

Hello. Today's Episode Number 13 of the Professor Slots Podcast discuss who builds slot machines. Slot machine manufacturing is principally supported in North America by global leaders in the gaming industry. I'll discuss who they are and what they have to offer. Plus, Georgia slot machine casino gambling and a local casino assessment. Thank you for joining me for the Professor Slots Podcast Show. I'm Jon Friedl and this is the podcast about slot machine casino gambling. It is where I provide the knowledge, insights and tools for helping you improve your slot machine gambling performance. Show notes for this episode are now available within most podcast apps or at [ProfessorSlots.com/E13](http://ProfessorSlots.com/E13).

Jon Friedl from the Professor Slots blog reveals all his tips and tricks for thriving in the casino environment. Choose winning slot machines and identify your gambling goals: being entertained, earning comps, winning take-home cash or combining them. Jon has won 90 taxable jackpots and a luxury car in nine months of slot play, and made a profit at slots gambling since 2013.

Remember to visit [ProfessorSlots.com/Subscribe](http://ProfessorSlots.com/Subscribe) to get my free report revealing the top seven online resources for improving your gambling performance, including the one I've used as a top-tier slot machine casino gambler. Let's get started with the first segment of the show: Who Builds Slot Machines?

There is a relatively short list of slot machine manufacturers in the world. These include Scientific Games Corporation, International Games Technology PLC, Ainsworth Game Technology, Aristocrat Leisure Limited, Aruze Gaming America Incorporated, Franco Gaming Limited, Inspired Gaming Group Limited, Konami Digital Entertainment Incorporated, Multimedia Games Incorporated, and the Novomatic Group of Companies. Of these companies, Class III gaming is principally supported in North America by Scientific Games Corporation and IGT PLC. They are both global leaders in the gaming industry.

Mergers and acquisitions is the name of the game amongst slot machine manufacturers, if you'll pardon a pun. It is currently a highly dynamic corporate environment. In 2014, for instance, Bally Technologies was acquired by Scientific Games. This is significant as Bally was the driving force for inventing most of the modern features of slot machines, which are enjoyed by so many. These gambling companies provide products other than physical slot machines. They often also supply casino management systems. These software packages help casinos to run their operations from day-to-day and even in real-time. This is highly important to casinos as a way to reduce cost and I've found a major advantage play for slots enthusiasts. I'll provide more on that advantage play at another time.

This operating or enterprise software business is as highly competitive as slot machine manufacturing. Factors that determine how successful providers are in selling their systems include product features and functionality, accuracy, reliability, service level, and pricing. Competition is intense because of the relatively low number of providers and the limited number of casinos and jurisdictions in which they operate. Providers are Scientific Gaming,

Aristocrat, IGT, Konami and several smaller companies that service the international jurisdictions.

Within the global gaming industry, who builds slot machines is trending towards consolidation amongst gaming equipment and technology companies. The gist of why is to increase scale and, therefore, operating efficiencies. The hoped for result is accelerated innovation and product development resulting in broader service and product offerings. Several acquisitions of slot machine and other gaming equipment manufacturers has occurred recently, including the aforementioned acquisition of Bally Technologies by Scientific Gaming Corporation, but also the acquisition of Multimedia Games by Global Cash Access Holdings Incorporated.

Following a wave of supplier diversification in the gaming industry about 10 years ago, where new providers had been gaining in market share, the gaming industry has been experiencing significant consolidation. Therefore, the machine gaming sector is evolving from just the sale and leasing of slot machines to now include: one, multi-channel systems and table games equipment for traditional land-based casino; two, lottery technology; three, real-money interactive gaming; and four, online and mobile social casino gaming. A significant threat for the entire gaming and betting industry arises from illegal activities, which can drain significant betting volumes from the regulated industry. The loss of present players from legal casino operations has a material adverse effect on gaming industry operations, business, financial condition, and prospects.

Scientific Games Corporation ticker NASDAQ is SGMS. That's SGMS. They are a global leader in the gaming industry. Scientific Games is the current owner of several slot machine manufacturers, which you may or may not have heard of, which you may or may not have even played on. These include Bally Technologies, which was one of the original slot machine companies, Spielo WMS Gaming Incorporated, Shuffle Master, and Barcrest. Scientific Games' company profile states that they have several business divisions such that the sum of their business provides lottery games, electronic gaming machines, server-based lottery and gaming systems, sports betting technology, loyalty and rewards programs, and online social, mobile and interactive content and services.

In 2013, Scientific Games purchased WGS Industries, Incorporated. Bally Technologies, Incorporated was acquired by Scientific Games Corporation on November 21, 2014 for somewhat astonishing U.S. \$5.1 billion. The products of Scientific Games are installed in 450 gaming jurisdictions worldwide, including all of the major regulated gaming jurisdictions in the U.S. and 146 international gaming jurisdictions. They have 975,000 units installed in North America. They are based in Nevada and have approximately 8,400 employees. Within the gaming supply segment, Scientific Games sees significant competition on a number of fronts. Primarily, being a global leader in slot machines has resulted in their own product lines competing with each other for space on the casino floor.

This portion of Who Builds Slot Machines includes only a brief overview of Scientific Games Corporation. However, I plan to devote an entire segment to a more in-depth examination in an upcoming podcast episode. International Game Technology PLC is the parent company from Italy of the original IGT company. Its ticker on the New York Stock Exchange is IGT. IGT PLC is also a global leader in gaming industry, which, according to its investor's webpage, leverages premium content, substantial investment in innovation, in-depth customer intelligence, operational expertise, and leading-edge technology.

It not only has an established local presence and relationships with governments and regulators in more than 100 countries around the world, but also approximately 13,000 employees. Under current law, it is treated as a foreign corporation for U.S. federal tax purposes. In 2014 and 2015, IGT PLC experienced multiple corporate mergers and acquisitions including GTECH, Holdco, the original IGT, and Georgia Worldwide Corporation, which has been and is a complex, costly, and time-consuming process. The integration process is expected to be completed by fiscal year 2018.

IGT PLC's online social gaming casino offering, DoubleDown Casino, is conducted largely through Facebook and Apple iOS platform, which is a relationship governed by Facebook and Apple's terms and conditions for application developers as well as privacy policy, both of which are occasionally modified by Facebook and Apple without input from anyone else. These changes are not done by contract. IGT PLC currently does business in approximately 100 countries worldwide. At the end of 2014, IGT PLC had contracts with 717 casino operators in the Americas segment, with 249 of them in Latin America and 468 of them in North America.

This portion of Who Builds Slot Machines includes only a brief overview of IGT PLC. However, similar for my plan for Scientific Games Corporation, I expect to devote an entire segment to a more in-depth examination in an upcoming podcast episode.

In summary for this episode segment on Who Builds Slot Machines?, slot machine manufacturing is principally supported in North America by Scientific Games Corporation and International Games Technology PLC, both global leaders in the gaming industry. While many more slot machine manufacturers existed a decade ago, acquisition and merging of these companies has resulted in these two slot machine manufacturers being the current primary providers for casino operations in North America.

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My pro tip for you this episode is fairly straightforward and readily available, but perhaps not something you've actually done before. I provided the ticker name for Scientific Games Corporation, which is SGMS, and International Games Technology PLC, which is IGT. I highly recommend going to the U.S. Security Exchange Commission, that's SEC.gov, to take a look at their individual annual reports. Just go there and search under the tickets, SGMS or IGT. Alternatively, you can visit each company's investors webpage to find their SEC filed annual reports there.

Why? Because it's a great way to keep up with factual yet easy to read information about not only what each company has done in the last year, but also their future plans as best they know them. Perhaps not everyone knows that SEC filed annual reports are actually legally required to be easy to read. Yes, these annual reports can be a few hundred pages long, but most of that is data tables at the end. It's the first 20 to 30 pages that are nicely written factual paragraphs. I always find the risk factors section to be fascinating. Remember, these companies do more than manufacture slot machines such as having business segments that provide statewide lottery systems, so you may need to skip various sections as you read these annual reports.

Finally, Scientific Games Corporation generally releases an annual report each year around early March and IGT PLC near the end of April. Each year, watch for them. That's my pro tip. You might be surprised by what you learn about the current status of the gaming industry.

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Up next is the second segment of the show: Georgia Slot Machine Casino Gambling. In this episode segment, I provide a brief overview of the current state of gambling in a U.S. state territory or federal district. While I'll present some aspects of the overall gambling situation within that specific U.S. state, territory, or federal district, by far, my emphasis will be highly focused on anything of interest to slot machine casino gamblers. Each state by state episode segment can be expected to include an introduction; relevant legal statutes on gambling, if any; slot machine private ownership; state gaming commission, if any; gambling establishments, if any; and a summary. My introduction for Georgia slots pretty much tells you everything you need to know about the availability of slots in the U.S. State of Georgia. Here it goes.

Georgia slot machine casino gambling consists entirely of two casino cruise ships, including the 400-passenger Emerald Princess II Casino and the 500-passenger Escapade. They sail out three miles from the Georgia coast to international waters where gambling is legal. Besides the two cruise ships, the State of Georgia has a lottery and several clubs, which allow poker and other card games. With regards to relevant legal statutes on gambling, keep in mind that I'm not a lawyer and should not be considered as such. However, the legal gambling age on casino ships

based in Georgia is 18. Also, anyone preparing to cruise on a casino ship from Georgia must present a photo ID or they will not be allowed to board.

Next up is a usually short statement about slot machine private ownership, which I have included in case you live in the state and are considering purchasing the slot machine for your own. Here it is: It is legal to privately own a slot machine in Georgia if it was manufactured before 1950. As the casino ships travel in international waters, their casino operators are free from regulations. This means the machines can be set to pay back whatever the operator wants. There is no regard for a minimum payback return. The closest state agency in Georgia with regards to gambling, which actually isn't very close at all, is the Commercial Gambling Unit, CGU, under the Investigative Division of the Georgia Bureau of Investigation.

CGU is tasked with enforcing Georgia's commercial gambling laws as they relate to coin operated amusement machines seen in convenience stores and other locations around the state. The two casino ships are, one: Emerald Princess II Casino in Brunswick, which has a website of [www.emeraldprincesscasino.com](http://www.emeraldprincesscasino.com); and two, Trade Winds Casino Cruise in Savannah with a website of [www.savannahcasinocruise.com](http://www.savannahcasinocruise.com).

In summary, Georgia slot machine casino gambling consists entirely of two casino ships, which sail three miles to international waters where gambling is legal. Individuals must be 18 to be allowed to board, and there is no minimum payback return for slots on Georgia-based cruise ships.

Up next is a casino trip report. What follows is a slightly different casino trip report as compared to my last two podcast episodes. In this report, I have performed a casino assessment to a local casino I've never visited before. To perform this casino assessment, consider following along using my casino assessment checklist originally mentioned in my Professor Slots Podcast Episode Number Three. This free checklist provides the top 25 questions to ask while performing physical assessments of casinos to readily improve your gambling performance, including two entries for individualized personal preferences. You can sign up to immediately receive this checklist by visiting [ProfessorSlots.com/CPAList](http://ProfessorSlots.com/CPAList). Again, that's [ProfessorSlots.com/CPAList](http://ProfessorSlots.com/CPAList). I'll provide a link in the show notes. So let's continue to the casino assessment recorded shortly after leaving a local casino. Here it is.

Hello everybody. This is Jon Friedl, Professor Slots, and this is my Casino Trip Report Number 10 for December 19, 2017. I've just left a casino and this wasn't exactly a gambling trip. Yes, they gave me some money to spend some free slot play, which I did spend, and got, well, they gave me \$10 and I got \$7 back, which is fine. I wasn't here to gamble. I wanted to take a look at the facilities to see if it would be a place to gamble. I did a casino assessment. If you're following my website or my podcast, I did a casino assessment; walked around the property, didn't try to get myself distracted by playing slot machines, and see what there was to see, talked to a few people, some of the employees, one or two of the players if they weren't too busy, and I did that.

So let's go through the assessment. This was a casino that is within half an hour of where I live, so going through my assessing casinos checklist, its location is very convenient. By the way, you can check out my Casino Assessment Checklist if you go back to episode, I believe it's episode three, that would be assessing casinos. In that podcast, there is a link, ProfessorSlots.com/CPAList, and that is a casino checklist. So just to go through that checklist, the convenience of the location, on a scale of one to seven, where seven is high, I'd place that at a seven. It's probably the closest casino to my home or even to where I work.

What's the overall parking situation? Well, I'm looking around and it's a lot of parking. It's a racino. They have a race track, so I imagine they would use a lot more of their parking space when they have races, and that's apparently not right now. It looks quite sufficient and there's some groundskeepers out taking care of some of the landscaping, which is a good sign, a good sign of a place being taken care of. They have a valet. I noticed when I went in, the valet, I noticed when I went in was \$5 for parking. I assume this is for non-high tier program card players.

What's the overall activity level of players in the main slot area? It was busy. I mean, this is a Tuesday, after work in December. Yeah, it was really busy, I thought. It was not packed. The parking lot is by no means full, but it wasn't dead. There was definitely some activity going on.

The quality of their beverage service, this was self-serve. We'll talk about food in a moment. Were there any card carrying slot attendants? I saw a few. One thing I didn't see, and again, this is something for later, but was there anybody winning jackpots, and I didn't see one. I walked through the whole area and I didn't see one, which I did not see any. What about the interaction of casino employees, were they efficient, were they curious? I'm going to say very. They seemed a little tired, weary, but I think that might be just normal perhaps. They were certainly efficient, they are certainly professional, and that's what counts. They weren't in a bad mood, but I think they're maybe a little bit overworked, which from my point of view isn't too bad. That means that they're busy. I talked to the cashier. She conveyed most of that attitude. That's only a good thing. You become professional. You become courteous by having a lot of work. Who has time for anything else when you're busy?

I could not find a smoking parlor. There may have been one, so I could not locate it. I don't smoke so I didn't look as hard as I could have, but I didn't see it. They may not have one. The restrooms. Well, the restroom's clean. Yes, looks like they're in use and there was a few things here and there, but it hadn't been recently cleaned but it was kept up. I would have to give it a fairly high score. So on convenience of location, a seven. The overall parking situation, including valet, I call it a six because it did charge five bucks for valet parking. Overall activity level of players, call it a six. It wasn't derby day or anything like that, but it was certainly a nice level of activity. Quality of the beverage service. Oh gee, we'll call that a three or four, four, I guess, because they had self-service. I didn't see a beverage service option on the touch screen.

Speaking of which, I have a pro tip for you. I did not know this. I was talking to Jessica, who I was having some trouble getting my \$10 of free slot play. They have these touch screens for their rewards program where you insert your card into the slot machine and I pressed my finger against one of the numbers and the number next to it would light up or one next to that or the one next to that. It was all over the place. I've seen this before. You just become very patient and you try to press it just so on the edge of the numbers so that number turns that you want to enter your code so that your PIN so that you can get access to that element of the player's club.

This is probably the worst I've ever seen. I couldn't quite seem to get in, but the person sitting next to me said, "Do you have a key?" I said no, the casino didn't give me a key, and she's like, "No, no, no, your car keys. Take the tip of your car key and touch the screen where you want it to be touched and it'll push the button right there. Where you touch it with the tip of the key on these touch screens will activate that location of the touch screen." So certainly that was interesting. Anybody has problems pushing those buttons and the buttons are not being depressed where you put your finger, use your tip of your key. That's a pro tip. Wish I had known that, say, a year ago.

Okay, and then with activeness of the cash carrying slot attendants, that was pretty low number. I want to say two, maybe a one. One's pretty low. That's a main reason to be very concerned about the assessment of this casino, but they were efficient and high marks for them, a seven, and can't give a number for the smoking corner and the restrooms were clean. Personal preferences. Well, we'll talk about this in a moment but it really, for me, as I'd like to get like a buffet and they had no buffet. There was sandwich stop and a pizza place and a sort of a group seating area. Then they had a sports bar. The sports bar looked halfway decent and I talked to the woman there who was also very courteous. She showed me the menu and let me take some time to myself and told her I was new and just looking over the casino and it was quite nice experience and menu looks okay. I should come back for dinner some time.

Now, let's go through the assessment. I went through the assessment area for all slots enthusiasts and then I have three different areas in case your gambling goal, as I talked about earlier in the podcast, earlier in my sequence ... So if your gambling goal is entertainment, then I have a list of four different things to check, and if your interest is complimentary gifts, well, I have another four, then if your interest gambling goal is take home cash, I have another four. Let's go through those because there's partly an assessment from me here, but I want to work through these in case you may be entertainment folks and you may be complimentary gifts folks as focus and you may be take home cash focused, so I assessed for all three of these, but whatever your focus is, you might want to consider just doing one or more. You can have more than one goal, certainly, and so therefore I'll go through all three as though each one was just as important as the other to me. Let's do the entertainment one first.

Entertainment-focused gambling goal. Musical entertainment venue: there isn't one. Now, they have a track, and if you like horse racing, then maybe that's the venue, but there was no area for a band, much less a stadium or anything of that type. Apparent fun level of players in the main

slot area: I think there was fun as slot players get. Slot players, it isn't readily apparent often that they're having a lot of fun. I think I've talked about this before. If you're playing slot game on Facebook where you might pay some money, but you certainly don't win any money to take home, that's fun. That's fun-fun, but casinos, playing slots, that's serious fun and sometimes these people, me, playing slots, it's very serious. So as fun as they get, they were that fun.

Overall atmosphere and service within restaurant of interest. It was clean, it was beautiful, it was obviously the one and only. I liked it. It had a view of the track. I think that might have been special seating, but you still could sit over in that area. Big windows on one side, they look out over the track. Lovely. I thought that was lovely. Current enjoyment level, even not gambling. Well, sometimes you have to ask yourself, "Do I have a negative feeling?" I don't have a negative feeling from this place as far as the atmosphere. I have other concerns and they're important, but as far as entertainment, they're important to maybe some of the other gambling goals. Here, it is an entertaining place with no other considerations.

Complimentary gifts section. What about the people moving efficiency of promotions counter? It's pretty small. I think it might have been the smallest one I've ever seen. I don't think they're going to be very efficient, but maybe they don't get a lot of people coming through that. They had a setup for giving away an invitational gift, looked like some sort of a fluffy blanket, then there was a few lines but it's four; it's four, five o'clock, should be a lot of people here, and it wasn't a very big area. It was a seating area for the cafeteria, which only had a small couple of restaurants. I don't think they can handle a lot of people here, so there's that. If they can't handle a lot of people here, then that may mean they don't get a lot of people here, and that may mean they don't give out a lot of promotions that are exciting. So there you go. That's a conclusion that you might draw from the complimentary gifts based on how large their promotions areas are.

Now the player's club benefits. I did pick up a brochure and there are a couple of things we can look at here. On the tier points, one tier point for every dollar spent on slots. One tier point for every dollar spent on video poker. Hmm, one tier point for every 10 cents in purchased credits on their website. If you bought a dollar's worth of purchase credits on their website, you would get 10 tier points. I wonder if there's an advantage play there. Something to look into, something to consider; I hadn't seen that before. Then you get some tier points if you have food or you play table games, although I didn't see table games here. This program is at other casinos, which may have table games, but here it was just a slots racino.

Okay, make sure whenever you join player's rewards club that you consider some of the complimentary gifts that they might offer at the different tier levels and what it would takes to get to those tier levels, and if that's important to you, if you're a complimentary gift focused gambling goal person.

Okay, evaluations of the promotion counter service. Yeah, that was great. Box and free slot play, I've heard of 20-25 at other places. It's nice that they had that. They had a promotion going on where they give away fluffy blankets. That's something. I would have preferred maybe

electronic device, shop pack, stuff like that. That's always more thoughtful, not colored blanket. Not so much, so I'm not real pleased with the complimentary gifts. By the way, at this point, if you're entertainment, I think you can be entertained. If you want complimentary gifts, I'm not really seeing it. There's that one possibility of 10 cents purchased on the website meaning one tier point. That's great. That might be something. That's the one thing I found so far because what if you wanted to spend 100 bucks there, then you can get a thousand points, so that might be an advantage.

Now, for slots enthusiasts that are focused on a gambling goal of take home cash, what's the high limits slots area like? Well, the high limits slots area has a knee high partition from the rest of the slots floor. There are four machines. I have a \$25 denomination carousel for machines and then there's maybe 20, 25 machines, closer to 20 machines altogether, and some of these high limit slots are \$3 denomination machines. I guess that means they're three times as much as the \$1 machines that are out on the main floor that makes them high limit. I don't really see that. It was fairly well attended, but one person on the \$25 denomination machine and maybe six people spread throughout the rest of the so-called high limit area.

I'm trying not to let my personal intuition and feelings about the place factor in too much. I like the place. It's entertaining, but I don't see the complimentary gifts and high limit area. The player activity level is fair. The overall condition is not quite what I call high limit and there was no station for a slot attendant within that area, so that's bit of a problem. I didn't see a single suited ... well no, I did. I did see two or three, but they seem to be busy going from one end of the casino to the other doing something, setting up something. So I didn't see too many just sort of stationed around, so I will give that one a fair number. I think this casino assessment comes out to a medium number, around a four or a five. You might want to go if there was entertainment, but complimentary gifts or you wanted to take home cash, that's not there for that.

Now I do have additional information. Jessica, who gave me the little key trick to using the touch screen, which is awesome because that's very frustrating if you can't push a number, she said that she had been here for quite some time. There's no last names and we don't know who Jessica is, but she said on our win/loss statement that she was down for the year, and this is in middle of December, \$22,000. I don't know if she meant to give away that much information because \$22,000 down for the year, \$22,000, I say that's not good.

The reason why it's not good is often I talk to slots players and I say, "You're winning. You're winning enough. If you could just stop losing, if you could just stop playing slot machines at which you lose, but continue to play slot machines at which you win, then you would have a profit." But if she's typical for this casino and she was very straightforward about, "They just take your money," so she's there for entertainment, hopefully spending money that she can afford to spend. I certainly hope so. She's just paying for entertainment. She paid for \$22,000 worth of entertainment this year. I talked to her a little bit about some of the goodness factor and trying to play machines that are more likely to pay more if you do win on them. That's stuff

I covered earlier in assessing, choosing slot machines, episode four, five. Yeah, that was very concerning and at that point it was matching up with some of the stuff that I was seeing for whether or not it would be a good place for you to take home cash or complimentary gifts.

Okay, so that's my assessment for this casino. The most liked casino feature was its convenience, it's nearby. The least liked casino feature is it ain't a place you can make money at. That's my casino assessment for this particular casino. Thank you for your time. Take care. Have fun. Be safe. Make good choices. Bye.

If you'd like to provide a rating review for this podcast, which may well help other slots enthusiasts decide to take a listen to one or more of my episodes, simply use your podcast app. Visit [ProfessorSlots.com/ApplePodcast](https://ProfessorSlots.com/ApplePodcast) if you're an Apple device user, or visit [ProfessorSlots.com/Android](https://ProfessorSlots.com/Android) for Android users.

Part one of the next episode of the Professor Slots podcast is State Gaming Regulations and You, including the following sections: an introduction, the importance of the popularity and acceptance of gaming, what are gaming jurisdictions, types of gaming licenses, and a summary. Part two of the next episode of Professor Slots podcast is another brief overview of the current state of gambling in a U.S. state territory or federal district. This time I'll be talking to you about the U.S. territory of Guam, which is a popular tourist destination for Japan, as well as South Korea, the United States, the Philippines, and Taiwan. Part three of the next episode of the Professor Slots podcast is another visit to a casino, this time observing what it's like to visit a large casino property on or near a major U.S. holiday. Will it be busy or not? Let's find out.

That's the end of another great episode of the Professor Slots Podcast. Thanks so much for listening. Show notes for this episode can be found within most podcast apps or at [ProfessorSlots.com/E13](https://ProfessorSlots.com/E13). I plan to have the next episode come out very soon for you where I'll have more amazing content for the show. Please subscribe to and review the show. That would help so much. To do so, simply use your podcast app, visit [ProfessorSlots.com/ApplePodcast](https://ProfessorSlots.com/ApplePodcast) for Apple device users, or visit [ProfessorSlots.com/Android](https://ProfessorSlots.com/Android) for Android users. Until the next episode, I want to wish everyone Happy Holiday season, and have fun, be safe and make good choices. Bye.