

Ticket Talk



POWER CRUISE™

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POWER CRUISE™ 2018 IS COMING!

An exciting POWERBALL® promotion sets sail this April, and SIX guaranteed Delaware Lottery winners will be onboard 2019's Power Cruise™. The Power Cruise™ promotion runs from April 18, 2018-June 2, 2018, and is a great way to get your customers excited about POWERBALL® and potentially drive your POWERBALL® ticket sales.

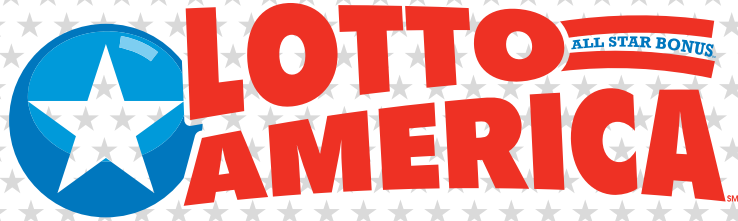
Power Cruise™ is a five-night cruise in the Bahamas with ports of call in Nassau and Cococay. Winners will be treated to a private concert from Kenny Loggins, and there will be \$250,000 of onboard prizes!

For a chance to win, your customers can submit their non-winning POWERBALL® tickets by mail from any POWERBALL® drawing between Wednesday, April 18, 2018, and Saturday, June 2, 2018. More information is available at delottery.com.

POS will be delivered to your location in March.

Drawing Number	Entry Deadline 4:30pm	Drawing Date	Prizes
1	4/30/18	5/3/18	Interior Stateroom
2	5/7/18	5/10/18	Interior Stateroom
3	5/14/18	5/17/18	Ocean View Stateroom
4	5/21/18	5/24/18	Balcony Stateroom
5	5/28/18	5/31/18	Balcony Stateroom
6	6/4/18	6/7/18	Balcony Stateroom

Drawing



A NEW GAME WITH A LOTTO HISTORY

On November 15, 2017, the Delaware Lottery introduced LOTTO AMERICASM with All-Star Bonus, America's newest multi-million drawing game—or maybe we should we say “reintroduced.”

From 1988 to 1992, LOTTO AMERICASM was a popular game in Delaware before it was rebranded as POWERBALL[®]. Twenty-five years later, the game has been revived with a new format. “We are excited to bring this game back to our fan base,” said Vernon Kirk, Director of the Delaware State Lottery.

LOTTO AMERICASM is one of the largest \$1 draw games in the country, with a minimum estimated annuity jackpot of \$2 million per drawing plus eight set cash prizes of up to \$20,000. Drawings are held every Wednesday and Saturday at 11pm.

Learn more about Delaware Lottery's newest draw game at:
delottery.com/Drawing-Games/Lotto-America.

Two Big Changes Every Retailer Should Know



MEGA MILLIONS[®] made a mega move to give POWERBALL[®] a run for its money. Effective October 31, 2017, MEGA MILLIONS[®] increased its starting jackpot, odds of winning and third-tier payouts. Additionally, the number of Mega Balls has increased from 15 to 25!



HOT LOTTO[®] was retired on October 28, 2017, but customers with winning tickets can still claim their prizes up to October 28, 2018—one year from the final drawing date.

Your customers can visit delottery.com to check if their past numbers have won.

New Retailers



From All of Us at the Delaware Lottery, We Would Like To Welcome All of Our Newest Retailers!

A-Plus #40122H—Newark

Books & Tobacco—Wilmington

Cigar & More Tobacco Outlet—New Castle

Circle K—Claymont

Claymont BP—Claymont

D & D Liquors—Dover

Dash Discount Liquors—Newark

EZ Food Mart & Tobacco Store—Dover

EZ Pick—Bear

Gas & Go—Smyrna

Harrington Cigarette Outlet—Harrington

Jefferson Street Liquors—Wilmington

Kirkwood Liquors—Bear

Liquid Assets—Seaford

Long Neck Shell—Millsboro

New Castle Gulf—New Castle

New Castle Spirits—New Castle

Oldskool Liquors—Wilmington

The Country Cupboard—Felton

The Depot—Dover

Valero—Dover

KENO®
Fun. On the spot.

If you are interested in trying the KENO® non-monitor program, please contact Don Cahall, KENO® Field Supervisor, at 302-744-1626.

Retailer WAVE Terminal Changes

Recently, all Retailers were trained on the new WAVE Terminal Processes and Procedures. The following terminal changes are now available on your WAVE Terminal:

ADVANCED DRAW

Purchase of MEGA MILLIONS® and LOTTO AMERICASM Advanced Draws with a playslip or manually on the terminal.

DRAW TICKET CHANGES

Serial numbers went from 16 to 21 digits.

MANUAL CASHING NEW AND LEGACY TICKETS

The Cash/Cancel Tab will have a new mode option for manual cashing. Touch “mode” to select between New/Old Format (16/21 digit serial number).

CASH VOUCHERS



The new PlayCentral HD machines will dispense vouchers instead of cash. If you receive a voucher, scan it at your WAVE terminal for validation.

KENO® (ONLY FOR KENO® RETAILERS)

Play has been extended an hour.

INSTANT TICKET PROCESS CHANGES

Tickets are received as normal, but now the pop-up display will show more information on the shipment.

RETURNING PACKS OF INSTANT TICKETS

Retailers will now be able to return **all** tickets, and credits are issued immediately.

Returned tickets must be received in the Lottery office **within two weeks** or the tickets will be charged back to the Retailer.

RETAILER NUMBERS

Retailers with multiple terminals will only have one retailer number followed by the number of each additional terminal, e.g., #12345-00; #12345-01; #12345-02.

REPORT CHANGES

Reports will no longer be identified by number; they will be identified by name. Reports will still be accessible through the report menu.

VIEWING MESSAGES



Within the “Special Functions” menu, we have added a “mail” option. The “message notification” will light up to indicate when you have received mail and/or messages.

If you need more information, please check the “blue” folder left at your location for details or contact your Lottery representative.

Top 10 Retailers

Top 10 Retailers

OCTOBER THROUGH DECEMBER 2017

Drawing Games

Kent

Uncle Willie's-Woodside-Dover
Mike's Food Mart-Dover
Smyrna News & Tobacco-Smyrna
Nik's Corner Store-Dover
One Stop-Dover
Milford Plaza Cigarette Outlet-Milford
One Stop Market-Milford
Cigars, Cigarettes & More-Smyrna
Stop & Shop-White Oak Rd.-Dover
Cheswold News & Tobacco-Dover

New Castle

Delaware News Center-Wilmington
Tobacco Express, Inc.-Claymont
Naaman's Beverage Mart, Inc.-Claymont
Tobacco Time-Bear
Shell-New Castle
Claymont News and Gifts-Claymont
Fairfax News-Wilmington
Books & News Plus-Newark
Airport News & Tobacco-New Castle
State Line Cigarette Outlet-New Castle

Sussex

Joe's Tobacco Superstore-Delmar
Daily Market-Lewes
Delmar Liquors-Delmar
Bodie's Market #1-Millsboro
Harpoon Hanna's-Fenwick
General Store-Millsboro
Bodie's Market #4-Selbyville
Back Bay Tobacco-Millsboro
Bodie's Market #3-Georgetown
Super Soda Center II-Stein Hwy.-Seaford

Instant Games

Kent

Uncle Willie's-Woodside-Dover
Mike's Food Mart-Dover
Hylton's Market-Camden
Shore Stop #255-Greentree-Dover
Smyrna News & Tobacco-Smyrna
Royal Farms #119-Cheswold
Royal Farms #117-Hartly
Royal Farms #139-Dover
Stop & Shop-White Oak Rd.-Dover
Market Place-Milford

New Castle

Claymont News & Gifts-Claymont
Tobacco Time-Bear
Delaware News Center-Wilmington
Boxwood Books, News & Tobacco-Wilmington
Fairfax News-Wilmington
Airport News & Tobacco-New Castle
Books & News Plus-Newark
New Castle Spirits-Newark
Express Food Market-Bear
Shell-New Castle

Sussex

General Store-Millsboro
BP-Pep-Up Gas Station-Millsboro
Daily Market-Lewes
Uncle Willie's-Lewes
Bodie's Market #1-Millsboro
Stop & Shop-Dewey Beach
Back Bay Tobacco-Millsboro
Selbyville Goose Creek-Selbyville
Shore Stop #254-Angola
Royal Farms #123-Oak Orchard

Events and Promotions



Delaware 87ers Ticket Promotion

Congratulations to Megan Sifford from the Pike Creek ACME for winning herself a pair of Delaware 87ers tickets from our December promotion. The Delaware Lottery is a proud sponsor of Delaware 87ers basketball.



VISA Holiday Gift Promotion

The following lucky bunch were all winners of our Visa holiday gift promotion.



Rajesh Patel

Crystal Reed



Donna Morris

Brenda Raleigh



Neil Patel

Robin Sharma



Leila Thomas

Curtis Knight



Himanshu Desai

Jerry Dorsey

Alan Dean	Curtus Knight	Jessica Johnson	Mike Shea	Shannon Seiders
Alpit Patel	Cynthia Douglas	Jessica Kulesza	Mina Patel	Shirley Burris
Ashley Barnett	Dale Schenk	Jessica Love	Muhammad Zahid	Shirley Wiggins
Ashok Patel	Daniel Parker	Jessica Manning	Nayana Vyas	Stacy Hollen
Ben Berk	Deanna Schiavello	Jignishel Patel	Neil Patel	Stacy Leathern
Bena Patel	Deborah Arabia	Jimir Patel	Nicole Collins	Stefania Shamblin
Bernice Kaminski	Denice Murphy	Joanne Kilvington	Nidhi Patel	Stephanie Fuller
Bill Rice	Dharam Patel	Juliana Nasatka	Noemi Ariza	Stephanie Royle
BJ Patel	Dinaz Parikh	Kassandra Perez	Paresh Parikh	Stephen Piera
Brenda Drury	Doug Thacker	Kasthik Godi	Paula Deptulo	Sumaya Alikinu
Brenda Raleigh	Donna Morris	Kimmi Patel	Peggy Ryan	Suzy Schenkel
Brittany Robinson	Ebony Barnhart	Krishna Desai	Pete Upaduyay	Sweta Patel
Buddy See	Emily Finch	Kristen Dricken	Piyush Patel	Talal Khan
Cecilia Vasquez	Feroz Alam	Laura Guthrie	Pratima Patel	Tammy Spencer
Chermel Boone	Gary Patel	Leila Thomas	Rajesh Patel	Terry Ebling
Cheryl Kraft	Gaurang Syoy	Linda Wardrup	Rhonda Beaver	Tim Wallace
Chetam Patel	Gene Klosowski	Liz Vitale	Rhonda Stevens	Tina Knight
Chickie Culley	Himanshu Desai	Marie Litano	Rick Griffiths	Tracy Torres
Cindy Bradford	Jake Sirenides	Marissa Poore	Robin Sharma	Tristan Thacker
Cindy Ellis	Jay Patel	Mark Bhavsar	Sagar Patel	TRUE Patel
C.N. Pandey	Jayantibhai Patel	Mayank Bhavsas	Sandy Riley	Vaishuli Patel
Crystal Reed	Jerry Dorsey	Megan Gray	Shailini Patel	Virginia Medeiros



We couldn't be more proud to sponsor two incredible collegiate basketball programs. Congratulations to the Blue Hens and the Hornets for another exciting season!



XFINGERS

Unfortunately, XFingers will not be taking place this year due to a scheduled system conversion. We will be training all Retailers on the new changes. Stay tuned for more information and other upcoming Retailer events.

Big Winner Locations

When Your Customers Win Big, So Do You.

Congratulations to Bedford's Pleasantville Country Maid in New Castle and Concord Liquor in Seaford for selling a \$250,000 Instant Game winning ticket, earning each store

\$5,000!

PAST BIG WINNER LOCATIONS

12/04/17	MULTI-WIN LOTTO	\$350,008	7-Eleven-Maryland Ave. (#1)-Wilmington
12/22/17	KENO®	\$20,000	Naaman's Beverage Mart 2nd-Wilmington
12/29/17	MULTI-WIN LOTTO	\$59,100	Redner's Warehouse Market-Dover
12/30/17	POWERBALL®	\$50,000	Food Lion #879-Delmer
1/02/18	MEGA MILLIONS®	\$10,000	Shore-Stop #266-Dover
1/02/18	MEGA MILLIONS®	\$10,000	General Store-Lewes
1/12/18	MULTI-WIN LOTTO	\$55,022	BP-Pep-Up Gas Station-Millsboro
2/10/18	POWERBALL®	\$50,000	Kirkwood Liquors-Bear



Lost or Stolen Tickets

- Tickets are void if damaged, altered in any way, illegible or incomplete. The Lottery is not responsible for torn, stolen or lost tickets.
- A physical ticket must be presented for all prize claims. (No photos will be accepted.)

Email Us Your Bright Ideas

Our Retailers are always coming up with great new ideas to promote or improve Delaware Lottery games. Now there's one place to submit them—our new online Suggestion Box. We'll look at all of the ideas, pick the best one, send a Lottery field representative to interview the person who came up with our top choice and do a "Bright Ideas" feature story that expands the idea. Each future edition of *Ticket Talk* will feature an idea. Maybe we'll publish yours!

Send all your comments or suggestions to msmwebmail.lottery@state.de.us. You can send as many as you'd like.



Delaware Lottery Dollars/Coupons

- The Delaware Lottery continues to offer discounted play to customers through its Lottery Dollar Coupons, which are pictured.
- Delaware Lottery Dollars are printed on hard card stock.
- Each Delaware Lottery Dollar has a 2-D barcode that should be scanned for validation, just like any Instant Game ticket.
- If you receive Delaware Lottery Dollar(s) from a customer, scan it through your Lottery terminal for validation. Then, the customer may pick any Lottery ticket (except Sports Lottery) for the value of the Lottery Dollar(s). Delaware Lottery Dollars cannot be redeemed for cash.
- The \$1 and \$5 Delaware Lottery Dollars each has an expiration date clearly printed on the front: Valid through December 31, 2019.
- Customers mainly receive, but not exclusively, Delaware Lottery Dollars from various individual Retailer promotions, public events and appreciation awards.



2-D barcode for
Retailer use

LOOK FOR THESE NEW INSTANT GAMES
COMING SOON!



Go Scratch!

Anniversary Retailers

**We Would Like To Wish The Following Retailers
A Happy Anniversary!**

30 YEARS



National Liquors-Hemendra Patel



Lakeshore Wines & Spirits-Tom Conway

20 YEARS



Shop Rite First State Plaza-Joann Barry



Newport Exxon Shop & Car Wash-Crystal



Boyd's Corner Liquors-Ashish Dudhia



Valley Liquors-Kiran Patel

10 YEARS



Natalie Food Store-Arsat Diktas



Cigars, Cigarette & More-Mahesh K. Patel



Manor Park Liquors-Devendra Patel



Georgetown Package Store-Jagdish Patel



State Line Cigarette Outlet-
Mona Dudani & Srabjit Singh



Shawnee Country Store-Mayur Patel



Super Spirits Camden-Alpit Patel



Driftwood Spirits-Bhaves Patel



USA Gas Elsmere-Rakesh Mehta



Food Lion #875-Pam Baker



Williamsville Country Store-George Pechin Jr



United Check Cashing Milford-Scott Parsons



Benbow's Package Store-Rajdeep Kaur



Liquor Market-Nehal Patel



Food Lion #1419-Nancy Scott



Food Lion #879-Sheleena Holland



Food Lion #1206-Melvin Young



Food Lion #1294-
Brenda Ebert & Cory Krambeck



Food Lion #1385-Kayley Reynoso



Food Lion #1369-Brandon Price & Nina Bell



Food Lion #1458-Tracy Cave



Food Lion #1528-
Remona Hughes & Roger Bradley



Food Lion #2521-Kim Espenlaub



Food Lion #2561-Rachael Ramsey



Food Lion #1426-
Wade Williams & Cristal Poore



Dot #111-Robin Robinson



Royal Farms #120-Ozell Allen



Royal Farms #123-Tommy Yi

Instant Games **Expiring Soon**

April 2, 2018:

GAME NAME	GAME #
Delaware First	767
Sock Monkey Money	770
Lucky Lines	776
20X	780
Fab 4	789
Extra! Extra! Crossword	794

April 30, 2018:

GAME NAME	GAME #
Jumbo Bucks	774
Bingo Twist	784
Bronze 7	786
Money Madness	790
Ugly Sweater	799
Holiday Gift Bag	800

May 28, 2018:

GAME NAME	GAME #
\$150,000 Payout	771
Super Cash	777
7	783

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