

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 4/27/2020

Game #	2001	Confirmed Packs	7,168
Game Name	Deuces Wild	Active Packs	3,557
Quantity Printed	8,394,075	Warehouse Packs	21,065
Price Point	\$5	Returned Packs	2,805
Start Date	12/2/2019	Printed Payout Percentage	68.01%
Top Prize	\$ 100,000	Percent Sold	68.07%
Number of Top Prizes Remaining	1	Number of Weeks Out	21

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 221,688	Actual ticket production costs
Prize payout expense	\$ 18,696,370	Data from Instant Ticket Tier Liability screen in ES

Estimated Direct Costs \$ 18,918,058

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 28,569,234	Based on # of tkts printed, times % sold from DaVinci report, times the price point
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Total Estimated Benefits \$ 28,569,234

Excess of Revenue over Expended \$ 9,651,176

INTANGIBLE POSITIVE BENEFITS:

- Allows for open bin space for new games at same price point with higher average weekly sales.
- Allows retailers to return inventory to TLC that is not selling thus releasing their financial burden

INTANGIBLE NEGATIVE BENEFITS:

- There are still valuable prizes remaining in this game.

Assumptions:

- Estimated sales revenue is calculated based on the number of tickets printed times the percent sold from the DaVinci report. The percent sold amount is based on pack settlements. Some partial packs could be returned thus slightly reducing the sales revenue amount reported above.

Weekly Sales Comparison Information

	<u>Previous 3 Weeks Sales from DaVinci</u>	
Most recent week sales	\$	511,440
Next week	\$	557,555
Next week	\$	484,565
Avg Weekly Sales Current Game	\$	517,853
Avg Weekly Sales \$5; 5M - 9.99M Qty	\$	1,810,073
Percentage Of Variance In Sales		71%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	2001	Printed Payout Percentage	68.01%
Game Name	Deuces Wild	Actual Payout Percentage	65.44%
Percent Sold	68.07%	Number of Weeks Out	21
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			19

Recommendation

Based on the findings in this Summary Report, I am recommending closing the above game.

I am recommending closing the above game based on the below business reason(s):

Scratch Ticket Strategy Coordinator Date

Products Manager Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Lottery Operations Division Director Date

Controller Date

Executive Director Date

Bowersock, Dale

From: Grief, Gary
Sent: Tuesday, April 28, 2020 3:13 PM
To: Bowersock, Dale
Cc: Sanchez, Sheila; Austin, Casey; Pyka, Kathy
Subject: RE: Under 85% Game Pre-calls for 5/8/2020

Dale,

This is approved.

Thanks.

From: Pyka, Kathy
Sent: Tuesday, April 28, 2020 3:08 PM
To: Grief, Gary <Gary.Grief@lottery.state.tx.us>
Cc: Sanchez, Sheila <Sheila.Sanchez@lottery.state.tx.us>; Austin, Casey <Casey.Austin@lottery.state.tx.us>; Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Subject: FW: Under 85% Game Pre-calls for 5/8/2020
Importance: High

Gary,

I have reviewed and approved the attached game closing analysis. Following your review and approval, please feel free to return to Dale.

Thanks, Kathy

From: Stuckey, Kelly <Kelly.Stuckey@lottery.state.tx.us>
Sent: Tuesday, April 28, 2020 2:52 PM
To: Pyka, Kathy <Kathy.Pyka@lottery.state.tx.us>
Cc: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Subject: FW: Under 85% Game Pre-calls for 5/8/2020
Importance: High

Kathy, I have reviewed the attached scratch closing analysis. Ready for your approval.

Thanks,
Kelly

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Tuesday, April 28, 2020 2:15 PM
To: Stuckey, Kelly <Kelly.Stuckey@lottery.state.tx.us>
Subject: FW: Under 85% Game Pre-calls for 5/8/2020
Importance: High

For OC review/approval.

Thanks,
Dale

From: Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us>
Sent: Tuesday, April 28, 2020 2:10 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>; Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Subject: FW: Under 85% Game Pre-calls for 5/8/2020
Importance: High

Approved.

From: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Sent: Tuesday, April 28, 2020 2:07 PM
To: Mindell, Ryan <Ryan.Mindell@lottery.state.tx.us>
Cc: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Subject: FW: Under 85% Game Pre-calls for 5/8/2020
Importance: High

I'm approving the attached game closing analysis, 4/28/2020. –RT

Robert Tirloni
Products Manager | Texas Lottery Commission
Office: 512-344-5406

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, April 27, 2020 4:35 PM
To: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Under 85% Game Pre-calls for 5/8/2020

Approved. DB 4/27/2020

Robert attached is the game under 85% sell-through which will need to be routed for executive approval.

Approvals needed in order – Dale, Robert, Ryan, Kathy, Gary (then return to Dale)

From: Gough, Riley <Riley.Gough@IGT.com>
Sent: Monday, April 27, 2020 4:24 PM
To: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Cc: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: RE: Game Pre-calls for 5/8/2020

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Hi Dale,

I do not have issues with the below games.

Thanks,
Riley

From: Bowersock, Dale <Dale.Bowersock@lottery.state.tx.us>
Sent: Monday, April 27, 2020 10:00 AM
To: Gough, Riley <Riley.Gough@IGT.com>
Cc: Tirloni, Robert <Robert.Tirloni@lottery.state.tx.us>
Subject: Game Pre-calls for 5/8/2020

[THIS MESSAGE ORIGINATED FROM A NON-IGT EMAIL ADDRESS]

Here are the games I would recommend for Pre-call in May.

Under 85% sold:

#2001 - \$5 - Deuces Wild, 68.07% sold, last week's sales = \$511,440

Over 85% sold:

#2073 - \$10 - 777, 97.39% sold, last week's sales = \$421,450

#2083 - \$20 - \$100 or \$200, 98.27% sold, last week's sales = \$707,180

#2115 - \$2 - Wild Cash, 89.17% sold, last week's sales = \$160,762

#2180 - \$5 - Bonus 7, 97.55% sold, last week's sales = \$348,690

#2186 - \$5 - Power 5s, 89.15% sold, last week's sales = \$412,510

Please let me know if you have any concerns.

Dale

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Da Vinci Report
Week End Date: 4/25/20
4/27/20

Product Line	Game	Game \$	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
														4/25/20	4/11/20	4/11/20	4/11/20
Mature	2189	\$5	7,131,225	88 FORTUNES	1/20/20			14	76.98%	7,276	4,086	9,205	32	\$895,315.00	\$941,070.00	\$899,895.00	\$1,044,860.00
	2177	\$5	18,315,600	BONUS BREAK THE BANK	11/18/19			23	38.78%	10,818	8,340	132,928	14	\$1,530,860.00	\$1,482,755.00	\$1,256,340.00	\$1,344,150.00
	2001	\$5	6,394,075	DELUCES WILD	12/2/19			21	68.07%	7,188	9,557	21,065	2,805	\$511,440.00	\$557,555.00	\$484,565.00	\$578,855.00
	2195	\$5	20,072,100	MONOPOLY 50X	1/6/20			16	52.97%	13,826	9,423	99,431	51	\$2,452,200.00	\$2,429,210.00	\$2,139,170.00	\$2,357,945.00
	2186	\$5	7,113,225	POWER 5S	11/18/19			23	89.15%	3,544	2,184	3,729	42	\$412,510.00	\$402,185.00	\$391,875.00	\$440,780.00
	2237	\$5	40,877,775	SUPER LOTERIA	12/16/19			19	32.34%	17,997	9,797	334,624	54	\$4,308,380.00	\$3,894,625.00	\$3,341,835.00	\$3,482,185.00
	2056	\$10	28,522,850	\$200 MILLION CASH EXPLOSION	9/4/18			86	71.50%	8,747	5,585	144,687	60	\$2,774,940.00	\$2,539,260.00	\$2,096,210.00	\$2,189,790.00
	2224	\$10	12,075,500	\$250,000 50X CASHWORD	11/4/19			25	86.13%	13,530	7,905	7,244	18	\$4,339,130.00	\$4,175,380.00	\$3,655,890.00	\$3,873,420.00
	2167	\$10	26,558,050	MEGA LOTERIA	9/16/19			32	66.49%	16,801	9,252	144,705	16	\$6,422,180.00	\$6,191,220.00	\$5,475,910.00	\$5,668,810.00
	2196	\$10	13,192,900	MONOPOLY 100X	1/6/20			16	53.36%	13,386	9,515	96,385	6	\$3,772,120.00	\$3,575,060.00	\$3,103,850.00	\$3,316,440.00
	1838	\$20	34,728,300	INSTANT MILLIONAIRE	5/15/17			154	50.68%	9,482	5,681	685,874	35	\$2,843,840.00	\$2,512,680.00	\$1,994,600.00	\$2,157,160.00
	2178	\$20	7,183,550	MONEY	10/21/19			27	80.62%	10,074	5,923	37,103	29	\$2,242,280.00	\$2,273,460.00	\$1,816,280.00	\$2,080,020.00
	2197	\$20	8,934,850	MONOPOLY 200X	1/6/20			16	38.75%	15,574	8,587	191,282	19	\$3,553,080.00	\$3,385,540.00	\$2,838,560.00	\$3,089,320.00
	2053	\$30	34,080,725	\$750 MILLION WINNER'S CIRCLE	3/19/18			110	33.63%	6,015	2,984	893,364	31	\$1,818,840.00	\$1,897,680.00	\$1,501,560.00	\$1,699,020.00
	2173	\$30	5,135,150	HIT \$1,000,000	9/9/19			34	78.59%	11,221	5,822	24,608	95	\$2,708,550.00	\$2,523,090.00	\$2,099,730.00	\$2,333,670.00
	2141	\$50	4,623,120	MILLION DOLLAR JACKPOT	5/20/19			49	83.31%	7,495	3,196	26,234	61	\$2,126,700.00	\$2,113,050.00	\$1,838,550.00	\$2,295,750.00
	2190	\$50	5,506,820	PREMIER PLAY	12/2/19			21	48.16%	11,642	4,832	123,739	28	\$4,493,750.00	\$4,512,050.00	\$4,061,150.00	\$5,257,650.00
Out of Wareh	2200	\$1	9,245,700	QUICK 7S	2/3/20			12	79.54%	6,850	4,816	7	135	\$324,890.00	\$393,088.00	\$424,005.00	\$508,162.00
	2201	\$5	6,234,900	\$50,000 POKER	2/3/20			12	85.45%	6,655	4,453	42	86	\$1,277,540.00	\$1,369,210.00	\$1,298,915.00	\$1,559,090.00
Sold/Closing	2188	\$1	9,075,750	ICY HOT 7S	12/2/19	4/8/20	5/23/20	21	93.06%	496	239	0	2,464	\$15,095.00	\$29,180.00	\$39,177.00	\$49,927.00
	2105	\$1	9,056,850	WILD CHERRY DOUBLER	12/16/19	5/9/20	6/17/20	19	92.74%	1,371	916	0	1,048	\$50,806.00	\$60,877.00	\$67,645.00	\$91,053.00
	2185	\$2	7,319,875	HOLIDAY CHEER	11/18/19	5/9/20	6/17/20	23	91.03%	576	133	0	4,022	\$10,214.00	\$16,626.00	\$14,208.00	\$17,522.00
	2179	\$2	5,454,125	VETERANS CASH	10/21/19	5/9/20	6/17/20	27	86.59%	1,756	628	0	2,316	\$49,844.00	\$57,452.00	\$52,724.00	\$63,370.00
	2052	\$3	35,669,250	\$50,000 BONUS CASHWORD	2/4/19	5/3/20	6/17/20	64	97.64%	2,407	1,130	105	1,035	\$258,558.00	\$307,104.00	\$324,345.00	\$443,727.00
	1828	\$3	41,527,800	TEXAS LOTERIA	9/17/18			84	97.69%	6,473	4,211	22	124	\$748,965.00	\$987,230.00	\$1,176,990.00	\$1,394,745.00
	2157	\$5	7,339,200	5X EL DINERO	10/7/19	4/8/20	5/23/20	29	79.59%	321	268	16,173	2,264	\$59,520.00	\$105,085.00	\$144,010.00	\$201,555.00
	2180	\$5	10,212,525	BONUS 7	10/21/19			27	97.55%	1,503	1,294	2	116	\$348,890.00	\$461,360.00	\$536,245.00	\$732,875.00
	2158	\$5	9,750,750	COWBOYS	8/19/19	4/8/20	5/23/20	36	61.69%	299	193	46,325	1,942	\$52,575.00	\$90,880.00	\$119,545.00	\$170,930.00
	2159	\$5	5,626,275	HOUSTON TEXANS	8/19/19	4/8/20	5/23/20	36	63.69%	323	141	23,748	1,965	\$15,125.00	\$46,765.00	\$65,705.00	\$90,970.00
	2088	\$5	7,343,025	MERRY MONEY	11/4/19	4/8/20	5/23/20	25	87.04%	394	121	209	10,667	-\$24,675.00	-\$9,135.00	\$18,110.00	\$70,005.00
	2082	\$5	22,519,650	SUPER CROSSWORD	11/26/18			74	94.57%	5,975	3,989	4,232	102	\$909,175.00	\$906,375.00	\$809,410.00	\$925,395.00
	2074	\$5	40,124,625	SUPER LOTERIA	1/21/19			66	98.15%	2,297	1,167	19	71	\$520,470.00	\$763,785.00	\$912,355.00	\$1,021,385.00

Liability for 2001 / for Life to Date

Product Status:
Active

SmartCash Enabled:
N/A

Validation Range: 08/22/2017 - 12/31/2037

Outstanding Prizes

Tier	Ref	SmartCash	Tier Value	Count	Amount	Tickets Paid Life to Date	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	1	N/A	\$5.00	306568	\$1,532,840.00	532878	\$2,664,390.00	63.48%	5328535
2	2	N/A	\$10.00	152914	\$1,529,140.00	275968	\$2,759,680.00	64.35%	5401243
3	3	N/A	\$10.00	159193	\$1,591,930.00	288463	\$2,884,630.00	64.44%	5409019
4	4	N/A	\$15.00	26389	\$395,835.00	48256	\$723,840.00	64.65%	5426545
5	5	N/A	\$15.00	25154	\$377,310.00	49491	\$742,365.00	66.30%	5565425
6	6	N/A	\$15.00	18941	\$284,115.00	36903	\$553,545.00	66.08%	5546997
7	7	N/A	\$20.00	13049	\$260,980.00	24291	\$485,820.00	65.05%	5460644
8	8	N/A	\$20.00	13043	\$260,860.00	24323	\$486,460.00	65.09%	5464033
9	9	N/A	\$20.00	6269	\$125,380.00	12412	\$248,240.00	66.44%	5577177
10	0	N/A	\$50.00	2840	\$142,000.00	5347	\$267,350.00	65.31%	5482242
11	0	N/A	\$50.00	9262	\$463,100.00	19153	\$957,650.00	67.40%	5657987
12	0	N/A	\$50.00	3816	\$190,800.00	7820	\$391,000.00	67.21%	5641257
13	0	N/A	\$50.00	5756	\$287,800.00	11761	\$588,050.00	67.14%	5635823
14	0	N/A	\$50.00	4655	\$232,750.00	9344	\$467,200.00	66.75%	5602845
15	0	N/A	\$100.00	2042	\$204,200.00	3782	\$378,200.00	64.94%	5450960
16	0	N/A	\$100.00	2384	\$238,400.00	4630	\$463,000.00	66.01%	5540999
17	0	N/A	\$100.00	4996	\$499,600.00	10147	\$1,014,700.00	67.01%	5624689
18	0	N/A	\$100.00	4188	\$418,800.00	8645	\$864,500.00	67.37%	5654701
19	0	N/A	\$100.00	1898	\$189,800.00	3935	\$393,500.00	67.46%	5662726
20	0	N/A	\$250.00	87	\$21,750.00	147	\$36,750.00	62.82%	5273200
21	0	N/A	\$250.00	371	\$92,750.00	746	\$186,500.00	66.79%	5606069
22	0	N/A	\$250.00	352	\$88,000.00	702	\$175,500.00	66.60%	5590740
23	0	N/A	\$500.00	80	\$40,000.00	153	\$76,500.00	65.67%	5511989
24	0	N/A	\$500.00	164	\$82,000.00	304	\$152,000.00	64.96%	5452561
25	0	N/A	\$500.00	207	\$103,500.00	428	\$214,000.00	67.40%	5657738
26	0	N/A	\$1,000.00	45	\$45,000.00	59	\$59,000.00	56.73%	4762023
27	0	N/A	\$1,000.00	47	\$47,000.00	62	\$62,000.00	56.88%	4774611
28	0	N/A	\$100,000.00	1	\$100,000.00	4	\$400,000.00	80.00%	6715260
Totals:				764711	\$9,845,640.00	1,380,154	\$18,696,370.00		

NO. OF TICKETS (+/-2%): 8,394,075
 NO. POOLS: 23,32
 PACK SIZE: 4,800
 PACKS/POOL: 111,921

TEXAS LOTTERY COMMISSION
 "DEUCES WILD" - GAME NO. 2001
 END OF PRODUCTION PRIZE STRUCTURE
 14-Aug-17

8,114,400
 8,445,600

VERSION A

PRIZE TIER	PRIZE CODE	TIER CODE	GET:	# OF WAYS TO WIN:	WIN:	ODDS OF 1 IN:	REVENUE	WINNERS IN POOLS	WINNERS IN (PER PACK*)	PRIZE FUND	WINNERS IN (Per Pool)	PRIZE COST	PERCENT OF PRIZE FUND **	PAYOUT %	VALIDATION TIER LEVELS
1	0	L	\$5	1	\$5	10.00	\$41,970,375	839,446	7,5003	\$28,542,010	36,001,6512	\$4,197,230	14.71%	68.01%	
2	2	L	\$10	1	\$10	19.57		428,882	3,832		18,304,6312	\$4,288,820	15.03%		
3	3	L	\$5**DBL**	1	\$10	18.75		447,656	3,997		19,198,7992	\$4,476,560	15.68%		
4	4	L	\$15	1	\$15	112.45		74,645	0,6669		3,201,3295	\$1,119,675	3.92%		
5	5	L	\$5**DBL** + \$5	2	\$15	112.45		74,645	0,6669		3,201,3295	\$1,119,675	3.92%		
6	6	L	\$5 + \$10	2	\$15	150.31		55,844	0,499		2,395,0036	\$837,660	2.93%		
7	7	L	\$20	1	\$20	224.80		37,340	0,3336		1,601,4153	\$746,800	2.62%		
8	8	L	\$10**DBL**	1	\$20	224.64		37,366	0,3339		1,602,5304	\$747,320	2.62%		
9	9	L	\$10 + \$5**DBL**	2	\$20	449.34		18,681	0,1669		801,1794	\$373,620	1.31%		
10	0	M	\$5	1	\$50	1,025.29		8,187	0.07		350	\$409,350	1.43%		
11	0	M	\$5**DBL** + \$10**DBL** + \$20	3	\$50	295.41		28,415	0.25		1,220	\$1,420,750	4.98%		
12	0	M	\$5 x 4 + \$10 + \$20	6	\$50	721.39		11,636	0.10		500	\$581,800	2.04%		
13	0	M	\$10**DBL** + \$10 x 3	4	\$50	479.20		17,517	0.16		750	\$875,850	3.07%		
14	0	M	\$5 x 6 + \$10 x 2	8	\$50	599.62		13,999	0.13		600	\$699,950	2.45%		
15	0	M	\$100	1	\$100	1,441.29		5,824	0.05		250	\$582,400	2.04%		
16	0	M	\$50 x 2	2	\$100	1,196.76		7,014	0.06		300	\$701,400	2.46%		
17	0	M	\$10 x 5 + \$20**DBL** + \$10	7	\$100	554.32		15,143	0.14		650	\$1,514,300	5.31%		
18	0	M	\$20**DBL** + \$10 x 6	7	\$100	654.10		12,833	0.11		550	\$1,283,300	4.50%		
19	0	M	\$5 x 20	20	\$100	1,439.07		5,833	0.05		250	\$583,300	2.04%		
20	0	M	\$250	1	\$250	35,872.12		234	0.00		10	\$58,500	0.20%		
21	0	M	\$10 x 10 + \$15 x 10	20	\$250	7,514.84		1,117	0.01		48	\$279,250	0.98%		
22	0	M	\$5 x 6 + \$10**DBL** + \$15 x 2 + \$50 + \$100	12	\$250	7,964.02		1,054	0.01		45	\$263,500	0.92%		
23	0	M	\$500	1	\$500	36,026.07		233	0.00		10	\$116,500	0.41%		
24	0	M	\$50 x 3 + \$100 + \$250	5	\$500	17,936.06		468	0.00		20	\$234,000	0.82%		
25	0	M	\$10 x 5 + \$10**DBL** + \$20 x 4 + \$50 + \$100 x 3	14	\$500	13,219.02		635	0.01		27	\$317,500	1.11%		
26	0	H	\$1,000	1	\$1,000	80,712.26		104	0.00		4,46	\$104,000	0.36%		
27	0	H	\$20 x 10 + \$50 x 6 + \$100**DBL** + \$100 x 3	20	\$1,000	77,009.86		109	0.00		4,67	\$109,000	0.38%		
28	0	H	\$100,000	1	\$100,000	1,678,815.00		5	0.00		0,21,4437	\$500,000	1.75%		
							3.91	2,144,865	19.16		91,986.22	\$ 28,542,010	100.00%		
							3,9136								

Note: "DBL" = win DOUBLE the prize by revealing a "2 of Hearts" Play Symbol

Consolidated odds are 1 in: \$5
 \$10
 \$15
 \$20
 \$50
 \$100
 \$250
 \$500
 \$1,000
 \$100,000

839,446
 876,538
 205,134
 93,387
 79,754
 46,647
 2,405
 1,336
 213
 5
 2,144,865

* Each of the following GLEIPS will be used in approximately 16.67% of each pack of 75 tickets.
 ** Numbers are rounded.
 *** This Number of prizes is guaranteed delivery to the Lottery.

10.00
 9.58
 40.92
 89.88
 105.25
 179.95
 3,490.26
 6,282.99
 39,408.80
 1,678,815.00



INTEROFFICE MEMO

Gary Grief, Executive Director

Alfonso D. Royal III, Charitable Bi

8,394,075 ÷
1,000 =
8,394,075 *

8,394,075 ×
26.41 =

221,687,520.75 *

Payment Approval

August 30, 2017

The attached invoice(s) for service is being submitted for approval.

Vendor Name:	<u>Pollard Banknote Limited</u>
P.O. Number (if applicable):	<u>362-17-9010 RL029</u>
Invoice Number:	<u>8505201</u>
Tx Game Name:	<u>Game #2001 Deuces Wild</u>

	<u>Quantity</u>	<u>Unit Price</u>	<u>Amount</u>
Ticket Size 4 X 8	8394 075	22 15	\$185,928 76
fluorscent/neon ink	8394 075	4 26	\$35,758 76

Total Amount **\$221,687.52**

The above referenced invoice(s) have been reviewed and certified as proper, accurate and should be paid by the Texas Lottery Commission

Out of office - RP
Dale Bowersock (Instant Product Coordinator)
Please forward to the next person for approval

Date

[Signature]
Robert Tironi (Products Manager)
Please forward to the next person for approval

8/30/17
Date

[Signature]
Michael Anger (Lottery Operations Division Director)

8/30/17
Date

Please return to Maria Perez in the Office of the Controller by

September 9, 2017

In an effort to close out FY 17 please forward ASAP, thanks for you help.

POLLARD

banknote limited

140 Otter Street
 Winnipeg, Manitoba
 Canada R3T 0M8
 Phone. (204) 474-2323
 Fax. (204) 453-1375

INVOICE NO.: 8505201

Sold To: Texas Lottery Commission P O Box 16630 Austin, Texas 78761-6630 United States	Ship To: Texas Lottery Commission P O Box 16630 Austin, Texas 78761-6630 United States
Terms Net 30 days after date of invoice	

Invoice Date	Order No	Your Order	Customer No.
August 28, 2017	1007820	101706360	5008

Order name. Deuces Wild #2001
 PO Number.

Product Description	Quantity	Unit Price	Amount
Ticket Size 4 x 8	8,394,075	22 15 /M	185,928 76
Fluorescent / Neon ink	8,394 075	4 26 /M	35,758 76

Under unit price '/M' = price per thousand.

Before Taxes	221,687 52 USD
Freight	0 00
Deposit	0,00
Amount Due.	221,687 52 USD

Banking Instructions

TD New York
 31 W 52nd Street
 New York, NY 10019
 ABA# 026003243
 Bank Account # 3248176206

Delivery Prepaid
 Tax ID/Contract Number: NA

RECEIVED
 2017 AUG 30 AM 8-16
 OFFICE OF THE
 CONTROLLER

**Instant Ticket Game Analysis
2/25/18-2/29/20**

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 13	Week 18	Week 16	Week 19	3M	None	None	None	Week 56*
10M-14.99M	None	None	None	Week 27	4M	Week 16*	None	None	Week 61*
15M-19.99M	Week 23	None	Week 34*	Week 26*	5M	Week 26*	Week 25*	Week 40*	None
20M-24.99M	None	None	None	None	6M	Week 20	Week 25*	None	None
25M-29.99M	Week 28*	None	None	None	7M	Week 25*	Week 64*	None	None
30M-34.99M	Week 56*	None	None	None	8M	Week 23	Week 38*	None	None
>35M	None	Week 60	Week 56	Week 47*	>9M	Week 27	Week 49*	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point				Print Quantities	Price Point			
	\$1	\$2	\$3	\$5		\$10	\$20	\$30	\$50
< 5M	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$616,770	\$761,968	\$962,270	\$1,810,073	3M	None	None	None	\$2,732,470
10M-14.99M	None	None	None	\$1,848,221	4M	\$2,364,236	None	None	\$3,177,965
15M-19.99M	\$631,464	None	\$1,225,446	\$3,225,872	5M	\$1,959,320	\$4,111,875	\$3,795,213	None
20M-24.99M	None	None	None	None	6M	\$3,291,377	\$4,223,614	None	None
25M-29.99M	\$900,100	None	None	None	7M	\$2,488,242	\$1,950,276	None	None
30M-34.99M	\$462,626	None	None	None	8M	\$3,151,041	\$4,005,888	None	None
>35M	None	\$1,085,176	\$1,761,946	\$3,641,275	>9M	\$4,077,657	\$3,200,387	None	None

None = no games at this level with 85% sell through
* only one game at this level with 85% sell through

Excludes Promotional Tickets
Unaudited - For Internal Use Only