

A WINNING TEAM



Mike's Smoke Shop Arco 65686 On the Green Sports Grill Crazy Horse Campgrounds American Vape & Smoke The Smoke Shop BF Smokes & Gifts Columbian Association Fry's Fuel 625 Latino Market Sandhu Chevron #3 Farley's Pub	Markitt Circle K 9523 UR Market Arco AM/PM 65605 Arco AM/PM 65606 Discovery Market Fort Thomas Café 92nd Street Café Alamo Liquor A1 Liquor Mikes Market Swizzle Stick	A to Z Mart Auto Repair 'N' Gas Whiskey Row Pub 65609 Qwik Stop Valle Vista Country Club Mt Graham Market Whiskey Row Pub 65645 American Legion Post 105 Smoke Zone Beer & Wine U.S. Petroleum Famous Sams 18 Westsides Les' Westsides Les' Too Arizona Travel Plaza Mountain View Market KJ's Convenient Loyal Order of Moose 1704	Bill's Oak Gas and Food Cooper and Ray Chevron Moon Smoke Shop 2 Moon Smoke Shop 3 Thatcher Chevron Chevron Self Service 23 Cellars Fine Wine & Spirits VFW Post 7968 Gravitate Smoke Shop Fuzzy's Sports Grill Super Carniceria El Gran Dave's Fast Stop #3 El Dorado Bar and Grill Barefoot Bob's Billiards Hanks Trading Post Health RX Pharmacy 30 New Walmarts!
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Lottery Sales Team

The entire sales department would like to say a big hello to you! We are very excited with how this fiscal year is proceeding, and are very confident we will hit our record breaking sales goal of 1 billion dollars this year. We want to thank all our retailers for helping us reach this milestone thus contributing to what we can give back to our communities around the state!



Must be 21 or older to purchase or redeem tickets. Overall odds vary by game. All sales are final in accordance with ADA, these materials

The Register

News from the Arizona Lottery

ArizonaLottery.com/retailers April - June 2019

Arizona's Retailer of the Quarter



Quarter 3 retailer of the quarter is Fry's Marketplace 657 in Peoria!

This store continues to grow since its opening a couple of years ago. Shannon, their bookkeeper, has been a terrific asset, not only for this Fry's location, but for Fry's throughout the valley. With several stores having trouble keeping their HD machines full, Shannon has been visiting them, sharing her knowledge and practices to minimize out of stocks and increase sales. In the last quarter they increased their draw game sales

89% and their Scratchers® sales 26.8% over last year. Congratulations to both Fry's Marketplace 657 and Shannon for all you have contributed to the Arizona Lottery!

Arizona's Newest Draw Game is a Hit!

With the odds never better, players are loving the new Triple Twist draw game. Triple Twist sales continue to trend upward at an average of 15% since the game's launch. This game has generated \$2,494,000 in sales from mid-December to the end of February. With multiple ways to win and jackpot drawings Monday - Saturday, your chances of selling a winning ticket have never been better as well. At the end of February we've had approximately one hundred and fifty \$500 winners, and eight \$2000 winners. With a total player payout around \$857,223!



Scratcher® is a registered service mark of the California Lottery

PHOENIX OFFICE
4740 E University Dr.
Phoenix, AZ 85034
480-921-4400
Accounting Questions:
480-921-4410
Licensing:
480-921-4486

TUCSON OFFICE
2900 E Broadway Blvd.
Suite 190
Tucson, AZ 85716
520-628-5107

PHOENIX SKY
HARBOR OFFICE
Terminal 4
Baggage Claim
480-921-4424



Send suggestions and feedback to

GrowYourSales@AZLottery.gov

Arizona Lottery
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FEATURED TEAM AND WINNERS

Investigation Division

The Arizona Lottery Investigations division consists of eight members: Chief of Security, Investigations Supervisor, six senior investigators, and three program specialists. Our entire investigation team comes from a wide variety of law enforcement backgrounds from across the country and we are focused on helping you, our valued retail partners.

Most of the work we do each day is analyzing data for our ongoing investigations and preparing documentation for each of our regulatory, statutory and administrative case investigations, along with developing and maintaining our investigative and intelligence files. We also verify high-tier claims for all three of our Customer Service Offices.

We regularly visit our retailers conducting on-site investigations and compliance inspections. These visits are a great way to meet you and ensure you have all the information you need to work within the rules of the lottery, thereby helping uphold our integrity.

We are also your contact for stolen tickets. If you are the victim of ticket thieves, call us immediately. Please let your staff know they need to have the following information ready when calling our 24-hour stolen ticket hotline (1-833-731-3920):

- Your Retailer Number
- The number of tickets stolen, including game-pack-ticket numbers
- As much information as possible about the circumstances surrounding the theft

Your help keeping an accurate inventory of tickets is crucial when reporting stolen tickets so we can quickly and efficiently assist you. Thank you for all that you do for the Arizona Lottery!



PROMOTION INFORMATION

Arizona Millionaire's Club – Introducing our new \$30 Scratchers ticket with 12 top prizes of \$1,000,000.

Retailers will receive a \$1.95 commission for every ticket sold, so stock your dispensers and vending machines and get ready for big commissions! The Arizona Lottery will be advertising this new game to players throughout March and April.

\$50,000 Makeover Money – Here's a chance for players to win a second-chance prize like no other – makeover money for The Home Depot®! In April, players can enter their non-winning \$50,000 Makeover Money (#1201) tickets for a chance to win \$500, \$10,000 or \$50,000 in The Home Depot Gift Cards that they can use to transform their current house into their dream home.

Wheel of Fortune® – Starting in May, players can win up to \$100,000 instantly and enter non-winning Wheel of Fortune (#1220) tickets into the second-chance promotion for a Wheel of Fortune experience. This includes a VIP trip to Hollywood and an opportunity to spin the wheel for a chance to win up to \$1 Million! This unique and enticing prize is sure to spur sales!

Second Chance Promotions – Players may enter eligible non-winning tickets into our second-chance promotions online, through the Arizona Lottery Players Club (AZPlayersClub.com) or through our free mobile app (available for download on the iTunes® App store and the Google Play™ store).



The Arizona Lottery's 2nd Chance Promotion is not affiliated with The Home Depot®. The Home Depot is not a sponsor of this promotion. The Home Depot is a registered trademark of Home Depot Product Authority, LLC.

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Lottery Coupon Information

The Arizona Lottery frequently distributes coupons to players through email, social media, print, and promotions. Players can redeem coupons at the counter and at Arizona Lottery touchscreen vending machines. **ALL COUPONS HAVE A CODE THAT MUST BE SCANNED IN ORDER TO PRODUCE THE OFFER.** The following scanning instructions are included on each coupon:

Retailer Instructions

- From the terminal HOME screen. Select the blue "REDEEM COUPON" button.
 - Use the barcode reader to scan the coupon. Scan from a distance of 6 – 8 inches away.
 - Select "YES" to confirm the offer and to print the tickets.
- *Report any redemption issues to 1-877-896-5250. The promotional credit is shown on the dailysales activity report.

Player Self-Service Instructions

- Go to an Arizona Lottery **touchscreen** vending machine.
- Insert money if the coupon requires a purchase.
- Press the "REDEEM COUPON" button on the touchscreen.
- Use the barcode reader to scan the coupon.
- Select "YES" to confirm the offer and to print your tickets.



Keep 'em Full Contest Winners!

Each store will receive \$500! Our next Keep'em full contest will be starting soon!

CIRCLE K 8520	CIRCLE K 0226	BASHAS 053
FRYS FUEL CENTER 043	VILLAGE MARKET	CIRCLE K 3385
FOOD MART/CHEVRON	QUIKTRIP 0467	FRYS FOOD STORE 101
CIRCLE K 3378	STOP BY CONVENIENCE STORE 1	GIANT 6639
SAFEWAY 1663	CIRCLE K 1800	7-ELEVEN STORE 23215G
DONUT WHEEL	WALMART 5835	CARIOCA 25
CHEVRON 36832	PINAL FOOD MARKET	JACKSONS 0811
CIRCLE K 5281	DESERT ROSE EXPRESS	SIMON EXPRESS CHEVRON 5000
AJ TOBACCO & LIQUOR	CIRCLE K 1488	BASHAS 015
CIRCLE K 1939	SAFEWAY 0245	CIRCLE K 2741705
7-ELEVEN STORE 20416E	KINGS LIQUOR & LIQUERS	CIRCLE K 1566
SAFEWAY 1771	SAFEWAY 2097	ALBERTSONS 0958
ARCO AM/PM 12479	QUICK & EASY	CIRCLE K 5032
CIRCLE K 0404	CHEVRON QUICK STOP 11612	SAFEWAY 2052
QUICK & EASY FOOD MART	MAUI MART 14408	SAFEWAY 1983
CIRCLE K 2890	DAZZO'S CHICAGO STYLE EATERY	SAGUARO EXPRESS
FRYS FUEL CENTER 054	CIRCLE K 1637	BASHAS FOOD CITY 142
CIRCLE K 5915	CIRCLE K 1603	4 SONS FOOD STORE 602
QUIK MART 21	SUPER STAR CAR WASH & GAS	SHELL FOOD MART 13036
FOOD MART 12967	JAKES CORNER GENERAL STORE	CIRCLE K 8512
CIRCLE K 2915	COBBLESTONE AUTO SPA & MKT I	CIRCLE K 5027
	SAFEWAY 3334	SAFEWAY 2076
	CIRCLE K 1736	47TH AVE FOOD STORE
	SPEEDY STOP FOOD STORE	CIRCLE K 8853
	FRYS FOOD STORE 120	

**WINNER
WINNER**

CIRCLE K 1394	CIRCLE SEVEN MART
OV MINI MART	FAST MARKET 8146
SPEEDSMART 10648	MAJESTIC MARKET PLACE
BEVERAGE HOUSE PINETOP	CIRCLE K 1856
LOVE'S TRAVEL STOP 659	JACKRABBIT CHEVRON
WALMART 4218 NHM	GAS N GRUB V
FAST MARKET 8143	CASA AMIGOS
BASHAS FOOD CITY 004	SMOKE IT
LIQUOR VAULT	SUPERPUMPER 15
SAFEWAY FUEL STATION 1662	ALBERTSONS 3931
MOBIL GAS STATION 11144	GIANT 6661
MARINOS COCKTAIL LOUNGE	ARCO AM/PM
FAST MARKET 8125	SAFEWAY 1748
AMERICAN LEGION POST 109	SAFEWAY 1637
	CIRCLE K 8556
	CIRCLE K 2915



Promotions are a great way to drive lottery sales. If you have an idea, or would like to have us host a promotion to boost your lottery sales, please reach out to our Sales Manager, Joe Leitheim, at jleitheim@azlottery.gov or at 520-837-9805. He will happily work with you to set up a promotion for your store.

