to work with you. Thank you again. We wish you much continued success!

JM Quick Stop Agua Dulce

by Eric Moreno, LSR

Juan Lopez owner of **JM Quick Stop** in Agua Dulce, opened his new store to the public selling all of the town's favorite items, including Texas Lottery tickets, and business was good. One week later, Mr. Lopez had his official Grand Opening with free hotdogs and cokes for all his new customers. One of his lucky customers purchased a winning *Cash Five* ticket worth more than \$27,000. Word travels fast in a small community and business is great at JM Quick Stop. Mr. Lopez is now looking forward to selling a big *Lotto Texas* or *Mega Millions* jackpot winner.



JM Quick Stop Manager Kathy De La Garza.

Time Mart Needville

by Johnny Villarreal, LSR

On October 17, 2006, a top-prize winning *Cash Five* ticket worth \$28,880 was sold at **Time Mart** in the small town of Needville. This was an exciting day for manager Amin Manesia, who strives to keep 36 instant ticket dispensers full at all times. [141653] Time Mart continues to average weekly Texas Lottery sales of more than \$5,100, and Amin is looking forward to selling the next big winning ticket.



Time Mart Manager Amin Manesia.

Murphy USA #7426 Bay City

by LeeRoy Campos, LSR

"Nothing short of amazing" best describes **Murphy USA #7426's** performance marketing and selling the Texas Lottery's instant and on-line products.

You cannot travel on Highway 35 in Bay City without knowing this is a Texas Lottery retail location. Texas Lottery banners are displayed high up on the gas canopy, along with the store's marquee announcing *Mega Millions* and *Lotto Texas* current jackpot amounts, as well as



Murphy USA #7426 Manager Valerie Shearer (left) and Clerk Janie Rodriguez.

custom-printed stickers with the same information on the gas pumps.

Most noticeable are the 40 instant ticket dispensers mounted between the registers. Manager Valerie Shearer and her knowledgeable staff have worked to rank this Murphy USA as one of the top stores [258062] company-wide in Texas Lottery sales. Their total Texas Lottery sales average is currently more than \$9,900 per week.

H-E-B #057 Corpus Christi

by Terri Crosswhite, LSR

Krystal Houch, operations leader for **H-E-B #057** in Corpus Christi, came up with an excellent idea to promote Texas Lottery on-line games at the store's customer service center. H-E-B partners in the center wear stickers, use suggestive selling and make announcements over the PA systems at key times during the day. Thanks to Krystal's keen strategy and her dedicated, hard-working team, average weekly on-line sales grew from \$15 to \$633 in just three short weeks. Krystal's new on-line goal is \$1,200 per week. Keep up the great work!

Taylor Supply Yorktown

Yorktown Western Days in October was a big hit for the Texas Lottery and **Taylor Supply** in Yorktown. Owners Judy and Loyd Taylor sold well over \$5,000 in Texas Lottery products during the 10-hour event. Friendly faces and great customer service keep customers coming back for more. Instant and on-line weekly sales average more than \$7,800 at Taylor Supply. Last summer, one of their local customers purchased a \$10 *Golden Riches* scratch-off and won \$100,000! [312347] Wow, keep up the good work!



Taylor Supply Clerk Joyce Lingo (left) and Owner Judy Taylor.

Pure-Country Convenience Whitsett

by Oscar Hinojosa, LSR



From left to right: Pure-Country Convenience Owner Arlon Retzloff, Manager Karen Weber and Cashier Linda Kaatz.

The friendly folks at **Pure-Country Convenience** in Whitsett recently found out that scratch-off ticket dispenser placement can make a huge difference in Texas Lottery sales. Owners, Elsie and Arlon Retzloff strive to keep their Texas Lottery customers coming back for more, so they decided to move their dispensers to the front counter. It didn't take long to find that sales began to increase to more than \$1,000 per week and Pure-Country Convenience now averages more than \$4,700 in total weekly Texas Lottery sales.



Operations Leader Krystal Houch (far left) and partners from the H-E-B #057 team.

Victoria

District Highlights

as of 2/9/08



DSM: Brenda Boucher

LSRs: 7 – LeeRoy Campos, Eric Moreno, Johnny Villarreal, Pam Knebel, Terri Crosswhite and Oscar Hinojosa

CSRs: 2 – Floyd Srubar and Rick Garcia

Support Staff:

Betty Sutton

Claim Center Locations & Phone:

Victoria Claim Center
2601 Azalea, Suite 16
Victoria, TX 77901
361-573-4185

Corpus Christi Claim Center
4639 Corona, Suite 19
Corpus Christi, TX 78411
361-853-4793

WINNERS SINCE START-UP

# of Lotto Texas Jackpot Winners:	30
# of Texas Two Step Winners:	13
# of Cash Five Winners:	228
Total Sales Since Start-up:	\$2,998,708,992.00
% of Sales:	6%
Retailer Commissions Since Start-up:	\$149,935,449.60
No. of Isys Retailers:	836
No. of GVT Extra Retailers:	3
No. of SST retailers:	46
No. of ITVM retailers:	65

TylerSpotlight

The Tyler District shares borders with three neighboring states (Oklahoma, Arkansas and Louisiana) and includes more than 1,076 retailers within 35 counties. Tyler District lottery sales reps take pride in helping retailers maximize their sales through inventory customization, effective marketing of Texas Lottery products, and fun-filled promotions. An energetic, enthusiastic team spirit contributes greatly to the Tyler District's success. Lottery players from all over the district enjoy Texas Lottery events throughout the year, including Mardi Gras Upriver in Jefferson, Mayfest in Mineola, the Tomato Fest in Jacksonville and AlleyFest in Longview.

Lucky Food Mart Canton

by Chris Sweaks, LSR

Driving into Canton on Highway 64, you'll spot a convenience store called **Lucky Food Mart**. Owner Rajabali K. Bhimani and his wife, Noor, display winning tickets all over their store. One key to their success is double-facing games like *Bonus Break the Bank* and *Bingo*. Same name and different look equals more sales and more [126842] commission. Rajabali also keeps all games available and when he is missing a game, he calls the instant ticket specialists to order more. This is why Lucky Food Mart now averages more than \$9,500 in total Texas Lottery sales every week. Since 1998, Lucky Food Mart has been a great retailer for the Texas Lottery. Keep up the good work!



Lucky Food Mart Owner Rajabali K. Bhimani and wife Noor Bhimani.

Green Top Longview

by Tanja Wright, LSR

If you're looking for a large variety of Texas Lottery tickets, Raj Agarwal, owner of **Green Top** in Longview has just what you need.



Green Top Owner Raj Agarwal.

Raj offers 30 different scratch-off games and really enjoys selling tickets to his Texas Lottery customers. He offers great customer service and cashes all winning tickets up to \$599. This is why Green Top averages more than \$9,400 a week in total lottery sales. During the 2007 summer retailer contest, he sold 30 packs of the \$50 scratch-off ticket. Great job, Green Top! [144975]

Stateline Citgo Texarkana

by Pat Phillips, LSR

Stateline Citgo in Texarkana has the proud distinction of being the top retailer in the state for instant ticket sales as well as first in total sales. This store is one of two locations in Texas owned by Mr. and Mrs. Sang Kim. Their other location, **Fast 'N Low**, is also a high volume retailer in Texarkana.

The Kims' credit their success to well-trained and friendly personnel at both stores. They have developed a loyal player base that consistently stops in to purchase tickets when they are passing through [124231] Texarkana.



Stateline Citgo in Texarkana.



Stateline Citgo is located on I-30, right on the Arkansas/Texas border and is the first Texas Lottery retailer travelers come to as they enter the state.

The store has lots of winners and Mr. Kim prominently posts their pictures and winning tickets throughout the store. He pays all winners up to \$599.

The Kims have a total of 176 dispensers that are kept full at all times. POS material for new games is displayed as well as the contest games. Mr. Kim looks forward to the contests and encourages his clerks to sell.

The store also has an electronic sign above their building that displays the current *Lotto Texas*® jackpot amount. Even with all of their Texas Lottery success, the Kims are still looking forward to selling a winning jackpot ticket.

Yellow Rose Country Store Leona

by Jacque Johnston, LSR

When traveling on Interstate 45, be sure to stop in and visit the **Yellow Rose Country Store** in Leona. Located 10 miles north of Madisonville and 12 miles south of Centerville, you will be welcomed by Vicki Hassler (owner/manager) or by one of her eight employees who all love their Texas Lottery customers. They offer a variety of tickets in their 24 slots and always keep them full. The atmosphere is cozy and relaxed as travelers and locals stop in to fill up with gas, choose a wonderful gift item, purchase snacks for the road and, of [505007] course, their Texas Lottery tickets.

Yellow Rose Country Store in Leona.



Tyler

District Highlights
as of 2/9/08



DSM: Curtis Macomb

LSRs: 10 – Stephen Bentley, Shirley Brister, Richard Gonzalez, Jacque Johnston, Stephen McCurley, Pat Phillips, Helen Rockwell, Michael Skinner, Chris Sweaks and Tanja Wright

FSTs: 5 – Roger Jekot, Richard Haughn, James Williams, Larry Sullivan and Matt Riley

Support Staff:

Gayle Strickland, Administrative Assistant

Claim Center Locations & Phone:

Tyler Claim Center
3800 Paluxy Dr., Ste 330
Tyler, TX 75701
903-509-9008

WINNERS SINCE START-UP

of *Lotto Texas* Jackpot Winners:31
of *Texas Two Step* Winners:13
of *Cash Five* Winners:220

Total Sales Since Start-up:\$3,558,055,099.00
% of Sales:7%
Retailer Commissions Since Start-up:\$177,902,754.95
No. of ISYS Retailers:1,070
No. of GVT Extra Retailers:7
No. of SST retailers:46
No. of ITVM retailers:61



AR Grocery Owner Robail Sheikh.

AR Grocery Mount Pleasant

by Helen Rockwell, LSR

Rohail Sheikh, owner of **AR Grocery** in Mount Pleasant, keeps customers coming back by offering a large variety of Texas Lottery scratch-off tickets. They currently have 48 games in stock and they cash all winning tickets up to \$599. AR Grocery staff also post big winners, display a friendly and positive attitude, and even serve free coffee to customers while they scratch their tickets. [135312] These are just a few warm ways to thank customers for their support.



JJ's #211 Manager Nita Huddleston (left) and Teresa Sims (right).

JJ's 211 Palestine

by Jacque Johnston, LSR

Located in the heart of Palestine, **JJ's #211** Manager Nita Huddleston stays busy filling the 48 dispensers daily, and making on-line games and the newest Texas Lottery scratch-off tickets available to their customers. JJ's #211 is ranked in the top 20 statewide for instant ticket sales and second district wide with their eight-week instant sales average of more than \$23,000. They also are doing a great job at promoting and selling *Daily 4*, ranking sixth in the district. Way to go!

Reno Quick Stop Reno

by Helen Rockwell, LSR

Welcome to Reno—Reno, Texas that is! In an effort to get customers' attention and increase Texas Lottery sales, a two-hour Lone Star Spin promotion was held at the **Reno Quick Stop** on [429005] December 14, 2007. During the promotion, customers could spin to win Texas Lottery prizes, and also register to win a DVD player that was awarded at the end of the promotion. [140718] What a GREAT way to start the holiday season!



Reno Quick Stop customer and in-store drawing winner Tonda Summers with Owner Saad Has Nain.

Tyler District Team

Front Row - L to R: Michael Skinner, Stephen McCurley, Chris Sweaks, Stephen Bentley, Curtis Macomb.

Back Row - L to R: Pat Phillips, Shirley Brister, Tanja Wright, Helen Rockwell, Jacque Johnson, Gayle Strickland, Richard Gonzalez.



Trinity Chevron Trinity

by Shirley Brister, LSR

When **Trinity Chevron** had a fire at their business location, owner Jean Sun and her family were devastated, but they didn't let that stop them from picking up the pieces and moving what they could to a small trailer at the back of the property. One day of sales was lost, but thanks to the Texas Lottery support staff and service representatives out of the Tyler District office, they were up and running and selling lottery tickets again in no time. Trinity Chevron now has a beautiful new store and everything is getting back to normal.



Trinity Chevron Owner Jean Sun.

24 Market Wills Point

by Chris Sweaks, LSR

The number one goal at **24 Market** in Wills Point is making and keeping customers happy.

Manager Jerry Hill and his [145037] dedicated staff work hard to provide a wide selection of Texas Lottery scratch-off games and it shows with sales of more than \$11,400 per week. 24 Market also cashes all tickets up to \$599 and they post payout amounts in the store for all to see. 24 Market has been a successful Texas Lottery retailer since 1992, and their hard work continues to pay off year after year!



24 Market in Wills Point.

RETAILER Survey

Has your store experienced a decrease in scratch-off play at any of the following price points? If so, please explain why you think this is occurring.

Please circle YES or NO.

\$1 – YES NO

Please Explain. _____

\$2 – YES NO

Please Explain. _____

\$3 – YES NO

Please Explain. _____

\$5 – YES NO

Please Explain. _____

Your Retailer Number _____

Thank you for your time. A retailer will be selected from a drawing of all completed surveys from this issue of RoundUp to receive a Texas Lottery prize packet of promotional items!

Please send survey to: Dr. David Sizemore, Research Coordinator
Texas Lottery Commission • P.O. Box 16630 • Austin, TX 78761-6630 • FAX: 512-344-5254

Retailer Bonuses



Draw Date	Retailer	Location	Bonus
1/1/08	C-Store Sub Express	Fort Worth	\$330,000

Draw Date	Retailer	Location	Bonus
5/23/07	Ector Drive One Shop Store	Eules	\$120,000
12/8/07	Phillips Express	San Antonio	\$308,747.39



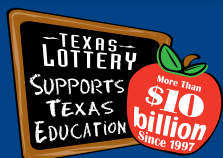
Draw Date	Retailer	Location	Bonus
6/25/07	Sheldon Quick Cash Beverage	Houston	\$2,250
7/9/07	Amerigo's Mart	San Antonio	\$1,625
10/18/07	Fiesta Mart #17	Houston	\$2,250
11/8/07	Fast Stop Food Store	Dallas	\$2,000
11/29/07	Albertson's #4214	Midland	\$4,750
12/3/07	1st Quick Check Convenience	Van Alstyne	\$1,000
12/17/07	OST Texaco	Houston	\$3,250

REMEMBER!

If you find your retailer ID number hidden in this issue of *RoundUp*, you can receive a prize package of Texas Lottery promotional items!

To claim your prize, call 1-800-37-LOTTO.
You must call by April 30, 2008.

Game	Retailer	Location	Bonus
\$130 Million Spectacular #823	Mann Chevron #6	San Antonio	\$10,000
\$130 Million Spectacular #823	Mercury Drive-In Grocery	Jacinto City	\$10,000
Lucky Millions #685	Davids Exxon	Taylor	\$10,000
\$1 Million Extravaganza #825	Allsup's #306	O'Donnell	\$10,000
\$1,000,000 Vegas Luck #774	Allsup's #279	Kermit	\$10,000
Deal or No Deal #1004	C-Mart Food Store #2	Austin	\$10,000
\$1 Million Holiday Winnings #1016	Davalo Grocery	San Antonio	\$10,000



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www.txlottery.org

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MON



Day/Night



Day/Night



TUE



Day/Night



Day/Night



WED



Day/Night



Day/Night



THU



Day/Night



Day/Night



FRI



Day/Night



Day/Night



SAT



Day/Night



Day/Night

