november 1994

RePlay magazine

monthly journal for the amusement machine industry



FUN EXPO'S STAR RISES IN FEC BUSINESS

DEALERS BRING EXPO HOME VIA OPEN HOUSES

NEW PLAYER? SONY EYEBALLS LBE ENTRANCE

GOOD PRODUCT, BUT FEWER FOLKS AT JAPAN SHOW

SNK's awaited *Samurai Shodown II* coming your way!

Gottlieb®

Freddy®

A Nightmare

ON ELM STREET™



© 1984, 1994
New Line Productions, Inc.
All Rights Reserved.
Freddy, Freddy Krueger and
A Nightmare On Elm Street are
trademarks of New Line Cinema Corp.,
and used only with permission.

© 1994 Premier Technology.
All Rights Reserved.

FOR MORE INFORMATION:
Contact Your Authorized
Premier Technology
Distributor Today or Call:
(708) 350-0400
FAX (708) 350-1097

Height: 78" (198cm)
Height with Light
Box Folded: 55" (140cm)
Width: 27" (69 cm)
Depth: 52" (132cm)
Weight: 282 lbs. (128kg)

HOT OFF THE PRESS

GAME RATINGS

AAMA has voted to recommend that factory members put a parental advisory on potentially objectionable video games (see "News Digest," inside). AAMA President **Steve Koenigsberg** told *RePlay*: "I think most, if not all, manufacturers will use it and we'll see it come on line very quickly. It is an interim step, but a positive one." AAMA still hopes it can eventually work out a coin-op version of the rating system Congress likes, i.e. the one used by the Entertainment Software Ratings Board. "Congress' objective, to provide information to make consumers aware of product content, is appropriate and we can all support that," said Steve. "While taking time to examine the ESRB system and educate them about coin-op's concerns, we felt we could provide at least interim content description in form of a parental advisory." As for coming to terms with ESRB, "I think ESRB's Dr. **Arthur Pober**, by who he is and what he has done, has given coin-op manufacturers a much warmer feeling about the ratings idea," Steve said. "If we can keep working with him, I'm hopeful we can find solutions to the difficulties the home ratings would have on coin-op."

"KILLER" NEWS

Some big arcades will get Williams' ***Killer Instinct*** by Thanksgiving; full shipments start in December. Also, WMS has split its video line in L.A.: Betson's now got it, too. C.A. Robinson retains their pinball exclusive.

AAMA'S "BIG TENT"

At its board meeting in San Antonio (Sept. 21), AAMA decided to open its ranks to non-voting "associate members" who would come from the pool of manufacturers in foreign countries and related (non-coin) entertainment industries. "It's a recognition that we're getting to be a global business," said **Steve Koenigsberg**. "This move allows us to bring in other interested parties and ultimately help them develop their own local (foreign) associations." AAMA also hopes the wider membership will help create a broader range of exhibitors at its annual ACME Show. "There are a lot of buying publics out there," Steve observed, "and we've got to start catering to all of them."

DATA EAST REGROUPS

Having sold its pinball division to Sega, Data East USA has relocated its home video and redemption sales office to 1850 Little Orchard St., San Jose, CA 95125. Phone is 408/286-7080 ext. 20; fax is 408-971-0722. Opening this month is their new coin-op office at 260 Stanley St., Elk Grove Village, IL 60007. Ten year trade vet **Max Fujimoto** is now coin-op VP; **Kristin Mongtomery** is back as national sales manager, and **Steve Novak** heads operations, engineering and customer & technical service...By the way, Sega renamed its new acquisition on Oct. 14. The flipper firm's now called "Sega Pinball, Inc." Senior VP/GM **Gary Stern** said Sega Pinball will benefit from Sega's name-brand cachet, R&D budget and "technological synergy."

VIRTUAL REALITY

The "other Atari" (i.e., **Atari Corp.**, not the Time Warner Interactive bunch) has signed a deal to license **Virtuality Group's** VR technology, with the aim of developing and building a low-cost immersive VR headset. The headset, expected to cost under $200, will be used with Atari's 64-bit "Jaguar" home video game system starting in late 1995. A wide-ranging software agreement between the two firms should follow, execs said. Atari hopes VR will put "Jaguar" ahead of powerful new home systems which are coming from Sony, Nintendo, Sega and others...On the public location front, Virtuality Group says 21 nations now have dedicated VR centers using their machines, from Russia to Kuwait. Latest entry: Bangkok.

JUMPING THE GUN

RePlay apologizes to one and all for prematurely showing SNK's **Samurai Shodown II** on last month's "Player's Choice" software chart. The game's title was listed on our operator ballot, and many chart reporters apparently rated the game (we can only assume they confused it with the original title). At any rate, the dedicated sequel began actually shipping to SNK dealers end of October, with both kit and cartridge coming middle of this month. The kit, by the way, won't change your old cabinets to look exactly like the dedicated version that's out now, but will do a standup job anyway.

TCI & ACCLAIM

Sega and Nintendo aren't the only ones planning to sell video games on cable TV. **Acclaim Entertainment** and America's largest cable TV operator **Tele-Communications, Inc.** will form a joint venture "For the development and acquisition of entertainment software for broadband interactive networks, as well as for the promotion of a new standard broadband network game platform to be incorporated into advanced set-top boxes." TCI (which has TV operations in 48 states) owns 35% of the new firm; Acclaim owns 65%.

LARAMIE®
INTERESTS, INC.

SEE US AT IAAPA BOOTH #350

YOUR PRE-PAK® HEADQUARTERS

NFL Sport PAK $1.25 Avg



Jumbo Christmas PAK $2.50 Avg



Licensed PAK $2.00 Avg



Single Christmas PAK $1.00 Avg



CENTRAL DISTRIBUTION CENTER
4400 Tejasco • San Antonio, TX 78218
800-521-8697

Trust Your Plush To Us

EAST COAST DISTRIBUTION CENTER
255 McKibbin • Brooklyn, NY 11206
800-237-5874

DEADLY COMPETITION

DarkStalkers™













FRANKENSTEIN. WEREWOLF. VAMPIRE. THE VERY NAMES CONJURE FEAR. NOW THESE ENGINES OF DESTRUCTION ARE YOURS TO CONTROL IN DARKSTALKERS, CAPCOM'S THRILLING GAME OF SUPERNATURAL CONFLICT. WITH 10 DIFFERENT CHARACTERS TO CHOOSE FROM, EACH WITH THEIR OWN UNIQUE POWERS AND ABILITIES, PLAYERS WILL WANT TO TRY THEM ALL IN FIERCE HEAD TO HEAD BATTLES, WHICH ADD UP TO MONSTROUS PROFITS FOR YOU. YOU WON'T NEED SILVER BULLETS TO PLAY DARKSTALKERS, BUT ONCE THESE NIGHT WARRIORS ARRIVE AT YOUR LOCATION, YOU'LL BE AMAZED AT THE SUPERNATURAL RATE THE SILVER ROLLS INTO YOUR CASH BOX. CONTACT YOUR CAPCOM REPRESENTATIVE TODAY.

CAPCOM®

© 1994 CAPCOM USA, INC.

RePlay

PLAYERS' CHOICE • NOVEMBER 1994

TOP GAMES NOW IN OPERATION, BASED ON EARNINGS-OPINION POLL OF OPERATORS

best upright videos

		MODEL/MANUFACTURER	RATING	DIST.
▶	1	**REVOLUTION X (Midway) (5)**	**8.89**	**28%**
	2	VIRTUA FIGHTER★ (Sega) (10)	8.61	41%
	3	MORTAL KOMBAT II+ (Midway) (11)	8.46	88%
	4	LETHAL II: GUN FIGHTERS (Konami) (7)	7.96	24%
▶	5	SOLITAIRE CHALLENGE (Dynamo) (4)	7.79	14%
	6	FINAL LAP 3★ (Namco) (13)	7.60	10%
▶	7	LORD OF GUN (I.G.S./H. Betti) (1)	7.33	9%
	8	NBA JAM: TOURN. ED.+ (Midway) (7)	7.26	66%
	9	LETHAL ENFORCERS+ (Konami) (25)	7.23	72%
▶	10	UNDER FIRE (Taito) (5)	7.17	6%

+ indicates game was produced in both dedicated & software forms
★ indicates game was also produced in deluxe form

best deluxe videos

(sitdowns, cockpits, arcade attractions)

▶	1	**DAYTONA USA (Sega) (6)**	**9.67**	**27%**
▶	2	CRUIS 'N USA★ (Midway) (1)	9.38	18%
	3	RIDGE RACERS (Namco) (10)	9.20	11%
▶	4	T-MEK (Atari) (3)	9.10	11%
▶	5	PRIMAL RAGE★ (Atari) (2)	8.63	36%
	6	OUTRUNNERS (Sega) (23)	8.59	19%
	7	AIR COMBAT (Namco) (8)	8.50	7%
	8	SUZUKA II 8 HOURS (Namco) (8)	8.38	18%
	9	LUCKY & WILD (Namco) (15)	8.18	12%
	10	STADIUM CROSS (Sega) (19)	8.00	10%

+ indicates game was produced in both dedicated & software forms
★ indicates game was also produced in upright form

best new games

STREET SLAM [software] (Data East/Neo•Geo)

best video software

		MODEL/MANUFACTURER	RATING	DIST.
▶	1	**DARKSTALKERS [H] (Capcom) (2)**	**8.51**	**42%**
▶	2	KING OF FIGHTERS '94 [S] (SNK) (2)	8.03	30%
▶	3	SUPER SIDEKICKS 2 [S] (SNK) (6)	7.87	15%
▶	4	GAL'S PANIC 2 [V] (Kaneko) (11)	7.60	5%
▶	5	RAIDEN DX [V] (Fabtek) (1)	7.40	5%
▶	6	DUNGEONS & DRAGONS [H] (Cap.) (7)	7.38	43%
▶	7	ALIEN VS. PREDATOR [H] (Capcom) (4)	7.22	37%
▶	8	NECK N' NECK [H] (Bundra) (19)	7.20	5%
▶	9	SAMURAI SHODOWN [S] (SNK) (16)	7.13	69%
	10	RAIDEN II [V] (Fabtek) (10)	7.12	43%
▶	11	KRAZY BOWL [V] (Amer. Sammy) (1)	7.00	7%
▶	12	TWIN EAGLE II [V] (Seta) (5)	6.93	15%
▶	13	FIGHT. HIST. DYN. [S] (D.E./Neo•Geo) (4)	6.91	11%
▶	14	AERO FIGHTERS 2 [S] (SNK) (3)	6.80	36%
▶	15	ZERO TEAM USA [V] (Fabtek) (2)	6.75	4%
▶	16	WORLD HEROES 2 JET [S] (SNK) (6)	6.64	26%
▶	17	BLOOD STORM [H] (Strata) (6)	6.57	14%
▶	17	WINDJAMMERS [S] (D.E./Neo•Geo) (8)	6.57	14%
▶	18	AGGRESSORS OF DARK KOMBAT [S] (SNK) (2)	6.57	7%
	19	ST. FTR II: C.E. TURBO [R] (Capcom) (21)	6.41	72%

[H] horizontal [V] vertical [S] system [R] retrofit

top pinball

▶	1	**FREDDY/NIGHTMARE (Premier) (1)**	**8.38**	**11%**
	2	STAR TREK (Williams) (9)	8.07	60%
	3	ADDAMS FAMILY (Midway) (32)	8.06	71%
	4	WORLD CUP SOCCER (Midway) (5)	8.00	34%
▶	5	FLINTSTONES (Williams) (2)	8.00	18%
▶	6	CORVETTE (Williams) (1)	8.00	16%
	7	DEMOLITION MAN (Williams) (7)	7.91	32%
▶	8	GUNS N' ROSES (Data East) (3)	7.57	29%
	9	RESCUE 911 (Gottlieb/Premier) (7)	7.54	18%
	10	TALES FROM THE CRYPT (Data East) (8)	7.29	23%

▶ *available brand new at certain distributors; number following brand shows months on chart including this one.*

RATING: *Operators were mailed "ballot sheets" listing games in active operation in U.S. locations and game centers and asked to "rate" the earning performance of each on the "1 to 10" measure: 10 for "power-house earnings," 9 for "excellent,' 8 for "very good game," 7 for "good game," 6 for "decent game," 5 for "just average," 4 for "below average," etc. The written votes were tallied up and divided by the actual number of times the specific game was rated. Hence, the decimal points.*

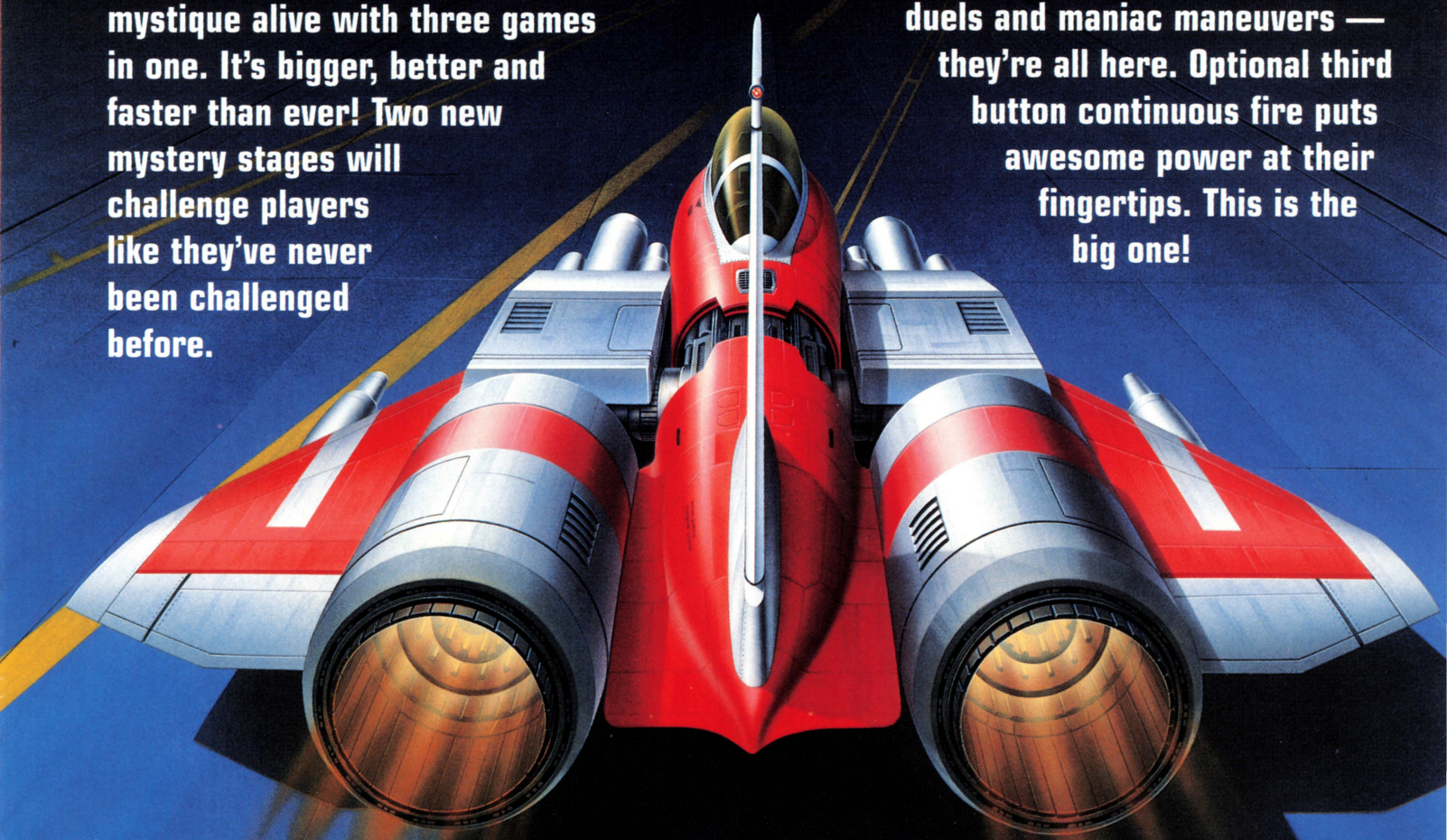
DIST.: *The percentage of the surveyed arcade and street location operators who have the item on location.*

THE BEST FLYING GAME EVER JUST GOT EVEN BETTER.

RAIDEN® DX®

RAIDEN DX keeps the proven RAIDEN mystique alive with three games in one. It's bigger, better and faster than ever! Two new mystery stages will challenge players like they've never been challenged before.

Mega-missions, death-defying duels and maniac maneuvers — they're all here. Optional third button continuous fire puts awesome power at their fingertips. This is the big one!



seibu®

© 1994 Fabtek, Inc. Raiden DX is Licensed to Fabtek by Seibu Kaihatsu Inc.

FABTEK®

8434 154th Avenue N.E.,
Redmond, WA 98052
phone 206-881-0900
fax 206-881-6503

RePlay

P.O. Box 2550 22157 Clarendon St.
Woodland Hills, CA 91365
818/347-3820
For subscription information, ask for Ingrid
fax: 818-347-2112

NOVEMBER 1994
VOLUME XX, NO. 2

ED ADLUM
Publisher

KEY SNODGRESS
VP/Director of Operations

MARCUS WEBB
Editor

CURTIS VANSTRUM
Editorial Assistant

BARRY ZWEBEN
Director of Advertising

CAROLYN LOKKEN
Advertising Production

MARIE SWEENEY
Editorial Production

INGRID ADLUM
Business Administration

ON THE COVER

SNK's *Samurai Shodown II* has arrived! Shipping first in dedicated format (unique for this software company), it will be followed in both kit and cartridge around mid-November.

This sword-on-sword sequel to the number one original hit is reportedly deeper, has new characters (plus some returning "friends" from before) and should give quite a shot to the Neo-Geo world. The factory's so hot on the item, they put the first ones in a gorgeous upright. If you're hot to see it, check you SNK dealer for arrival dates.

RePlay Magazine, November 1994, Volume XX, No. 2. RePlay Magazine is published monthly by RePlay Publishing, Inc., P.O. Box 2550, Woodland Hills, CA 91365. Subscription rates per year (all mailed by Priority Mail): United States...U.S. $60.00 Canada and Mexico...U.S. $80.00 (Canadian currency...$100.00). All other foreign countries $200.00 per year (Air Mail), $75.00 Steamer Mail (Surface). Please address subscription applications to RePlay, P.O. Box 2550, Woodland Hills, CA 91365. Copyright 1994 under the Universal Copyright Convention. All rights reserved.

EDITORIAL

If you visited your distributor's open house in October, you probably saw some beautiful new equipment. You also bumped into an old acquaintance: higher prices. Former AAMA President Bill Rickett often named "a long-term decline in operator buying power" as the industry's number-one problem...causing soft machine sales, thinning distributor margins, and ongoing operator cutbacks. Buying power is still falling for many reasons: ridiculously low play pricing. Steep increases in new equipment prices (somebody's gotta pay for all that hi-tech!). The steady slide of the dollar on foreign exchange rates. Competition from home video. A growing list of "entertainment destinations" — from casinos to mini-theme parks — which continue to drain dollars and customers from traditional street locations.

Okay, which of these problems can we fix? Refreshing the route is vital, of course, but just buying new equipment isn't the total answer. As distributor John Gatens points out, some form of low-cost manufacturer financing would be a big help. Next, operators simply must raise play prices, with or without dollar coins. (Theme parks, FECs and even some arcades are starting to experiment with debit cards. As prices drop for this technology, it could be our play-price-hike vehicle.) Lower machine prices and protection from competing forms of entertainment would also boost operator buying power, but realistically we won't get them.

In that case, the industry's most necessary shift (as people from John Gatens to Tami Norberg-Paulsen have pointed out) may be in the mentality of existing tradesters. We're evolving from the "coin-op industry" to the "pay-for-play, location-based entertainment" industry. This industry has a fantastic future ahead of it...yet the very greatness of that future continues to draw more and bigger competition. If the market is turning into one where you must create an attraction, then create one! Try leagues, redemption, or networked games. Try to work with FECs; they are an attraction unto themselves. Despite all the changes in our industry, one fundamental truth remains: to earn the public's entertainment dollar, we have to be where the people are. These days, the trend is toward attracting customers ourselves, not depending on traditional locations to do it for us.

Marcus Webb

NEON Aire BLACK TOP



NEON AIRE SPECIFICATIONS

103" x 50" ..... 450 lbs.
262 cm x 127 cm ..... 250 kg.

Take the High Road to Profits!

It's Hot! Neon Aire has it all— Hot Top Scorer, even Hotter graphics and the Hottest ever Neon lighting! America's most popular, location-proven air cushion hockey game now incorporates a super-tough Black Mica Top with a high-abrasive overlay for durability and long-life. All-new psychedelic Hot pink and green Neon lighting highlights the chrome-plated Top Scorer. Both goals are Neon lit, creating a new sense of excitement. And, Neon-Aire has all the rugged player-proof durability and ease of maintenance you've learned to expect from Imagination Leisure's best-selling SST. Get in on the heat. Call to place your order today!

Imagination Leisure inc

251 Dixon Avenue, Amityville, NY 11701 • Tel: (516) 842-4242 • Fax: (516) 842-0532

NOVEMBER '94

INDEX

SPECIAL FEATURES

JAMMA '94
The JAMMA Show looked a lot like this year's AMOA Expo: light on attendance, lots of glitzy new equipment and higher prices, but no single "gotta have it" show hit. Osaka-based John Ryan reports on the event.....pg. 52

FAITH & BEGORRA
RePlay publisher Eddie Adlum made his first trek to Ireland, where his family tree is rooted. He didn't look up any other Adlums but he did visit the Atari factory.....pg. 62

CAROUSEL'S 25th
Celebrating their Silver Anniversary, Carousel International still makes fine kiddie rides. New pieces include "Jungle King" and "Willie the Dolphin" .....pg. 99

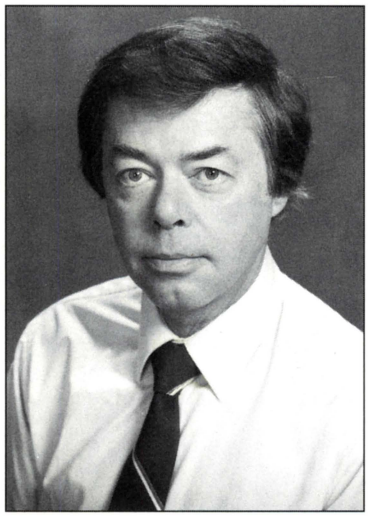
FUN EXPO
The fifth annual edition of this event, which targets family entertainment centers, was a smash hit. Buoyant moods, brisk sales and busy seminars abounded among some 5,000 showgoers.....pg. 146

REGULAR FEATURES

ASSOCIATIONS IN ACTION . . .97
BOB RONDEAU 118
BIG AL'S CORNER 151
BUYERS' BULLETIN 163
COVER STORY 107
DATEBOOK 162
DISTRIBUTOR PROFILE 128
FRANK TALK 146
GAMBLING & THE LAW 110
GRAPEVINE 157
INTERNATIONAL NEWS 52
JAPANESE CHART 144
LATIN MUSIC 160
LEGAL QUESTIONS 123
LETTER FROM EUROPE 30
NEWS DIGEST 17
NEW PRODUCTS 154
ON YOUR MARK 28
TECHNICAL TIPS 116
THUMBNAIL SKETCH 149
TOURNAMENT NEWS 135
VIEWPOINTS 12
VITAL TITLES 145

F R O M T H E

PUBLISHER



The fall '94 show season is over. The last sandwich crust is on its way to the dump from the last distributor open house, and the factory reps (home at last!) are soaking the feet and other travel-worn body parts after promoting their goods from here to Timbuktu. Now that the smoke has cleared (except for those of you who attend the Parks Show), why is that "chalky" taste of summer's slow collections and soft machine sales still in many mouths? Why do we have "some" people who think business is doing just fine, while the less-enthusiastic are wondering "What do they know that I don't?"

Over the past month, I've heard a lot of upbeat talk, as well as a lot of gloom, from people on all three levels of the business. Out of all this crowing, and all this moaning, about the only consensus I've reached is that the arcade side of the business is healthier than the street side. And, yes, I use the word "side" because there are a load of companies with both feet in one sector or the other, rather than one foot in each.

The machines you hear talked about the most are the expensive simulators. The big "location" stories are often about some arcade operation opening yet another magnificent family entertainment center. And when it comes to technological innovation, it's usually associated with something coming to the game room rather than Joe's bar. All rather "arcadey," no?

I have heard a lot of talk that the nation's route business is in dutch...that there's a consolidation of the stronger and disappearance of the weaker going on. If so, I think the stronger are in dart leagues, rotate their amusement machines with vigor, try things like countertops, recycle golden oldie games like Ms. Pac-Man, raise play prices where practicable and yes, often have one of their feet in an arcade situation or two. No, I don't think the small routes of America will go the way of the dinosaur. But I do say that any street operator who's resistant to change had better get a tad more aggressive in his approach to business, or else promote and "unleash" a trusted employee who is.

Ed Adlum

WE'RE BRINGING OUT THE BIG GUNS!

A KILLER PAIR ON LAND AND AIR...

SEGA™



SEGA Enterprises, Inc. (USA) • 275 Shoreline Drive, Suite 201 • Redwood City, CA 94065 • (415) 802.3100 • fax (415) 802.3120

VIEWPOINTS

FROM OUR READERS

Dear RePlay:

I just read, with great interest, your recap on the AMOA show in San Antonio, and want to share some thoughts. For we at The Latin Jukebox had decided not to take an exhibit booth at this Texas event due to the poor operator attendance at the previous AMOA show in Anaheim, California.

Right after that Anaheim show, we asked a number of California operators why they didn't attend what was literally a local show. Their answers ranged from 'knew nothing about it' to 'I was too busy to go' to 'they wanted a hundred bucks to get in!'

The poor attendance at recent trade shows can be attributed to competing shows, local distributor open houses and travel hassles. But I believe the predominant reason is that our industry prices its customers out.

I have personally attended dozens of shows put on by other industries, like the photo business, the close-out industry and the consumer electronics industry. These shows welcomed their customers to their events with either free entry or by charging a nominal $5 or $25 for a badge. Our industry, however, shuns its customer base by charging entry fees that are significantly higher than other industries.

Everyone I know agrees that the small operator comprises a significant percentage of our industry. Operators of all sizes would like to attend our trade shows. Manufacturers and distributors that go to the expense to exhibit their wares at our shows would like the opportunity to meet as many potential customers as possible, regardless of whether they're small, medium-sized or large.

Our show organizers should realize that 'more is better' in terms of attendance, specifically operator attendance, and that 'less is more' when it comes to entry fees charged. Who, after all, makes up the bottom line in equipment buying? The operator, of course!

I can easily predict a future of waning attendance. But, I can also predict a future of increased attendance if the matter of entry fees is properly addressed. I'd also like to see these shows moved around the country more. In the past eight years, only one show (the Nashville one) took place east of Chicago. Even though our shows are national in nature, they become regional in actuality, drawing the smaller operators who can drive in. How about Philadelphia, Washington DC or Atlanta?

As I said, we didn't exhibit in Texas, betting that the attendance would be light. I was right. We simply allocated those funds to other promotional efforts. My druthers, however, would be to exhibit to a strong showing at an AMOA function while enjoying the rest of the trade show festivities.

Howard Kopelson
The Latin Jukebox
Garden Grove, California

Dear Howard: AMOA's 1995 Expo will be held in New Orleans, where their 1990 show took place. Regarding Atlanta, you'll get your wish in 1997 when the show moves there. On attendance fees at these expositions, this issue has been debated back and forth and the AMOA board has opted for what you consider a high entry fee. It should be noted that membership in the AMOA association includes free badges to company principles and that concept has brought quite a few extra members to the group. But, yes, we've also heard about local non-member operators who gulp when they find out how much it costs to get into an Expo. In the end, it's an issue the AMOA decides and maybe after reading your letter, they'll discuss it again. —ed

Dear RePlay:

Please...let's see a little less doom and gloom in the magazine. At least the kids aren't asking for new games as much as they used to because they're not hearing about anything new.

Some are even asking for the older videos to go back in, which I have sitting out in storage.

Okay, I find my collections are less. But, so are my expenditures. Also, how can I find out if a new kit is *really* good? Naturally, the manufacturer is going to hype it. I still need to update the route, so I try to use your book as a guide.

Bert Engelbert
(street operator)
Escalon, California

Dear Bert: It's all here, including some gloomy stuff that's bound to "sneak in." In the main, we're hoping for brighter days this fall and (yes) there are good new games on the market to help that happen.—ed

If you've got something to say, we want to hear it! Send your letters to RePlay Magazine, *P.O. Box 2550, Woodland Hills, CA 91365...or you can always send us a fax: (818) 347-2112.*

Your Link to Higher Profits!



Speed
Drafting
Exhilarating
Power Slides
Easy Conversion
Counter Steering
Realistic Controls
8 Player Competitive Network

RIDGE RACER 2™

Up to eight players can compete head-to-head in this outstanding driving game. Several new features have been added to increase the players excitement and *your* profits. Players can now see their competition with the addition of a rear view mirror. They can also use the "draft" off the opponents car to increase speed and blow by the competition. These and other features that have made Namco competitive driving games the best in the business, are all here in **Ridge Racer 2.**

Dimensions:

Height: 78-1/2"
Width: 62-3/4"
Length: 55-1/4"

Weight: 865 lb.
Power Consumption:
301 Watts

NAMCO-AMERICA, Inc.
P.O. BOX 641630
San Jose, CA 95164-1630
(408) 383-3900
Fax: (408) 383-0128

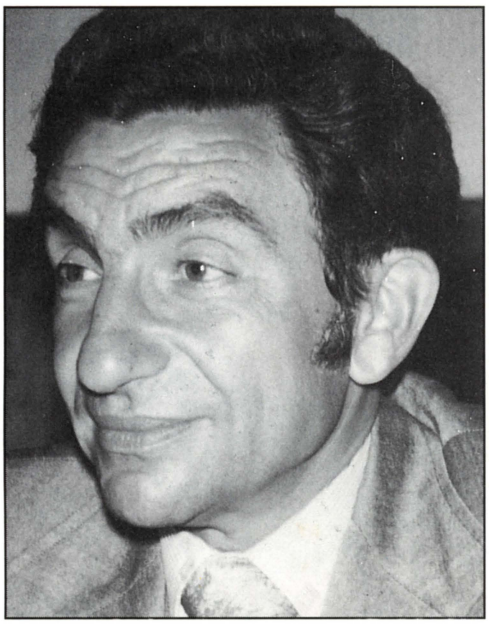
namco®
The Game Creator

NAMCO LTD.
2-8-5 Tamagwa, Ota-ku
Tokyo 146, Japan
3756-2311
Fax: 3756-5967

Ridge Racer 2 © 1994 Namco Ltd., All rights reserved. Rally-X, Pole Position, Pole Position 2, Final Lap, Dirt Fox, Winning Run, Driver's Eyes, Final Lap 2, Suzuka 8 Hours, Final Lap 3, Ridge Racer, and Suzuka 8 Hours 2 are all registered trademarks of Namco Ltd.

STEPPING UP

AND SPEAKING OUT



ARE WE DOOMED TO REPEAT HISTORY?

BY MARVIN STEIN

PRESIDENT OF ENTERTAINMENT DEVICES OF FLORIDA (AND FORMERLY PRESIDENT OF EASTERN MUSIC SYSTEMS, PHILADELPHIA DISTRIBUTORS)

While I continue to read RePlay each month, I haven't written to the publication since 1982 when I unfortunately called the sour turn on the future of video games. At that time, I believe I even mentioned the importance of conversion kits as a way to use the good cabinets that were otherwise worthless. For as you know, the entire industry was threatened back then with the problems that followed the ridiculous introduction of so many games that were untested and offered unproved earnings.

I am now afraid that we are approaching another crisis. As the income from the *Mortal Kombat* and *NBA Jam* type games has declined, the operator is experiencing greatly reduced collections. Distributors, therefore, see reduced sales, and even more dangerous, and increase in accounts receivable and delinquencies in note payments.

Manufacturers once again seem to be operating with blinders on. The prices of video games are going into orbit. Suddenly, a $4,000 game is the "inexpensive" one. Now they are introducing $5,000 and $6,000 games for use in street locations, not to mention the $18,000 and up games for the small and large arcades.

How many street locations do they think can support games of this type? How many street locations, which make up the bulk of potential sales, will allow the operator to get the terms required to pay for this equipment? Will their customers pay 75 cents a play?

What the manufacturers fail to recognize is, unlike phonographs and pins, video games as a rule have little or no trade in value after a very short time. Therefore, the operator is forced to get his cost, his overhead, and hopefully a profit within the first six months or the first year.

If the manufacturers are basing their production on the collections of the dynamic $19,000 driving games placed in those very few top arcades, then I'm afraid they have repeated their mistakes of the 80's. Yes, *Mortal Kombat I* and *II* made a great deal of money, as did one or two others. But, what are they worth in trade now? What are the famous *Street Fighter* games worth?

Hence, with collections off as much as fifty percent in the past year, the operator is asked to try to rebuild his collections with games costing twice as much as some of the successful predecessors, with little hope that they can do any more in the cash box, *if* as much.

This is why I'm afraid we are doomed to repeat past history. We as an industry have not learned by the past, and unless the street operator who is heavily weighted in game locations is given equipment that can earn the required dollars to justify the cost, we are going to see a large number of business failures and the resulting damage to the distributors.

Well, I was called a crier of doom twelve years ago and I'm certain some of my old manufacturer-suppliers and their contemporaries will feel the same way now. After all, when your claim to fame is 54 years in the business, you're considered too old to understand today's marketing. I only know one lesson. The cost of the equipment can only be justified if...with the best terms available...the operator can make a profit.

T-MEK

"The Most Insanely Immersive Challenge on Earth."







Prepare yourself for the most intense arena battle in the galaxy. Take on Nazrac the Eliminator and his Warlords for a chance to become the T-MEK Tournament Champion.

- Nazrac's Galactic Tour: Worldwide Player Awareness Promotion.
- CAGE Total Immersion Audio: Let's you **Feel** the Explosions.
- Link Capability for up to **Six** Player Competition.
- **Free** T-MEK Tournament Kit to conduct Exciting Player Tournaments.
- **New** Software Release Version 5.1 includes Hidden Arenas and New Challenges.









ATARI
GAMES
TIME WARNER INTERACTIVE

Time Warner Interactive, 675 Sycamore Drive, Milpitas, CA 95035 (408) 434-3700

TM & © 1994 Atari Games Corporation. All rights reserved.

You'll Strike It RICH with This Treasure





PIRATE'S GOLD™

NEW FROM LAZER-TRON

Players will scurry to find the keys and unlock the riches held in the treasure chest of Pirate's Gold™. Players use their skills to try and guide their coins through pins into target holes on this fast paced coin-drop game. Players win tickets for each target they hit and if they hit all 6 targets they win the jackpot.



Treasure chest jackpot

PLAY TILL YOU WIN!

Pirates Gold features a unique play till you win style which insures that every player is a winner. If the player's coin does not go into one of the targets, or the treasure chest, the coin will be returned to the player to be played again.



INNOVATORS IN REDEMPTION!

Pirate's Gold™ is brought to you by Lazer-Tron, creators of the following hit games: Ribbit Racin™, Spin-To-Win™, Aftershock™, Jungle Rama™, Shake, Rattle & Roll™, Super Bank-It II™, Wild Thing™ and Flintstones©. Experience the difference!

PIRATE'S GOLD FEATURES:

- *Fully operator adjustable*
- *Outstanding pirate sound effects!*
- *Progressive bonus jackpots*
- *UL listed*
- *Size: 25 1/4"W x 22"D x 61"T*
- *Quality construction*
- *Weight 250 lbs.*
- *Made with pride in the U.S.A.*

Call Lazer–Tron today for the distributor nearest you.

LAZER-TRON
LIGHT YEARS AHEAD!

LAZER-TRON
4430 Willow Road
Pleasanton, CA 94588
Phone: (510) 460-0873
Fax: (510) 460-0365

Patented and Patents Pending
© 1994 Hanna-Barbera Productions, Inc.
All Rights Reserved.

NEWS DIGEST

VIDEO POKER ON BALLOT IN TWO STATES

Voters in **South Dakota** and **South Carolina** will decide Nov. 8 if operator-run video gambling shall remain legal in each state. Nearly 8,000 VLTs in So. Dakota went dark in mid-August after the State Supreme Court ruled them unconstitutional; operators have spent over $1 million on a big PR campaign to convince voters to okay a change in the law and get the huge-grossing machines up and running again. Based on opinion polls, the So. Dakota Music Vending Assn. expects to win the referendum comfortably...In South Carolina, a statewide referendum will let some counties keep poker while others can outlaw it. Mixed results are expected, with some counties keeping vidpoker and others banning it. Payoffs on vidpoker games have been legal for years, so long as the winner's money was delivered by human hands, not from a machine. Rather than taking a cut of the cash box, the state collects several million yearly from costly license fees for each vidpoker machine and from taxes on operating businesses. A coalition of pro-gaming forces called The Committee for Small Business (including operators and locations) spent over $1.5 million on a pro-vidpoker PR campaign.

IT'S NATIONAL JUKEBOX MONTH! AMOA SAYS, "LET'S PROMOTE"

AMOA's Jukebox Promotion Committee reminds U.S. music ops that November is National Jukebox Month. Operating companies are urged to say something about it when answering the route phone (e.g., "XYZ Vending, where we're celebrating National Jukebox Month!"). It's also a good idea to get some quick signs made up and displayed in the location's front window and/or inside by the phonograph. A bunch of record suppliers are in the spirit, offering some nice discounts during Jukebox Month. **ATM Distributing** in Cleveland, for example, offers a choice of either "Rock of the '80s" or a country CD comp free with purchase of 12 CDs. Call 216/528-0405. **Don Records** on Long Island may have something going. Call 516/752-1770. Down at **Dolphin** in both Norcross and Jacksonville, they're offering special pricing on almost all 45s including price cuts up to 40% on all 45 overstocks during November. Call 800/390-5853. Pittsburgh's Mobile Record Service offers November Jukebox Month specials, too. Find out about their "Hits At Your Door" by calling 800/245-4805 (or faxing 800-458-0870).**The Latin Jukebox** of Garden Grove, Calif. has special pricing on Vincente Fernandez discs (he's a big Latin star). They also plan discounts on Gloria Estefan items including "Mi Tierra," winner of this year's AMOA Latin CD of the Year award. Call 714/895-5250. **Mountain Coin** has a novel "grab bag special" of 1,000 45s for $150! Selection includes country, pop and oldies. Call either 303/427-2133 or 800/654-2646. For more compilations, **Hot Hits** in Nashville offers a special CD comp featuring songs all using the word "jukebox" in the lyrics and/or as the theme. Their promo, as well as printed materials, features words saluting National Jukebox Month. Call 615/259-3234. And at **Spotlight Hits,** the great Pittsburgh emporium, a November promo discounts $1 per CD off their two-volume "Top Jukebox Singles of All Time." Spotlight is also saluting Jukebox Month on printed materials during November. Call 800/631-4155.



NEWS DIGEST

AAMA WANTS SEPARATE GAME RATINGS...FOR NOW

From the Oct. 14 edition of AAMA's newsletter *Loose Change:* "AAMA's board of directors approved a resolution at its September meeting in San Antonio calling upon video game manufacturers to implement an interim parental advisory system in connection with new coin-operated video games. Manufacturers received information from AAMA about this system last week, and are encouraged to implement the system with their next video game release." The AAMA system would have factories throw a rather mild "parental advisory" message and a few different descriptive phrases on the attract screen if games contain potentially objectionable content. Of course, this basically means self-evaluation rather than independent review. Congress wants coin-op to adapt the same rating system that cartridge-type home video games now use, the one administered independently by **Dr. Arthur Pober's** Entertainment Software Rating Assn. For its part, AMOA favors a "modified" version of that system for coin-op (i.e., without explicit age numbers). But ESRB may have trouble with any changes to its trademarked rating symbols, such as removing the numbers. "I've consulted with some top attorneys and this thing could be a legal nightmare," said one pro-ratings tradester close to the process. "What happens if we put age numbers on games, then a local city council passes a law that no minors shall play 'mature' rated games...and some 10-year old plays one anyway, then commits a violent act and blames the game for his behavior? The operator and manufacturer could both be wide open for terrible lawsuits." AAMA continues to consult with AMOA and with ESRB on these thorny issues.

HBI SUPPORTS TOMORROW'S CHILDREN FUND



H. Betti Industries raised $45,000 by sponsoring its fifth annual Lou Avoglia Memorial Golf Tournament on Sept. 12, drawing 124 golfers from around the USA to the White Beaches Golf & Country Club in New Jersey. Jeff Hudson (left) got the low gross score while Paul Wiederaenders got low net. Spirited competition extended to the follow-up auction of sports memorabilia, with proceeds supporting the fund-raising effort. This year's tourney honored the memory of Ed Ernst. All funds were donated to the Medical Center's new cancer research wing, dedicated to study of cancers which strike kids and young adults. Congrats to everyone involved!

NANI MOVES TOWARD TEST

AMOA's National Amusement Network, Inc. (NANI) continues tweaking its technology and finalizing internal regulations and protocols. "We have equipment talking to the network now," NANI president **Craig Johnson** reported on Oct. 18. "We have many details to work through, but we believe we will begin tests somewhere from Dec. 1 to Jan. 1. We'll test about 50 pieces total, split roughly even between Ohio and Kansas." By mid-November, NANI is expected to announce which operators will participate in the test. Meantime, NANI's marketing and tournament committees continue to develop programs, while NANI officers are finalizing details of the operator agreement which will enable ops to join up. "We had a lot of interest in NANI at our convention, disseminated many sets of technical specs and it looks like we're in good shape to have follow-up software from other manufacturers as we get the program going," Craig added. Williams/Bally-Midway has already committed to provide the initial game for NANI.

Here's More For '94...

HMS MONACO

IS YOUR ONE STOP SHOP FOR:

ALL YOUR REDEMPTION NEEDS

- Sparkling Jewelry
- Watch Crane Kits
- Plush Pre-packs
- Licensed Products
- Redemption Prizes
- Unique Novelties
- Jackpot Rotary Mdse.
- Crane Capsule Kits

Team NFL

- *Pogs*
- *Looney Tunes*
- *Sports Caps*
- *Harley Davidson*
- *Velvet Boxed Jewelry*
- *Sports Bags*
- *Hologram Watches*
- *Way Cool Jewelry*
- *Lic. NBA*
- *X-Mas Mdse.*

Call for our new 24-page color catalog!

1-800-777-0901

HMS MONACO

135 W. 20th Street • New York City, NY 10011

FAX ORDERS: 212-727-1382

Prepare yourself . . . This isn't just a game! ! !



You must be brave... You must be strong and above all... You must show no mercy!



Mullah Abba is calling you. He needs you to choose an Assassin to do battle with Koldan The Conqueror. You must recover the ancient Ink of Ghize; a morphus fluid organism which transforms into real objects for brief moments when applied to humans as tattoos. Be warned!!! Koldan's legions are loyal to the death! They will not allow you to pass without first being vanquished!

Be warned! Koldan's legions are loyal to the death! They will not allow you to pass without first being vanquished!



Data East, the creators of the first interactive fighting video game has joined forces with Bob Gale, creator of *Back To The Future I, II, & III* to bring you the video event of the year! TATTOO ASSASSINS! Using state-of-the-art digital processing and an Academy Award-winning crew, Data East and Gale have created a game so life-like, it'll have you wondering where reality ends and fantasy begins! Choose your champion from a group of 5 special characters and 9 highly skilled Assassins, each with hundreds of special moves and Killer-Kombos.

Sturdy plywood construction, rigid PCB security, vandal proof control panel and a tamper-resistant line cord makes Tattoo Assassins practically indestructible.
The BSMT-2000 Three Speaker True Stereo Sound System draws players into the action like never before! A speaker below the control panel was added for music that the player can feel as well as hear!
Operator adjustable violence settings allow you to set the action so this game can play in any location!

©1994 Data East, Inc.

Koldan's waiting . . . are you ready to begin your quest?
Tattoo Assassins! Action so hot . . . it sizzles.
Dimensions: Hieght 73.5" Width 25.5" Depth 40.75" Weight

DATA EAST

Data East USA, Inc.
1990 Janice Ave. Melrose Park, IL 60160
Phone 708-345-7700 Fax 708-345-7718

Hollywood meets Coin-op . . . The Making of Tattoo Assassins.

A crew of 41 movie makers, 15 programmers, 2 weeks of filming and literally thousands of hours digitizing images have gone into the making of Tattoo Assassins.



Academy Award-winning special effects make-up artist Bob Short reviews action ideas with Bob Gale and Prism (William Zipp).



Rhina (Ms. Universe contestant Joanna Lee) gets some posing instructions from Bob Gale.



Director/creator Bob Gale and stunt coordinator Eddi Wilde give tips to Koldan (Kevin Knotts) during filming.



Bob Gale wants Deke Kay (William Zipp) to get into his character!



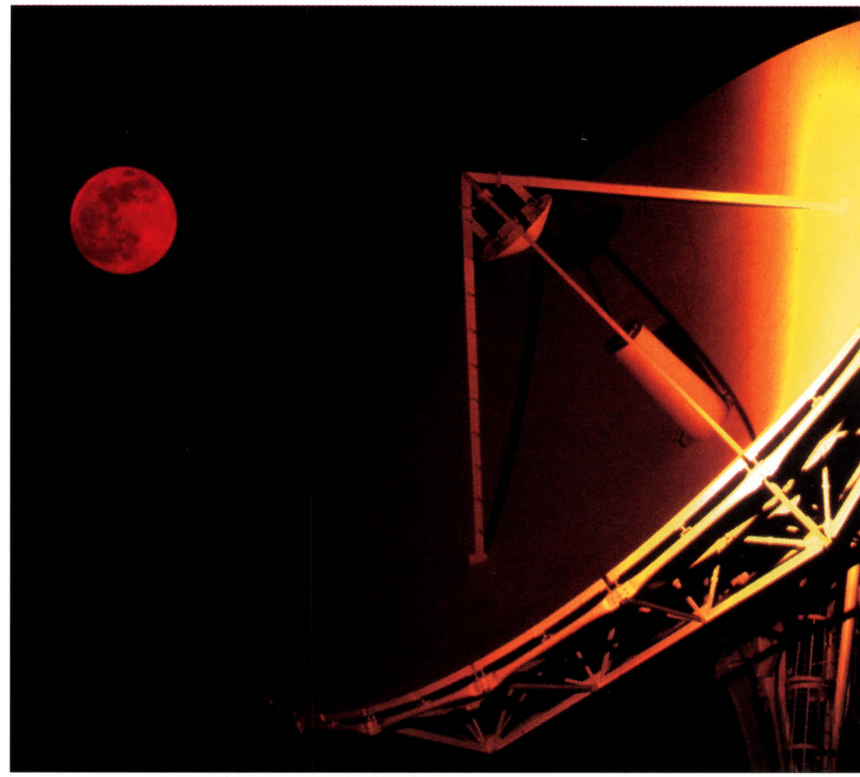
Data East's head game designer Joe Kaminkow along with video programmers John Carpenter and Jack Liddon looking over the playback of the days filming. In the background are Bob Gale, Bob Short and Producer Mike Marvin.



How do they make those characters fly on the video screen? That's Maya (Melanie Baer) going through her moves on the trampoline!

ARCADES LINKED FOR REMOTE INTERACTIVE GAMEPLAY; XBAND LINKS HOME PLAYERS

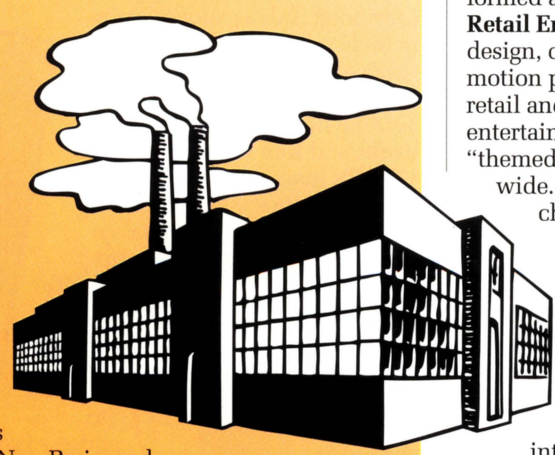
NEWS DIGEST



Virtual World simulation centers in Dallas, Chicago, San Diego, Las Vegas and Walnut Creek, Calif. are now equipped with "Sitelink," a transmission network that lets players in different states compete with each other. Games cost $7 to $9 for half-hour of play, with $3 for Sitelink connections, says *Video Store Magazine.* Virtual Worlds began life as Battle Tech Center (Chicago) and was purchased by Tim Disney (Walt's nephew) who's invested $10 million and led the expansion to new sites...Meantime, Sega's 16-bit Genesis home vidgame systems will be linked via modem into the "XBAND" network created by Catapult Entertainment (Cupertino, Calif.). The capability will be offered for Sega systems this Christmas and expanded to Nintendo next year. Players will use an 800 number and can choose random or specific opponents, paying $69.95 for the modem and $7.95 per month for basic service. This from Alexander & Assoc. *Interactive Update* newsletter.

FACTORY NOTES

"**Atari** Drops **Sega** Charges for $90 Million" was a recent headline in *Amusement Business* (Osaka, Japan). It's the best sum-up of the resolution of a legal action filed by "other Atari" in October 1993. (The Atari Games/Time Warner Interactive firm had nothing to do with this.) The compromise agreement, announced Sept. 29, lets both firms exchange each other's game software for home video. Sega got some Atari stock as part of the settlement deal...**Capcom's** "Street Fighter" movie arrives in theaters Dec. 23 with a rap music soundtrack by 49er's defensive back Deion Sanders and top recording stars like Ice Cube, Nas, Paris, and Hammer. Soundtrack album hits retail Dec. 6...**Acclaim Entertainment** noted record revenues of $481 million for the fiscal year ending Aug. 31, 1994. That's a 47% jump over last year. Net income rose to $45 million. They're still on track to bow *Batman Forever* as their first coin-op video; that division is under **Tom Petit** who was meeting and greeting behind the scenes at AMOA Expo '94.



SONY TO OPERATE LOCATION-BASED ENTERTAINMENT

Sony Corp. of America is already involved in video games, tying up with **Namco** to produce the forthcoming Sony PlayStation home video platform (Namco's using technology from this machine in some of its new "System 11" coin-ops, too). Now Sony has formed a new company, **Sony Retail Entertainment,** to design, develop and operate motion picture theatres and retail and location-based entertainment centers with "themed attractions" worldwide. Sony development chief **Stanley "Mickey" Steinberg** has been named chairman, and former Sony Pictures topper **Larry Ruisi** is president of the new concern. The firm will operate 3D, interactive and IMAX theatres, motion simulator attractions, retail outlets and restaurants. The company will also pursue joint ventures with third parties to develop related entertainment-oriented projects. "All of these businesses rely on site acquisition, product design and development, and the licensing of product and characters, so it makes tremendous sense for us to incorporate them into Sony Retail Entertainment and maximize our collective strengths," said Mickey Steinberg. "Sony Retail Entertainment will combine the prestige of Sony Theatres and the style and synergies of Sony Plaza, and utilize the deep merchandising resources of Sony Signatures in this exciting new entertainment and retail operation." Sony Theatres is the seventh largest theatre chain of North America with approximately 1,000 screens in 15 states. Sony already has some experience operating public, interactive locations: their New York based "Wonder Technology Lab" provides an interactive technology environment for students of all ages. Sony Plaza is a unique retail complex and public space in midtown Manhattan. Sony Signature has merchandising rights for a broad list of properties and entertainers including Barbra Streisand, Michael Jackson, the Grateful Dead, the House of Blues, Godzilla and Forrest Gump.

NEWS DIGEST

SENINSKY MARKS 25TH YEAR IN COIN-OP

Popular industry guru **Frank Seninsky** began his coin-op career 25 years ago this month, setting up pinball machines in his college fraternity. Today with close partner **Joe Camarota,** he runs Alpha-Omega Amusements, one of the nation's premier street routes (including the largest chain of college-based game rooms in the eastern half of the country). In addition, Frank writes for all the trades (including *RePlay),* co-chairs the AMOA Government Relations Committee, honchos the industry standardization program, gives countless educational seminars, does consulting and game operation for theme parks and FECs, and much, much more. He's also one of the nicest guys in the industry, which proves you can be an independent man of integrity and vision while still maintaining solid friendships and alliances in all spheres of this industry. Alpha-Omega (Edison, N.J.) celebrates this Silver Anniversary with a big blowout mid-month; dozens of industry heavyweights are expected to attend. Seen here is Frank with his "first lady," the lovely (and oh-so-sharp) **Karen Nagle.** Warmest congratulations to Frank and Alpha-Omega from all of us at *RePlay*!



PUZZLE GAME HITS 300 UNIT SALES MARK



Century Vending & Distributing's *Paint 'N' Puzzle* has just been approved for use by a major worldwide fast food chain. The move comes as Century celebrates the game's 300th unit sale, advised president **Jerry Monday.** "With all the worry about violence in video games today, here's the perfect family-oriented game that kids can play and parents love," Jerry said. "We've sold it worldwide and it crosses all cultures." Seen here are Jerry and Century VP **Mike Robinson** with the popular touch-screen puzzle game.

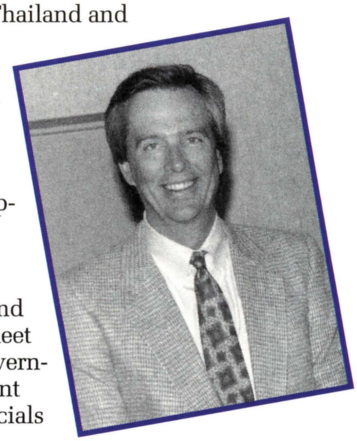
GLASCO'S MASTERPIECE PROMO

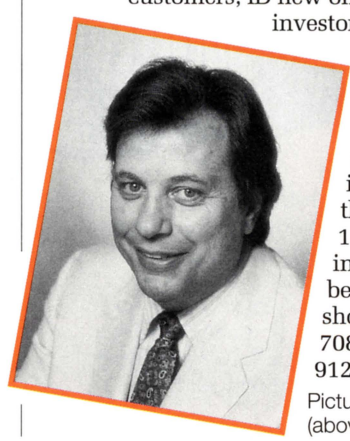
Glasco distributors are midway through the Missouri vending machine maker's current "Masterpiece Promotion" incentive program, which runs thru Nov. 30. Phase one: buy any *GS-1, GS-2* snack merchandiser or *GSC-8* can/snack combo and get a free gum & mint unit valued at $160. Next, ops who buy a *GFD-4* hot drink machine get the Gourmet International Coffee option free (a $280 value). Finally, for the arty set, if any operator buys any two of the *GS-1, GS-2, GSC-8, GFD-4* and/or *GCF-2,* he gets a set of three limited-edition original modern art prints (each is framed, numbered and signed by the artist). These paintings continue the art theme that's been displayed on current Glasco vending machines.

SOUTHEAST TRADE MISSION FOR AAMA



AAMA's approved creation of an association-sponsored trade mission to Indonesia, Malaysia, Thailand and Singapore. A delegation of coin-op trade people interested in exploring those markets will visit there between April 1 and 16. Heading the group will be **Mark Struhs** and **Ron Cararra,** both of AAMA's foreign business development committee, along with AAMA's exec director **Bob Fay.** Mission purpose: to meet current customers, ID new ones and investors, meet government officials (to address issues impacting on industry growth) and promote their AAE Show (June 7-9, 1995 in Hong Kong). Anyone interested in meeting the members of this AAMA delegation should contact Fay via phone 708/290-9088 or fax 708-290-9121.





Pictured: Bob Fay (Top), Mark Struhs (above), and Ron Carrara (left).

Okay... We dealt ourselves a few extra cards.



Every extra card we could, actually. All so our jukeboxes won't be readily obsoleted by advancing technology.

Look at the way most every kind of information is being handled these days — words, pictures, sounds, whatever — and you'll better understand why we're building our jukeboxes with the kind of flexibility that we are ... why we're dealing ourselves some extra cards, so to speak.

For example, entire sets of encyclopedias are now being stored on a single compact disc. People are flipping through their family photo albums on computer screens. And we're only seeing the beginning.

That's the reason we dealt ourselves the extra cards ... for flexibility

For example, our HyperBeam™ CD changing mechanism could care less what size or shape a CD is ... or becomes. The mechanism simply changes trays ... trays that the CD's rest in. Inexpensive, easy-to-change trays.

In fact, the entire changer that stores and plays the CD's is just an approximate 8″ x 18″ box ... a component that can be unplugged and replaced in a few minutes.

The point is this. You can buy today's NSM jukeboxes with confidence.

NSM operators will not be readily obsoleted. In fact, from everything we see, operators that are prepared will find their earnings increasing in time to come ... and location opportunities increasing even more!



With NSM, you <u>can</u> win the music game.

Call, FAX or write for a free copy of our new booklet: "Technology that works. And keeps on working."

NSM ***M.U.S.I.C.***



NSM-America
1158 Tower Lane
Bensenville, IL 60106
Phone: (708) 860-5100 FAX: 5144

™HyperBeam is a trademark of NSM - Bingen, Germany • Bensenville, Illinois
© Copyright 1994, NSM - Bingen, Germany • Bensenville, Illinois

NEWS DIGEST

RALPH WINFIELD DEAD

Ralph Victor Winfield, one of Canada's most prominent operators whose Winfield Group also controls dealerships in both Canada and the U.S., passed away Oct. 13, 1994 after a brief but serious illness. He was only 51, and the news shocked and saddened many who were not even aware that he'd fallen ill just this past September.

Winfield came into the business some 27 years ago after a brief career as a professional hockey player. Over the years, he'd built up a huge operation that included kiddie rides clear across Canada, as well as traditional machines in several cities and towns there.His Winfield Group of companies is also the majority shareholder in Canadian Coin Machine Distributors in Burnaby, B.C. (Canada) and in American Con Machine Distributors (Portland & Seattle). He had also owned Ralph's Automatic Coin Machine Services in Burnaby. Both Mike McWilliams (American Coin) and Jim Niblock (Canadian Coin) were among the many mourners who said farewell to this soft-spoken but super-successful gentleman at the Forest Lawn Funeral Home, Oct. 19.

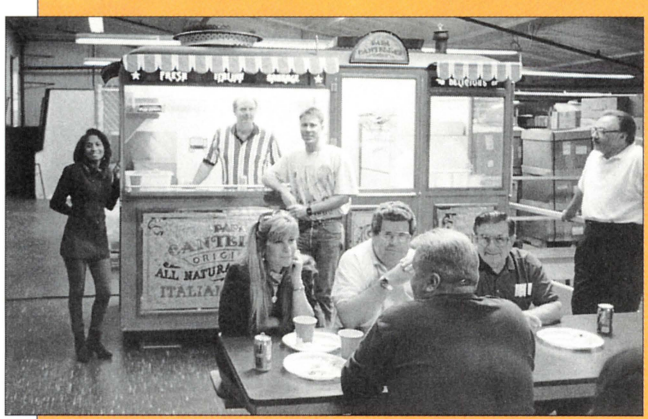


He is survived by his wife and active partner Ann Winfield, who has assumed the position of chief executive officer at the Winfield Group. Their daughter Laurie is the Group's comptroller. He is also survived by another daughter, Valdean, and his mother Martha. In lieu of flowers, the family requested that donations be made in Ralph's name to the Canadian Cancer Society. May he rest in God's peace.

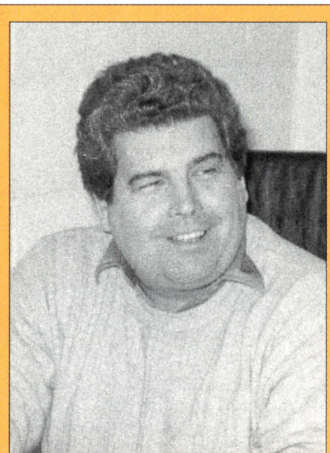
NINTENDO ON THE INFOBAHN

Nintendo of America is merging onto the information superhighway to launch its 1994 flagship video game, *Donkey Kong Country,* for the 16-bit Super Nintendo Entertainment System (Super NES). Nintendo's entry into cyberspace marks the first time a high-profile hardware and software video game manufacturer has utilized on-line technology to launch a new product. Nintendo's three-month on-line campaign, available exclusively on the CompuServe Information Service, features four interactive activities leading up to the game's worldwide release on Nov. 21. CompuServe is the leading worldwide information service with 2.3 million members. The on-line campaign began with a live conference hosted by Nintendo execs: **Minoru Arakawa,** president; **Howard Lincoln,** chairman; and **Peter Main,** marketing VP. Subsequent activities include an on-line trivia contest; an exclusive preview of *Donkey Kong Country* via downloadable video clips; and a live, technical on-line conference hosted by the game's developers and other experts answering technical questions and offering game tips...We hear singer **Tom Petty** also pulled off a "first" in October by breaking his new single — not via radio or jukebox — but on public-access computer networks. The bold marketing scheme underscores the hi-tech revolution that's shaking up all facets of the entertainment biz. Broadcast Music Inc. (BMI) reports that "American songwriters are already at the forefront of the digital revolution. Their works are on the most popular interactive CD ROMs, are transmitted over on-line services, used to underscore entertainment and information in futuristic 'full-service networks' and are the lifeblood of digital music services delivered by cable, satellite, fiber and phone lines."

THE REAL GEORGE! ROCK-OLA FORGES AHEAD



At the lunch, Weymouth Distributing's John Schultz & Vicki Wysocki with Rock-Ola's Ivory Flowers, Chris Parker, George Haydocy & Frank Schulz and sausage man Tom Cantella.



Seen here is Rock-Ola's new national sales manager **George Haydocy,** whose picture was mistakenly swapped for WMS prexy Neil Nicastro's in last month's issue. (The computer did it!) Fortunately both are well-known so our goofup was easily spotted by readers. Sorry for the switch, fellows. As noted the first time, George's 35 years of trade experience brings an added dimension to the firm. R-O prexy **Glenn Streeter** cited George for his "well-deserved reputation for jukebox expertise and great rapport with jukebox operators." Happily, George has something good to sell: the company's *Rocket II: the Second Thrust* compact CD jukebox is now shipping with new hard pushbuttons and all-gold contacts, plus colorful new graphics on the glass and overlay. "We did very well on orders at the AMOA Show," said Glenn. "Everybody's ordering them in combination with our full-sized *Legends."* R-O celebrated on Oct. 18, hosting an employees' luncheon with company friend **Tom Cantella** who cooked hot Italian sausages for the whole firm. As you can see, R-O actually fork-lifted Tom's 10-ft. long, self-contained diner to the upstairs employee lunchroom!

It takes more than luck...
when it comes to your buying dollar



Benchmark Entertainment L.C.™
has the

- **EXPERIENCE**
- **KNOWLEDGE**
- **KNOW-HOW**

At **Benchmark Entertainment™** we extensively field test every game before we present it to you, the buyer.

Our **experience** guides us in understanding what a player wants today, and our **KNOW-HOW** gets it to you, the operator, in time to cash in.

For more information on
Roll FOR GOLD™
Or
GOLDEN GOOSE™
Contact your
LOCAL DISTRIBUTOR or Call
1-800-808-8860

Both games are available in
METAL IN – TICKET OUT
OR
METAL IN – METAL OUT

***FUN** is the game*™

PROGRESSIVE TARGET AWARD

STRAIGHT TARGET AWARD

DIMENSIONS ON BOTH GAMES Identical:
Height: 61"
Depth: 48"
Width: 23½"
Weight: 225 Lbs.
Height w/Display: 81"

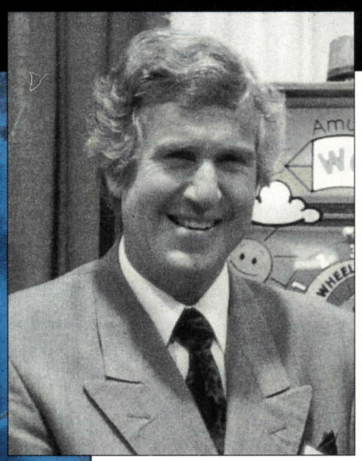
DESIGNED AND BUILT IN THE **U.S.A.**

Benchmark Entertainment L.C.™

2071 N. DIXIE HIGHWAY, POMPANO BEACH, FL 33060
Tel: (305) 781-8080 Fax: (305) 781-7900

COIN-OP PEOPLE ON THE MOVE

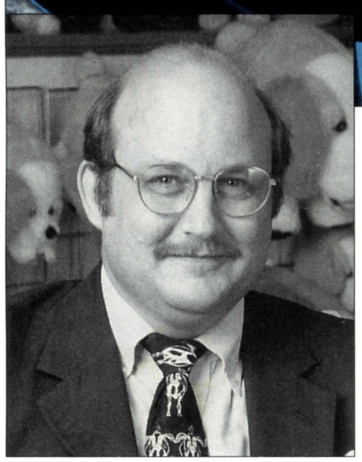




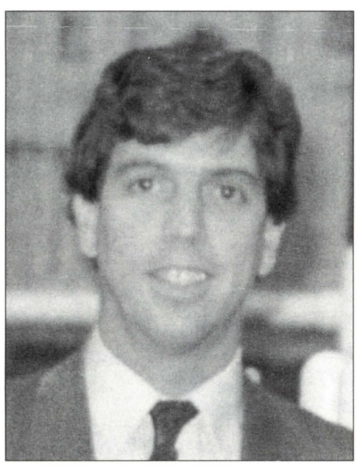
BOB DEITH



TOM KEIL



BRUCE CHAFIN



DAN DINNEBEIL

Bob Deith will become CEO of the enlarged Sega Amusements Europe where he'll expand FECs there, working with SAE's deputy chairman George Kieffer. Bob also retains his prior post as managing director of Deith Leisure, which says his new post entails "no change in our policy" of hard work to represent its various lines.

Tom Keil has joined Atari Games (Time Warner Interactive) as regional sales manager, serving under Mike Taylor. Along with Jim Newlander and Elaine Shirley, Tom has a specific North American section to cover. Most recently SNK's national accounts manager, Tom's best known for his 19 years with Brady Distributing (in fact, he makes his office right there in Brady's Charlotte, N.C. headquarters). Taylor cited Tom's "valuable experience."

Bruce Chafin has been promoted to GM of Play by Play and Laramie Interests, a new position. He spent 21 years in management at Six Flags, joining the Texas merchandising firm in 1991 where he's been a "major asset" in expansion and development. His new post will have Bruce in charge of all areas of operations including customer service, distribution, administration, purchasing and accounting.

Dan Dinnebeil, a 10-year veteran at Grayhound Electronics, has teamed up with Brian Petaccio at Classic, Inc. and been given the title president of sales. Classic makes a line of cranes (which Dan will sell) along with a variety of merchandise like plush toys and novelty packs. They also market a bill acceptor. Since Classic is located in the former Grayhound plant in Toms River, N.J., Dan can easily find his way to the job, having worked there all those years! "I spent some wonderful years at Grayhound," said Dan, "and now look forward to working with Brian and the people at Classic." Their crane line includes single, double, triple, jumbo and 5' models, candy crane and lowboy. Friends and customers wishing to say "hi" to Dan can call him at 908/286-1120 or 800/833-4667.

John Tweedy has departed from Virtuality Group PLC, the British-based leader in entertainment VR products, but will continue to have links to the firm. In his two years as business development director for their Entertainment Ltd. subsid, John spearheaded European sales and marketing. He called the move "a purely personal decision" and said he'd focus on various market opportunities for emerging technology. He'll also represent Virtuality as an independent agent to advertisers.

TIME'S RUNNING OUT!



The RePlay DIRECTORY deadline is NOW!

There is still time to get your **FREE** listing into RePlay's annual **DIRECTORY** issue (dated December 1994), but you must act **TODAY!** If you are a manufacturer, distributor, one-stop, trade association or parts/service supplier, you should be in this reference book. Firms listed in last year's book should have received a copy of their listing to correct and return. If you haven't received this very important piece of mail or were not listed in last year's Directory **ACT IMMEDIATELY.** Complete the following form (print neatly or type) and fax this sheet to us **NOW!**

Company Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ Fax: _____ "800" Number: _____

Sales people you'd like listed (with titles where applicable): _____

_____

_____

Products/Services offered (if distributor, list lines handled DIRECT only): _____

_____

_____



FAX TODAY TO: 818-347-2112

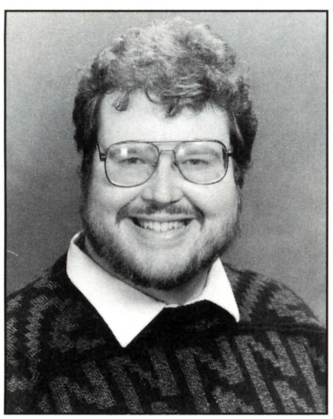
For ad placement, call Barry Zweben at: 818/347-3820



Don't bomb out! Hurry and fax this to RePlay today!!!

ON YOUR MARK

BY MARCUS WEBB



OPERATORS: MANY IMAGES AND REALITIES

A couple of years ago we were thinking about creating a cartoon character for *RePlay*. We were going to call him "Joe Operator" and use him as a generic symbol of all American operators, to illustrate various news and features...kind of like Uncle Sam, Lady Liberty and other stock characters used in editorial cartoons. For some reason we never quite took the idea to completion, but it did spark some interesting conversations with industry figures. Subject: what should "Joe Operator" look like?

The importance of this question goes deeper than it may seem at first, because it really means "Who is the American operator...what is his public image... how professional is he...what is his future?"

When we asked AMOA's then-president, he paused and said: "I guess to be totally accurate, many operators should be represented in jeans and t-shirt. But I'd almost ask you to clean him up a little and show the operator as a businessman in coat and tie, because the better operators are becoming much more professional."

A leading distributor said: "Show the operator in black tie, top hat and tails, because he's a diplomat who must deal with cranky locations. Then put a big 'S' on his chest, like Superman, because it's such a tough job." A veteran street operator said: "Show the operator in jeans with keys on his belt. He's a working man, an honest laborer who usually doesn't earn a fortune."

Today it probably would be even harder to create a composite image of the "average" operator. In some ways, our typical reader is "that guy who runs a street route in Oswego, New York...he's got a set of keys on his belt and grease under his fingernails." That operator is still out there, no doubt about it. But as we hear constantly these days, he sometimes feels he's got one foot on a banana peel.

The other type of operator, the "new professional," is also increasing...the ones like Larry Hilimire of Stanton Automatics (also in New York, as it happens) who is more the "executive type" with a hardworking general manager overseeing the day to day business, computers on his desk, and a route of modem-linked dart games in the street.

The "black mask" stereotype of operator-as-unsavory character still lingers. A 1989 movie called "Betsy's Wedding" included a stocky, Italian-accented businessman in a 1940s style suit; he's shown going everywhere with his gun-toting bodyguard. This businessman, who couldn't walk down a city street without being sprayed with submachine gun fire, spoke of how "vending machines" were a wonderful life's work, along with refuse collection and other such professions.

But that image is fading. In her inaugural address to the AMOA annual business meeting, incoming president Tami Norberg-Paulsen said most of the public "has no image of us at all. When I meet someone and tell them what I do," she added, "their first reaction is often surprise: oh, is that a career? I never thought about it."

Tami's formed a new AMOA marketing committee whose job includes finding ways to create, project and polish the operator's image. It's a tough job these days, with all the headlines about video violence and gray area game enforcement. But AMOA has found in the past that we've got some powerful tools in the "image" game as well...like the jukebox. When NANI gets going, it may be the most powerful tool yet to create a positive operator image. After all, there's usually nothing better for somebody's image, than a great reality!

Ante Up!
This table's for
Five Card Draw
and Black Jack.
If you think
you got what it
takes to play
in this game,
buy your chips,
pull up a chair,
and get ready ...
Bret Maverick
is dealing!



MAVERICK
THE MOVIE

TM & © 1994 Warner Bros.





SHORTAGE OF GOOD PCB'S OF CONCERN

There is growing concern among smaller European operators at the apparent lack of good PCB product coming from the Japanese and American originators. The concentration on dedicated product is viewed cynically as something which is great for those in Japan and the U.S. who make the games (because they make more money on complete games), but a disaster for those who operate.

The reasons are probably exactly the same as for those operators in the U.S. market who complain at a scarcity of good PCB product. The smaller operators cannot afford the prices of the dedicated games and in many instances, their locations cannot afford the room.

And the action of the anti-counterfeit squads put out onto the international circuit by the Japanese, American and British tripartate 'summits' are having an affect too. The Italian show is due this month and everyone is expecting it to be positively boring! The last game to be extensively copied by the Italians was *Mortal Kombat*. The Spaniards too have lost their taste for copying. It is felt that the reason is a combination of police activity and poor material currently on the market.

One trend which is showing some green shoots, is the indigenous manufacturers in Europe. The inability or reluctance (whichever it is) of the Japanese/American originators to come up with PCB games is perhaps opening the doors to smaller entrepreneurial figures in Europe to try their hand. Spanish developer Gaelco had a considerable success with his *World Rally* driving game and is planning a *World Rally II* for January, plus other games.

Sisteme in France has produced games of its own in the past and Nova, the giant German importer, is whispering about a whole new R. and D. company it has teamed up with for a startling new PCB product at the next German show.

So, it may be that the bid to switch the world off PCBs and into dedicated...if that is what is happening...may rebound on the game originators.

FRANCE

Bordeaux is the scene of Sega's new FEC. It is in the Virgin-Bordeaux mega store and is similar to that opened in the Marseille store. It is also opening at Festival Disney, at the entrance to EuroDisney in Paris.

Flanders Automatique, the French operating company, has opened a new amusement centre in Lille with a flexicard system to remove the use of coins altogether. Players buy credits on their card for between Ff10 and Ff30 (US$1.50-$6). All equipment is fitted with readers and the play price is deducted from the card each time.

Following the opening of his Sistemeitalie in Turin, Italy, French manufacturer Gerard Gros has established a new pool table factory under the company name EJL in Morocco. It is planned to produce 200 tables each month for the growing Moroccan market.

SWEDEN

Video lottery terminals are being made legal in Sweden and could result in up to 15,000 terminals going into operation after January 1 next year. Anywhere with a liquor license may take up to five of the units, and there are nearly 10,000 licenses in force in the country.

UK

Personnel changes in Britain include Barry Thompson moving from manufacturing director to technical director at Deith Leisure, with Andrew Tracey com-

BY CHRISTINE BUTTERWORTH

Once again, we present "Letter from Europe," brought to us by Christine Butterworth and her colleagues at InterGame, *a new UK-based monthly.*



BETSONS' BIG CHOICE
IS THE SMART CHOICE!

The Betson family of cranes. The most dependable crane in the industry. The outstanding workmanship that goes into each and every part, guarantees our cranes are built to last. Proven reliability for over sixty years has made us the industry leader.

We offer a variety of sizes and formats to complement every location.

Betson's Cranes. . . simply the smartest choice.

BETSON ENTERPRISES
DIV. OF H. BETTI IND., INC.
303 PATERSON PLANK RD., CARLSTADT, N.J. 07072-2307
IN N.J. (201)438-1300 • TOLL FREE 1-800-524-2343
FAX (201)438-4837

BETSON



ing in to take over the manufacturing job. Meanwhile, Mick Blanche has left as sales director at Brent Leisure to join rivals Crown Leisure. His place at Brent has been taken by Gary Newman, whose Gary Newman Sales distribution company, around the corner from Brent, went into liquidation recently.

Sega plans to open its first European indoor theme park in the UK next year, with simulators and VR games similar to those seen in Japanese parks. The location has not yet been announced.

Kaneko of Japan is planning to launch its *Rally 2* simulator in January at the ATEI show in London, it has been announced. Currently the game is a single unit, but the new version will link up to four units. New graphics have been devised and as Kaneko has sponsored the Japanese GT Grand Prix for the past three years, it is entitled to use scenery from that race in the graphics.

GERMANY

Arachnid of the U.S. has concluded a deal with Bally Wulff, the giant German manufacturer, distributor and operator, for the German company to market is electronics darts line. The 25 Bally Wulff depots throughout Germany will be used to front the sales campaign.

Giant spare parts specialists Suzo has opened new premises at Alsdorf, near Aachen, Germany. The company also has offices in Holland, Belgium, the UK and Poland.

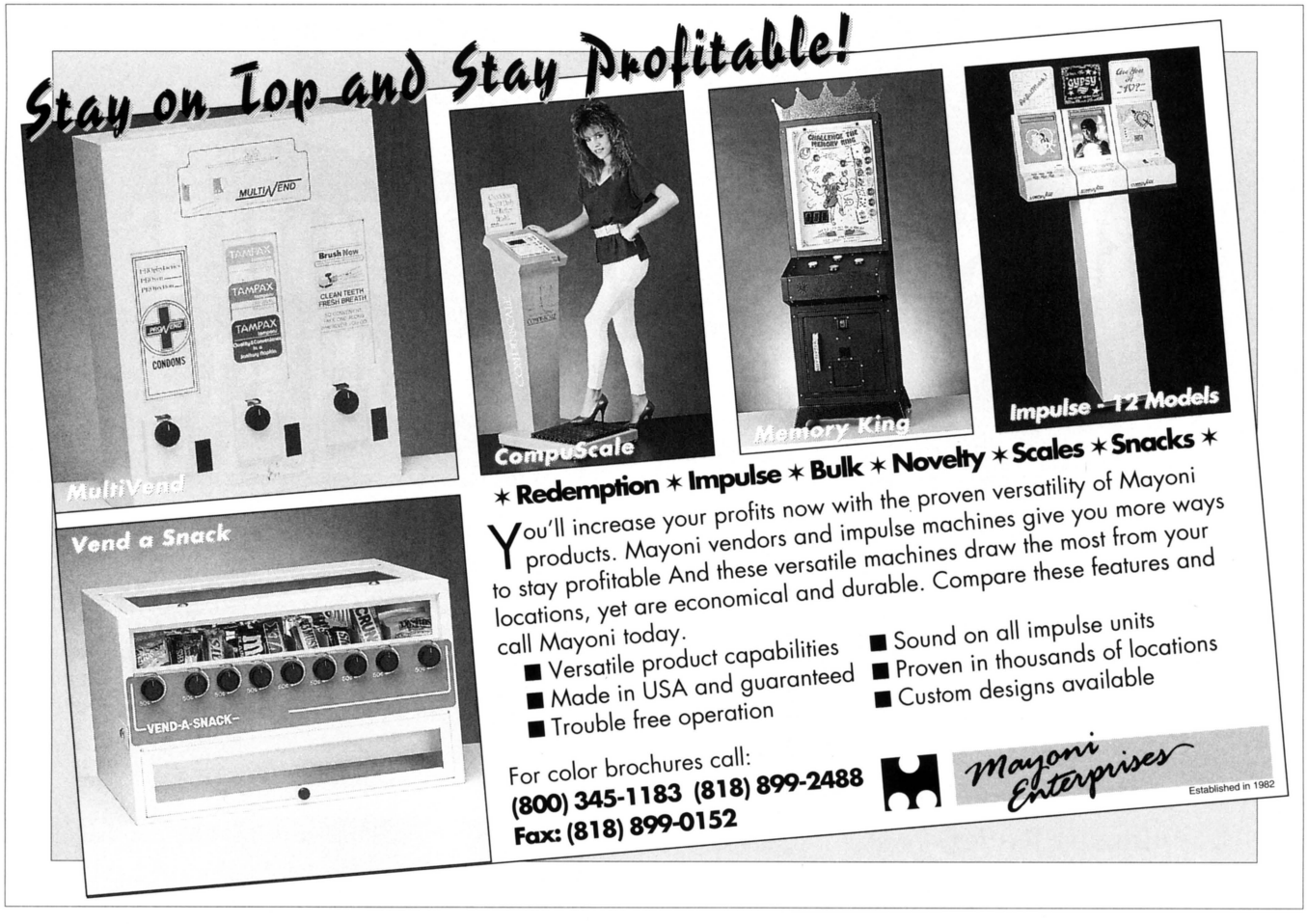
SPAIN

Spanish darts specialists Diana Marketing has come up with a new *Plus-Ultra* tip. It has two built-in screw threads enabling it to take the regular quarter-inch thread and also the smaller 2BA thread. The universal unit now has applications throughout the European market.

TURKEY

Vektor of Turkey has produced a 60-disc jukebox using a DDA (U.S.) kit and its own cabinet and power supply. The compact disc player has been developed for use in Turkey itself and also for the eastern European region.

◆



FULL COURT FRENZY II



GREAT NEW FEATURE...
"LINK" GAMES FOR SIMULTANEOUS COMPETITION!



OPERATOR COMMENTS

- Since Day 1, beats all other sport games and always in the top 10 out of 80 redemption games.
  Boardwalk Boulevard (Mall Arcade) - Hamburg, NY
- Always in the top 5 of redemption, that's a fact!
  United Dist. (Sports Complex) - Wichita, KS
- After 21 months, still earns over $200 every week.
  FunFever (Family Entertainment Center) - Anniston, Al

U.S. PATENT No.5,074,552
Other U.S. and Foreign
Patents Pending
Licensed From G.L. Technology, Inc.

FOR FURTHER INFORMATION
CALL YOUR DISTRIBUTOR OR:

ICE

Still The Only Game With A Multi-Positional Basket!

Innovative Concepts in Entertainment Inc.
1501 Kensington Avenue, Buffalo, New York 14215
Phone: 1-716-833-0482 • Fax: 1-716-833-1342

HOORAY FOR HOLLYCOIN

Hollywood & coin-op combine talents in Tattoo Assassins*; screenplay by Bob ("Back the Future") Gale becomes a video game*



"Games and movies are not that different," asserts Bob Gale (producer of the "Back to the Future" movies and co-author of such zany classics as "1941"). We spoke to Gale at AMOA Expo '94, where he was helping introduce his new hybrid film-to-vidgame product, *Tattoo Assassins.* Mild-mannered but intense, Gale says the basic craftsmanship of good storytelling always pays off, regardless of the vehicle. "In both media, games and movies, the goal is to entertain," he said. "You want to get the audience to laugh, to cry, to be excited, and be afraid. Content and character mean more than technology."

Gale recently got a chance to prove his theory when he teamed up once again with Data East Pinball (soon to be renamed Sega Pinball). The goal was to create a new type of video game...one which began life as a movie script.

"I had written this script about tattoos coming to life, jumping off the person's chest and killing his opponents," Gale explained. But a funny thing happened on the way to the silver screen: Data East pinball guru Joe Kaminkow got hold of the script. "Why don't we make this into a video game?" Joe suggested.

Bob Gale liked the idea. He had already collaborated closely — and very successfully — with Joe and the Data East Pinball crew on the making of their *Back to the Future* flipper game. "Of all the people who worked with us to create ancillary products," said Gale, "Joe and the Data East team were the only ones who really seemed able to appreciate the spirit of the original story, and who were able able to bring that story to life again in a new format."

As a video game fan himself, Bob Gale agreed with Joe's evaluation: the tattoo script would make a terrific game. As an artist, he was also intrigued by the chance to paint on a new, hi-tech canvas yet apply the universal rules of storytelling craftsmanship: "I wanted," he said, "to take what I knew about visual storytelling and put it into a game."

While Joe Kaminkow secured approval for the project from Data East Corp. in Japan, Gale approached "ace" low-budget movie producer Mike Marvin, who was already involved in making all-digital martial arts films. Gale asked Mike to help him make a movie which would be converted into a video game, using the tattoo concept and advanced computer technology. Mike readily signed on and began recruiting the cast and crew.

"We did the same thing to create this game as we would to make a full-blown Hollywood picture," Mike explained. "That includes hiring top crews for photography, special effects and so on." Among the talents recruited for *Tattoo Assassins* were kick boxing champ Maurice Travis, Ms. Universe contestant Joanna Lee, and stunt coordinator Eddie Wilde.

While Mike Marvin lined up the actors, stunt men and production crew, Bob Gale went to work with Oscar-winning makeup artist Bob Short to design the visual look of each character. *Tattoo Assassins* has 14 main characters, each with an unusual depth of "backstory" (character biography) and a completely unique personality and appearance.

"Doing makeup for a video game is a difficult challenge," Bob Short advised. In this game, where characters "morph" from one image to another, "The creative process gets to evolve, because the character doesn't look the same all the time," Short said. "It's a new level of work, and I really enjoyed the challenge."

When everything was ready, shooting began on a Universal Studios sound stage in Hollywood. Actors in full costume and makeup performed stunts and combat moves in front of a blue screen under Bob Gale's direction, with Joe Kaminkow looking on. (The blue screen allows moviemakers to take the actor's moving image and project it onto any background, same as your weatherman appears with satellite photos of Earth behind him.) Data East video programmers John Carpenter and Jack Liddon checked the video playback of each day's filming on computer.

MEGATOUCH™ videa

Wealth insurance for your route!



Interactive Touchscreen Entertainment

Merit industries, inc.

1·800·523·2760



At *Tattoo Assassins'* opening night: movie industry vets Bob Short, Bob Gale and Mike Marvin with DEP's Gary Stern and Joe Kominko, and a few of the game's character actors.

Gale continued to insist that, although the film footage would be digitized and turned into video game material, the rules of good visual storytelling must be observed in this new hybrid medium. He insisted that the characters' faces always be visible. "Other games frequently cover the characters' faces with masks, or make them into robots or dinosaurs that can't express human emotion in their facial features," Joe Kaminkow pointed out. "We put hundreds of frames more animation into our programming, to present the faces." Commented Mike Marvin: "It's much harder work."

Filming ended in May of this year, and DEP's video game production teams worked round-the-clock to get the finished product ready for its Sept. 21 trade show debut. Filmed action was digitized, frame by frame, into computer bits and bytes so players could manipulate the character images. Artist Paul Ferris, whose talents have graced so many DEP pinball cabinets in the past, designed the cabinet graphics, including the tiger and dragon art.

Gameplay allows players to control one of 14 highly skilled martial artists whose magical tattoos allow them to "morph" into a variety of lethal forms. These include nine main characters, four secret characters, a major bad guy and "the tattooed lady"...whose symbol-laden back is shown as the selection screen!

Each character has tons of special moves, special weapons which reflect his or her character, and a "signature move" which is executed via the magic tattoo on his palm. (Players have to build up enough skill to rate the chance to use living-tattoo moves very often, but a novice can execute one tattoo move if he wins a round). The "Navy Seal" character has a shark tattoo; the special move involves the shark biting off the opponent's head! The "Jungle Girl" character has a tiger tattoo on her stomach and legs; it comes to life and devours the opponent. The "Leather Girl" has a spider tattoo which bites the opponent.

If this game were a movie, some of the game's story elements and humor would earn a PG rating at the very least. One character is described as a former lesbian prostitute and sex slave. And yes, one combination of buttons will cause your character to turn his or her back to the opponent, stick out his rear end and flatulate loudly...shades of "Blazing Saddles"! On the other hand, other humorous elements would be right at home on "Saturday Night Live" — like the "Figure Skater" who satirizes Olympic star Nancy Kerrigan. When she's hurt, she cries "Why me? Why me?"

Appropriately for a hybrid film-game project, Data East took out ads in the "Hollywood Reporter" and "Daily Variety." Under the headline, "What do we call it when a female Olympic figure skater beats the crap out of a biker thug, then strangles him with a living tattoo?" the copy goes on to say: *"Tattoo Assassins:* the arcade game is a spectacular blend of non-stop action, original new characters, incredible artwork, stunningly gorgeous women, outrageous humor, pulse-pounding excitement and Hollywood showmanship!" Credits are listed just like on a movie, except the Data East logo appeared at the bottom instead of Universal Studios or TriStar Pictures.

The game was slated for release in dedicated format around Nov. 1. Cabinet dimensions are 73.5" high x 25.5" wide x 40.75" deep. The company says sturdy plywood construction, vandal-proof control panel and tamper-resistant line cord make the game "practically indestructible." A BSMT-2000 three speaker stereo system adds to the powerful realism.

Video game industry founder and interactive guru Nolan Bushnell has been predicting a marriage of movies and video games for years. Bob Gale's and Joe Kaminkow's brainchild could be the best evidence yet that Bushnell was right about the industry's future direction. Kaminkow may have summed it up best: "With *Tattoo Assassins,* we have combined the talents of Hollywood and coin-op to bring a unique entertainment experience to the player, one that synergizes the best of visual storytelling with interactive gameplay." See it at your authorized distributor. ◆

PRIZE WINNING TICKETS!



1 5/32" x 2" MACHINE-ISSUED TICKETS FOR ALL REDEMPTION GAMES — IMMEDIATE SHIPPING

STOCK TICKET PRICES - 20,000/BOX

1 BOX	20,000	$ 49.00
2 BOXES	40,000	$ 81.00
EACH ADD'L BOX		$ 32.00

Tickets can also be CUSTOM-PRINTED to your specifications. Call for details.

WE HAVE THEM!

"TICKET EATER" Counter/Shredder

Count & Shred 13 Tkts. per second

ORDER DEPARTMENT 1-800-829-0829

National TICKET CO.

P.O. BOX 547
SHAMOKIN, PA 17872
Information 1-717-672-2900
Int'l. Fax 1-717-672-2999
Toll Free Fax 1-800-829-0888

"SMART PAK"

(FOR "*SMART*" BUYERS)

BUY:

8 GAMES OR MORE

2 - SMARTBALL SKILL ALLEYS (10 OR 13 FOOT)

1 - SMART TOSS EM (CHILDREN'S REDEMPTION GAME)

2 - SHOOT TO WIN OR STW JR. BASKETBALL GAMES
(ANY MODEL) *THE ADULT GAMES NOW FEATURE MOVING HOOPS

1 - CLEAN SWEEP CRANE (ANY MODEL)
SINGLE, SUPER SINGLE, DOUBLE, DOUBLE 1/2 & 1/2, TRIPLE, JUMBO 34", JUMBO 42",
CLASSIC SINGLE OR DOUBLE, CLASSIC WATCH CRANE SINGLE OR DOUBLE,
CANDY CRANE OR REFRIGERATED CANDY CRANE SINGLE, SUPER SINGLE AND DOUBLE

2 - OTHER SMART INDUSTRIES PRODUCTS
TICKET REDEMPTION OR VENDING REDEMPTION CENTER, BIG BERTHA, BUDDY BEAR, KILLER T-REX,
JACKPOT ROTARY, STRIKE OUT OR ANY OF THE PREVIOUSLY MENTIONED PRODUCTS

AND

RECEIVE FROM SMART INDUSTRIES AND YOUR PARTICIPATING DISTRIBUTOR

OUR #1 BEST SELLER,

THE SMART

CANDY CRANE (ONE PLAYER)

FREE! FREE! FREE!

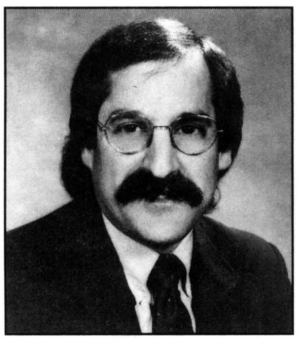
OFFER GOOD ON PURCHASES THROUGH DECEMBER 30, 1994
NOT ACCUMULATIVE - ALL GAMES MUST BE PURCHASED AS A PACKAGE

SMART
INDUSTRIES CORP., MFG.
1626 Delaware Ave.
Des Moines, Iowa 50317 U.S.A.
(515) 265-9900 1-800-553-2442
FAX (515) 265-3148

FOR MORE INFORMATION CONTACT YOUR AUTHORIZED DISTRIBUTOR OR FOR REFERRAL CONTACT US.

FALL FLIPPERFEST

players, collectors and devotees of the silverball will gather in Rosemont, Ill. for the 10th Annual Pinball Expo

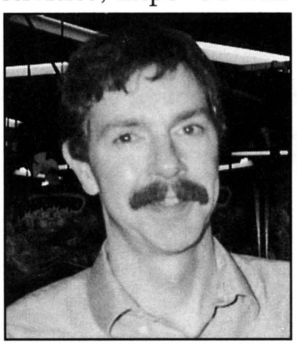


Pinball aficionados rejoice! Pinball Expo '94 is just around the corner and organizers are putting the final touches on what promises to be their biggest show ever, capping off a decade of successful annual gatherings. The 10th anniversary celebration takes place Nov. 10-13 at the Ramada Inn O'Hare (Rosemont, Ill.) near Chicago, the birthplace and headquarters for the pinball industry. This fitting locale will host thousands of pinball enthusiasts from as far away as Japan, Australia and Germany, making it a must-see event for fans of the silverball.



"This year, attendees can look forward to an all-new line-up of exciting pinball action, info and surprises," said Expo chairman Robert Berk. "We're outdoing ourselves in ways we never thought imaginable just one year ago. The ever-growing mass appeal of pinball is reaching a fever pitch and only at Expo '94 are both casual and spirited devotees alike able to mingle with luminaries of the pinball industry. Our guest list and event roster are jam-packed with an incredible array of pinball wonderment and exceeds everything we've ever done before."

Along with a bevy of fun activities, Expo '94 will present a double-header tour of both the Data East pinball factory, where such hits as *Jurassic Park, Batman* and *Tales From the Crypt* where conceived and produced,



Get Your Redemption Program Morphed By

ORIENTAL TRADING®

Company, Inc. Omaha, NE



TM and © 1994 Saban

OTC is an official licensee for Redemption Power Ranger merchandise.

(Redemption only - NOT FOR RESALE)

SABAN'S MIGHTY MORPHIN POWER RANGERS™

R6 Phone - 800-228-8884

Fax - 800-228-1002

and the Electrical Windings Coil factory, the Donal Murphy facility where, along with the production of pinball components, is housed one of the hobby's most prized collection of games.

"The tour is considered one of the Expo highlights," Berk said. "But the real excitement begins when the exhibit hall, seminars, autograph sessions and tournaments get underway in the hotel. We've even arranged a hands-on 'class' of how to play better pinball. There are special tricks and techniques to achieve consistent high scores, and the instructors will be selected from past Flip-Out Tournament winners and top qualifiers. Even the best among the crowd will learn a thing or two."

Also among the crowd will be a number of well-known pinball designers, artists, authors and technicians. The show will be a gathering place for some of pinball's biggest celebrities, such as artists Dave Christiansen (Bally's *Fireball),* Greg Freres (William's *Star Trek: The Next Generation),* Python Anghelo (William's *High Speed)* and Kevin O'Connor (Bally's *World Cup Soccer).*

Fans will be able to meet and chat with esteemed book authors Roger Sharpe ("Pinball!"), Dick Bueschel ("Pinball I"), Heribert Eiden ("Pinball Machines") of Germany, and Gary Flower ("Pinball - Lure of the Silverball") of England, as well as the publisher of the *pinGame Journal,* Jim Schelberg. The industry's top designers from Premier/Gottlieb, Data East, Williams and Bally/Midway will also be on hand; these include Steve Kordek, Pat Lawlor, Joe Kaminkow and Jon Norris among others.

For the first time in its 10-year history, the Pinball Expo will be open around-the-clock from Friday afternoon through Sunday evening, with hundreds of pinball machines on display for play or purchase. Adding to this highly charged atmosphere is the exciting Flip-Out Tournament, where top players will battle it out for a brand new pinball machine. The event is further rounded out with a seminar on dot-matrix animation, an auction of over 200 pingames, and the awards banquet.

Originally intended as a one-time-only venture, the first Pinball Expo barely managed to attract 200 attendees. But the show's success over the last nine years reflects the growing popularity of the sport of pinball, and the 10th anniversary bash should be bigger and better than ever.

"Our proximity to the people who make pinball happen and the incredible support we receive from them are key elements to our success," Berk said. "We're very proud of our achievements during the past decade and hope to do more for everyone in the hobby in the coming years. Pinball Expo draws a wonderful crowd of people who are full of camaraderie and have a love for pinball. This translates into a wonderful experience for all."

For more information, contact Rob Berk at 800/323-3547 or 216/369-1192; or Exhibits chairman Mike Pacak at 800/321-2722 or 216/758-0565.

Choose the "industry standard" for ticket dispensers

Don't take chances! Dependable performance, on time delivery, and outstanding service have made us the preferred choice of manufacturers, operators and distributors for over 10 years.

"We very much appreciate all the effort that you have put forth to meet our unscheduled needs."
Jack Mendes, Jr. Bob's Space Racers, Inc.

"You certainly deserve your status as the leader. Keep up the good work."
John S. Mc Ewan, MELTEC Inc.

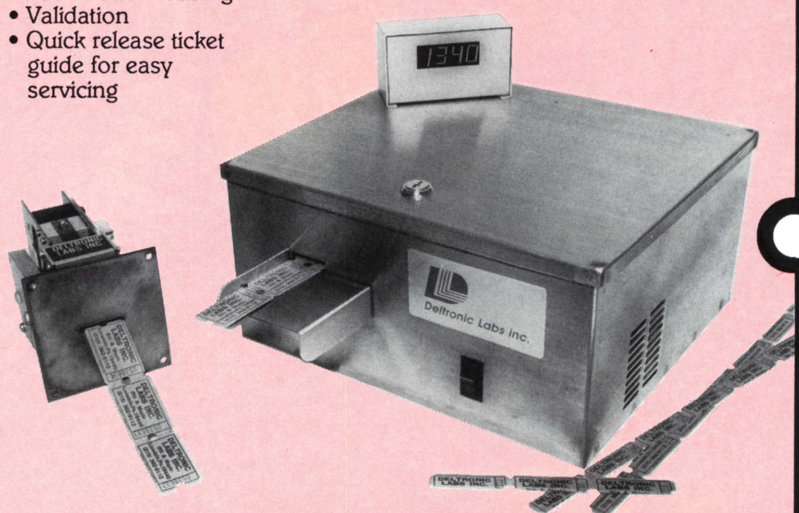
"The quality of your product is excellent. It has truly withstood the test of time."
Joseph W. Sladek, SKEE BALL Inc.

"In our business where service is the key . . .everyone in your organization excels."
Gene Cramm, ShowBiz Pizza Time, Inc.

Redemption Machine

Ticket Dispenser

- Push button loading
- Validation
- Quick release ticket guide for easy servicing



- Counts and destroys redeemed tickets

Deltronic Labs inc.

120 Liberty Lane, Chalfont, PA 18914 • 215 997-8616 • FAX# 215-997-9506

FAST DRAW



The Best and Fastest Earning Gun in the West!

Travel Center, New Mexico
$554 Average/Wk.
17 Weeks!

Arcade, Texas
$600 Average/Wk.
10 Weeks!

Arcade, New Mexico
$504 Average/Wk.
7 Weeks!

Restaurant Arcade, Texas
$725 Average/Wk.
20 Weeks!

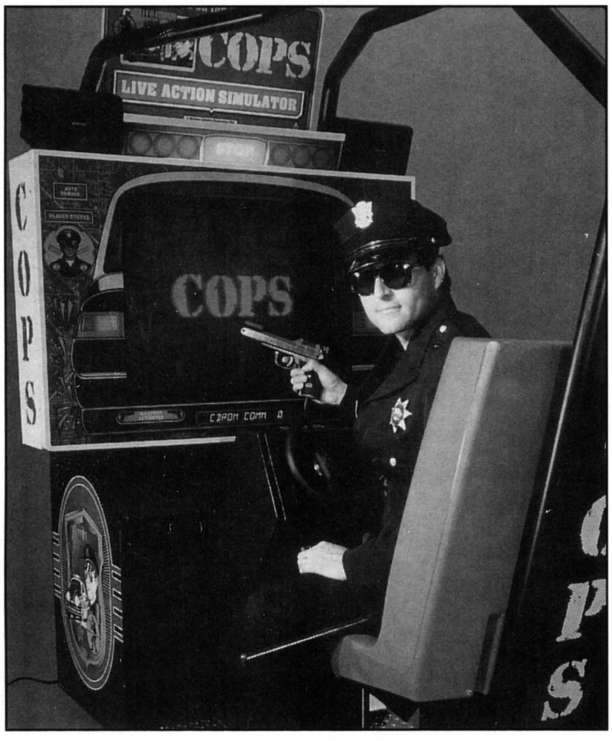
Restaurant Arcade, Canada
$865 Average/Wk.
4 Weeks!

Country Western Bar
Colorado
FIRST WEEK!
$915

AMERICAN LASER GAMES, INC.

RED HOT AND BLUE

based on the smash TV series, Cops *is a new live-action driving/shooting simulator from Time Warner Interactive*



Bad boys, bad boys. Whatcha gonna do? Viewers of the popularly syndicated TV show "Cops" have always had a front row seat when the men and women of law enforcement move in for a bust. But if you want to really get in on the action, then put down the chips, get off the couch and check out *Cops,* a live-action, interactive video based on the hit TV series, from Time Warner Interactive (Atari Games).

Premiering at the recent AMOA Expo in San Antonio, *Cops* is a one-player sitdown driver/gun game featuring actual video footage shot on location in Los Angeles with stunt drivers and actual police officers. Just like the series on which it is based, *Cops* introduces players to a world of tense high-speed chases and dangerous street encounters.

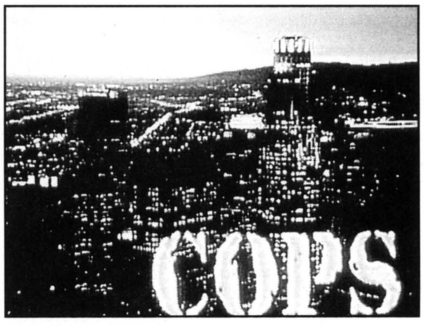
"The built-in awareness of the TV show is an immediate attraction to a wide range of players," said Mary Fujihara, TWI's vice president of marketing. "The live-action footage and 'Bad Boys' song delivers a fun and entertaining experience that is very new to players."

Players can select from one of three action modes: Driving, Shooting and a combination option. The driving scenes include a police training course, a high-speed night chase and a white-knuckle pass through a sniper alley. Shooting action includes eight unique attack waves, with different criminals and backgrounds. A realistic police car seat, authentic-looking handgun and feedback steering add to the thrills.

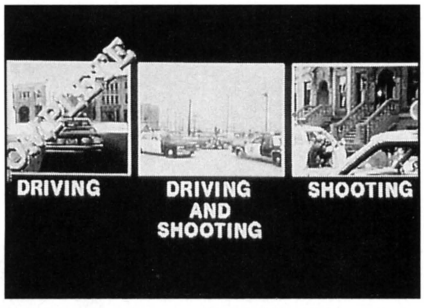
Other features include a deluxe cabinet complete with graphics and rollbar, a 33-inch monitor, digital sound effects and music enhanced by high-quality Bose speakers. A reliable Sony laserdisc player generates the action-packed graphics, and includes a one-year warranty on parts. "The overall package of this game," Fujihara added, "makes it a unique attraction piece that takes up a lot less floor space than other deluxe pieces."

In response to the growing number of family entertainment centers, *Cops* also includes a ticket redemption option. The unit has a built-in plate ready for standard ticket dispensers. Once the dispenser is in place, operators can adjust the number of tickets based on score thresholds.

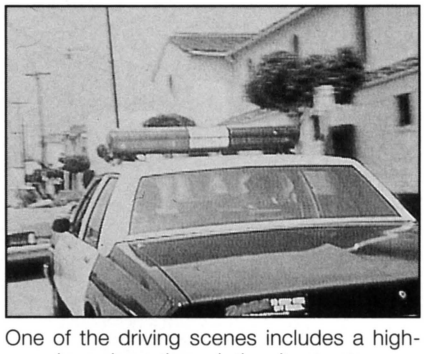
According to Time Warner Interactive, *Cops* will hit the mean streets this month. Also in production is the first of a series of updated discs for the new game. Currently shooting on location is "Cops in New York," and it should ready for delivery next spring. For more information, contact an authorized distributor.



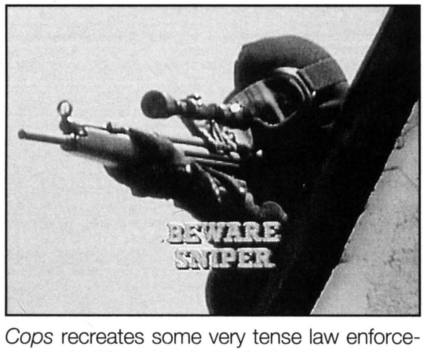
Like the hit TV show, the live-action footage used in *Cops* is shot in a real American city...this time it's L.A.



Players can choose either the driving mode, shooting mode or an action-packed combination of the two.



One of the driving scenes includes a high-speed car chase through the city streets.



Cops recreates some very tense law enforcement situations, such as finding yourself in a sniper's crosshairs.

GREAT 1000 MILE RALLY™







FINISH

Each Week with Solid Earnings

- An exciting road rally driving game
- Choose from 12 classical cars
- Select from 12 challenging tracks

Another game in the Kaneko System board line

- All that is required is the sub board to operate current and future games



KANEKO®

CHUGAI BOYEKI (AMERICA) CORP.
55 Mall Drive • Commack, NY 11725
(516) 864-9700 • Fax (516) 864-9710

SEND IN THE CLOWNS

adored by multitudes of children, Bozo lends his everlasting charm to a pair of kiddie rides from Denver-based Kiddie Rides USA

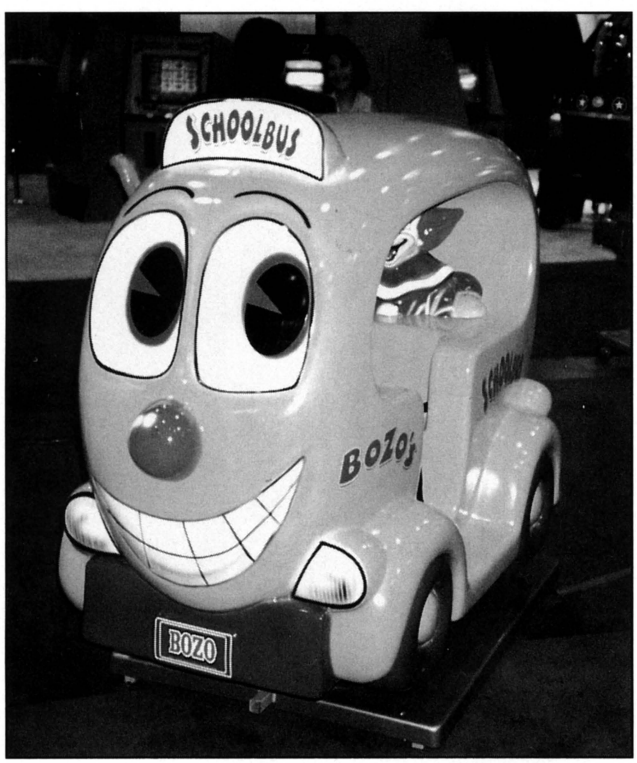
Emmet Kelly. Clarabell. Ronald McDonald. In the pantheon of clowns, one name rises above the rest — Bozo. For almost half a decade, Bozo has made a lasting impression on generations, becoming a favorite merry prankster for millions of children. In 1996, Bozo will celebrate his 50th anniversary, and both a feature film and stage show are in the works. Now, Kiddie Rides USA has teamed up with this world-famous TV star to create not one, but two colorful new kiddie rides.

"Kiddie Rides USA has created two whimsical Bozo coin-operated vehicles, which will hit the market this fall and bring a whole new structural dimension and excitement to the kiddie ride industry," said project coordinator Brain Carasik, who called it his company's most ambitious new product introduction to date.

"We started out with one *Bozo mobile,"* he added, "but the results were so unique and eye-catching that we immediately decided to move ahead with the second design, the *Bozo School Bus."*

Both Bozo products are manufactured at KRU's impressive new Denver facility, and are UL listed. They feature mechanical operation with forward-backward motion provided by a unique six-wheel system. There's an attract mode in which Bozo playfully asks kids to hop on board, and seat belts to hold them in place once they're ready. Children hear educational songs (for instance, there's one about counting) and messages promoting safety as they enjoy the experience.





Bozo creator Larry Harmon himself supplied the distinctive music, voice-overs and laughtrack for the rides. "We are thrilled to be associated with Kiddie Rides USA," he said. "With thousands of Bozo-licensed products to our credit, this counts as one of the more unusual and innovative. Children nationwide will really love a chance to ride these vehicles as much as they love to meet Bozo in person and be on the Bozo TV show."

The response to the *Bozo mobile* and *Bozo School Bus* at the recent AMOA Expo in San Antonio and Fun Expo in Las Vegas has been excellent, according to Brian Carasik, who noted that the company has increased production time in order to have the rides ready to ship within 30 days of taking orders.

For more information on KRU's Bozo products and other rides, visit an authorized distributor or call Kiddie Rides USA at 800/448-6888.

ONE SWEET DEAL FROM
SMART INDUSTRIES

0% INTEREST

12 MONTH
FINANCING AVAILABLE
(AT PARTICIPATING DISTRIBUTORS)

ON SMART INDUSTRIES #1 SELLER, THE

CANDY CRANE

ZERO DOWN WITH 12 PAYMENTS

- LIMITED TIME ONLY -

OFFER AVAILABLE ON ANY SMART CANDY CRANE MODEL PURCHASED

THROUGH DECEMBER 30, 1994

(MINIMUM OF 2 REQUIRED)

SMART
INDUSTRIES CORP., MFG.
1626 Delaware Ave.
Des Moines, Iowa 50317 U.S.A.
(515) 265-9900 1-800-553-2442
FAX (515) 265-3148

FOR MORE INFORMATION CONTACT YOUR AUTHORIZED DISTRIBUTOR OR FOR REFERRAL CONTACT US.

THE BIG SPIN

Combining bingo with an element of skill, Skilo *is a new redemption games system that's exciting and easy to play*



A smiling Jim Pietrangelo, national sales manager for Skilo Bingo, waves from behind a row of *Skilo* player tables. Players use buttons to stop the spinning number wheel.

At this year's AMOA Expo in San Antonio, a new company entered the crowded field of redemption manufacturers with a unique game that borrows from an old concept familiar to virtually everyone and gives it a modern update.

Essentially a high-tech version of bingo, *Skilo* is a system of linked, multi-player units utilizing a central control panel and a large spinning number wheel that can be controlled by the players. According to the company, Skilo Bingo, Inc., this added element of skill makes the game available to all markets.

"We were very excited by the response to *Skilo* at AMOA," said coin-op vet Jim Pietrangelo, who is now national sales manager at Skilo Bingo. "It's my opinion that *Skilo* will be the game that breaks through to that segment of potential players who, until now, have had little reason to patronize FECs."

Just like traditional bingo, *Skilo* has players using markers to cover numbers on their *Skilo* cards in an attempt to line up five numbers in a row — either horizontally, vertically or diagonally. However, instead of having the numbers drawn at random, players control the game by starting and stopping the *Skilo* wheel with "stop" and "go" buttons located at each player station. Once the player has a winning pattern, he pushes the "call attendant" button, freezing the game. After the attendant verifies the win, the caller enters the winning number or numbers and the system will then automatically send the appropriate number of points to the winning table(s).

The *Skilo* player table consists of a $1, $5, $10 and $20 bill acceptor, two ticket dispensers (each containing different value tickets), an adjustable coin acceptor, a card reader, stop and go buttons, replay and cancel buttons, a *Skilo*/call attendant button, markers and bar coded cards. All of the tables have their own identifying number and are electronically connected to a caller station as a means to transfer data.

Money inserted into each table is held in the table bank, which is displayed on an LED. The can select cards by scanning the bar code on each card chosen; this automatically deducts money from the "bank" and registers the card as "in play." All of this information is transferred to the caller's table so that he knows how much money is being played on the total game, how many total players and what cards are being played.

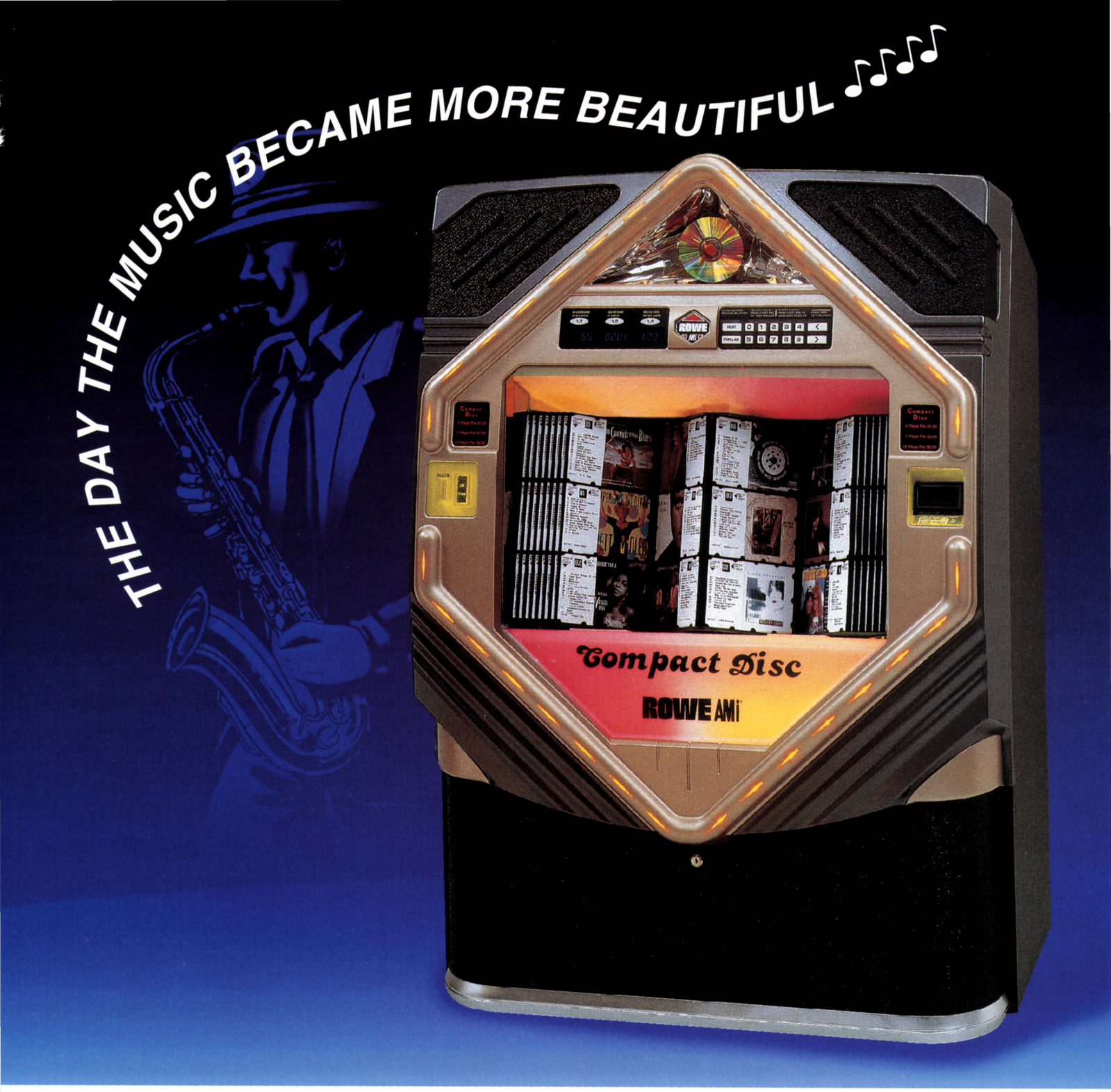
The master control panel at the caller's table consists of four buttons: "new game," "wheel enable," "start wheel" and "stop wheel." Other components included are a keypad, a two-line LCD display, a switchboard to light up a flashboard showing numbers called, and a pattern indicator switchboard. This is all that's needed to control the game.

The *Skilo* master system gathers all pertinent player information, calculates an adjustable percentage payout, then displays the number of points being played for on a tote board for all to see. The number of points won will show up on an LED readout at the winner's table. The system will also automatically award all players some tickets, thus ensuring a prize every time.

A computer interfaces with the master control panel, tracking all bookkeeping functions for each game, as well as giving a complete overview of the entire day. The computer is on-line at all times for information access, either on site or from a remote location, and, of course, it's password protected.

Skilo's comprehensive game system all began with an idea developed by Skilo Bingo president Lou Cappetta, who is also CEO of Arms International, Inc. (which provides support for *Skilo's* computer system). After a lot of time and effort, the original concept of taking something old and making it new became a reality. Citing the positive feedback he received at the game's AMOA Expo debut, Lou announced that "*Skilo* answers the industry's cry for a game that will appeal to all players — young, old and in-between."

For more information, contact Skilo Bingo, Inc. at 800/997-5456 or (in N.J.) 908/367-3434.


THE DAY THE MUSIC BECAME MORE BEAUTIFUL

Introducing LaserStar® Diamante

If you think the Rowe/AMi LaserStar series got attention in the past, wait until you see the Diamante. This new jewel of the LaserStar line is so beautiful it will immediately grab center stage and never get off. This spectacular diamond will play and play to the tune of increased profits. Now, that's a really beautiful sound. See your local Rowe/AMi music operator for details.

ROWE®/AMi®

75 Troy Hills Road, Whippany, NJ 07981 U.S.A.
(201) 887-0400 Fax (201) 887-2851

Rowe International Sales
203 Swan Road, Hanworth, Middlesex TW13 6LL
Great Britain 081-893-8300 Fax: 081-893-8600

NO







In the photos on this page, we see some neat overview shots of the JAMMA 1994 show floor as well as the welcoming reception and tape-cutting ceremony. At the podium (above), JAMMA Chairman Hayao Nakayama gives his opening ceremony presentation. Below, industry dignitaries (including BACTA Chairman Roger Withers) cut the tape officially opening the JAMMA tradeshow.





STARS AT JAMMA

lower attendance, promising technology marks 32nd Tokyo show
by John Ryan, Asia correspondent

(The following report also appears in *Amusement Business Europe.)* The thought on the minds of most of the foreign visitors at the 32nd JAMMA Show was not "If only *Virtua Fighter 2* was ready by Christmas..." or "Which of the myriad of soccer games am I going to fork out for?", but "How on earth are my heart and my pocket going to survive two major shows in five days?" The only ones happy over the mix-up between JAMMA and AMOA were American Airlines, who made a windfall from the insatiable show-lovers travelling from Tokyo to San Antonio on the evening of the second day of the show.

Sega's president, Hayao Nakayama, made the opening speech in his role as JAMMA's chief. He said it was one of the duties of Japanese manufacturers to set up location operations overseas in order to advance the level of sophistication there. With spending in Japan's game centers down a whopping 13%, no wonder Japanese manufacturers are looking to open up foreign markets....The official show catalog stated the size of the world



At the Sega JAMMA exhibit we find (clockwise from upper left): *Tecwar* (Sega's virtual reality game), *Golden Axe the Duel,* the *Virtua Cop* shooting game, a bank of *Daytona USA Specials*, Sega's *Saturn* (consumer-use video machine). In the middle photograph, Sega's *Virtua Fighters.*



Products shown at Namco's exhibit (clockwise from above): *Tekken, Ace Driver* in both upright (with seats) and full sitdown deluxe models and *GunBullet.*

game arcade market in 1993 at 427 billion yen (about $4.2 billion dollars), and predicted annual growth over the next 16 years to average 1.2% for a market size of 608 billion yen in 2010.

ATTENDANCE WAS DOWN

This year's JAMMA Show, the second where overseas manufacturers were permitted to exhibit, saw America represented again by four manufacturers (Bob's, Lazer-Tron, Omni and Doyle); Europe was represented by none. In contrast, very few U.S. visitors were in evidence, while the usual European faces were out in force. The absence of American visitors was reflected in the number of overseas visitors (711 on the first two days of the show, compared to 935 last year).

As many Japanese people also left for the U.S. on the second day, overall attendance for the first two days was only 17,398...down from 21,049 last year. The clash of dates also robbed the show of the grandly-named summit meeting between U.S., Japanese and European powers-that-be, and the tape-cutting ceremony was given its international flavor not by an American but by the president of BACTA, Rodger Withers.

The numbers attending the show on the first day was down from recent years as a result of the AMOA factor and the efforts by Japanese



At the 1994 JAMMA show we find U.S. redemption experts Ted Sloan (of Bob's Space Racers) and Doyle's own Skip Doyle with some lovely ladies.

WINNING COMBINATIONS

PENALTY KICK



FEATURES

- 1 or 2 Players
- Sound Effects in Promo and Game Play
- Professional Soccer Ball
- Targets Flash When Hit
- Goal Light and Soccer Ball Light Also Flash When Target is Hit
- Attention Grabbing Chaser Lights
- Strong Safety Enclosure
- Easy to Assemble or Move
- Adjustable Pricing and Playtime
- Adjustable High Score or Free Play for Tournaments
- Flexible Shock Absorbing Backboard
- Elevating Ramp Ends Game Play

Dimensions: 3-1/2' W • 8' L • 6' H

OPTIONS

• Bill Acceptor • Ticket Dispenser

CANDY SHOP



FEATURES

- PLAY UNTIL YOU WIN
- WIN A PRIZE EVERY TIME
- COLORFULLY DECORATED CHILD SIZED CABINET
- ATTENTION GRABBING CHASER LIGHTS
- SPECIALLY DESIGNED CLAW
- MUSIC IN ATTRACT MODE
- SOUND EFFECTS IN GAME PLAY
- SENSOR TO DETECT WINNERS
- TILT MECHANISM
- ADJUSTABLE PRICING
- JOYSTICK OR BUTTONS

Height 63"
Width 25 1/2"
Depth 26 1/2"

·Operators
· Locations
· Players
Everybody Wins!

Winner of the 1993 AMOA Most Played Redemption Game Award "Skill Crane"

JUMBO SKILL CRANE



FEATURES

- Modern Design for More Locations
- Chaser Lights Enhances Cabinet
- Redesigned Sliding Glass Door for:
  - Increased Viewing of Prizes
  - Easy to Load Prizes
  - Added Security
- Removable Front Console for Easier Entry through Doorways
- Separate Locked Cash Box
- P.C. Boards Mounted on One Board
- Adjustable Claw
- Joystick or Buttons
- Adjustable Cost Per Play
- Adjustable Time Per Play
- LED Readout

OPTIONS:

- NEW Sports Card Dispenser
- Ticket Dispenser
- Bill Acceptor

Dimensions
Height: 76" • Width: 41" • Depth: 37"

SUPER CHERRY MASTER



19" UPRIGHT MODEL
Depth - 28" • Width - 24 1/2" • Height - 63"



9" COUNTERTOP MODEL
Depth - 21 5/8" • Width - 18 1/4" • Height - 16 3/4"

FEATURES

• 16 LINE GAME
• SUPERIOR GRAPHICS
• SKILL STOP • ALL STOP
• 1 BAR BONUS • BELL BONUS
• CHERRY BONUS
• JACKPOT BONUS
• CENTER CHERRY HOLD
• POOL BONUS

For Amusement Only. Not intended for sale or use in states or municipalities where such games are prohibited by law.

Made in the USA • Full Factory Warranty

FOR INFORMATION CONTACT YOUR LOCAL DISTRIBUTOR, OR:

GRAYHOUND ELECTRONICS, INC.

FAX ORDERS
24 HOURS A DAY

MasterCard VISA

LAKEWOOD INDUSTRIAL PARK • 1915 SWARTHMORE AVE. • LAKEWOOD, NJ 08701
TOLL FREE 800-222-0491 • 908-370-8500 • FAX 908-370-7884



Above, Jaleco's *World PK Soccer* game in which players actually kick a "ball" and, at left, their *Super Striker* video (also soccer play but video only).

manufacturers to limit attendance by their R&D staff to the second and third days. This left the salesmen on several less-popular booths chatting up the long-legged beauties hired for the day, instead of buttering up potential buyers. Few international visitors seemed to mind, however, as it made a pleasant change from the crowds and noise of the recent past.

NEW GAMES AT JAMMA '94

While the crowds were impressive and the technology hinted at a brighter post-recession future, the show lacked a real star product. There was no *Street Fighter II* and no *Virtua Fighter* and each visitor suggested a different game as a potential winner. The only common point was that there was no can't-fail, sure-fire winner. Some found Sega's *Virtua Cop* impressive; others put their faith in Tecmo's new soccer game. Data East's basketball game *Street Hoop* had several fans and Konami surprised many with its



At Taito's booth (clockwise from right): *Space Invaders DX,* Williams' *Demolition Man* and *The Flintstones* which were shown at the booth, Taito's *Real Puncher* novelty/video game, *Operation Wolf 3, Chase Bombers* & Taito's virtual reality game.

NEW FROM JALECO

© JALECO 1994

ALLEY CATS®

ALLEY CATS ® IS A TRADMARK OF WILLIAMS ELECTRONICS GAMES, INC, USED UNDER LICENSE. ALL RIGHTS RESERVED



The Cats are back in town, and they're wilder than ever! Join JALECO in a crashin', smashin', rompin' stompin' good time with ALLEY CATS! Try to knock over all fe-lines of cats to achieve the purr-fect score! JALECO is proud to present ALLEY CATS! As usual, it's more fur- flying excitement than ever before!

DIMENSIONS

WIDTH.....2.42'
HEIGHT.....6.60'
LENGTH (13' ramp)..13.06'
LENGTH (10' ramp)..10.30'

JALECO®

JALECO LTD.
2-19-7 Yohga, Setagaya-ku Tokyo 158, Japan
Tel: 03-3708-4830 Fax: 03-3708-4822 Telex, J 27891

JALECO USA, INC
685 Chaddick Drive Wheeling Il 60090, U.S.A.
Tel: 708-215-1811 Fax: 708-215 2642

JALECO EUROPE
188 Brent Crescent London, 10 0QT, England
Tel: 033708 4830 Fax:03 3708 4822

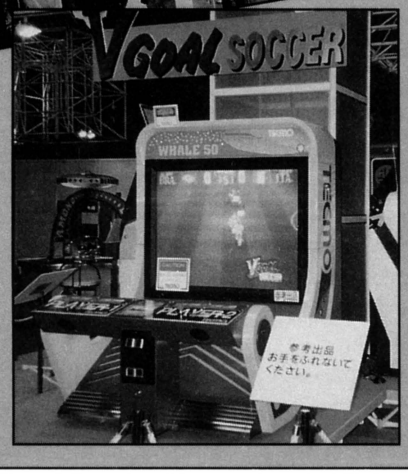
ALLEY CATS GAME IDEA LICENSED FROM UPPER EAST TENNESSEE DISTRIBUTING





TECMO

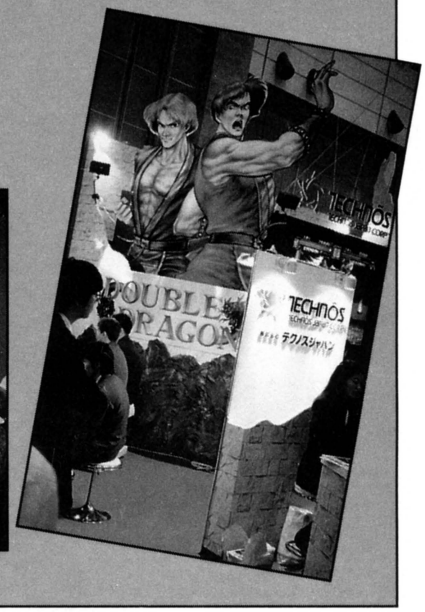
At Tecmo (left) a look at the firm's display for JAMMA 1994; below, the firm's *World Cup Soccer* pinball machines; below right, the *V-Goal Soccer* video with large screen.





TECHNOS

Technos Japan Corp. had a great display for their *Double Dragon.*



Speed King 360 degree simulator with texture-mapping graphics.

Rather than individual games, it was the glitz and glamor of the hi-tech machines, the colorful balloons, and flashing display of lights that were the most outstanding feature of the 1994 JAMMA Show. By the way, a significant trend at this year's show was the appearance of consumer machines on the stands of several manufacturers, especially Sega and SNK. Of course, JAMMA included many of the same coin-op products which Americans saw at AMOA Expo '94 (see *RePlay's* report on that show in our October issue). The following describes some — but certainly not all — of the products seen exclusively in Japan.

Sega led the field in terms of booth

STAR TRACK INC. 148 ALLEN BLVD., FARMINGDALE, NY 11735
FOR A FREE CATALOG CALL **1-800-733-5013**

Name Brand Redemption Prizes ★OVER 2000 ITEMS★

POGS & SLAMMERS
★ Playing Boards
★ Starter Kits
★ Street Fighter
★ Lava Tubes

GENERAL TYPE TOYS
★ Die Cast Cars
★ Puzzles & Board Games
★ Dolls, Blocks, Books
★ Robots, Trucks, Vans

REDEMPTION SLUM TOYS
Super Balls ★ Whistles
Compass ★ Die Cast Cars
Stickers ★ Tattoo's ★ Pinballs
Bubbles ★ Key Chains ★ Candy

ELECTRONICS $1 to $20
★ Looney Tune Clocks
★ TV's, Camera's, Watches
★ Stereo Radio, Alarm Clocks
★ Walkman Radios, Speakers
★ Sport Clocks, Phones
★ Binoculars, Flashlights

"SOFT QUALITY" TRADE-UP PLUSH 15"-27"
★ Poodles, Lions, Cubs
★ Bears, Monkeys, Cats
★ Elephants, Dogs, Tigers
★ Looney Tunes, Gorilla's

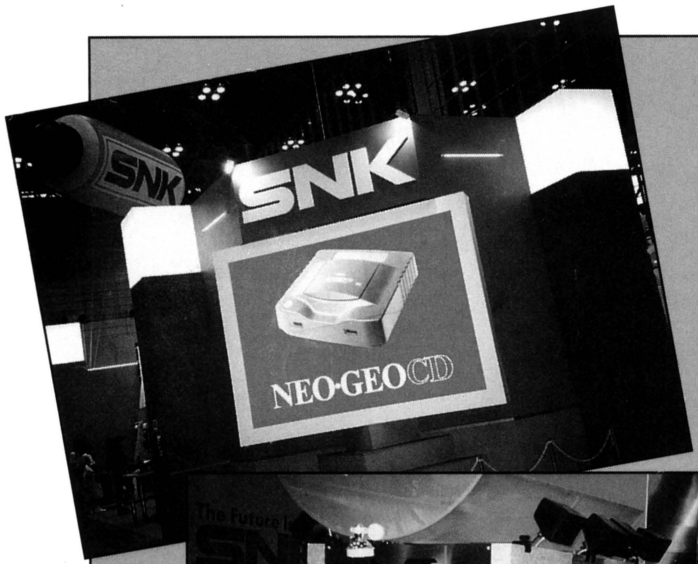
PRE-PACK'S
★ Plush Pak's 80¢ to $3 average
★ Sport Pak's ★ Football Pak's
★ Candy Crane Mixes
★ Christmas 100% Pak's

CHRISTMAS ITEMS
★ Pins, Jewelry, Necklaces, Rings ★ Musical Plush Toys
★ Talking Mr & Mrs Santa
★ Musical Watches ★ Stocking Hats

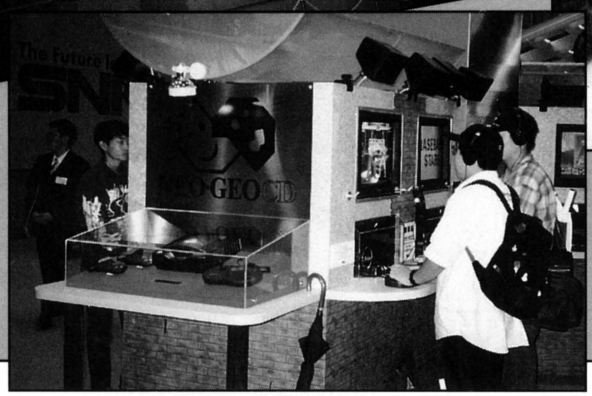
LOONEY TUNES
★ 3-D Watches
★ Key Chains
★ Plush Toys
★ Photo Buttons
★ Alarm Clocks
★ Footballs

BATTERY OPERATED TOYS
200 Items
★ Remote Control Cars
★ Talking Robots ★ Talking Parrot Plush
★ Musical Ice Cream Truck's
★ Racing Slot Car Sets
★ Fire Engine Trucks

SNK







SNK's booth showed off the *Neo•Geo CD* for consumer use (pictured upper left) and *Samurai Shodown 2* (pictured above). At left, is a look at showgoers trying out the *Neo•Geo CD*.



DATA EAST



Data East showed *Locked N Loaded* (titled here as *Gunhard*) pictured below, as well as their *Guns N' Roses* pinball in the photograph at left.



KONAMI

Available for play by JAMMA showgoers at Konami's exhibit, the awesome *Speed King* attraction (pictured below) and the firm's *Soccer Superstars* video game (above).





The lovely ladies of Capcom welcomed showgoers to their display (upper left). Above and left, game playing action at the Capcom booth on *Armored Warriors.*

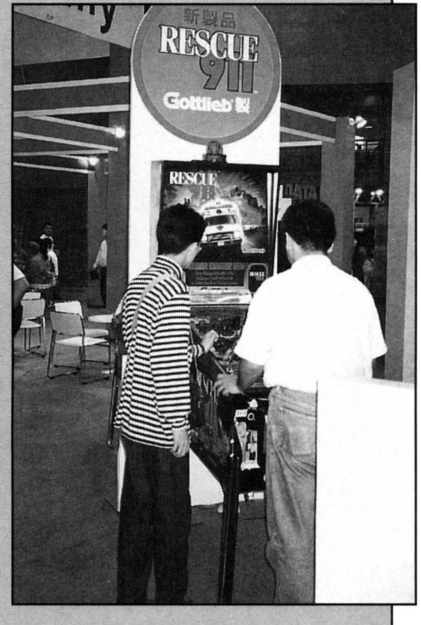
size, taking 136 units. They showed a long-awaited virtual reality game, *Tec War,* which is based on the VR game developed specifically for their Joypolis mini-theme park in Yokohama. Still under development, this includes Sega's own original design for a head-mounted display, and is expected to enable VR technology to be used in a greater number of locations. Sega also previewed the first two games for its forthcoming 32-bit coin-op game system (formerly called Titan, it's now designated ST-V): *Golden Axe: the Duel,* for an expected December release, and *Title Fight 2* which uses advanced computer graphics. Sega also showed its Saturn home video system, where the software uses the same chips as the coin-op version of the games. This allows the games to be converted more easily from coin-op to consumer use and also leads to cheaper prices for coin-op games due to economies of scale in chip production, said a Sega spokesman.

Namco and SNK showed the same products in Japan as they did at AMOA Expo. Taito showed a stock-car racing game, *Chase Bomber,* which takes demolition derby driving to new heights with a variety of weapons. Capcom showed *Slam Masters II: Ring of Destruction* for a late October release; it borrows several elements from *Street Fighter II* — for example, the first two get two out of three battles, wins. No sneak preview of Capcom's *X-Men* was given. Jaleco had a vertical shooting game called *Gun Bird,* while Data East showed *Dream Soccer '94* and *Street Hoop* (the latter is for Neo-Geo).

Dates for next year's JAMMA Show are Sept. 13-15. Those of AMOA? Sept. 21-23. Phew! ◆

SAMMY

American Sammy showed the Premier Technology Gottlieb pin, *Rescue 911.*



VISCO



At the Visco display, the firm's *Drift Out '94.*

ATTENTION:
ALL STREET OPERATORS!



Nice putt, Ace!



The bird's-eye view adds an exciting dimension to the game!

WATCH YOUR CASH BOX TAKE FLIGHT WITH

Eagle Shot Golf



Lots of player options!

Whether you're a pro, a weekend warrior, or a hazard dweller, *American Sammy's* **Eagle Shot Golf** will put you on the right course for higher earnings. Choose among four characters with different skill abilities, select your clubs of choice, check the wind conditions, and swing into something that will send your cashbox into flight!

Eagle Shot Golf Includes:

- **Trackball, plate and harness**
- **Complete graphics**
- **4-player competition**
- **Joystick adaptable dipswitch setting**

Providing players with eighteen challenging holes of golf, this conversion kit comes with a trackball control and is joystick adaptable by dipswitch to accommodate virtually any cabinet. **Eagle Shot Golf** is equipped with multiple features including: winning free holes, overhead flight view, club and ball selection, and a secret 19th hole. **Eagle Shot Golf** also boasts state-of-the-art digitized graphics that will make you green with envy...and earnings!

Stay out of the rough while you tee up a winner with *American Sammy's* **Eagle Shot Golf**!

© 1994 American Sammy Corp.

American Sammy Corporation
901 Cambridge Drive Elk Grove Village, IL 60007 (708)364-9787 Fax:(708)364-9831

OFF THE ROAD

BY ED ADLUM



The author on holiday meets coin machine at Blarney Castle in its rustic "suit of clothes." Ed's wearing a video camera, not an Uzi (and that's no Blarney!).

TEARIN' UP THE GREEN

Aristotle Nusbaum, the great Brooklyn philosopher, once told me "there's more to life than coin machines, boychick; there's the ones that use paper money too!" And, there's Ireland...a place on the planet and a place in the heart which I finally visited after my work on our October Post-Expo issue was finally finished.

I'm one of those fellows who spent their working life convinced that I was among the "elite" that rarely took vacations. For reasons I won't go into here, I opted for a more balanced life in recent times to see what's going on outside of Los Angeles...if not outside the distributor's showroom...off the road," as it were.

I originally started "weaning" off the typewriter and into "vacationland" about two years ago, with a local trip to Lake Arrowhead, then a more courageous jaunt up to Monterey. Ultimately, I did a bit of Alaska, Hawaii and Baja. This time I took a bigger gulp and jetted off to see where the other half of my German/Irish ancestors came from.

I'd done Germany, but never Ireland. I'm happy to report it really is the land of "forty shades of green" and actually looks like the travel posters. It was one of the finest weeks of my life and I intend to return, maybe not in John Wayne style as in "The Quiet Man" movie (i.e. forever), but return I will.

As my friends know, I haven't had a drop in over two years, which is a grand thing because like grass, sheep and rocks, Ireland is loaded with pubs. Yes, there really are an incredible (as in "unbelievable") number of bars there (sometimes two and even three side-to-side on a street in a small city). But I was surprised at the number I visited (for coffee and atmosphere) that didn't have a single coin machine except the cigarette vender.

You might think since the Irish love their music and their Guinness, the country would be a jukebox operator's dream. Nothing of the kind, lad. Although I hardly did a "scientific survey," only a handful of maybe two dozen pubs I inspected had a music machine, let along a video or pingame. Pool tables? Yes, depending on location size. But music? When I did finally run into an actual CD machine, it was an event.

The explanation is a cultural one. It seems the Irish pub is far more than a watering hole. It's the "community center" where people love to gather and chat it up. And, apparently, a lot of them don't want that conversation interrupted by music.

As I said, this wasn't a scientific study, so I'd better leave that subject for more learned observers like Marty Dempsey. But one last observation: if the rest of the pubs *did* have jukes, the programming probably wouldn't be traditional Irish, gauged by the amount of American rock and country heard on the radio and sold in the stores (Willie Nelson was appearing in Cork as I was moving toward Tipperary).

MY NEW FRIEND PAT

I would like to avoid the cliche', but I

30% REVENUE INCREASES are not uncommon when you ***use the right pack for your location!!!***

CHRISTMAS VARIETY PACKS



A.L.D. SERVICES, INC.

1-800-777-5874



1-800-77-PLUSH

VARIETY-PACKS

Holiday • Standard • Truck Stop • Arcade • Bar/Tavern • GP/R/X Adults Only



Company Checks • COD • Mastercard • Visa •





You're not going to pay a lot for that plush!!!

A.L.D. SERVICES, INC.

You choose the average price per piece



16-YEAR MEMBER OF THE AMOA

ST. CHARLES ★ NEW YORK ★ HONG KONG ★ CHINA

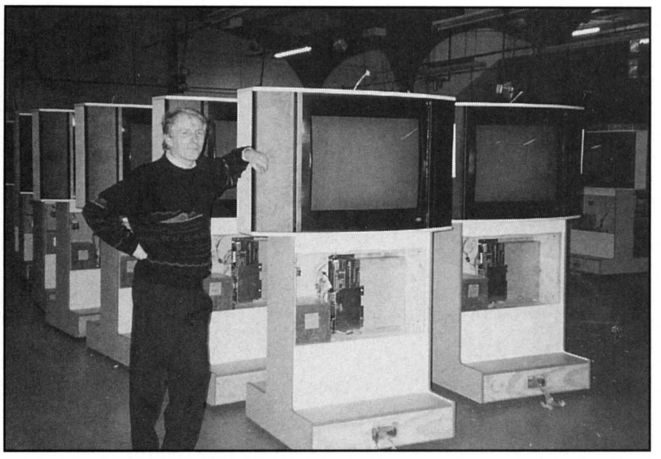
FEED YOUR CRANE MACHINE REGULARLY WITH PLUSH AND PRIZES FROM A.L.D. SERVICES, INC.

FEED YOUR CRANE MACHINE REGULARLY WITH PLUSH AND PRIZES FROM A.L.D. SERVICES, INC.

CRANE TIP* • HOLIDAY MERCHANDISE RAISES REVENUE!!!



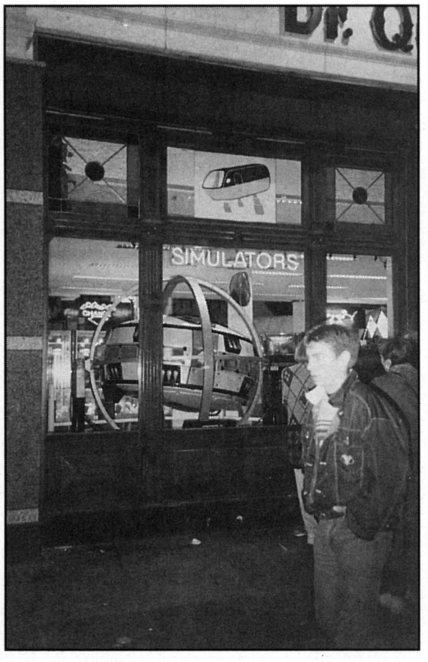
Atari Ireland's genial Pat Pickham more than typified the hospitable Irishman after waiting a hour and a half for Ed to show up at the Tipperary factory with not even a wee complaint!



Atari's *Primal Rage* will go into these *Showcase 33* cabinets. A run of *Rage* in Atari's "family" (upright) cabinets was completed previously.



Another *T-Mek* is skidded and after the front "furniture" is added, would be off to a customer somewhere in Europe.



Sega's *G-LOC* is upfront at McConnell St. game room in Dublin.

have to tell you it *was* a long way to Tipperary. The "coin business magnet" started pulling me there to see the Atari factory even before I got off the plane in Shannon. After a phonecall to set up a meeting with the plant's longtime manager Pat Pickham, I was an hour and a half late getting there, trying to keep my rental car out of the bushes on the left side of those narrow roads (they drive on the "wrong side" like our pals in the U.K.).

Bat Pat typified what I learned was another cultural trait of the Irish...hospitality to strangers. While the whole plant was shut down, he waited for me to show up, brushed off all my apologies and took me on a quick tour of this first class facility.

Formally called Atari Games Ireland Ltd., this 55,000 sq. ft. game and cabinet building plant not only turns out complete Atari games for the European and other offshore markets, but offers contract manufacturing for friendly competitors (e.g. Sega has used their excellent services to build some of its games). They also have supplied conversion cabinets to such European giants as Nova in Germany.

Atari's been in Tipperary since 1978 and Pat's been with them since 1980. He's justifiably proud of his plant, its harness-making operation and its enviable woodworking facility (the latter can be quite noisy when it's at full bore, but we missed this "music" because we were late).

Around 55 people work at Atari Ireland, but that can shoot up to 80 when required. With jobs at a scarcity in Ireland, and with good working conditions and a glamourous company name (not to mention a great boss), few if any show up late for work on Monday morning. Some visiting journalists might pick up the hint.

ON TO DUBLIN

Pat commutes to Tipperary from Limerick, a city I'd bypassed preferring to spend my time looking in the countryside and at the castles. But you can't go to Ireland without seeing Dublin...a major European city you have to be born in if you expect to successfully navigate the streets. Almost one out of every three Irish people live in Dublin!

I got lucky and was given a parking space by the manager of my hotel as he was going home. I think the nearest open space to that was in Tipperary. This city is crammed and jammed with people and little cars. They have some pubs too...and for the first time since passing through the city of Galway, I saw a couple of arcades...including one with a Sega *G-LOC* gyroscope ride right there in the front window at a place on O'Connell St. ($3.25 a ride).

So, after tearing up the green countryside for eight days, I gave Hertz their "weedwacker" back, checked in at the airport and converted to American money. On that last note, the Irish pound (worth about $1.62), is only circulated as a coin now. It's called the "punt," is heavy like the old American silver dollar, and it's regularly used. In fact, one gent in a pub told me one of the reasons they're used is because they're kind of heavy to carry in your pants pocket. AAMA, take note!

◆

ATEI - Another international attraction in London.



"The world of amusements under one roof" AB Europe
"The greatest show on earth" Coin Slot International
"... overwhelmingly right" EuroSlot
"compulsory attendance ..." InterGame

Apply for your badges before 6 January 1995 with details of each visitor:-

By Fax: +44 71 713 0446
Or Post: ATE Ltd, 40 Moor St, Coventry, UK, CV5 6EQ

International visitors free entry.
UK visitors £10/person (payable to ATE Ltd).

A T E I

ATE INTERNATIONAL
LONDON . JANUARY 24 25 26 1995

SECOND INWARD MISSION

trade writers get earful of U.K. industry in series of London meetings

BY MARTIN DEMPSEY

Fair Play and *Coin-Op News*

"The myth that British companies are only good at innovating and poor at marketing was well and truly exploded at the Second Inward Mission" said a dispatch from the BACTA association about this Aug. 30 to Sept. 1 visit to London by myself and sixteen of my colleagues from the world's amusement press.

An equal number of manufacturers and/or distributors who were selected by co-funders the Dept. of Trade and Industry joined us in this face-to-face examination of their industry. Said Peter Rushbridge, exhibition manager of the ATEI show: "If any of our guests harbored reservations about the commitment British manufacturers have in tackling international markets, they were swiftly won over."

I have to say that after meeting these people and hearing addresses by leading members of BACTA, ATEI, politicians and representatives of the DTI, the journalists went home with a crystal clear picture of what both the U.K. amusement and gaming industries and ATEI have to offer.

Amongst the manufacturers and distributors who participated in this Inward Mission were Deith Leisure, Electrocoin, Brent Leisure, Maygay, ACE, Project Coin, Bell Fruit, JPM, Virtuality Group, Tornado, Elton Amusement Pdts., Whittaker Bros., Pan Amusements, J.M. Kiddie Rides, Harry Levy and Jolly Roger.

The British amusement and gaming industries employ 125,000 people in manufacturing, distribution and operating...around the same number as British Rail. Amusement machines have a annual turnover of 9 billion pounds and overall, the industry contributes 100 million pounds per year in gaming machine license duty, and over 300 million pounds in value added taxes.

Machines to the value of 145 million pounds were produced in the U.K. during 1993. This contributed a 47 million pound U.K. surplus. Exports of new gaming machine equipment have increased by nearly 53% from Dec. 1990 to April 1993 and exports continue to rise.

It became obvious during the interviews with manufacturers that in addition to the well-publicized fruit machine manufacturing business, there also exists in the UK a very solid manufacturing business for kiddie rides, novelty games and redemption equipment. This is an area where much export business has been done and one, which until now, has gone largely unpublished.



Some of the coin-op trade journalists who participated in the Inward Mission prepare to board a restored 30 year old London bus for their visit to Parliament.



Lord Allen of Abbeydale, member of the House of Lords and former chairman of the Gaming Board of Great Britain, addresses the trade writers during their visit to the Houses of Parliament. Lord Allen is also an honorary member, and trustee of BACTA's Charitable Trust.

VISIT AT PARLIAMENT

During out trip to the Houses of Parliament, Ray Mingay of the DTI

BELAM

Brings you the most wonderful

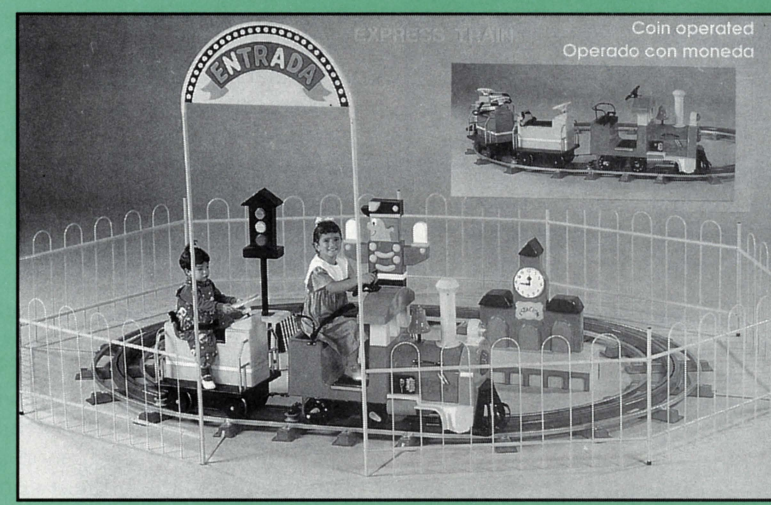
KIDDIE RIDES

By Belita

Coin-Operated
(or Attendant-Operated)

EXPRESS TRAIN

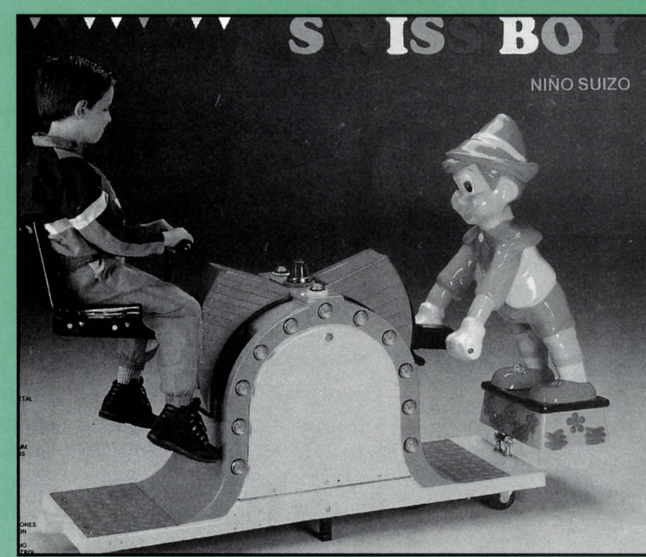
Beautiful color, great digital sound and easy-to-assemble... wonderful for kids.
110V or 220V



Coin-Operated

SWISS BOY SEE-SAW

Beautiful fiberglass figures with digital sound & electronic time control...a wonderful game for kids. 110V or 220V.



Call, fax or write for catalog, prices and details!

R.H. BELAM COMPANY, INC.
1 Fulton Ave., Hempstead, NY 11550

TEL: (516) 292-2670 • FAX: 516-486-0957



Sir John Gorst, honored this year with a knighthood, has been a member of Parliament for over 24 years. Sir John has also been BACTA's political advisor since 1969, and he welcomed the journalists to Whitehall.



ATEI chairman Charles Henry addresses journalists at the Copthorne Tara Hotel dinner in London.



The author (r) relaxes with Alan Willis, general secretary of BACTA, at the welcoming reception.

told us the importance the U.K. government attaches to the role of the manufacturing industry in international trade, and the part it plays in the creation of employment and national prosperity.

He said that British industry has achieved a remarkable success in responding to the increasing challenge of international competition. In electronics, for example, which plays a large part in the products of the amusement machine industry, the UK has a long tradition of product innovation and development. Part of the success of the amusement machine sector is its willingness to innovate and respond to changing customer needs.

The government's relationship with British industry, and particularly that of the Department of Trade & Industry, is very much one of partnership, with the common aim of maintaining and improving the competitiveness of the UK industry.

The Inward Mission scheme is one example. In this instance, it involves a partnership between BACTA (the trade association), the Amusement Trades Exhibition International (who organize the annual international exhibition), the DTI and firms in the industry.

BIG SHOW COMING

The ATEI, which takes place at Earls Court 1 in London, Jan. 24-26, is anticipating an increase in international visitors, which last year consisted of 3,454 from 83 countries. Amongst the attractions for international visitors will be free admission, a free interpreter service in all major languages, assistance with travel itineraries and up to 50% room rate reductions (which have been negotiated with some of London's leading hotels).

The International Casino Exhibition, which takes place alongside the ATEI, has a strong case to put to potential exhibitors, with 70% of booth space already taken by this writing and all of last year's major exhibitors confirming their participation again. The event has the official endorsement of the European casino manufacturers and suppliers and a representative committee has once again worked with ATEI in planning the event.

BOLLOM ON BACTA

John Bollom, VP of the U.K. association BACTA, said his group is unusual in that "one trade association represents operators and manufacturers of coin operated equipment in all its facets. The ATEI, therefore, is not a truly commercial event in that it is organized 'by the trade for the trade,' without the over-riding financial pressures of a pure commercial event."

He cited the international feeling of ATEI and their involvement with organizations such as Euromat, The World Summit and International Regulators. He mentioned the first ever International Regulators' meeting and luncheon which was chaired by Lady Littler, Chairman of the Gaming Board for Great Britain, at ATEI '94 and the fact that they hoped to organize a similar high profile event again in 1995.

BACTA represents over 80% of UK operators and almost 100% of its manufacturers. In doing so, it looks to safeguard its members' interests in a range of companies from large multinational and public companies down to small family and one-man businesses.

He said that the UK is undoubtedly one of the world leaders in the design and production of gaming machines, including multi-player pushers and novelty machines, as well as being at the 'leading edge' of such technology as virtual reality.

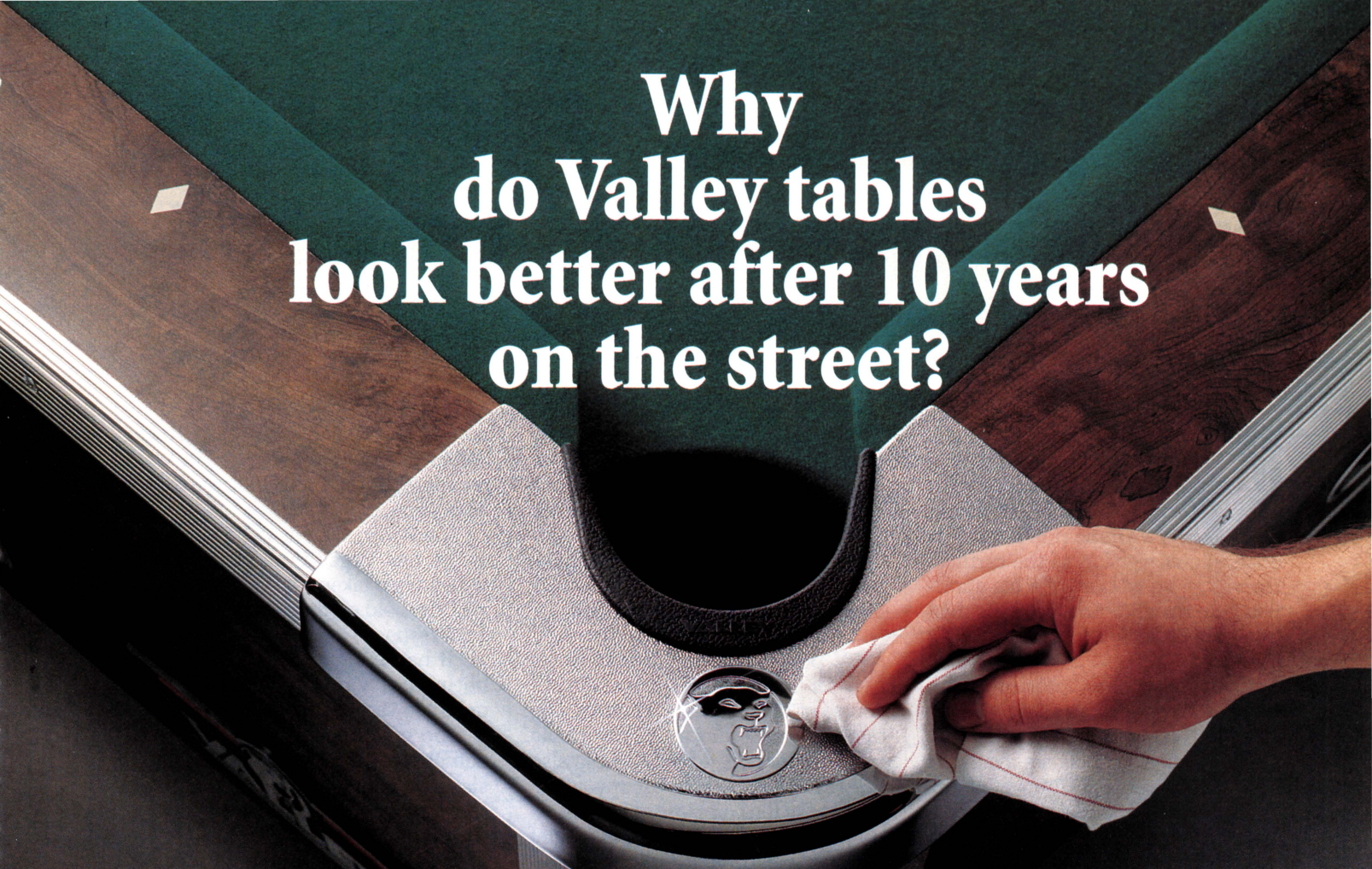
Brian Meaden, president of Euromat, gave his audience some background information of the organization's activities.

Euromat, which started sixteen years ago, in its present form, with six member nations, now has nineteen members throughout the European continent. It is actually a much wider based organization than the European Union, in that many of its members come from outside the Union.

Euromat's purpose is to represent the coin machine industry, principally in Brussels and to strive to project a favorable image for the industry. Meaden explained that the interests of the various speakers were not the same as Charles Henry was promoting ATEI, John Bollom was projecting the image of BACTA and he was representing the whole of the European industry from Finland in the north to Italy in the south and from the Czech Republic in the east to Ireland in the west.

He said it was the aim of Euromat to allow member countries to operate on a fairly level playing field within a well constructed, fair and just set of regulations. They are trying to raise the profile of the coin machine industry in Europe and are slowly but surely succeeding. ◆

Why do Valley tables look better after 10 years on the street?



If you're a Valley operator, you already know why.

Because it takes time — and lots of use — before all the little things we build into our tables really start paying off.

Things like flat-ground Italian slate.

Never more than ten-thousandths of an inch difference anyplace on the playing surface. We check and flat-grind right in our factory to make sure. Players do come to know the difference, especially tournament-level players.

Or take something so simple as our pocket liners.

No one really thinks much about it when they buy our tables, but when the time comes to replace the pocket liners, they'll appreciate the difference. You only have to remove two screws and the old liners are out, new ones slip in. Ours are rubber, too, not plastic.

Then there's our "vandalizable" cash door assemblies.

They don't mean much to anybody either, until the inevitable happens ... a break-in. Then you'll find that the vandals got what they were after, all right, but they didn't destroy the table doing it. Most likely, all you'll have to replace is a set of bolt-in cash door framing stops ... and you're back in business.

Here's a real boring difference.

All of our tables are the same. Exactly the same. That one won't sound like much either until you go to swap a part from one table to another. Or order a new part. It'll fit. Because even our wood parts are built to exacting specifications. And our component parts like Ball View Door Assemblies and Cash Box Assemblies all fit in different size and model tables, and in most all older models.

Other tables might look like a Valley. But look a little deeper.

If copying someone is a form of flattery, we've been flattered silly over the years. But not very deeply. Look at all the little things and you'll find some big "little differences."

Or wait 10 years or so and you'll probably find most of them anyway.

We age well.

VALLEY
Commitment To Excellence

Toll Free: 1-800-248-2837

333 Morton Street • P.O. Box 656 • Bay City, MI 48707
Phone: (517) 892-4536 • FAX: (517) 892-6513
Canada/Int'l: (517) 894-6175 • FAX: (517) 892-9446



© Copyright 1994, Valley Recreation Products, Inc. • Bay City, MI • Sycamore, IL • Shakopee, MN

THE WEENIE WHIP RIDES!

big attraction for family fun centers from Baltimore

Maryland game distributor Chuck Weiner is in the kiddie ride manufacturing business with the Weenie Ride Co., and their brand new *Whip* is a kiddie ride plus! This scaled-down version of the carnival circuit classic is more of a big attraction than merely a ride, yet it fits right into today's family fun center (FEC) concept.

With the space factor in mind, Chuck's Weenie Rides designed *The Whip* to occupy as little as 160 sq. ft., although larger models are available. The attraction comes with a platform, a colorful canopy and runs 6 to 8 kid-sized cars (depending on the number your order) around in the elliptical "whip" fashion.

Weenie Rides builds *The Whip* right there in the Baltimore area. Weiner states that both safety and structural durability are assured. Three Maryland ride inspectors participated in the project and the company's brochure says the product meets all national standard codes.

The Whip operates on standard 110V power and was designed for easy set-up at the FEC, the mall concourse or other suitable location. The operator can order a 220V variable speed motor if he desires. He can also customize the car and canopy colors from those the company offers.

Weiner said the attraction's chief designer was Bryan Ziolkowski and that his engineer Emil Germanos is a member of the Amusement Ride Safety Board. Werner Umlandt was responsible for the structural steel fabrication.

The Whip made its national debut at the Las Vegas Fun Expo where orders were taken (the exhibit model was also sold off the floor). "We had a great response at that show and now we'll be taking it to the IAAPA in both floor version and a trailer-mounted version," Weiner advised.

The machine can be purchased outright, while a special lease plan is also available. Parties wishing more information can contact Weenie Rides by writing them at 409 N. Warwick Ave., Baltimore, MD 21223 or by phoning 410/233-2600.



The Whip, set up for a photo shoot near Weiner's Baltimore headquarters, can actually take two kids in each car.

Keep Silent? No Way!



Features	Coin ConneXion Amusement COMPLETE	Silent Partner*
Route-Management Computer Software (250 Machine Package)	$1995.00	$2,295.00
Add 50 machines	100.00	1,100.00
CD Inventory	included	995.00
Parts Inventory	included	1,995.00
Income Forecasting	included	995.00
Service Calls Monitor	included	1,595.00
Cigarette Inventory Control	included	995.00
Redemption Management	included	1,995.00
Coin Tracker™ Data Interface	included	595.00
Telecommunications Software for Remote Control	included	not included
GRAND TOTAL (300 machine package)	**$2,095.00**	**$12,560.00**

* According to latest available price quote information

Mulling over your New Year's resolution? Many of the best operators have already decided not to keep Silent. They've switched to Coin ConneXion's Amusement COMPLETE, and you should, too!

Your satisfaction is important to us. That's why we provide our clients with hotline support, and program upgrades at least twice each year.

Start the New Year off right with the *Gold Standard™* in Route-Management Systems.
Call today for more information.

(605) 331-5575

COIN CONNEXION
The Gold Standard In Route-Management

OPS LOVE MERIT CTOPS!

that AMOA Award confirmed what street operators are saying:
Supertouch 30/MegaTouch *is that long-sought bar video*

The street operators of America have spoken! Merit's *SuperTouch 30/MegaTouch II* countertop video game was voted tops in the "most innovative new technology" category by AMOA members, it was announced at the 1994 AMOA Expo. Knowing how the voting works, we suspect maybe the award should have been titled "best new technology that we can really use in our number one location, taverns." Anyway that's exactly what Merit set out to build, and how sweet it is to gain recognition and appreciation from your customers.



Merit President Pete Feuer accepting AMOA award for "most innovative new technology" for *SuperTouch 30/MegaTouch II* countertop video game.

Based in Bensalem, Pa., Merit Industries has built countertops for many years under the direction of company founder and president Pete Feuer. They also make other tavern-oriented games like electronic darts and video lottery terminals (VLTs).

"We are very proud to be honored by the operators of the AMOA with this award," stated President Feuer. "Touchscreen technology is not new to us," he continued. "We have been manufacturing VLTs using touchscreen for most of the approved jurisdictions for several years now." But Pete pointed out that, regardless of the hi-tech under the hood, what really counts is what's in the cash box.

Merit countertops perform quite well in this arena, thank you (you really think AMOA would have voted that award if the machines didn't earn big bucks?) *SuperTouch 30* was introduced at AMOA '93 (Anaheim, Calif.) and quickly achieved a top reputation with tavern operators. Since then, Merit's bowed two new Game-Pak updates: one adds their blackjack novelty "Run 21," a bar favorite; the other is the *MegaTouch* program combining the best of *SuperTouch 30* with "Run 21" and "Great Solitaire." It's available to update any previously released Merit touchscreen amusement game.



This year's AMOA award coincided with the Sept. 27 release of the *MegaTouch II* program, available in their signature 13" touchscreen countertop format and as a 19" dedicated upright. The new program offers two new games: "Trivia Twister" (where answers are cleverly hidden in a maze of letters) and "Royal Flash" (players use card grid layouts to build winning poker hands, employing different strategies for different directions). Also added are new promotional possibilities though high score contests, with the location being able to clear high scores without needing access to the cabinet. Also, operators can now program up to eight games on the select screen from a menu of 11 games. "These new games and features make this unit our strongest countertop yet," said Merit.

Tons of operator input was gathered in the field, then incorporated into game design, according to Merit VP of Sales Dave Myers. "One thing we learned from operators is that 'less can be more.' Too many game choices can confuse the players, operators said, so we offer a six-game program plus the option for each location to tailor the menu to include the local customers' favorite games. We have covered all the bases."

Merit says its new countertops often provide the best ROI (highest tavern income, lowest cost and maintenance) for many street operators. And operators apparently agree. "The *MegaTouch* units are the missing link of tavern video," said operator Tim Jones (Midwest Electronics, Ellsworth, Ill.). "The only problem I've had with *MegaTouch* is that in several cases I've had to change my collection schedule from bi-weekly to weekly because the cash box was filling up in a week. But that's a problem I can live with!"

BROMLEY INCORPORATED

INTRODUCES

Wheel 'M In
Bank Em & Bank The Profits!

Dimensons:
W=22 1/8"
H=57 1/4"
L=47"



***NEW FEATURE — Have you ever run out of tickets while a game is in the middle of rewarding the player?? The player tells you how much is owed. NO MORE! ''Wheel 'M In'' has a display board inside indicating exactly what is owed to the player. No if's, and's, or but's about it! You are back in charge.**

For information on the distributor nearest you, please call:

West of the Mississippi River
Bulldog
18338 Redmond Way
Redmond, WA 98052
Tel. 206/869-6400
Fax 206/869-6401

East of the Mississippi River
Bromley Sales
136 Forest Avenue
Lake Zurich, IL 60047
Phone 708/438-3834
Fax 708/438-5254

Ouside the United States
Bromley Inc.
6 Bridlewood Road
Northbrook, IL 60062
Tel. 708/509-0240
Fax 708/509-0242

Patent applied for
1993 Bromley Incorporated

Wheel 'Em $$ In With Wheel 'M In!!



- ▲ 100% Plywood Cabinet
- ▲ 100% Solid State Electronics
- ▲ BSP 2000 Quality Stereo Sound (The same used in Pinballs)
- ▲ Designed, Developed & Manufactured in USA
- ▲ Display Board Audits & Coin Meter Audits
- ▲ 4 Ticket Adjustments
- ▲ Low Ticket Indicator Light
- ▲ Double Stack Ticket Holder

For information on the distributor nearest you, please call:

West of the Mississippi River
Bulldog
18338 Redmond Way
Redmond, WA 98052
Tel. 206/869-6400
Fax 206/869-6401

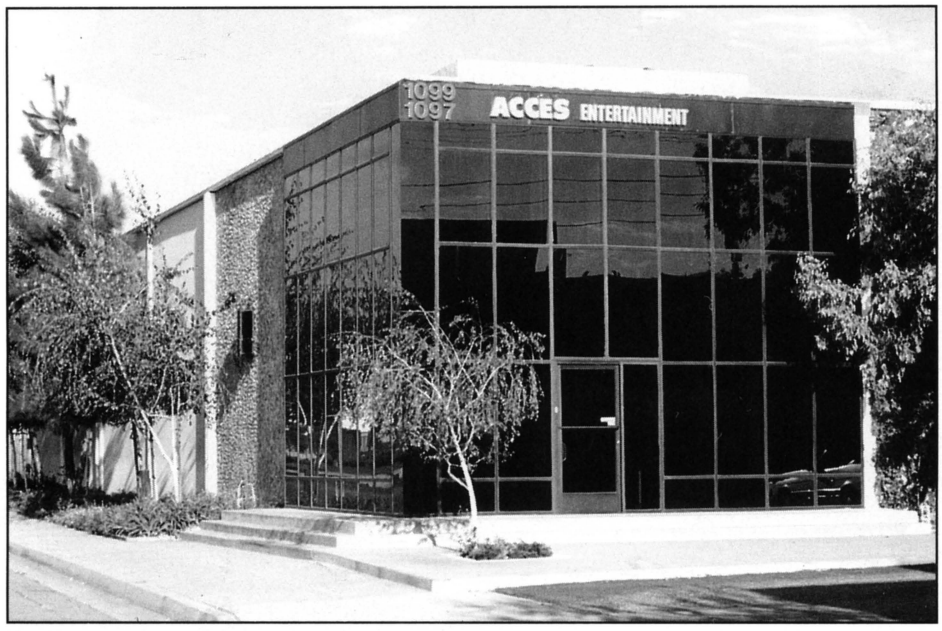
East of the Mississippi River
Bromley Sales
136 Forest Avenue
Lake Zurich, IL 60047
Phone 708/438-3834
Fax 708/438-5254

Outside the United States
Bromley Inc.
6 Bridlewood Road
Northbrook, IL 60062
Tel. 708/509-0240
Fax 708/509-0242

Patent applied for
1993 Bromley Incorporated

HEEEEEEEEE'S BACK!!!

after horrendous motorcycle accident, Acces' chief returns to business



The new Acces Entertainment plant in Orange, CA.

Almost two years ago, Acces Entertainment's Eric Brashear was vacationing in Northern California when he was knocked off his motorcycle by a motorist making a left turn. He was left in a body cast, out of the office for nearly a year, and his business on hold.

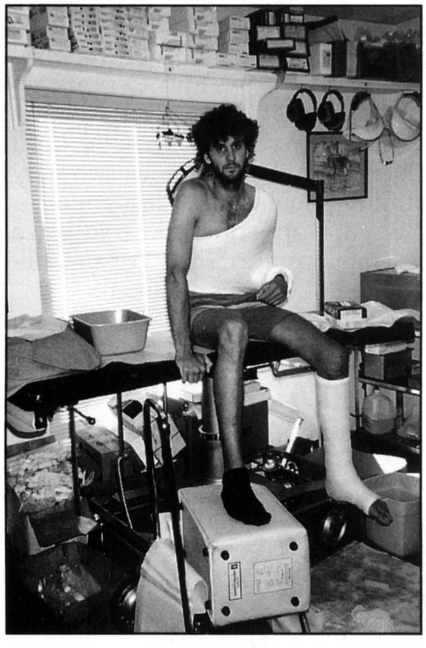
"The timing couldn't have been worse," Eric told us recently. "The company was just about to release its *Fastball* baseball pitching machine when I got creamed. Since I was the only person who could refine the game, it looked like we were sunk."

Eric's back in business today, building a total of five coin-op games (with two more on the way) at a new plant in Orange, CA, and there's a happy ending to the tragedy in more ways than one. It turns out that Rebecca Zerbst, the physical therapist who taught him how to walk again, became so fascinated hearing about his game ideas, she offered to rehabilitate his financially-injured company as well.

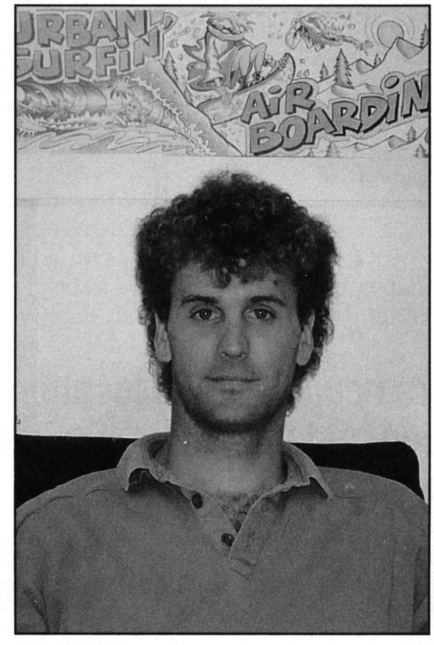
"The accident was really a blessing in disguise," Eric says today. "We were able to spend all last year just designing and refining product." Up and running several months now, Acces Entertainment's present lineup consists of their *Hoop* basketball, *Cashflow* money booth, *Puck Flair* air cushion hockey table and *Putter* golf game plus the upcoming *Urban Surfin'* video surfer and *Air Boardin'* snowboarding simulators. And, yes, they're building that completed *Fastball* pitching game.

The Acces Entertainment plant is located at 1099 N. Batavia in Orange. Right now, their most popular game is the new *Puck Flair*. "The recent AMOA and Fun Expo shows proved a big hit for us with this piece," Eric stated. "Our theory was, if we were going to compete against the other air hockey tables, which are all excellent, we had to make one we felt was better and would sell for less. We had a great response to the product at those events," he declared.

Eric got his start in the industry back in 1986 with Steve Shoemaker of Wedges/Ledges, working on Steve's successful *Challenger* crane. He then moved on to Adastra and worked with their fold-up basketball before going on his own. He started Acces with his *Hoop* basketball and was working on several other games when he decided to take that fateful vacation. Then again, he met Rebecca Zerbst and began a doctor/patient friendship that not only got him walking again but back designing the machines that are his passion. Welcome back!



Eric Brashear after his accident.



A healthier Eric today.

UPSTAIRS



Fun Centers recently completed game room and redemption center in El Cajon, Calif. This gorgeous two-story building houses — at last count — 180 coin-op games, a large prize redemption area, a snack bar and full-service Bullwinkles restaurant.

Visitors to the El Cajon location

Family entertainment centers come in all shapes and sizes, but few are as beautifully designed as the Huish Family

the Huish Family Fun Centers newest SoCal location is an impressive two-story structure with video and pinball up top, redemption below

DOWNSTAIRS

GUARANTEED THE MOST PROFITABLE, CROWD STOPPING, EYE CATCHING, PIECE IN ANY LOCATION !

NEW

DINOSCORE

CATCH THE DINOSCORE CRAZE

ALL GLASS AND STEEL CONSTRUCTION
PROVEN DEPENDABILITY / RELIABILITY
BUILT SUPER TOUGH

ABSOLUTELY #1 EVERYWHERE!
-CALL YOUR DISTRIBUTOR-



FEATURES

- Holds Six Thousand Tickets
- Over 28 Different Skill Shots to Hit
- Accurate Bookkeeping and Diagnostics
- Fantastic Realistic Dinosaur Sounds
- Easy Adjustability of Percentages of Tickets / Tokens per Coin
- Can be Set to Give an Instant Ticket / Token Once Player Inserts a Coin



- 110 or 220 Volt
- Fast Ticket Pay Out
- Very Low Maintenance
- Easy to Change Target Settings
- Aim at One of the Many Life Like Dinosaurs or Shoot into the Active Red Hot Erupting Volcano

OPTIONS

- Ticket or Token Dispenser
- Neon Cabinet Lights
- Large Prize Redemption Unit
- Bulk Prize Redemption Unit
- Combination Ticket / Token Dispenser

A TRUE SKILL GAME

BANK 'EM TOGETHER AND ADD SUPER JACKPOT
BACKED WITH A FULL 6 MONTH WARRANTY
AVAILABLE IN YELLOW, RED OR PURPLE CABINET

329 MIRA LOMA AVENUE, GLENDALE, CA 91204
TELEPHONE- (818) 247-6655 FAX (818) 247-2303

PLANET EARTH ENTERTAINMENT

COUNT ON US FOR HIGHLY CREATIVE INVENTIONS OF PRIZE DISPENSING GAMES



The upper deck is packed a with fantastic selection of video and pingames; down below, patrons can enjoy a relaxing meal at Bullwinkles restaurant.



This view of the mall-like surroundings shows the glass elevator that takes players to the second floor play area.

must walk through this neon-lit structure in order to get to all the other attractions, which include baseball cages, bumper boats, go karts, three-hole miniature golf courses and a kiddie park. The center is designed to entice patrons to try the games as they pass by; for instance, the redemption area is located near the building's exit so that everyone sees the prize selection offered.

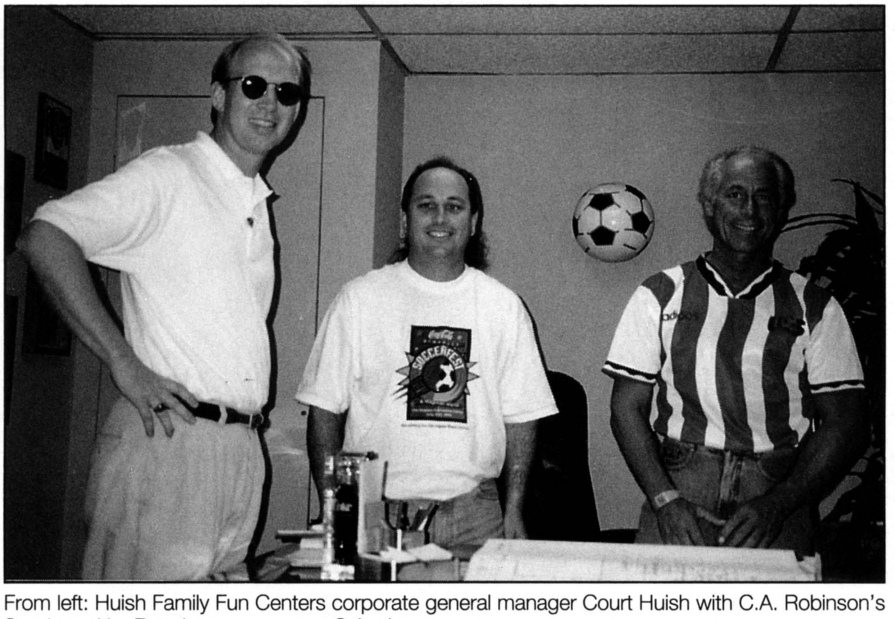
All of the redemption pieces are located on the ground floor, in a sunken area off to the left as you enter. For the safety and convenience of families, games for small children and kiddie rides are grouped together. Redemption games that appeal mostly to adults are also grouped, with games intended for players of all ages serving as a divider. "There are about 60 redemption games," said Tom Guagliardo, games manager for Huish Family Fun Centers, "with new trial pieces being added each month."

Up on the second level, accessible by both stairs and a glass elevator, are all the non-redemption video and pinball games. Operating these types of games on a separate floor "allows families with small children their own area and the other game players their area without the problems inherent in mixing the two," Tom explained.

Of course, placing the restrooms on the second floor ensures that almost everyone gets up there at least once during their visit.

The El Cajon center was designed by Shane Huish, son of owner John Huish, and took about one year to complete. Just prior to the El Cajon project, the firm built an equally stunning game room and fun center at Vista, Calif. They've also created a four-story, outdoor kids play area in Vista, and made plans to open their newest ride park in Anahiem this summer.

◆



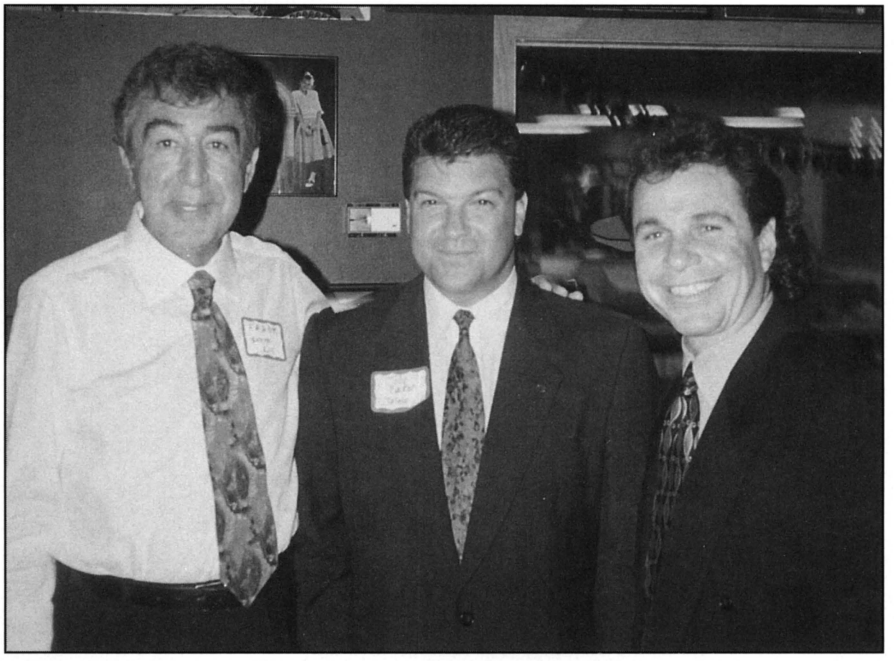
From left: Huish Family Fun Centers corporate general manager Court Huish with C.A. Robinson's Sandy and Ira Bettelman at a recent C.A. show.

It's

In everyone's life . . .

OPEN HOUSE

AVS SHOW HOT ON EXPO'S HEELS



AVS top Frank Gumma, Sr. (l) with Jolly (Jaleco) Backer and Rene Lopez, of Romstar fame, at the Elk Grove open house.

The trucks had barely left the loading docks at the San Antonio Convention Center when American Vending Sales held its post-AMOA product open house on Friday, Sept. 30th. Besides its timing, the AVS event was rewarded by what company veep Ron Bolger termed an "outstanding attendance and positive customer attitude."

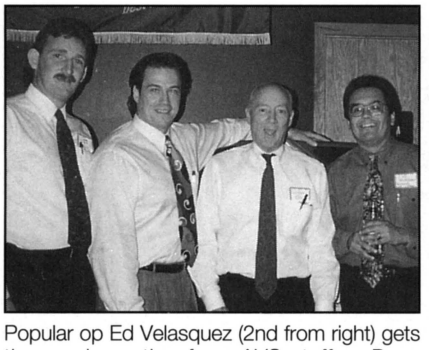
The party's fiesta theme (bringing San Antonio to Chicago) featured Mexican food while the product spread before customers featured many of the good new machines entering the fall market (among them, Midway's *Cruis'n USA* got hot response in its deluxe sitdown version). Many factory reps were on hand to explain game play on their new attractions (and were treated to dinner by Frank Gumma Sr. and Jr. and staff that evening at Carlucci's out in Rosemont).



Vending veep Vince Gumma (l) and Merit's Scott Dougherty with countertop displaying 21 game. Merit videos have been good on the street.



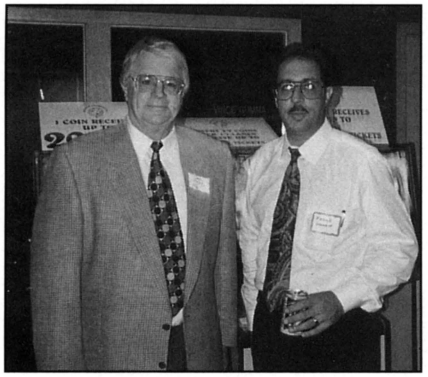
Western Automatics's Kem Thom (l) and AVS veep Ron Bolger flank Coastal's Sal Mirando by some of the latter's redemption units.



Popular op Ed Velasquez (2nd from right) gets the royal greeting from AVS staffers Dave Irwin, Ron Bolger, Leo Finn and Dan Clarton.



Frank, Jr. once again congratulates Rowe's Joel Friedman for bringing the *LaserStar Diamante* CD floor juke to the marketplace.



A&H Entertainers patriarch Don Hesch (l) spent some time at the AVS party with company Exec VP Frank Gumma, Jr.

Besides celebrating a solid open house (where business was written), the AVS bunch also toasted some recent company promotions. Frank Gumma, Jr. is now Exec. VP, Vince Gumma was upped to VP of Vending, Ron Bolger's VP of Music and Games, Jim McAllister is now VP and CFO and Bob Hallman's been promoted to VP of Operations. Congrats to those who stepped up and to the whole company for giving the territory's operators a taste of what San Antonio was all about.

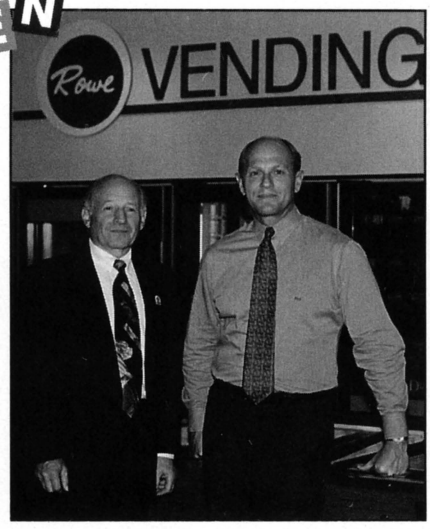
Finally

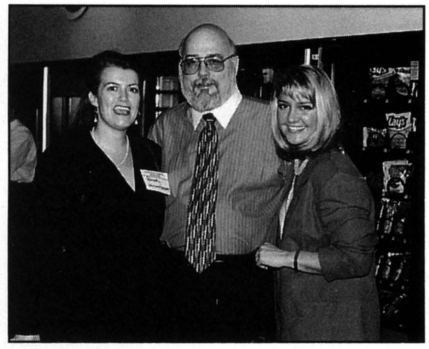
we all have 15 minutes of glory. . .

OPEN HOUSE

BETSON PACIFIC "LA" HOSTS POST-EXPO PRODUCT FIESTA!

Betson Pacific of Southern California (Buena Park) had their post-AMOA Expo product showing on Friday, Oct. 7. Operators from all over Southern California dropped by to inspect the latest machines – videos, pins, redemption, music, you name it! And, in addition to the new equipment and knowledgeable staffers and factory reps on hand, Peter Betti and the gang hosted the coin machiners to their famous mexican food buffet, complete with margaritas – yum!





At left, Betson topper Peter Betti (right) welcomes Rowe's Jerry Gordon under the Rowe Vending sign. Above, Williams/Bally-Midway's Rachel Davies, Bulldog's Bill Cravens and Premier's L.J. Greene visit with each other. Big news at the dealership is the addition of the heavyweight Bally-Midway video line.



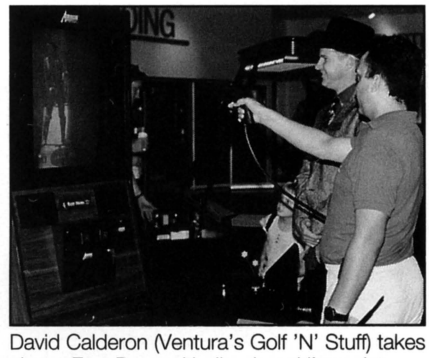
Visiting Minnesota distrib Harold Leiberman (Steve's son) with Tim Jackson, Reggie Moultrie & Rorie Keller in the redemption area.



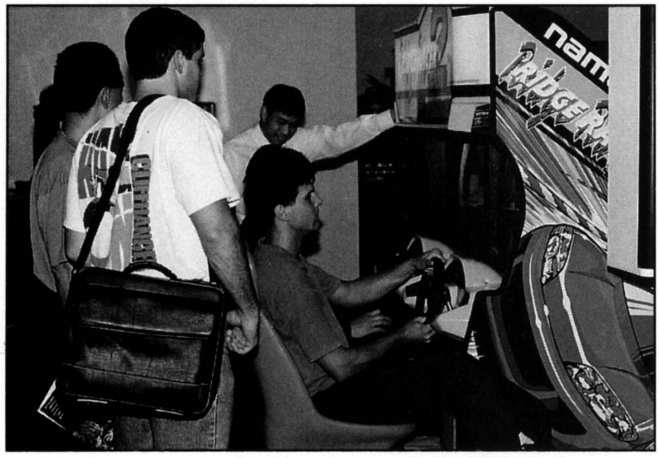
Meltec's John McEwan shows his new *Cavemania* to Gino & Judy Flawma.



Melissa Hokama, the dealership's Parts Manager, takes a break with Rowe's Dave Hall.



David Calderon (Ventura's Golf 'N' Stuff) takes aim at *Fast Draw* with Jim Jarocki's assist.



Randy Pressley of Blue Jay Vending (Lake Forest, Calif.) enjoys the driving action on Namco's *Ridge Racer* while other BP customers look on.



Sega's Barbara Nappi gave Betson customers the scoop on *Desert Tank*. It's going to have a limited production run, so don't wait long for it.

Here...

Your time is now. . .

ARCADE ACTION



SAMURAI SHODOWN II by SNK



The long-awaited sequel to SNK's mega-hit fighting game is finally here!

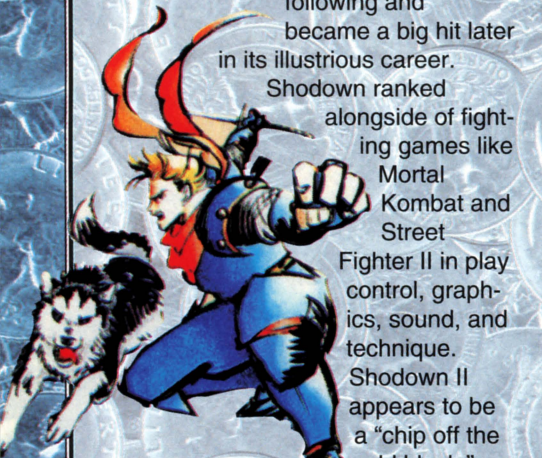


Most of the stages have been modified. It seems that the seasons have changed!



With all of the technique and play control intact, SS II will be totally hot!

They're baaack!!! SNK is planning on releasing Samurai Shodown II very soon, and arcade junkies everywhere are rejoicing! The first Samurai Shodown enjoyed an almost cult-like following and became a big hit later in its illustrious career. Shodown ranked alongside of fighting games like Mortal Kombat and Street Fighter II in play control, graphics, sound, and technique. Shodown II appears to be a "chip off the old block."

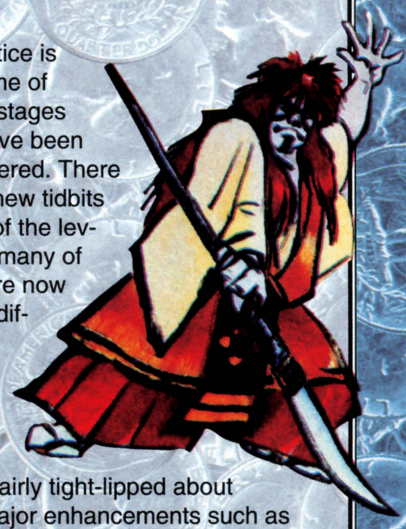


Apparently, all of your favorite fighters from the first Shodown are back to have another go at the title of the world's greatest samurai. In addition, there are four new characters joining the ranks. Some of these new characters are rather bizarre. One of the characters is a little old man who looks as though he couldn't hurt a flea!



Fortunately for him, he can inflict a lot of damage to the other warriors using wild combos and special moves. Another of the new characters, a huge, lumbering behemoth with an artificial hand, looks very ferocious.

Besides the new characters, there are some other refinements to this new Shodown. One of the biggest things that you'll notice is that some of the stages have been altered. There are new tidbits in most of the levels and many of them are now set in different seasons. SNK has been fairly tight-lipped about any major enhancements such as new moves, new stages, and a new end Boss. Expect to see some new enhancements, but don't expect Shodown II to be a whole new game.

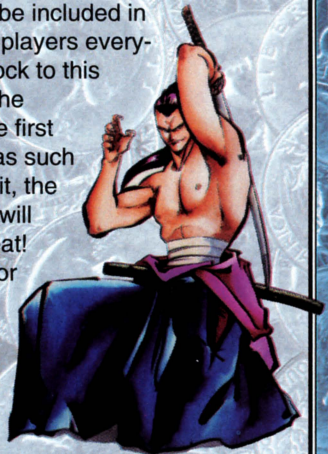


Needless to say, no matter what new goodies will be included in Shodown II, players everywhere will flock to this machine in the arcades. The first Shodown was such a runaway hit, the second one will probably great! Stay tuned for more on Shodown II in upcoming issues of *EGM*!



All of your favorite characters are back, including four new faces on the scene!





Reprint with permission from EGM



You're not worthy? Maybe not, but you'll never know unless you try SAMURAI SHODOWN II.

The long awaited sequel to SNK's chart buster SAMURAI SHODOWN offers what you've been waiting for. . .

CONTROLability. . . Totally awesome! **VERSAT**ility. . . Available in many different formats. **AFFORD**ability. . . It's a **NEO • GEO** isn't it? **POW**ability. . . More awesome "**POWER**" moves than before. **YO DUDE**ability. . . Everyone will be talking about it! Enough said! Prove your worthiness. . . **FIND IT**. . . **PLAY IT**. . . **ACCEPT NO IMITATIONS**. . .

SUPER HIGH TECH GAME

NEO·GEO™

SNK CORPORATION OF AMERICA

20603 EARL STREET, TORRANCE, CA 90503, U.S.A. TELEPHONE (1) 310-371-7100 FAX: (1) 310-371-0969

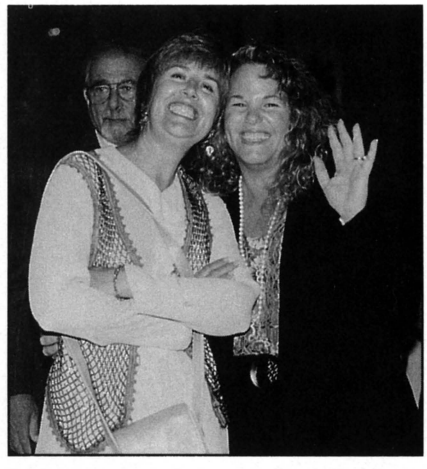
OPEN HOUSE

PRODUCT PARTY "C.A." STYLE!

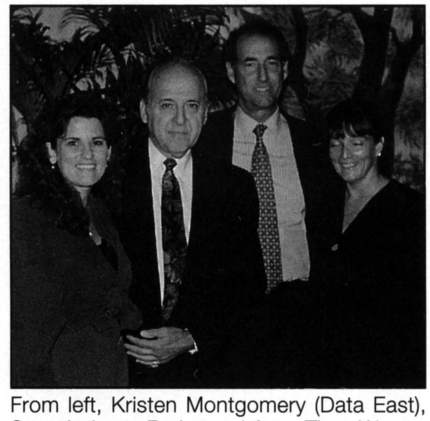
The Bettelmans and all the members of the C.A. Robinson & Company family once again proved that hospitality and professionalism thrive at their dealerships. Northern California tradesters were invited to the see latest machines (plus enjoy wonderful food and drink) at the dealership's San Francisco facility on Wednesday, Oct. 5. The following day, factory reps trekked down to Los Angeles for a delightful evening hosted by the Bettelman family at the Bistro Gardens restaurant in Beverly Hills. Then on Friday, the distributorship called on their Southern California customers to see the latest in coinbiz wares at their Pico Boulevard showroom. And per tradition, the warehouse was stocked with quite an array of lunchables! (Photos are from the Los Angeles events.)



A happy group of factory reps join C.A. Robinson's Sandy Bettelman in this from photo from the Bistro Gardens dinner party held in between the firm's San Francisco & Los Angeles open houses.



Fabtek's Jeanne Ballouz & Adrea Bettelman give us the nicest of smiles at the party.



From left, Kristen Montgomery (Data East), Smart's Larry Berke and from Time Warner Interactive (Atari), Jeff Holmes & Elaine Shirley.



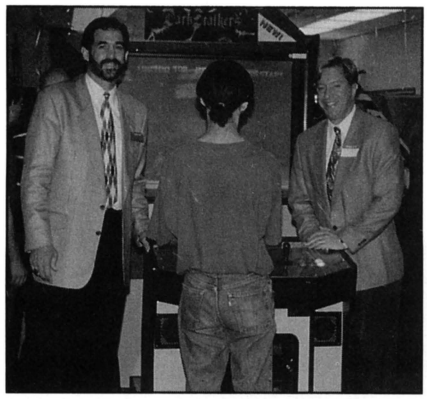
Drew Maniscalco says hello to Heh-Kyu Lee, Tim Jackson & Joyce Kaehler (the later three all used to hale from the same firm, Romstar).



Here's a nice group of industry gents, Capcom's Frank Ballouz, Sega's Al Stone, U.S. Game's Mort Ansky and Merit's Lamar Forque at the Bistro Gardens festivities.



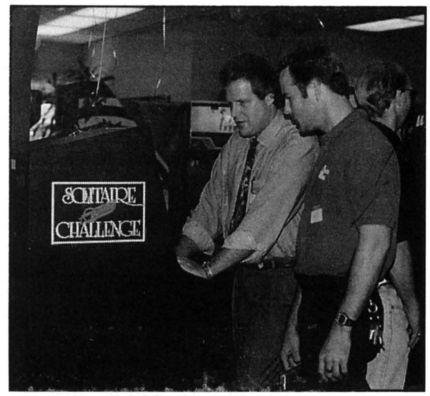
A fun table: Kristen Montgomery, Hank Tronick, Doug Shipley and Jerry Momoda.



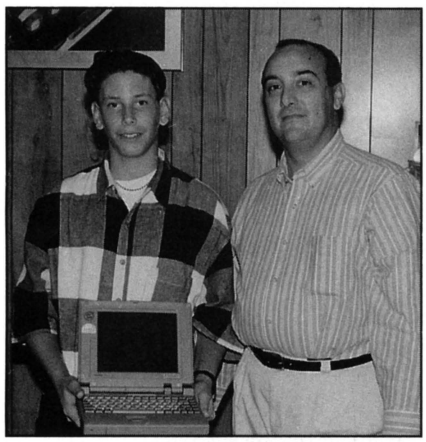
Capcom's Frank Ballouz and Mark Trotter show off the *Dark Stalkers* video.



Kristen Montgomery (back at Data East) with her *Tattoo Assassins* & *RePlay* pal Ryan Knight.



Dynamo's Damon Paramore gives Daryl Hicks of Palace Park (Irvine) a *Solitaire* demo.



At right, we find the Bettelman clan (minus Matt who had school) in the ballooned Los Angeles showroom. Both northern and southern California events were well attended. Above, Heath Bettelman joins C.A. Robinson computer expert Jorge Trigo. C.A. has recently branched out into the computer business, supplying retail outlets with all sorts of hardware & software (PC-compatibles, Macs, etc.) at bargain prices. If early goings are any indication, looks like it'll be a successful venture.

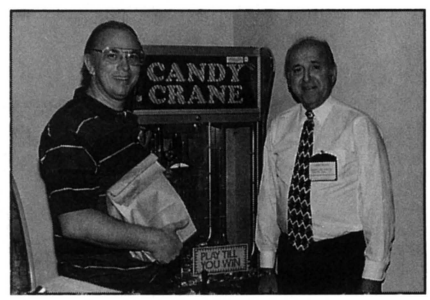




Sega's Doug Shipley greets Family Amusement's Harry Peck over by *Wing War.*



Bill Connaker learns about the Pog craze from Wedges' Kevin Flynn & Steve Shoemaker.



Smart's Larry Berke (r) shows *Candy Crane* to George Schaeffer of Palm Springs Vending.



Glen, Cindy & Annie LeSueur take a photo time-out from their Williams' *Road Show* playing.



Fabtek's Jeanne Ballouz with Heath Bettelman and *Raiden DX* (Heath loves the vid!)



Frank Ballouz & Mark Trotter with the *Instant Memories* (it has cabinet graphics options).

OPEN HOUSE

BETSON ROAD SHOW STARTS IN PITTSBURGH



Betson Pittsburgh's "pit crew" with factory reps surround black Corvette which helped set the "Road Show" theme at their Oct. 1 open house.



Betson's Lou Larson (l) chats with Ben Dobkins of Dobkin Bros. about the *Corvette* which helped set the "Road Show" theme at their Oct. 1 open house.



Betson's Bob Busche (l) and Dan Roberto of Dan's Amusements (Altoona, PA) with Rowe's music boxes including the *MMCD-1* price model.



Lou Larson in a rap session with Jim Skinner (J&J Amusements, Pittsburgh). Jim's was one of more than 75 amusement and vending companies represented that day.



Rich Vario and Tom Webber (the Betson parts guys) give the Arachnid *Cricket Master* the checkered flag, while keeping the day's theme up front.

Betson Coin-Op Distributing Co. began its post-Expo "Road Show" series of operator open houses at their Pittsburgh depot Oct. 1, one week after the close of the San Antonio national. Branch manager Jim Wittler said they selected the "Road Show" theme to complement the release of such Williams product as *Cruis'n USA* and the *Corvette* and *Road Show* pinballs.

Wittler said over 75 operating companies made it to their Pittsburgh gala. Besides viewing the new equipment, operators also enjoyed an exhibit of hubcaps and the brand new black Corvette car parked in the center of the showroom (loaned by Chevy dealer Jim Crivelli).



Merit's Bob DiPipi (r) presents Betson's Bob Busche an award for outstanding sales of Merit countertops during the day's festivities.

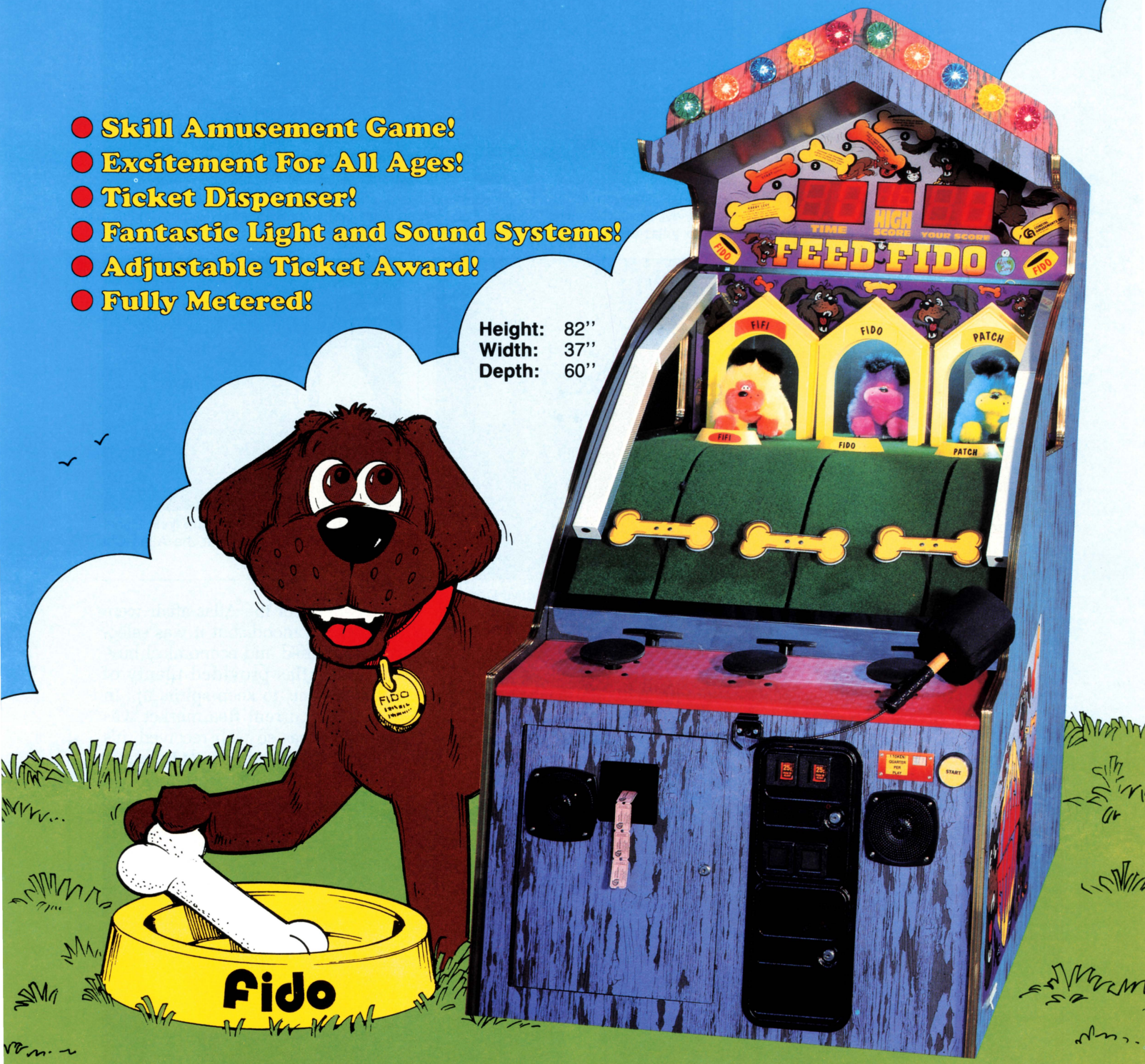
In addition, Betson's Rich Vario held a high score contest on the pins for t-shirts. Matchbox cars served as door prize tickets stubs and a "Lucky Wheel" gave out discounts on CD discs supplied by Mobile Records.

"We had an excellent turnout," said Asst. Mgr. Lou Larson. "They were impressed with a lot of the new pieces now available for street locations, but from what I gathered, the *Corvette* pin was the hit of the show." Betson's sales rep Lee Ivory said vending interest in Rowe's *550 Cold Food Merchandiser* was also high. All in all, Betson's "pit crew" ran a great show.

FEED FIDO

- Skill Amusement Game!
- Excitement For All Ages!
- Ticket Dispenser!
- Fantastic Light and Sound Systems!
- Adjustable Ticket Award!
- Fully Metered!

Height: 82"
Width: 37"
Depth: 60"



COASTAL AMUSEMENTS INC.

"...manufacturers & distributors of coin-op redemption games..."

601 Prospect Street
Lakewood, NJ 08701
908-905-6662 • FAX 908-905-6815

OPEN HOUSE

ATLAS CARRIES THE DAY

fab turnout at windy city showroom sees new goods

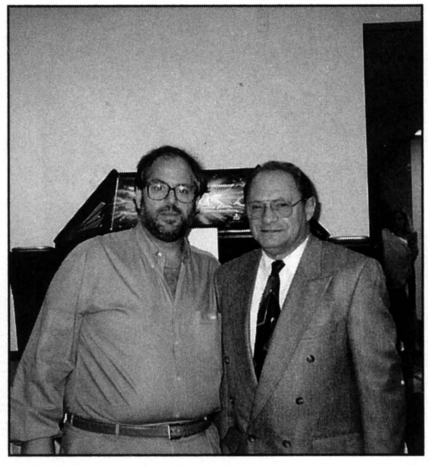
Stamp Atlas Distributing's post-AMOA open house a "Success." Held Thursday, Oct. 6th, the headcount was estimated to run as high as 350 trade people and guests, confirming for Atlas prexy Jerry Marcus that Thursday is the company's lucky day.

Operators ambled in from 8:30AM until last call at 6:00PM. While there, they checked out the new machines and bent the ears of the plethora of manufacturer reps on hand. The operators seem to have complimented the game makers on the play appeal of the equipment, but bristled at the high prices of many pieces.

"Looks good, but how can we afford it?" said one, maybe more than one. A couple of roast beef and turkey sandwiches and a cold drink temporarily eased the anguish (and a platter of lox didn't hurt either).



Gang's all here. From left at the Atlas-Chicago opener are Jerry Grotjan (Atlas-Cincy), Mike Minor (Atlas-Indy), Frank Cosentino (Namco), Bob Hansen (Atlas-Chi), Tom Siemeniec (Namco) and Jim LaRoux (Atlas-Mich).



Jerry Marcus (r) thinks Thursdays work out great for Atlas parties, and he was on the money again this time. Here he's with #1 Fun prexy Marc Kahan.



Hilton and Joe Franm of #1 Fun flank Planet Earth's Debbie Gonzales at the Atlas-Chi affair.

Operators at the Atlas affair were in a buying mood...but it was selective, restrained and economical buying. But Atlas provided plenty of show specials to keep spirits up. In fact, a concurrent flea market was held, and was so well received, it's run has been extended indefinitely.



Operator Skip Coghill (l) with Larry Donovan (Recreational Services) and Geno Giuntoli (Atlas-Chicago salesman).



SNK's Tracy Tate (l) with operators Roger Anfinsen and Lou Rawski. SNK's now in the process of releasing their brand new *Samurai Shodown II* video fighter.

L E G E N D

Few Things Attract More Attention





David C. Rockola left a indelible mark on the industry that literally echoed his name. For sixty years the Rock-Ola name has stood for qualit and durability at a resonable price. Legend has it that ever the term, "Rock'n Roll" was coined from the name Rockola.

Today, the heritage of music he left to millions around the globe is continued by another industry leader.

Antique Apparatus carries on the Rock-Ola legacy with the new LEGEND. Built with the same attention to detail that David Rockola was famous for.



The LEGEN features: **All Ne Illuminated Pushbuttons** with gold contact switches for reliable and continuous "repeat play."

Powerful 280 Watt (RMS) Amplifier with slide EQ's, and dual three-way speaker system for brilliant digital sound repro - duction.

280 WATTS

The LEGEND "Sweet 16" **Title Display** shows 16 full size CD jackets and title cards at once.

Full View Mechanism that flips the CD's, right down in front of you.



The Legend has everything you've come to expect from Rock-Ola, great looks, more features, attracting more attention, and best of all; more profit in the cash box!

Available at your authorized Rock-Ola Distributo

Antique Apparatus Company

ROCK-OLA Manufacturing Corporation

2335 208th Street, Torrance, CA 90501
(310) 328-1306 Fax: (310) 328-3736

OPEN HOUSE

CENTRAL POST-EXPO OPEN HOUSE

Though their new headquarters on the outskirts of Omaha has been open for business since March, Central Distributing's Oct. 21'st post AMOA operator party was also a "grand opening" of sorts, being their very first open house function at this new facility. In fact, Central doesn't have a tradition of opening their house after national trade expositions, so this affair was also special for that reason as well.

Around 45 operating companies were represented. Their personnel interfaced with 17 factory people, there to explain the virtues (plus prices and availability dates of the equipment on stage). Company chairman Lou Singer, his wife Harriet and their son and president Mark Singer, hosted the crowd.

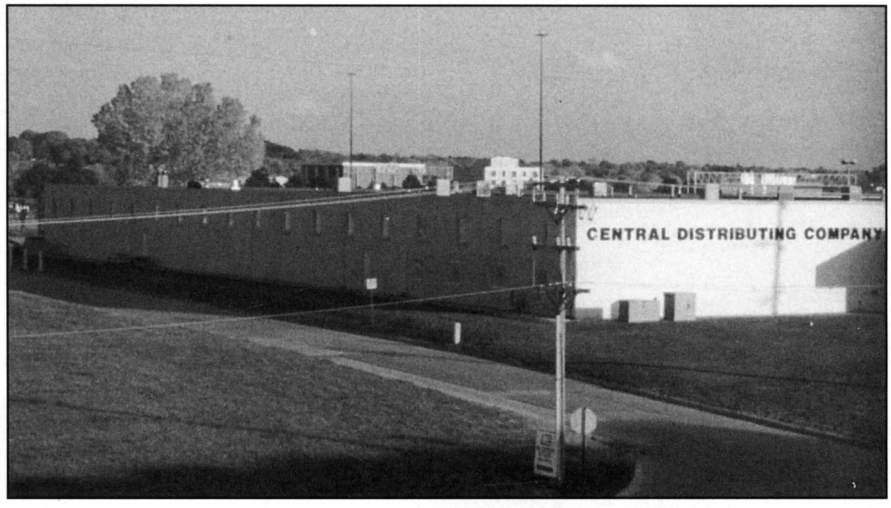
Besides providing a generous selection of new machines to inspect and the makers of those machines to chat with head-to-head, the Singers layed on food, drink and coffee. The pleasant atmosphere inside was complimented by sterling weather outside... well appreciated by those who drove quite a few miles to get to the Central depot.

Lou Singer said Friday is a busy day for route operators who are getting things in order for the weekend at locations, and he was grateful so many drove in. He was equally happy with the manufacturer turnout and had a bunch of them out for golf the previous day at Miracle Hills.

Central is one of the midwest's oldest coin machine distributing companies. They've been in Omaha since 1930 and Lou Singer himself will be celebrating his 49th year in business this December. He'd purchased a 50% interest in the company from founders M.H. Rosenberg and Tim Crummet 40 years back, and bought the balance 20 years ago.

The Singer family is proud of their impressive new building. As mentioned, they moved into it last spring after doing business at the former Farnam St. outlet for almost 25 years.

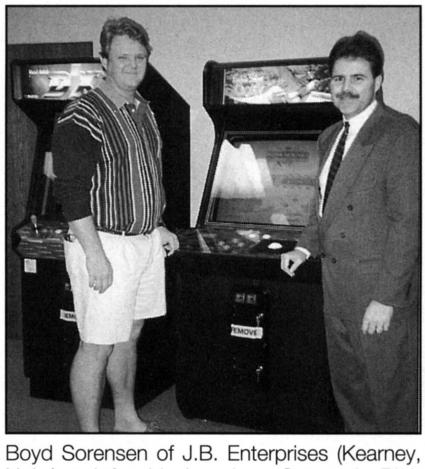
The new 45,000 sq. ft. facility is located at 609 N. 108th street and



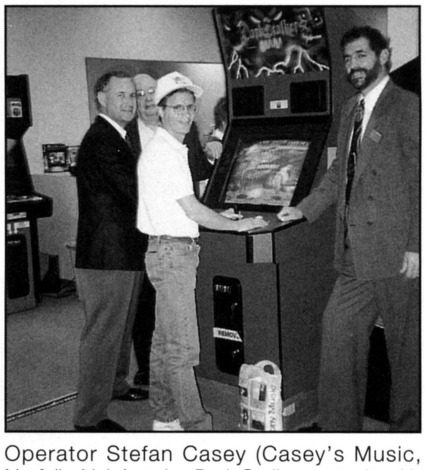
Central Distributing's new HQ at N. 108th St., scene of their Oct. 21st open house.



Factory folk gather 'round Mark, Lou and Harriet Singer, with Sammy's Rick Rochetti at left, Sega's Ken Anderson on right and Arachnid's Marcio Bonilla striking his traditional Al Jolson pose in center.

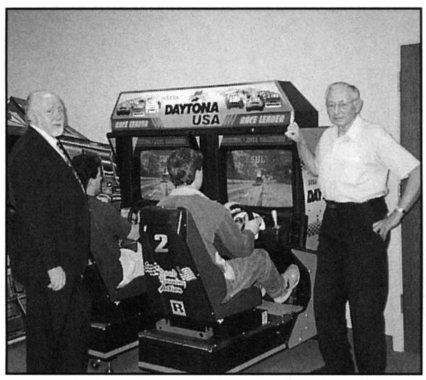


Boyd Sorensen of J.B. Enterprises (Kearney, Neb.) at left with American Sammy's Rick Rochetti at the *Eagle Shot Golf* conversion that's great for street sites (and arcades too).



Operator Stefan Casey (Casey's Music, Norfolk, Neb.) at the *Dark Stalker* controls with Capcom's Dennis Sable and Frank Ballouz, as Lou Singer peeks in from behind.

ALSO SERVES AS GRAND OPENING GALA



Industrial royalty walked through the Central doors when retired Nebraska op Ed Kort (r) showed up. Here he sees what's doing in today's business with Sega's Ken Anderson.



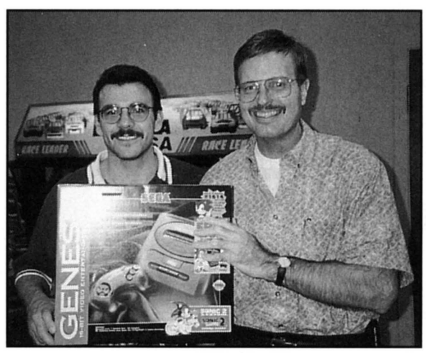
Door prize time. Fabtek's Jeannie Ballouz (r) helped the Central lads pull the winners. Cash certificates toward equipment purchases were donated by Smart, Konami and Capcom. Williams helped Central out with three TV sets, Fabtek popped a fine radio box, Arachnid gave a home dart board and Sega a home *Genesis*.

with that much space, they are truly full-service (beautiful showroom, generous warehouse, electronic and mechanical game repair, parts department and fine executive offices...still so new that Lou's needs a bit more furniture. Around 22 people work there, including those involved with their route.

It's all quite an improvement over Farnam for this veteran distributing company that sits practically at the geographical center of the U.S. And it was a great day for a venerable company and its customers to mingle, to bond, to learn and yes, to buy. ◆



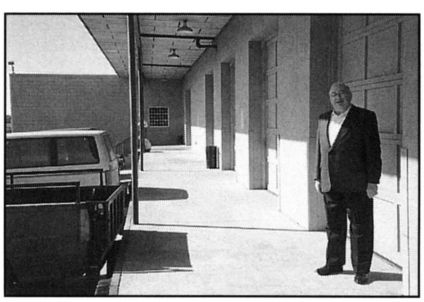
WMS' Bob Lentz, Central prexy Mark Singer and operator Rick Taylor (Amusement Services, Lincoln, Neb.) with the upcoming *Killer Instinct* dedicated video.



And the winner of that *Genesis* was Jerry Witt, seen here with his buddy Paul Hoagland.



Central's Keith Flemming (l) with operators Boyd and Kim Sorensen and fellow salesman Bob Vittitoe. The salesmen kept busy that day.



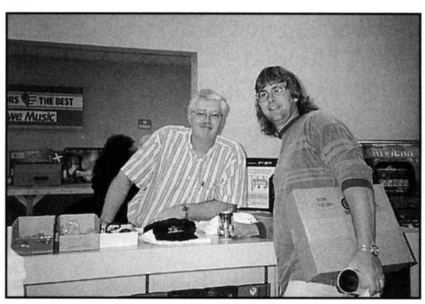
Lou Singer shows off his new shipping/receiving facilities. The building has two loading docks for semi's plus four more for pickups. The Farnam place only had one dock.



Atari's Tom Keil (l) and Mike Taylor flank Central salesman Bob Vittitoe by the *T-Mek* sitdown.



Kaneko's John Joyce triggers-up the *Roadshow* pin for Tony and Pat Benjamin (Mr. Lucky's). John helped ops to info on his own video products as well.



Parts manager Dan Applegate doing business with Rege Craft of Planet Pinball, Lawrence, KS. It's a nice, friendly place to buy spares.



Back in the warehouse, the Central chairman appears ready to effect another delivery, perhaps of the popular Rowe *LaserStar IV* phonograph, during guided tour.

OPEN HOUSE

MONDIAL COMBO IN HIGHTSTOWN

Springfield and Philly customers "meet halfway" at Ramada

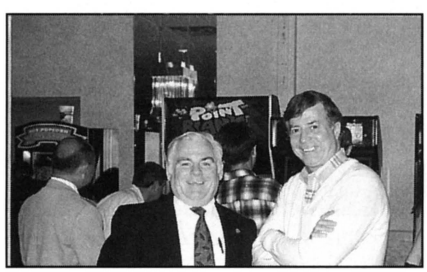
For this year's post-AMOA open houses, Mondial Distributing's Springfield, NJ people combined with their counterparts at the Philadelphia office to hold one joint showing.

Held at the Ramada in Hightstown, NJ, it was quite a drive for some customers, but well worth it for many as the dealership displayed a whopping 64 different products at the hotel.

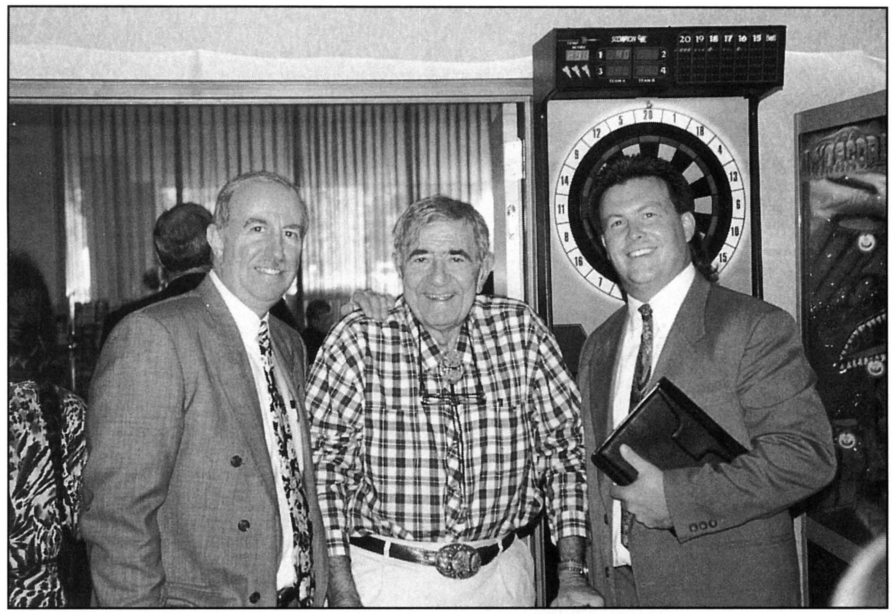
"The product spread created an air of excitement that lasted well into the night," Mondial/Philly's Chris Vecchione declared. Interesting idea.



Chris Vecchione (r) with Gary and Susan Leonard (Sugar Vending) and the SNK Neo-Geo.



Mondial/Philly's Gerry Boyle (l) and Aljons' Al Hope at the Ramada shindig.



Mondial's Irv Spinak and Joe Moffet flank industry patriarch Zav Housepian (Select-o-Mation) who may have been in the business before electricity.



Left to right by Sega's *Desert Tank* sitdown are Chuck Peitz (Tri-Corp), Irv Spinak, Alan Newell (Tri Corp), Tony Maniscalso and Ken Anderson (Sega).



From left: Joe Connor and Joe Moffett (MDI), Debbie Gonzalez (Planet Earth), unknown but happy child, Steve Russo (Capital City) and Niki Arakelian (MDI) by *Dinoscore*.



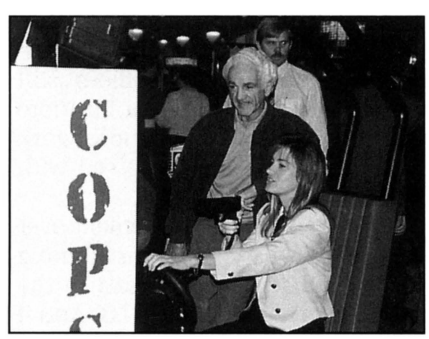
Joe and Marylou Costatino of Carlo's Amusements with little Cavin and Cara Mia by Skee Ball's *Hightops* junior basketball game.



From left: Mondial's Walt Bittal, Grand Amusements' Anita Scheller and Irene Puehl and MDI's Paul Donzella.



By the Arachnid lineup, from left: Julie and Vinnie Candullo (World's Fair Amuse.), Bob Mills (Arachnid) and George Moyer (George and Son Amusements).



Horace Macconi enjoys watching daughter Gina playing Atari's brand new *Cops* shooter/driver.

CAVEMANIA

The Reason Man Invented The Wheel

Not since the dawn of civilization has there been a match game to rival Cavemania. Combine the skills of a ball roll game with the thrill and appeal of a casino attraction and you have a real prehistoric crowd pleaser.

The Stone Age fun and excitement begins when players time the release of balls to stop the spinning wheels on their favorite cave characters.

Line up 3 in a row and just watch the tickets pile up. Simple to play and easy to maintain, Cavemania is the perfect game for all family centers.



Features:

- Digital Sound and Voice
- Deltronic Ticket Dispenser
- Modulated Infrared Scoring
- Multi-Ball Reservoir
- Insta-Lock Wheel Design
- Fully Operator Adjustable
- Can Be Linked to Meltec's Progressive Super Ticket Bonus Display

Specifications:

Length: 48 inches or 72 inches w/seat
Width: 23½ inches
Height: 52 inches
Shipping Dimensions: 57L x 24W x 39H
Weight: 250 lbs.
Power: 3amps @ 115 VAC

For more information contact your local distributor or for a referral call:

Meltec inc.

Meltec, Inc. 15425 S.W. Beaverton Creek Ct. Beaverton, OR 97006 (800) 356-4777

TAKIN' IT TO THE STREET

Pennsylvania-based New Image Technologies has bar and tavern customers in mind with their classy line of touchscreen videos



Operators have long expressed the need for a game that satisfies the demands of their lucrative bar and tavern locations; one that has strong player appeal among "adult" patrons; is reasonably priced; and can bring in strong collections over a sustained period. One relative newcomer to the industry, Telford, Penn.-based New Image Technologies, has directly targeted this "street" market with its initial offering, and now adds two exciting follow-ups to its game lineup.

New Image arrived on the coin-op scene with *Street Games,* a unique multi-game touchscreen available in two cabinet designs: a compact countertop or an upright kiosk. The countertop was a sleek, low-profile unit made for easy placement on a bar; it featured a 14-inch high-resolution monitor, and a front-mounted and accessed coin mech. The kiosk featured a 19-inch high-res, slide-out monitor plus front and rear servicing, over/under dual mechanism coin door and an optional bill validator/ stacker.

Both cabinets were designed to use *Street Games'* revolutionary all-glass, damage-resistant touchscreen. A powerful computer was at the heart of the system and could hold over 70 different games. The games themselves had to be redesigned "from the ground up" to incorporate the user-friendly touchscreen technology.

Nominated by the AMOA for its "Most Innovative New Technology" award, *Street Games* quickly brought the company recognition within the industry. Now, the firm is introducing *Photo Play,* a new game for the bar market; one that utilizes both touchscreen and CD ROM technology. The CD ROM discs allow for the use of several thousand photos, which make up the trivia, reflex memory, maze, action games and more, plus thousands of questions.

Like its predecessor, *Photo Play* comes in countertop and kiosk versions, with 14- and 19-inch screens respectively. Along will being able to produce stunning graphics, the interchangeable discs make updating a snap. Game titles include Visual Trivia (match questions with pictures), Super Solitaire, Fun 21, Jigsaw Mania, Photo Concentration, Memory Master, Draw Poker and Blackjack. On-screen feature controls include bookkeeping and diagnostics. Play pricing can be set at 25 cents, 50 cents or $1 and there are 16 screens of advertising available.

Dimensions of the countertop unit are 15"(h) x 17.5"(d) x 19"(w), with a weight of 70 lbs. The upright measures 48"(h) x 25.5"(d) x 21"(w) and weighs 150 lbs.

In addition, New Image introduces their next generation *Touchstar Bonanza* , with touchscreen and 37 popular games, including Super Solitaire, Fun 21, Hangman and Dead Ant, along with Blackjack, Slots and Draw Poker. The game's Trivia Master features 12,000 questions in 18 new categories, such as Baseball, Basketball, Football, Hockey, World Records, Cartoons, Movies, Rock N' Roll, Science and Nature, as well as Sex I & II. *Touchstar Bonanza* is also available as an upgrade kit for *Street Games.*

For more information, contact your distributor or New Image Technology, Inc., 190 Keystone Dr., Telford, PA 18969; 215/453-8626.

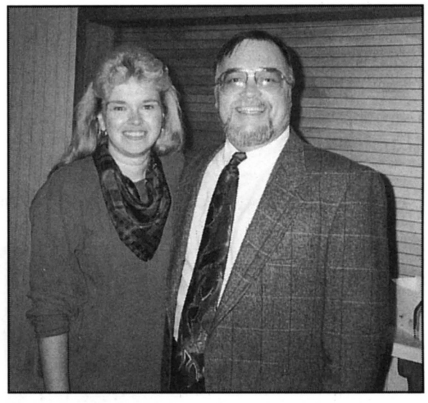


A FAMILY AFFAIR

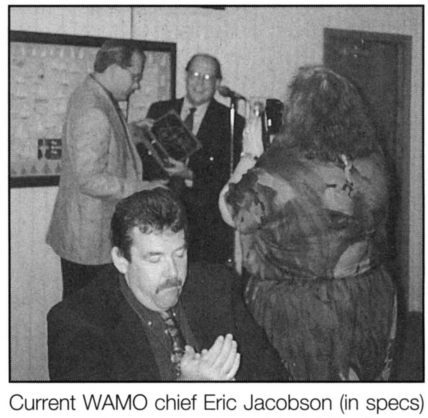
WAMO ops mix business with pleasure in gorgeous Door County



WAMO director Jim Groeschl & Rosalie Jacomet getting ready for a seminar during the meeting.



Former WAMO prexy Ralph Fleege and Sue Sentkowski announced their engagement during the meeting.



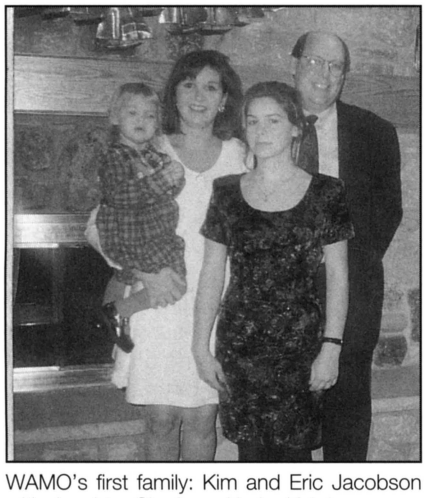
Current WAMO chief Eric Jacobson (in specs) presents plaque to past president Mike Bohrer as Exec. Dir. Jane Svinicki photographs the occasion.

Members of the Wisconsin Amusement & Music Operators association (WAMO) held their fall meeting at the Landmark Resort in Door County, which is one of the most beautiful places in the midwest at this time of year.

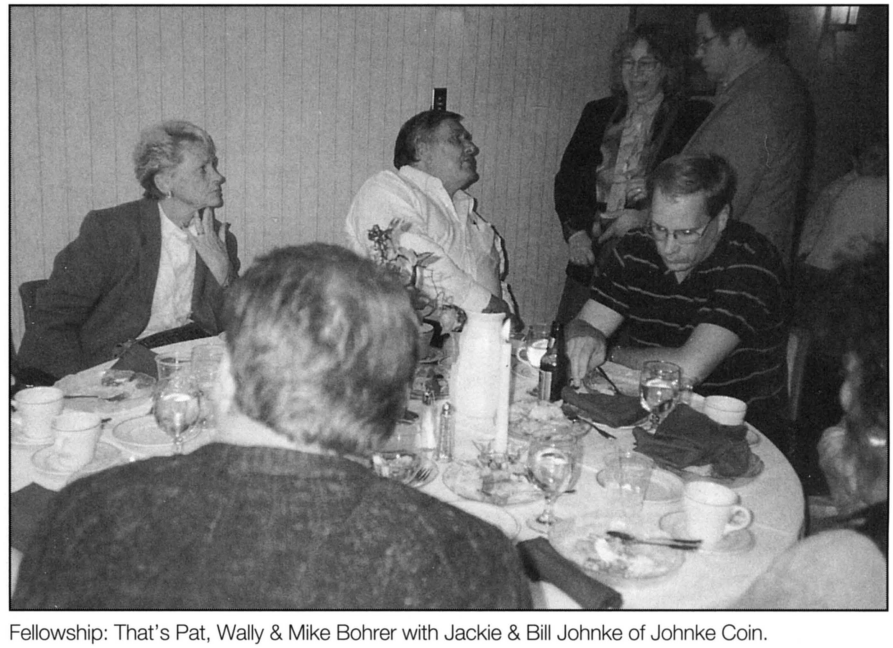
Located on the Wisconsin peninsula that juts out into Lake Michigan by Green Bay, the county offers 250 miles of shoreline and mile after mile filled with small villages, cherry and apple orchards and almost unbelievable color.

This fall WAMO gathering was full and successful from both the business and social standpoints, all held in a place that had everything for the operator and his family, and WAMO meetings have always been family affairs.

WAMO has around 120 operator members, and their spring and fall meetings are always well attended. This meeting's three-day agenda started with a three hour board meeting that lasted five (not unusual for WAMO since no one leaves until



WAMO's first family: Kim and Eric Jacobson with daughter Charis and baby Katelyn.



Fellowship: That's Pat, Wally & Mike Bohrer with Jackie & Bill Johnke of Johnke Coin.

everything is settled and agreed).

The roundtable business discussions were also productive and educational, all guided by new WAMO president Eric Jacobson and his new executive director Jane Svinicki. A new group called Citizens for Fair Amusement (CFFA) composed of operators (but not a part of WAMO) discussed their gaming ideas.

Another meeting, Building Political Muscle, called on lobbyist Jan Swanby to describe in words and by the use of slides how to get your voice heard in the political system. Here are just a few quotes brought up that might benefit readers:

"If legislators haven't heard from you, you don't exist."

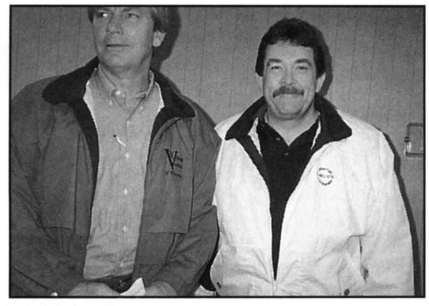
"Things may come to those who wait, but only the things left by those that hustle."

"You pluck the feathers from the goose that does the least squawking."

The WAMO people did more than business, and every day offered something fun (swimming, golf, sight seeing) to do and something tasty to eat (the Door County Fish Boil). Like we said, it was a family affair. ◆



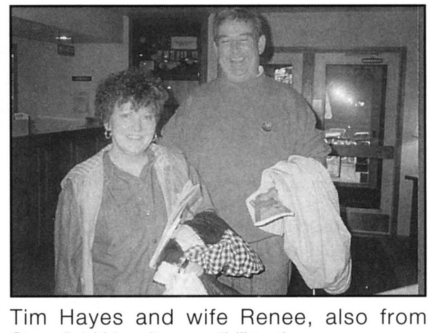
Long time Stansfield staffer Max Spaulding and wife Carol checking in.



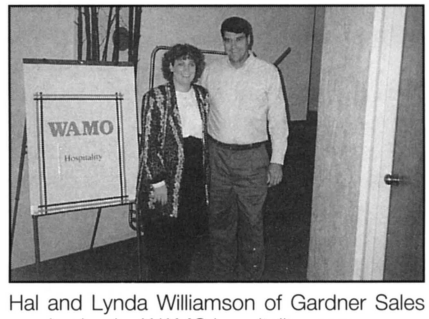
Happy golfers Jim Groeschi and RIck Tills.



Family time: the Kevin and Dan Stowe families from K.D. Enterprises in Oshkosh.

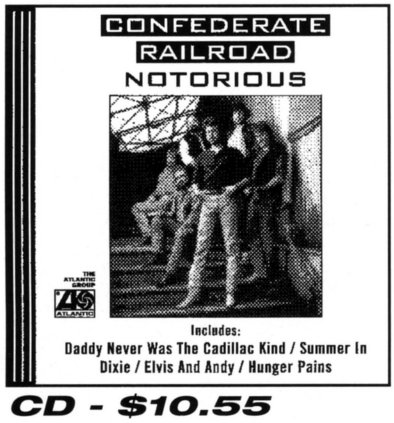


Tim Hayes and wife Renee, also from Stansfield Novelty, say "hi" to the cameraman.



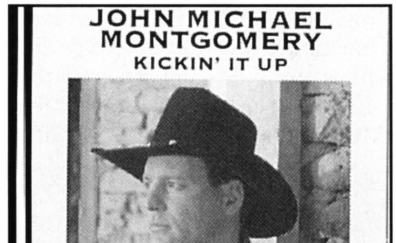
Hal and Lynda Williamson of Gardner Sales coming by the WAMO hospitality room.

KICKIN' IT UP!



CD - $10.55

Featuring:
Daddy Never was the Cadillac Kind, Summer in Dixie, Elvis and Andy, Hunger Pains



CD - $10.55

Featuring:
I Swear, Be My Baby Tonight, Rope The Moon

— SERVICING 45 & CD JUKEBOXES NATIONWIDE —

ADDRESS:
1116 N. Telegraph
Dearborn, MI
48128

REPEAT THE BEAT

Phone in MI:
(313) 562-6360 (ext. 3)

Fax: 313-562-5060

Phone outside MI:
1-800-875-BEAT
(ext. 3)



SPOTLIGHT

SPECIAL

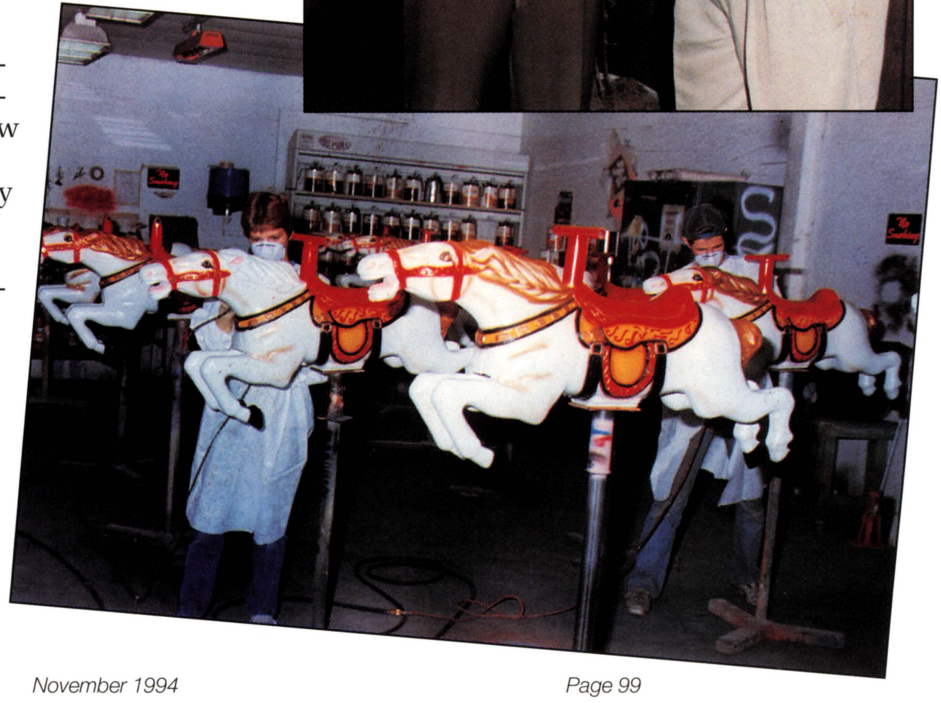
Carousel Int'l. marks its 25th year as a leader in the kiddie ride industry

SILVER ANNIVERSARY CELEBRATION



Long overshadowed by other forms of coin-operated entertainment, kiddie rides have recently enjoyed a resurgence that's hard to ignore. Perhaps this has been due to the new-found interest in "family-oriented" entertainment or the simple rediscovery that the rides are provide steady revenue, yet are durable and require relatively low maintenance. Whatever the reason, one only need look at the growing number of kiddie ride exhibitors at recent trade shows to know that this coin-op "staple" is more popular than ever.

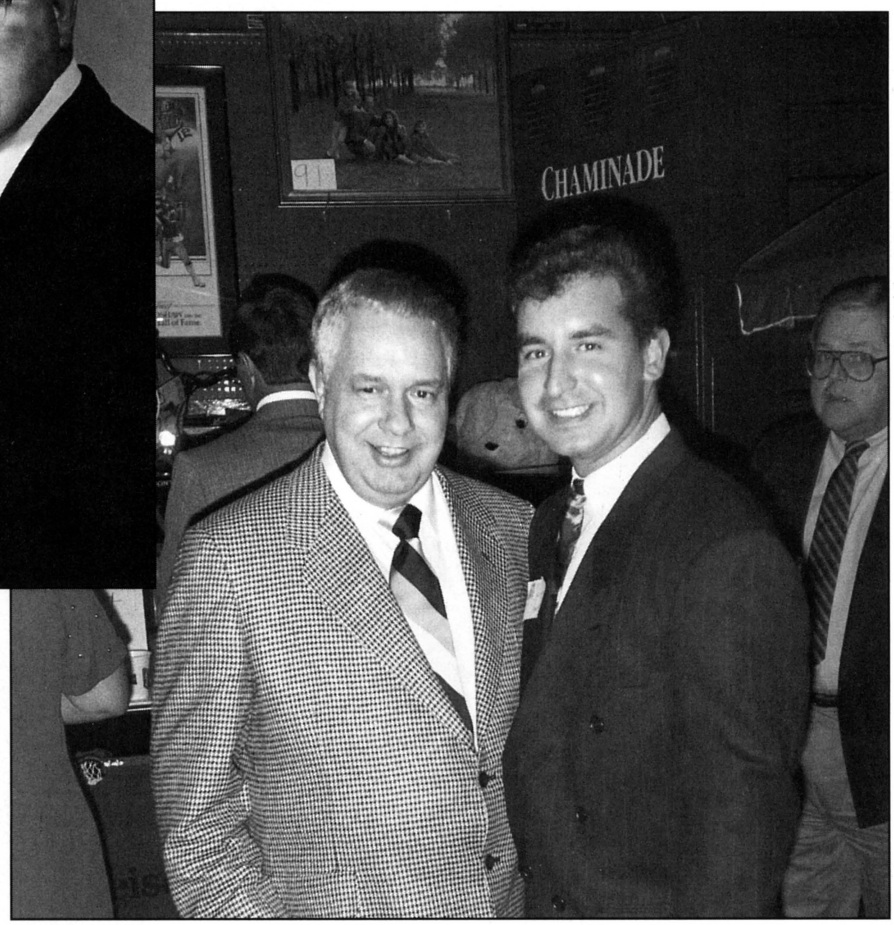
The kiddie ride boom couldn't have been timed better for Missouri-based Carousel International, a leading manufacturer of kiddie rides now celebrating its Silver Anniversary. For a quarter of a century, this family business has witnessed the ups and downs of the market to emerge as a company with a reputation for quality products and designs that have long-lasting appeal.

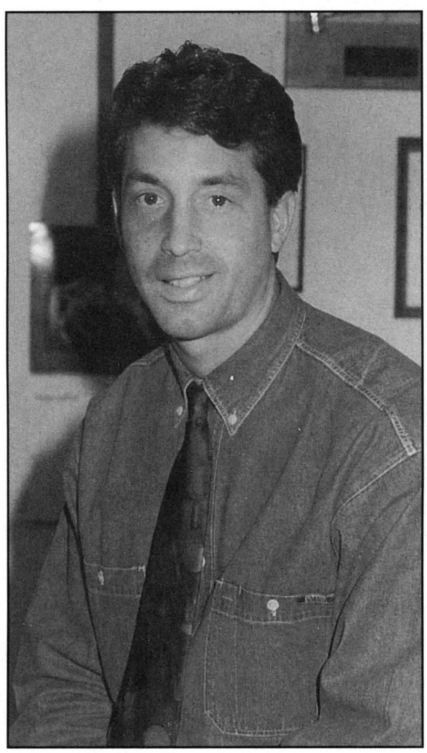


Photos this page...top: Factory headquarters in Eldon, Missouri for the 25-year-old Carousel International Corporation. Middle: company President Brad Veatch and Vice President Steven Veatch. Bottom: airbrush artists Janine Smith and Rick Williams apply stripes to the some of the factory's horses for rides.



Photos this page – left: Norwood E. Veatch, Sr. and his wife Frances. This photo was taken at their 25th wedding anniversary — they just celebrated their 60th! **Below:** Norwood E. Veatch Jr. with son Steven Veatch. Steven is Carousel's VP. **Below left:** The third generation takes the reigns: Brad Veatch, president of Carousel International.





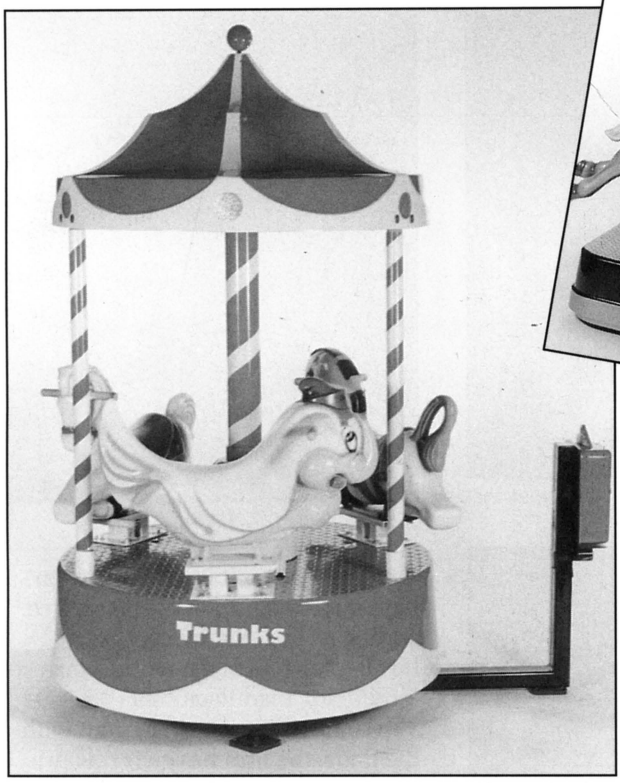
Founded in 1968 by Norwood E. Veatch, Sr. in St. Louis, Mo., Carousel made its debut with the introduction of a mini, coin-operated *Merry-Go-Round.* According to the company, this first product played a major role in the rebirth of the kiddie ride industry at that time. It seems rising costs had finally caught up to the venerable kiddie ride, and operators could no longer afford to operate them at 10 cents per ride...but customers were unwilling to pay more.

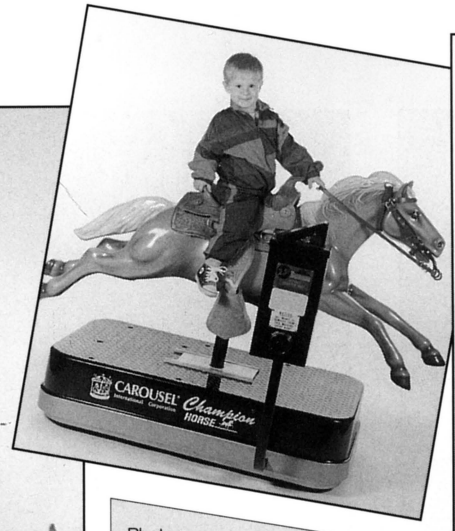
Veatch, Sr. found the answer in a multi-passenger ride. After observing the popularity of the carousels at county fairs and carnivals, he decided to design and build a mobile four-passenger coin-op merry-go-round that would charge a quarter per ride. The ride soon became a hit at one of the major discount store chains, resulting in the chain's management requesting that the new ride be installed at all of their store locations.

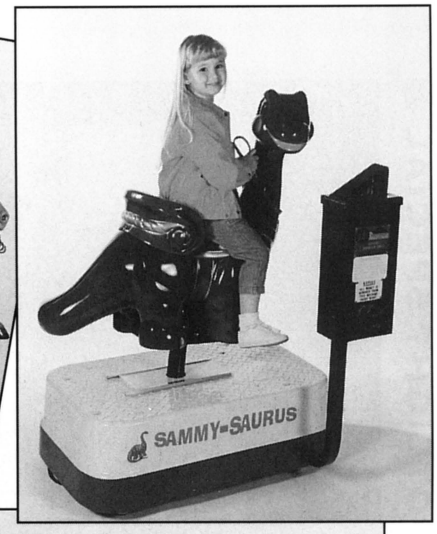
With this rapid success came new problems. High demand for the carousel ride strained the capabilities of the original contract manufacturer, which was eventually unable to meet both production and quality-control requirements. This led to the opening of Carousel's own manufacturing facility in Osage Beach, Mo., which was run by Veatch and his son Norwood E. Veatch, Jr. This facility was soon outgrown and operations were moved to a 40,000 sq. ft. building in Eldon, Mo., where the company is currently based.

Today, all of Carousel's kiddie rides are manufactured in an 80,000-plus sq. ft. factory. The plant provides facilities for fiberglass molding; vacuum and plastic forming; steel fabrication, cutting and welding; coating, painting and detailing; electronics manufacturing; assembly, shipping, teardown and remanufacturing; service, parts and engineering. All of the company's plant systems and delivery information are totally computerized.

Carousel's staff numbers from about 75 to 100 employees, depending on the season. In keeping with tradition, Brad Veatch, son of Norwood, Jr., joined the company in the mid-'80s after graduating from college. He was joined soon after by









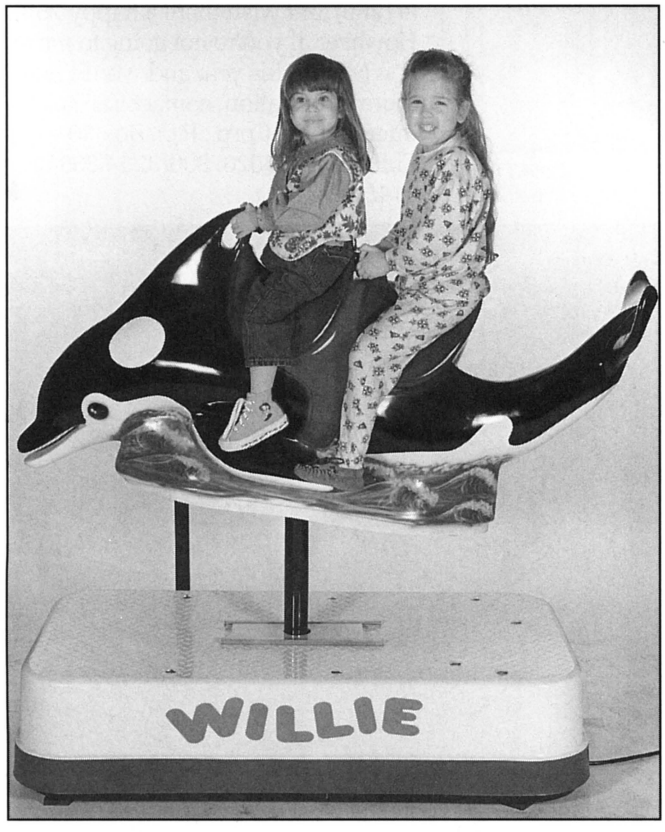
Photos
at top of page – left:
The one that started it all: Carousel's mini *Merry-Go-Round* in its latest incarnation. Next, they make horses, don't they? Yes, and here it is. Upper right, Carousel's new singing *Sammy Saurus* is one happy reptile that sings a very cute song. At right, the *Sleek Streak* sports car. Carousel can customize colors and graphics at the buyers request.

younger brother Steven, who came straight from college to the family business. Brad, who was named president in July, 1994, today devotes his energies to directing the company, while Steven, who is vice president, takes on the task of developing marketing concepts that will keep Carousel at the forefront in the competitive kiddie ride industry.

While Carousel may get its name from its one-ride beginning, the company today produces over 50 different rides. The product line also is available in many color variations and trim packages, making it possible for buyers to customize the rides for their locations.

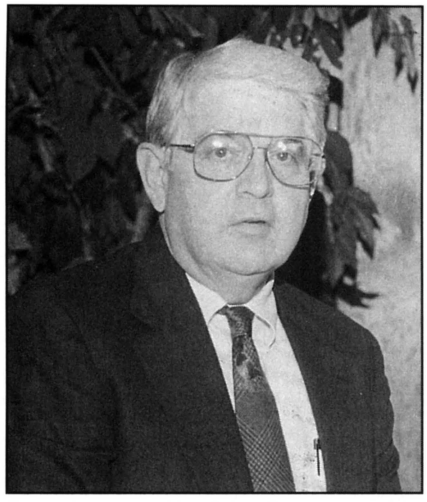
This versatile line-up includes realistic-looking vehicles and horses, as well as more cartoon-like dinosaurs and fantasy animals on its carousels. Customers will be pleased to know that virtually everything is in stock at all times, and is backed up by a huge parts supply.

Most of Carousel's rides are UL listed, and the company says it will have its products UL approved by the end of the year. Other safety features include a 12-volt DC power source for all lights, sounds and cash boxes. The cabinets are made of fiberglass with steel frames and bases, making the rides suitable for both indoor and/or outdoor operation. Almost all of them are mechanical units, using a

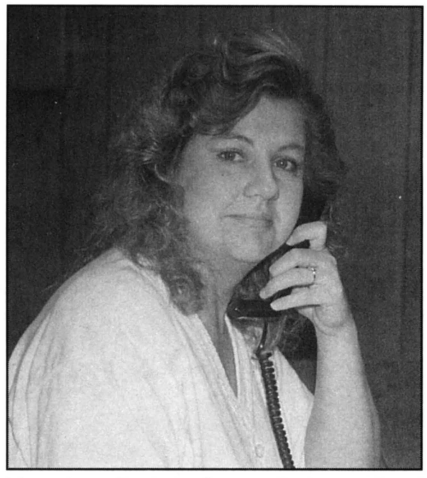




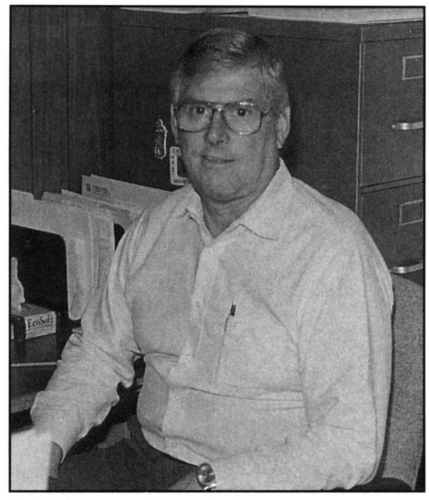
At left, the all-new *Willie* the dolphin ride has room for two. Above, Carousel's newest, *The Jungle King,* roars into the kiddie ride market.



General manager Ken Schaeffer.



Mary Jane Davis is Carousel's international operator.



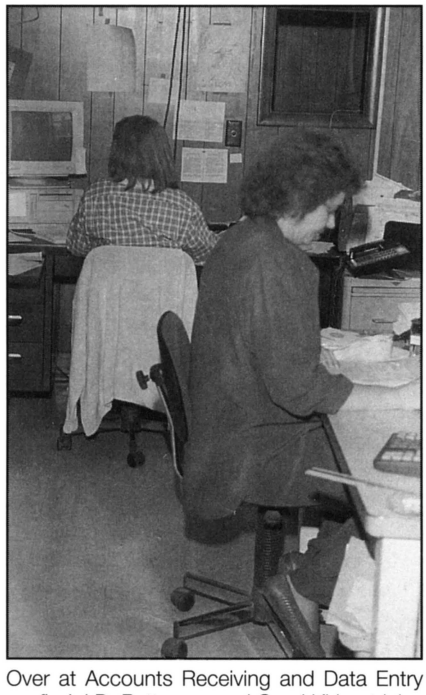
Sales manager David Weis.

rugged gear reduction box with no belts or pulleys.

"We've had operators tell us they have some of our first rides still on location without having to do anything to them." said Steven Veatch. "They know Carousel stands for quality, and always will."

However, if a customer does have a problem with a Carousel ride, help is just around the corner. The company maintains 15 "satellite service stations" strategically located across the U.S., which are staffed by factory-paid personnel, making service available to all 50 states — even Hawaii and Alaska! These centers support Carousel's complete distributor network of traditional coin-op dealers. A factory warranty als o comes with every ride.

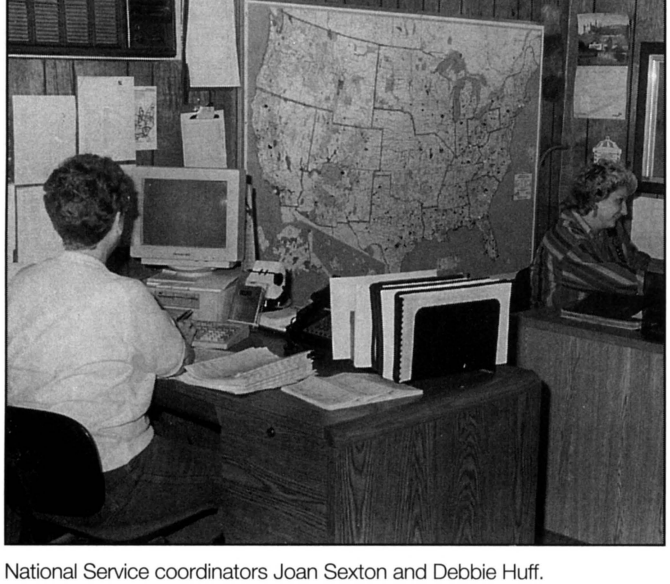
Throughout 25 years of making both kids and operators happy, Carousel has built its reputation on high-quality equipment and service, ending its first quarter century of business as one of the world's largest kiddie ride manufacturers.



Over at Accounts Receiving and Data Entry we find J.D. Patterson and Carol Kirkpatrick.

To commemorate this event with the trade, the firm has given away a beautiful, ornate "Silver Carousel" at both the AMOA Expo in San Antonio and Fun Expo in Las Vegas; the last one will be awarded to one lucky attendee of the upcoming IAAPA show in Miami after a special drawing at the show's conclusion.

If you're going to the IAAPA show, stop by Carousel's booth (#1269) and wish them a happy 25th. However, if you're not going to make it to Miami this year and would like more information, contact Carousel International Corp., P.O. Box 307, Eldon, MO 65026; 800/325-3353 or 314/392-7122. ◆



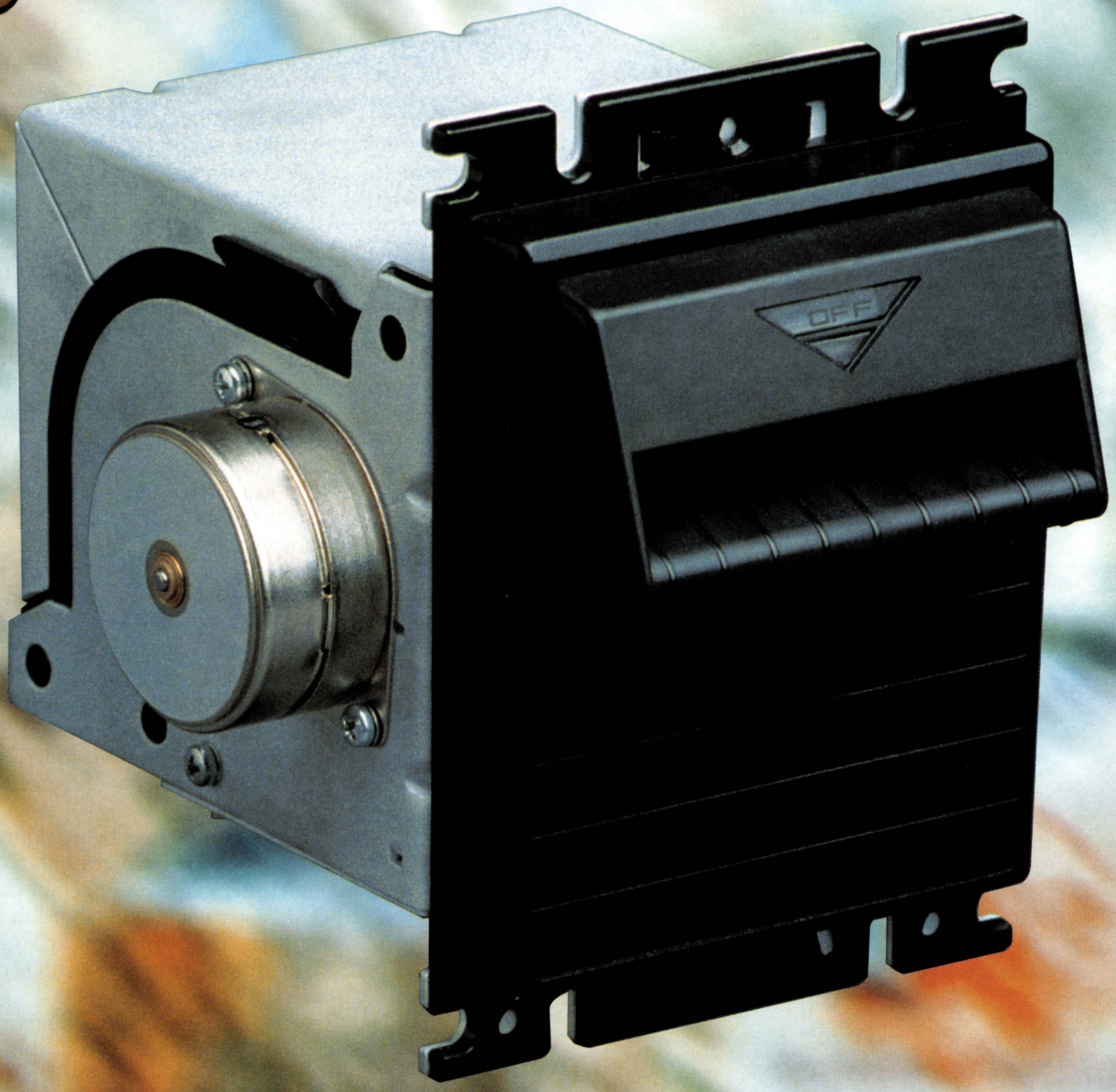
National Service coordinators Joan Sexton and Debbie Huff.



Factory technician Melvin Ramey gets things rolling.

Amazing

- Advanced Optical Recognition.
- Advanced Magnetism Recognition.
- Non-Contact Note Pathway.
- Easy Access for Cleaning & Service.
- Up or Down Mounting.
- Front Color LED.
- High Acceptance Rate.
- Accepts $1, $5, $10, $20 US.
- More Affordable.



3-390 Edgeley Blvd., Concord, Ontario.,
Canada. L4K 3Z6
Tel: (905) 669-CASH Fax: (905) 669-CODE

CashCode®

Just Say NO!

says "yes" to their third family arcade in Louisville

Jack and Debbie Turner opened their newest "Just say No!" family fun center in Louisville, Ky. on Sept. 1st, giving this mom and pop arcade company three game rooms on their chain. Located out on Shelbyville Rd. in the Big's Middletown Station shopping center, the location occupies 2,700 sq. ft. and was well-received by the area's grownups.

Since it's opened, Debbie Turner said she's received a lot of positive compliments from moms and dads, like "this is great...we really needed a place like this." Since "Just Say No!" scrupulously maintains a clean and safe atmosphere, parents are happy to allow their youngsters to spend time (and money) there. In fact, mom and dad sometimes like to play too.



The compelling facade of the newest Turner family arcade in Louisville makes points with the area's parents.

Debbie says the rules at this and the other Turner arcades are the simple ABC's: "no alcohol, no bad language, no cigarettes or drugs and no exceptions." She says the arcade staff gets on any kids who use foul language, and if they don't quit it, out they go. "Believe me, we make up for that lost business by getting the family clientele. A clean and wholesome atmosphere pays," she advises.

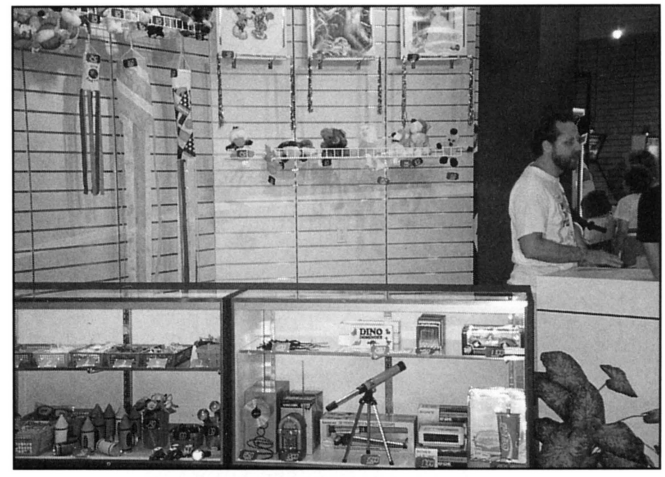
The place was open only seven weeks when *RePlay* chatted with Debbie. Despite the fact they didn't advertise the new arcade, business already has been very good. They're open from 1:00PM until 10:00PM on weekdays (so they don't interfere with school), from 10:00AM until 11:00 on Saturdays and from noon till six on Sunday.

The new store is managed by Jerry Warman, who came over from another Turner game room called the Galleria. Jerry commands four full timers and six part time people, but that could change as they're still sort of in the shake down period.

On the floor, the machines are just about evenly mixed between redemption and video/pin. Of the dozen videos, the big ticket right now is *Primal Rage*. They also sport a *Kid's Adventure Dome* up front and a



On the floor, Turner family members and friends gave the new game room a test workout just before their Sept. 1st opening (free tokens, natch).



Hard to see him, but that's Jack Turner at the right behind the redemption prize counter.



Ribbit Racing and *Simple Simon* provide color and challenge to the new center.



The "Smart" corner, with three roll up alleys and a *Toss Em* cage.



That's a dual monitor *Moto Frenzy* back there getting a workout from a pair of teenagers.



Prepare for battle, with *WrestleFest* and *Turbo Champ SFII*. Note artistic use of grillwork around the games.

Dynamo *Air Hockey*. It's all colorful, spacious, lots of fun, and clean!

The equipment for the new "Just Say No!" arcade was supplied by Kentucky Coin, who Debbie says have been very attentive to problems that have come up with some of the machines. She also says husband Jack has an electronics degree and has been able to adjust some of the glitches himself. "But I'd sure like to see the day when you can plug all these new machines in without worrying if they're going to perform correctly. Barring that, I'm glad Kentucky Coin's there to help," Debbie advises.

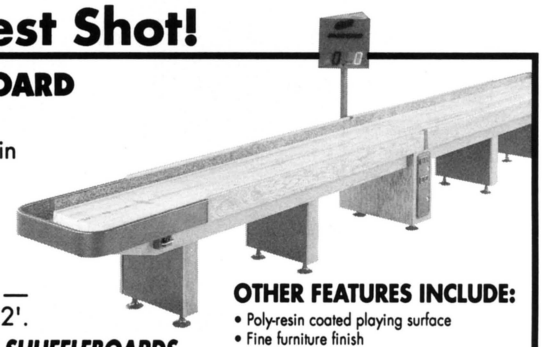
◆

Take Your Best Shot!

GAMETIME SHUFFLEBOARD

(Formerly Dynamo Home Products)

Gametime has taken the best in Shuffleboard and made it better! We've added an improved scoring system and pin-gate to make this table perfect for any location. And, it's offered in six lengths — 12', 14', 16', 18', 20' and 22'.



OTHER FEATURES INCLUDE:

- Poly-resin coated playing surface
- Fine furniture finish
- Revolutionary scoring system
- Optional light kit

WE REFINISH ALL BRANDS OF SHUFFLEBOARDS

CALL US FOR DETAILS

(817) 284-3499

FAX (817) 595-1506

GAMETIME

7100 N. Burns • North Richland Hills, TX 76118



BEST IN SHOW

BEST IN PROFIT

BEST IN DURABILITY

The Snack Attacker is the "ORIGINAL" Winner-Every-Time Candy Crane Game, dispensing a prize with every credit. Secure, heavy gauge steel cabinet construction. A solid dependable money maker that will grab big profits for years to come.

For more information call

(305) 527-0907

AGE INC. ™

Advanced Games & Engineering, Inc.

1231 NE 8th Avenue · Fort Lauderdale, Florida 33304

COVER STORY



SNK'S SAMURAI SHODOWN II

As they say in the aerospace business, "we have ignition!" After previewing *Samurai Shodown II* at the AMOA Expo, SNK will now supply the North American industry with this sequel to their #1 hit *Samurai Shodown* nor only as a system cartridge, but as a conversion kit *and* in what they call a "dedicated upright."

The upright began trucking to the company's distributors the last week of October, with the kit and the cartridge coming in mid-November. To offer it dedicated as well as in software form is quite an event for SNK. Clearly, the game has strength, but in the words of company sales top Tracy Tate, "we also released it this way to help operators and distributors realize that Neo•Geo games are individual winners and not just great cartridge changes."

The upright is handsome, with colorful red-on-white *Samurai Shodown II* artwork on the cabinet sides and around the play station. Inside, it's driven by a Neo•Geo single-slot hardware system which means when operators are completely finished with the game, the cabi-

NEWEST NEO•GEO TO BE AVAILABLE IN THREE CONFIGURATIONS

net becomes a Neo•Geo system upright simply by peeling off the cabinet art and replacing it with a complete Neo•Geo graphics package the company will supply.

The conversion kit consists of the cartridge, hardware player, logo plex, monitor bezzle, control panel overlay, sticks and buttons and side graphics, all to turn an existing video cabinet into a *Samurai Shodown II*. The cartridges, of course, can be purchased singly for use in the many Neo•Geo system cabinets now in the field.

GAME PLAY

Tate says *Samurai Shodown II* has more depth, quicker action and new characters (plus some returning warriors) when compared to the original. Obviously, this sword-on-sword slasher evokes the spirit of the ancient samurai...to destroy all enemies.

The game takes the player back to the time long ago when the Katana legend was lived. Over 15 warriors, including the player's "alter ego," stand in his way as he tries to defeat the evil sorcerer. Fifteen individual endings and a highly detailed cinematic introduction to the last "boss" are featured in this sequel.

By changing and improving screen graphics and backgrounds, introducing four new characters jam-packed with individual special moves, and adding special moves to existing characters, *Samurai Shodown II* "avoids the classic 'upgrade' approach used by various video game companies," in the words of Tate.

Included among the new characters is a girl from the jungle who wields a boomerang and commands a monkey sidekick. Also, a new set of POWer moves (secret moves players must struggle to learn) adds another dimension to this innovative fighter. As the follow-up to the successful chart-topper, and by more than slightly improving on game play and graphics, *Samurai Shodown II* is a total package.

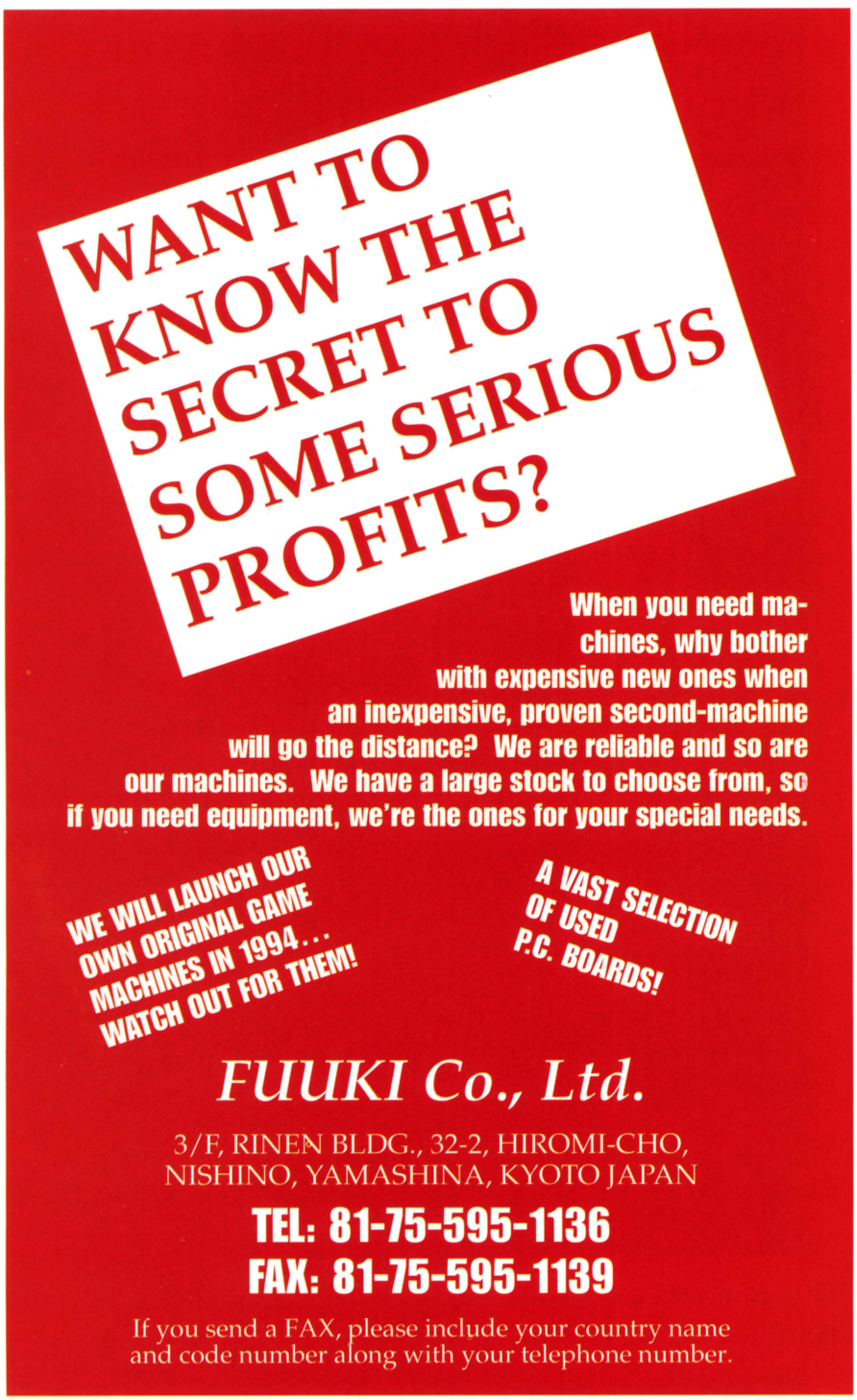
Neo•Geo games are manufactured by Japan-based SNK Corporation and marketed here by SNK Corp. of America in Torrance, CA. The system has proven to be the most successful cartridge-based software-change program on the coin-op market today.

Besides bringing out the three configurations of the new *Shodown*, the domestic office is also offering distributors game cartridges that include their brand new *Zed Blade* (space shooter/flier), *King of Fighters '94*, *Aero Fighter 2* and *Aggressors of Dark Kombat*. The 330 Meg Neo•Geo system features 380 sprites, 15 channels of symphonic stereo sound and can display 4,096 simultaneous colors.

For more information on their products, and for distributor referral, contact Tracy Tate or Heh Kyu Lee at SNK Corp. of American by calling 310/371-7100.

CLARIFICATION

As some readers know, *Samurai Shodown II* appeared on *RePlay's* October 1994 *Players' Choice* chart as the result of an error at the publication. We regret the confusion and restate that this new SNK game only began shpping in dedicated form the last week of October, and that its kit and its cartridge won't be coming to SNK's North American dealers until the middle of November.



RAGE 'N THE CAGE

Bring them in off the streets with Rage 'n the Cage!

Your reward will be hot action and high profits. Their reward will be an immediate redemption prize, with 7″ Street Balls or tickets vending to the winners. Hot graphics, gas plasma display for animation/information, exciting sounds and a challenging moving basket that is operator adjustable, dares players to keep trying!



You're in total control of the action! Complete adjustable percentaging to maximize profits.

Specifications: Height: 9′—Length: 10′1″—Width: 36″; 110 volt.

AWFE
KILTER GAME DESIGNS

ACE • ACME

Catch The RAGE today! Call your distributor NOW!

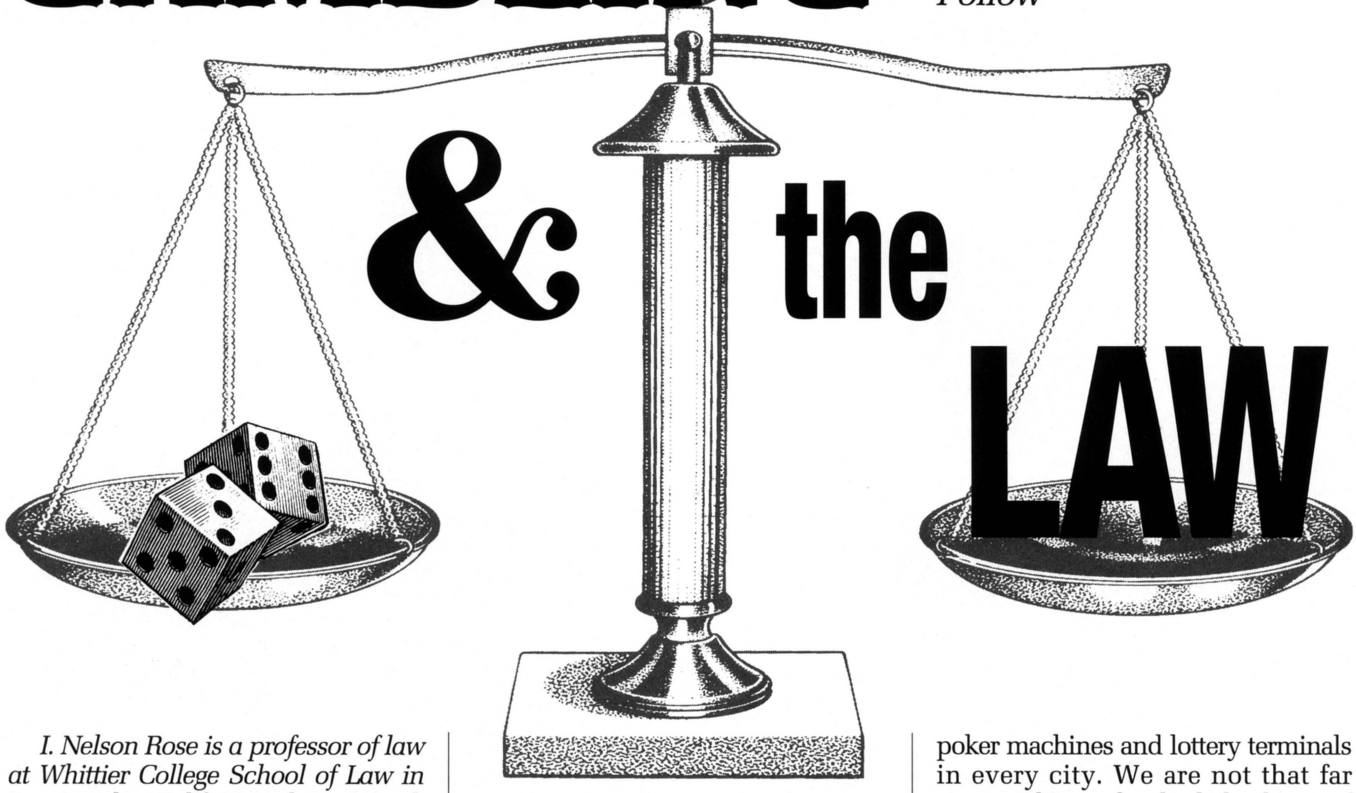
Take it to the Street!

FUN merchants
H. BETTI INDUSTRIES, INC.

A Division of H. Betti Industries, Inc. 303 Paterson Plank Road • Carlstadt, NJ 07072-2307 • 800-524-2343 • 201-438-1300 • FAX 201-438-4837

GAMBLING & the LAW

Slots or VLTs Now Legal in 25 States; Rest of USA Will Follow



by I. Nelson Rose

I. Nelson Rose is a professor of law at Whittier College School of Law in Los Angeles, Calif. He's also nationally recognized as one of America's leading authorities on legal and political issues of gambling. What follows is one of his recent syndicated columns on the subject. — the editor.

Gambling begets gambling. Once one form of gambling has been legalized in a state — even in a neighboring state — other games follow. In the past, evolution took decades: racetracks had monopolies for years. Today, state lotteries progress quickly from scratch-off tickets, to lotto, to daily drawings, to keno, and — when they can - to video lottery terminals (VLTs). The only difference between a VLT and a slot machine, is that that the VLT pays off in credits redeemable for cash, rather than directly dispensing coins.

And, while states are getting into the quasi-casino business, the enormous political pressure for true casinos continues to grow.

Players always want games that are faster and easier, with at least the illusion of player participation. The faster and bigger versions of the state lottery have almost wiped out the instant ticket games; casino table games are dying out, with many casinos becoming nothing more than video slot warehouses.

If the future depended solely on advances in technology, the future gambling could be summed up in two words: "video poker." The video poker machine is the closest thing we have to a perfect gambling device. It is fast, fun, easy to learn, has the potential for large jackpots, allows even novice players to gamble without feeling intimidated, and provides at least the illusion that skillful play will change the results.

Eventually we will see video poker machines and lottery terminals in every city. We are not that far away. I have checked the laws of every state. By my count, gaming devices — either slot machines or VLTs — are already legal in 25 states and three U.S. territories. The following is a state-by-state rundown; states allowing machines under the law are marked with an asterisk (*).

Alabama: No casino gambling is allowed, so governor refused to negotiate with state's Indians. The tribe appealed and won the right to go directly to the Secretary of the Interior for casino regulations.

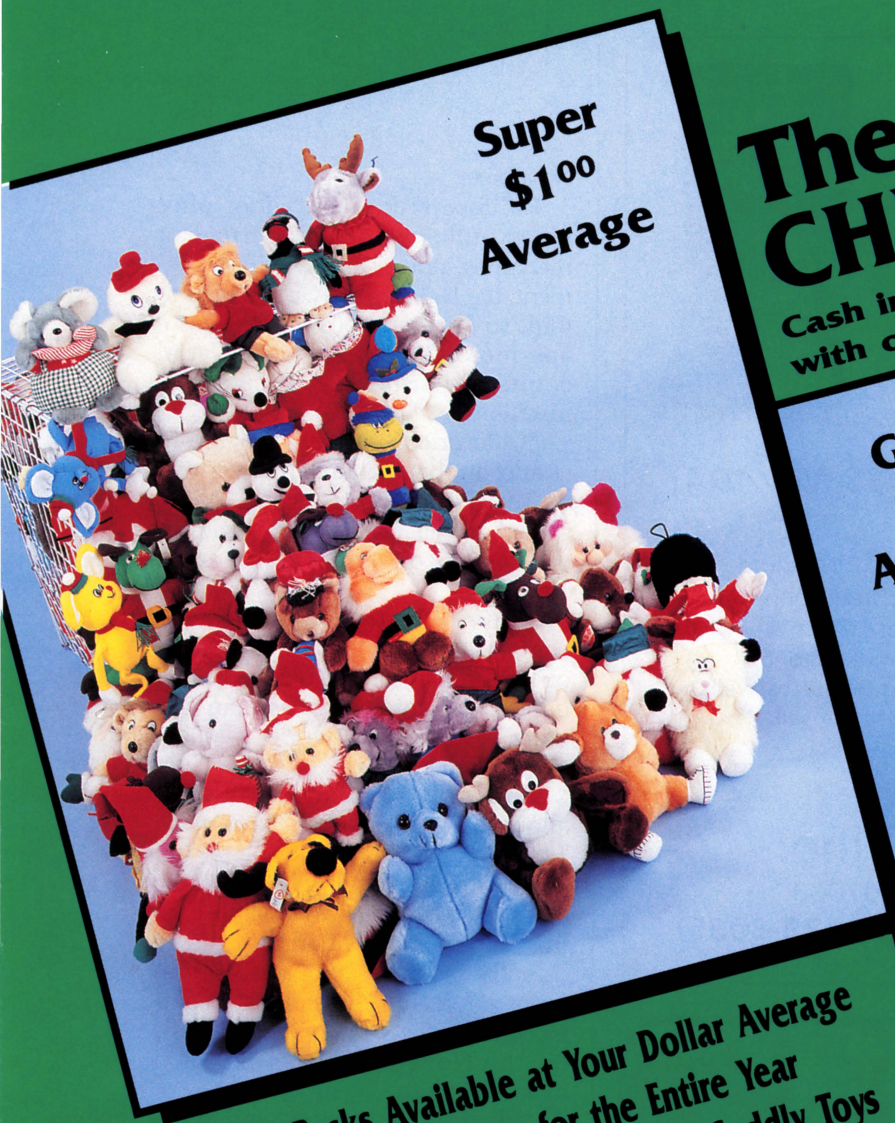
***Alaska:** Casinos are prohibited by state law; yet governor signed a compact allowing a tribe to have a full casino.

***Arizona:** Charities can once again have occasional "Casino Nights" with slot machines; Indian tribes can, and do, operate slots year-round.

Arkansas: Casinos would be legal if a proposed constitutional amendment is approved by the voters in

The BEST for CHRISTMAS!

Cash in on this most-popular holiday with our terrific pre-packs!





- All Pre-Packs Available at Your Dollar Average
- Money-Making Themes for the Entire Year
- Selection Updated Weekly • Soft, Cuddly Toys
- Super Jumbo Plush • Trade-Ups • Novelty Mixes
- The Best Trendy Items . . . While They're HOT
- Outstanding Service, Merchandise & Prices!

Plush 4 CHRISTMAS from

PLUSH 4 PLAY

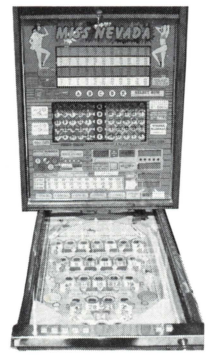
Call, write or fax today for our FREE brochure!

1-800-25 CENTS

(714)893-8099 (Calif.)
fax: 714-892-0053
11100 Dana Circle
Cypress, CA 90630



GAA
FINEST BINGOS PRODUCED TODAY!



MAGIC GAME *MISS NEVADA*

Service Free Operation Through High Tech Design
Special Configurations Include (Token\Coin Distributing,
Ticket Dispenser, 2 Flipper System, Remote Control)
"Available for Immediate Delivery the Only Redemption Bingo"
We also carry a large stock of reconditioned used Bingos as well as a complete parts and service dept. for all games we sell.

Exclusive Distributers:

Continental Pinball Inc.

105 Floyd Ave. Bloomfield, N.J. 07003
Tel (201-429-7050) Fax (201-378-8095)

IMPRESSMENT PLUS, INC.

6217 Factory Road ▪ Crystal Lake, Illinois 60014

(815) 455-2031

Don't be late for Christmas!



10 PRE-PACKS TO CHOOSE FROM

Christmas Plush Pre-Packs
120 pcs. — $144.00

Crane Pre-Packs: 1-800-274-2031

VISA FAX: 815-455-2074 MasterCard

WE PAY FULL FREIGHT ON ORDERS OF $500 OR MORE!

November.

California: Indian casinos offer video pulltabs, including true slot machines, under stand-still arrangement; the U.S. Attorney agreed not to raid, so long as tribes don't acquire any more gambling devices. Trial courts have ruled tribes can have machines.

***Colorado:** Slot machines are in casinos in three mountain towns and on two Indian reservations. Widespread gray market video and gaming devices pay off, when police aren't around.

***Connecticut:** Governor signed compacts giving monopoly on slots on two Indian tribes. Foxwoods now has more gaming devices than any other casino in the world — 3,875 slot machines.

***Delaware:** Bill signed in 1994 allows each racetrack to have up to 1,000 slot machines.

Florida: A federal judge ruled the Seminoles cannot open casinos, yet the court of appeals said they can go directly to the Secretary of the Interior for casino regulations. Separately, an initiative to open casinos is on the November 1994 ballot. I expect it to lose.

***Illinois:** Slots are legal and in use on riverboat casinos.

***Indiana:** Slots are allowed on 11 riverboat casinos, but a trial court declared the statute unconstitutional in May.

***Iowa:** Slots are legal on riverboat casinos and at racetracks.

Kansas: State Supreme Court ruled state must negotiate to allow tribes to have casino games — specifically, gaming devices.

Kentucky: Lots of discussion, but not chance of casinos clearing legislative hurdles until 1996.

***Louisiana:** Gaming machines are everywhere. Truckstops used to be able to have hundreds of video poker machines; now they are limited to a maximum of 50 and they have to sell gasoline! Any liquor licensee can have machines. Casinos galore: 15 on riverboats, two on Indian land, and one authorized for New Orleans.

Maine: Nothing yet, but tribe will probably win suit, forcing state to negotiate a full casino.

***Maryland:** Charities are allowed to run casinos, including slot mach-


PRIMAL RAGE™
WORSHIP THE POWER OF RAGE!
PRIMAL RAGE IS A DESPERATE, GLOBAL HEAD-TO-HEAD BATTLE FOR SURVIVAL FEATURING SEVEN INCREDIBLY LIFE-LIKE CHARACTERS. EACH HAS AN ARSENAL OF NEARLY SEVENTY MOVES, INCLUDING POWERFUL SPECIALS AND AWESOME FINISHING SEQUENCES.
AVAILABLE IN DELUXE SHOWCASE 33IN. AND 25IN. UPRIGHT CONFIGURATIONS.
ATARI GAMES CORPORATION
675 SYCAMORE DRIVE
MILPITAS, CA 95035
408-434-3700
TM & ©1994 ATARI GAMES CORPORATION. ALL RIGHTS RESERVED.
ATARI GAMES
TIME WARNER INTERACTIVE

HAHA
HAHA
HAHA
HAHA
HAHA

If this is your token manufacturer's response to your request for complete, on-time fulfillment of the token contract, it's time you called

ROGER WILLIAMS MINT

Fast, low-cost dependable service to accompany our superior quality tokens.

Call Roger Williams Mint today. Because poor service is no laughing matter.

Roger Williams Mint™

79 Walton Street, P.O. Box 2350
Attleboro, MA 02703-0350
Toll-Free 1-800-225-2734
In Massachusetts call (508) 226-3310

ines. The state has no recognized Indian tribes.

Massachusetts: The governor signed a memo of understanding in August, 1994 that would allow a tribe to open a casino with slots, would sanction a privately-owned casino in western part of the state, and would let each horse and dog track have up to 400 slot machines.

***Michigan:** Slots are legal and operating in Indian casinos throughout the state.

***Minnesota:** Slots are legal and operating in Indian casinos throughout the state.

***Mississippi:** Law allows unlimited number of dockside casinos with slots.

***Missouri:** Riverboat casinos can have only games with some skill. So, video poker is in, slot machines are out. A constitutional amendment to allow slots, and other games of pure chance, is on the November ballot.

***Montana:** Legal video poker machines are everywhere.

Nebraska: Tribes are negotiating for full casinos. They may sue, and might win.

***Nevada:** Slots are in casinos and in many retail establishments throughout the state.

***New Jersey:** Slots are in casinos in Atlantic City.

New Mexico: Indian casinos have slots, but may be technically illegal. State has been ordered to negotiate with its tribes, but issue may be moot: statewide video gaming is on the ballot in November.

New York: Indian casinos are open, but without (legal) slots. State constitution can't be amended until 1997.

***North Carolina:** In August, 1994, governor signed compact allowing Cherokees to offer video gaming at one bingo hall. Machines must require some skill, yet cannot be video poker. What's left? Video chess?

***North Dakota:** State allows charity blackjack; Indians have full casinos, with slots.

Ohio: Casino bills and initiative failed, again.

Oklahoma: The federal Court of Appeals has ruled the state must negotiate for tribal Class II gaming, but not slot machines.

***Oregon:** State Lottery runs video poker machines; Indian tribes have full casinos.

Pennsylvania: Nothing yet, but riverboat casino bill expected to pass in 1995; leading candidates for governor not opposed.

***Rhode Island:** State runs video lottery terminals at racetracks. Governor signed a compact for an Indian casino with slots.

***South Carolina:** Video poker machines everywhere, with low limits, under strange law. Voters will decide whether or not to keep their local slots.

***South Dakota:** Casinos in Deadwood have true slots. In June 1994, the state Supreme Court declared the State Lottery's 6,000 VLTs unconstitutional. *[Editor's note: November's public referendum on VLTs could reopen market.]*

Texas: Federal court ruled tribe near El Paso can have full casino, with slots; state has appealed. Texans can't vote to amend their constitution until 1997, at earliest.

Vermont: A bill to allow casinos on railroads didn't leave the station.

Virginia: A riverboat casino bill sunk under the weight of excess baggage: Disney's proposed historic theme park got tacked on.

Washington: Some Indian casinos have slots. The federal courts ruled the slots illegal, yet the state has been ordered to negotiate.

***West Virginia:** State law allows VLTs only at Mountaineer Park Raceway and three other tracks. Riverboat casino legislation defeated, but will be reintroduced in January, 1995.

***Wisconsin:** Slots are legal and operating in Indian casinos throughout the state.

American possessions:

***Commonwealth of the Northern Marianas:** Casinos with slots allowed.

District of Columbia: Riverboat casino initiative failed to get enough legitimate signatures: of 45,000 signatures gathered, fewer than 15,000 were from voters.

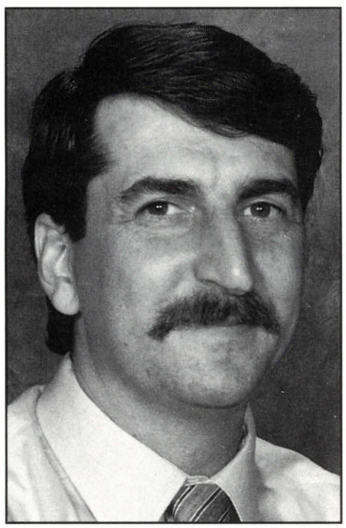
***Guam:** Gaming devices legal.

***Puerto Rico:** Full casinos with a strange twist: the government owns the slot machines.

◆

TECHNICAL TIPS

BY RANDY FROMM



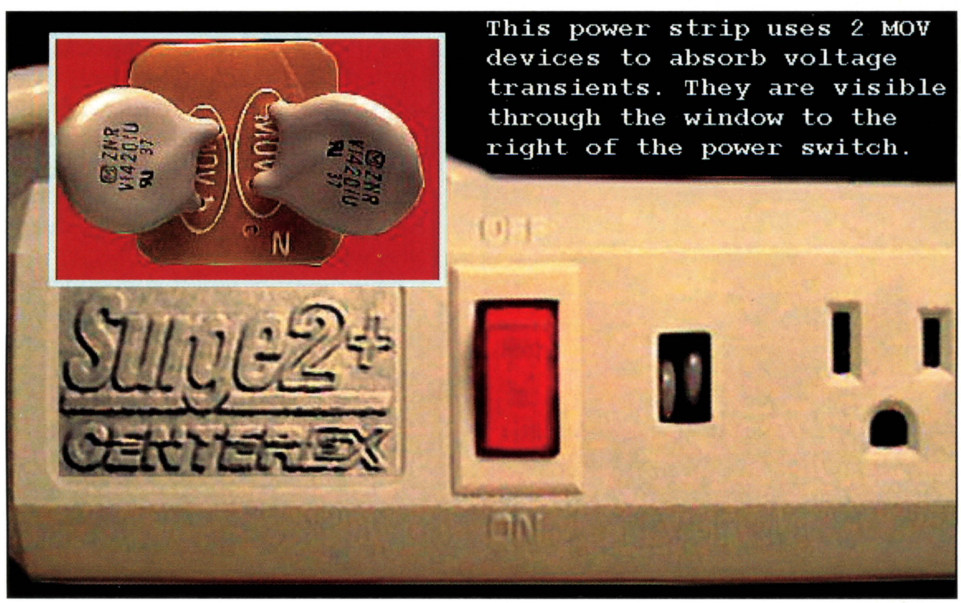
LIGHTING STRIKES ...BUT YOU CAN STRIKE BACK

Lightning and video games don't mix. Come to think of it, I guess lightning doesn't mix too well with anything. I never really gave lightning too much thought, other than to enjoy a rare and delightful light show over the mountains of San Diego now and again.

But lightning's potential for destruction really hit home a couple of months ago. My neighbor Fred's cosmic dice came up "snake-eyes" and lightning struck his 40-year-old pine tree. Holy mackerel! The bolt split the tree down the middle and blew splinters of wood (actually, deadly chunks probably would be a better description) for at least 100 feet in all directions. At the same time, the bolt shot through the railing of his redwood deck, superheating all the nails and blowing it apart as well. We found pieces of the deck in the front yard of the house, with neat little burned holes where the nails were. We never did find the nails. I assume they had been vaporized.

This past summer, the subject of lightning strikes came up a few more times in discussion with some of my technician buddies across the country. When lightning strikes a nearby power line, anything plugged into the line can be subjected to a momentary power spike of thousands of volts. The technical term for this brief, high-voltage spike is a voltage "transient." A voltage transient can easily exceed 1000 volts, possibly damaging anything plugged into the power outlet, whether the unit is turned on or not! Most on-off switch contacts are not insulated to withstand such high voltages. A nearby lightning strike can arc right across the switch, destroying the low-voltage circuitry in your radio/television/computer/game, etc.

There is a way you can protect your equipment from damage due to lightning. There is a component called a "Metal Oxide Varistor" or "MOV" that is used specifically for transient suppression. For the best protection, two MOV devices should be used for each game. One MOV is wired directly from the "hot" side of the 120 volt AC power (also known as the AC "line" and identified by a black wire) to earth ground (the green wire that is connected to the round pin of the AC outlet.) The other MOV device should be connected between line and neutral. Neutral is the 0 volt return wire and is white in color. Use MOV devices with an RMS rating of 150 volts AC.



This power strip uses 2 MOV devices to absorb voltage transients. They are visible through the window to the right of the power switch.

For those of you that are somewhat hip to electronics, an MOV works much like a zener diode. That is to say, the component doesn't conduct at all (it is "open") unless its maximum voltage rating is exceeded. When the maximum voltage is exceed-

ed, the MOV will begin to conduct and "clamp" the AC voltage at a level that is low enough to (hopefully) prevent damage to the piece of equipment it is protecting.

AC power strips are commonly available that have MOV devices built into them. They are often referred to as "surge suppression" power strips but that isn't specifically correct. A surge is a momentary increase in the AC line voltage itself. An MOV may have some limited ability to absorb a voltage surge but its primary function is to absorb the potentially damaging voltage transients caused by electrical storms and related phenomena. If your local regulations permit, plugging your equipment into such a power strip should provide some degree of protection.

It is not at all unusual to see an MOV that has literally blown-up. You may see just two component leads sticking up in the air where the MOV used to be and find the disk part of the component laying in the bottom of the game. This is an indication that the MOV has done its job by absorbing a transient. Because the MOV absorbs the transients by lowering its resistance, a brief but extremely high current flows through the device. Commonly, the type of MOV used in our industry can absorb 70-80 Joules (a Joule is a watt/second.) 80 watts may not seem like much, but imagine how hot a 75 watt light bulb gets when it's on. Now, imagine all of that heat concentrated in a time span as little as a nanosecond (one billionth of a second.) At its peak, the current can equal 6500 amps. That's not a misprint. That's 6500 amperes!

Now wonder the damn thing blows up occasionally. Interestingly, you may not even know that the MOV had activated and blown itself to smithereens until you happen to be looking inside the machine for some other, unrelated purpose and notice a piece of charcoal where the MOV used to be. The MOV absorbed the transient, blew itself up and protected your machine. In fact, that's why the MOV devices are mounted in a little window inside the power strip. Otherwise you might not know that the MOV had done its job (once) but is no longer in the circuit due to its demise.



This single unit supressor costs $6.45.

For those of you that live in areas where electrical storms are common, adding MOV devices now can save some costly repairs down the road. If you have any questions, please feel free to contact me, Randy Fromm, at 1944 Falmouth Dr., El Cajon, CA 92020-2827; 619/ 593-6131 or fax 619-593-6132; my internet is randyfromm@delphi.com.

© Randy Fromm November 1994



THE WORLD'S MOST FAMOUS CLOWN

Larry Harmon's

BOZO™

PROUDLY PRESENTS TWO NEW EXCITING KIDDIE RIDES!

ANOTHER FIRST FROM KIDDIE RIDES USA, THE WORLD'S LEADER!







SE HABLA ESPAÑOL

KIDDIE RIDES USA

CALL TODAY TOLL-FREE

1-800-448-6888

SPECIAL DISTRIBUTOR PRICING AVAILABLE

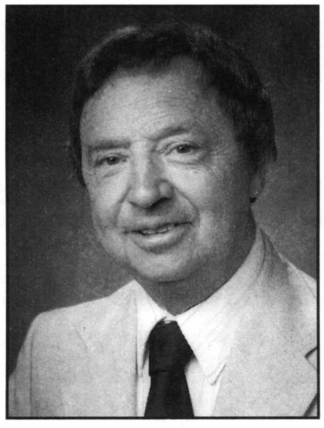
Made in America

"BOZO" TM & © 1994 Larry Harmon Pictures Corp. All rights reserved.

"SEE YA' AT THE SHOWS" AMOA, SAN ANTONIO • FUN EXPO, LAS VEGAS • IAAPA, MIAMI

ON THE ROAD

BY BOB RONDEAU



FOND MEMORIES OF SAN ANTONE

The AMOA show in San Antonio was super! The "convention" actually began for my bride Bev and I when we boarded the plane and ran into a bunch of industry friends all waiting for the coffee wagon to start rolling down the aisle. When we got off the plane, we knew we were in Texas. Bev, who talks to everyone, asked the taxi driver if he was born in Texas and he said "nope, but I got here as soon as I could."

When we got to the convention center, it felt a little funny not to be representing anyone or work in a booth. But, it was still a time of learning, fellowship and fun for us as we met old friends, saw new things being offered by new companies and even caught a great floor show with Kenny Rogers complements of Bob and Geri Nims. All this and much more in a beautiful city Bev and I had always wanted to visit.

Simply stated, we had a ball in San Antone. But a lot of others in the business who could have enjoyed the same amount of fun and learning just weren't in town. It's always amazed me why anyone with machines in the street would take a pass on the AMOA show. Then again, it's always been a mystery why some operators don't even support their local associations whose only goal is their welfare.

I've heard lots of explanations from operators over the years why they don't go to this, or the other national show, ACME. Here are some of the more common ones: "It's only for the big operators." "It's too expensive." "I can't leave my business." "I can always see everything at the distributor." "I'll get all the information from the trade magazines." "I was there last year." And a newer one: "Indian casinos have taken all my money."

I went to a bunch of convention seminars and came away a heck of a lot smarter. The one on legalized gaming ran for two hours and provoked a lot of comments from people who are involved. Nothing was held back as we heard such remarks as: "If you think you're frustrated and irritated trying to get gaming legalized in your area, just wait until you get it!" Another echoed that, saying "Sometimes you lose by winning."

If I was still operating, this single seminar and the sharing that followed would have paid for my trip. I came away with a new outlook after hearing about the mistakes others were willing to exchange with the rest of us. By the way, this whole trip cost Bev and I less than $850.00 and that included our airfare (I figure if you're going to fly, take a plane). We even stayed an extra two days to enjoy beautiful San Antonio.

TALE SPINNERS

There's a group known the world over as the Burlington Liars Club. Every year, thousands of lies are sent in to be judged, and the best are picked by expert tellers of tall tales. I used to look forward to reading the winners.

Six, seven years ago, Al Rodstein, Steve Kordek and Ed Adlum gave our business the Half Century Club International where the idea was to gather industry oldtimers with fifty or more years of trade experience to their credit. Since that was kind of limiting, they immediately opened it to fellas and gals with 40 years, calling them "associate members."

Finally, at the last ACME show, they got more realistic, opened full membership to anyone with 25 years experience or up and changed the group's name simply to the Century Club. For that reason, among others, their meeting at the recent AMOA Expo in San Antonio was probably their largest yet, as were some of the war stories shared by these vets.

Steve Kordek is the Bat Man of this Geritol group and Jim McNeely his

Pal's DYNAMITE DUO

Magical Odds And Magical Tonic ©TM ©T

MAGICAL ODDS FEATURES

RED JOKER BONUS
Catch a Red Joker and win Bonus Points!

JOKER FEVER
Fever Spins are awarded when three Jokers appear in a row.





MAGICAL TONIC FEATURES

NUMBER FEVER
Get three of any symbol in a row and start the number window spinning!

PAIR CHANCE
If the Number Window stops with two pairs of numbers, a Special Win is awarded!



BOTH GAMES FEATURE

Special Color Odds * Hi/Lo Double Up Game * Superb Graphics And Sound

GAMES ARE AVAILABLE IN

9" and 13" Countertops * 19" Upright Cabinets (Two Styles To Choose From)
19" Sit Down Cabinet * 13" Mini Cabinet

For Amusement Only. Not Intended For Sale Or Use In States Or Municipalities Where Prohibited By Law.

535 Old Nashville Highway
Lavergne, TN 37086

Micro Manufacturing

1-800-277-6130
(615) 793-5510
Fax: (615) 793-5513



Marge, Gordy, Cidy and Joe Jacobson on the "Expo express" out of Green Bay with us. The "Amusement Devices" clan is proud that Eric Jacobson is the new WAMO president.



Some who made the gaming seminar so valuable: South Dakota's Jim Larsen, Dean Schroeder and Bob Correa with VLC's Dwane Frahm and attorney Bob Riter.

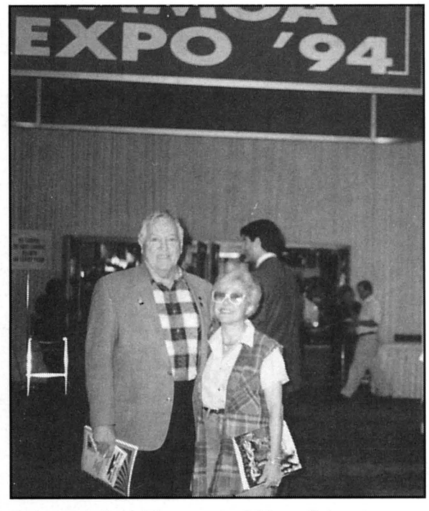
Robin. They and the rest are the guys and gal (Millie McCarthy) and won a lot of the battles for those who are operating now. Some are the fathers (or the mother) of some trade people, and in some cases, grandfathers.

Being so truthful and factual myself, it always amazes me when I hear them tell stories at these meetings, especially since the stories seem to change a bit every year. I asked Eddie Adlum if Millie's anecdote about the time she "bailed" him out of a jam years ago in Lake George, NY was accurate. "Close enough," Eddie smiled.

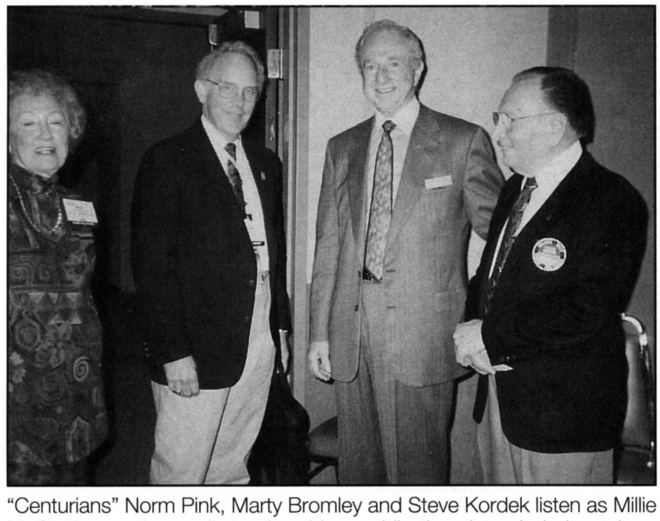
Steve Kordek's recollection of United Manufacturing's Lynn Durant sitting on a chair collecting cold cash from distributors as their trucks went in and out of the old Chicago factory loaded with *Shuffle Alleys* makes a wonderful story, but we wonder exactly how many times Lynn actually did that. But when you're participating in a Century Club gabfest, you have to listen with an open mind.



Mr. and Mrs. Eddie Shultz (big AMOA boosters) off again to an Expo.



Bob and Geri Nims out of New Orleans were among the many friends from around the country we bonded with at Expo.



"Centurians" Norm Pink, Marty Bromley and Steve Kordek listen as Millie McCarthy continues discussing things while the picture's being taken. This is one special lady!

After hearing this year's batch of tales, I wonder which side Stan Levin really was on during the war, if Millie ever got a medal for her finesse, did Marty Bromley really run for president of Hawaii and is Gene Urso really Italian?

To me, the Century Club meeting was the highlight of the convention in San Antonio. It was a time to brag a bit, reminisce, tell stories and listen to the masters talk. With so many now eligible for membership under the new 25 year rule, I know this club will grow. They meet at every Expo and every ACME, so watch the trade papers for the time and place of the next affair.

Personally, I'm grateful that I'm quiet and bashful by nature and that my honesty makes me sit back quietly and just listen. Well, maybe I did share a few words...okay, more than a few. But all the while, I kept remembering the words out of the past uttered jointly by Gil Kitt, Joe Robbins and Jack Burns: "Rondeau, you've got a lot to be modest about!" See you next year.

◆

See us at IAAPA
Booth #'s 1650-64

Doyle

THE NEXT GENERATION

OF WINNING REDEMPTION GAMES & KITS



ORDER NOW!

Be the first to showcase
DOYLE's
Next Generation of
Redemption Games & Kits

UL Listed

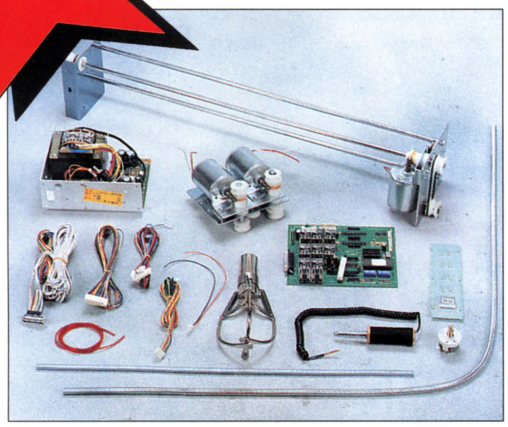
FAMILY GAMES
- HOOP SHOT ®
- HOOP SHOT ®RALLY
- PRO PITCH®
- COBRA HUNT ™
- CONDOR ATTACK ™
- BANDIT SHOOTOUT ™
- RAZZLE DAZZLE ™
- DUMP THE UMP ™
- SHARK FRENZY ™
- WESTERN HAT DUNK ™
- RATTLESNAKE ROUNDUP ™

CHILDREN GAMES
- LI'L HOOP SHOT ®
- LI'L RAZZLE DAZZLE ™
- LI'L HOOP SHOT ®RALLY
- LI'L PRO PITCH ®
- MOTHER HUBBARD ™
- 3 LI'L PIGS ™
- OLD LADY IN SHOE ™
- HUMPTY DUMPTY ™
- WOLF HUNT ™
- POP GOES THE WEASEL ™
- LI'L WESTERN HAT DUNK ™

The Doyle Dedication to Excellence

P.O. Drawer 49467 • Sarasota, Florida USA 34230-6467 Tel: 813-366-3735 • Fax: 813-366-5197

NEW



Catcher Kit Item No.AK1

VISIBILITY GOOD!
EXCELLENT SERVICE & SENSIBLE PRICES

MANY MORE ITEMS IN STOCK
PLEASE FAX FOR MORE DETAILS

Item AK1
Size:80cm×36cm×18cm
Weight:14.5kg

Jombo Size Crane
Size:193cm×168cm×83cm
Weight:45kg



Catcher Item No.A1
Size:186cm×77cm×78cm
Weight:95kg



Catcher Item No.A2
Size:186cm×77cm×78cm
Weight:95kg



Catcher Item No.A4
Size:194cm×168cm×89cm
Weight:230kg



Coin-Slotting Machine Item No.A5
Size:218cm×155cm×241cm



Happy Plaza Item No.A1
Size:191cm×81cm×84cm



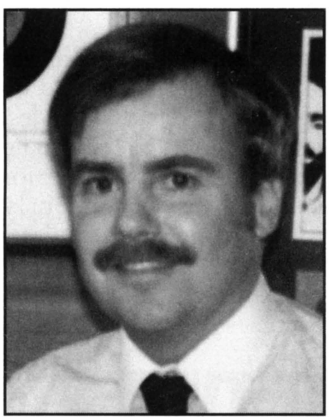
Bingo Baby II (USED)

YA CHOU

YA CHOU CO., LTD.
ADD:NO 96, WU CHUAN 1 STREET,
TAICHUNG, TAIWAN, R.O.C.
TEL:886-4-3712990
FAX:886-4-3717660

LEGAL QUESTIONS

BY LAURENCE MERRITT & DAVID HAGEN



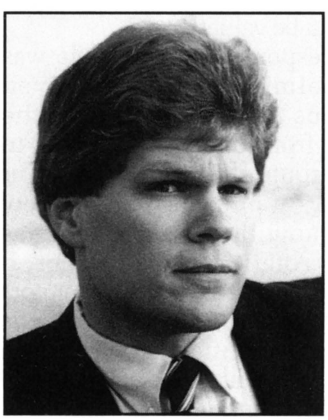
PART ONE

Buying and Selling a Route: How to Estimate the Right Price

Back by popular demand are two of Merritt & Hagen's hit columns. The topic? How to value a route for sale or purchase. (They originally ran in May and July 1988.)

Coin-operated routes are frequently sold between operators. Established operators use this as a means to expand their operations. Other operators may wish to sell routes for various purposes: to get out of the business; to raise capital; or to streamline their operations.

The industry uses various formulas to place a dollar value on a route. However, these formulas are not strict standards to follow blindly. The key factor in determining the value of a route are the quality of the operation and the security of its future income. The bargaining strength of each operation is also a major factor to consider.



ATTORNEYS LARRY MERRITT (AT TOP) AND DAVID HAGEN

PRICING FORMULAS

As a starting place, the following formulas may be considered as an effort to place a price on a route.

1. Music and pool table routes. These routes tend to be fairly stable and profitable. The machines may be on long-term leases and require little service. The average price for a music/pool table route is approximately 60 to 70 times the operator's weekly gross receipts from the route.

2. Amusement machines. An amusement machine route may have less value. The machines must be rotated, updated and repaired constantly, making the route more expensive to run. Consequently, the value of an amusement route may be less than 40 to 60 times the weekly gross receipts.

3. Cigarette route. Cigarette routes have less value today in many areas than they did a few years ago, because of the numerous ordinances that have been passed (and are being passed) to limit smoking in public places. In some areas, legislation is pending to prohibit cigarette dispensing machine entirely because (the legislators say) of their accessibility to minors. The formula we've seen used is approximately $1.25 to $1.50 per pack sold per week.

4. Combination routes. A route which combines all of the above types of machines tends to be the most valuable of all, because the business is more diversified. A large, diversified route provides a steadier income, which gives it greater value.

OTHER FACTORS

The type of machinery and weekly income are not the only factors to consider when evaluating the worth of a route. You should also explore the nature of the location agreements and plans of key employees.

The prospective purchaser should examine the written location contracts. Are they legally binding? The contracts should be examined to determine their average length of applicability. In general, contracts having longer terms are of greater value.

Prospective route purchasers should also determine the future status of key employees of the operator who is selling the route. Are they free to compete for the locations that are being sold? If so, the purchaser can have future problems. More than once, I've seen a business sold in which all of the customers of that business were stolen away by former key employees shortly after the sale.

The purchasing operator will frequently wish to operate the route on a

"Take it from me, for the best crane plush call my friends at Success!"

Satisfaction Guaranteed!

Ask about their "No Risk Offer"



Success Plush, Inc.

1-800-396-8888
10660 Kinghurst Drive
Houston, TX

KOMAYA™
THE BIG NAME
IN JAPANESE REDEMPTION



MINI HOCKEY
W: 30"
H: 37"
L: 51"
WEIGHT: 168LB

WE ARE THE EXCLUSIVE DISTRIBUTOR FOR **KOMAYA** PRODUCTS ALL OVER THE WORLD.
PLEASE CONTACT:

Fillmore, inc.
10 - 23 Koda 2, Ikeda • Osaka 563, Japan
Phone: 81-727-54-2535 Fax: 81-727-54-2522

four-week trial basis. The revenues earned during that time will be used to help determine the final purchase price.

The purchase of a route requires careful evaluation. A formula for the purchase price cannot be followed blindly. Well-run routes, supported by strong location contracts, have far greater value than the formulas would indicate. Poorly-managed routes, supported only by oral location agreements, have less value. The transaction should be reviewed by the attorney and accountant for both parties. Legal and tax consequences from the sale of the route must be considered carefully. The contract and escrow instructions should be carefully written to protect both sides.

A well-thought-out sale of a route can be a profitable transaction for both seller and buyer. A poorly planned transaction can have disastrous consequences. Keep that in mind the next time a "business opportunity" comes your way!

PART TWO

More Thoughts on Valuing a Route

Two months ago, I wrote about various formulas which are used by operators to place a value on a route. Those formulas are guidelines to establish perimeters within which routes can be valued.

The response to that article was overwhelming. I have received numerous calls from all over the country from operators seeking to value a route they were buying or selling. Most of them want to know exactly how the various formulas worked. After these discussions, it became obvious that most operators were placing too much emphasis upon the formulas. It should be remembered that these formulas are merely guidelines to help a buyer or seller establish the perimeters within which to place an approximate price.

The bottom line for any purchaser is whether the business will give an adequate return on investment. An investor can purchase certificates of deposit and receive a seven or eight percent return on investment without any risk or effort. The operation of a route can require a great deal of effort and risk; consequently, the rate of

We'd like to say that our Solid Gold™ heralds an entirely new era in coin-op music.

But it doesn't.



It's just ready for one.

The Solid Gold was designed with everything an operator needs in a jukebox. Every income-enhancing feature possible. Almost infallible reliability. And an unprecedented life expectancy.

That was the easy part ... designing a jukebox that has what operators need.

The hard part was engineering-in what operators *may need* over the next 10 to 15 years ... making sure that the jukebox model we're introducing today can accommodate most anything technology may come along with tomorrow.

Meet the 100-CD jukebox that's ready for the new era: Solid Gold. It's fitted with the most advanced, amazingly efficient digital sound reproduction system there is ... a system so perfected, so capable that it's magazine-cover news in scores of major industries from broadcasting to computer science.

But most importantly, the Solid Gold's HyperBeam™ system is "accommodating." It's adaptable to likely changes in forthcoming technology.

The Solid Gold. Not a new era in coin-op music. But ready for it.

Call, write or FAX for a complimentary "Performance Machine" booklet describing the NSM HyperBeam sound system:

NSM
M.U.S.I.C.

NSM-America
1158 Tower Lane
Bensenville, IL 60106
(708) 860-5100 FAX 5144

© Copyright 1994, NSM Companies - Bingen, Germany • Bensenville, IL
™ Solid Gold & HyperBeam are trademarks of NSM Companies - Bingen, Germany • Bensenville, IL

return on investment should be substantially more than can be obtained by a low-risk passive investment like a certificate of deposit.

The following factors should be weighed with the formulas when estimating the right price for the purchase or sale of a route:

1. The present level of interest rates. As interest rates rise, the value of a route decreases. When an investor can receive a high rate of return from a passive no-risk investment, the value of a business venture becomes less valuable.

2. The element of risk in the route should be carefully evaluated. The factors that influence risk include:

a) The number of locations in the route. If the route consists primarily of one or two large locations, the route is generally more risky. If one of those locations ceases its business operations, or if it has the right to terminate the location agreement, then the value of the route can be damaged greatly by the loss of one location.

b) The loyalty of the employees. If the employees have signed employee agreements not to compete with the employer, then there is less risk in the investment. Alternatively, if the employees are free to compete with the employer, then the route has considerable risk in it.

c) The diversification of the route. If the route is well diversified, containing amusement, music, cigarette dispensing machines and pool tables, then it is more secure. But a route that's totally structured with amusement machines is more susceptible to changes in consumer preferences and trends.

d) A route that is supported by long-term, written location agreements is a more stable investment. The income from the locations is dependable. On the other hand, if the route is supported only by oral "contracts," then the locations are free to leave at will. They may do so if their allegiance is held by the personality of the selling operator.

e) The stability of the coin-operated industry in the community is another risk factor. If the community is subject to unscrupulous operators attempting to steal away locations, then the route is at risk.

3. The existence of litigation between the route and locations, competitors or former employees can also affect the value of the route. The purchaser of a route should be careful that the agreement for the purchase of the route is structured so that the buyer does not assume the liabilities of the business. For example, there may be a lawsuit pending or about to be brought by a person who claims that he or she was injured by one of the machines. The buyer of the route does not want to acquire the liability.

4. The negotiating strength of the party in question will affect the value of the route. This is true in most transactions. If the buyer can purchase the business entirely with cash, and if the seller is desperate to sell, then the buyer will obtain a favorable price. On the other hand, if the buyer has little cash, so that the seller must accept a promissory note, then the seller is in a position to demand a higher price. The negotiating experience and abilities of each party will also come into play.

5. The age and quality of the equipment is a factor in evaluating a route. If the business owns a desirable warehouse, the latest equipment, a complete parts inventory and other desirable equipment, then the route has greater value.

Many more factors can be relevant to the appraisal of a route. Each route is unique. An evaluation made solely by reference to industry formulas, without regard to the unique factors involved in the route and the parties to the sale, will not provide a true appraisal of the business.

Laurence Merritt has been helping operators with their legal problems for almost 20 years, taking many matters to trial and obtaining large judgments. However, he feels his greatest accomplishments are the times when he has been able to obtain successful results without going to trial. Mr. Merritt is on the panel of arbitrators for the Los Angeles Superior Court and has served as a Judge Pro Tem in the Santa Monica Municipal Court. He has also taught several paralegal courses at Waterson College.

David Hagen has represented operators for a number of years. He has taught paralegal courses at Waterson College, as well as been an instructor in the MBA program at California Lutheran University. Laurence Merritt and David Hagen have worked together for many years and both welcome comments and suggestions. You can reach them at: Merritt & Hagen, Attorneys at Law, 6400 Canoga Ave. #311, Woodland Hills, CA 91367; phone: (818)992-1940; fax: 818-992-3309.



SAMMY'S GOT A FULL PLATE

Elk Grove gamesmith has the goods for both street locations and fun centers

American Sammy's two-pronged product line is making points this fall. Joining their inventive redemption line is a clever combination of token flip/pusher called *Lucky Ducky*. And for the street (though game room people like them too), their two video kits offer good fun at video conversion prices and flexibility (their *Krazy Bowl* bowling kit is vertically-oriented while their *Eagle Shot Golf* is horizontal).

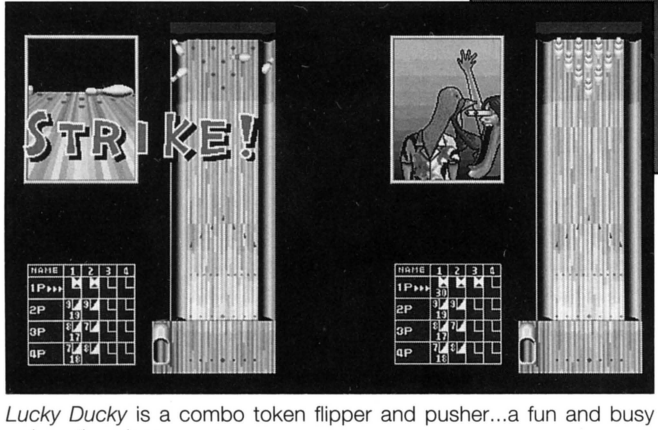
Both video kits are tailor-made for the street, with their sports themes, clear graphics and challenge. Each is played with a trackball, but operators can use joysticks if necessary as the games both have dip switches to accommodate this.

Lucky Ducky, their newest redemption entry, features a little gun that flips tokens or coins at targets on the backfield. Each time a token is flipped into one of nine targets, character voices like that of "Dump Duck" prompt the player on which combination of targets to try and complete.

Four bonus targets make the game play even more interesting by rewarding bonus tickets. And, the game's new dot matrix spinning reel display at the top of the marquee adds to the fun (if a player is a "Lucky Ducky", the ticket payout can be as high as 2,000 tickets).

The game also has a bonus car (like the bonus wagon in their *Coin Circus* game) and the anticipation of tokens being pushed off several ledges. There's a lot going on with *Lucky Ducky* and if you haven't tried it out yourself, check it out at the American Sammy distributor nearest your place of business.





Lucky Ducky is a combo token flipper and pusher...a fun and busy redemption piece.

Two shots of the Krazy Bowl screen. Like the old *Capcom Bowling*, this one's a natural for street sites.

For more information or distributor referral, call American Sammy at 708/364-9787 or fax them at 708/364-9831.

DISTRIBUTOR PROFILE



Headquarters for American Coin sits on a fine corner property in Portland at 700 S.E. Clay.

AMERICAN COIN MACHINE DISTRIBUTORS

MARKING THEIR FIRST YEAR IN PORTLAND AND SEATTLE.

They celebrated their first year in business this past Aug. 27th, but it seems like American Coin Machine Distributors has been in the industry a lot longer than that. The number one reason for that perception is that company management has been working the northwest market for other distributing companies even before the original video game boom hit the business.

American Coin maintains full service outlets in both Portland, Ore. and Seattle, Wash. While Portland is its headquarters and the office of the company's president Mike McWilliams, both Portland and Seattle (which is under the command of branch manager Jerry Estes) are almost "twins".

Each outlet employs eight people, each occupies around 12,000 sq. ft. of space and each offers the same machine brands (which include Arachnid, Atari, Automatic Pdts., Data East pins, videos and redemption, NSM music, Premier, Sega and Valley).

And they have a "foreign cousin" of sorts in Jim Niblock's Canadian Coin Machine Distributors (Burnaby, B.C., Canada) since all are part of the Winfield Group of Companies. While both McWilliams and Niblock are minority shareholders, both American and Canadian distribution organizations are principally owned by the Winfield Group whose founder Ralph Winfield tragically passed away Oct. 13th.

It was a poignant moment when *RePlay* caught up with Mike McWilliams to get the details for this story as he'd planned to fly into B.C. for Winfields' funeral the day after our phone chat. But in the Winfield spirit of "looking to the future", Mike gave us his undivided attention to talk about this new northwest distributorship he's so proud of.

FROM FOOS PLAYER TO GAME PURVEYOR

Mike McWilliams is a native of the seacoast town of Port Orford, Ore. where his folks still live. The graduate of Oregon State fell in love with foosball while in school. After graduation, he got involved as a player in the Tournament Soccer events, put some machines out on the street himself and even opened a foosball room called the Foos Forum in Portland.

Mike loved running tournaments and wanted to expand, but said he tried and failed to get the cooperation of a regional distributor for the loan of some soccer tables. So, the germ of an idea…to open a tournament-oriented machine distributorship…was put into action.

He closed up the Foos Forum and, along with his wife Faye and friends Marcio Bonilla, Steve Blattspieler and soccer pro Mike Bowers, opened General Leisure in 1978. Oddly, as foosball wound down, the dealer jumped into the mainstream of the coin machine distribution business. Over the next ten years, they built up a respectable lineup of factory brands, opened a branch in Seattle and offered the area's operators a good spectrum of music, amusement and

GALAXY™

THE COMPLETE SYSTEM

FROM THE ORIGINATOR OF ELECTRONIC DARTS



LEAGUES AND TOURNAMENTS

Arachnid created the first soft-tip dart league format in 1977

First coin-op manufacturer to use modem based data transfer

Automatic calculation for NDA "S.P.R.E." and points per round

16 state annual regional tournament circuit blanketing the US

$180,000 BullShooter world championship tournament tour

$80,000 nine event BullShooter Finals

PROMOTIONS AND SUPPORT

Seven traveling league specialists available to operators for software setup, league management, promotion and tournament operation

Top Gun Challenge promotion that rewards players at the local level in each and every location advancing to a $15,000 final

BullShooter Magazine

Software bulletin board and Tech Tips Newsletter

PRODUCT AND TECHNOLOGY

The leader in Modem-based communications between office computers and route equipment

Operator selectable features without flipping switches
- Single/double bullseye - Automatic player change
- Coins per credit - Missed dart detector - Super Spider darthead
- Dart, hattrick, triple, win, bust and coin-up sound selection

AMOA

"MOST PLAYED DART GAME"

GALAXY 1993

Arachnid INC®
6421 Material Ave.
Rockford, IL 61132
1-800-435-8319

TOKENS

IN THE RACE
FOR QUALITY,



THE WINNER

IS

HOFFMAN & HOFFMAN

EVERY TIME!

- Custom Tokens shipped in ten days
- Minimum custom order is 1000 Tokens
- Lowest prices in the country
- Highest quality
- You can buy the best Tokens for less. Check our prices and see

HOFFMAN & HOFFMAN

HOFFMAN & HOFFMAN
P.O. Box 896, Carmel, CA 93921

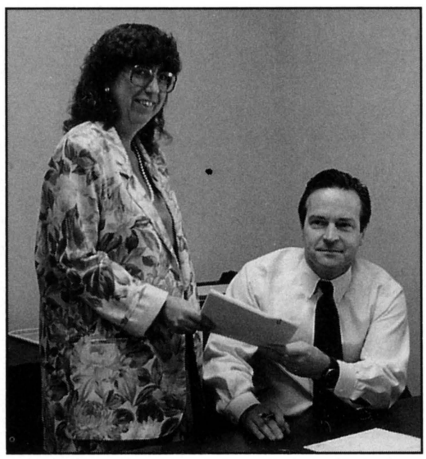
800-227-5813

FAX: 408-649-3318

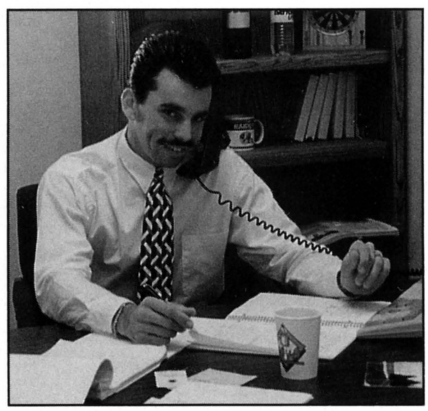
"Quality is our family tradition"



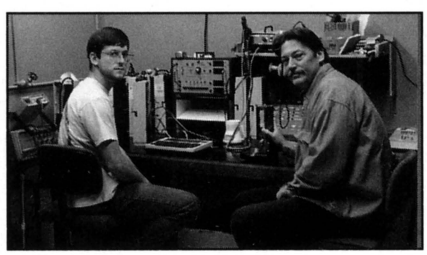
The Portland staff says "hi" beneath their beautiful dark blue awning.



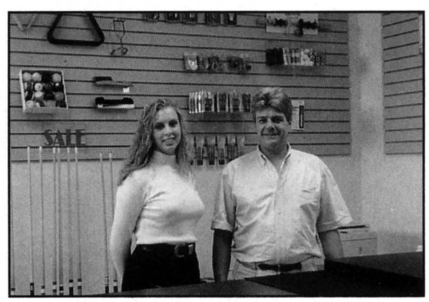
American Coin president Mike McWilliams with his office manager Helen Adams.



Jeff Crouse, domestic and international salesman, works the phone.



Trevor Hall (service) visits with American's service manager Bruce Wade.



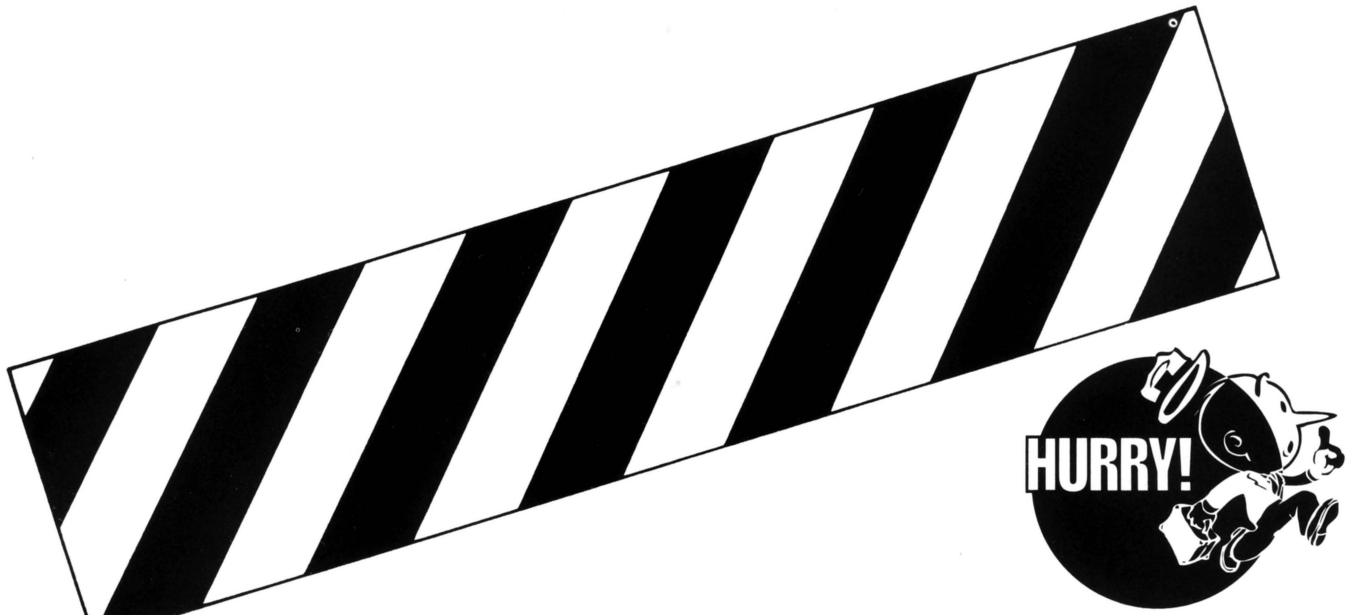
Erika Dreyer, with parts manager Darryl Spacek, lends charm to the parts counter.

vending machines.

Around 1988, Mike and Faye sold the company to large regional operator Craig Estey (Coin Machine Sales) and the organization changed its name slightly to General Coin. Mike stayed aboard, but in 1993, he decided to get out of it. He had no success trying to sell it outright, so he decided to shut it down. Enter Ralph Winfield.

Mike McWilliams had built up a good relationship with the giant Canadian operator and opened up conversation on starting up a new distributing company in the absence of General Coin. They ended up buying certain of General's assets, and on Aug. 27, 1993, opened American Coin at the very same General store at 25th and Nicolai in Portland. They also did the same thing in Seattle, again at the old General Coin location. The Portland office moved within two months to a corner property at 700 S.E. Clay, but Seattle remains on First Ave. South.

"Ralph was a guy who got things



• MANUFACTURERS • • DISTRIBUTORS • • PARTS SUPPLIERS•

DIRECTORY

• SERVICES • 1-STOPS • • ASSOCIATIONS • • IMPORT/EXPORT •

The 1994 RePlay Directory Yearbook is now in preparation!

RePlay

The time is here to book your

ADVERTISING

in this most important magazine of the year!

This is the industry phonebook with up-to-date listings of the stars in the coin-operated amusement industry. Don't miss this annual!

Ad Deadline: **NOVEMBER 10**
Issue Date: December 1994
Contact: Barry Zweben
818/347-3820
(fax: 818-347-2112)

MAILING: P.O. Box 2550, Woodland Hills, CA 91365
SHIPPING: 22157 Clarendon Street, Woodland Hills,CA 91367

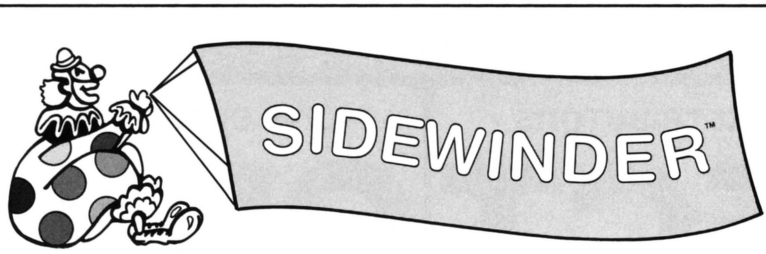
done," said Mike, recalling those original days. "He was a soft spoken man, but he had a manner of talking people into doing things that left them walking away with a smile. We all miss him very much here," he added.

In the company's first year, American Coin's done very well, despite the fact that state-run VLT games in Oregon are competing for the street operators' quarters. "The lottery is a tough competitor, very tough," said Mike. "In some locations, they can suck the expendable money dry. Some operators have become part-time operators; some others have quit the business entirely," he disclosed.

But, equipment sales have been good despite this. In fact, Mike says both Portland and Seattle offices had a fantastic winter/spring season and with all the complaining we've heard about the summer, American Coin said sales went fine.

"Some decent new product and some nice vending programs helped," he said. "Then, we had a number of new FEC's open up which we outfitted. And, of course, our new salesmen Tom Grieve and Matt David Davison pulled their weight, so we have no complaints about the summer of '94."

Business thus far this fall looks steady, but not outstanding. The big ticket items like *Daytona*, *T-Mek* and







GREAT GAMES

Great games like Sidewinder™ make money for you. Sidewinder is the perfect addition to any family fun center, arcade or mini midway. It is an ideal supplement to video games. One of the nice things about it is that it will still be operating and making you money long after all the video games have been replaced.

Do youself a favor and check into Sidewinder and our full line of amusement games and services. With over twenty years in the industry we can help you with every aspect of your game operation. We have been doing redemption for twenty years and we will be happy to help you enhance your operation with redemption centers, stock and operating techniques.

Call us today, you'll be glad you did.

Bob's Space Racers, Inc.
427 15th Street
Daytona Beach, Florida 32117
Telephone: 904-677-0761
FAX 904-677-0794

Designers and manufacturers of games since 1970
© Bob's Space Racers, 1992
Sidewinder A Patented Game of Bob's Space Racers

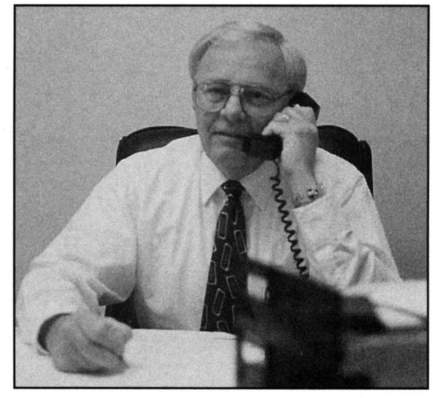
Bob's Space Racers™



Warehouse manager Joe Pyle with Trevor Hall and Bruce Wade.



The Seattle staff gathers for photo in front of their place at 3901 First Ave. South.



Seattle branch manager Jerry Estes is a true veteran of the northwest distributing business.



The Seattle showroom is spiff and well-outfitted.

ALIEN CHALLENGE







IGS

INTERNATIONAL GAMES SYSTEM CO., LTD.
TEL: 886-2-2994692～4 FAX: 886-2-2994687

FUN CENTER MANAGER®

Serious Software For A Fun Business.™

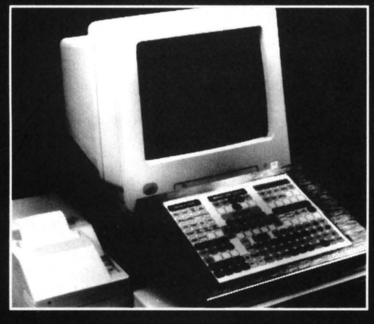
Fun Center Manager® is a point-of-sale system that's packed with the features you need to keep your Family Entertainment Center running like a top.

Lease the Manager

$1000 Down

Includes 24-hour Technical Support $49 Per Month*

*Conditions Apply. Call for details.



FUN CENTER SOFTWARE®

Serious Software. Fun Business.™

Call for a free brochure.
1-800-535-1909

Ridge Racer have done well for American Coin, as have some decent redemption pieces and new things like A.L.G.'s *Fast Draw* and the pogs (which are starting up). All this despite the fact that Oregon is not widely populated with game arcades.

In the street, music, pool and darts seem to hold their own against the VLT machine competition but others can and do suffer. "Remember that our company deals with a lot of operating companies in Idaho, Montana and up in Alaska besides here and Washington, so our customer base if not parochial, " he stated.

"And I'd like it on record that what some outsiders call the 'Oregon situation' where operators started the initiative to get legalized gaming only to lose to a source operation is not the fault of the industry here. Some people seem to think we made a mistake, but I can tell you we did everything just right and ended up getting the rug pulled out."

Throughout the territory American Coin covers, the operating business is quite stable now, Mike advised. "I don't see any more of a shakeout coming. The people in the business now are going to stay in the business. Of course, like me, they're all waiting for the next big boom to come," he laughed.

Most products sold by American Coin are new. Used equipment accounts for maybe 10%, 15% of their business and the company does encourage operators to bring in their good machines for trade-in. They offer repair services and sometimes will even go out to a customer's location to help him out.

But apart from the normal services a distributorship offers, American Coin is very hot to help its customers on game promotions. "Foosball, darts, pool tables, pins, whatever, we're here to help and we know a whole lot about promotions," Mike declared. "That's one of the edges we have in the distribution competition."

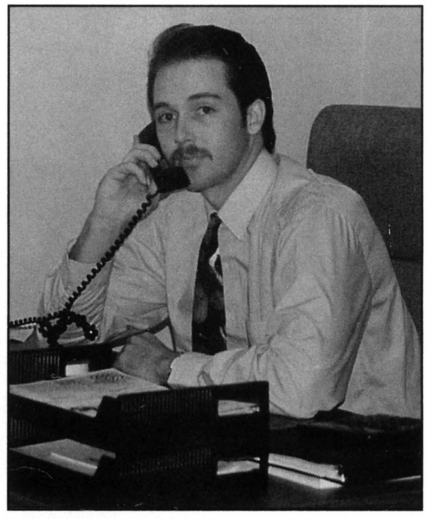
Another "edge" he says is the American Coin personnel roster... "some of the most experienced and enthusiastic people you'll find in this industry," he declared. How about the boss? Is he enthusiastic? "I love this business. It's been my life," he smiles. "I have a lot of faith in the future of this company and a load of fond memories of the past...like the days Faye and Mark Chan and I built that original General Coin up.

"I'm also waiting for the next big boom, but I'll settle for some boomlets while I'm waiting," he said. It's an exciting business...sort of like the Oregon weather since it seems to change every five minutes," he added.

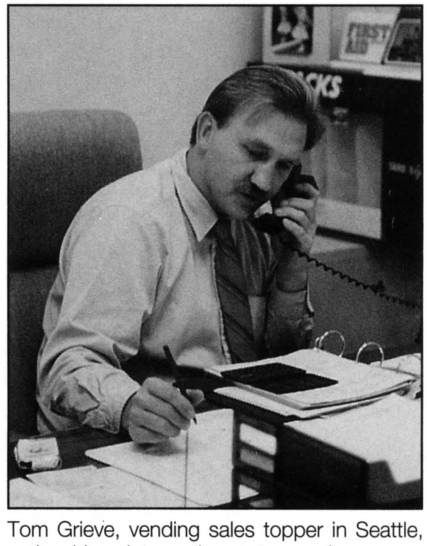
◆



Vending is important to this company and Automatic Products is important to vending.



Matt Davison, Seattle's amusement machine sales manager.

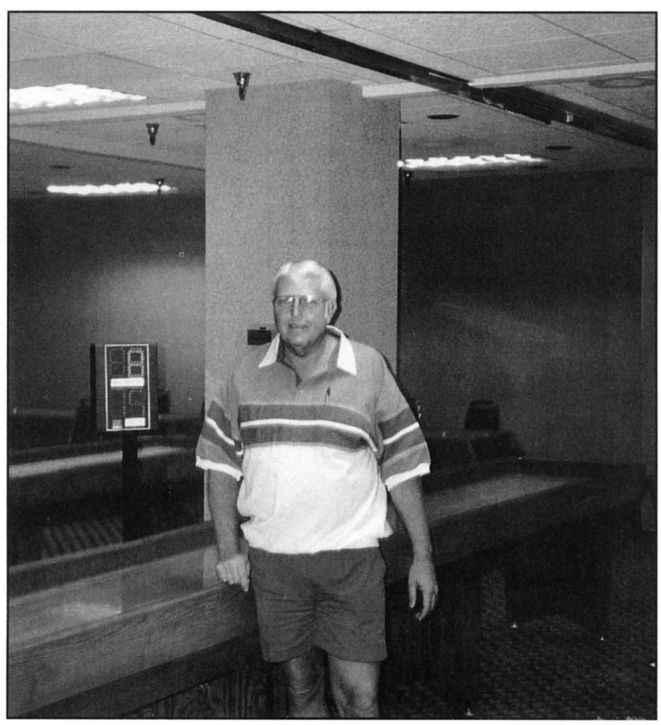


Tom Grieve, vending sales topper in Seattle, makes his points on the customer phone.

TOURNAMENT NEWS

the North American Shuffleboard Championships brings a week of intense shuffleboard competition to Reno, Nevada

SHUFFLEBOARD SHOWDOWN



Bill Melton of Oklahoma took first place in Pro Singles and Pro/Div. I Doubles (with Rick Boyer of Colorado).

The 1994 North American Shuffleboard Championships returned to the Sands Regency Hotel & Casino in Reno, Nevada, which sponsored the tournament for the fourth consecutive year. The event ran July 25-31 and gave players from across the U.S. and Canada a week of non-stop action.

More than $50,000 in prizes was up for grabs in the tournament's eleven events, which included competition in three different skill levels — Division I and Division II amateur events as well as the Pros.

The week's big winner was Bill Melton (Oklahoma), who took first place in Pro Singles, then teamed up with Rick Boyer (Colorado) to win Pro/Division I Doubles. Glen Davidson (Oklahoma) and Sheriff Hallberg (Texas) were the winning pair in A-B Draw. In Division I Doubles, it was Steve Wilson and Chris Danke (both from Washington), while in Division II Doubles, Bob Jacobsen and Larry Pearson (both from Washington) took the title.

Division I Singles went to Bobby Williams (Texas); Division II Singles saw Larry Pearson (Washington) take the title. Viola Reeves (Oregon) was crowned Ladies Singles champ.

The Team Event was won by the Texas Tornados: Sheriff Hallberg, Ron Bowers, Debbie Bowers, Betty Rickman, Tom Clubb and Bill Woolridge (all from Texas except Betty, who's from California). In Legends Draw, Joe Hudson (California) & Jim Kumpula (Florida) came out on top.

In addition to the general success of the tournament, a long-time goal of the The Shuffleboard Federation was finally



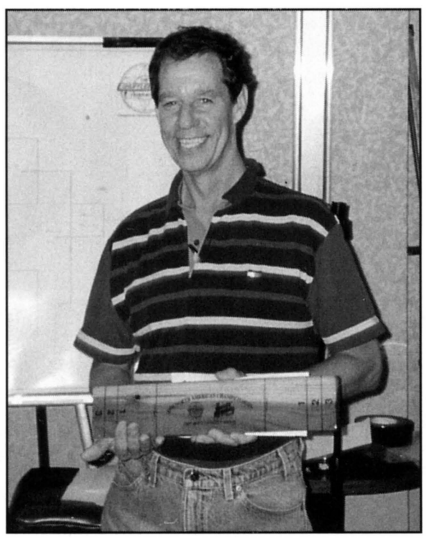
Team Event champs (from left) Ron Bowers, Debbie Bowers, Tom Clubb, Betty Rickman, Vicki Winchester, Bill Woolridge & (kneeling) Sheriff Hallberg.



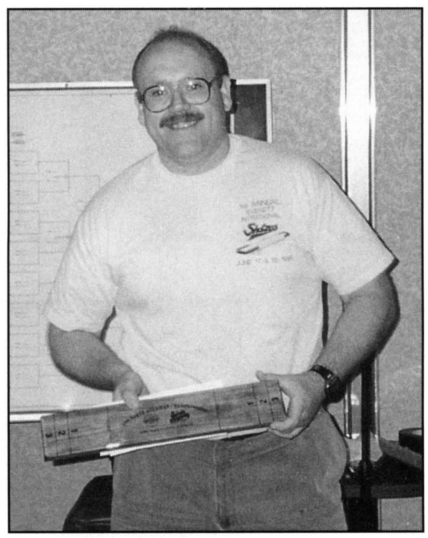
First place in Legends Draw went to Jim Kumpula of Florida and Joe Hudson of California.



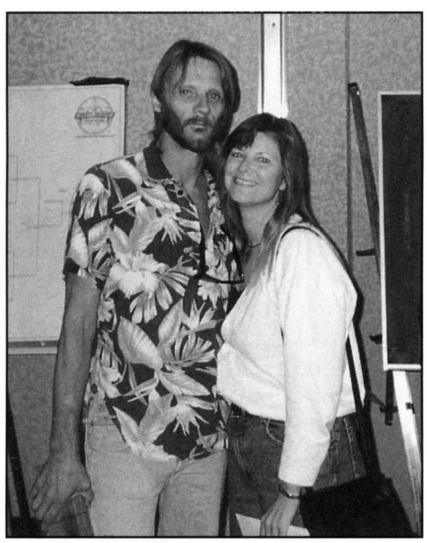
Ladies Singles champ Viola Reeves of Oregon proudly accepts her plaque.



Bobby Williams of Texas won the Division I Singles title.



Larry Pearson of Washington came out on top in Division II Singles.



Division I Doubles went to teammates Steve Wilson and Chris Danke, both from Washington.



Here's Larry again with fellow Washingtonian Bob Jacobsen; both took Division II Doubles.

realized: joint sponsorship from the shuffleboard manufacturers. American Shuffleboard, Gametime Corp. and Bill Melton Shuffleboard supplied 16 new shuffleboards for the big event. In addition to showing off some of the new features on their respective shuffleboards, reps from all three companies attended the tournament to check out the action as well as their competition.

Congratulations to all the competitors, sponsors and The Shuffleboard Federation for making such a successful gathering possible. ◆



This Home Run Will Shake You Up!

THE WAVE

New from

LAZER-TRON



Everybody will get a hit out of this BIG LEAGUE profit making machine. Players try to guide their coins down the vibrating ball field into the target holes for base hits. If the player hits a the SINGLE, DOUBLE, TRIPLE and HOME RUN in order, they can win huge bonuses.

Bonus Jackpots !

To win thousands of tickets on Lazer–Tron's patented progressive jackpot, players must get a single, double, triple and home run in order while winning large bonus tickets building up to the jackpot. Doubles are worth 2 times the normal level, triples 3 times the normal level and home runs win the jackpot.

Innovators in Redemption !

Catch the Wave of hot redemption games from Lazer–Tron, featuring such hits as Ribbit Racin™, Spin-To-Win™, Super Bank-It II™, Aftershock™, Flintstones©, Shake, Rattle & Roll™, Jungle Rama™, Pirate's Gold™ and Slugger's Alley™. Experience the difference!

Call Lazer–Tron today for the distributor nearest you.

The Wave Features:

- *Skill dominant coin sliding game*
- *Real major league baseball sounds*
- *Fully operator adjustable*
- *Size: 26"W x 60"L x 96"H*
- *Adjustable skill level*
- *Weight 350 lbs.*
- *UL listed*
- *Progressive jackpots*

LAZER-TRON

LIGHT YEARS AHEAD!

LAZER-TRON
4430 Willow Road
Pleasanton, CA 94588
Phone: (510) 460-0873
Fax: (510) 460-0365

Patended and Patents Pending

© 1994 Hanna-Barbera Productions, Inc.
All Rights Reserved.

TEAM EFFORT PAYS OFF

this year's Bud Light National Team Championship drew 423 amateur pool teams to Las Vegas to compete for over $250,000



The American Poolplayers Association, Inc. held its prestigious 1994 Bud Light National Team Championship at the Riviera Hotel and Casino in Las Vegas, Aug. 2-6. The event, which is comprised of amateur players only, featured more than 423 teams — 387 Open Division and 36 Ladies' Division — from 46 states and Canada. The teams competed for more than $250,000 in total prize money.

All participants in the Championship are active members of the APA. Participating teams gained eligibility by competing in year-round weekly League play and winning their division in either the Summer, Fall or Spring Session this past year. Division winners then participated in the local team championship for a chance to advance to the National Team Championship in Las Vegas.

Tournament play took place on 68 Dynamo pool tables provided by Dynamo Corp., the official provider of the APA. Outside the tournament room there was plenty of action provided by the annual APA Team Shirt Contest, the annual APA 8-on-the-break contest, which raised nearly $5,000 for Muscular Dystrophy, and a pool emporium area featuring 21 exhibitors displaying their pool wares to both players and spectators alike.

The event culminated on Saturday evening, with the 1st Place Open Division Team, "The Spoilers" from Cape Girardeau, Mo., receiving $10,000 in prize money. The "Wild Bunch" from Metairie, La. placed second in the Open Division and took home $6,000. The 1st Place Ladies Division winners were "Barney's Babes" from Hamilton, Ohio, who received $5,000; second place and $3,000 went to "The Play Girls" from Thornton, Colo.

The APA, based in Lake Saint Louis, Mo., sanctions one of the nation's largest amateur pool leagues, known as the Bud Light Pool League or American Pool League, and as the Dynamo Pool League in Canada. Membership in the League increased to more than 125,000 in 1993. The APA's newest tournament, The U.S. Amateur Championship, is open to anyone choosing to participate.

For more information, contact the APA at 314/625-8611.

WANT A SUBSCRIPTION TO magazine RePlay?

It's easy to get! Simply fill out a card, rip it out, drop it in the mailbox and you will be billed. When mailed in your own envelope with a check, the magazine is on the way the same day!

All magazines sent *PRIORITY MAIL!*

Sorry, we do not accept credit cards.

RePlay magazine U.S. subscription

☐ One year (12 issues): $60
☐ Two years (24 issues): $110
☐ Three years (36 issues): $150
☐ Sample copy: $5

Same-day service when accompanied by check. All magazines sent PRIORITY MAIL.

Name:_____ Company: _____

Street: _____

City: _____ State: _____ Zip: _____

Phone: _____

Please check the box that best applies: I am primarily a: ☐ Street Operator; ☐ Arcade Operator;

☐ Distributor; ☐ Manufacturer; ☐ Other:_____

RePlay magazine FOREIGN subscription

☐ Canada & Mexico one year (12 issues): U.S. $80 [Canadian $100]
☐ Canada & Mexico two years (24 issues): U.S. $150 [Canadian $180]
☐ Canada & Mexico sample copy: U.S. $8 [Canadian $10]

☐ One year AIRMAIL to all other foreign countries: U.S. $200 (2 years U.S. $370)
☐ One year SURFACE/STEAMER mail to all foreign countries: U.S. $75 (2 years U.S. $130)
☐ Sample copy: overseas airmail $17 (U.S.)

Same-day service when accompanied by check.

Name:_____ Company: _____

Street: _____

City: _____ Country: _____

Phone: _____

WIRE INFORMATION: First Interstate Bank at Woodland Hills, California
ACCOUNT #: 262-956674 TRANSIT ROUTING #: 1220-00218

MOVING?

Name	Print or type — Last Name, First Name, Middle Initial.	New phone number if known.
	Company Name.	
Old Address	Number and Street, Apt. or Suite No., P.O. Box.	
	City, State and Zip Code.	
New Address	Number and Street, Apt. or Suite No., P.O. Box.	
	City, State and Zip Code.	

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO. 568 WOODLAND HILLS, CA

POSTAGE WILL BE PAID BY THE ADDRESSEE

REPLAY MAGAZINE
PO BOX 2550
WOODLAND HILLS CA 91365-9644

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO. 568 WOODLAND HILLS, CA

POSTAGE WILL BE PAID BY THE ADDRESSEE

REPLAY MAGAZINE
PO BOX 2550
WOODLAND HILLS CA 91365-9644

NO POSTAGE
NECESSARY
IF MAILED
IN THE
UNITED STATES

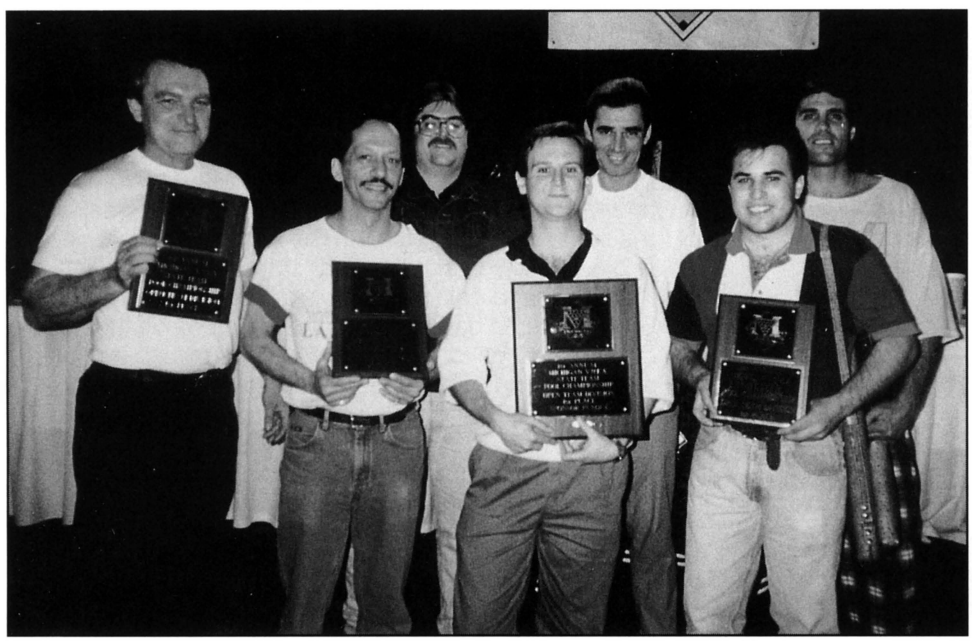
BUSINESS REPLY MAIL

FIRST-CLASS MAIL PERMIT NO. 568 WOODLAND HILLS, CA

POSTAGE WILL BE PAID BY THE ADDRESSEE

REPLAY MAGAZINE
PO BOX 2550
WOODLAND HILLS CA 91365-9644

TOURNAMENT HIGHLIGHTS



MICHIGAN VNEA

For three days in early May, Bay Valley Hotel and Resort in Bay City, Mich. was the 8-ball capital of the state, when some 170 players competed in the First Annual Michigan VNEA (Valley National 8-Ball Assn.) State Team Pool Championships. Beginning on the first day with mini-singles for men and women, the event continued with women's teams and open teams competition, and concluded with finals on third day. Events were coordinated by four of Michigan's leading operators: All American Automatic (Flint), American Music and Vending (Bay City), Superior Vending (Sault Ste. Marie), and Union Music (Detroit). First place in Open Division paid $1,075, while second place was worth $775. In the women's grouping, $450 was the first place payout, while $280 went to second. "The success of the first VNEA tournament held here in Michigan is a real tribute to the dedication of these four operators," said VNEA exec director Gregg Elliot. The activities on the second day were highlighted by the appearance of touring pool professional Vicki Paski. She demonstrated her cue abilities by playing a series of matches, some with local celebrities. These matches had the goal of raising money for the Boys and Girls Club of Bay County.

VNEA CEREMONIES

During the opening ceremonies at the 14th Annual VNEA International Championships, held May 28-June 4 in Las Vegas, the newly-created VNEA Amateur Pool Player "Hall of Fame" received its first members. Receiving this honor, along with an exclusive Hall of Fame satin jacket, certificate and limited edition VNEA Hall of Fame trading card set, were (l to r, with plaques): Larry Martin (Gapter Amusement), Jack Dunbar (Derrick Music), Tony Liburdi (Town & Country Amusement), Dick Spitzer (Rushmore Amusement) and



Eagle
Coin-Op/
Home
Pool Tables
GREAT AMERICAN BILLIARDS



GREAT AMERICAN BILLIARDS
800/831-2011
Fax: 401-463-6673

Billiard
Cloth
All Grades and Colors
Mali
ORDER DEPT:
TOLL FREE – 800-223-6468
NEW YORK – 212-475-4960
FAX – 212-533-8169
The Henry W.T. Mali & Co., Inc.
257 Park Ave, South • New York, N.Y. 10010

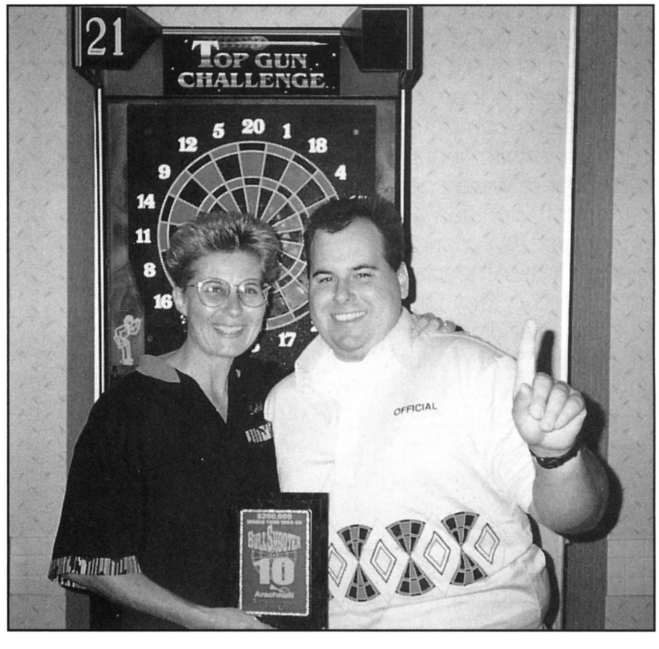
Janene Hague (Dahlco Music). Also honored at the Championships were three individuals who've displayed a solid commitment to the association. Valley president Chuck Milhem, Valley's Emil Marcet and Mr. Pool himself, Red A.M. Jones, received Lifetime Sanction Cards from VNEA exec director Gregg Elliot and VNEA prexy Gene Urso during the Annual President's Reception. Congratulations!

ADA CHAMPS

Thanks to the American Dart Assn.'s copyrighted "Neutralizer" handicapping system, amateur players were able to compete side by side with the best darters in the country at the 3rd Bud Light Dart League Championship. The event was held at the Clarion Hotel in Chicago, August 11-14, With more than 400 players competing for $35,000 in prize money in Men's, Women's and Mixed Doubles; Men's and Women's Singles; and the six-person Team Event. The ADA also introduced two new concepts to this year's championship. First, like tennis and golf, players were "seeded" into Sunday's Singles events based on abilities from both league play and the national competition. Second, this championship also produced a Most Valuable Player Award, which was based on five categories: points-per-dart averages, win/loss percentage, 180's (three triple twenty's), nine mark (three scoring triples) and hat tricks (three bulls-eyes in three throws). The ADA is very excited about these developments and plan on using the same format at their three $5,000 regional tournaments set to take place in Austin, Tex.; Cleveland, Ohio (both in October); and Galilee, R.I. (November). For more information, contact the ADA at 314/625-8621.

BULLSHOOTER KICKOFF

Arachnid's $200,000 BullShooter Tour started off the 1994/95 season with their first $7,000 tournament at the Howard Johnson Hotel in St. Petersburg, Fla., Sept. 9-



Users' Reports

"We really liked our first Token Tech, which is why we ordered our second. I'm calling now to order our third."

"The Token Tech eliminates the need to spend hours making up rolls of 20 and 40 Tokens. We are saving enough labor cost to more than pay for it in less than two months."

"The best investment since we bought our fax machine. I can't ever imagine doing business without either one."

"We have good employees . . . The Token Tech removes the temptation for them to become "silent partners" by skimming the till."

"It's great! You should have come out with it 10 years ago."

"After using our Token Tech for Quarters, we are switching over to Tokens. Thanks to the dispenser, we got acquainted with your Token Systems."

"The Token Tech eliminates long lines at our cashier's cage. Our customers like it, too!"

"Our Batting Cage Tokens are valued at $1 each. Anyone with a high-value Token should be using a Token Tech."

"We use a larger size Token for our Carwash. All Tokens are sold through the Token Tech. It's accurate, and much faster, and it keeps our people honest."

"The first two Token Techs are excellent. We are sending our purchase order for six additional units."

"It's working just perfect. We love it!"

"For a $3 Cigarette Token, it's the only way to do business."

"We were using a system which had the "illusion of control" . . . The first shift manager counted all our Tokens. The third shift manager emptied all the cashboxes, and did a day-end count."

"The Token Tech has simplified our whole operation, and we know exactly where we stand every hour."

"We bought a similar item, made in Europe. It cost a lot more, but it never worked right, so we sent it back. Your Token Tech is far superior."

If you want to take more of these to the Bank every week . . .

Just Push the Right Buttons.



Token Tech™ #2000
High Security Token Dispenser

- **Control, Accuracy, Security & Dependability.**
- **Non-Resettable Counter. Vended Token or Coin counts can be taken on a daily, hourly, or work-shift basis . . . *or Anytime.***
- **Changeable Display Signs. (Stock or Custom)**
- **Ideal for Amusement, Vending, Carwash, Casinos, . . . *or Anywhere Tokens or Coins are used.***

***Full Refund on 30 Day Trial . .* Only $1,295 ea.**
FOB LEXINGTON

Phone or Fax for Free Brochure **FAX**

LARGE HOPPER CAPACITY

Token Size	Capacity	Token Size	Capacity
.800	10,000	.984	7,500
.882	9,000	1.000	7,500
.900	9,000	1.125	6,000

Coin	Capacity	Coin	Capacity
US Quarter	7,000	Brazilian 20 Cruzados	4,500
Canadian 25¢	8,000	Venezuela 1 Bolivar	5,000
Australian 20¢	5,000	Chile 1 Peso	4,500
Canadian Dollar	6,000	Ecuador 1 Sucre	4,000

Specify Size of Coin or Token When Ordering

We Ship Worldwide

VAN BROOK OF LEXINGTON, INC.
P.O. BOX 5044 • LEXINGTON, KY 40555 • U.S.A.
PHONE (606) 231-7100 • FAX (606) 231-7108

TOLL FREE 1-800-553-3134
VISA MasterCard
*Call Us and **Talk to Real People** — Not a Machine*



Many Stock Signs available. Custom Signs (black & white or color) designed to order.

TOP HITS OF JAPAN

from Game Machine Magazine, November 1, 1994

TOP 25 VIDEO COCKTAILS

	Model (manufacturer)
1	The King of Fighters '94 (SNK)
2	Virtua Fighter (Sega)
3	Power Instinct 2 (Altus)
4	Puyo Puyo 2 (Compile/Sega)
5	Crazy Cross (Konami)
6	Darius III (Taito)
7	Quiz & Dragons (Capcom)
8	Super St. Fighter II Turbo (Capcom)
9	Ring of Destruction (Capcom)
10	V-Shoot (Namco)
11	Great Sluggers '94 (Namco)
12	Raiden DX (Seibu)
13	Mobile Suit Gundam EX (Banpresto)
14	Puyo Puyo (Compile/Sega)
15	Mahjong Prof'l "Kiwame" (Athena)
16	Aggrs. of Darkkombat (ADK/SNK)
17	Dark Stalkers (Capcom)
18	Groval Champion (Taito)
19	Fantastic Journey (Konami)
20	Super Real Mahjong P. IV (Seta)
21	Inchidant-R (Sega)
22	Raiden II (Seibu)
23	Shanghai III (Sun)
24	Shanghai II (Sun)
25	Aero Fighters 2 (Vid. Systems/SNK)

TOP 15 UPRIGHTS & COCKPITS

	Model (manufacturer)
1	Sports Fishing (Sega)
2	Virtua Cop (Sega)
3	Ridge Racer [deluxe] (Namco)
4	Daytona USA [twin] (Sega)
5	Virtua Fighter (Sega)
6	Daytona USA [deluxe] (Sega)
7	Ridge Racer 2 [std./del.] (Namco)
8	Desert Tank (Sega)
9	Star Wars (Sega)
10	Wing War [twin] (Sega)
11	Jurassic Park (Sega)
12	Final Lap R [standard] (Namco)
13	Speed Champ.-King/Quiz (Jaleco)
14	Out Runners (Sega)
15	Soreike Kokorogy 2 (Sega)

TOP 5 FLIPPERS

	Model (manufacturer)
1	World Challenge Soccer (Premier)
2	Royal Rumble (Data East)
3	Popeye Saves the Earth (Midway)
4	Addams Family (Midway)
5	Jurassic Park (Data East)

ROBIN SUN ENTERPRISES CO., LTD.
Manufacturer, Exporter & Importer
4th Fl-3, No. 15. Alley 73, Sec 2, Chung Hua East Road.
Tainan, Taiwan, R.O.C.

COLOR VIDEO GAMES MONITOR & PARTS...

Color Monitors Available: 13", 19", 27"& 33"
Matching Monitor Chassis: 13", 19", 27" & 33"
High Resolution Color Monitor: 13"& 19"from 25 - 31 KHZ
Matching Monitor High Resolution Chassis: 13"& 19"
Base-Mount Available for: 13", 19"& 27"Color Monitor
Power Supply: 7AMP & 15AMP
Isolation Transformer

Available Parts:
Electromagnetic Counter/6 digital DC 12V & 5V • Jamma Harnesses
8 Line Harnesses • Speaker 8 OHM 5 Watt • Mini Fan DC 12V 0.14A
Ticket Dispenser •Pin Edge connector 10/22/28/36
4-8 Way Joystick • Push Button: Rectangular/Square/Round
Micro Switches: For Push Button/Joystick & Coin
Cam Lock • Key Lock
Price Quotation Based on Quantities!

Tel: 886-6-2673872 • Tel: 886-6-2903820-1
Fax: 886-6-2903819

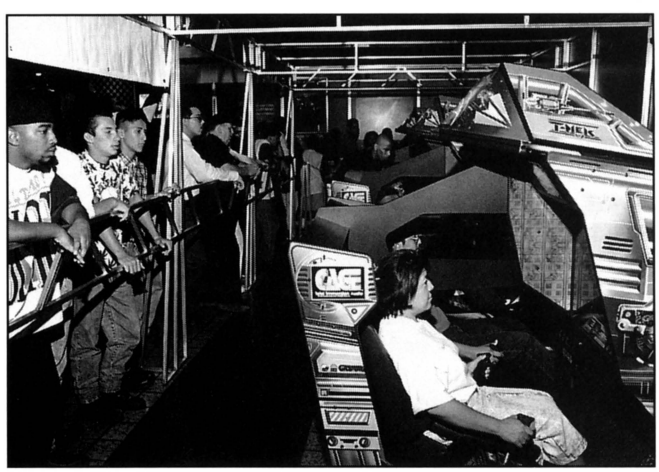
11. Arachnid distributor Southern Sound Music (St. Pete) co-sponsored the qualifier, which included eight events: Women's Doubles, Men's Doubles, Mixed Triples. Open Cricket, Men's Singles, Pro Singles, Women's Singles and Mixed Cricket. First through third place finishers qualified for the finals, set to take place next May over the Memorial Day weekend. The big winners at the Florida opener were Peter Mills and Mick Hedges, who both took first place in Men's Doubles and Open Doubles Cricket. Peter also won first place in Pro Singles after defeating Mick, and both players took first in Mixed Triples with partner Tee Leeson. Another big winner was Debbie Shutt (pictured above with Arachnid's J.D. Fako) of Orlando, who captured the Women's Singles event and took second in Women's Doubles with Patti Arden.

VALLEY GOLD AGAIN

Organizers reported an astonishing 50% increase in operator participation in this year's Valley Gold Championships, and credited the increase to a number of enhancements made prior to the qualifying events. These include reduced operator eligibility requirements, upgraded promotional materials, increased distributor field support and a dramatic presentation at the Las Vegas Championships. For next year, Valley Gold participants can expect more of the same, plus further enhancements, including better in-bar promotional materials, a "substantially-improved" operator's tournament manual, and a host of minor improvements. If you'd like more information on the '95 Valley Gold, contact an authorized Valley distributor or contact the Valley Gold Committee at 517/892-4536.

T-MEK TOUR

Nazrac the Eliminator has been challenging players across the country in Atari/Time Warner Interactive's nine-city promotional tour of their T-Mek video game. On Oct. 8, Nazrac paid a visit to the Tilt Family Entertainment Center at the Northwest Plaza in St. Louis, Mo. The tournament not only attracted plenty of players willing to take part in the intergalactic battle, but also drew of a lively crowd of spectators. The tour will be making stops in Miami on Nov. 5 and Los Angeles on Nov. 12 (a London date will be announced), and includes charity tie-ins, radio spots, celebrity appearances and press coverage. For more information, contact TWI at 408/434-3756. ◆





VITAL TITLES

TOP-SELLING 45S & CDS AT KEY ONE-STOPS AS OF OCTOBER 24, 1994

POP

1. ***WHAT'S THE FREQUENCY, KENNETH?,*** *R.E.M., Warner Bros. 18050*
★ 2. ***I'LL MAKE LOVE TO YOU,*** *Boyz II Men, Motown 2257*
★ 3. ***ENDLESS LOVE,*** *Luther Vandross & Mariah Carey, Columbia 77629*
4. ***BLACK HOLE SUN,*** *Soundgarden, A & M 8296*
5. ***ALWAYS,*** *Bon Jovi, Mercury 856227*
6. ***UNDONE - THE SWEATER SONG,*** *Weezer, Geffen 19378*
7. ***SECRET,*** *Madonna, Warner Bros. 18035*
8. ***I'LL STAND BY YOU,*** *Pretenders, Warner Bros. 18160*
9. ***WHIPPED,*** *Jon Secada, EMI 58237*
10. ***LUCKY ONE,*** *Amy Grant, A&M 0724*

POP PICK HITS

DANCE NAKED
John Mellencamp - Mercury 856343

LIVING IN DANGER
Ace of Base - Arista 12754

C/W

1. ***BABY LIKES TO ROCK IT,*** *The Tractors, Arista 12717*
2. ***JUKEBOX JUNKIE,*** *Ken Mellons, Epic 77579*
3. ***SHUT UP AND KISS ME,*** *Mary Chapin Carpenter, Columbia 77696*
4. ***SHE'S NOT THE CHEATIN' KIND,*** *Brooks & Dunn, Arista 12740*
5. ***WHO'S THAT MAN,*** *Toby Keith, Polydor 853358*
6. ***KICK A LITTLE,*** *Little Texas, Warner Bros. 18103*
7. ***WATERMELLON CRAWL,*** *Tracy Byrd, MCA 54889*
8. ***THE BIG ONE,*** *George Strait, MCA 54938*
9. ***THIRD RATE ROMANCE,*** *Sammy Kershaw, Mercury 858922*
10. ***WHEN YOU WALK IN THE ROOM,*** *Pam Tillis, Arista 12726*

COUNTRY PICK HITS

WHEN LOVE FINDS YOU
Vince Gill - MCA 54937

IF YOU'VE GOT LOVE
John Michael Montgomery - Atlantic 87198

R&B

★ 1. ***I'LL MAKE LOVE TO YOU,*** *Boyz II Men, Motown 2257*
★ 2. ***ENDLESS LOVE,*** *Luther Vandross & Mariah Carey, Columbia 77629*
★ 3. ***U WILL KNOW,*** *B.M.U., Mercury 856200*
★ 4. ***LET IT GO,*** *Prince, Warner Bros. 18074*
5. ***HUNGAH,*** *Karyn White, Warner Bros. 18121*
6. ***WHERE IS MY LOVE?,*** *El Debarge & Babyface, Reprise 18140*
7. ***THE RIGHT KINDA LOVER,*** *Patti LaBelle, MCA 54673*
8. ***WHEN CAN I SEE YOU,*** *Babyface, Epic 77550*
★ 9. ***ALWAYS IN MY HEART,*** *Tevin Campbell, Warner Bros. 18260*
10. ***ANYTIME, ANY PLACE,*** *Janet Jackson, Virgin 38435*

R & B PICK HITS

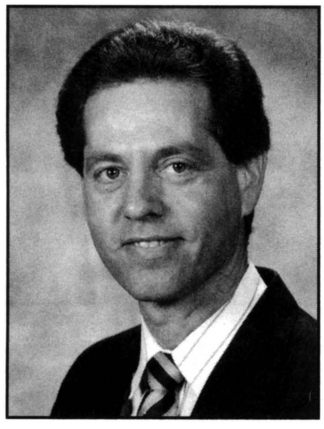
CDS

1. ***FROM THE CRADLE,*** *Eric Clapton, Reprise 45735*
2. ***MONSTER,*** *R.E.M., Warner Bros. 45740*
3. ***TUESDAY NIGHT MUSIC CLUB,*** *Sheryl Crow, A&M 0126*
4. ***II,*** *Boyz II Men, Motown 530323*
5. ***WHO I AM,*** *Alan Jackson, Arista 18759*
6. ***VOODOO LOUNGE,*** *Rolling Stones, Virgin 39782*
7. ***AUGUST & EVERYTHING AFTER,*** *Counting Crows, Geffen 24528*
8. ***DOOKIE,*** *Green Day, Warner Bros. 45529*
9. ***STONES IN THE ROAD,*** *Mary Chapin Carpenter, Columbia 64327*
10. ***YES I AM,*** *Melissa Etheridge, Island 848660*

★ = *significant crossover activity*

FRANK TALK

BY FRANK SENINSKY



FUN EXPO TOPS THE FALL TRADE SHOW CIRCUIT

To succeed in these challenging days, operators must be active in every market niche. This column has given that advice repeatedly. But following my own advice resulted in spending three solid weeks on the road at trade shows: the IAAPA summer meeting in Virginia; AMOA board meeting and Expo in Texas; the World Gaming Congress in Vegas; and (finally) Fun Expo, also in Las Vegas. Believe it or not, I could have stayed another three days in Vegas for the Water Parks Show...and at this writing, I'm gearing up for the IAAPA Expo in Miami! That's what is necessary these days to keep up with our many-faceted industry.

Of all these shows, the best and most exciting for me, without a doubt, was Fun Expo. I went in expecting to be exhausted, because it was last on the schedule. Instead, I was inspired and charged up by the entire Fun Expo experience. A special synergy exists between the new International Family Entertainment Center Assn. (IFECA) and this show. Seminars, exhibits and association business are tied closely together for a total effect that's educational, fun and downright exhilarating.

Attending were over 5,500 people who saw 660 booths of product, representing some 300 exhibitors. The feeling was "fun plus education." So many of the people who want to enter the FEC business, or who already belong in it, are successful business professionals from other industries. They are enthusiastic and information-starved. They didn't come to fritter away time in the casinos, but to learn and improve their businesses. They also came to make serious investments. Exhibitors were absolutely ecstatic with the orders.

In one short year, the IFECA has recruited 350 members, mostly FEC owners along with some manufacturers and suppliers. Believe me, the members and officers are "quality" material! President of IFECA is Joey Herd (Riverchase Golf & Games), who originated the idea for this association and the idea of tying it to a trade show. IFECA's vice president is Edison Bros.' general manager George McAuliffe. Secretary/treasurer is Lisa Voorhis (Jungle Jim's Playland). Membership chairman is Harold Skripsky of Enchanted Castle/ Discovery Zone. Board members include Shane Huish (Huish Family Fun Centers), Gary Warner (Coin Concepts Inc.), and show organizer Bailey Beeken. Instead of an association newsletter, IFECA generates a monthly fax. They gather up useful statistics for their members and keep the wires crackling with news bulletins and developments.

An FEC owner is basically another type of operator: they provide inexpensive entertainment. Many FEC people own their own equipment, but the trend is moving toward FECs using outside operators who are experienced with coin-op machines. You just can't beat the expertise. So even if you don't operate an FEC yourself, it might pay to attend Fun Expo: you could land some wonderful new accounts.

Fun Expo's program of 40-plus seminars, organized by Michelle Leberfeld, was tremendous. Michelle's done a great job of enlisting a huge variety of experts to talk about a terrific variety of topics. Up to 600 people attended the opening seminar on "the FEC basics." Formal title was "The Great Indoors: successful indoor fun center development." The session included presentations by consultant/builder Randy White (White-Hutchinson), designer/consultant Pat Esgate (Esage & Associates), FEC owner



Fun Expo came to the Las Vegas Convention Center from Oct. 1-4. Some 300 exhibitors took 600 booths and pulled in over 5,500 showgoers. Fun Expo has arrived in the big time!

Bob Morgan, and Shawn Dionne who's top VP at another large FEC.

Other outstanding seminars covered such topics as redemption for rookies, gathering demographic data on your FEC customers, safety management, food services made easy, virtual reality, party rental, sponsorships and joint promotions, alterna-

THE OPERATOR'S ONE-STOP SOURCE FOR MUSIC & NEWS SALUTES
NATIONAL JUKEBOX MONTH
mobile
RECORD SERVICE CO.
Street Beat
"Hits At Your Door"
CALL NOW FOR NOVEMBER SPECIALS!
1-800-245-4805 PHONE
1-800-458-0870 FAX



Fun Expo founders Bailey Beeken (at right) and Michell Leberfeld have in four years brought Fun Expo to major trade show status.

tive financing, interactive kiddie attractions, group marketing, go-karts, business plan development, mechanics for managers, redemption merchandise, and on and on.

Association business was also done at the show. CCI's Gary Warner put together a "silent auction" which generated $35,000 for IFECA. This takes tremendous work, so here's a salute to new IFECA board member Gary for a job well done.

Fun Expo founder and organizer Bailey Beeken is a special lady, and so is her colleague Michelle Leberfeld. I've never seen anyone working so hard. They get right down on the floor lugging boxes and helping with booths. They conduct surveys constantly, seeking to learn more and make the show better in every possible way.

"Fun Expo is a fabulous show!" Bailey said, and she's not exaggerating. "It gets bigger every year. We were delighted to step into the big time of national trade shows this year with our Las Vegas venue and our superb attendance."

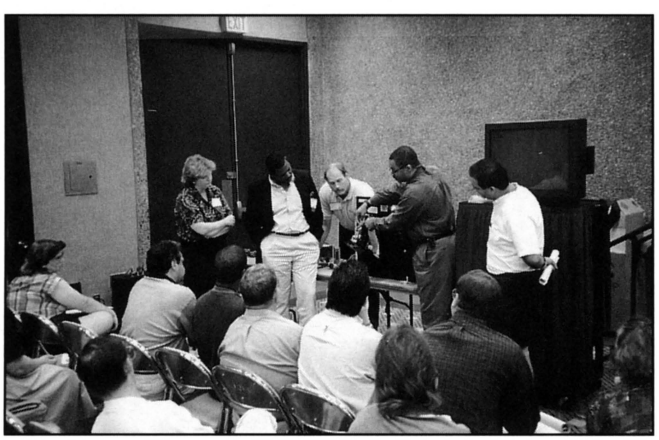
Every reader of this column should plan to attend Fun Expo next year at the Orange County Convention Center, from Oct. 7-10. It's well worth it! ◆



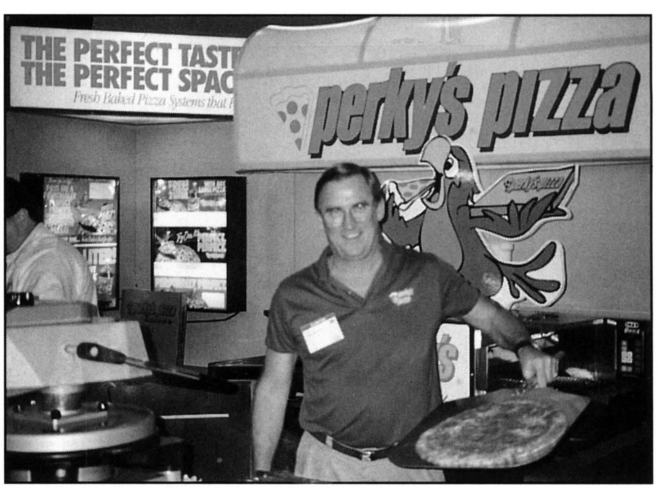
Coin Concept Inc.'s Gary Warner, at right, with CCI's Mike Pszcola and their *Home Run Hitter* which is itself a hit.



"We never grow up!" say Spirit Design/Century Vending's Sue Monday, seen here with NSM/EMT's John Margold among the latter's handsome kiddie rides.



Alpha-Omega Amusements' Frank Seninsky & Patrick Rooney give a "hands on" seminar called "Mechanics for Managers." Patrick is showing FEC owners and managers how to load and un-jam ticket dispensers.



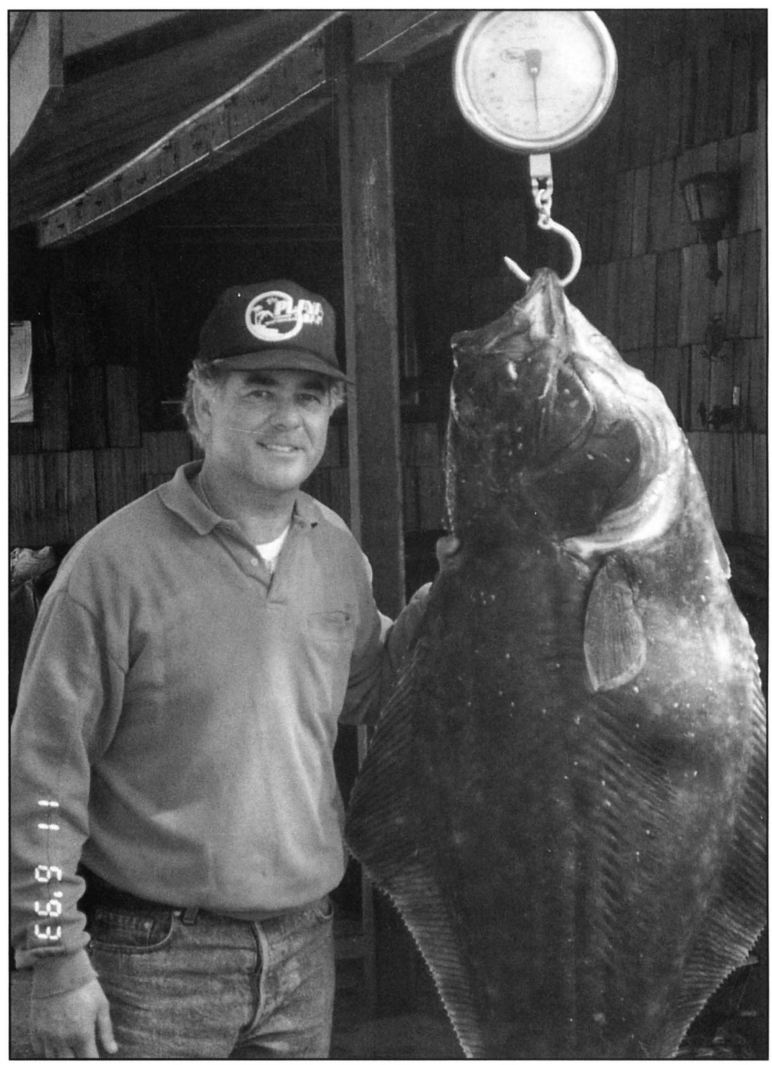
Bob Sullivan of "Perky's Pizza" demo's how to make a great-tasting pizza in under five minutes. And this pizza really does taste good!

THUMBNAIL

SKETCH

DUKE TARTAGLIO

PHOENIX STREET OP (TROY VENDING) SEEKS CHALLENGES, ENJOYS REWARDS OF THE COIN-OP AMUSEMENT BIZ



Some people claim there are two types of operators: the "still doing it like 1960" crowd (who are hurting)...and the "I'm adapting as fast as I can" crowd (who are hanging tough). If you believe that idea, Duke Tartaglio is definitely in the second category. Operator of Troy Vending, in Phoenix, Ariz., Duke realizes there are always new obstacles facing operators today, but that hasn't kept him from maintaining a diverse and growing business he proudly calls the largest street operation in the state. From leagues to new buying strategies, he's shifting his way of operating. High prices and DUI laws are plagues everywhere...but creative guys like Duke are finding ways to keep the profits coming in despite these challenges.

Duke has been a veteran of coin-op since about the time he was old enough to push a broom. His father, Tony Tartaglio, was the supervisor for Elum Music Co. in Massillon, Ohio, and introduced young Duke to some of the more mundane, day-to-day realities of running an operation.

"From a very early age, I went with him on the weekends, holidays and any time he would let me tag along," Duke said. "I cleaned offices, even walked the owners' dogs, then gradually learned to fix pool cues and recover pool tables." As he got a little older, Duke began working summers and school holidays, and when

THUMBNAIL SKETCH

he graduated he jumped into the business full time.

In 1974, Duke moved his family to the hospitable climate of Phoenix, where he worked as a sales representative for a tobacco company while at the same time, starting up his own vending company. "I started out with one cigarette machine, added another and another," he said. "Then a pinball here and there; a pool table, video or jukebox when I could afford it."

Today, Duke has no regrets about leaving Ohio. Arizona has been receptive to his business, and with the help of a first-rate management team and a dedicated staff, Troy Vending is able to bring its services to an area of approximately 60 square miles. The company has about 19 employees including Duke's son Troy. "My son is learning the business from the ground up," Duke said, "so he can take over the company, which was named after him when he was only one."

The bulk of Troy Vending's customers are taverns and restaurants. While these locations are still lucrative, they have faced big changes over the last few years due to both legislation and social pressure.

"DUI laws and cigarette bans have definitely made a negative impact on the business," Duke said. "To compensate, we have expanded the music operations and recently bought out our largest competitor of CD jukeboxes. We operate over 200 Rowe CDs alone, using the enhanced auto play to help promote plays."

"Another important aspect of our success has been dart and pool leagues," he continued. "About seven years ago we started our dart operations and have been constantly expanding ever since. We have about 130 teams and several different leagues throughout the valley."

Troy Vending is sanctioned by the National Dart Assn. and was able to send 32 teams to the championships in Las Vegas last April. Duke is also seriously looking at other forms of tournament promotion, and is now in the early stages of forming pool leagues, which he hopes will turn out to be as successful as darts.

Videos and pinballs also play a part in the business. Duke said that pinball machines have always been good earners, but today he only buys video games "when necessary." While not into redemption games at the moment, the company is taking a serious look at them as a potential source of income.

Despite all his efforts, Duke admits there are some areas of business that are in an irreversible decline. Unfortunately, the future for cigarette vending, which played a major part in Duke's early success, doesn't look promising, even with help from people who are very close. "My daughter, Traci, was chairperson of the Tobacco Coalition and played a big part in representing the industry against local legislation," he reported. "However, it has been a losing battle against the non-smoking activists."

Duke also voiced a concern shared by virtually every operator: the rising cost of equipment, especially pinballs and videos. "Solid-state pins were $800 when we started and now the cost is about $3,400," Duke said. "Our price per play has doubled (twenty-five cents to fifty), but the cost of pins has gone up 425%, plus service and maintenance has increased. Changing commissions splits is one answer, but due to constant competition this is not possible."

The rising cost of games has definitely had an effect on Troy Vending's purchasing patterns. Today it is much more difficult for the company to buy equipment on a large scale, and the firm is much more selective in their buying decisions. "We try not to load up on any one game," Duke explained. "We constantly rotate machines and are always looking for new ways to create additional revenues, either through promotions or price adjustments."

Yet rising game prices and other perils haven't completely discouraged Duke's faith in the industry. The future at times may seem uncertain, but new problems always bring about creative solutions, and advancing technology can open up great new opportunities for operators. "You can't be afraid of new technology," Duke said. "You must try to keep up with it the best you can or you will lose out. We feel this is a great industry and there will be a lot of new and exciting challenges for the aggressive operator. When you lose your aggressiveness, it's time to step down."

And what of the rewards? Due to success of Troy Vending, and giving credit to his capable and dependable employees, Duke said is able spend a couple of months each year at his summer home in Kenai, Alaska. "The halibut in the picture weighed 150 lbs. and was caught in Homer, Alaska. I hope to enjoy the halibut and salmon fishing for many years to come."

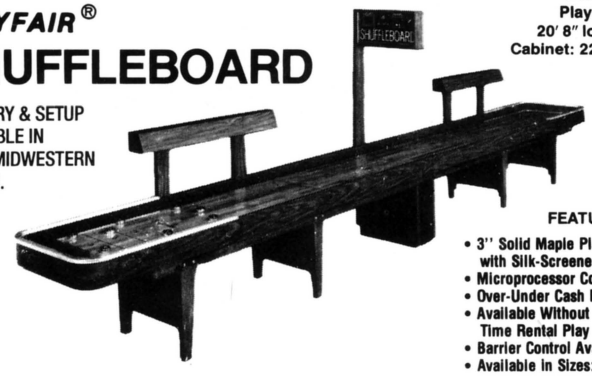
Obviously, running a street operation is a major investment in time, energy and resources. And for many, the investment goes well beyond the obvious. Folks like Duke, who've spent most of their lives in the business, who've seen the times change, and made the necessary adjustments, are the ones who will carry the street operator's banner into the 21st century. ◆

PLAYFAIR®

SHUFFLEBOARD

DELIVERY & SETUP AVAILABLE IN SOME MIDWESTERN STATES.

Dimensions –
Playing surface:
20' 8" long × 20" wide
Cabinet: 22' long × 2'7" wide



FEATURES –
- 3" Solid Maple Playing Surface with Silk-Screened Graphics.
- Microprocessor Controlled.
- Over-Under Cash Box Doors.
- Available Without Coin Doors For Time Rental Play or Home Use.
- Barrier Control Available.
- Available in Sizes: 10½', 13½', 16' & 18'.

PLAYFAIR SHUFFLEBOARD CO., INC.
7021 BLUFFTON ROAD
FORT WAYNE, IN 46809-2705

STAR BILLIARD SUPPLY
1-800-541-3743
FAX: 219-747-0470

BIG AL'S CORNER

BY ALAN FOSTER



WELCOME BACK

Summer is over, and so are most of the conventions. Did you attend any this year? I had the opportunity to attend the Fun Expo in Las Vegas and it was another success. Attendance was very good at the seminars, and the exhibit floor was filled to capacity with new products and ideas. Just a side note: Wouldn't it be nice if all the conventions were held in Las Vegas? Any future convention held there should have good attendance.

The sad thing about summer's end is the resumption of school and slow daytime receipts. Check out some past articles if you'd like a few tips on boosting income and customer attendance. No matter where you operate, there's always a way to increase profits in the winter months.

FUN EXPO '94

Once again, the Fun Expo had another successful convention. Many owners and operators that I spoke with enjoyed and learned a great deal from the roundtable seminars and meetings. The mood was always upbeat, with many owners stating: "If we made it through this recession, we can make it through another one." I think that sums it up for most of the country. There will always be slow times, but it seems the recession is over.

I couldn't believe the number of new products on the Fun Expo exhibit floor! Many new items had to do with food and its preparation. If you've ever been restricted by zoning or local regulations on food serving, don't worry. Now there are many greaseless fryers and cookers on the market that enable you to sell food that smells and tastes like it just came out of a deep fryer — you don't need much room either. If you thought you were too small to serve food, think again.

Also miraculous was the fact that many distributors are now leasing to own or selling equipment with no money down. That's right, no money down, and up to three years to pay. (Yes, I sound like a car salesman, but it works; offer a new product down and it will sell. Are you listening, major manufacturers and distributors?)

Another growing trend I noticed was manufacturers cutting out the distributor and operator altogether. I spoke with several manufacturers who have direct deals with mall owners for their products. No operator involved, no middle man. This doesn't mean operators are going to become extinct, but it does bring up a potential problem. How can an operator compete with an equipment maker turned operator? It's something to think about...and discuss in a future article.

Price was also on a lot of minds at the show. Many operators I spoke to are concerned with the price of the new technology and products arriving on the market. Many machines and or products now cost tens of thousands of dollars. This is not pocket change for the average fun center or operator. Some manufacturers recognize this problem and have adjusted to it, but most haven't. Some even know their product is so expensive that the average operator can't afford them. However, the product must still go to market, so this manufacturer says "bye-bye operator."

The market is still changing and so are products. As you can see, some equipment manufacturers are bypassing the operator, some game manufacturers are making their own game channels, and so on. It seems that every time you turn around, someone or something is trying to cut into your profit or destroy it altogether. But hey, that's life. One challenge after another. No matter what happens, those who have the ingenuity and forethought will survive and prosper. The owner/operator will always be around.

If you'd like the phone number for the Fun Expo seminar tape cassettes, or any other information regarding the Expo, feel free to call: 914/993-9200.

OPEN HOUSE

BETSON ROADSHOW DRIVES THRU

While Betson Enterprises' Chris Cirillo said approximately 400 people turned out for their Oct. 5 post-AMOA open house at the dealer's HQ in Carlstadt. NJ, their people in Syracuse were also pleased with their own party held the same day as was Rick Kirby with the affair he hosted at their New England Coin-Op on Oct. 12.

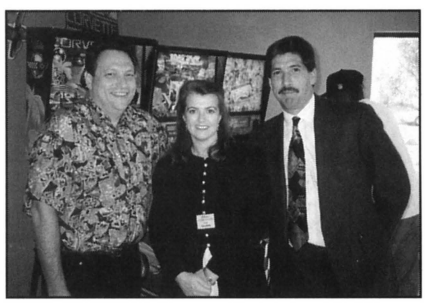
Cirillo said interest in redemption machinery is high at Betson/Carlstadt and with many of its customers, and this class of machine was nicely featured at their affair. In fact, their redemption specialist Ben Toro conducted two seminars on ticket machines during the course of the day. "Redemption's percentage of the coin-op industry is growing,." Cirillo declared.

Considering the size and influence Betson has in the Northeast market, numerous manufacturer reps came in to "man their machines" and discuss game play, prices and availability with the operators in the crowd. (Betson treated many out-of-town reps to dinner that night at Segovia over in their former hometown of Moonachie.)

N.E.C.O. echoed the spirit of the Betson "roadshow" Oct. 12 with people, machines and good food combining to make that Wednesday a good day to be in the Boston suburb of Norwood. Here are some snapshots taken at both the Betson, NJ and the N.E.C.O. events:



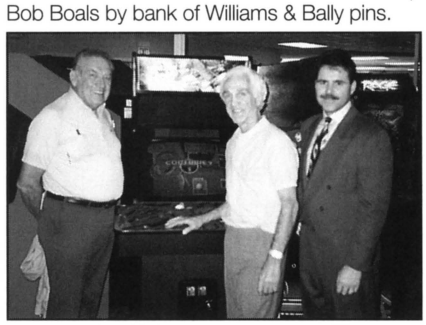
At Betson's Oct. 5 affair (from left to right): Chris & Joe Cirillo, special guest Willie Beamon (Giants cornerback) & Rowe's Joel Friedman with his *Diamante* CD jukebox.



Popular Broadway Arcade op Steve Epstein (l) with WMS Rachel Davies & Betson's sales top Bob Boals by bank of Williams & Bally pins.



Lazer-Tron's Ron Carrara (l) with Betson's Robert Betti & Chuck Morton, & Jaleco's Jolly Backer. (Chuck's head's in front of *Alley Cats*.)



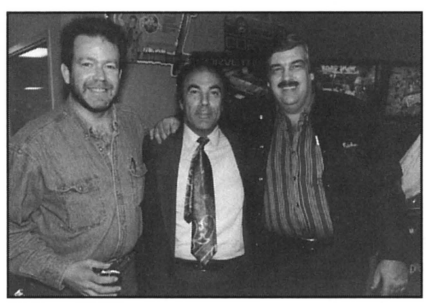
Homac Vending's Ted Stumpf & Horace Macconi meet Sammy's Rick Rochetti by the latter's *Eagle Shot Golf* horizontal video kit.



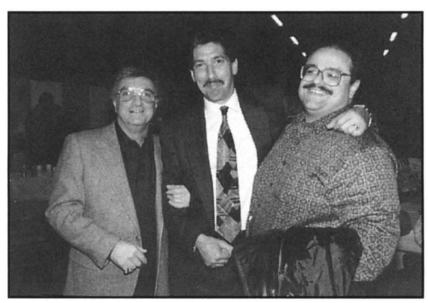
In the warehouse-ne-showroom, from left: Bob Boals, B&B Amusement's Barry Klinger & Todd Detrick with Dynamo's Mark Struhs.



Betson's Chris Cirillo (left) with Mr. & Mrs. Steve (Starlight Enterprises) Herman at the Carlstadt HQ post-Expo party.

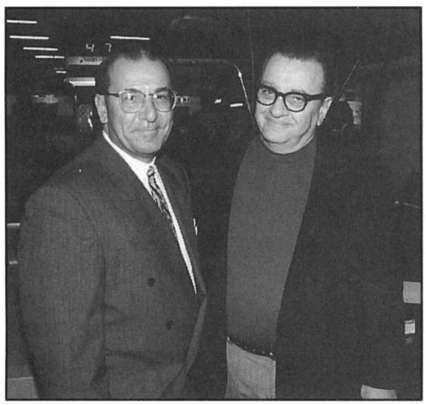


In this photo from left, Dick Haines (Vending Dist.), Betson's Vince Ghiberti & Barry Scheinthar (Sugar Amusement).

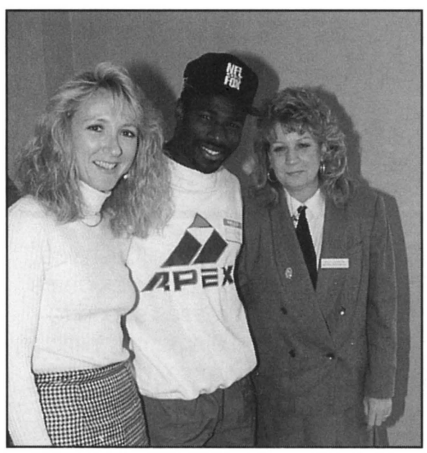


Electro Cigarette's Bob Tessinani (left) and Nicole Amusement's Glen Kramer flank Betson's Bob Boals at the affair.

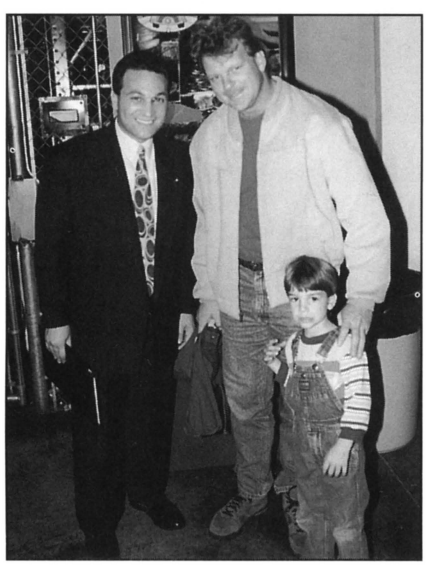
NORTHEAST; HUGE TURNOUT AT HQ



Betson Enterprises' prexy Joe Cirillo (left) & veteran op Gene Preschell (CMG Vending).



Betson girls Jennifer Short & Pat Lennon flank Giants cornerback Willie Beamon.



Joe Ingui (left) with Andy Pritt and his son Michael. Andy's with Resort Vending.



Up in Norwood, Mass., Betson's Chuck Morton (left) and Beck Games' Steve Beckler flank New England Coin-Op chief Rick Kirby at his Oct. 12 open house.



The maven of Mel-O-Tone Jack Kerner (right) with WMS' Rachel Davies and N.E.C.O. staffers Mark Capitanio and Mike Whall at the Norwood, Mass. outlet's own post-Expo product bash.



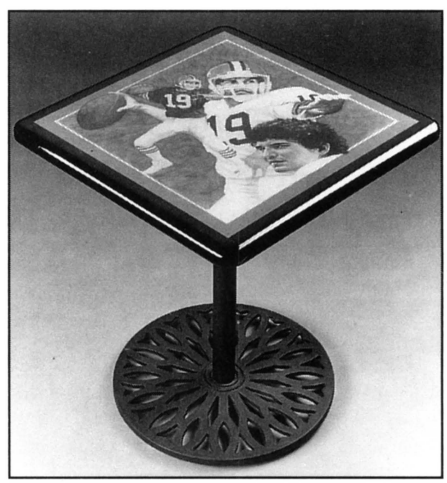
Time for a tune. From left to right, Rowe's Joel Friedman, Betson's Bob Geschine and N.E.C.O.'s Joe Santoro & Dick Donlan with a beautiful Rowe jukebox in Norwood.

NEW PRODUCTS

Custom designed tables from World Class Tables

World Class Tables feature custom designs with unique backgrounds. Logos, artwork, sports posters, cartoon characters, photo enlargements, poker chips, playing cards — any colorful graphic can be used to decorate the tops of these sturdy restaurant, food service and display tables.

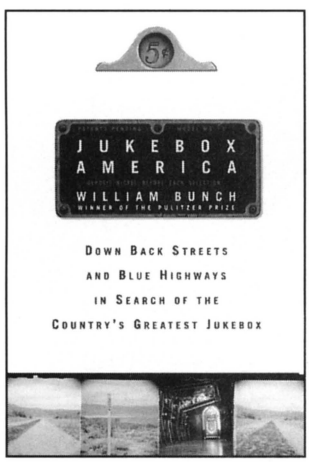
Some designs utilize a matte finish varnish for a hand rubbed appearance. Over 90 circular and rectangular standard sizes are available, along with booths and custom sizes.



All rectangular tables use standard 1.25" radius corners for safety. Bases are made of sturdy cast iron with a black wrinkle finish. Other materials include custom laminates, hardwoods, veneers, inlays, faux stone, granite and marble.

For more information on *World Class Tables,* contact Fred Visconti at 800/758-2253.

JUKEBOX AMERICA BY WILLIAM BUNCH from St. Martin's Press



As its titles suggests, Will Bunch's "Jukebox America" takes the reader on an entertaining ride "down back streets and blue highways in search of the country's greatest jukebox."

After hearing Nancy Sinatra's "These Boots Are Made for Walkin'" from a jukebox in New York City, the Pulitzer Prize-winning writer embarks on a two-year quest for the machine he calls the "Juke of the Covenant." Steering clear of modern CD jukes and cookie-cutter yuppy establishments, Bunch also seeks to recapture the restless spirit of his own particular Lost Generation — the Rear Guard Baby Boomers — before settling none too gently into suburban conformity and middle age.

While far from the definitive book on the current state of the jukebox industry, "Jukebox America" is a heck of a lot of fun. Traveling to such exotic locales as Hoboken, N.J., Westchester, Va., Greenville, Miss., Seattle and Chicago, Bunch finds plenty of strange but true stories, colorful characters and an eclectic range of scratchy 45s. Written with warmth and humor, "Jukebox America" is a reverent look at the esteemed place that the jukebox holds in American Pop Culture.

The book should be available in finer bookstores at $22.95 (hardbound). If you're having trouble finding a copy, contact St. Martin's press at 212/674-5151.



SPEEDBALL RALLY from Coastal Amusements

Coastal Amusements' *Speedball Rally* is a new rolldown redemption game that has players "race against time."

The objective is to roll as many balls as possible into a spinning wheel to complete a "100-mile journey" before the 60-second timer expires. As the player races to the finish line, the wheel changes gears and increases speed to add an element of difficulty and increase the excitement. Throughout the game, there are auto-racing sound effects, lights and voice dialogue.

Speedball Rally features a digital timer and a mechanical "clock odometer" located on the backglass. Runway lights placed down the playfield give it a raceway feel.

A proficient player completing the journey is awarded bonus tickets as a multiple of the seconds remaining on the timer. When multiple *Speedball Rally* games are linked to an optional Progressive Jackpot display, a player can win even more bonus points.

For more information, contact your authorized distributor or call Coastal at 908/905-6662.



PRIMAL RAGE
Updates from Atari/Time Warner Interactive

Time Warner Interactive's *Primal Rage* stop-motion dinosaur fighting video has barely had time to enjoy its successful intro before receiving two new EPROM updates. These updates contain program enhancements designed to keep player interest high, and will be available to operators free of charge.

The first update, available this month, will include additional finishing moves and allows players to use familiar algorithms from other popular fighting games to execute special moves. The second update, available in late January, will add a new character as well as more hidden sports modes and finishing moves.

Also on sale in November is the Official *Primal Rage* Strategy Guide, published by *Infotainment World.* The guide is a 128-page, soft-cover book that covers the game in-depth and takes players through step-by-step instructions for over 100 combination hits they can use to "devastate" their opponents.

For more information on the update kits, contact your distributor.

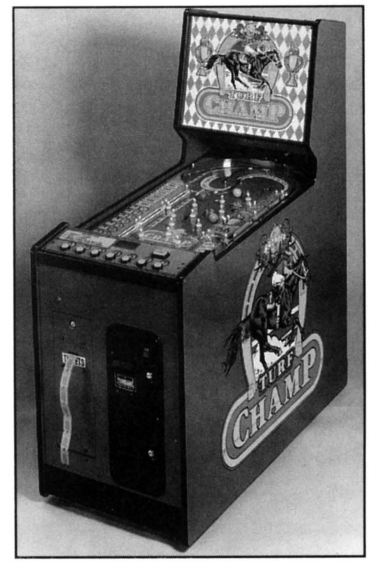
KIDS PRIZE KWIZ
from International Laser

Kids Prize Kwiz is an educational and interactive quiz game that dispenses a prize every play. Designed for kids from ages three to 13 and above, it's made by International Laser Productions.

The game features multiple-choice questions, with voice over and full-color pictures. There are 2,800 question combinations and new question programs are available on CD ROM. A percentage payout adjustment in built in.

Also available is *Kids Mini Kwiz,* a smaller ticket-dispensing version of *Kids Prize Kwiz* measuring 6.5 sq. ft. For more information, contact International Laser Products, Inc., 2166 South Mannheim Rd., Des Plains, IL 60018; 708/803-0400.

TURF CHAMP
from Bromley

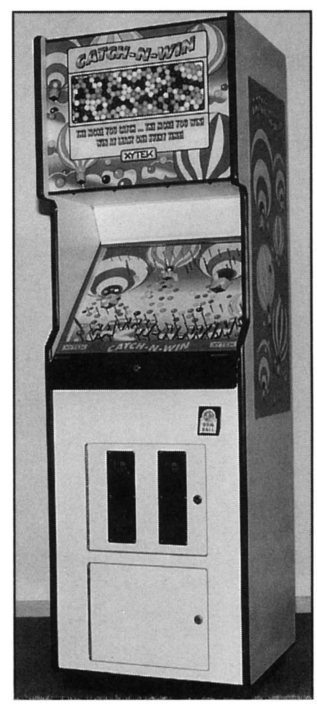


Bromley's newest addition to its redemption line-up is *Turf Champ,* a ball-launcher with rolldown action and a horse race theme.

Players can insert one to seven coins per play, choosing their favorite horses from a field of seven. Just press start and "they're off," complete with at-the-track sound effects. Up to a 1,000 tickets can be paid out.

Turf Champion features eye-catching graphics on a high-grade 100% "tongue in groove" plywood cabinet, and is backed up by state-of-the-art electronics with BSP quality stereo sound. Ticket adjustments are easy and there's a handy low-ticket light.

For more information, contact a Bromley distributor or call 708/438-3834.



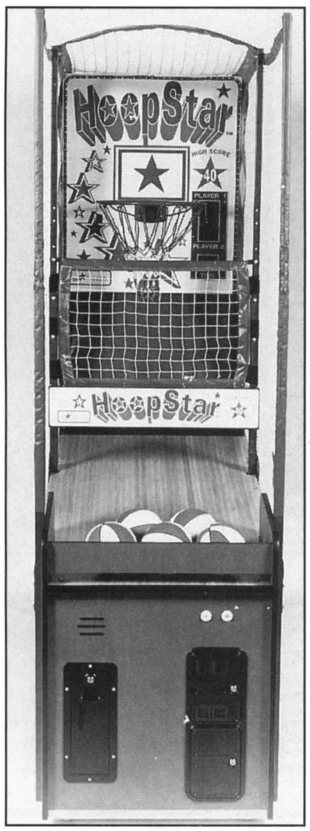
CATCH-N-WIN
from Xytek

Xytek introduces *Catch-N-Win,* the first in a new line of "Vendgame" machines, which combines the fun of of playing a game with the value and satisfaction of receiving vended goods.

Gameplay is similar to pachinko. Plastic balls drop through a maze of pins while the player uses two buttons (or a joystick) to move the catcher mech back and forth, trying to catch as many balls as possible in the allotted time. The more plastic balls the player catches, the more gumballs are dispensed (mechanisms for other prizes are also available). With at least one gumball vended during each game, there's a winner every time.

Catch-N-Win offers a wide selection of option settings so that the game can be operator adjusted for each location type and player base. Options include price/play, vend type (gumball, prize or ticket), attract mode, maximum win, number of catches/vend, time/play and difficulty level.

For more information, contact Phil Cornick, P.O. Box 518, 5033 Industrial Rd., Wall, NJ 07719; 908/919-7878.



Two new games from Purple Star

Purple Star, makers of innovative sports and redemption games, debuts two new products this fall: *Hoop Star* and *Blast Off.*

Like the firm's baseball pitching game *Strike Zone, Hoop Star* utilizes infra-red light beam technology in a one- or two-player basketball game. Players are challenged by throwing against the clock.

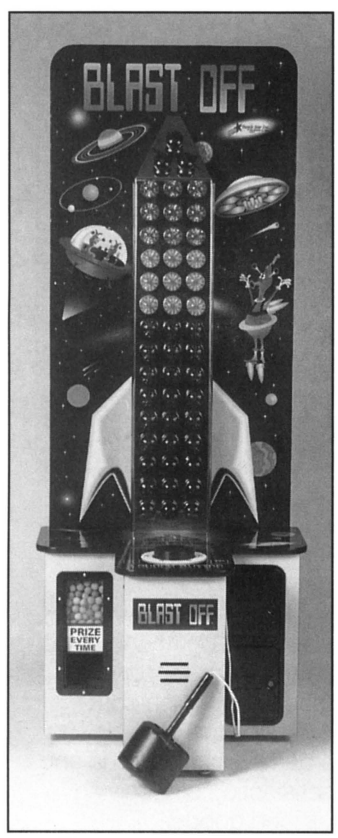
The unit features a tongue-in-groove, birch plywood and formica cabinet, tubular steel frame and easy access to components. Other features include electronic audits (resetable and lifetime, non-resetable), easy operator programmability, double coin mech with locking cash box, and digital quality sound and music. There's also an optional ticket dispenser, dollar-bill acceptor and revolving winner light.

Blast Off is a unique novelty/redemption game with a space ship theme that uses force-sensing technology. Using a mallet, players hit a button to launch the space ship, and win tickets, pogs, superballs capsules or jawbreakers.

Designed for both arcades and street locations, *Blast Off* features double coin mech with locking cash box, a low-ticket light indicator, electronic audits, and operator programmability for pricing, number of hits, sensitivity level and ticket payout. The game also has a large prize capacity.

Dimensions for *Hoop Star* are 33"(w) x 9'(l), with adjustable heights of 8', 8.5' and 9'. *Blast Off* measures 34"(w) x 30"(d) x 88"(h) with tickets, and 34"(w) x 37"(d) x 88"(h) with bulk vend.

For more information or distributor referral, contact Purple Star, Inc., P.O. Box 71274, Des Moines, IA 50325; 515/276-7500 or 800/525-7475.



New decorative lighting from Flex-A-Lite



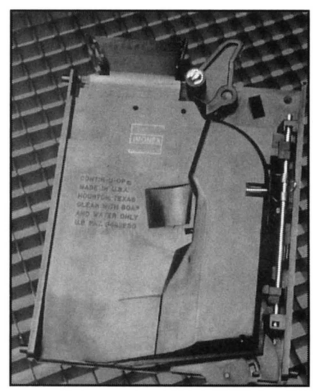
Makers of non-neon, UL-approved decorative lighting for outdoor and indoor applications, Flex-A-Lite announces the newest addition to their product line. *Flat Flex-A-Lite* is a series/parallel arrangement of bulbs spaced 1" apart, sealed in solid, flexible weatherproof PVC. The product is shown above on Bob's Space Racers' *Sidewinder* game.

The light can be ordered in 1/2" cylinder, 3/8" cylinder or the new flat strip design, and all models feature 30,000-hour performance. Unlike neon, they will not fail with the loss of one bulb, and sections can be easily replaced.

Available in white and eight colors, the unit features pre-drilled holes for fast, simple nail or screw-in installation; no clips are required for outdoor or indoor mounting. UL and Coast Guard approved cords, plugs and connectors allow single lengths up to 300', and unlimited length using multiple plugs and outlets. It comes in 110V, 220V, 12VDC or 24VDC.

For more information, contact Flex-A-Lite's Richard Rubin at 800/468-8693.

Manual coin acceptor from Imonex



Imonex's new manual coin acceptor processes coins without moving parts, which the company says significantly reduces jams and other common sources of downtime for arcade, redemption and pinball game operators.

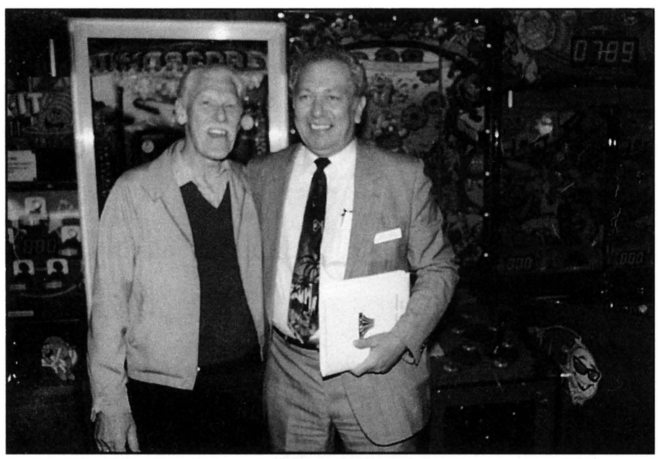
Constructed of a rugged ABS material, the unit is engineered to resist vandalism and provide long-term service. The coin acceptor is designed for easy and quick retrofit installation in the field and adapts to a broad range of equipment.

For more information, contact the Imonex Marketing Dept., P.O. Box 519, Katy, TX 77494; 800/446-2719.

GRAPEVINE

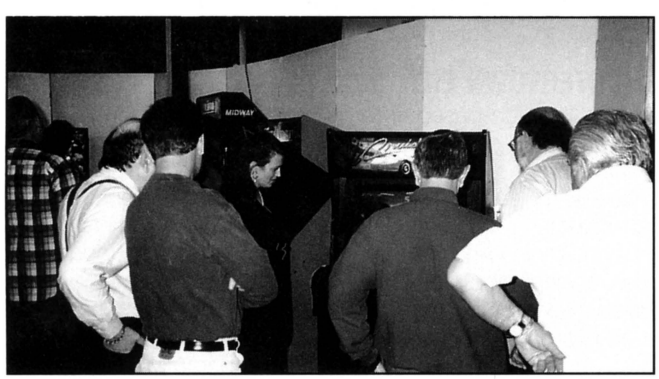
NORTHEAST

ALPHA-OMEGA AMUSEMENTS will be holding a gala 25th Anniversary celebration on Tuesday, Nov. 15 at Sports 'n Games in East Hanover, N.J. It's a family affair with bumper cars, batting cages, *Skeeball, Laser Storm*, vidgames, and food & beverages galore! The fun starts at 5:00PM and casual attire is a must. If you plan to attend, give Alpha-Omega a call today at 908/254-3773.



REDEEMING DAY — Betson's Oct. 5th open house was more redemption-oriented than ever, featuring two seminars on the subject for the approximately 400 people that attended. Among the visiting operators was Don Kramer (Family Gameland) above, left, shown with Betson's Ben Toro and a blaze of redemption product behind.

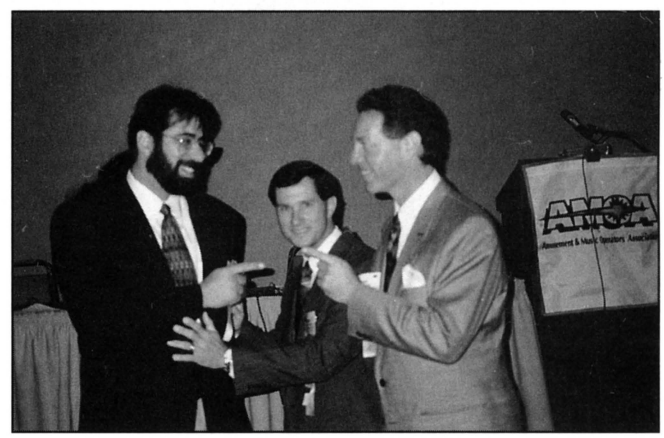
ATTENTION-GETTER — WMS' Rachel Davies and a pack of operators form around the new *Cruis'n USA* sitdown during Eastern Distributors' Oct. 4th post-Expo showing in Philly. Many ops from Jersey, Pennsy and Delaware turned out for the day, and a shot at door prizes donated by Rowe, Merit, New Image Tech, SNK and WMS (they also got a preview of Rowe's new *Eagle* wall-hung jukebox in the process).



SOUTHEAST

HOLIDAY GIVING — Give Kids The World, the Kissimmee, Fla.-based charity that grants special vacation wishes for children with terminal illnesses (and the focus of a recently formed AMOA Committee), has created two distinctive packages of holiday greeting cards. Each set sells for $15 and contains 20 cards, which depict traditional holiday scenes drawn by young children. The purchase of these cards will directly benefit the 4,000 families expected to visit the 35-acre Give Kids The World Village in 1995. For ordering information, call 407/396-1114, ext. 225.

MIDWEST

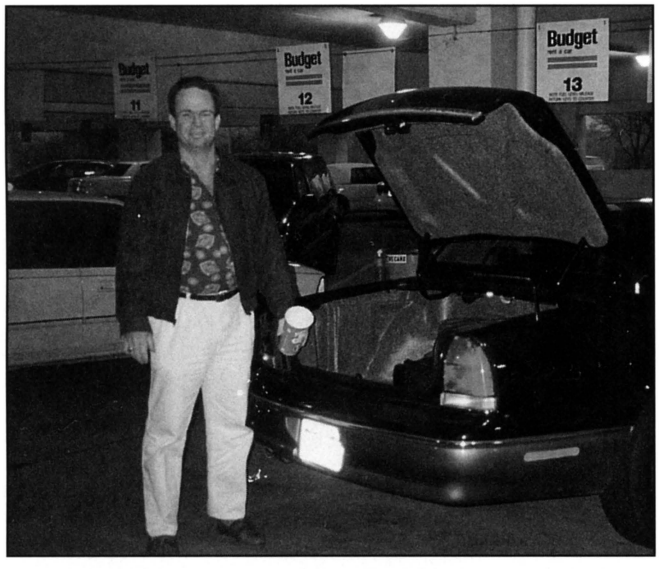


SQUARING OFF — One of the reasons the Redemption Seminar at the recent AMOA Expo turned out to be such a hit was because of the different styles presented by the panelists. That's Anthony Storino (Majestic Amusements) doing his best to keep Frank Seninsky (Alpha-Omega Amusements) and Michael Getlan (Amusement Consultants) apart as they make their own points. The seminar was a huge "draw" and all want it known that Frank, Michael and Anthony are actually good friends.

FAST DRAW CHAMPS — Also at the AMOA show, American Laser Games held a fast draw tournament on their newest liveaction vidgame, *Fast Draw Showdown*, and awarded Justin cowboy boots to the three fastest participants. More than 100 contestants tried their hand at the game, which has a built-in computer to calculate accuracy and speed within one-hundredths of a second. "We noticed

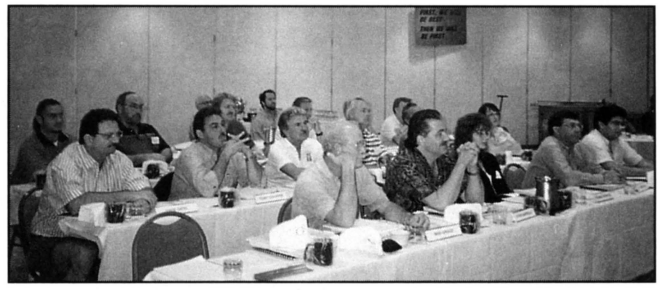


that the players winning times got faster with each day," said ALG's Stan Jarocki, "so they must have been practicing during the whole show." Pictured above are (l to r) ALG's Jim Jarocki, Thursday's winner Tim Jones of Midwest Electronics, fast draw world-record holder Wes Flowers, Tim's wife Sandy, and Stan Jarocki.



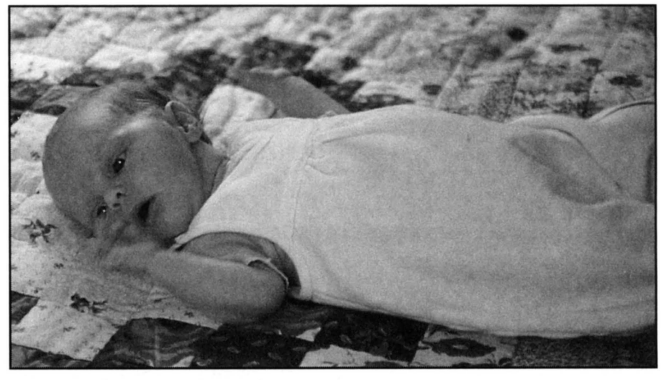
HOMEWARD BOUND — Early Saturday morning (Oct. 22), Merit's midwest regional rep Ron Hunt turned in his Budget car at the Omaha airport and flew home, completing his open house tour for this season. Other factory reps like Ron also wound up their own post-Expo dealer visits, completing this year's show season which began in late Sept. in San Antonio.

SUCCESS SEMINAR — Glasco recently invited all of its distributors to an intensive three-day "Art of Success" seminars. The sessions were attended by 40 of the distributors' top sales people and included a wide range of topics, including competitive equipment comparisons, the psychology of selling, hidden secrets of success, how to overcome objections, and selling techniques. Speakers included Joe Gilbert, vice president/GSM at Glasco; Andy Berry; Dale Carnegie; Bruce Witwer, Witwer & Associates; and Bob Pell & Pete Kallash of Glasco. Along with a special awards presentation, there were also a number of social events, such as a river-

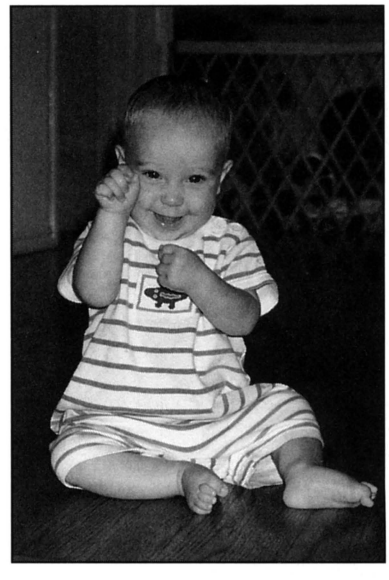


boat trip, a visit to a C&W entertainment complex, and the first annual Glasco golf tournament.

SOUTHWEST

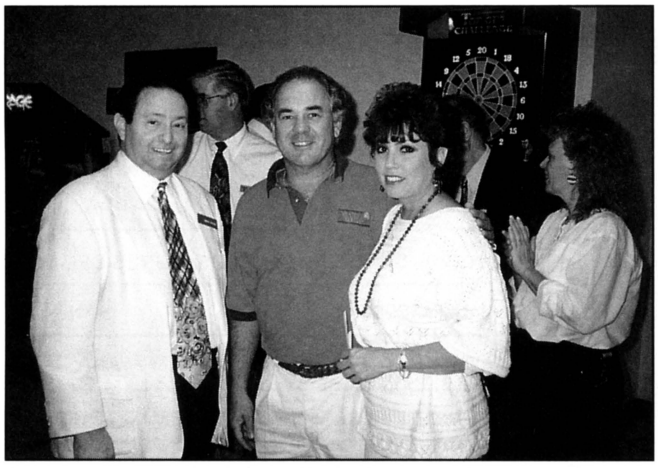


WELCOME to little Janina Rudolph, a 7-lb. cutie pie born to Silke and Lou (Dynamo) Rudolph on Aug. 19. Janina is the Rudolph's first child and a great way to start a family!

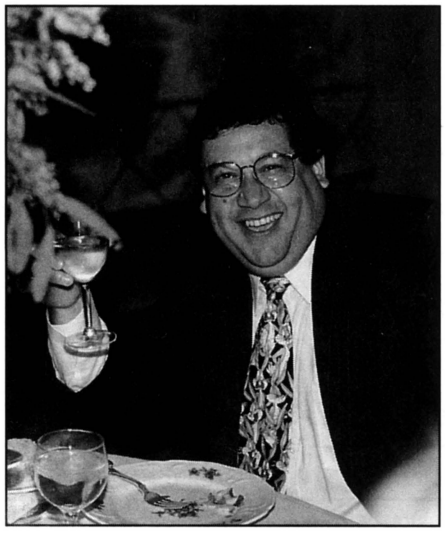


AND...a grand welcome to little Conor Hayes, born earlier this year to Anne & Kevin (Namco) Hayes. Their third child, Conor had a slightly rocky start after arriving three weeks early, but obviously he's rather anxious to get on with life now. Anne, by the way, sends her regards to everyone in coin-op. The former Atarian misses the business, but has her hands full with Conor, Molly (3) and Ronan (2).

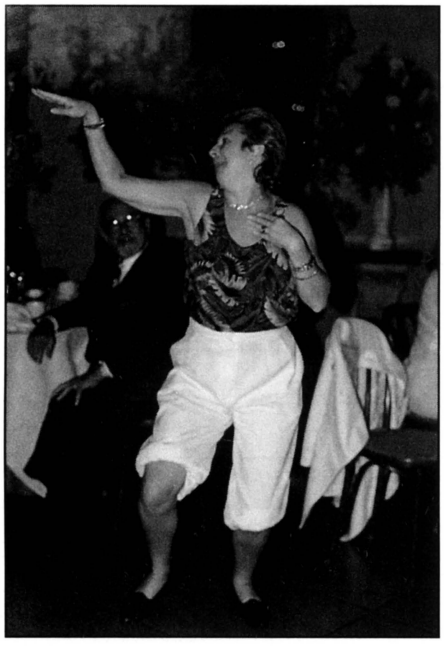
FIGHTERTOWN ENT., INC. of Lake Forest, Calif., operators of location-based entertainment, and *Omni Magazine* of New York City have reached an agreement to create joint marketing programs. Initial plans call for *Omni* to launch a national register for ranking the scores of squadrons that participate in virtual reality contests at Fightertown installations. *Omni Online* will also give 'round-the-clock updates on the rankings and provide a meeting place for Fightertown's pilots. The first Fightertown location, in Orange County's Lake Forest, opened in May, 1992, and the company plans to a second facility in January, 1995 in Santa Monica, Calif.



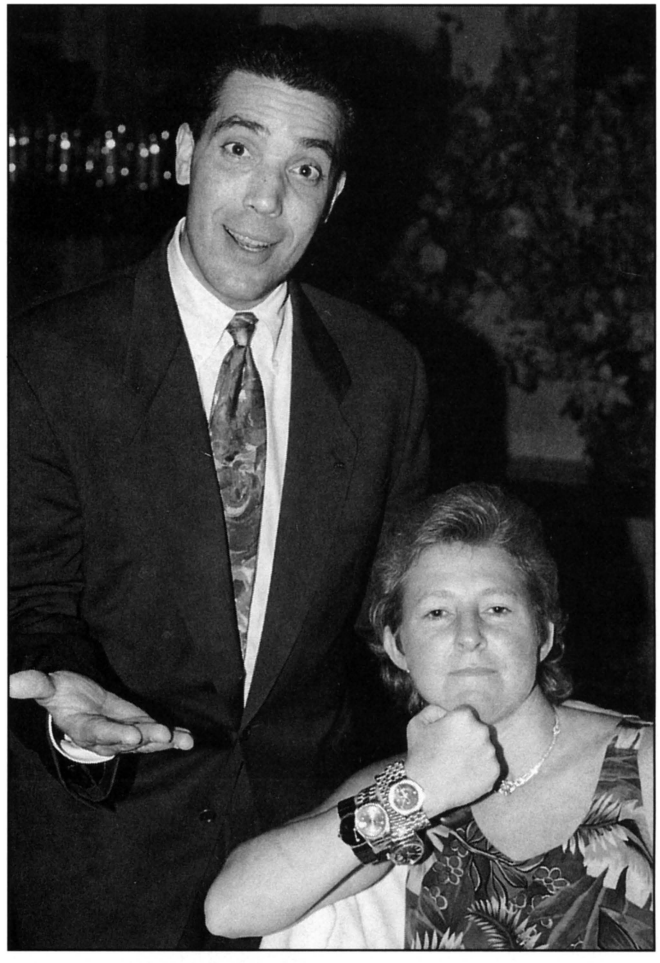
CD CROWD — Betson Pacific's Oct. 6 post-Expo open house in Phoenix was fun. From left: Irv Knigin, Duke Tartaglio and Judy Gunnerson. Duke and Judy are from Troy Vending, which, among other things, operates a big number of CD jukeboxes in the Phoenix area, maybe the most of any vending company down there.



BIRTHDAY BOY! — American Sammy's International Sales manager Emilio Cabrera (pictured here at the C.A. Robinson & Co.'s dinner party Oct. 6) celebrated his birthday on the road! As most reps do after a big show, Emilio and his compatriots hit the distributor open houses all across the country. His visit to L.A. just happened to coincide with his special day. We raise our glass to you, Emilio!



WHO'S THAT WOMAN? — The crazy kook pictured is none other than Lauran Bromley of Bromley, Inc. fame. She added to the fun at the C.A. Robinson dinner party Oct. 6 by not only swiping watches from anyone nearby (top photo: she's with Sega's Doug Shipley, who offers to make a deal), but also by doing the "redemption hula" (below). Ahoy? Oy!



NORTHWEST

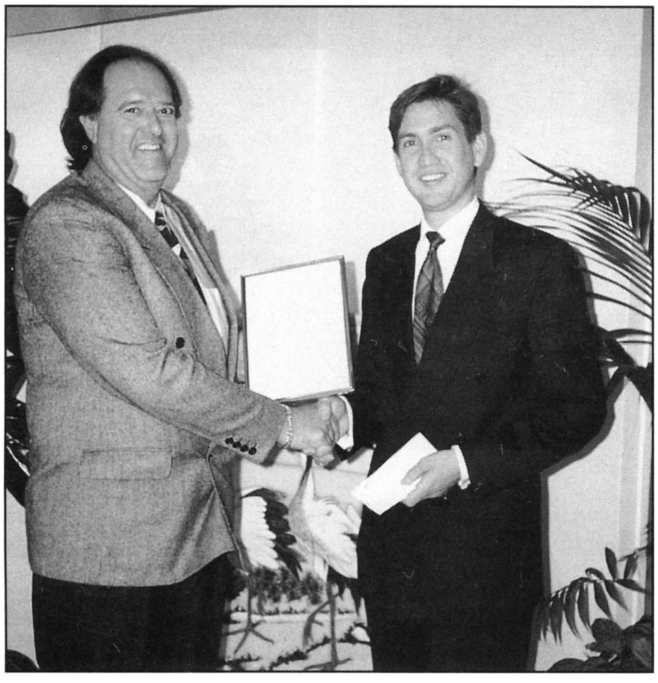
FAST TRACK — In a special annual issue, *Inc.* magazine announced their Inc. 500, a ranking of America's fasted-growing private companies. On the list this year was North Central Gaming of Great Falls, Mont., which ranked at the 480th position. North Central Gaming distributes and services amusement and gambling machines to taverns and casinos in North Central Montana. The company also owns the Fun Factory Family Entertainment Center in Great Falls. Congrats — it's nice to see coin-op make the charts!

INTERNATIONAL

THE L.A. TIMES recently ran an interesting feature story (Sept.26, 1994) on the growth of hi-tech amusement centers in Japan and the overall boom in the country's leisure industry. Contrary to the stereotype of Japan as a "workaholic" nation, many people now pursue a wide range of recreational activities, from karaoke to camping. While video games and specialized rides are as popular as ever, it is reported that one of the latest fads sweeping the country is fortune-telling machines — one hot-selling machine even predicts how long players have to live. Whatever form of "escape" people turn to, one thing is clear: the concept of leisure time is here to stay in Japan. As Namco chairman Masaya Nakamura put it, "man was placed on this Earth to play."

THE COIN BIZ **GRAPEVINE**

BACKING A WINNER — Pictured below is Leon Deith (r), who recently ran in the London Marathon, presenting checks for 5,000 pounds (over $7,500) to Robin Bloom of the Teenage Cancer Trust on behalf of Deith Leisure and BACTA. The London Marathon attracted 30,000 entrants and Leon finished the marathon in three hours and 54 minutes, which placed him about a third of the way from the top finishers. The combined sponsorship has gone to a truly worthwhile cause: The Teenage Cancer Trust's outstanding work in the London area for children is widely acknowledged.



NEW LOGO — Organizers of the Jan. 24-26 Amusement Trades Exhibition (ATEI) have unveiled a new corporate logo (below) in keeping with the show's growing status as one of the world's most international industry exhibitions. The logo, which depicts the London landmark of Big Ben and images of amusement industry products against a backdrop of the world map, will appear on all of ATEI's letterheads and printed promo material. For more information on the show, contact Peter Rusbridge at 44-71-713-0302.



LATINO Jukebox Top 30
FOR MONTH ENDING SEPTEMBER 1994

COMPILED FOR COMPACT DISC JUKEBOX OPERATORS

	THIS CHART	LAST CHART	TITLE	ARTIST
REGIONAL MEXICAN	1	1	LOS DOS PLEBES (No. 1)	LOS TIGRES DEL NORTE
	2	--	JACARANDOSA	BANDA ZETA
	3	--	AYER Y HOY	ANA GABRIEL
	4	6	GRANDES EXITOS A LA MANERA	ALEJANDRO FERNANDEZ
	5	10	LASTIMA QUE SEAS AJENA	VICENTE FERNANDEZ
	6	2	RECORDANDO A LOS PANCHOS	VICENTE FERNANDEZ
	7	--	16 KILATES MUSICALES	LOS TIGRES DEL NORTE
	8	--	UNA EXPLOSION MUSICAL	LOS HURACANES DEL NORTE
	9	--	QUE BUENO	PEPE AGUILAR
	10	--	MEXICANISIMO 24 EXITOS	VICENTE FERNANDEZ
TROPICAL / SALSA	1	--	ORO SALSERO (No. 1)	OSCAR D'LEON
	2	6	ES UN ESCANDALO	SONORA DINAMITA
	3	--	BOTANDO CHISPO	LAS CHICAS DEL CAN
	4	--	RMM MEGA MIX	VARIOUS ARTISTS
	5	--	LOS RUIZ SENORES	REY & FRANKIE RUIZ
	6	--	VOCES DE PUERTO RICO	VARIOUS ARTISTS
	7	3	MERENGUEROS HASTA LA TAMBORA	VARIOUS ARTISTS
	8	--	THE BEST	CELIA CRUZ
	9	--	EXPLOSION CENTRO AMERICA	VARIOUS ARTISTS
	10	2	EXITOS DE LA DINAMITA CON MARGARITA	SONORA DINAMITA
POP	1	1	SEGUNDO ROMANCE (No. 1)	LUIS MIGUEL
	2	4	TE CONQUISTARE	LOS FUGITIVOS
	3	3	AMOR PROHIBIDO	SELENA
	4	7	SUPER EXITOS	LIBERACION
	5	6	VANIDOSA	LOS FUGITIVOS
	6	--	17 SUPER EXITOS	LA MAFIA
	7	2	VIDA	LA MAFIA
	8	5	THE BEST	ANA GABRIEL
	9	--	GRACIAS POR ESPERAR	JUAN GABRIEL
	10	--	BABA DICE	CULTURAS

SAMPLING BY THE LATIN JUKEBOX, G. GROVE, CA. BASED ON ACTUAL JUKEBOX PLAY REQUESTS. TO ORDER CALL 1-800-LATIN-CD

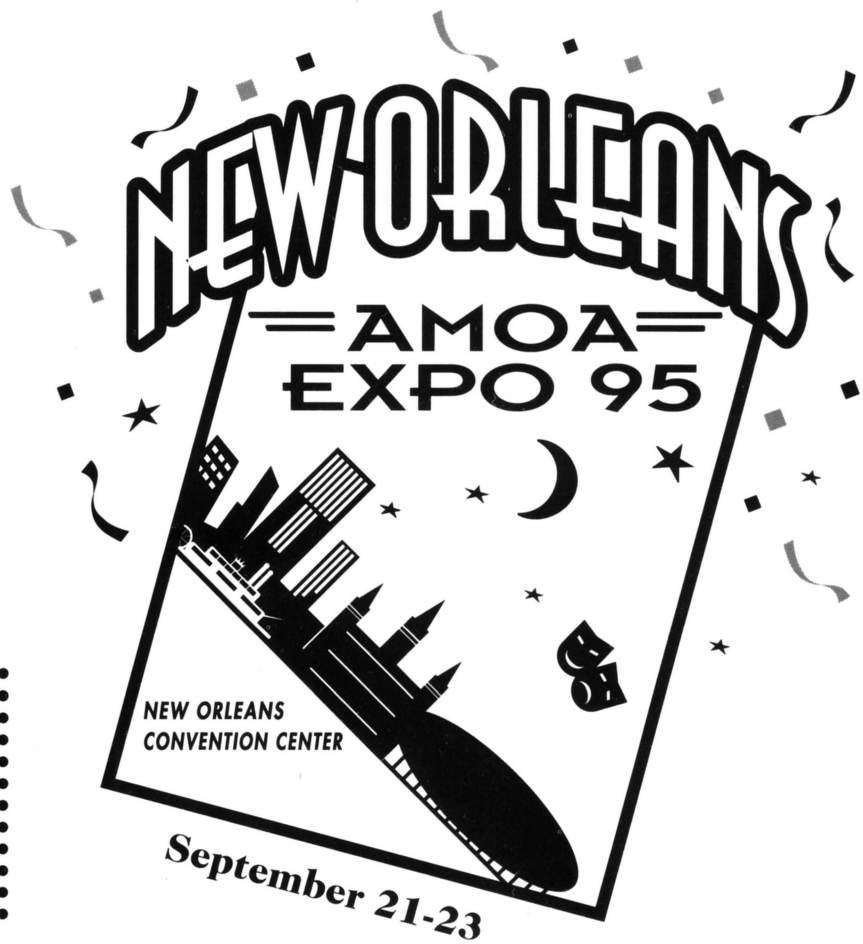
Thank You!

for Making AMOA EXPO '94 a Success!

Special Thanks to Hesch Foundation Contributors, Exhibitors and All Expo '94 Attendees

---

See you next year!



And don't forget AMOA's Government Affairs Conference, May 20-23, 1995, Washington, D.C

Amusement & Music Operators Association
401 North Michigan Avenue — Chicago, IL 60611-4267 — 312.245.1021 fax: 312.245.1085

DATEBOOK

— 1994 —

NOVEMBER 1994						
SU	M	T	W	TH	F	SA
		1	2	3	4	5
6	7	8	9	10	11	12
13	14	15	16	17	18	19
20	21	22	23	24	25	26
27	28	29	30			

NOVEMBER

2-5: International Assn. of Amusement Parks & Attractions (IAAPA) 76th Annual Convention and Trade Show, Miami Beach, Fla. For more information, contact IAAPA at 703/836-4800.

2-5: Amusement Machine Operators Assn. of Queensland (Australia) International Convention '94, Royal Pine Resort on Queensland's Gold Coast. For more information, call the AMOAQ at 61-7-841-1021.

2-5: VAN Expo (Netherlands), Delta-hal, Rai Centre, Amsterdam. For information, contact Anton Zondag at 31-41-033-944.

3-5: NAMA National Convention and Trade Show, Georgia World Congress Center, Atlanta, Ga. For further information, contact the NAMA Convention Dept. at 312/346-0370.

10-13: Pinball Expo, Ramada Hotel O'Hare, Rosemont, Ill. For information, contact Robert Berk at 800/323-3547.

DECEMBER

7-10: FORAIN Expo '94 (France), Le Bourget Parc des Expositions, Paris. For details, contact Forain Expo at 33-1-47429256.

1995

JANUARY 19-21: Leisurexpo '95, Orange County Convention Center, Orlando, Fla. For more information, contact Al Barry at 305/448-7976.

JANUARY 25-27: ATEI show, Earls Court 1, London, UK. For information, contact Peter Rusbridge at 44-71-713-0302.

JANUARY 25-28: IMA '95 (Germany) show, Frankfurt Trade Fair Centre, Frankfurt. For details, contact Blenheim Heckmann GmbH at 49-211-901-9134.

MARCH 7-8: AmEx '95 (Ireland) trade show, Green Isle Hotel, Dublin. For details, contact Susan Feery, MD Associates, at 353-45-21190.

MARCH 23-25: ACME '95, Reno Convention Center, Reno, Nev. For more information, contact William T. Glasgow, Inc. at 708/333-9292.

APRIL 20-22: NAMA Western Convention and Trade Show, Reno/Sparks Convention Center, Reno, Nev. For more information, contact the NAMA at 312/346-0370.

JULY 27-29: Billiard Congress of America Int'l Trade Expo, The Sands Expo & Convention Center, Las Vegas, Nev. For more information, contact Frank Zdy at 619/278-3877.

SEPTEMBER 21-23: AMOA Expo '95, New Orleans Convention Center, New Orleans, La. For information contact the AMOA at 800/937-2662.

THE BLUE PAGES

BUYERS' BULLETIN

A COMPENDIUM OF USED EQUIPMENT ADS & OTHER ITEMS OF INTEREST TO THE COIN INDUSTRY

A number of video game manufacturers have been successful in enforcing their copyrights and trademarks in the U.S. courts against those who supply or use unlawful copies. Readers are warned of the risks involved when copies of video games are purchased from sources other than the manufacturer or one of its authorized distributors. We can offer no assurance that a video game or printed circuit board set purchased from all the sources of such are legitimate. RePlay asks its readers to write us regarding any complaints about a product or service advertised in this magazine.

TECHNICAL TRAINING FOR OPERATORS AND MECHANICS

Textbooks - Videotapes - Classroom Instruction -

Randy Fromm's Big Blue Book of Really Great Technical Information $39.95

All-You-Need Beginning Electronics for Operators 2 tapes — $ 79.95
Basic Videogame Troubleshooting — $ 49.95
Diodes, Transistors and Other Semiconductors 2 Tapes — $ 79.95
Easy Pinball PC Board Repair — $ 49.95
Conventional Power Supplies (used in pinballs and monitors) — $ 49.95
Videogame Monitor Repair Made Simple 3 Tapes — $109.95
Switching Regulator Power Supplies — $ 49.95
Videogame Conversions — $ 49.95
Using a Digital Multimeter — $ 39.95
How to Use an Oscilloscope — $ 49.95
Package Deal. All videotapes in this box plus the Big Blue Book — **$550.00**

Randy Fromm's Arcade School CLASS SCHEDULE

Atlanta, GA — November 7 - 11, 1994
San Diego, CA — December 5 - 9, 1994
Reno, NV — March 27 - 31, 1995
New Orleans, LA — Sept. 25 - 29, 1995

OTHER VIDEOTAPES OF INTEREST

Servicing Bill Acceptors — $49.95
Servicing Video Lottery Printers Vol. 1 NCR — $49.95
Servicing Video Lottery Printers Vol. 2 TDC — $49.95
Understanding Digital Electronics - 2 Tapes
Takes the mystery out of integrated circuits! — $79.95
Microprocessor Systems and Microprocessor Troubleshooting- 2 Tapes — $79.95
XY Monitors (Asteroids & Star Wars) — $39.95

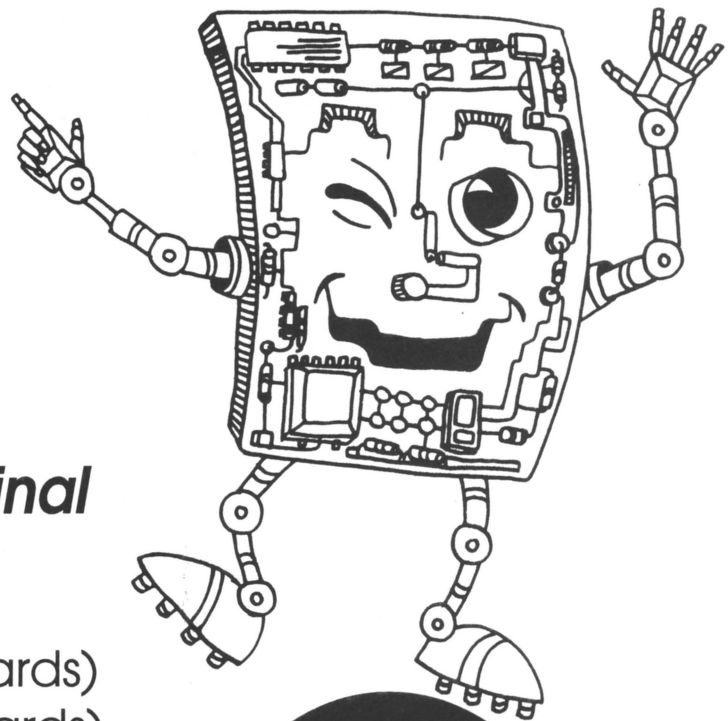
COD orders gladly accepted. Remember to add $5.00 shipping & handling to all USA orders.

Randy Fromm's Arcade School 1944 Falmouth Dr. El Cajon, CA 92020-2827 TEL 619.593.6131 FAX 619.593.6132

SERA-WORLD

We buy used P.C. Boards
Please contact us

Top Dollar
Paid For Working
PC Boards



We would like to BUY original working PC Boards

NAMCO (original used P.C. boards)
KONAMI (original used P.C. boards)
SEGA (original used P.C. boards)
TAITO (original used P.C. boards)
IREM (original used P.C. boards)
CAPCOM (original used P.C. boards)
JALECO, DATAEAST, TOA etc.

WILL PAY CASH!!

CALL!

TEL: 1-800-900-3099 FAX: (818) 758-1683

7759 Lindley Ave., Reseda, CA 91335

FACTORY DISTRIBUTORS FOR:

DEDICATED GAMES:

SEGA: Daytona, Virtua Cop, Wing War, Desert Tank
TAITO: Operation Wolf 3, Cybercore System
DATA EAST: Maverick, Tattoo Assassins
PREMIER: Freddy-Nightmare on Elm St.
KONAMI: Lethal Enforcers II
MERIT: Countertops, Scorpion Darts Touchscreen Solitare
ARACHNID: Galaxy Darts
DYNAMO: Solitare Challenge

CONVERSION KITS:

CAPCOM: Dark Stalker, Aliens Vs. Predators
AMERICAN SAMMY: Krazy Bowl
FABTEK: Raiden DX
STRATA: Pairs
DATA EAST: Street Slam (for SNK)

CALL US FOR ALL YOUR GAME AND REDEMPTION NEEDS!

REDEMPTION EQUIPMENT:

American Sammy, Bromley, Data East, Coin Concepts, Lazer Tron, Bob's Space Racers, Skee Ball, Seidel, Meltec, Planet Earth, Smart, Taito, Bay-Tek, Sega, I.C.E ....and others!

WE HAVE A SMALL INVENTORY OF:

SNK: Neo-Geo Hardware & Software
ATARI: Primal Rage

WE PROUDLY REPRESENT:

PIONEER CD JUKEBOXES
DYNAMO POOL TABLES, CABINETS & AIR HOCKEY

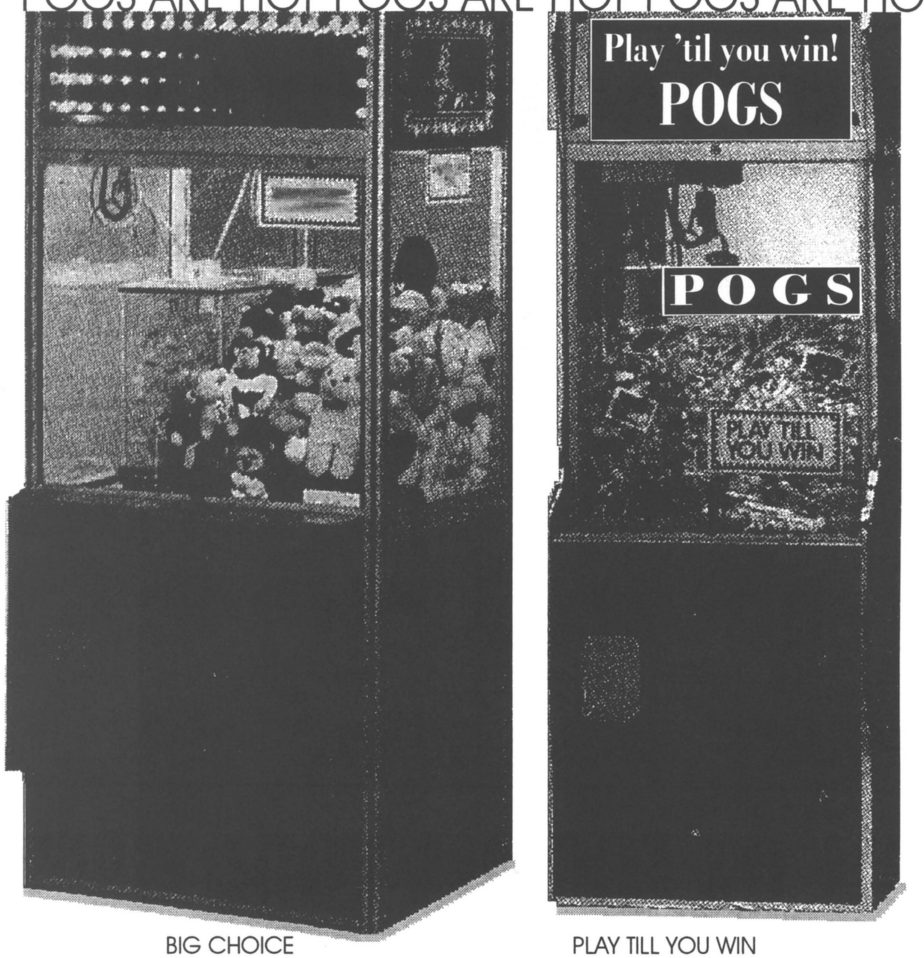
RENO GAME SALES, INC.

4750 Longley Lane, #105 • Reno, Nevada 89502

Ph: (702) 829-2080

or Fax us at: 702-829-2083

POGS ARE HOT POGS ARE HOT POGS ARE HOT POGS ARE HOT POGS ARE HOT



BIG CHOICE — PLAY TILL YOU WIN

Turn This Old Piece Into → This Kind Of PLAY TILL YOU WIN

SoCal arcade does an incredible $21, 000 in one month with a POG REDEMPTION MACHINE

WHAT'S A POG?

BABY IF YOU DON'T KNOW, YOU'LL QUICKLY LEARN THESE LITTLE ROUND CARDBOARD DISKS ARE RED HOT COLLECTIBLES.

Conversion Kit Cost — $389.00

POG CLAWS ALSO AVAILABLE $95

VIDEO 88
611 Washington St.
SanFrancisco CA 94811

SALES: (415) 788-8848
SERVICE: (916) 348-9506
FAX LINE: (415) 788-8854

POGS ARE HOT POGS ARE HOT POGS ARE HOT POGS ARE HOT POGS ARE HOT

DEITH DISTRIBUTING

EXPORT SALES DIVISION



AMERICA'S NO. 1 EXPORT DISTRIBUTOR

THIS LIST REPRESENTS A SAMPLE OF PRODUCTS OFFERED

VIDEOS

ATARI = Primal Rage
NAMCO = Ridge Racer II
DATA EAST = Tattoo Assassins
SEGA = Virtua Cop
SEGA = Desert Tank
SEGA = Daytona Twin
SEGA = Wing War
WILLIAMS = Cruisin' USA
WILLIAMS = Killer Instinct

PINBALL

BALLY = Corvett
DATA EAST = Maverick
PREMIER = Nightmare on Elm Street
WILLIAMS = Road Show

REDEMPTION

BROMLEY = Turf Champ
COIN CONCEPTS = Home Run Hitter
LAZERTRON = Pirate's Gold
SEGA = Sonic the Hedgehog
QUICKSILVER = City Cats

• SE HABLA ESPANOL •

Call or fax for a complete listing

DEITH DISTRIBUTING INC.

84 Mineola Ave. • Roslyn Heights, N.Y. 11577-1248

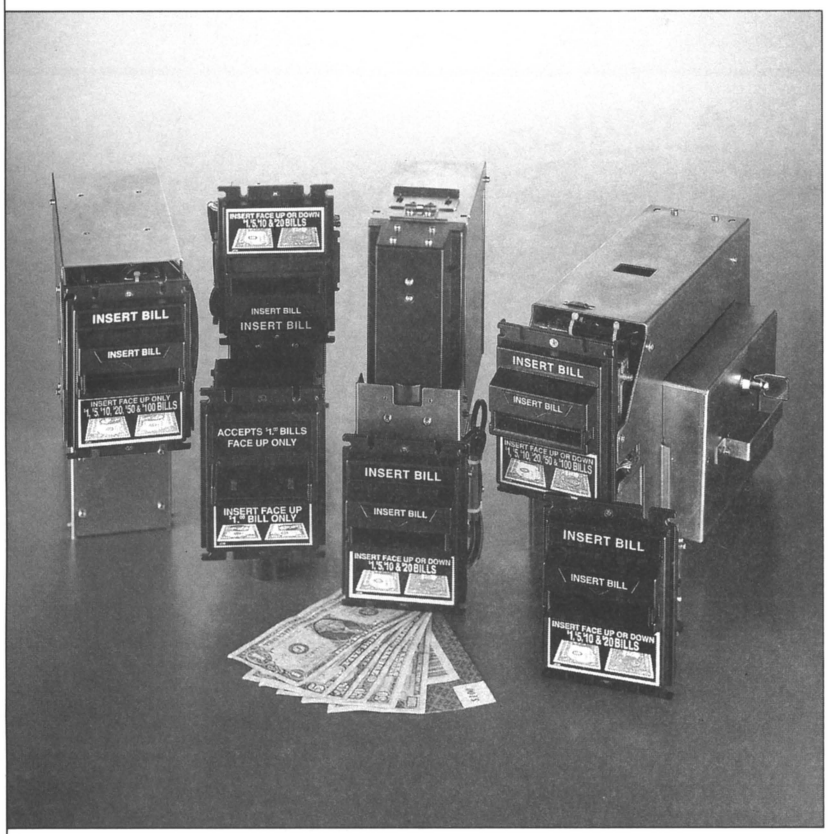
MEMBER OF AAMA

Ph: 516-621-1234

Fax: 516-621-1238

AMOA Amusement & Music Operators Association

Introducing The Component Factory...



The JCM U.S. Family of Bill Acceptors

Are you tired of paying high prices for the components you need to run your business — bill acceptors, power supplies, game boards, monitors, and on and on and on.

The Component Factory carries only *JCM* bill acceptors and power supplies. That means you can't buy these high quality products for less — from *anyone*. The Component Factory is an authorized *JCM* Service Center too.

If you need monitors, the Component Factory can provide you the Wells-Gardner line of monitors, as well as those from other fine manufacturers. If you need game boards, we have a full range — for *less*!

The Component Factory serves the requirements of the Gaming and Amusement Industry with high quality products and fast, factory direct service. But, our most important advantage to you is our price — you get "*the best for less, every day!*" **Call today to learn more about our special, limited time, introductory prices.**

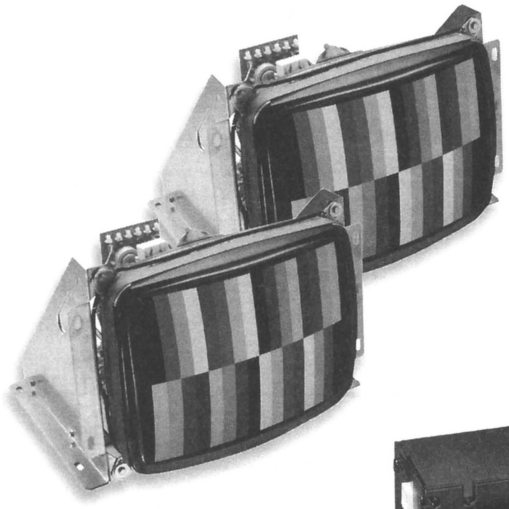
Call Xaviar Bridgetti Today for More Information

(800) 517-7711
(610) 631-1837 Fax

THE COMPONENT FACTORY, INC.

705 General Washington Ave. (Rear), Suite 506 · Norristown, PA 19403

...Your Factory Direct Source for Coin-Op Entertainment Components



- *High Quality*
- *Low Cost*
- *Factory Direct Service*

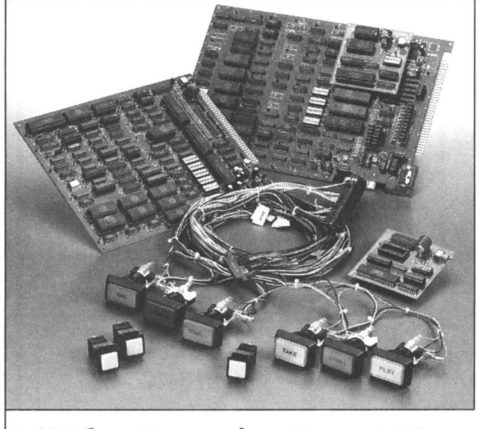


Wells-Gardner and Other Fine Monitors

TCF 15 Amp Switching Power Supplies - and Many Others!



JCM "Black Stallion"
"It runs and runs and runs...
For the money, nothing can catch it."
Low Cost $1 Only Bill Acceptors.



Game Boards and Kits



JCM Bill Counters - Quality, Reliability and Great Value

"The Best for Less, Every Day"
Call Xaviar Bridgetti Today

(800) 517-7711
(610) 631-1837 Fax

705 General Washington Ave. (Rear), Suite 506 · Norristown, PA 19403

THE COMPONENT FACTORY, INC.

LOXTRONIX

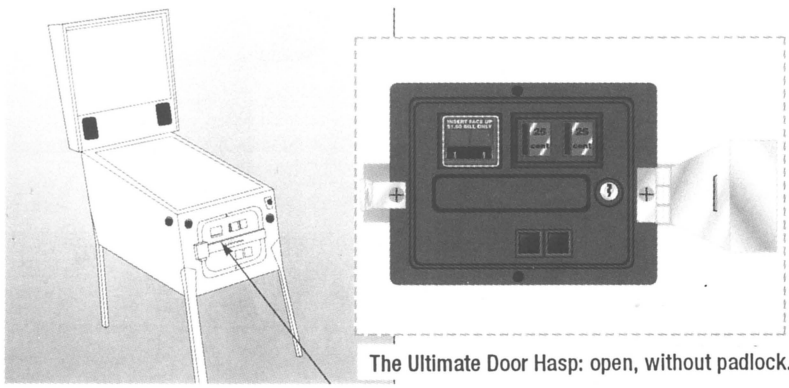
"The people that design with the operator in mind."

(818) 347-9849

PHONE OR FAX 24-HOURS

4523 Cezanne Ave. • Woodland Hills, CA 91364

THE ULTIMATE DOOR HASP

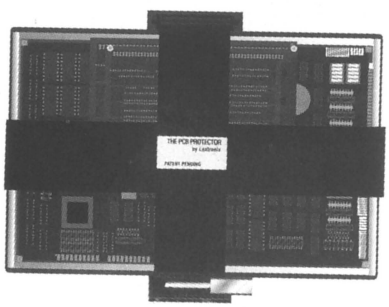


The Ultimate Door Hasp: open, without padlock.

Loxtronix has made available a superior door hasp that is extremely easy to install. **No holes needed to be drilled in your brand new game.** No alignment is necessary, works with existing door frame holes and on-location installation is super-quick. Made of quality 3/16" steel Heat-treated #5 aircraft bolts and machined reinforced hinge. For protection against bolt cutters, lock shackles are totally enclosed. Usage of economical locks is an added benefit. Package includes steel rear back support plates for added strength.

only
$24.95
black
or
$39.95
mirror
chromed

PCB PROTECTOR



from **$60.00** Basic Unit to **$75.00** for Basic Unit with non-breakable Lexan cover. It's "vandal proof".

Sleep good tonight knowing your new super expensive Dark Stalker board will still be there tomorrow.

The **PCB PROTECTOR** was designed to fit all PCB's and will fit into all gaming machines. It makes removal of your main PCB and Sound Board virtually impossible without your key.

ONLY 4 LEFT!!!

Lotto Picks Machines

All 1993 Models
(S&H included, Pre-paid or Certified funds.)

Bradonvical, Inc.
(504) 273-3406

New **Revitalize your** New

CHERRY MASTERS

to include:

Watermelon, All Fruit, and 7 Bonuses and Re-spin feature only $25 buy (6) $20

1-800-966-9873

*Net income $135,000
*Gr. sales $370,000

SECURITY BAR AND LOCK BUSINESS

FOR SALE

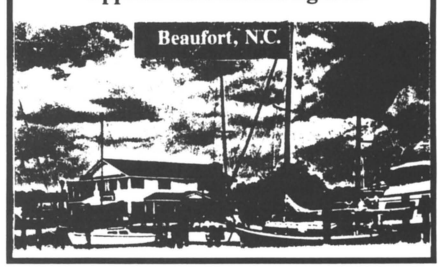
Statements and company records are available for inspection. Reason for selling: Owner retiring and customers requesting continuation of business. Priced low,

the business for $75,000.
plus the machinery $50,000
plus value of remaining inventory.

Over 600 accounts. Building not included in price but available for rent.

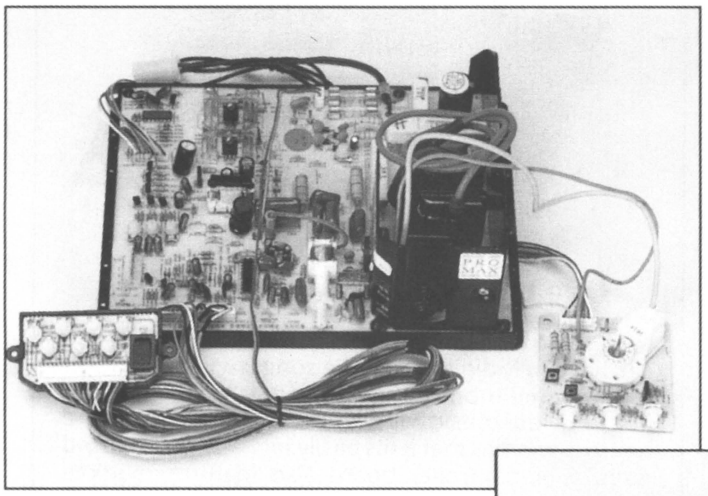
A-1 PRODUCTS
- ask for Stan -
Phone or Fax: 1-919-728-5311
Route 1, Box 654 A, Hwy.101, Beaufort, NC 28516

***Approximate annual figures.**



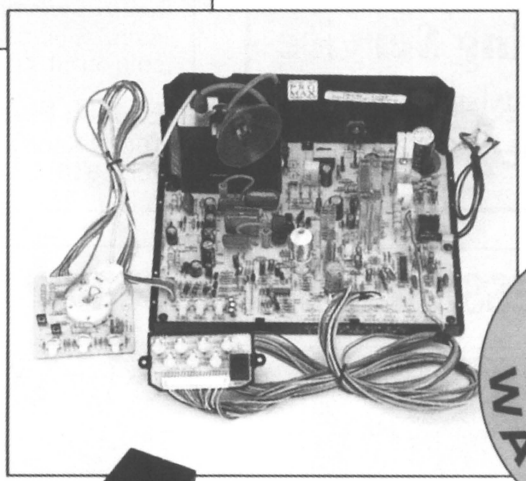
UPGRADE YOUR MONITOR & POWER SUPPLY WITH

PROMAX



G07 Chassis

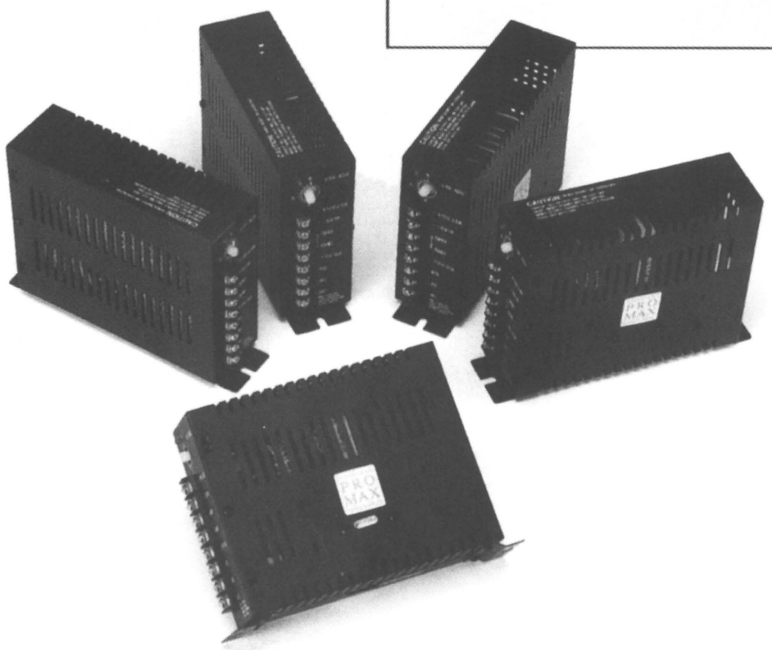
25" Chassis



"NEW"

AUTOSYNC!

Other Models Available!



Power Supply

MODEL:

- C1000 Upgrade Chassis Replaces 19" *Electrohome G07, Replaces 19" *Disco ADI
- C1002 Upgrade Chassis Replaces 13" & 19" *Hantarex MTC9000
- C1003 Upgrade Chassis Replaces 19" *Wells Gardner 49K Series
- C1004 Upgrade Chassis Replaces 19" *Wells Gardner 79K Series
- C5001 Upgrade Chassis Replaces 25" *Wells Gardner 71K Series
- NEW C8101 Upgrade Chassis Replaces MEDIUM RES. *Wells Gardner 19K7635

LIMITED 1 YEAR WARRANTY

MODEL:

PS100 15 AMP SWITCHING POWER SUPPLY

- Overload Circuit Protection
- Low Ripple at Full Load
- Dimensions: 6 1/2" x 5" x 2"

DC OUTPUT VOLTAGES:

- + 5 Volts 15 Amp
- - 5 Volts 1 Amp
- + 12 Volts 2.5 Amp

Phone:
800-800-3946
Fax:
214-721-0363

Electrohome, Hantarex, and Wells Gardner are names and trademarks of their respective corporations.

SAVE ON SUPER SPECIALS

Redemption Pieces

★ Skee Toss BC ★ Boom Ball ★
★ 10' Skee Ball ★ 13' Skee Ball ★
★ Shoot-to-win (w/$) ★Pro Pitch (w/$) ★
★ Pop-A-Ball ★ Pitch Hitter (w/$)★

Misc. Equipment

★ Hoop Shot ★ Sex Tester ★
★ Breath Analyzer ★ Basket Balls ★
★ Putting Challenge ★ Pop-A-Shot ★

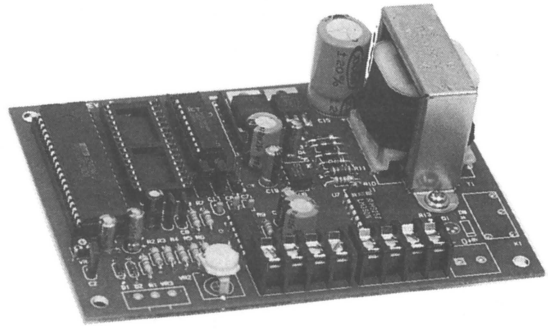
Columbia Vending Service

Baltimore - Maryland

1-800-262-2434

kiddie ride

Sound & Control

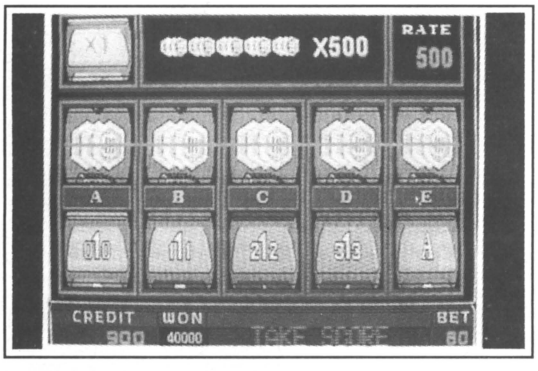


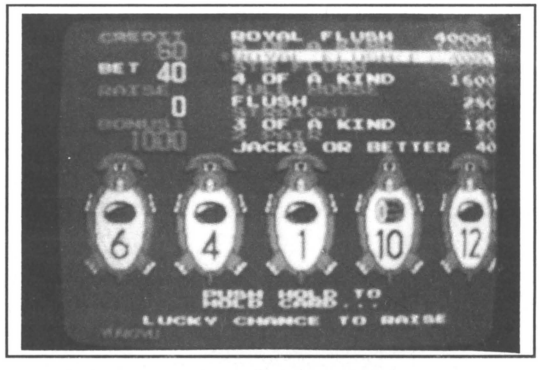
Give your kiddie ride a Mouth Lift!

Why settle with the same old boring music when you can have fully digitized kiddie songs (with voice too!) for the same money! If the look gets kids to ride the first time, our music will get them to ride AGAIN. The board is so small that it fits easily into any new or used rides. Our controller board also features multiple coin input, coin meter output, 20A timer and more.

Eletech Electronics, Inc.
16019 Kaplan Avenue, City of Industry, CA 91744
TEL: (818) 333-6394 FAX: (818) 333-6494

THE MOST PROFESSIONAL DEVELOPER OF VIDEO GAME BOARDS





DIAMOND BINGO

- 5 CARDS GAME RULE.
- AUTO-HOLD CARD.
- x1, x2, x3 MULTIPLE FOR BONUS.
- SPECIAL PRIZE FOR FLUSH.
- DOUBLE UP AVAILABLE.

GOODLUCK II P.K.

- TURTLE & POKER INTERCHANGEABLE.
- 2 TYPES OF DOUBLE UP FOR CHOICE.
- SPECIAL BONUS 1000-5000.
- RAISE BET AVAILABLE IN MAIN GAME.
- 2nd CHANCE TO CHANGE CARD.
- 777 BINGO REEL TO WIN MORE BONUS.

**** CHASSIS * POWER SUPPLIES * PARTS * PCB's * CARTRIDGES * FRUIT GAME ****

CYE COMPANY LTD.
25, Lane 48, Tung An Rd.,
Tainan, Taiwan R.O.C.

TEL: 886-6-2742686 (4 Line)
886-6-2356797 (3 Line)
FAX: 886-6-2347077

PLAYCAPS™

THE GAME THAT'S SWEEPING THE NATION

THE HOTTEST CRANE PRODUCT EVER!!

CRANES:
3 CRANE-PACKAGED ASSORTMENTS

CANDY CRANES:
OVER 30 BULK ASSORTMENTS AVAILABLE



REDEMPTION

PLAYCAPS – 4 COLOR AND FOIL DESIGNS - OVER 30 DIFFERENT ASSORTMENTS AVAILABLE! NEW ASSORTMENTS WEEKLY.

SLAMMERS – PLASTIC & METALS (INCLUDING BRASS)

STARTER KITS – INCLUDES 25 PLAYCAPS, 1-DOUBLEFAT™ SLAMMER AND INSTRUCTIONS IN CONTAINER

CONTAINERS – 1-OZ., 4-OZ., 6-OZ.

GAME BOARDS – POCKET & REGULAR SIZES

RETAIL DISPLAY BOXES AVAILABLE

PREPACK KITS FOR THE NEW PIC 'N WIN™, POGGER™ & POG ZONE™

prizes!

1-800-992-2388

LOCAL DISTRIBUTORS WANTED — CALL FOR INFORMATION

TEKBILT inc

QUALITY

NEW PRODUCT INFORMATION

"T70"

CURRENCY COUNTER

SIMPLE to USE
Completely
Automatic

Saves Time

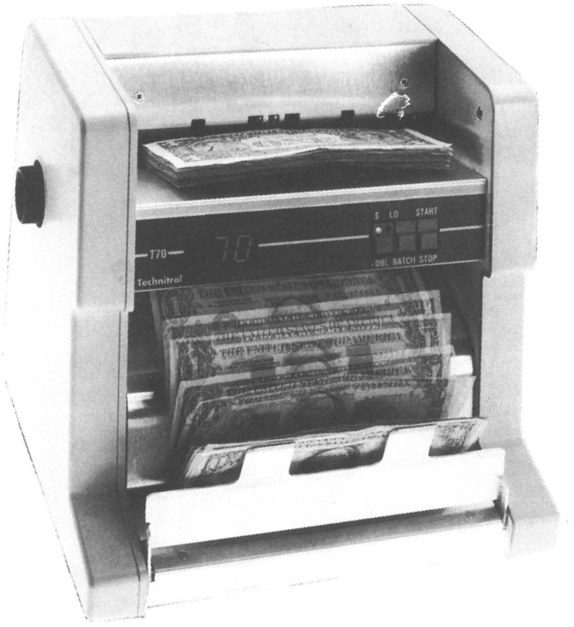
Counts in "Batches" (10,20,25,50or100) for Immediate Wrapping

Be More Accurate

Auto Start and Stop

LED and Photo Sensor Counting Devices

3 Digit Display Counts to 999



Call NOW for SPECIAL Introductory Offer

Counts 1000 Bills per Minute
Complete Error Detection

TEKBILT inc
QUALITY PRODUCTS
QUALITY SERVICE

Huntingdon Valley Industrial Center
3983 Mann Road
Huntingdon Valley, PA 19006
215-322-3232 * Fax 215-322-3238

800-666-7776

TEKBILT inc
QUALITY PRODUCTS
QUALITY SERVICE

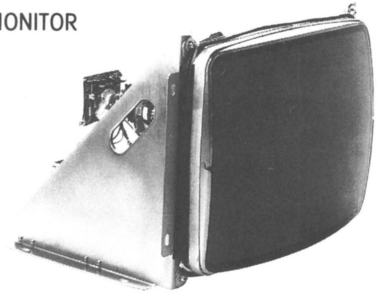
CALL FOR GREAT PRICES!

TEKBILT Monitors Are Manufactured With Grade "A" Tubes...Grade "A" Electronics!

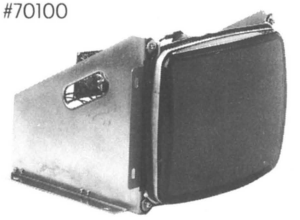
19" HORIZONTAL MONITOR

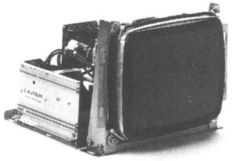
ALSO AVAILABLE
WITH UNIVERSAL
MOUNTING

HOR. #70152
UNIV. #70150



13"HORIZONTAL
#70100





9" HORIZONTAL
#70104

TEKBILT inc

Huntingdon Valley Industrial Center
3983 Mann Road
Huntingdon Valley, PA 19006
(215) 322-3232 • (Fax) 215-322-3238

1-800-666-7776

BILL ACCEPTORS! BILL ACCEPTORS!

TEKBILT IS A GOLD LEVEL DISTRIBUTOR FOR:

MARS ELECTRONICS INTERNATIONAL

ALL BILL ACCEPTORS REPAIRED INCLUDING VFM5 & GL5

GL 5 BILL ACCEPTORS

HIGH SECURITY HIGH PERFORMANCE



$1, $5, $10, $20 ACCEPTANCE

COMPLETE INSTALLATION KITS INCLUDED

UP STACKER
DOWN STACKER
STACKERLESS

ALL MODELS AVAILABLE FROM STOCK
VFM2, VFM3, VFM4, VFM5 & GL5

FACTORY AUTHORIZED SERVICE CENTER

ONE-DAY TURNAROUND SERVICE

TEKBILT inc

3983 MANN ROAD
HUNTINGDON VALLEY, PA 19006
215-322-3232 • FAX 215-322-3238

1-800-666-7776

TEKBILT inc

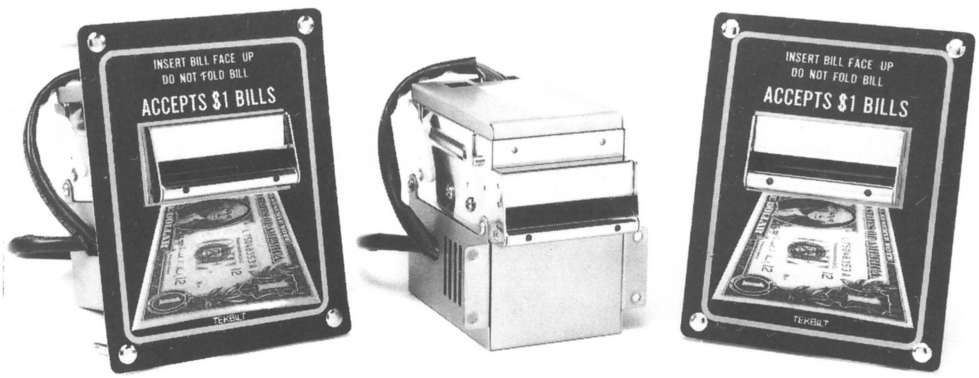
$1.00 BILL ACCEPTOR LOW COST GREAT PERFORMANCE

TEKBILT MAKES BILL ACCEPTOR USE AFFORDABLE

DROPS INTO DATA EAST & WILLIAMS PINBALLS!

"DOLLAR-READY PINS!"

- Increase price per play
- Dramatically increase your collections!



MODEL NV110 - GA1

DESIGNED TO MEET PRICE SENSITIVE NEEDS

★ **Cost Effective** ★ **High Performance** ★ **Increase Profits**

- Programable pulse outputs dip switch selectable 1, 2, 3, 4, 5, 10, or 20 pulses/dollar
- Microprocessor controlled magnetic and pattern recognition
- Simple to clear jams
- Red L.E.D.s at bill entry flash for attraction
- Modular Electronic design
- Small compact 1 piece unit
- 110 V AC operation (12V DC unit available)

TEKBILT inc

Quality Products
Quality Service

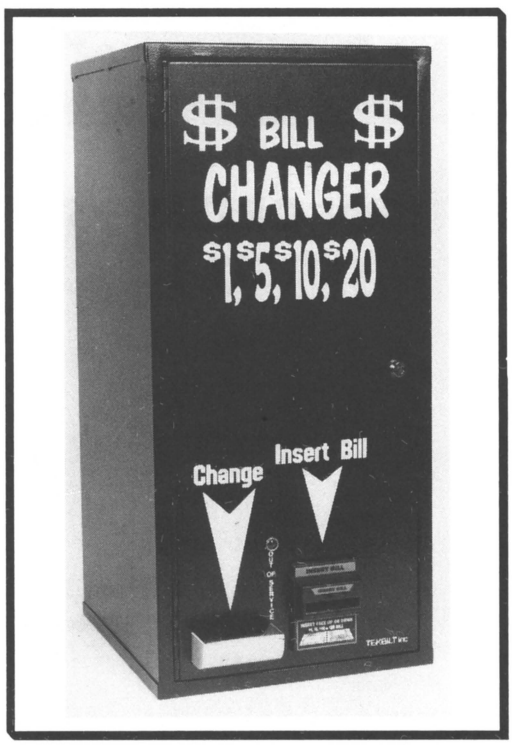
©1991

Huntingdon Valley Industrial Center
3983 Mann Road • Huntingdon Valley, PA 19006
(215) 322-3232 • FAX: 215-322-3238
1-800-666-7776

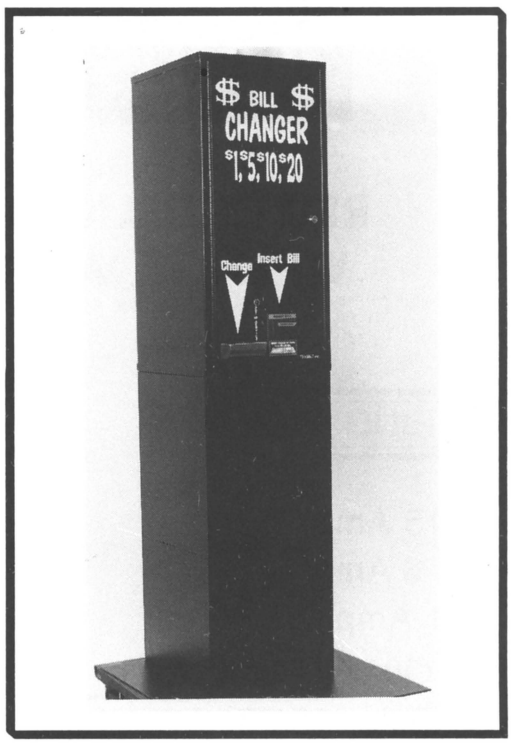
CHANGE CHANGE

10,000 + Coin Capacity Hopper

$1,$5,$10,$20



Model TB2000



Shown with Optional Pedestal

Low Cost High Performance

Three Level "Run Away" Protection
Solid State Electronics - Diagnostic LED's
IN/OUT/EMPTY Meters - Manual Run Switch
TOKEN OPERATION - Dispense 1-20 per Dollar
H - 30" X W - 14" X D 15" Weight 68.5 lbs

High Security $1-20 Bill Acceptor
Asahi Seiko Dispensing Hopper
600 coins/minute - Double Coin Count Sensors
Instant Stop Device - Thermal Protection
16 Gauge Wrapped and Welded Steel

Three (3) Point Locking System

TEKBILT inc

©1993 TB021022

Huntingdon Valley Industrial Center
3983 Mann Rd., Huntingdon Valley, PA 19006
215-322-3232 * Fax 215-322-3238

1-800-666-7776

NEW PRODUCT

TEKBILT inc USA

TEKBILT inc USA

PLATINUM PLUS 15 AMP POWER SUPPLY

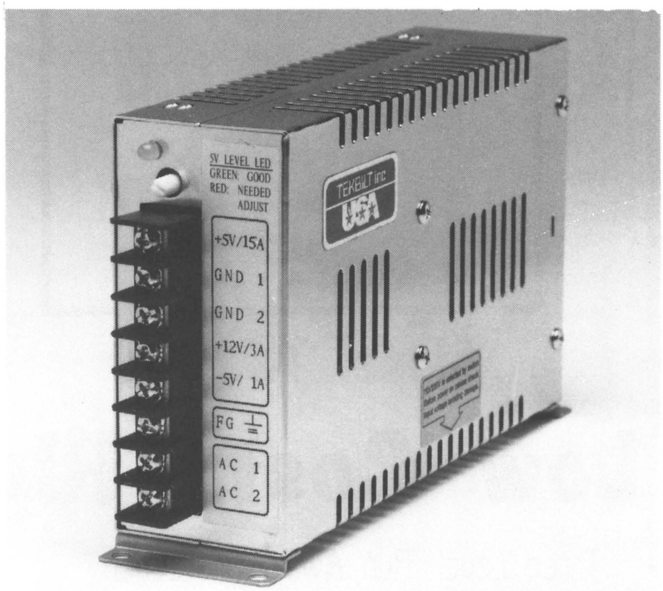
NO METER REQUIRED TO ADJUST THIS POWER SUPPLY

RED L.E.D. LIGHT WILL TURN GREEN WHEN +5 VOLT IS SET PROPERLY !

FEATURING

* +5 V. . . 15 Amp
* +12 V . . . 3 Amp
* -5 V . . . 1 Amp
* Computer Quality - Low Noise
* Dual AC inputs 115/230 AC (selectable)
* COMPLETE overload protection
* Short Circuit protection
* Built-in EMI line filter
* 100% Burn-in tested
* Slim Line, Compact, Light Weight
* 1 Year Warranty

1 Full Year Warranty



Stk. No. 30920 - U.S.A. 15 Amp Power Supply
Dimensions: 7" x 4 1/4" x 1 15/16"
Weight: 1.84 Lbs.

Patent Pending

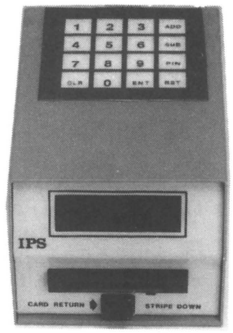
TEKBILT inc
Quality Products
Quality Service

©1991

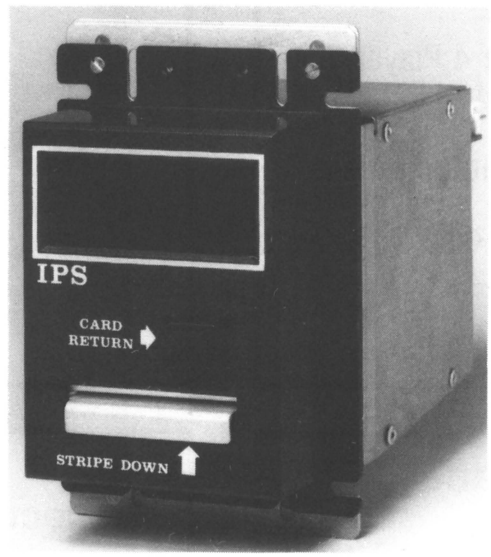
Huntingdon Valley Industrial Center
3983 Mann Road
Huntingdon Valley, PA 19006
(215) 322-3232 (FAX) 215-322-3238
1-800-666-7776

TEKBILT inc

CASHLESS CASHLESS CASHLESS
Tomorrows system is here TODAY

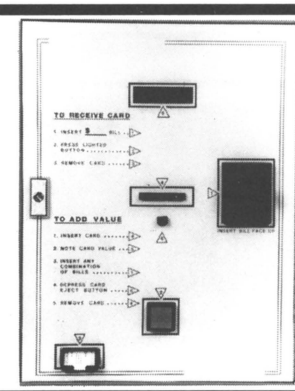


Encoder



Card Acceptor

Automated Teller



Low Cost

Make ANY Game "Cashless"
No Poor Acceptance
Ends Cash Handling Problems
No Cash in the Game - No Vandalism
Extremely Fast Play - Increases Revenues
A.T.M. Bank Teller Security Technology
Adapts to ALL Currencies Worldwide
Highly Intelligent - Network Capable

GREAT for Arcades * Clubs
Special Need Locations

TEKBILT inc
Quality Products
Quality Service

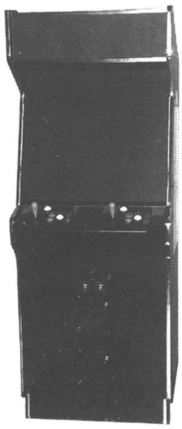
©1994/CL01

Huntingdon Valley Industrial Center
3983 Mann Road
Huntingdon Valley, PA 19006 U.S.A.
215-322-3232 ** Fax 215-322-3238

1-800-666-7776

micro distributors incorporated

Universal Video Game Cabinet



FEATURES

- ☑ 25" Monitor
- ☑ 2 Or 4 Player Control Panels
- ☑ Jamma Harness
- ☑ Kit Ready

'MICRO MUSTANG'™ Pool Table



FEATURES

- ☑ 7' Pool Table
- ☑ 3/4" One Piece Slate
- ☑ Adjustable Pricing Up To $1.00
- ☑ Magnetic Cue Ball
- ☑ One Piece Ball Return System

INCLUDES

- ☑ 4 Pool Sticks
- ☑ Ball Rack
- ☑ Belgian Balls

'GRIPPIT'™ Crane



FEATURES

- ☑ Adjustable Length Of Play
- ☑ Level Of Difficulty
- ☑ Price Per Play

OPTIONS

- ☑ Sound
- ☑ Lighting
- ☑ Dollar Bill Acceptor

GALAXY Electronic Dart Machines



FEATURES

- ☑ Displays Top Ten Location Players
- ☑ Patented Arachnid Super Spider With Square Entry Holes And Thin Ribs.
- ☑ Displays Team Names And Individual Names During League Play.

From ARACHNID

Call About The All New NSM Solid Gold Jukebox

MICRO DISTRIBUTORS, INC.

P.O. BOX 1103
LaVergne, TN 37086

micro distributors inc.

1-800-764-4276

You Deserve It, We Give It - In Both Quality And Service

13" MINI CABINETS



2 Different Styles

PAL's MAGICAL Tonic™



PAL's MAGICAL ODDS®



TURBO POKER II



WING GAMES

Skill Chance (W-7) Bonus Chance (W-8)
Lucky Gold (W-10) Lucky Star (W-11)
Lucky Bingo Lucky Girl Lucky 75
Lucky Bank (W-17)

KITS AVAILABLE FOR ALL GAMES

AFTER HOURS TECHNICAL SUPPORT

(615) 862-9224

A technician will return your call within an hour!

19" SIT DOWN CABINETS

TICKET PRINTERS

CHERRY POKER
8 LINE & POKER ALL IN ONE

HIGH SECURITY METAL CABINETS

SERVICES PROVIDED FOR THE SA-20 EPROM PROGRAMMER

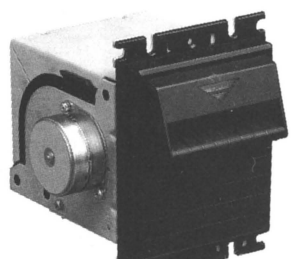
NEW FROM PAL
MAJOR POKER

WHITE ROUND TOP CABINETS



Available With Hopper
(For Florida Redemption)
Or Printer

Cash Code DBAs



Advanced Optical Recognition
Accepts $1,$5,$10,$20 US.
Very Affordable
Plus A Lot More!

SUPER MAX POKER



LONE STAR DRAW

TEXAS REDEMPTION GAME



These Games Are For Amusement Only. Not For Sale Or Use In States Or Municipalities Where Prohibited By Law.

MICRO MANUFACTURING, INC.

535 Old Nashville Hwy.
LaVergne, TN 37086
(615)793-5510 Fax(615)793-5512
1-800-277-6136

VISA

DELIVERY NOW AVAILABLE

HAPPY THANKSGIVING



USED EQUIPMENT WANTED:

(30) COIN-OP 3 1/2 X 7 POOL TABLES

Plus:

(3) AIR HOCKEYS

BIG VALLEY AMUSEMENT

(209) 686-1226

(L.A. or S.F. Area, Please!)

BC-9 CONVERSION KIT

Saves hundreds of dollars from buying new changers!

Converts a BC-9 to BC-35

- **$5 Accptance**
- **Solid-state, self diagnosing computer**
- **Installs in minutes**

TO ORDER CALL:

(616) 245-8235

For Sale

VIDEO GAME ROUTE

***near* ROCHESTER, NY**

Excellent opportunity for vendor to expand in or into western New York state. 18 games on location, xtra equipment, many leads, analysis of competition, etc.

***only* $17,900**

Call: (716) 671-1464



THE GAME DOC

8000 WHEATLAND AVE. B • SUN VALLEY, CA 91352

MORTAL KOMBAT II KIT.....$1,395

Aero Fighters (V-2-Kit).....$395
Black Tiger (H-1-Bd./Marq.).....45
Cabal (H-2-Bd./Marq.).....45
Cadash (H-2-Bd./Marq.).....75
Captain America (H-4-Bd./Marq.).....195
Champion Baseball (H-2-Bd./Marq.).....50
Choplifter (H-1-Bd./Marq.).....45
Combatribes (H-2/3-Bd.Marq.).....35
Commando (V-1-Bd./Marq.).....30
Cyberball 2074 (H-2-Bd./Marq.).....95
DJ Boy (H-2-Bd./Marq.).....90
Double Dragon (H-2-Bd./Marq.).....40
Double Dragon II (H-2-Bd./Marq.).....60
Fighters History (H-2-Bd./Marq.).....195
Fire Trap (V-1-Bd./Marq.).....75
Ghosts 'N Goblins (H-1-Bd./Marq.).....30
Gladiator (H-1-Bd./Marq.).....35
Gold Medalist (H-2/4-Bd./Marq.).....125
Gondomania (V-2-Bd./Marq.).....40
Guerrilla Wars (V-2-Bd./Marq.).....50
Heavy Barrel (V-2-Bd./Marq.).....30
In the Hunt (H-2-Kit).....495
Kid Niki (H-1-Bd./Marq.).....40
King of Dragon (H-3-Bd./Marq.).....195
Klax (H-2-Bd./Marq.).....95
Martial Champion (H-2-Kit).....395
Mortal Kombat (H-2-Kit).....545
Mortal Kombat II (H-2-Kit).....1395
Nastar Warrior (H-2-Bd./Marq.).....$125
NBA Jam (H-4-Kit).....995
NBA Jam Tournament (H-4-Kit).....1795
Neo-Geo 1-Slot (H-2-Kit).....595
Power Instinct (H-2-New Kit).....495
Raiden (V-2-Kit).....395
Search & Rescue (V-2-Bd./Marq.).....60
Simpsons (H-2-Bd./Marq.).....150
Sky Shark (V-1-Bd./Marq.).....95
Slam Masters (H-4-Bd./Marq.).....245
Street Fighter (H-2-Bd./Marq.).....95
Street Fighter II (H-2-Bd./Marq.).....95
Street Fighter II: C.E. (H-2-Kit).....185
Street Smart (H-2-Bd./Marq.).....65
Tao Taido (H-2-Kit).....245
Tiger Heli (V-1-Bd./Marq.).....50
Warriors of Fate (H-3-Kit).....395
World Series (H-2-Bd./Marq.).....60
Wrestle Wars (V-2-Bd./Marq.).....60
WWF Superstars (H-2-Bd./Marq.).....35

NEO GEO CARTRIDGES

2020 Super Baseball (H-2-Cartridge).....$45
Aero Fighters 2 (H-2-Cartridge).....Call
Art of Fighting (H-2-Cartridge).....15
Baseball Stars (H-2-Cartridge).....40
Burning Fight (H-2-Cartridge).....$30
Eightman (H-2-Cartridge).....50
Fatal Fury (H-2-Cartridge).....20
Gururin (H-2-Cartridge).....Call
King of Fighters '94 (H-2-Cartridge).....Call
Magician Lord (H-2-Cartridge).....20
Nam 75 (H-2-Cartridge).....20
Ninja Combat (H-2-Cartridge).....15
Samurai Shodown (H-2-Cartridge).....125
Sengoku (H-2-Cartridge).....30
Top Players Golf (H-2-Cartridge).....30
World Heroes (H-2-Cartridge).....15

CABINETS - 27" & 33"!

The ULTIMATE VIDEO GAME ALARM

Call for Info!

CONVERSION SUPPLIES

Atari Control Panels.....$40
Williams Control Panels.....40
Dynamo Control Panels.....45
Jamma Harness.....11
Gloss Black Spray Paint.....1.95

(818) 504-0440 • (800) 766-3166 • Fax: (818) 504-1153

STRATA™
4010 Winnetka Ave.
Rolling Meadows, IL 60008

FALL SPECIALS!

DIRECT FROM STRATA GROUP, INC.

BLOODSTORM.....$795



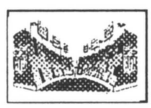
The new standard in fighting games. Extensive Character moves for challenging game strategies, combined with hidden combination moves that enhance the game play and increase earnings longevity. A 2-Player kit installs easily into any existing 5-button or 6-button control panell configuration. Players can search for many secret enemies, weapons, locations, and events. Interchangeable weapons and fighter improvements increase gameplay variety and player strategy. Player password system, stores individually created fighters for increased repeat play. Operator adjustable, violence DIP switch settings for any type of location. 2-player simultaneous play with continuousbuy-in. Complete kit available for all JAMMA compatible cabinets with horizontal mounted monitors.

PAIRS.....$795



A street-oriented video game that combines irresistable game play with sensational digitized graphics and sounds. Players try to remove all of the cards from the screen to reveal the picture and advance to the next level. Three versions of this clever matching game are available. The Adults only version reveals sexy pictures as the cards are matched. The All Ages version offers a competetive scoring system, and displays hilarious riddles as a reward to players who complete a round. The Redemption version has cute cartoon graphics and fast game action that will appeal to kids of all ages.

NFL Hard Yardage.....$795



An officially licensed product of the NFL. Players choose any of the 28 NFL professional teams in both home and away uniforms. Up to four players control incredibly realistic digitized players in continuous buy-in, head-to-head play. The unique behind-the-player view allows for realistic and intuitive game play, while the camera zooms in on the play action. Actual NFL game footage appears after plays to add a TV-like quality to the game experience. Special joystick and button combinations allow for exciting special moves that players can discover and learn.

Strata "System" Trade-In Policy

Strata will convert any of your current BloodStorm, Pairs, or NFL Hard Yardage games to a new game listed above for only $199.95! Call today for details.

ALL "NEW" KITS!

OTHER GREAT STRATA GAME KITS AVAILABLE IN LIMITED SUPPLY!

TIME KILLERS, Trend-setting one-on-one fighter with tons of action!.....**$695**

ARLINGTON HORSE RACING, Play for fun or for tickets! Great street piece!.....**$695**

RIM ROCKIN BASKETBALL, Official rules b-ball for 4-players!.....**$695**

STRATA BOWLING, A true original! Trackball or joystick versions available!.....**$695**

GOLDEN TEE GOLF I or II, three different courses, top notch game play.....**$695**

PEGGLE, Great family fun! Play for points or tickets!.....**$495**

HOT SHOTS TENNIS, Superb 2-player tennis match.....**$395**

ALL KITS COMPLETE!

ORDER YOUR GAMES TODAY!

Call John Cassiday, Elaine Ditton, or Mike Hanson at Strata for more details.
Cash, Checks, Visa/MC/AMEX Cards accepted.
1-800-262-0323 or Fax (708) 870-0120

CALL NOW!

GAMES OF TENNESSEE

For all your coin-op needs!

Wide variety of new and used equipment!

TOP SELLING ITEMS

- *Super Cherry Master*
- *Super 2-in-1*
- *Bartop Games*
- *Pot 'O Silver (skill wheel)*
- *Mother Lode Pusher*

GREAT BUYS NOW ON...

- *Used 8-Lines*
- *Used Merit Rivieras*
- *Used Valley tables*
- *New Cooper tables*

We do take trade-ins.



CALL TOLL FREE:

1-800-456-6882

1220 West Jackson St. Shelbyville, TN 37160

Phone: (615) 684-0100

Fax: 615-685-0144

YOUR WORLDWIDE SUPPLIER ONE STOP SHOPPING

We offer:

- Original used PCB's.
- Used NEO-GEO cartridges.
- Power supply, chassis.
- Video game parts.

Please write or fax for details.

HSIN PAO HANG ENTERPRISES CO., Ltd.

17F No. 630-6, Ta-Yo Rd.
Taoyuan, Taiwan R.O.C.

Tel: +886-3-356-5679
Fax: +886-3-356-6365

SUPER SPECIALS!!!

Champ. Street Fighter II:
Hyper Fighting PCB.....$149

Capcom Street Fighter II:
Marquis.....12

Capcom Factory Street Fighter II:
Tubo Hyper Fighting Chips.....49

Neo Geo Cartridges
Buy & Sell.....Call

Pinballs - Buy & Sell
Large Inventory.....Call

Used PCB's under...75

FAMILY AMUSEMENT CORP.

Se Habla Espanol

876 N Vermont Ave.
Los Angeles, CA 90029

(213) 660-8180

Fax: 213-660-8976

M & P AMUSEMENT

658 West Market St. • York, PA 17404

(717) 848-1846 • FAX: 717-854-6801

ASK for PHIL or TERRY or MIKE

$100 PRE-PAYS FREIGHT ON ANY GAME IN CONTINENTAL USA

SUPER SPECIALS:

Assorted Kiddie Rides $995
Coin Scan Coin Counter.....295
Hoop Shot Basketball 700
Lethal Enforcer.....2495
Mortal Kombat I (ded.).....995
Mortal Kombat II (ded.).....2395
Rowe MC-25 Changer 1250
Rowe MC-35 Changer Kit: Transport, Harness, Power Supply, CPU.....395
Rowe CD-100 3195
Wurlitzer 45 Nostalgia.....3295
Time Traveler 895
Valley 3.5 x 7 Cougar Pool.....1295

PINBALLS:

Addams Family.....$2195
Bad Cats.....845
Bad Girls.....595
Big gun.....695
Black Knight 2000.....895
Bonzai Run.....995
Checkpoint.....995
Comet.....595
Creature From Black Lagoon.....1995
Cyclone.....995
Demolition Man.....2695
Dracula.....1795
Earthshaker.....1095
Eight Ball Champ.....495
Elvira.....1295
F-14.....595
Fun House.....1295
Game Show.....995
Gladiator (new pre.).....1750
Indy Jones.....2195
Jokerz.....745
Judge Dredd.....1995
Jurassic Park.....2095
Lethal Weapon.....1295
Lethal Weapon.....1295
Millionaire.....595
Mousin' Around.....995
Pinbot.....695
Police Force.....995
Pool Sharks.....1250
Road Kings.....495
Roller Games.....895
Space Shuttle.....495
Space Station.....895
Star Trek (Data East).....1395
Star Trek (N.G,).....2795
Star Wars.....$1595
Street Fighter II.....1495
Taxi.....745
Terminator Pin.....1795
The Simpsons.....795
Turtles Pin.....795
Twilight Zone.....1795
Whirlwind.....1095

DEDICATED P.C. BOARDS W/ USED ACCESSORIES:

Martial Champion.....$295
Mortal Kombat I.....495
Quarterback.....100
Rim Rockin' B-Ball.....100
Time Killers.....295

SITDOWN GAMES:

Afterburner.....$2995
B.O.T.S.S.....2995
Cisco Heat.....3995
Cybersled (NEW!).....6500
Final Lap I.....3750
Galaxy Force.....2995
G-Loc.....3995
GP Rider.....4250
Hard Drivin' Mini.....2750
Moto Frenzy (2-Pl.).....3995
Rad Mobile.....4495
Steel Talons.....3750
Super Hang-On.....1695
Super Monaco GP.....3995
Turbo Outrun.....3995
Virtua Racing.....8500

VIDEOS:

720°.....$395
APB.....395
Afterburner (u/r).....395
Assault.....395
Beast Busters.....1295
Big Run.....1395
Championship Sprint.....395
Chase H.Q.....1295
Clutch Hitter.....395
Continental Circuit.....795
Cyberball.....$395
Final Fight.....395
Gate of Doom.....395
Golden Axe.....395
Hang On.....650
Heavyweight Champ.....395
High Impact.....395
Mortal Kombat I (ded.).....995
Mortal Kombat 2 (ded.).....2395
Operation Wolf.....395
Out Run.....$1195
Paperboy.....395
Pole Position II.....395
Power Drift.....1195
Roadblaster.....395
Street Fighter II.....395
Super Off Road w/Trak Pak.....750
Super Sprint.....395
Team Quarterback.....550
Terminator Gun.....1995
Time Traveler.....895
Toobin'.....395
U.S. Classic.....395

VIDEOS IN 25" CAB. DED.

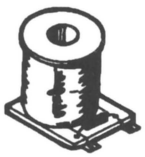
Captain America.....$795
Captain Commando.....795
Carrier Air Wing.....695
G.I. Joe.....795
High Impact.....695
Mercs.....795
Moonwalker.....695
Mortal Kombat I.....995
Mortal Kombat II.....2395
NBA Jam.....1995
Off Road.....795
Pit Fighter.....795
Simpsons.....795
Smash TV.....695
Street Fighter II: Turbo.....795
Techbowl 2 TV Game.....395
Time Killers.....795
TMNT.....795

REDEMPTION EQUIPMENT SPECIALS:

After Shock.....$3295
Big Mouth.....2500
Bozo Basketball.....1995
Cosmo Gang.....2995
Cracky Crab.....4250
Crane SMS Single.....795
Flip-to-Win.....4500
Hoop Shot Basketball.....700
Jumbo Crane.....895
Knock Down (like new).....2250
New York, New York.....3500
Skee Ball 13' Model H.....1495
Skee Ball Model H Green.....995
SMS Poker Roll.....995
Wacky Gator.....4250

WANTED:

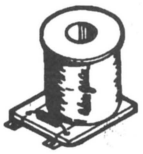
Arm Wrestling (Jaleco), Big Choice Triple Crane, Batting Cages Pacer, Carousel Chance, Merlin's Magic, Majestic Bumper Cars, Outrunners (s/d), Stadium Cross



Alvin G. & Co.

Pinball Coils

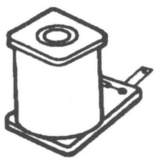
Alvin G. & Co.

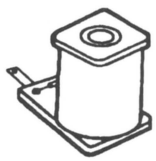


Replacements for:
Williams
Bally
Data East
Premier

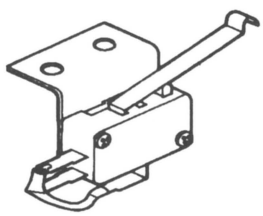
Part #	Coil windings	1 -5 pieces	6 - 10 pieces	11 + pieces
CLL-001	34-3400	$4.95	$3.75	$2.25
CLL-002	26-1700, 30-2600	$6.95	$5.45	$4.75
CLL-003	25-1350, 30-2600	$6.95	$4.95	$3.95
CLL-004	28-1750	$4.95	$3.45	$2.50
CLL-005	30-800	$6.95	$4.95	$3.45
CLL-006	25-1075	$4.95	$3.45	$2.95
CLL-007	26-1305	$4.95	$3.45	$2.95
CLL-008	23-800	$4.95	$3.45	$2.95
CLL-009	21-950	$6.95	$5.45	$4.25
CLL-015	22-700, 30-2600	$6.95	$5.95	$4.95

Replacements for:
Williams
Bally
Data East
Premier

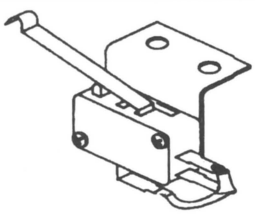




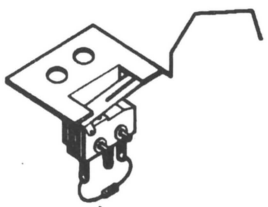
Use coil windings for alternate manufacturer



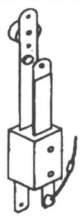
MSA-R03
Flipper switch assembly (right)



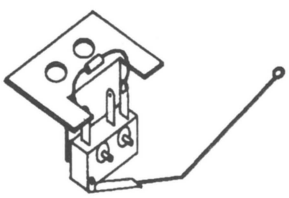
MSA-L03
Flipper switch assembly (left)



SBA-001
Roll-over switch



STR-005
Standup target switch

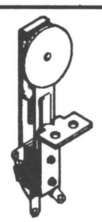


SPS-001
Spinner switch

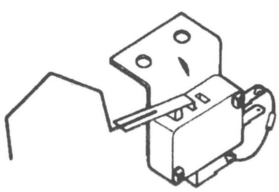
Pinball switches

Mixed part numbers apply to bulk discounts - Call for unlisted parts

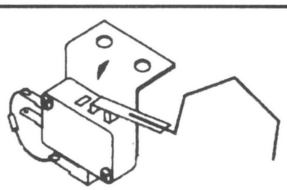
$3.75 each	$3.25 each	$2.75 each
1 - 10 pieces	10 - 20 pieces	21+ pieces



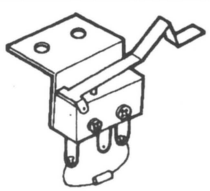
STR-003/STR-004
Round target (Blue/Yellow)



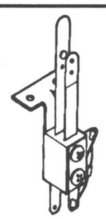
RSA-002
Roll-over switch (left)



RSA-003
Roll-over switch (right)



MSW-009
Ramp micro switch



STR-001
Stand up switch

C&P DISTRIBUTING

TEL: 219-256-1138

FAX: 219-256-1144

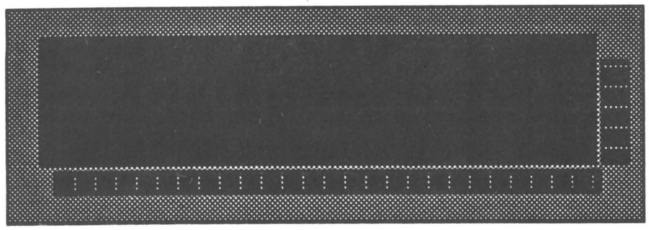
© copyright 1994

QUANTITIES LIMITED AND PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE.



219-256-1144

DOT MATRIX DISPLAY



BRAND NEW
COMPLETE WITH
CIRCUIT BOARD

FITS ALL NEW:
BALLY
WILLIAMS
DATA EAST
PREMIER
ALVIN G

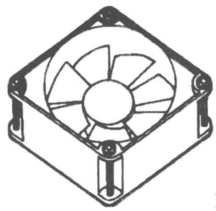
SALE

AS LOW AS **99.00**

LOTS OF 20

109.00 LOTS OF TEN
119.00 EACH

3.5" 12 VOLT FAN



7.50 EACH
6.95 LOTS OF 5
6.25 LOTS OF 10

DC BRUSHLESS





SPK-004 (8") 6.50 EACH 5.50 L10 4.95 L16

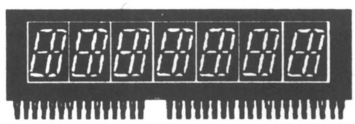
SPK-002 (6") 3.95 EACH 3.25 L10 2.95 L48

SPEAKERS

SPK-001 (2X6) 4.95 EACH 4.25 L10 3.45 L100

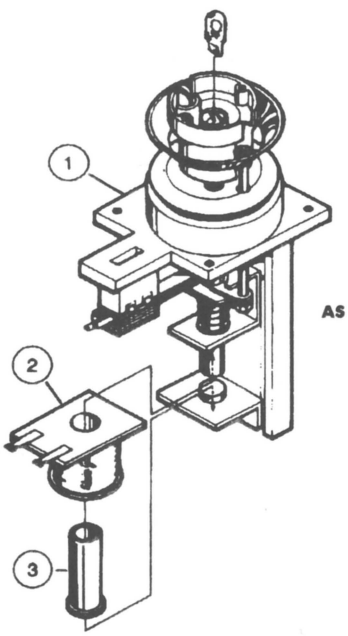
7 DIGIT DISPLAY

GOTLIEB / PREMIER



6.95 EACH 4.95 L6

THUMPER ASSEMBLY



REPLACEMENT ASSEMBLY
FOR:
DATA EAST & ALVIN G

AS LOW AS **12.95**

LOTS OF 40

19.95 EACH
17.95 LOTS OF 3
16.95 LOTS OF 10

MELTEC BALLS

REPLACEMENT BALLS FOR ;
BOOM BALL
BIG MOUTH
KNOCK DOWN

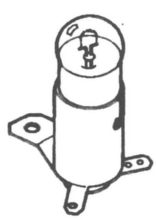


4.50 EACH
4.25 LOTS OF 50

AS LOW AS **3.85**

LOTS OF 100

FLASHER BULBS



#67 **19.00 / HUNDRED**

BULB SOCKET
NOT INCLUDED

C&P DISTRIBUTING

TEL: 219-256-1138

FAX: 219-256-1144

QUANTITIES LIMITED AND PRICES ARE SUBJECT TO CHANGE WITHOUT NOTICE.



FAX YOUR ORDER 219-256-1144 24 HOURS A DAY

© copyright 1994

NEW NEW NEW NEW NEW

CRACKSHOT

Designed and developed by British engineers. Coin operated laser shooting game fully cash box tested. Not a video but long term game of skill with a short term capital payback.

- The latest laser gun technology.
- Changeable knock down targets.
- Multi-point scoring game.
- Progressive skill levels.
- Voice over sound tracks.
- Ticket dispensing.

Sole American manufacturing & distribution rights available.

G.A. CHATTAWAY & CO. LTD.

Meriden, Warwickshire, England CV7 7LJ

Tel: 011 44 675 442564 Fax: 011 44 675 443120

8-Line Boards & Kits
Plexi, Harness, Buttons
DBV, Power Supply
DISCOUNT PRICING!
*** 1-800-966-9873 ***

★★★★**WANTED**★★★★
Used - *Ven Design*
Carousel Bulk Candy Machines
Call: (318) 256-6499

KIDDIE RIDE SOUND SYSTEMS, GAMES AND ELECTRONICS

KIDDIE RIDE SOUND BOARDS

1 Sound System	$45.00
1 Sound, 1 Button	49.00
1 Sound, 2 Button	49.00
VS110 Controller	99.00
VS210 Controller	125.00

KIDDIE RIDE ACCESSORIES

Flasher 1 (1 Channel)	$20.00
Flahser 4 (4 Channel)	39.00
Display Boards	22.00
12 Watt Speaker	3.75
2 Watt Speaker	2.50

Quantity Discounts Available!

JM ELECTRONICS

CUSTOM DESIGNED SOUND SYSTEMS, GAMES & CONTROLLERS

For more information or catalog call:

JM ELECTRONICS

970 Sunshine Lane,Ste. E, Altamonte, FL 32714

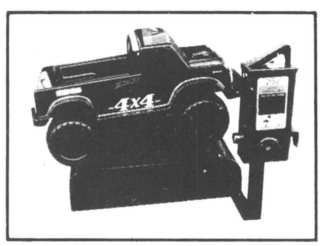
Ph: (407) 862-3363
Fax: 407-862-0373

NEW KIDDIE RIDES MADE IN THE U.S.A.

Solid State Engineering • Lightweight • Durable
Weatherproof • American made replacement parts
Universal base for all rides • High-security coinbox
Heat-treated strips for construction

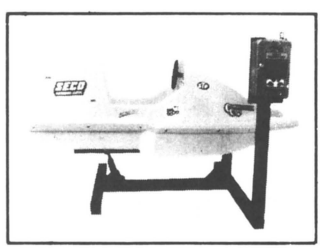
SPACE SAVER RIDES

These newly designed small rides still offer solid state sound and mechanics, heat-treated steel strips on coin post, and American made replacement parts. Yet, the scaled-down size (Little Foot truck 26 x 44 inches, Carousel Horse 18 x 36 inches) *saves you money as well as space.*



HYDRO BOAT

This all new speed boat will be a favorite of all water-loving children! It has the same solid state sound and mechanics, and high security features of our other rides. It is available in eye-catching yellow, blue, or red.



Kiddie Amusements

P.O. Box 939 • Florence, MS 39073

601-845-7501 • 800-647-6460

FOR SALE

CLEAN USED MONEY MAKERS

VIDEOS

Hard Drivin	$2,995
Race Drivin	3,495
Super Chexx Hockey	795

REDEMPTION

Rock-N-Bowl	$2,495
Doyle Double Jr. Basketball	1,995
Cracky Crab	2,995
Whac-A-Mole Double w/compressor	1,895
Mini Skee Ball 6'	895
Wheel 'em In	3,695
Knock Down - Singlew/chair	1,895

B & B MUSIC

Ph. (216) 432-5700
Fax: 216-432-5759

VIDEO CONNECTION

1150 INDUSTRIAL PL., #110, DIXON CA 95620

COMPLETE FACTORY KITS

ALL KITS CONTAIN: Legal P.C. Board, Marquee, Overlay, Wire Harness, Stick, Buttons & Instructions!

Dark Stalkers (2-3 Pl., Capcom's Latest 6-Button Hit)...Call
NBA Jam (Full Kit).....$1195 **Tourn. Edition**.....$1795
Mortal Kombat II (Hottest New Kit for 1994).....1695
World Rally (Includes: Steering Wheel, Shifter & Pedal)1295
Alien Vs. Predator (2-3 Pl., Top Movie Star Action).....1295
Run & Gun (2-4 Pl., Basketball Action w/Link Kit).....1250
Raiden II (2 Pl., Excellent Sequel for Vertical Monitor)..1050
Gal's Panic 2 (Vertical Digitized Models Strip to the Buff) ..1050
Twin Eagle II (2 Pl., Digitized Helicopter Rescue).....950
Battletoads (2-3 Pl. Unique Cartoon Space Action) 895
NBA Jam Tournament Edition Software.....875
Mortal Kombat (2 Pl., #1 Hit, Full Kit).....550
Peek-a-Boo (R-Rated Strip-Tease Style Arkanoids) 550
Super St. Fighter Turbo ("B" Kit with Exchange)..... 495
Capcom Bowling (Excellent Tavern Piece w/Trackball) .495
Nine Ball Shootout (Excellent New Pool Game!) 495
Tetris (2-Pl., Finest Novelty Piece Ever!).....495
Aero Fighters (2-Pl., Excellent Airplane Shoot 'em Up) ..450
Survival Arts (2-Pl., Similar to Mortal Kombat 2) 395
Varth: Op. Thunderstorm (2-Pl., Like Aero Fighters).....395
Time Killers (2 Pl., Warriors Battle to the Death).....395
Total Carnage (2-Pl., Cartoon-Style War Games) 350
Captain Commando (2-4 Pl.,Top Capcom Piece).....350
Martial Champion (2 Pl.10 Fighters w/all New Moves). 350
Slam Masters (2-3-4 Pl., Top Wrestling Adventure) 350
U.S. Classic (Top-Notch Golf Kit w/Trackball).....325
Vendetta (2-4 Pl., Super Street Fight Action) 325
Assault (Tank Driving Challenge).....295

Spiderman (2-Pl., Comic Book Web of Intrigue) $295
Bubble Bobble (2-Pl., Top Novelty Piece!).....250
Simpsons (2-4 Pl., America's Favorite Cartoon)..... 250
Street Fighter II: Champion Edition (Full Kit) 225
Super High Impact (2-Pl.).....295 **High Impact**.....195
Ninja Kids (2-4 Pl., One Kit Can Link 2 Cabinets) 195
Karate Blazers (2-4 Pl., One Kit Can Link 2 Cabinets!) 195
Captain America (2-4 Pl., Comic Strip Hero Action).....195
Final Fight (2-Pl., Superb Streetfight Action).....195
Ghouls 'n Ghosts (2-Pl. Gory Graveyard Scenes) 195
Magic Sword (2-Pl., Medieval Magical Trick) 195
Guardians of Hood (2-3 Pl. Excellent Gangfight Action). 195
Pac Land (Superb Novelty Wonderland).....195
Relief Pitcher (2 Pl., New Factory Baseball Kit) 195
Escape from Robot Monsters (2 Pl., Weird & Wild).....195
Klax (2- Pl. Excellent Puzzle Novelty Piece).....195
Clutch Hitter.....295 **MVP**.....195 **Major League**.....195
Arkanoid (Novelty Piece with Controller) 195
Superman (2 Pl., Man-of-Steel with X-Ray Vision) 195
Midnight Resistance (2-Pl. w/2 New Rotary Joysticks).195

Neo-Geo (1 or 2 Slot w/One Free Cartridge).....**Reduced**
King of Fighters, Super Side Kicks 2, Aero Fighters II.....Call!
Samurai Shodown.....$150 Gururin (Like Tetris).....**$325**

WANTED: Mortal Kombat PC Boards

EXPERT VIDEO GAME REPAIRS!

COMPLETE LOCATION READY GAMES (Shopped Out)

Mortal Kombat II (2 Pl., Ded. w/25" Monitor).....$2295
NBA Jam (4-Pl., Dedicated w/ 25" Monitor) 1995
Nine Ball Shootout (Dedicated; Brand New!).....1395
WEC Le Mans (w/Steering Wheel & 2 Pedals) 1095
Super Off Road (3-Pl., Dedicated w/25" Monitor) 850
G-Loc U/R (Fabulous Flying Game).....750

Afterburner U/R (Ultimate F-14 Flying Game) $650
Ms. Pac or Centipede or Millipede Tables 595
Badlands (w/2 Steering Wheels & Gas Pedal).....550
Pole Position II (w/Wheel, Shifter & Pedal).....495
Buggy Challenge or Speed Buggy or APB.....395
Numerous Poker or Trivia Countertops .....Call

BUY ANY 3 KITS
AT REGULAR PRICE
& GET 1 KIT *FREE*
CALL FOR FREE KIT LIST!

CALL FOR OUR FREE CONVERSION KIT NEWSLETTER (OVER 200 KITS LISTED!)
**** WE DO EXPERT CONVERSIONS ****

Call Toll Free:

Sé Habla Español!

1-800-44-Hot-Kits • (1-800-444-6854)
Ph: (916) 678-5189 • Fax: (916) 678-1313

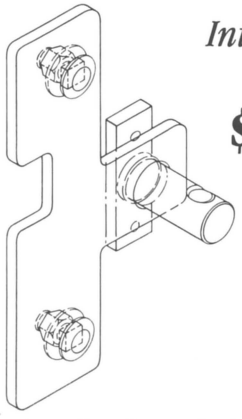
VISA **BUY • SELL • TRADE** MasterCard.

WE SHIP WORLDWIDE

Southeast Game Brokers, Inc.
6015 Benjamin Road, Ste. 324, Tampa, Florida 33634
800-329-GAME FAX 813-888-7452

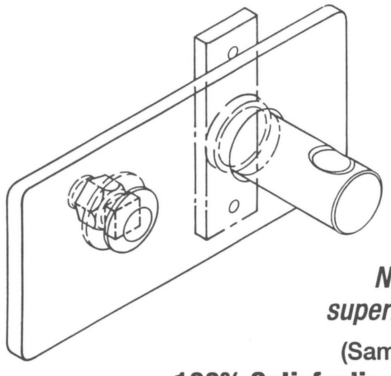
Introducing

THE ULTIMATE HASP II



Introductory price
$19.95

- *Now lock both top & bottom doors with only one padlock.*
- *Uses the same time-tested concept as the undefeatable Ultimate Hasp.*
- *Simple and quick to install, inexpensive, attractive and...indestructible!*



Still only
$10.95

This is the ORIGINAL!

We are flattered by imitations, but beware...they don't work!

Nationally tested and proven to be the superior product of its kind on the market.

(Same day shipping FOB: Tampa, Florida)
100% Satisfaction or Your Money Will Be Refunded.

VIDEO GAMES

AERO FIGHTER	$645
CAPTAIN AMERICA	795
FIGHTER'S HISTORY	1195
HARD DRIVIN' (s/d)	3295
MORTAL KOMBAT (25")	1295
NBA JAM	2295
RELIEF PITCHER	695
ST. FIGHTER II	395
ST. FIGHTER II: C.E. Turbo.	995
STEEL GUNNER	1195
SURVIVAL ARTS	1745
TERMINATOR II	1695
TIME KILLERS	995
WRESTLEFEST	695

KIDDIE RIDES

RACE CAR	$1195
SPEED BOAT	1195

PINBALLS

CUEBALL WIZARD	$1595
DEMOLITION MAN	2645
JURASSIC PARK	1745
LAST ACTION HERO	1795
POPEYE	1745
RESCUE 911	2195
STAR TREK	2795
STAR WARS	1195
TALES FROM THE CRYPT	1945
TEE'D OFF	1795
TWILIGHT ZONE	1895

USED KITS (factory)

ST. FIGHTER II	$90
ST. FIGHTER II: C.E. TURBO	195
TIME SOLDIERS	45
WRESTLEFEST	75

GIVE US A TRY. WE HAVE WHAT WE ADVERTISE AND CAN SHIP IMMEDIATELY.

In our 14th year of business proudly serving the coin-operated amusement and vending industry.

"If it takes a coin to play, we have it"

8-Line Boards & Kits
Plexi, Harness, Buttons
DBV, Power Supply
DISCOUNT PRICING!
*** 1-800-966-9873 ***

Alvin G. & Co.™

Dinosaur Eggs

Brand New In the Box!

$1895

Great Redemption Game!

phone 219-256-1138
Fax 219-256-1144



Para Mercancia
De Grullas (Cranes)
Maquinas De Pinza
Llamen
SERVICIOS A.L.D.
1-800-77PLUSH
Repartimos Inmediatamente
Acceptamos VISA MC Am.Ex.
Pregunten Por Rey Canchola
1-800-777-5874

PUBTIME DELUXE CRICKET DARTS...$500
Quantity Pricing Available!

MERIT VLT's...Call for Pricing!
NCR VLT Printers
(model 2192-3344-9001)
Valley League Machine (turnkey package)...$3,000

AMUSEMENT DEVICES, INC.
VISA Menasha, WI MasterCard
Call Kurt or Rollie:
(414) 722-1932



Serving the world's coin-op & billiards needs for over 60 years

As representatives of all major manufacturers, we can accommodate all your needs for coin-op amusement equipment (new and used), spare parts, vending equipment, billiard supplies, and a full line of redemption products. We maintain over 30,000 square feet of used equipment and offer reconditioning that is unparalleled in the industry.

Call or fax Joseph Migueles, George Montalvo, or Carlos Molina for more information.

THIS MONTH'S FEATURES

NEW	USED
FLINTSTONES PINBALL	INDIANA JONES PINBALL
REVOLUTION X VIDEO	DYNAMO AIR HOCKEY D/X
CRUISIN DRIVING GAME	MORTAL KOMBAT 2 VIDEO
CORVETTE PINBALL	ROWE CD 100 B

AND A COMPLETE LINE OF REDEMPTION EQUIPMENT



BETSON / IMPERIAL EXPORT
303 PATERSON PLANK ROAD
CARLSTADT, N.J. U.S.A. 07072-2307
Phone (201) 438-1300 Fax (201) 438-1811

JOE MIGUELES - (Ext. 374
CARLOS MOLINA - (Ext. 373)

IMPERIAL INTERNATIONAL (Parts Division)
621 WEST ROUTE 46
HASBROUCK HEIGHTS, N.J. U.S.A. 07604
Phone (201)288-9199 Fax (201)288-8990

GEORGE MONTALVO - (Ext. 28)

High Performance, Security and Reliability From Kevin Sharp Enterprises.

Authorized Distributor of Mars Dollar-Bill Acceptors



Mars Electronics International

GL5 Series Bill Acceptors

- ▶ Heightened Security
- ▶ Superior Performance
- ▶ Fast Bill Transport



Mars Electronics International

VFM5S Bill Acceptors

- ▶ Programmable
- ▶ Lighted Bezel
- ▶ Built-in Diagnostics

Kevin Sharp
ENTERPRISES, INC.
264 River Rock Blvd., Suite B, Murfreesboro, TN 37129

1-800-624-3779
(615) 895-9099
Fax: (615) 895-9184

ECONOMY 8-LINE GAMES



Metal "Casino Style" Games



19" Wells-Gardner Monitor - Polished Chrome Door
Dollar Bill Acceptor w/ Stacker - 230W Power Supply
Printer and/or Hopper Support
Configurable Button Panel - Wiring Harness

COMPLETE GAMES STARTING AT JUST

$960.00

CALL FOR DETAILS

"SUPER" Cherry Master

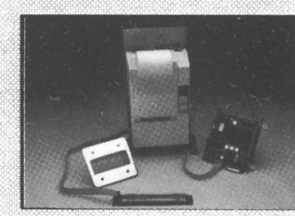
Respin Bonus
16 Lines To Play
Center Cherry Hold Bonus
Cherry Jackpot Bonus

Lucky Bank W17

Roulette Bank Bonus
Double-Up Bonus Poker
3 Types Of Double Up

Printer Interface Kits

"Best Solution On The Market"



Completely User Programmable
Supports Several Types Of Printers
Time & Date Functions

1-800-6-CHERRY

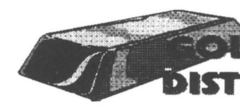
Kevin Sharp Enterprises, Inc.

264 River Rock Blvd.
Suite B
Murfreesboro, TN 37129
1-800-624-3779

VISA MasterCard AMERICAN EXPRESS 1234 567890 12345

Fax: (615) 895-9184

Mars
Electronics
International



GOLD LEVEL
DISTRIBUTOR

8-Line Boards & Kits
Plexi, Harness, Buttons
DBV, Power Supply
DISCOUNT PRICING!
* 1-800-966-9873 *

USED COUNTERTOPS & DART GAMES
at ***GIVE-AWAY*** prices!
(909) 989-5739

THIS MONTH

OFF ROAD TRACK PAK	135
SUPER OFF ROAD	99
PIT FIGHTER	69
VENDETTA	135
TMNT (in time)	99
KNUCKLE HEADS	99
GUN FORCE	99
MAGIC SWORD	99
PUNK SHOT	99
ROBOTRON	125
STARGATE	125
MS. PACMAN	195
·····NEW KITS·····	
WRESTLEFEST	150

PC BOARDS

C&P DISTRIBUTING
TEL: 219-256-1138
FAX: 219-256-1144
VISA MasterCard

BIRMINGHAM VENDING
— Established in 1931 —

SUPER COUNTERTOPS WINTER SPECIALS!
U.S. GAMES BAR BRAINS...$549 & up
MERIT MEGA 30 PUSHBUTTON W/SOLITARE & RUN 21...$799
USED DARTS VALLEY All models, ARACHNID from $699 & MERIT PUBTIME
New Image Street Games - Closeout - Merit Run 21/Solitare Kit - In Stock!

NEW & USED KIT SPECIALS

Raiden II	$999
One & Two-Slot Neo Geo	Call
Capcom Punisher	Call
Namco Great Sluggers	999
Capcom Aliens Vs. Predators	Call
Survival Arts	$299
Knuckle Bash	199
Krazy Bowl	Call
Knuckleheads	199
Super Street Fighter II Turbo	1099
Super Street Fighter II	999
Capcom Dungeons & Dragons	Call
Capcom Dark Stalkers	Call
Atari World Rally	Call
Super Off Road Bd. w/Trak Pak	299
Gate of Doom	99
Lord of Gun	Closeout!

SPECIALS OF THE MONTH
Merit 15-in-1 Update...$129
Superstar 30 Update...$399
Neo-Geo 2-Slot Cabaret..$1300

NEO-GEO HARDWARE & SOFTWARE
starting at $50.00
ALL NEW SOFTWARE IN STOCK: *World Heroes Jet, Aero Fighters 2, King of Fighters, Super Sidekicks (Worldcup Action), Street Slam.*

NEW & USED JUKEBOXES

Rock-Ola 490-2	$899
CD-100 Fully Updated	3299
CD-100A	3499
CD-51	Call
R-84	449
R-85	499
R-86	549
R-87	599
R-88	699
R-89	799
R-90	899
R-91	999
R-92	1199
R-92 Combo	1999
R-93	1599
R-93 Combo	2099
R-94	1699
CD-100B	3699
R-94 Combo	2299
Wurlitzer One More Time	2999
Rowe CD-100C	3899
Rowe CD-100D	Call

NEW & USED PINBALLS

Tommy (New)	Reduced
WWF Royal Rumble (New)	$1999
Maverick (New!)	Call
The Simpsons	1299
911	Call
Gladiators (New)	1699
Freddy Krueger (New!)	Call
Dr. Who	1899
Playboy	899
Elvira	1599
Checkpoint	1199
The Game Show	799
Batman	1599
Jurrassic Park	1799
Phantom of the Opera	1099
Police Force	799
Hard Body	399
Whirlwind	999
Mousin' Around	799
Rocky & Bullwinkle	1799
Surfin' Safari	1199
Street Fighter II	1899
Last Action Hero	2199
Laser Wars	499
Hook	1599
TMNT	979
Pool Sharks	999
Star Wars	1699
Lethal Weapon 3	1599

GENERAL OFFICE:
540 Second Ave. N. ■ Birmingham, AL 35204
(205) 324-7526
SE WATTS: 1-800-238-8363

FLORIDA DIVISION:
4542 L.B. McLeod Rd. ■ Orlando, FL 32811
(407) 425-1505
FLORIDA WATTS: 1-800-330-1233

VISA MasterCard AM.EX.

National Watts Line: 1-800-288-7635 ■ Fax: 205-322-6639

SA-20 PROGRAMER
695



C&P DISTRIBUTING
TEL: 219-256-1138
FAX: 219-256-1144
VISA MasterCard AMERICAN EXPRESS

*** EPROMS ***

4 Meg	*	11.95
2 Meg	W	5.95
1 Meg	e	4.50
27512	E	2.75
27256	x	2.25
27128	p	1.25
2764	o	1.65
2732	r	1.65
2532	t	2.75
2716	*	1.35

phone 219-256-1138
Fax 219-256-1144

STAND ALONE PROGRAMMER
(2732 - 27C080) $345

NEW FROM LEISURE

15 AMP SWITCHING POWER SUPPLY

FEATURES:

- Compact Size
- Anodise-Aluminum Case
- High Power Efficiency
- Low Ripple and Noise
- Built-In EMI Filter
- Over Load Protection
- Short Circuit Protection



DISTRIBUTOR and OEM INQUIRIES WELCOME.

Simply The Best $1-5-10-20 Bill Acceptor on the Market Today!

MODEL #HSV-300
GOLD SERIES

- Simple one piece unit
- Simple installation
- Simple to use-accepts bills in any direction
- Same day shipping
- Prompt service
- Quantity prices available





LEISURE ENTERTAINMENT. LTD.
25 Hutcheson Place • Lynbrook, NY 11563
516-593-5050 • Outside NY state 800-645-2162 • Fax 516-593-5896

GREAT KITS/LOW PRICES

Mortal Kombat $399
NBA Jam. 799
NBA Jam: Tourn. Ed. 1199
NFL Hard Yardage (New!) 799

ALPHA AMUSEMENTS

580 Ajax • Madison Heights, Michigan 48071
TOLL-FREE 800-33-GAMES • (313) 583-1000

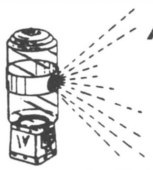
Speciality Lighting Suppliers
To the Gaming Industry
for
MANUFACTURERS • OPERATORS
LOCATIONS

- 12V, 24V, 110V Chase Lighting Systems
- Programmable Lighting Controllers
- Bulbs All Kinds including Miniatures
- Relays
- Bendable Neo Neon
- Tree Lighting
- Rope Lights
- Architectural Lighting
- Much More

ACTION LIGHTING

Most orders filled in 24 hours

Direct Importers – Manufacturers
Free 1994 Catalog
1-800-248-0076



ACTIONMATIC LTD
P.O. Box 326
Chatham, Ontario
N7M 5K4

TALKING VENDOR ®
Records in 3 languages
7 - English 5 - French 5 - Spanish
Vends
1.3" Capsules or Large Gum
1" Items
Small Bulk Items
Coinage Size - Up to 1.25" (32 mm)
Machine Size - Height 25" (63.5 cm), Width 8" (20.3 cm), Depth 8" (20.3 cm)
Custom Sounds - Can have your own record made to say anything for 5 seconds. Up to 4 different sayings on each side.

Talking Vendor (Reg) Trade Mark
Canada No. 266520
U.S.A. No. 1221 491

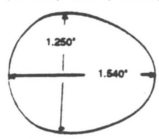


Your Source for ...
1.3" Capsules
(Mixed Colored Tops with Clear Bottoms)
Filled or Empty

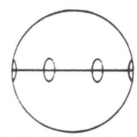


Rings in Holders
Bulk or Assembled
- Mixes
- In-Capsule-Items
- Rings & Holders - Bulk & Assembled

Small Empty Eggs
6 Colours - Red,
Blue,Green,Yellow, White, Gold



2.3" Round Clear Capsule
Both Halves Same



2.3" EMPTY CAPSULES

Canadian Dist. for Beaver Vendors
Fax (519) 351-7304 Phone: (519) 351-2181

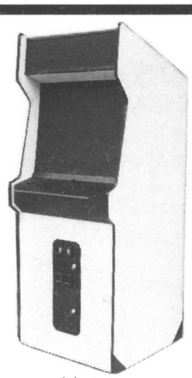
EXPERIENCED COIN-OP SALESMAN WANTED IMMEDIATELY

Please send your resume and salary history to:

★

RePlay, Dept BI
P.O.Box 2550
Woodland Hills, CA 91365

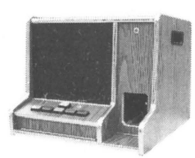
- responses will be forwarded -







ATC
Amusement Cabinets



$139
CHERRY MASTER PCB

$215
CHERRY MASTER KIT

Complete CHERRY GAMES
- *19" Wells-Gardner*
- *HSV 300*

$679
KIT READY
19" 8 LINE CABINETS
- *19" Wells-Gardner*

- 19" Monitor . . . $195
- 25" Monitor 295
- 27" Monitor 325

$269
- 25" or 27" Empty Cabinet
- Lighted Header
- Corner Guards
- Plexi Included
- Black or Gray
- Choice of T-Molding
- Slide Out Drawer System

$175 *5 or more*
$189...Less than 5
- 13" Empty Cabinet
- Removable Control Panel
- Smoke Plexi
- Locks Included
- 66" High
- Refurb. that old 13" Poker

$175 *5 or more*
$199...Less than 5
- 19" Empty Cabinet
- Removable Control Panel
- Locks Included
- Best Looking Cabinet on Market
- Sturdy...Built to last!

$119
- 13" Empty Cabinet
- Smoke Plexi
- Hinged Control Panel
- Hinged Back Door
- Security Panel
- UPS - Shippable

ATC
P.O. Box 606 • Mt. Juliet, TN 37122

(615) 754-7253
50% FREIGHT DISCOUNTS

RED BARON BOARD EXCHANGE

6540 W. Central • Toledo, Ohio 43617

1-800-331-3766

VALID IN ALL 50 STATES, MEXICO & CANADA

FAX: 419-841-6484

When you think of buying or selling a video game printed circuit board...Think of the **RED BARON BOARD EXCHANGE.** We offer the largest selection of video game boards at the best prices! If the board you need is not listed, please call to see if it has become available. Our inventory changes daily. Please ask about our mailing list.

SUPER SPECIALS:

Air Hockey (update) $695
Blood Storm 795
Champ. 9-Ball Shootout ...995
Final Lap 3 (board).....525
Final Lap 3 (twin-s/d) 5795
Hard Yardage.....795
Neck 'N Neck.....Call
Pairs - (3 versions) .....Call
Super Street Fighter.....595

SPECIALS:

1000 Mile Rally .....Call
Aero Fighters II.....Call
Aliens Vs. Predator.....$1575
Battletoads.....Call
Blood Warriors..... Call
Dark Stalkers .....Call
Gal's Panic 2 1125
King of Fighter's.....Call
Krazy Bowl.....Call
Mortal Kombat 645
Raiden II.....1095
St. Fighter II: C.E.....245

GENERAL TITLES:

Alien Storm $125
Aqua Jack.....145
Battle K Road .....Call
Battle Shark 245
Bomberman 245
Burning Force.....195
Cadillacs & Dinos 475
Captain Commando 475
Cobra Command.....195
Combatribes.....75
Contra 95
Crime City 145
Crime Fighter 45
Daioh 495
Dark Seal 195
Devastators 155
Donkey Kong Jr. 45
Double Dragon.....75
Dungeons & Dragons 1045
Dynamite Duke.....145
Dynamite Dux 195
Eswat 95
Fighter & Attacker 295
Fighter's History.....375
Fighting Fantasy.....95
Fixeight.....325
Gauntlet 75
G.I. Joe 295
Gladiator $75
Golden Axe II 695
Gun Force 145
Halley's Comet 230
Hammerin' Harry 225
Heated Barrel.....360
In the Hunt 695
Insector X 95
Karate Blazer (4-Player) 195
Karate Champ 45
Karate Tournament 395
King of Dragons.....440
Knights of the Round 325
Kung Fu Master.....45
Legend of Tonma 275
Macross.....325
Macross 2.....425
Main Event 25
Martial Champion 375
Millipede 95
Moonwalker 75
Mustang 245
Mutant Fighter 195
1942 95
Nebulous Ray 595
Neo-Geo .....Call
Night Stalker 125
Omega Fighter 45
Operation Wolf.....225
P-47 195
P.O.W.....$25
Power Instinct 425
Rainbow Islands.....175
R-Type 2 195
Rastan 45
Raiden.....395
Rolling Thunder II 375
Saboten Bombers.....295
Samurai Aces 495
Smash TV 175
Spiderman 225
Sunset Riders 475
Super Pinball Action 275
Task Force 145
The Deep 145
Thunder Dragon 245
Time Killers.....495
Trog.....195
Truxton.....180
Truxton II 300
Twin Eagle II.....Call
Tumble Pop 200
Vigilante 25
Warriors of Fate.....395
Wizard Fire.....195
X-Men 395
Xenophobe 95

WANTED:

3 Stooges, Capcom Bowling, Shuuz, Atari-Tetris, TX-1

PUZZLE GAMES:

Arkanoid w/sensor $185
Bloxeed 195
Columns I.....350
Columns 2.....250
Cosmo Gang the Puzzle.....95
Flashpoint.....230
Hatris.....145
Pac-Mania $295
Puzznic 195
Revenge of Doh w/sensor.....170
Stack Columns.....425
Tetris (Sega).....195
Wheel of Fortune w/sensor 95

CABINETS:

Angle System 19".....$425
Solo System 19".....245

QUANTITY DISCOUNTS AVAILABLE!
FREE INSTALLATION ON MOST GAMES!!!

SPORTS GAMES:

Ameri Darts $125
Big Event Golf 200
Champion Wrestler 45
Cyberball 95
Final Blow 360
Golden Tee Golf 695
Golfing Greats 350
Hit the Ice 200
Mini Golf 125
Numan Athletics 495
Paddle Mania. 25
Perfect Billiards. 175
Punk Shot 45
Pound for Pound $175
Punch Out 45
Quick Shot. 95
Skins . . . . . Call
Squash 250
Super High Impact 395
Super Punch-Out. 45
Ten Yard Fight 25
U.S. Classic 185
Ultimate Tennis. 695
V-Ball. 45
WrestleFest 145

CONSIGNMENTS ACCEPTED; REFERENCES AVAILABLE!

DRIVING BOARDS:

Afterburner 325
Chase H.Q. 495
Continental Circuit.....475
Lethal Crash Race $495
S.C.I.....495
World Rally.....895
World Rally (kit).....1145

★★★★★★★★ REDEMPTION GAMES: ★★★★★★★★

In addition to offering the largest selection of video game printed circuit boards, we also own, operate and sell all types of redemption equipment. As our industry continues to change in the direction of redemption, we would be glad to share honest product information with you. Please give us a call for any redemption equipment requirements or simply for redemption advice.

Rock 'n Bowl. $2395
Super Rock 'n Bowl . . Call
Wheel 'em In. 4395
Hill Climber . . . . . Call
Can Crusher $795
Hi Tension 995
Home Run Hitter . . Special!
Cosmo Gang 2395
Junior Basketball . . . 1295
Clown Rolldown . . . . Call
Quackerz Rolldown . . Call
Bank-It. 1895
Big Bertha $2595
Awesome Rat 995
Awsome Loop. 995
Double Cross . . . . . Call

We ship C.O.D. We also accept VISA, MASTERCARD & A.E. (please add 4%)
30-day warranty on all boards. ■ Repair service available. ■ Trade-ins welcome.

Robert Stormont's
SUPER
AUCTIONS

Presents
In Conjunction with

CGI California Games, Inc.

AUCTION SPECTACULAR

LARGEST AUCTION EVER HELD IN SAN BERNADINO COUNTY

November 19, 1994 10 AM

1235 E. Francis St., A.B.C., Ontario, California
At the CALIFORNIA GAMES LOCATION

Due to the Increase of New Game Sales
California Games is exploding with Trade-ins!
100's of Coin Operated Arcade Games,
Pinball Machines, Jukeboxes, Cranes, Kits,
Including lots of late Model 33", 38" and 50" Style Games.
DON'T MISS this IMPORTANT AUCTION!

"HOLIDAY BUYERS WELCOME"

CONSIGNMENTS WANTED FOR THIS AUCTION

Call **NOW** to reserve your consignment space! Bring to Auction Site Friday Before the Sale from 10 AM - 9 PM.
All Auctions are on Saturday and Begin at 10 AM Local Time with Inspection from 8 AM - 10 AM.
Lic.# A2609. 3% Surcharge for Visa & M/C. Payment in Full Day of Sale. 10% Premium to Hammer Price.

TERMS - Cash, Cashier's Check, Company Check with Current Bank Letter of Guarantee.
Industry Related Seller's Permits Required for Non-Taxable Purchases.
All Equipment Must Be Removed by 10 PM The Day of the Sale, NO EXCEPTIONS.

MasterCard

(714) 535-5353

VISA

CALL FOR FREE BROCHURE

CGI MANUFACTURING & DISTRIBUTING

(A CALIFORNIA GAMES, INC. CO.)

Se Habla Espanol

1235 E. Francis, Ontario, CA 91761

Se Habla Espanol

(909) 930-5828

Fax: 909-629-4090

BEST BUY THIS MONTH!!! - Final Lap III Kits...$795

25" VIDEOS GAMES

(limited Quantity)

25" NEO-GEO 1-SLOT	**$950**
25" RAIDEN II	**1450**
25" SUPER S.F. II TURBO	**1600**
25" ALIEN VS. PREDATOR	**1600**
25" NBA JAM	**1700**
25" MORTAL KOMBAT 2	**1995**
25" LORD OF GUN	**1700**

CALL US FOR OTHER NEW & USED GAMES AT INCREDIBLE PRICES!

MONEY MAKING PCB's/KITS

DARK STALKER	**#2**
SUPER SF II ("B")	**$150**
ALIEN VS. PREDATOR	**WOW**
DUNGEONS & DRAGONS	**950**
NBA JAM TOURNAMENT Chips	**850**
NBA JAM	**1095**
AERO FIGHTERS	**395**
RAIDEN	**495**
RAIDEN II	**950**
X-MEN	**390**
MORTAL KOMBAT	**490**
MORTAL KOMBAT 2	**1495**
WORLD RALLY - KIT	**1095**
SUPER SF II TURBO	**1095**
ALIEN VS. PREDATOR	**1095**
ALIEN VS. PREDATOR "B"	**CALL**
9 BALL SHOOT-OUT KITS	**995**
DARK STALKER "B"	**WOW**
TWIN EAGLE II	**695**

POGS • POGS • POGS
New "POG " Pre-Packs For Your Cranes!!
DOUBLE YOUR INCOME
• O.J. SLAMMERS •

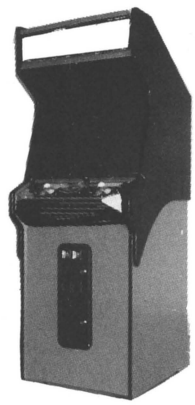
WE ARE WHEELIN' & DEALIN'!! IF THERE'S A WAY TO MAKE A DEAL...WE'LL FIND IT!

NEW & USED PINBALLS
SELL • SERVICE • TRADE

Turbo Cabinets in 13", 19", 27", 33" & 38"

COMPLETE 25" TURBO SYSTEM CABINET SPECIALS

$895.00



THE ABSOLUTE BRIGHTEST COLOR & BEST PICTURE AROUND!!!

New 4-Player Cabinet - $995

Available in:
Red, Black, Blue, Gray
1 YR. PARTS & LABOR

AFTER YOU'VE TRIED THE OTHER CABINETS, GET A REAL CABINET!
BUY A CGI-TURBO TODAY!!

The "CGI TURBO" Cabinet

HUGE AUCTION November 19

(See previous page)

CGI-TURBO SYSTEM CABINETS

CGI-25 25" 2-PLAYER	**$895**
CGI-25 25" DELUXE	**995**
CGI-33 33" SYSTEM CABINET	**1495**
CGI-38 38" PEDESTAL CABINET	**2250**
CGI-CT 25" COCKTAIL TABLE	**895**
CGI-MC 25" MINI CABINET	**895**
CGI-BT 13" BAR TOP	**695**

NEO GEO SYSTEMS

1-SLOT	**$430**
2-SLOT KIT	**695**
4-SLOT	**799**
W/GRAPHICS ADD	**30.00**
1-SLOT/ART OF FIGHTING 2	**495**
1-SLOT/WORLD HEROES 2 JET	**645**

CALL FOR TODAYS COMBO DEAL!

NEO GEO CARTRIDGES

AERO FIGHTERS 2	**CALL**
KING OF FIGHTERS '94	**GREAT!**
WORLD HEROES II	**95**
FATAL FURY SPECIAL	**135**
ART OF FIGHTING	**45**
WORLD HEROES	**55**
SPIN MASTER	**150**
ROBO ARMY	**45**
WORLD HEROES 2 JET	**190**
SUPER SIDE KICKS 2	**350**
KARNOVS REVENGE	**195**
FIGHT FEVER	**CALL**

WE TAKE TRADE-INS
NATIONWIDE FINANCING

CGI-38" TURBO "PRIMAL RAGE"

with "TURBO" sound!

$ UNBELIEVABLE PRICE !!$

■

FINANCING AVAILABLE!

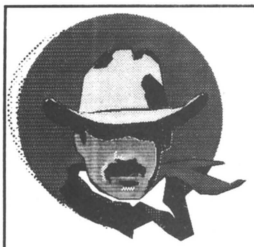
ALL PRICES ARE SUBJECT TO CHANGE AND AVAILABILITY

FOR SALE
Used IGT
Draw 80 Pokers
NO DBA
$695.00 each
(803) 871-6447

50 Various 8-Line Boards
Sell in lots of 5 for up to $999.
All in working order.
★ (715) 424-6670 ★

8-Line Boards & Kits
Plexi, Harness, Buttons
DBV, Power Supply
DISCOUNT PRICING!
*** 1-800-966-9873 ***

WANTED:
WILL PAY
Mortal Kombat I $350
NBA Jam 650
(504) 924-6111



GREAT WESTERN INC.
TRADING POST
480 Shelley St. Suite E
Springfield, OR 97477
(503) 726-1813 FAX (503) 726-7413
TOLL FREE 1-800-466-2424

WANTED!
YOUR OLD P.C. BOARDS
FOR A LIMITED TIME YOU CAN
TRADE YOUR OLD BOARDS FOR NEW OR TURN THEM INTO CASH!

WE EXPORT!
FAX YOUR REQUEST TO 503-726-7413

REVVVVV
UP YOUR COLLECTIONS!
FINAL LAP 3 KIT
WITH NEW HAPP CONTROLS 270 WHEEL, SHIFTER AND DUAL PEDALS,
FOR UPRIGHTS OR SIT IN CABINETS

Guaranteed!!!
We are committed to your 100% satisfaction!
30 Day Warranty
No hassle, No Questions,
7 Day Return Policy
Try it and like it, or send it back.
(Except Special Orders)

NEO GEO 1 SLOT BOARD OR 2 SLOT FACTORY KIT
WITH A FREE CARTRIDGE WHILE SUPPLIES LAST
AERO FIGHTERS 2, WORLD HEROES 2 JET, ANDRODUNOS, FOOTBALL FRENZY, FIGHTER FEVER, SUPER SIDE KICKS 2, KARNOV'S REVENGE, SAMURAI SHODOWN, TOP HUNTER, SPIN MASTERS, WIND-JAMMERS, DARK KOMBAT,
KING OF FIGHTERS 94

CAPCOM
DARK STALKER, ALIENS VS. PREDATOR, DUNGEON AND DRAGONS, SUPER STREET FIGHTER
COMPLETE OR B BOARDS

AEROFIGHTER 1	$325
CADILLAC & DINO	$295
FIGHTERS HISTORY	$295
SUNSET RIDERS	$449
X MEN	$399
RAIDEN	$449
STREET FIGHTER 2	$ 79

AMERICAN EXPRESS MASTERCARD, VISA **MONITOR GET-WELL KITS**

SAVES TIME AND MONEY ON MONITOR REPAIRS

Monitor repair kits take care of picture warping, blacking out, smearing, low brightness and brightness problems, poor regulation, jail bars, vertical shrinking, etc. Call for FREE technical help with your monitor problems. All kits come with instruction and are easy to install.

★ WICO DISTRIBUTES GET-WELL KITS ★

- **KIT #101:** For Electrohome G07-CBO 19" color monitor. 17 parts - $7.95 ea. WICO #36-0243
- **KIT #102:** For Electrohome G07-FBO 13" color monitor. 16 parts - $7.95 ea.
- **KIT #201:** For Wells-Gardner K4600 series color monitor. 15 parts - $6.95 ea. WICO #36-0244
- **KIT #202:** For Wells-Gardner K4900 series color monitor. 16 parts - $7.95 ea. WICO #36-0248
- **KIT #203:** For Wells-Gardner K4800 series color monitor. 16 parts - $7.95 ea.
- **KIT #206:** For Wells-Gardner 19K6100 Color XY Monitor. Includes caps, resistors, diodes & 6 power transistors. 30 parts - $14.95 ea.
- **KIT #204:** For Wells-Gardner 13", 19" & 25" K7000 series color monitor. 15 parts - $6.95 ea. WICO #36-0249
- **KIT #301:** For Nintendo Sanyo 19" color monitor. 16 parts - $6.95 ea. WICO #36-0245
- **KIT #302:** For Nintendo Sharp 19" color monitor. 24 parts - $8.95 ea.
- **KIT #401:** For Atari Disco 19" color monitor. 18 parts - $6.95 ea.
- **KIT #701:** For Matsushita color monitor. Model #TM 202G. 17 parts - $6.95 ea.
- **KIT #801:** For Hantarex color monitor. Model #MTC-900. 21 parts - $7.95 ea.
- **KIT #802:** For Hantarex color monitor. Model #MTC-9000. 18 parts - $7.95 ea.
- **KIT #910:** Nintendo Sanyo color video inversion kit. Convert Nintendo cabinets with non-Nintendo game boards. 15 parts - $4.95 ea.
- **KIT #920:** For Pac-Man, Ms. Pac-Man logic boards. Eliminates hum bar in picture. 4 parts - $6.95 ea.

DISCOUNT! Buy ten kits and take $1.00 off each kit. Money back guarantee. We pay S & H!

Wells-Gardner 25" 7000 Series Chassis (new) ..$119.95
Electrohome G07-CBO Replace. Chassis (new) 94.95
Electrohome Flyback A29951-B 39.95
Electrohome with Coil C30380-A.....8.25
15 A Power Supply (1-yr. warranty) 27.95

2SC3039	$1.39	STR 3123	6.26
2SD870	4.49	STR 30130	5.29
2SD1398	3.97	2N3712	1.95
2SD1138	1.39	2N3792	1.95

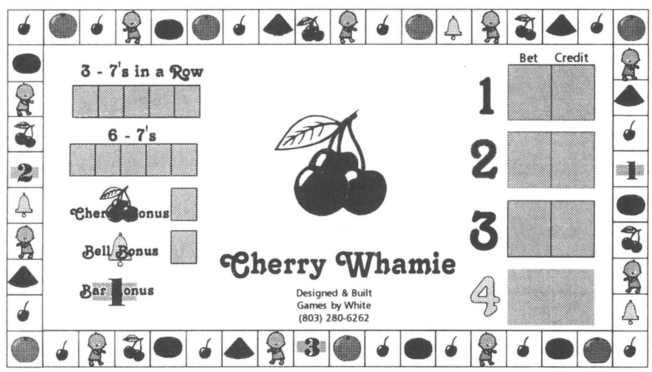
ZANEN ELECTRONICS
(806) 793-6337
Fax: 806-793-9136

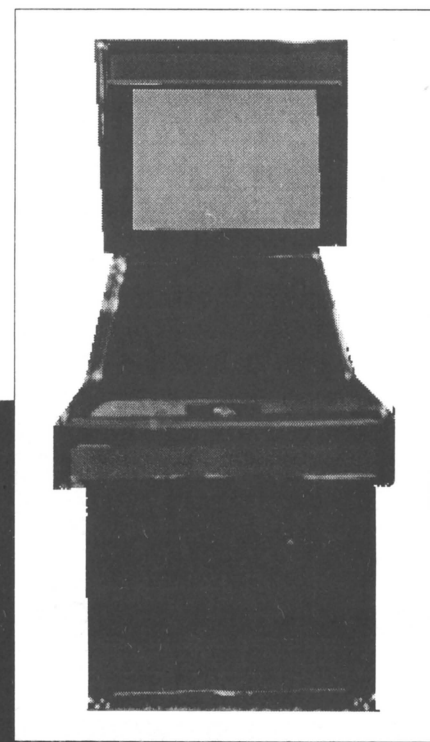
Designed & Built Games by White

1999 Hwy. 17 N. PO Box 572 - Little River SC 29566
(803) 280-6262 In SC Breeper 444-7473

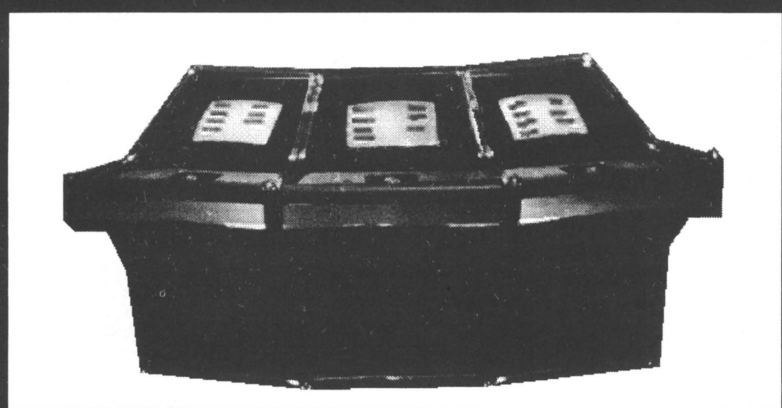
4 Player
Wheel of Fortune
Now Available

Video Horse Racing
3 Player
True Daily Doubles
Pick 3's
Now Available





4 Player
Cherry Whamie
Available November 30



Big Screen
33in.
Cherry Masters
$2995

Dollar Bill/Debit Reader Cleaning Cards
Lowest Prices
KIC Products®
Keep It Clean!
1-800-818-1932
PATENTED

8-Line Boards & Kits
Plexi, Harness, Buttons
DBV, Power Supply
DISCOUNT PRICING!
* 1-800-966-9873 *

CIGARETTE MACHINES WANTED!!!
(310) 423-5984

Fall Specials!

BAY COIN DISTRIBUTORS, INC.

132-10 Jamaica Ave. ▪ Richmond Hill, New York 11418

OFFICE & SALES: (718) 291-5757-8-9 ▪ PARTS & SERVICE: (718) 526-8383 ▪ FAX: 718-739-3805

Welcome Export Customers...Se Habla Espanol

UPRIGHTS:

Dark Stalker (special price!)
Primal Rage, Revolution X
Virtua Fighting
Mortal Kombat I & II
NBA Jam I & II
Lethal Enforcer I & II
Lord of Gun, Terminator II
Neo Geo 2 & 4-Slots
Run & Gun

KITS:

Dark Stalker
(complete & update kit)
Aliens Vs. Predators
(complete & update kit)
Lord of Gun, Krazy Bowl
World Rally
SNK - Art of Fighters 2 Cart.
SNK - King of Fighters Cart.
Greatest Sluggers Kit - $995
Large Selection of $50 PCB's

MUSIC:

ROCK-OLA BLOWOUT!!!
★ 4000 Trilogy - $2295 ★
★5000-X - $2495 ★

Pioneer CJV-55 (2-pl.)	**$2495**
Used Rowe CD-100	**2995**
Used Rowe AMi Combo & Vinyl Jukeboxes	**Call**

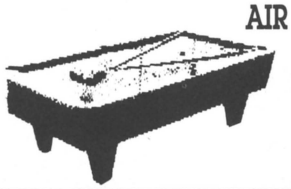
PINBALLS:

Maverick	**New**
Corvette	**New**
Guns 'N Roses	**New**
Rescue 911	**New & Used**
Star Trek	**Call**
Addams Family	**$2195**
Tales from the Crypt	**2395**
Twilight Zone	**2095**
Creature from Lagoon	**1995**
Jurassic Park	**2095**
Terminator II	**1795**
Fish Tales	**1695**
Que Ball Wizard	**1595**
Star Wars	**1595**
Getaway	**1395**
Lethal Weapon III	**1395**
Checkpoint	**995**
Slugfest	**1295**
Cyclone	**995**



"BRAND NEW"
Cabinet with
25" Monitor,
Sliding Draw,
JAMMA Harness
and Power Supply!

NEW & USED POOL TABLES
AIR HOCKEYS
SHUFFLE ALLEYS



USED SITDOWNS & DELUXE VIDEOS:

New Daytona Twin s/d	**Call**
Lucky & Wild	$4995
Outrunners	Call
Race Drivin' Cockpit	3995
Ridge Racer single 33"	Call
Star Blade	3795
Moto Frenzy (ride-on)	3295
X-Men (6-Pl.)	2295
Line of Fire	1995
Virtua Racing	8995



We have
"BRAND NEW"
top earning
SMART
Candy Cranes

PCB's

Time Killers	$225
Fighter's History	225
Street Fighter II: Champ.	125
Mortal Kombat I	400
Mortal Kombat II	1695
NBA Jam	1295
Cadillacs & Dinosaurs	450
Punisher	495
Slam Masters	300
Super S.F. II System PCB	695
Super S.F. II: Turbo	1095

WE SERVICE AND WARRANTY EVERYTHING THAT WE SELL!

MAXIMIZE YOUR PROFITS with SILENT PARTNER SOFTWARE

WHY INVEST IN ROUTE MANAGEMENT SOFTWARE

You need access to critical information in order to maximize your efficiency and profits.

WHY SILENT PARTNER?

Full function program based on input from operators

Hundreds of satisfied customers worldwide

Longevity - 11 year track record

Used by operators ranging in size from 75 to 25,000 machines

Installed by a majority of AMOA Board Members

OUR GUARANTEE IS SIMPLE!!

TRY SILENT PARTNER FOR ONE YEAR, AND IF YOU FIND A COMPETITIVE PRODUCT WHICH OFFERS MORE FUNCTIONALITY OR RUNS FASTER, WE WILL BUY IT FOR YOU AND REFUND YOUR MONEY!!

SILENT PARTNER

"Your Partner for Profits"

CALL: 217/793-3350

CRANE MERCHANDISE



Call:

A.L.D. SERVICES, INC.

1-800-77-PLUSH

INCLUDING:

WATCHES $1.50 — $9.99

REDEMPTION TICKETS

TICKET SIZE 2 x 1 5/32 .010 TAG



STOCK TICKETS AS SHOWN ABOVE

UNDER 300,000.....$1.25M STOCK TICKETS AVAILABLE NEXT DAY

OVER 300,000.....$1.00M

CUSTOM PRINTED

160,000 to 480,000.....$1.60M

480,000 to 1,000,000....$1.10M

1,000,000 or More.....$1.00M

ALL PRICES PER 1000

FREE FRONT SIDE PRINTING!!!

Add $28.00 for Printing 2 Sides

Packed 60,000 Per Case

Case Weight 38 Lbs.

8 Colors Available: Gray-Pink-Red-Blue-Green-Yellow-Orange-White

MUNCIE NOVELTY CO.

ORDER TODAY! P.O. Box 823 Muncie, IN 47308 Ph. 800-428-8640 Nationwide FAX 317-288-3434

Muncie Novelty Co. Exclusive Sales Agent for Indiana Ticket Co.

Manufacturers of Quality Tickets for Over 50 Years

(Roll Tickets Also Available)

CONTROL PANELS
2 or 4 PLAYER

USE YOUR OLD GAMES TO GENERATE $$$

Plywood box and 3/4" panel
Continuous hinge, box and panel covered with horizontal grade laminate



Control Panels fit Williams, Data East, Atari, Midway, Taito and more *or* give us the game's inside width.

Just $155.00 each (any 4 or more $145.00 each)

SUPERIOR WOODCRAFTING & CABINETS

(414) 727-5506

New **Revitalize your** New

CHERRY MASTERS

to include:

Watermelon, All Fruit, and 7 Bonuses and Re-spin feature only $25 buy (6) $20

1-800-966-9873

TRADER **BILL** WILL **PAY** **CASH** FOR YOUR USED GAMES

(609) 881-9115

LIQUIDATION CONSOLIDATION

$ CASH $
$ IS $
$ KING $

(609) 881-9115

NO PACKAGE TO LARGE OR SMALL

WEINER DISTRIBUTING

REDEMPTION

After Shock (new)	Call
Awesome Toss-Em	Call
Awesome Loop	850
Awesome Rat	850
Bay-Tek Rolldowns	$2700
Big Bertha	2995
Bouncing Bandit	2295
Cracky Crab (new!)	4995
Circus Hi-Rise 10' or 8'	Call
Crazy Clown (Fact./Recond.)	2895
(10) - Dealers Choice Pokers w/tckts.	550
Dinoscore (NEW)	Call
Flingshot (NEW)	Call
High Tension	1095
Home Run Hitter (Used 3 mos.)	3595
Jungle Jive (1 or 2 Player)	Call
Mr. Magic X (New & Used)	Call
(4) Meltec Knock Downs	2300 & up
Pirates Gold	Call
The Wave	Call
Pokerino	800
Pop-a-Ball	2400
Pop-a-Slot (Fact/Recond.)	2995
Ribbit Racin' (Used 3 mos. - warranty same as new)	4500
Rock 'N Bowl	2300
Skee Balls (model H & S 10' & 13')	1400 & up
Skee Ball (model H)	750 & up
SMS Poker Rolls	1100 ea. w/base
Spin-to-Win (Used 3 mos.)	3500
Super Rock 'N Bowl (new!)	Call
Wacky Gator (new)	4995
Wheel 'em In (new)	3500

IF YOU HAVE GAMES FOR SALE OR TRADE...SEND US A LIST!

P.C.B.'s

Astyanax	$25
Battle K Roads (closeout)	Call
Mortal Kombat	650
Pit Fighter	100
Slam Master	300
Champ. Street Fighter	350
Street Fighter II	200
Super St. Fighter II: B-Bd.	200

ROWE CHANGERS

(Used 3 months)

BC-3500 (blue & white)	$2900
BC-35 (blue & white)	1900

CRANES

Betsons (like new w/DBA)	$1300
Grayhounds	550
Grayhounds w/LEDs	800 & up
Candy Cranes: Smart & Grayhound	from 1600

NOVELTY

Bull Pen (Doyle)	$3500
Chexx Hockey (9 mos. old)	1200
Doyle Hoop Shot	1395
Fanky Malloon	1100
Grayhound Basketball	700
Helicopter Rides	1395 & up
Ice Cold Beer	495
Love Tester	750
Penny Stamper (3 mos. old)	3600
Strength Tester	750
UBQB	2495

ARCADE GAMES

Afterburner (U/R)	$550
Cisco Heat Twin (S/D)	3500
Cisco Heat (U/R)	1300
G-Loc (u/r)	1395
Lethal Enforcer II (Used 2 weeks)	3395
Lucky & Wild	4300
Mortal Kombat (19")	1200
Mortal Kombat (25")	1500
Mortal Kombat II (ded.)	2700
NBA Jam Tourney	3000
NBA Jam	1900
Neo-Geo 4-Slot (ded.)	2100
Race Drivin' (s/d)	3200
Race Drivin' (u/r)	3800
Stadium Cross	8500
Star Blade	2500
Steel Gunner II (ded.)	1300
Steel Talons	2400
Terminator 2 (Gun)	1900
Virtua Fighter	3800
Virtua Racing	7800

NEO GEO

World Heroes 2 Jet (New!)	$275
Windjammers	275
Super Sidekicks	225
Art of Fighting	125
Soccer Brawl	100

AMERICAN LASER GAMES

Drug Wars 33"	$6500
Bounty Hunter 50"	9000
Drug Wars 25"	3800
Mad Dog II 33"	6500
Fast Draw	Call
Mad Dog CD ROM	Call

PIONEER CD JUKES

(Recondtioned)

CJ-V55	Call
CJ-V99	Call

We are Now
FACTORY AUTHORIZED
PIONEER JUKEBOX Service Center
Call for service prices on CD changers

PINBALLS

Addams Family	$2300
Creatures	1900
Freddy Elm St.	New!
Indiana Jones	2450
Judge Dredd	2300
Rescue 911	Call
Star Trek NG	3000
Street Fighter II	1600
Twilight Zone	2000
Wipeout	1900

UNBELIEVABLE SPECIALS

Daytona USA 50"	$20,000
38" Cabinets wired for MKII	2700
Steel Talons	2600
Crime Patrol (25" - New!)	3500
Wacky Gator (new)	4995
Cracky Crab (new)	4995
Noah's Ark (new)	3595
Super Mario (new)	2295
Flip 'n Win New! w/redemption	5400
Bell Ringer (new)	1795
Turbo Pusher (new)	4645
Aftershock (New!)	Below Cost!
Ribbit Racin' (New!)	Below Cost!
Spin-To-Win (New!)	Below Cost!

Large Quantity of Antique Electro-Mechanical *BINGO GAMES!*

From the **Weenie Ride Co.** *comes the* ***"Whip"...Call for Details!***



WEINER DISTRIBUTING CO.

409 North Warwick Ave. • Baltimore, Maryland 21223

1-800-4WEINER (493-4637) Phone: **(410) 233-2600** FAX: **410-233-2602**

RCI
POWER SUPPLY

The BEST VALUE in the industry!

P505 - 10 AMP
P515 - 15 AMP
P507 - 7 AMP
(New slim size for countertop)

(908) 874-4072
Fax: 908-874-5274

RARITAN COMPUTER, INC.
10-1 ILENE COURT, BELLE MEAD, NJ 08502

Prepaid Debit Card System as low as…$199



Paper or plastic magnetic stripe cards as low as 8 cents each store prepaid credits and winning redemption points. Eliminate tokens and tickets with a Venda Card. Install on virtually any video or skill game, soda machine, parking, etc. Optional rental for $25 per month.

Contact David Swan, XCP Inc.
708-752-4153 • Fax: 708-752-4159

EVERYTHING BUT

Your *Source* for Everything *NEW & REFURBISHED*

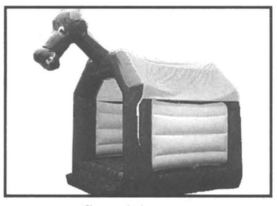


New Money Machine

- We are the Largest Remanufacturer in America with the Biggest Facilities, the Most On-Staff Technicians, and the Largest & Most Diverse Inventory
- We Buy Used Amusement Equipment in any Condition
- Representing more than 30 Major Manufacturers of New Redemption and Amusement Equipment
- We'll Take Your Used Equipment on Trade (any condition)
- Save up to 50% on Freight using our Truck Fleet
- Free Consolidation of Containers for International Shipment
- Full-Time Service & Parts Dept.



All New Calf Roping Ride



New Inflatable Bounces



New Indoor/Outdoor



Remanufactured Redemption Games Save up to 50%

Every Brand, Make and Model

EXAMPLE of SAVINGS:
Meliec Boom Ball
$4,500.00
Remanufactured
$2,895.00

We also sell new & represent every major prestigious arcade equipment manufacturer

60,000 sq. ft. Full of Equipment

BETSON PACIFIC

BIGGEST IN THE WEST

5660 Knott Ave.
Buena Park, CA 90621

Ph: (714) 228-7500
Parts: 1-800-824-6596
Fax: 714-228-7515

Other offices: S. San Francisco: (415) 952-4220
Phoenix: (602) 233-0190

CALL US FOR ALL YOUR COIN-OP NEEDS INCLUDING PARTS, SERVICE, NEW & RECONDITIONED EQUIPMENT, PINALLS, VIDEO & REDEMPTION!

DIRECT FACTORY DISTRIBUTOR FOR:

Atari, American Laser Games, American Sammy, Automatic Products (AZ), Bob's Space Racers, Bromley, Bulldog, Bundra, Capcom, Coastal, Coin Concepts, Crompton, Data East, Doyle, Dynamo, Grand Products, I.C.E., Jaleco, Just Kiddie Rides, Konami, LazerTron, Meltec, Merit, Namco, Premier/Gottlieb, Romstar, Royal Vendors, Rowe Music & Vending, Sega, Skee-Ball, Smart, SNK, Stella, Taito, U.S. Games, Wedges/Ledges, New Image Tech.,

3S INC.

FOR ALL THE EASTERN EUROPEAN COUNTRIES: *Hungary, Romania, Bulgaria Poland, Prague*

FOR ALL THE MIDDLE EASTERN COUNTRIES: *Kuwait, Dubai, Abu Dhabi, Bahrain, Egypt, Oman, Saudi Arabia, Qatar*

We can supply you with new and superbly reconditioned video games, gambling machines, simulators, pool tables, pinballs, new & used PCB's, and all kinds of spare parts...

Please contact our company of more than 20 years of experience!

3S INC.

Fax: 00-1-416-444-2137

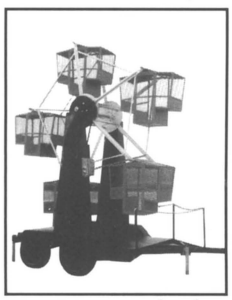
100 Rowena Drive 707 • Don Mills, Ontario
CANADA M3A 1P9

THE KITCHEN SINK

No One Can Sell For Less Than We Can!



New Soft Play (all sizes)



New Ferris Wheels



Original Gilley's Bull



Remanufactured Kiddierides 1/2 Price

EXAMPLE of SAVINGS:
Average New Kiddieride: $2,995.00
Average Remanufactured: $1,595.00



New 6 Basket Swing

AMUSEMENT EQUIPMENT EXCHANGE, INC.

1203 5th Avenue
Rock Island, Illinois, USA 61201
TEL (309) 788-0135 • (800) 647-5060
FAX (309) 788-0148

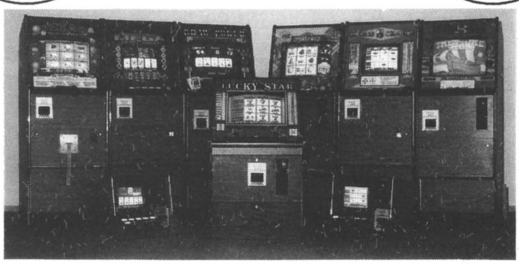
100% Warranty on Everything

POKERS & 8-LINES

ALL THE NEWEST AND BEST PROGRAMS DIRECT!

Options available on all games include:
★ Bill Acceptor ★
★ Ticket Dispenser ★
★ Token Dispenser ★
and New ★ Progressive Bonus Display ★

LOW PRICES HIGH QUALITY



- ALL GAMES AVAILABLE IN 9" & 13" C/T'S, 13" & 19" U/R'S, AND 19" SITDOWN CABINETS.
- XYTEK WILL ALSO DEVELOP SPECIALTY PROGRAMS FOR NICHE MARKET REQUIREMENTS
- CONVERT POKERS TO 8-LINES IN JUST SECONDS WITH OUR XAB ADAPTOR BOARDS.
- THE BEST CUSTOMER SERVICE AND TECHNICAL SUPPORT IN THE INDUSTRY!
- NEW! XYTEK REPAIRS AND SUPPORTS ALL MARS DBA'S. QUICK TURNAROUND AT REASONABLE RATES. CALL NOW!
- OUR PARTS DEPT. OFFERS A FULL COMPLIMENT OF PARTS INCL:DBA'S,TD'S,HARNESS, PLEXI, BUTTONS , P/S, AND MUCH MORE!

Phone 908 919-7878

XYTEK

FAX 908 919-7880

PO Box 518, 5033 Industrial Rd., Wall, NJ 07719

COIN-IT BOX

INCREASE COLLECTIONS, ELIMINATE DOWNTIME, KEEP LOCATIONS HAPPY!

The most versatile coin box on the market.



- Kits available for all NSM wall mounts and Seeburg SCD 1 and 1A jukeboxes.
- A necessity for all high volume or distant locations.
- Easily adapted to any equipment that requires additional coin input.
- Solid steel construction with black splatter finish and white screen lettering.
- Front panel illumination with interchangeable coin mech.
- Large coin box capacity.
- Standard size lock and key.
- Easy to install in field.
- Complete kit with instructions, mounting template, hardware, wire and connectors.
- Dimensions 17 1/4" high, 4" width, 7" depth.
- *QUANTITY PRICING AVAILABLE!*

Designed and Manufactured by the:

AMUSEMENT MANUFACTURING CO.

Stamford, Conn. **Phone: (203)329-3031**

WILLOW ENTERPRISES

★ *"Where Opportunities for Profit Never Stop"* ★

PINBALLS

Twilight Zone, Party Zone
Cue Ball Wizard
Tee'd off Golf
Batman, Whitewater
World Cup Soccer
Addams Family
(only joking...I don't really have it)
Creature Black Lagoon

PINBALLS

Black Lagoon
Earthshaker, Hook
Phantom of Opera
Getaway, Game Show
Super Marios

MUSIC

ALL KINDS!

REDEMPTION

Poker Rolls
Cranes, Rotaries
Skee Balls 10'
Wacky Gator, Cracky Crab

VIDEO

Name the Piece -
Name the Price -
We'll try to satisfy!

— We deliver and pick-up in a large territory east of the Mississippi!
— We ship anywhere!
— Call today and find out what we really have!
— We may not be pretty but we've got great personality!!
— We love to buy!!

Phone: (410)768-3400 • Fax: (410)768-9563

US Amusement Auction

The Nation's Leading Auctioneers Of:
Video Games • Pinball Machines
Juke Boxes • Kiddie Rides • Darts
Pool Tables • Redemption Games

– 1994 –

November	**5** **Indianapolis, IN** Our Land Pavilion Indiana State Fairgrounds Cellular: 317-432-7626 Reorder Tone Dial: 502-551-1866	**12** **Chicago, IL** **Ramada Inn - O'Hare** 6600 N. Manhiem Road, Rosemont, IL *4th Annual Pinhead Collector's Auction in association with Pinball Expo '94.* Attendance info. Contact: Rob Berk at 1-800-323-3547 A 10% Buyers Premium will be applied.
December	**3** **Clementon, NJ** (East of Philadelphia) Route 30 Mart I-295 Exit 29 to Route 30 East 6 miles To Route 30 Mall on right	**10** **Indianapolis, IN** Our Land Pavilion Indiana State Fairgrounds Cellular: 317-432-7626 Reorder Tone Dial: 502-551-1866

All Auctions Begin At 10:00 a.m. Local Time

– 1995 –

January	**7** **Louisville** Buechel National Guard Armory, Progress Blvd. (at the corner of Progress and Buechel Bank Rd., across from GE Appliance Park. Take Bardstown Rd. to Buechel Bypass 1.6 miles South of I-264 (Watterson Expressway). Turn right at National Guard Armory sign. Cellular: 502-551-1866	**19 thru 21** **LEISUREExpo '95** **Orlando, FL** **• Not An Auction •** **Visit Us At Booth #215**	**28** **Indianapolis, IN** Our Land Pavilion Indiana State Fairgrounds Cellular: 317-432-7626 Reorder Tone Dial: 502-551-1866
February	**4** **Houston, TX**	**25** **Tampa, FL**	
March	**4** **Columbus, OH**	**11** **Indianapolis, IN**	**23 thru 25** **ACME Trade Show** Reno, Nevada
April	**1** **Columbus, OH**	**8** **Tampa, FL**	**29** **Indianapolis, IN**
May	**13** **Columbus, OH**		
June	**3** **Indianapolis, IN**		

Auction Information

- All auctions begin at 10 am local time.
- To consign games for sale: bring to the Auction site on the Friday before the auction between 9 am and 9 pm.
- Inspection: day of sale 9-10 am.
- Removal of all equipment by midnight day of sale.
- Please, no cigarette machines or candy machines older than two years.
- Phone numbers listed for auctions are for Friday and Saturday only.
- Contact Ric Stephen 812-333-9939 for special hotel rates.

Terms & Conditions

Acceptable Payment – Cash, Cashiers Check, Travelers Check, Personal or Company Check with Irrevocable Bank Letter of Guarantee, Visa, MasterCard or Discover.
4% Byers Premium
4% Discount for payments in Cash, Cashiers Check, Travelers Check, Personal or Company Check with Irrevocable Bank Letter of Guarantee.
Applicable state and local sales taxes must be collected unless you provide a current copy of your Sales & Use Tax Permit.

For further information contact:

Auctioneer: **Bill Hughes**, P.O. Box 4819 Louisville, KY 40204 – Phone: 502-451-1263
Licensed by Div. of Licensing, Ohio Dept. of Commerce and bonded in favor of State of Ohio, OH/IA4065, OH/AC2208; in Florida, FL/AU882,in Kentucky, KY/P1597; in Indiana, IN AU08700280; in California, A-2586; and in Texas, TX10171.

Sales Manager: Jeff Schwartz
502-456-1600
24 hr. Fax: 502-897-7771

Advertising Manager: Ric Stephen
812-333-9939

ARCADE VIDEO GAME BOARD REPAIR

PRINTED CIRCUIT BOARD REPAIR IS OUR ONLY BUSINESS!

LET US HELP YOU KEEP YOUR MACHINES "WORKING"

WORKING MACHINES MAKE YOU MONEY!

10 DAY TURNAROUND – EXCHANGE ON SOME UNITS

90 DAY WARRANTY ON WORK PERFORMED
FACTORY TRAINED TECHNICIANS – FLAT RATE PRICING
MONITORS – POWER SUPPLIES ALSO REPAIRED

DYAN DATA SYSTEMS

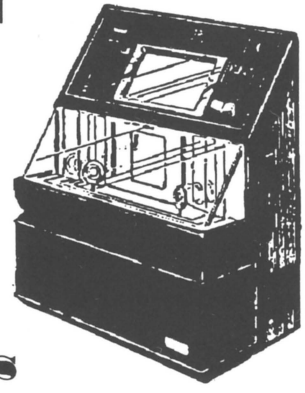
14175 Telephone Ave., Unit L • Chino, CA 91710

(909) 465-1001 • 1-800-349-1002

Fax: 909-465-1004

NSM MUSIC BOXES

- Performer Grand
- Wizard
- Firebird II
- Performer Classic
- Silver Sky
- Galaxy



MOST MODELS IN STOCK!

- Sales • Service
- Parts • Technical Support

COLUMBIA VENDING SERVICE

1-800-262-2434



Alpha-Omega Sales, Inc.

1969 — 25th ANNIVERSARY — 1994

Your independant source for all your coin-op needs.
From individual equipment sales to full set-ups...
ALPHA OMEGA **is your answer.**
Representing most manufacturers in equipment,
money handling, tickets and token sales.

Call: Frank "The Crank", Ken or Joe

(908) 254-3773 • Fax: 908-254-6223

12 Elkins Road • East Brunswick, NJ 08816

FINANCING AVAILABLE!

REDEMPTION SUPER SPECIALS

Addams Family Values	$1995
Animal Land	2495
Batter Up (Doyle)	3495
Big Bertha	2395
Bozo Basketball (1-Pl.)	1695
Chase the Rainbow	995
Circus Hi-Rise 8'	2495
Fiddle Stix	2595
Goofy Hoops	2795
Ken & Barbi Water Race	8900
Perfect Landing	595
Pop-a-Ball	2295
Rock 'n Bowl	3295
Shoot-Out (Meltec)	1695
Sidewinder	2995
Tin Can Alley (Bob's S Rac)	3995
Turbo Pusher	3495

VIDEO GAMES

Afterburner s/d	$2795
Cisco Heat s/d (twin)	2995
Cisco Heat s/d (deluxe)	3895
Double Axle s/d	3195
Drivers' Edge s/d	3795
F-15 s/d	1095
Gran Prix Star s/d	5295
Hard Drivin' s/d	2595
Lucky & Wild s/d	4295
Moto Frenzy s/d (twin)	3395
Moto Frenzy s/d (deluxe)	2995
Outrun s/d (Std.)	2995
Outrun s/d (deluxe)	3995
Race Drivin' s/d	3595
Racing Hero s/d	1295
Rad Mobile s/d	5295
Ridge Racer s/d	11,495

VIDEO GAMES

Ridge Racer s/d (twin)	$15,495
Road Riot s/d	4095
Steel Talons s/d	2995
Virtua Racing s/d	8495
World Rally s/d	1795
Hard Yardage (ded.)	1495
Lethal Enforcer	2295
Lethal Enforcer II	3095
Mortal Kombat (ded.)	1195
Mortal Kombat II (ded.)	2995
NBA Jam (ded.)	1595
NBA Jam: Tourn. Ed. (ded.)	2295
Revolution X	3795
Slam Masters (ded.)	1595
Under Fire	2695
Virtua Fighter	4195

NEW REDEMPTION

Chuckles the Clown
Dinoscore
Flintstones (ICE)
Home Run Hitter
Pogger, Ribbit Racin'
Roll for Gold
Smart Candy Crane
Super Rock 'N Bowl
Wheel 'em In

RECONDITIONED

Bank-It	$2795
Crane -Single Big Choice	795
Full Court Frenzy	2995
Rowe BC-25 MC	1795
Rowe BC-35	2395
Skee-Toss	1495
Super Chexx	1395
Troll	2495

ALL GAMES ARE GUARANTEED. CALL FOR COMPLETE LIST. EXPORTERS & DOMESTIC SALES.

QUARTERMASTER

5499 Suite L, Murfreesboro Rd., LaVergne, TN 37086

Ph: (615) 355-9681 • TOLL FREE: 800-955-9681 • FAX 615-355-0213

INTRODUCING...

1 NEW Hot 8-Line Game
2 (Yes, 2) NEW Hot Poker Games

LADY CHERRY

- Vivid Graphics
- Multi-Level Bonuses
- Choice of Double Up Side
- Real Photos of Ladies
- 8-Lines w/Bilateral Bet

HOT GIRLS II

- Beautiful Graphics
- Strip Bonus, Bonus Maxi Strip
- Hi-Low Double Up

POKER OLYMPH

- Dazzling Graphics
- 52 Cards w/Joker
- Third Hand
- Automatic Card Hold Feature
- Mini Bonus

- ***ALL OTHER GAMES AVAILABLE ALSO!***
- ***COMPLETE GAMES Starting at $1,195.00***

CALL TODAY!! 1-800-955-9681

Robert Stormont's
SUPER
AUCTIONS
Presents
In Conjunction with
WHOLESALE VIDEO & PINBALL COMPANY
SOUTHERN CALIFORNIA
Holiday Auction Special
Saturday, December 17, 1994 10 AM
Location (To be Announced, Please Call Hotline)

Major Arcade Closed, Trade-ins, Demo's, Excess Equipments, Overstock and Additions.
All To Be Sold At Public Auction!

100's of Coin Operated Arcade Games.
Pinballs, Jukeboxes, Kiddie Rides Parts, Pool Tables,
Air Hockey, Kits and much much more.

• CONSIGNORS WANTED •

To Consign Games For Sale, Bring to Auction Site Friday Before the Sale from 10 AM - 9 PM. All Auctions are on Saturday and Begin at 10 AM Local Time with Inspection from 8 AM - 10 AM.
Lic.# A2609. 3% Surcharge for Visa & M/C. Payment in Full Day of Sale. 10% Premium to Hammer Price.

TERMS - Cash, Cashier's Check, Company Check with Current Bank Letter of Guarantee.Industry Related Seller's Permits Required for Non-Taxable Purchases.
All Equipment Must Be Removed by 10 PM The Day of the Sale, NO EXCEPTIONS.

MasterCard VISA

(714) 535-5353
CALL FOR FREE BROCHURE

★"DIRECT GAME SALES"★
"From One Operator to Another...Save With Us"

VIDEO GAMES
Afterburner (s/d - deluxe)....$1995
B.O.T.S.S. (s/d - deluxe).....2695
Centipede.....395
Crime Patrol 33".....5995
Galaga.....395
Grand Prix Star (s/d).....5295
Heavyweight Champ.....375
Mechanized Attack.....395
Mortal Kombat 2 (25").....2095
Ms. Pac-Man.....445
NBA Jam (Ded.).....1795
Operation Wolf.....395
Pound for Pound (25").....395
Power Drift (s/d - deluxe).....3595
Primal Rage (New!).....Call
Raiden (19").....495
Revolution X (New!).....Call
Revolution X (2 Pl.).....3295
Slam Masters (2 screen dlx.)....1594
Speed Buggy (s/d-3 screen dlx.).595
S.F. II: Hyper Fighting (25").....895
Stunn Runner.....1095
Super High Impact (ded.).....695
Super Monaco (deluxe-s/d)...3495
Tetris.....295
3 Cherry Master (19").....1295
Title Fight.....2495
Turbo (s/d).....395
WGP (ride on - deluxe).....$3695
X-Men (6 Pl.).....1495

PINBALLS
Bride of Pinbot.....$995
Hot Shots.....595
Judge Dredd.....1975
Millionaire.....595
Party Zone.....1395
Pistol Poker.....1295
Popeye.....1775
Return to Lost World.....695
Tommy.....1875

REDEMPTION
Bally 2000 Skill Stop Slots..$1495
Bay-Tek Clown Rolldown.....1295
Bay-Tek Jungle Picnic
(Like New! - w/Bonus).....3495
Belgian Crane.....995
Big Choice Sing. Crane.....995
Buddy Bear (Like New!).....2195
Crompton 12 Pl. Penny Falls
Coin Pusher.....895
Dig-a-Mart Crane.....650
Dino Eggs.....795
Funtec Midway Crane.....395
Gobbler Crane.....645
Golieth Jumbo Crane (w/$).....895
Grayhound Cranes.....$595
Grayhound Metal Crane (w/$)..845
Hungry, Hungry Hippo (Like New)....2495
Jungle Rama
(w/Bonus Like New).....2995
Kramer Cranes.....645
LazerTron Shuttle Launch.....2495
Lucky Lowboy Cranes.....6595
Pot-O-Gold Skill Stop Slots.....750
Reel Pokers.....1795
Roller Bowler (2-Pl.-w/Lights)....995
10' Skee Ball w/Bonus
(Like New!).....2345
13' Skee Ball.....1295
Skee-Toss B.C.....2195
Skillo-Bingo.....395
SMS Poker Rolls.....1495 pair
6 Pl., Super Shifter (w/tkts.)..4995
Superball Skee Balls.....995
Tripleway Cranes.....995
Vegas Roulette (6 Pl., Crompton
Pusher).....8495
Wacky Gator.....3495 - 3995

SOFT PLAY
Gigantic Dinosaur Bounce
w/Ball Crawl Swamp.....Call
Great Banana Slide 16'x16'.....Call

MISCELLANOUS
Ardac 8060 Changer.....$495
Ardac 8090 Changer.....595
Capcom Polaroid Photo Booth
(Like New).....3995
Doyle Hoop Shot Beat the Clock
.....995
Dynamo Brown Top Air Hockey
.....1350
Dynamo Pool Tables.....1395
Glendale Talking Monkey
Egg Vendor.....895
Hamilton $1-$5 Wall Changer .Call
Irving Kaye Pool Table.....995
Love Meter.....495
Power House.....595
Rally Ball.....895
Rock-Ola Combo 498-XC
Jukebox.....1095
Rowe BC-20 Changer.....895
Rowe BC-35 Changer.....1795
Rowe R-88 Jukebox.....595
Sex Tester Antique Repro.....895
SMS Sex Tester.....545
Talking Bears Egg Vendor.....795

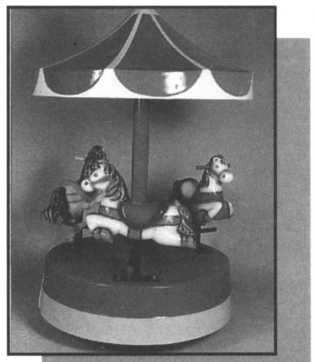
★Call Rob Ritterhoff: (609) 729-5371★

KIDDIE RIDES & MORE, INC.

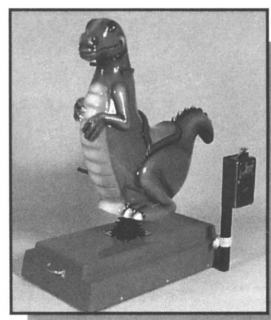
2739 W. 79 Street, Bay 10 • Hialeah, Florida 33016

OPTIONAL DELUXE BASE

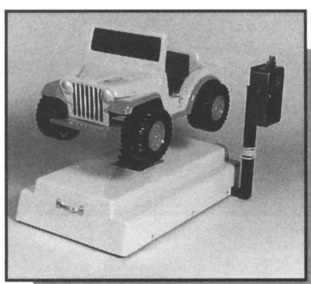
- *Double coin box entry mechanism*
- *Large capacity cash box*
- *Steel coin box protectors*
- *Made in the USA*



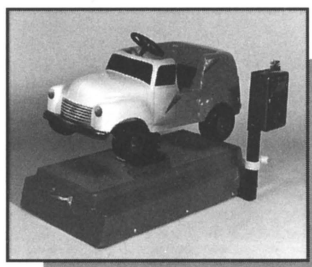
Carousel - 1600



Pepe the Dino - 1420 LX



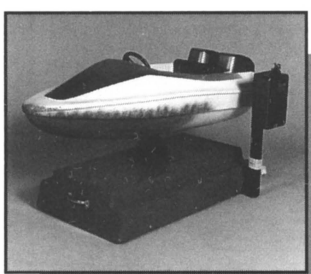
CJ5 Jeep - 1220 LX



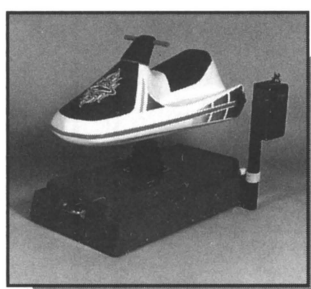
Mini Van - 1240 LX



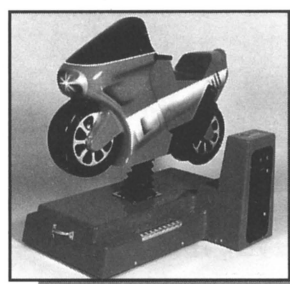
Circus Elephant - 1120 LX



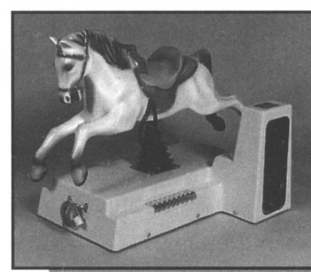
Speed Boat - 1311 LX



Waverunner - 1230 LX



S/S Moto - 1260 LX



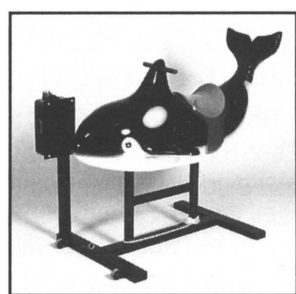
Pony Ride - 1020 LX



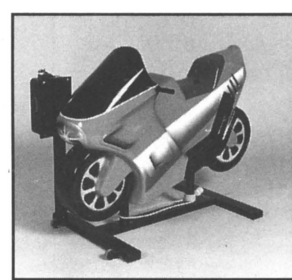
Pony Ride - 1020



Helicopter - 1250



Namu Whale - 1270



S/S Moto - 1260

VISA

MasterCard

For more information, prices and list of other rides...call now!

Ask for DAVID VEGA

1-800-676-0231 • (305) 557-8356 • Fax: 305-558-5694

FOR CREATIVE FUN CENTER SOLUTIONS,
CHOOSE **SPIRIT DESIGN GROUP**

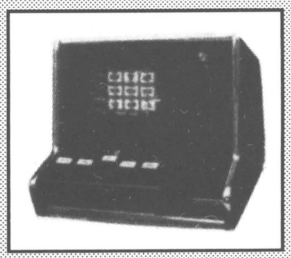
COMPLETE CONSULTING SERVICES

- National & International Projects
- Space Planning
- Interior Design
- Game Placement
- Architecture
- Management
- Economic Studies
- Custom Lighting
- Impact Graphics
- Color Renderings

SPIRIT DESIGN GROUP
A DIVISION OF CENTURY & DISTRIBUTING CO.

13458 S. Western Ave. • Gardena, CA 90249

PHONE: 310/532-2351 **FAX: 310-532-2355**



- COUNTER TOP READY FOR BOARD
- 25" WELLS GARDNER UNIVERSAL CABINET READY FOR KIT $850.00
- 8-LINES & CHERRIES P.C.B.

U.P.S. SHIPPABLE

•

CALL TOLL FREE:

1-800-800-3903

LUCKY EGGS = GOOD MONEY!

- Reconditioned Chicken and Flintstone Animated Egg Vendors with Warranty — Like New!
- Prize-Filled Egg Capsules with Same Day Shipping — Phone for Quote.

TOLL FREE
800-344-7467
FAX (417) 358-1849

INNOVATIVE INDUSTRIES, INCORPORATED
2605 Grand Ave. • Carthage, MO 64836

SPECIAL ONLY $199.00 each

Don't let the Phone Co. get all the $.25 in your location... just try one or two Phones & compare them to your other investment at that location.

THIS PHONE IS FOR LOCAL CALLS ONLY



In our 25th year!

VIDEO COVERS Heavy Duty
PINBALL COVERS Heavy Duty
JUKEBOX COVERS Heavy Duty
OVER 11,000 SOLD!

We Have the Right Cover For You!

ONE OF THE MOST DEPENDABLE COVERS EVER, TRY ONE & YOU WILL BE SOLD

	Was	Now
Video Moving Cover-Heavy Duty	~~$105~~	$60.00
Pinball Moving Cover-Heavy Duty	~~$105~~	$60.00
Jukebox Moving Cover-Heavy Duty	~~$105~~	$60.00

TRY ONE DOZEN IN YOUR CRANE $1.50 EACH
V.C.R. Cartoon Tapes 50 for $70.00

ALL OF OUR COVERS ARE MADE OUT OF HEAVY DUTY VINYL...LIKE VINYL TOPS ON CARS

IF YOU NEED GOOD REDEMPTION ITEMS PLEASE CALL US! Example, MICRO COOKWARE SET, REMOTE CONTROL CARS & more

TRY ONE DOZ. IN YOUR CRANE ➡

To call about our products
(513) 783-2036
COPE PRODUCTS
45 Orchard Circle
Blanchester, OH 45107

OR GIVE YOUR CUSTOMER A PAIR ➡

BLUE BLOCKER SUNGLASSES AS SEEN ON TV FOR $50.00 A PAIR - $16.00 A DOZEN

BEST BUYS!

KITS:

Gal's Panic	$325
High Impact	125
Mortal Kombat	400
MVP	50
NBA Jam	1150
Time Killers	250

BEST "Reasonable Offer" BOARDS:

Arch Rivals (kit) - Art of Fighting
Crime Fighters - Devastators
Double Dragon II - Double Play (kit)
Fatal Fury - Ikari Warriors
Kick Start - Main Event
Mat Mania - Sidearms
Top Gunner (kit) - World Heroes I & II

MISC.

Used plastic 25¢ coin mechs	b/o
Used monitors	$60
American Acoustics Speakers	b/0
Rowe OBA	100
with stacker	125
Rock-Ola 475 Hideaway w/boxes & parts	b/o
Countertop Game	b/o

PARK VENDING CO.
(516) 239-3100

NEW & USED

CIRCUIT BOARD SALES

335 Hill Ave. • Nashville, TN 37210

• BUY
• SELL
• TRADE

CALL: 1-800-535-8981 • *TOLL FREE*

Phone: (615)256-7748 • FAX: 615-256-7523

8:00 to 5:00 Monday thru Friday (C.S.T.)

CALL ABOUT OUR FREE DELIVERY!

☞ THIS MONTH'S SPECIALS

New Lucky 8 Lines w/HSV-300

1-3.....$1,135.00
4-6.....$1,050.00
7 and Up.....$995.00

All Parts Brand New!

8 LINE GAMES w/$1-20 & ticket disp.
$1,395.00

Cherry Master PCB...$139.00
Cherry Master Kit.....215.00

ALL NEW SUPER CHERRY MASTER w/HSV - $1,395

Used 8 Lines w/$1-20
C'top - 9"-13" (ded.)
Sitdown - 19" (ded.)
Upright - 13"-19" (ded.)
$850
Conversions - $700

NEW 19" GAMES W/HSV-300 Riviera Hi-Score $1,895.00

USED IGT DRAW 80 *(no DBA)*
$800
w/DBA...$950

NEW FOXTRONIC POKERS w/HSV-300 $1,875 each.

NEW DRAW 80 POKERS W/HSV-300 $1, 950.00 ea.

USED RIVIERA POKERS w/$1 - $20...$1,200

NEW Magical Tonic PCB	$775
NEW Magical Odds PCB	675
NEW Super Cherry Master PCB	475
NEW Super Dual 8-Line/Poker	300
Reconditioned W-4 PCB	111
Reconditioned W-6 PCB	125
Reconditioned Cherry Bonus PCB	125
NEW Cherry Angel	$265
NEW Foxtronic PCB	450
NEW Merit Rivera Kit	950
NEW Turbo Poker Kit	480
Ticket Dispensers	325
Ticket Printer - Interface Kits	900

ALWAYS AVAILABLE

New & Used Pool Tables/Dynamo or Valley	**Call**
New Jukeboxes/All makes	**Call**
New & Used Pokers/All makes	Call
Full Line of Pool Table Supplies	Call
Klopp Coin Counters	$650
Tommy Gate w/7' extension	1000
19" Sharp Monitor	**195**
13" Sharp Monitor	185
19" Wells-Gardner Monitor	235
13" Wells-Gardner Monitor	225
Coin Mechs & Channel	11.95
Power Supplies	32.95
150 W Computer Power Supply	44.00
12v Meters	6.50
AC Line Filters	5.00
Isolation Transformers	$12.95
Empty 8-Line Cabinets	250
JCM Bill Acceptor $1-5-10-20	**260**
Mars GL-5 DBA $1-5-10-20	399
Mars VFM-4 DBA $1-5-10-20	325
Mars VFM-5 DBA $1-5-10-20	340
Mars VFM-4 w/stacker 400	399
Mars VFM-5 w/stacker 400	440
CBV $1-2-5-10-20-50-100 DBA	299
HSV-300 $1-5-10-20	189
Tekbilt DBV-35/$1-5-10-20	299
All Lucky 8 Plexis	25.00
Lucky 8 Harness	38.00
Lucky 8 Button Set	24.00
4" Speakers	4.00

Phone: (615)256-7748 • FAX: 615-256-7523

DARTS

ARACHNID SUPER SIX PLUS II - (MODEL 6300)
LOOK GREAT - PLAY LIKE NEW
$795 - STREET READY - $795

REDEMPTION

Awesome Rat	$995	Monkey Mole	$2995
Bank-It	1695	Pitch Hitter	2995
Hi Tension	995	Skill Roll	795
Jackpot	2895	Sweet Licks	995
Mating Game	795	UBQB	2295

PINBALLS

Arena	$395	Party Animal	$495
City Slicker	395	Pinbot	595
Diamond Lady	695	Police Force	895
Genesis	395	Road King	395
Getaway	1495	Spring Break	495
Monte Carlo	395	Time Machine	895

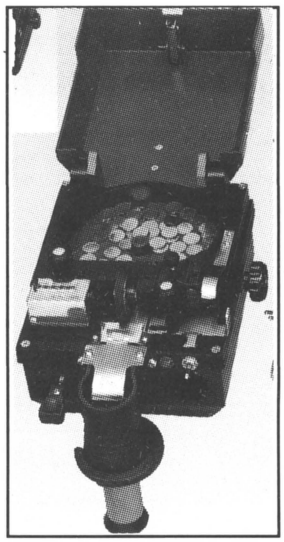
POKERS
Complete Game - From $300.00

CHERRY MASTERS
W/Bill Acceptor...$900

STANSFIELD VENDING, INC.
P.O. Box 157 • La Crosse, WI 54601
CALL MAX: (608) 782-7181

MONUDO COIN COUNTER

DISTRIBUTED EXCLUSIVELY BY MONDIAL!



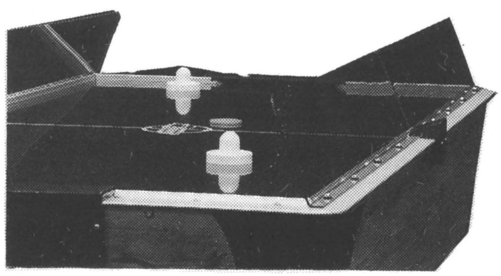
- Electric or Manual
- 220V or 110V
- Only 10 lbs
- Counts up to 1800 coins per minute
- High quality construction
- Engineered to our exacting standards
- Adjustable to any size coin or token

MONDIAL INTERNATIONAL CORP.
661 Hillside Rd. • P.O Box 889 • Pelham Manor, NY 10803
PHONE **(914) 738-7411** FAX **(914) 738-7521**
– SE HABLA ESPANOL –

ASK FOR THE PUCK STOPS HERE *BY NAME*

The Original Air Hockey Safety Shield

- **PRACTICALLY ENDS TABLE-SIDE INJURIES AND PROPERTY DAMAGE**
- **INCREASED PLAYER APPEAL!**
- **INSTALLS IN 15 MINUTES WITH ONLY A SCREWDRIVER**
- **INCREASE REVENUE...DECREASE LOST PUCKS AND DOWNTIME COST.**
- **IMAGINATION LEISURE... DYNAMO • US BILLIARDS**



1000's IN USE IN THE USA, UK, JAPAN, KOREA, CANADA, MEXICO, SOUTH AMERICA AND AUSTRALIA... EVERYWHERE QUALITY IS APPRECIATED!

★

CURRENTLY IN USE AT THESE FINE RECREATIONAL ARCADES:
Night Hawk Golf Center - Gambills, MD
Games Unlimited - Los Angeles, CA
Scottie's Game City - Dallas, TX

★ SUPERIOR PROTECTION FOR RECREATIONAL GAMES ★

★ Quality crafted without compromises for tournament use.
★ Angled shields deflect pucks back down to the play top.
★ Shields angled toward center of game reduce escape area.
★ Shields extend 9"above play top.
★ Ask about our lifetime warranty.
★ Made from virtually indestructible space age material.
★ Ask your distributor for the recreational shields by name or call direct.
★ When your customers' safety and your liability are at stake...specify the superior product.

PLASTITECH PRODUCTS, INC.
P.O. Box 2387, Longview, TX 75608
(903) 757-0543 **FAX: 903-758-8898** **1-800-933-0145**

3 *Giant* COIN MACHINE CONSIGNMENT

- JUKEBOXES
- VIDEOS
- BINGOS
- POOL TABLES
- POKERS

AUCTIONS

- FLIPPERS
- PINBALLS
- KIDDIE RIDES
- CRANES
- MUCH MORE

1

OVER 1200 GAMES AT SEPTEMBER AUCTION!

KNOXVILLE, TENNESSEE

SAT., NOVEMBER 12, 1994 at 10:00 a.m.

Knoxville Convention Center

525 Henley St. • **Ph: 616/544-5371**

***MOTEL RESERVATIONS** - World's Fair Holday Inn, (615) 522-2800

2

ATLANTA, GEORGIA

SAT., DECEMBER 10, 1994 at 10:00 a.m.

DeKalb - Peachtree Airprort

DIRECTIONS: I-85 to exit no. 32 (Clairmont Rd. - DeKalb Peachtree Airport exit), go north 2.8 miles to DeKalb Peachtree Airport. Turn right on 6th St., first hangar on right.

***AUCTIONEER'S NOTE: THIS AUCTION WILL BE ADVERTISED and OPEN TO THE GENERAL PUBLIC.**
Georgia license no. NR001894

3

KNOXVILLE, TENNESSEE

SAT., JANUARY 14, 1995 at 10:00 a.m.

UPCOMING AUCTIONS: Feb. 4, 1995 - Winston-Salem, NC
March 4, 1995 - Knoxville, TN

* **TERMS**: Full payment day of auction - Cash, Cashier's Check or Company Check with bank letter of guarantee (no exceptions).
* **EQUIPMENT MAY BE CHECKED IN: Friday -- Noon until 9p.m. or Saturday -- 8a.m. until 10a.m.**
* **SALES TAX**: Applicable state and local sales tax must be collected unless you provide a current copy of your sales and use tax permit.

for *EXPORT* information please call!

AUCTION GAME SALES

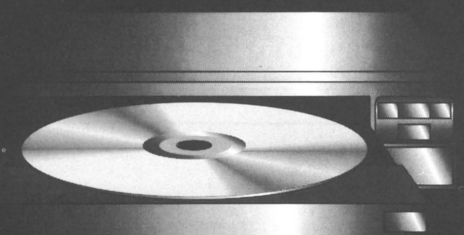
Rick Parsons, Owner & Auctioneer • License Number 1623

TO BE ADDED TO OUR MAILING LIST, CALL TOLL FREE: *1-800-551-0660*

FAX: 615-685-1126

VIDEO DISC PLAYER REPAIR & SERVICE

Say goodbye to long down times and high repair costs for video disc players!



Exclusively recommended by
American Laser Games Inc. for Sony player repairs.

- **Rebuild and align optical pick-ups**
- **Component Level Electronic Repairs**
- **Very Quick Service (Usually 2 Days)**
- **10 Years Experience Repairing Laser Disc and CD Players**
- **Average Cost Under $250. for Complete Repair and Service.**

For more information, call Steve Thompson at:

TLR ENTERPRISES

2070 EAST 3185 SOUTH
SALT LAKE CITY, UTAH 84109

(801) 467-1156

Game*Trak

Management Software for the IBM PC



System-$495.00
Trial Version-$45.00
min. 4 mb 386 & HD req'd;
Visa, Mastercard accepted

- Machine location tracking
- Mailing labels, checks, 1099's
- Quicken™ interface
- Game and location history
- Commission calculation
- Meter tracking
- Merchandise tracking, redemption
- Collection, move & service forms
- Bulk vending option

TEAMWRITE CORPORATION

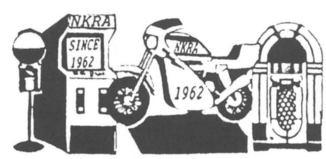
1572 N. Batavia St., Suite 1-D
Orange, CA 92667
Tel: (714) 637-4382 / Fax: (714) 637-1530

REST EASY!

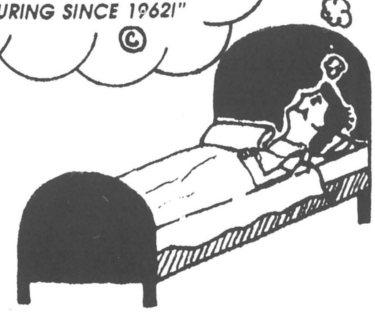
You're Covered by NKRA

National Kiddie Ride Association

P.O Box 104625
Jefferson City, MO 65110-4625



"INSURING SINCE 1962!"



Call! 1-800-677-6572
for a FREE quote on coin-op liability insurance!



Printer and Interface Kits Available!

Countertops with ticket dispensers!

Quality Counts

Call Today!

We value our customers!

Quantity Pricing Available

CHERRY GAME

with

- 19" Wells-Gardner Monitor
- HSV 300 DBA
- 150 Watt Power Supply

$1,195.00

Buy 12, get 1 FREE

Pot of Silver Pushers
Call for Price!

KITS

Super Cherry Master, Cherry Master, Cherry Bonus III, Magical Odds, Magical Tonic, All-Wing Boards, Turbo II...and many more!

***Grayhound Five in One & Super Poker Turbo II Cal Omega* AVAILABLE!**

Single Progressive Units $395.00

CALL for PRICES on GAMES with TICKET PRINTERS or TICKET DISPENSERS

CABINETS

UPRIGHT
SITDOWN
MINI
COUNTERTOP

FREE Delivery on all Games!

DISTRIBUTORS OF:

Mars Dollar Bill Acceptors, Wells-Gardner Monitors, Grayhound Dyna Games, JCM, CBV and HSV

1642 Piedmont Highway • Piedmont, S.C. 29673

Phone: (803) 422-0250 or 1-800-306-4263 • Fax: 803 422-8903

ONE YEAR ADVANCED REPLACEMENT WARRANTY ON ALL MERCHANDISE

AUCTION

SAT., DEC. 3rd. 10 AM

300+GAMES

RT. 30 MARKET

CLEMENTON, NEW JERSEY

TAKE I-295 TO EXIT 29, RT 30
EAST FOR 6 MILES ON RIGHT

U.S. AMUSEMENT AUCTION CONSIGNMENTS WELCOME!

SEE FULL AD OR CALL FOR TERMS

ROB: (609) 729-5371
(609) 827-1505
JEFF: (502) 456-1600

Special Notice:

PURCHASE YOUR USED EQUIPMENT FROM NEW ORLEANS NOVLETY CO.

Over 60 years in business! International reputation for selling the finest in used videos, flippers & amusement games available anywhere! Each game is beautifully refinished by experts and is like new. All games are factory models. - absolutely no copies.

GET ON OUR MAILING LIST FOR PRICE BULLETINS OR CALL CELIE FOR OUR LATEST PRICE LIST.

NEW ORLEANS NOVELTY CO., INC.

3030 N. Arnoult Rd., Metairie, LA 70002

(504) 888-3500

Fax: 504-888-3506

MANY ITEMS **ONLY** 14 MOS. OLD

ATTRACTIONS For Sale!

- **Soft Play Fitness Maze by Pentes 40' x 40'.**
- **Bumper Cars by Zamperla Kiddie Cars 30' x 39'.**
- **Bumper Cars by Majestic Adult Sized Ninja SE 1280' floor & acces.**
- **El Paso Kiddie Train by Zamperla 82' of oval track.**
- **Helicopter Ride by Zamperla 25' Diameter 6 cars!**

ELECTRONICS

- Amplifier, Pre-Amp, C.D. player & 16 speakers.
- Sharp TV projector w/remote 100" screen Commerical grade.
- 2 Dimensional Virtual Reality Operating System

ALSO:

Coin Operated Lockers

***and* KITCHEN EQUIPMENT! (Impinger Pizza Oven & Walk-in Refridgerator)**

★★★★★ **Call Jeffrey at (410) 321-8777** ★★★★★

VIDEO GAMES • PINBALL MACHINES • JUKE BOXES • DARTS
KIDDIE RIDES • POOL TABLES • REDEMPTION GAMES



100'S OF COIN-OPERATED ARCADE GAMES

SALE #1

RADCLIFF/FT. KNOX, KENTUCKY

SATURDAY, NOVEMBER 26, 1994 - 11:00 AM

LOCATION: Redmar Plaza Shopping Center off 31 west to Redmar Blvd. Held at the auction warehouse.

SALE #2

ATLANTA, GEORGIA

SATURDAY, DECEMBER 17, 1994 - 11:00 AM

LOCATION: DeKalb County Armory, 3736 Durham Park Rd., Durham Park Rd., Decatur, GA

SPECIAL CONSIGNMENT OF ANTIQUE JUKE BOXES

- **TERMS:** **FULL PAYMENT DAY OF AUCTION - CASH, CASHIERS CHECK, or COMPANY CHECK with BANK LETTER of CREDIT.**
- **EQUIPMENT:** **MAY BE CHECKED IN FRIDAY FROM 12:00 NOON TIL 10:00 PM or SATURDAY FROM 8:00 AM TIL 10:00 AM.**



Call
1-800-624-1782
for a Brochure!

JIM BRAMBLETT
Auctioneer

CURTIS HARDIN
Amusement Specialist

OFFICE: 502-769-1655 FAX: 502-765-2238 NIGHTS: 502-737-4328

SEEBURG

AUTHORIZED PARTS AND SERVICE DEPOT

FACTORY TRAINED SERVICE TECHNICIANS

The Source for Complete Seeburg CD Service

SONY PLAYERS

Minor Tune-Ups or Complete Overhaul.

1-800-531-1230

- **QUALITY SERVICE**
- **LOW COST**
- **48 HOUR TURNAROUND**

From your authorized Seeburg CD Service Center

WESTERN RESERVE GAMES, INC.

21651 Tungsten Rd.
Euclid, Ohio 44117

ADD 10 CD'S — KEEP ALL 200 RECORDS

it's here for

R89 - 90 - 91 - 92 - 93 - 94

CD COMBO KIT

10 Disc CD player added to your jukebox

KIT INCLUDES:

Sony CDPC 910 CD player/8 times oversampling

★ KITS PRICED RIGHT FOR SMALL ACCOUNTS ★

★ 2 TYPES OF LABEL INSERT KITS AVAILABLE ★

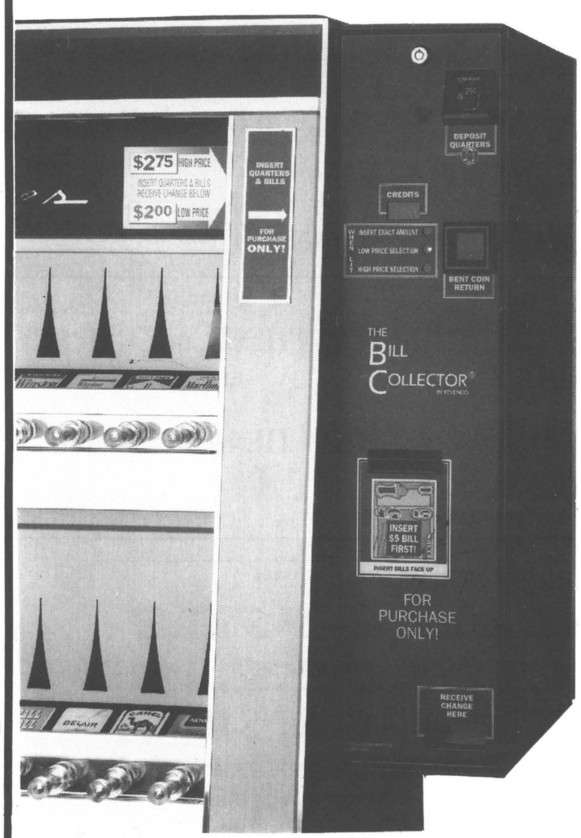
Call or Fax:

C&C Games

800-551-KITS

219-238-4028

SIMPLE CONVERSION ON LOCATION IN 20 MINUTES



THE

BILL COLLECTOR® SYSTEMS

SERIES 1575 (Shown Here)

- Accepts and stacks $1 and/or $5 bills
- Dual pricing capability
- $50 capacity, self-replenishing, quarter change payout system
- Pricing to $15.75
- LED display shows bills and quarters inserted
- Systems for National, Rowe and Automatic Products cigarette machines
- **Quick and simple installation**

— Also Available —

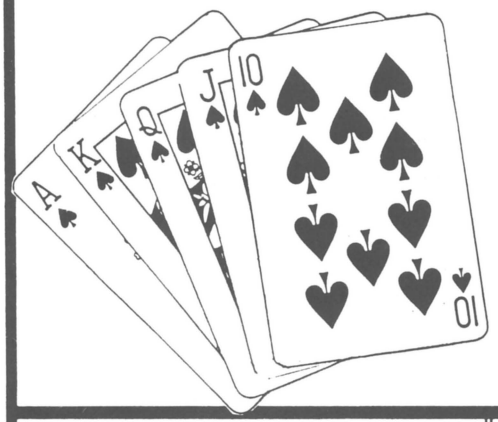
"NO CHANGE RETURNED" kits for National, Rowe and Automatic Products cigarette machines

FOR MORE INFORMATION CALL 1-800-344-6795

Designed and Manufactured by:

Revenco Corporation

S.E.D., INC.



WE HAVE A REAL DEAL

WAITING FOR YOU WITH REAL PROFITS!

Eight Line Games with HSV 300 Starting at $1250.

DOUBLE UP POKER WITH METAL CONTROL PANEL STARTING AT $1399. w/o Bill Acceptor

NEW SUPER 2 IN 1 POKER-MASTER & CHERRY ANGEL!

BOARDS, KITS, PARTS, BILL ACCEPTORS AND SUPPLIES!

WINNERS CHOICE
4 Games in 1 Cabinet!
STARTING AT $2795.!

803-234-4901
800-362-1187

CALL TODAY!
S.E.D., INC.
1651 S. Batesville Road
Greer, SC 29651

FAX
803-458-7688

WOOD TECH

. . A leader in Custom Quality Woodworking!

Manufacturing....
13" and 19" Poker or Eight Line Cabinets
Countertops or Videos!
Manufactured to Your Specifications!

WE DELIVER COMPETITIVE PRICES AND QUALITY PRODUCTS!
CALL (803) 574-7104
FOR SAVINGS!

DESIGN SCREEN PRINTING

Specializing in individual design and artwork for all your plexy glass needs!

(803) 574-7258

CD's WANTED

Highest prices paid for used CD's.

Take your CD inventory and turn it into cash!

Call:

1-800-378-2348

CD CONNECTION

3481 Poplar Ave. • Memphis, TN 38111



R & J SLOTS

offers

Bally's • IGT's • Sigma's • Universals

Top quality, reconditioned or as is condition machines. Service after the sale.

Become a distributor today

Ask about our discount prices when purchasing over 5 slots

Visit our 45,000 square foot facility

See for yourself why we are becoming

One of the largest slot distributors in the world.

Give yourself the best present available this holiday season and find out why we say...

Hit the Jackpot with our Slots!

249 BLUE RIDGE DRIVE • ORANGE, VA 22960

(703) 673-4500 • FAX (703) 672-4563

TOPS IN COIN-OP!

50th COIN-OP STATE

50th STATE COIN-OP

1-800-424-5050

VISA MasterCard

4% Surcharge

Price does not include shipping & handling.

Complete Video	
Cadillacs and Dinosaurs	$1,295
Driver's Edge	$2,395
Final Lap (Sitdown)	$3,295
King of the Dragons 25"	$695
Laser Ghost	$2,195
Mortal Kombat	$1,295
NBA Jam Tournament	$2,195
Steel Gunner	$1,095
Ridge Racer 2	$14,995
Terminator 2	$1,695
Time Killers 25"	$695
Under Fire	$2,995
Virtua Fighters	$3,595
Virtua Racing Twins	$8,995
X-Men (6 player)	$1,095

Pinball	
Jurassic Park	$1,795
Judge Dred	$1,895
Popeye	$1,795
WWF Royal Rumble	$2,195

Miscellaneous	
Baby Air Hockey (3' x 6')	$1,995
Bank It	$1,395
Big Bertha	$2,395
Cosmogang	$2,795
Ghost Town	$1,295
Jr. Basketball	$895
Monkey Mole Panic	$1,795
Sidewinder	$1,695
Slug Fest	$995
UB-QB	$1,895

Attention Operators: We are open Monday through Friday until 11:00pm EST and usually later!!

All games are arcade pieces! On location throughout the USA

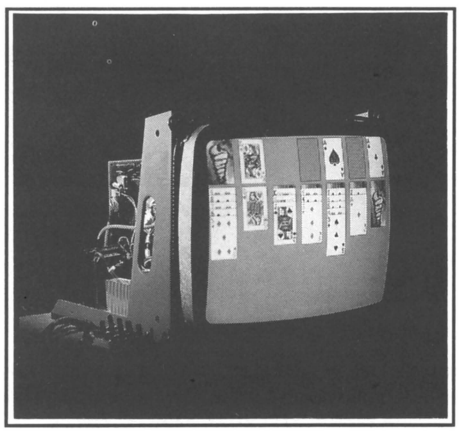
Call 50th State Coin-Op 1-800-424-5050 or Fax (808) 682-4789

MONITOR EYGO

INNOVATION & QUALITY

THE BEST VGA MONITOR FOR YOUR SOLITAIRE GAME!!!

E 135742 UL LISTED



DESIGN FEATURES:

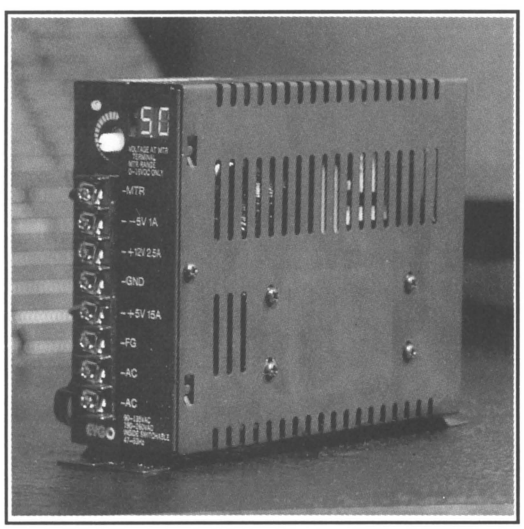
- The best linearity.
- The best picture size adjustment range.
- The best colorful color.
- The best remote control for easy access & service.

SPECIFICATIONS:

- VGA MODE: 640 * 480 Resolution
- HORIZONTAL FREQUENCY: 31 KHZ
- AVAILABLE IN: 13" & 19" MONITOR

ALSO AVAILABLE: VGA 27" MONITOR.
CGA (15.75 KHZ) 90-260 VAC. ISOLATION TRANSFORMER FREE MONITOR

THE GAME BOARD PROTECTOR - EYGO POWER WATCH!!!



PATENTED

DESIGN FEATURES:

- +5V from switching power supply is displayed on LED to make no mistake to damage your expensive game board when installing.
- Built-in voltage meter.

SPECIFICATIONS:

- 15A switching power.
- INPUT AC Voltage 90-135/190-260
  OUTPUT +5VDC 15A. -5VDC 1A. +12VDC 2.5A.

UNIT PRICE: US $39.95 LOT OF 3

EYGO COMPANY LTD.

INTERNATIONAL SERVICE FROM:

USA
1361 N. Glenville Dr.
Richardson, TX 75081
TEL: (214) 918-9229
FAX: 214-918-0024

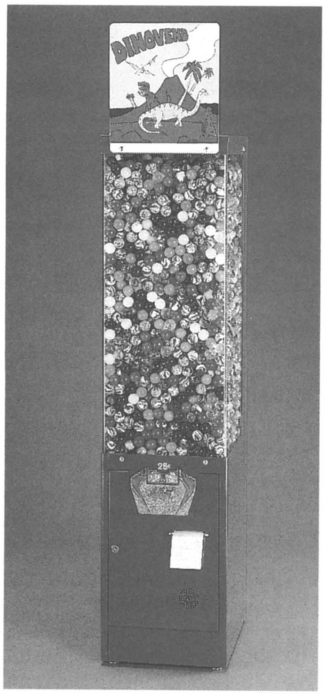
EUROPE
Borsteler Chaussee 85-99A
Haus 16, Stock 1
22453 Hamburg, GERMANY
TEL: 040-5111335
FAX: 040-5111435

ASIA
4F-1 5 Lane 768 Sec. 4
Pateh Rd.
Taipei, TAIWAN
TEL: 2-7880380
FAX: 2-7880370

$325.00
UNBEATABLE PRICE!

Get giant capacity for gum balls at our unbeatable price. You'll make the hottest profits fast! Other kid's vendibles too.

Call FREE TODAY.
(800) 345-1183



DINOVEND
Made in the USA
Only Mayoni Could Do It.

Mayoni Enterprises
Established in 1982

10340 GLENOAKS BOULEVARD • PACOIMA, CA 91331 • (818) 899-2488 • Fax (818) 899-0152

VendaCard®

Model 5860 Pre-paid Debit Card System

Now with Patron Redemption Points!

For use with . . .

- Food & Drink Vending
- Golf Ball Dispensers
- Redemption Awards
- Parking Lots
- Video Games
- Copiers
- Laundry
- Transit
- Skill Games
- Pool Tables



XCP INC.

"Priority #1-Quality and Customer Satisfaction"

North American Sales: XCP Inc., 213 W. Wesley St., Suite 106, Wheaton, Illinois USA 60187 Tel: 708-752-4153 Fax: 708-752-4159

Manufacturing: XCP Inc., 40 Elm Street, Dryden, New York USA, 13053-9624 Tel: 607-844-9143 Fax: 607-844-8031

Engineering: XCP Inc., 7212 US Highway 19, New Port Richey, Florida USA 34652 Tel: 813-841-6630 Fax: 813-845-3640

Europe: VendaCard Europe Ltd., 6/8 Oxford St. Daventry, Northamptonshire NN11 4 AD England Tel: 44-327-310533 Fax: 44-327-310532

M&P SALES

2427 Hwy. 41 • Greenbrier, TN 37073

1-800-939-2299 • (615) 643-5965

Cherry Angel
Dual 8 Line-Poker
Cherry Master
Cherry Bonus 3

Wells Gardner Monitors 19" & 13"

GAMES & BOARDS

Leisure HSV-300 & JCM Bill Acceptors
• Plexis • Power Supply
• Wiring Harnesses

8-Line and Poker Board Repair

American Alpha

call 1-800-737-7647 for

Introducing **2 new hot 8 -line games**

Cherry Angel

Exciting: **3 bonus pools to enhence Cherry Master game**

Available: **Complete boards and sub-board kits for converting CM, CB3 and W4; 19" & 13" plexi**

Treasure Island'94

4 bonus features:

Key, Bell, Bar and Coin Fever

The best income of 8-line games ever!

American Alpha, Inc.

45 Stouts Lane, Suite 8, Monmouth Junction, NJ 08852

Tel: (800)737-7647 & (908)438-0420 Fax: (908)438-0424

AMR AMUSEMENTS Ltd.

Tel: 0044-272-822238 • Fax: 0044-272-828116

ONE OF THE U.K.'s LARGEST STOCKS OF SECOND HAND MACHINES

AWP's ☆ CLUBS ☆ PINTABLES ☆ JUKEBOXES

ALL TYPES OF VIDEO GAMES

GUNS ☆ DRIVERS ☆ JAMMA CABINETS etc.

Write or Fax for Current Stock List and Prices

202B Burcott Road • Avonmouth, Bristol, England BS11 8AP

KLOPP®

Coin Counters

Wrappers, Sorters

Since 1931



- Sales
- Parts
- Factory Service

Made In The U.S.A.

Fast Service — Call For Details

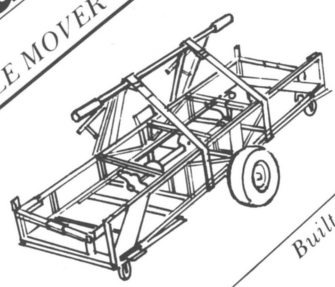
CALL (813) 855-6789

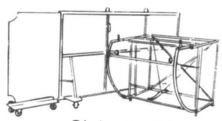
KLOPP INTERNATIONAL, INC.

225 Dunbar Court — Oldsmar, FL 34677

the UltiMate

POOL TABLE MOVER





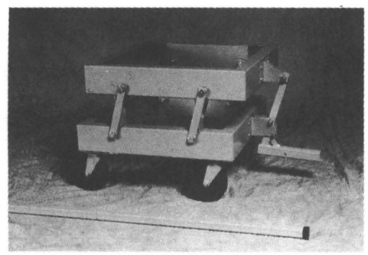
Slate mover & Covering Table

Built to Last A Lifetime

The Ultimate
Pool Table Mover inc
Reid Sales President
412 Cottage St.
Delphi, IN 46923
317·564·4838
1·800·925·9275

U-LIFT™

Pool Table Mover



ONLY $185

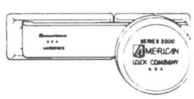
800-526-0080

United

Recreation Equipment, Inc.

American Lock Company

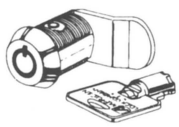
MODEL 2000
AS LOW AS $ 17.97
SHOWN WITH 825 HASP



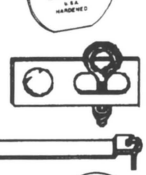
SERIES H10
AS LOW AS $ 13.17



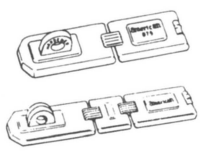
5/8" CAMLOCK
AS LOW AS $ 3.01
7/8" CAMLOCK
AS LOW AS $ 3.22
1-1/8" CAMLOCK
AS LOW AS $ 3.43



SECURITY BAR HASPS
4-1/2" AS LOW AS $ 1.27
12" AS LOW AS $ 2.45
16" AS LOW AS $ 2.69
24" AS LOW AS $ 3.98



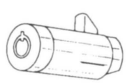
HASPS
825 AS LOW AS $ 4.95
875 AS LOW AS $ 3.39
885 AS LOW AS $ 3.57
525 AS LOW AS $ 4.53
535 AS LOW AS $ 4.53



NO. 1 AS LOW AS $ 5.69
NO. 3 AS LOW AS $ 4.83
NO. 5 AS LOW AS $ 7.17
NO. 7 AS LOW AS $ 4.13



INNER CYLINDER LOCK
MODEL 8300
AS LOW AS $ 5.39



SHROUDED PADLOCK
MODEL 5300
AS LOW AS $ 18.93
MODEL 5360
AS LOW AS $ 22.05



SERIES 700
AS LOW AS $ 14.54
SERIES 702
AS LOW AS $ 13.34



- SEND US A KEY - WE CAN KEY ANY PADLOCK OR CAMLOCK TO YOUR # -

- 99% OF ALL AMERICAN ORDERS ARE SHIPPED WITHIN 24 HOURS -

PATT CORPORATION **800-621-4418**

1335 S MICHIGAN AVE CHICAGO IL 60605 312-939-7616

BUY (5) BOXES OF PLUSH, GET 250 TOYS FREE!!!

✿

BEST MFG. CO.

1-800-962-4486

(414) 547-5051

IMONEX®

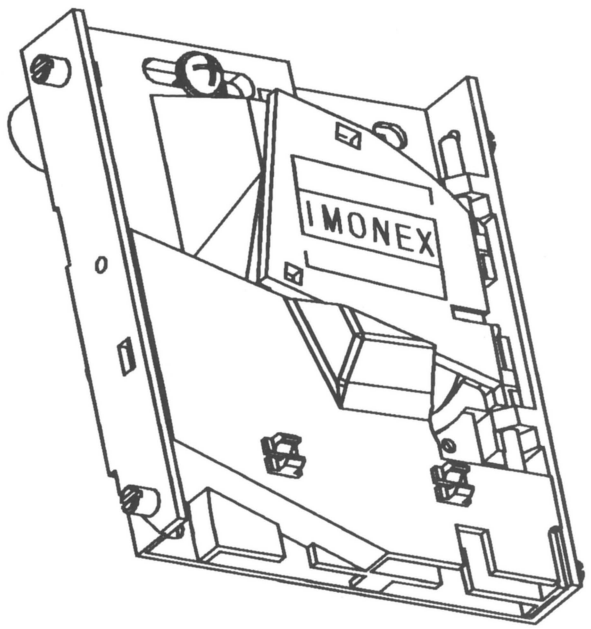
Coin Validating Equipment

NEW

TIRED OF COIN RELATED SERVICE CALLS?
INTRODUCING OUR NEWEST COIN ACCEPTOR FOR THE ARCADE AND VIDEO GAME INDUSTRY THAT PROCESSES BENT OR DAMAGED COINS WITHOUT ELECTRONICS OR CRADLES

U.S. MODELS AVAILABLE FOR THE FOLLOWING CONFIGURATIONS:

- UNDERSIZE TOKEN
- QUARTER AND UNDERSIZE TOKEN
- QUARTER ONLY
- QUARTER AND OVERSIZE TOKEN
- OVERSIZE TOKENS
- FOREIGN COINS AVAILABLE -- CALL FOR DETAILS



- SIGNIFICANTLY REDUCE SERVICE CALLS AND MACHINE DOWNTIME.
- MAINTENANCE NOT REQUIRED WITH IMONEX ACCEPTORS. SAVE THE TIME AND MONEY SPENT SWAPPING OUT, THEN REPAIRING AND CLEANING ROCKERS AND CRADLES.
- REPLACES MECHANICAL COIN ACCEPTOR.
- INCREASE REVENUE BY REDUCING MACHINE DOWNTIME!
- REDUCE CUSTOMER COMPLAINTS AND VANDALISM.
- RELIABLE - NO MOVING PARTS OR ELECTRICAL REQUIREMENTS.

ADAPTS TO A VARIETY OF MACHINES:

- ARCADE AND VIDEO GAMES
- PINBALL AND MORE
- CAR WASHES,
- KIDDIE RIDES

CONTACT IMONEX OR YOUR DISTRIBUTOR

FOR EXCEPTIONAL SAVINGS ON SERVICE AND EQUIPMENT DOWNTIME

CALL 1-800-446-2719

IMONEX®

P.O. BOX 519
KATY, TX 77492-0519
PH. (713) 391-4704
FAX (713) 391-4239

THANK YOU FOR YOUR BUSINESS

© 1994, IMONEX SERVICES, INC.

Robert Stormont's
SUPER
AUCTIONS
Presents
In Conjunction with

SCHNEIDER AMUSEMENT COMPANY
NORTHERN CALIFORNIA
Holiday Auction Bonanza
Saturday, December 10, 1994

San Mateo Expo Center • 2495 So. Delaware St. • San Mateo, Fiesta Hall, California

100's of Coin Operated Amusement Devices, Arcade Games.
Pinballs, Jukeboxes, Kiddie Rides Parts, Pool Tables,
Air Hockey, Kits and much, much more.

Attention consignors this is the perfect Auction to liquidate unneeded, excess equipment at top dollar.

• PART OF PROCEEDS TO BENEFIT CHILDRENS CHARITY •

CONSIGNMENTS WANTED FOR THIS AUCTION

To Consign Games For Sale, Bring to Auction Site Friday Before the Sale from 10 AM - 9 PM. All Auctions are on Saturday and Begin at 10 AM Local Time with Inspection from 8 AM - 10 AM. Lic.# A2609. 3% Surcharge for Visa & M/C. Payment in Full Day of Sale. 10% Premium to Hammer Price.

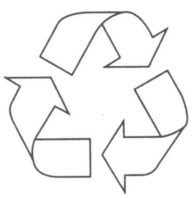
TERMS - Cash, Cashier's Check, Company Check with Current Bank Letter of Guarantee.Industry Related Seller's Permits Required for Non-Taxable Purchases.
All Equipment Must Be Removed by 10 PM The Day of the Sale, NO EXCEPTIONS.

MasterCard VISA

(714) 535-5353
CALL FOR FREE BROCHURE 24 HOURS

MHA
M.H. ASSOCIATES, INC
712 38th Street North
Fargo, ND 58102

(701) 282-7877
FAX (701) 282-7779



PLEASE RECYCLE!

We're Looking For Trade-Ins!

Call M.H. Associates, Ltd.

1-800-843-5487

or Fax Your List 701-282-7779

Trade In Your Used PCBs Today

QUICKIT
CONVERSIONS MADE SIMPLE

Don't be fooled by cheap imitations!

While copying may be the sincerest form of flattery, it's not always good for you, the consumer. We build our ***Easy Lifts*** to meet the demands of your locations and solve the problems found on your route. We route test these products under the harshest conditions. We know our products and how they are used as no "copy cat" can. We developed the ***Original Easy Lifts*** and we continually refine the design. We stand behind our lifts. Because of this, Nortech manufactures a superior product you can rely on.

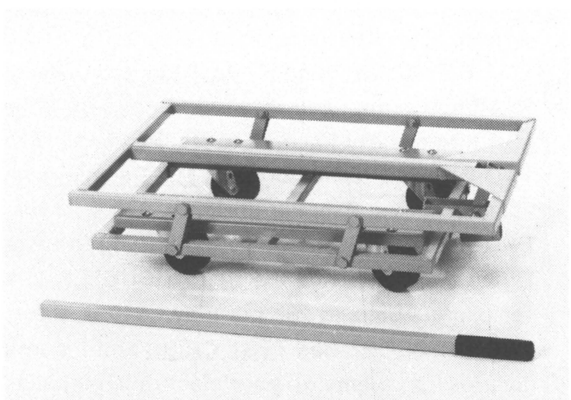
Don't be fooled by cheap imitations because that's exactly what you'll get...
a cheap imitation.

Buy from people who understand your needs. Get "The Original Easy Lifts" from Nortech!

Excellent Service ***Experienced Staff***

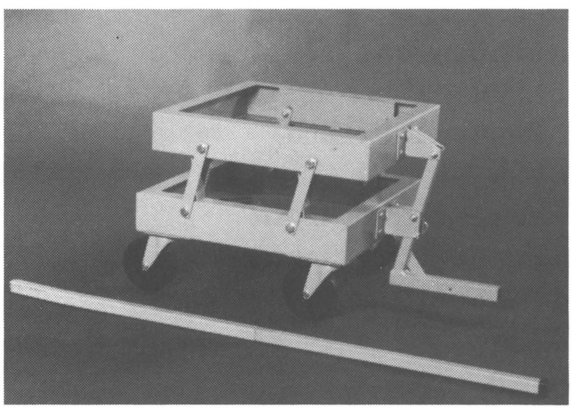
EASY LIFT PATENT PENDING *The Original*

ONE-PERSON LIFTS FOR POOL TABLES AND VENDING MACHINES



VENDING MACHINE LIFT

- ♦ Easy To Use ♦ Inexpensive
- ♦ Heavy Duty 4" Casters For Easy Rolling
- ♦ Reduce Injury Claims ♦ Durable, All Steel Construction
- ♦ UPS Shipping Weight Less Than 55 lbs.



POOL TABLE LIFT

- ♦ 3" Lift ♦ Reduce Injury Claims ♦ Heavy Duty 5" Casters
- ♦ Reduce Service Calls ♦ UPS Shipping Weight 56 pounds
- ♦ Use With Pool Tables, Air Hockey, Foosball, etc.

Order Yours Today!
800-521-6372 • 218-741-6075

NORTECH
Made in the USA

Quality Workmanship ***Satisfaction Guaranteed***

ANSCOT

DISTRIBUTING CO.

We Carry A Full Line of Video, Pinball, Billiard and Dart Supplies... Call Us With All Your Needs, It's Free!!!

WE STOCK OVER 500 PCBS FROM THE OLDEST TO THE NEWEST CALL US FOR IMMEDIATE SHIPMENT!

Aero Fighter II Cartridge	CALL
Alien vs Predator	1295.
Dark Stalker	Call
Dungeons & Dragons	1195.
King of Fighters 94	Call
Mortal Kombat Kit	695.
Mortal Kombat II Kit	1995.
NBA Jam	1095.
NBA Jam II Kit	1895.
Neo Geo 1 Slot Kit	495.
Neo Geo 2 Slot Kit	695.
Raiden II pcb	995.
Samurai Showdown	175.
Street Fighter II pcb	100.
Street Fighter II CE pcb	200.
Super Side Kicks II	375.
Super Street Fighter II Kit	695.
Turbo Super Street Fighter	1195.
World Heroes II Jet	250.
World Rally	1195.
X-Men Kit	495.

Challenge Us To Meet or Beat Any Legitimate Advertised Price!

Call For Complete Inventory Listings

1(800)456-7277

International & Domestic Fax Line: (810)542-5452

VIDEO GAMES•PINBALLS•JUKEBOXES•VENDING

ADVANCED AUCTIONS DECEMBER 1994 GIGANTIC AUCTIONS

DEC. 3 SAN DIEGO

PINBALL GAMES WAREHOUSE
3162 COLLEGE AVE
SAN DIEGO, CA
619-286-3177
On Hwy 94, exit College Av. in the Grove Shopping Center.

DEC. 10 LAS VEGAS

"ON THE LAS VEGAS STRIP"

Call the hotline 24 hours for detailed brochure of equipment and location address of auction.

AUCTIONS BEGIN AT 10AM LOCAL TIME WITH PREVIEW AT 8AM. CONSIGNMENTS WILL BE ACCEPTED FOR THE SALES ON FRIDAY BEFORE THE AUCTION FROM 9AM-8PM. WE ACCEPT CASH, CASHIER CHECK, COMPANY CHECK WITH BANK LETTER OF GUARANTEE. VISA & M/C ACCEPTED WITH SPECIAL 3.5% BUYER PREMIUM. A STANDARD 10% BUYER APPLIES TO ALL PURCHASES. CALL FOR COMPLETE TERMS AND BROCHURE.

OPERATORS MARK THESE EVENTS ON YOUR CALENDARS. ALL AUCTIONS ARE SPONSORED BY MAJOR AREA DISTRIBUTORS AND INCLUDE TOP OPERATING GAMES, PINS, JUKEBOXES, VENDING EQUIPMENT ALL BEING SOLD TO HIGHEST BIDDER! THE AUCTIONS WILL INCLUDE 100'S OF PIECES TO MAKE YOUR OPERATION MORE PROFITABLE. OR CONSIGN YOUR EQUIPMENT TO AUCTION TO GENERATE CASH FLOW. TAKE ADVANTAGE OF THESE EVENTS!!!

FREE BROCHURE **714/968-1188**

TWO BIT SCORE has POGS! MILKCAPS! SLAMMERS! Beautiful assortments in any quantity. Sample kits for $25.
TWO BIT SCORE has the YOGI board to install a standard TICKET DISPENSER in any POKER machine!
TWO BIT SCORE has RGB to NTSC converter boards to drive a TELEVISION set from your VIDEO GAME. $199.
TWO BIT SCORE has Ms. PacAttack to put new mazes in your Ms. Pacman game! $100. Speed-up chips $25.
ABC kit converts Pacman to Ms. Pacman. $100.
TWO BIT SCORE has original Ms. Pacman overlays to fit Pacman or Ms. Pacman uprights. $20.@, 3 for $50.
TWO BIT SCORE has every gameROM for every pinball!
TWO BIT SCORE has the COIN DOUBLER to set new 50¢ per play pinballs to 25¢ per play. $40.@, 3 for $100.
TWO BIT SCORE has TEST CHIPS and fixtures to help you diagnose problems on your electronic pinballs.
TWO BIT SCORE has in stock every electronic component used on every pinball circuit board.
TWO BIT SCORE has the expertise to repair your flipper pinball boards efficiently, accurately, and inexpensively. Free estimates, fast turnaround!
WANT TO KNOW MORE? Send us a LSAS Envelope and we'll send you our latest flyer and put you on our mailing list!

TWO BIT SCORE

4418 Pack Saddle Pass Austin, TX 78745
512-447-8888 Voice 512-447-8895 FAX

The Sound Choice for Kiddie Ride Operators

Record and Play any Sound you Want!

That's right! You now can record any sound you need. For instance a race car, airplane, batmobile or train. You are only limited by your imagination. This unit digitally records and plays back. The sound is as clear as the first time you recorded it. This unit will enhance any kiddie ride you have in the field. Sit back and watch as the profits increase. This unit is simple to install and is fully self contained. It comes with a 90 day warranty from date of purchase. The unit can run on 110 volts or 5 volts. Try one today...it comes with a full money back guarantee if you're not satisfied, so give it a try.

all this for only - $69.95

for more information call:

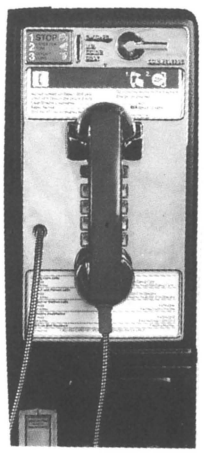
SOUND TECHNOLOGIES

3022 West Missouri • Phoenix, Arizona 85017

602/242-7804

AMUSEMENT TECH & TELEPHONE INC.

102 Canter Court • Goose Creek, SC 29445



MACHINES & IDEAS TO HELP KEEP YOUR MACHINES IN ONE PLACE!

FAT PHONES

STARTING AT ONLY...

$189.00

$1.50 per call long distance calling card feature!

- Hot Elvis watches $2.75 to $2.99 depending on quantity. Canes we have put Elvis watches in have doubled their revenue!
- Plastic sport watches as low as .69¢ depending on quantity.
- Hot eyeball jewelry rings & necklaces for cranes $1.00 a pce.
- Candy crane kits for Kramer Crane 2000 available - $495

Call: 1-800-388-4212



ELECTRO TECH

Save Money!

Why Buy New!

Switching Power Supply Repair $12.00*

7 Month Warranty • Quality Workmanship

Fast Dependable Service

*** Plus Tax**

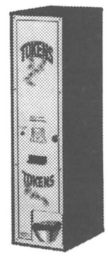
We've Moved to:

3365 Colorado Street, N.E. • Albuquerque, NM 87110

800-678-7393 505-298-3536

BILL CHANGERS

New & Reconditioned
Rowe • Hamilton • Standard



HAMILTON

PRICES TOO LOW TO PRINT!



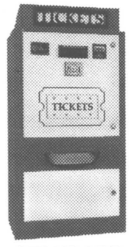
STANDARD

1-800-338-7031



HAMILTON

$1, $5, $10, & $20 Acceptance



STANDARD

COINTROL

"We Service"

398 Commercial St., San Jose, CA 95112

LHS

"HARNESSES OF QUALITY"
Amusement and Industrial

LOUISE'S HARNESS SHOP, INC.

JAMMA/GENERIC HARNESSES
CUSTOM & 8-LINE HARNESSES
W-4 • W-6 • W-8

CONVERSION MADE SIMPLE WITH INTERFACE BOARDS

We specialize in custom manufacturing all types of amusment wiring harnesses. Each harness made to your specifications. Price quotations based on quantities.

LOUISE'S HARNESS SHOP, INC.

100 Spring St. • Tuscumbia, AL 35674

1-800-365-1941

(205)381-6639 • FAX: 205-381-6180

Prices subject to change without notice

Duns - 62-628-6702

BUYERS' BULLETIN AD ORDER

BUYERS' BULLETIN CLASSIFIED ADS are discounted from "up front" display ads. This is where you can showcase your used equipment, parts, employment opportunities, etc. to the coin-operated amusement and music trade.

WE HAVE ART FACILITIES to turn your raw copy & layout sketch into an attractive advertisement. Send us some words, a rough sketch and the size you would like. We'll do the rest.

RATES ARE: $24 per column inch. There are 3 columns per page, 10" in each column. Multiply depth of ad x # of columns wide x $24 for net cost. Minimum size: 1 column x 1" ($24)

EFFECTIVE JANUARY 1994

Full-page	$695
2/3-page	$480
1/2-page	$360
1/3-page	$240
1/4-page	$180
1/6-page	$120
Other sizes	$24/col. inch.

COMPLETE THIS FORM and send it with your layout sketch and payment to: REPLAY MAGAZINE, P.O. Box 2550, Woodland Hills, California 91365, Attention: Barry Zweben. Or, call: (818) 347-3820 (ask for Barry) or Fax: 818-347-2112 (Monday - Friday 9 A.M. - 5 P.M. Pacific Time).

Company Name _____

Your Name _____ **Phone:** _____

Street _____ **Fax:** _____

City, State & Zip Code _____

Payment of $ _____ **is enclosed for** _____ **(# of) insertions.**

Pinballs (used)

Batman	$1,295
Cue Ball Wizard	1,575
Fishtales	1,595
Funhouse	1,295
Gameshow	875
Getaway	1,395
Gladiators	1,650
Hurricane	1,375
Jurassic Park	1,895
Rescue 911	2,200
Slugfest	1,295
Star Wars	1,395
Streetfighter II	1,450
Super Mario Bros.	1,150
Surf-n Safari	1,075
Tales From The Crypt	2,250
Terminator II	1,695
The Machine	1,150
Tee'd Off Golf	1,775
TMNT Turtles	800
Tommy	2,150
Twilight Zone	2,050
Wipe Out	1,895

Pinballs (new)

Rescue 911 2,495
Freddy Krueger ..... Call
Maverick..... Call
WWF 1,975

Pool Tables

Valley Cougar ZD-4 3 1/2 x 7	$1,480
Valley Cougar M 3 1/2 x 7	1,425
Cooper 3 1/2 x 7	995
Dynamo Model 37 3 1/2 x 7	1,380
Dynamo Excalibur	1,560

Plus
ROWE WALL STARS ...
$ Call

Video

G-Loc Dlx (S/D)	$3,950
Lethal Enforcer	1,995
Lethal Enforcer II	3,575
Martial Champion	1,495
NBA Jam	1,975
Out Runner (S/D)	8,950
Racin Force (new)	3,395
Raiden II	1,850
Run & Gun single	2,195
SCI	975
Stadium Cross (S/D)	7,500
Title Fight	4,350
Violent Storm	1,525
Virtua Fighter	4,250
Virtua Racing (U/R & S/D)	$ Call
X-Men (4 PL)	1,195

Redemption Equipment

Bank It	$1,750
Bouncing Bandit	1,975
Circus Hi Rise	2,595
Chuckles Jr. Basketball	1,880
Cops n Robbers	2,495
Cosmo Gang	3,860
Dump The Ump	3,395
Full Court Frenzy 2 .....(new)	$ Call
Flintstone Kiddie Pinball...(new)	$ Call
Half Pint Frenzy .....(new)	$ Call
Home Run Hitter	3,750
Hoop Shot Basketball	1,080
Hungry Hungry Hippo	4,150
Nudge It Pinball	1,795
Pop-A-Ball	2,360
Ribbit Racin	5,150
Rock n Bowl	3,400
Roll For The Gold .....(new)	$ Call
Shoot To Win 2 Hoop	1,880
Shoot To Win 1 Hoop	1,080
Simple Simon	3,000
Smart Candy Crane	1,895
Skee Ball Tic Tac Toe 2 Player	5,700
Skee Ball Tic Tac Toe 3 Player	6,150
Skee Toss BC	2,350
Super Pro Quarterback	1,780
Toss 'em	1,680
Twin Knock Down	3,880
Wheel Em In	3,960

GREEN COIN

MACHINE DISTRIBUTORS INC.

☆

2961 Drywall Drive
Myrtle Beach, SC 29577
(803) 626-1900 • FAX 448-9899
Ask for Royce or Ed

☆

2560 Overton Crossing
Memphis, TN 38127
(901) 353-1000 FAX 353-1155
Ask for Jan

☆

3701 I-55 South
Jackson, MS 39212
(601) 371-1000 FAX 371-1259
Ask for Jay

☆

PEACH STATE
COIN MACHINE EXCHANGE
1040 Boulevard S.E.
Atlanta, GA 30312
(404) 622-4401 • FAX 622-7972
Ask for Riley



WE ARE THE BEST WAY TO STRETCH YOUR EQUIPMENT DOLLAR

INDEX OF ADVERTISERS

A.L.D., Inc. ..... Pg. 63
AMOA 161
ATEI 65
Advanced Games & Engineering 106
American Laser Games 45
American Sammy 61
Amusements Plus ..... Toss-in-flyer
Arachnid 129
Atari ..... cover #4, 15, 113
Bally/Midway ..... cover #3
R.H. Belam Co 67
Benchmark Entertainment 25
Betson Enterprises 31
Bob's Space Racers 132
Bromley, Inc. 73-74
Capcom 5
CashCode 103
Chugai Bayeki/Kaneko 47
Coastal Amusements 89
Coin ConneXion 71
Continental Pinball 112
Data East, Inc. 19-20, 29
Deltronic Labs 44
Doyle International 121
Fabtek ..... Pg. 7
Fillmore 124
Fun Center Software 134
The Fun Merchants 109
Fuuki Co., Ltd. 108
Gametime 105
Grayhound Electronics 55
Great American Billiards 142
Great Lakes Darts Distributing 116
HMS Monaco 18
Hoffman & Hoffman 130
I.C.E. 33
Imagination Leisure 9
Impressment Plus 112
International Games System 133
Jaleco 57
Kiddie Rides USA 117
Laramie Interests 4
LazerTron 16, 137
Henry W.T. Mali 142
Mayoni 32
Meltec 95
Merit Industries 35
Micro Manufacturing 119
Mobile Record Service ..... Pg. 146
NSM-America 23, 125
Namco 13
National Ticket Co. 36
Oriental Trading Co. 43
Planet Earth Entertainment 77
Playfair Shuffleboard Co 150
Plush-4-Play 111
Premier Technology ..... cover #2
Robin Sun Enterprises 144
Rock-Ola 91
Rowe International 51
SNK 79, 81, 83-85
Sega 11
Seidel Amusement 126
Smart Industries 37-41, 49
Star Track, Inc. 58
Success Plush 124
Valley Recreation Products 69
Van Brook of Lexington 32, 143
Wico ..... Toss-in-flyer
Roger Williams Mint 114
Ya Chou 122

BELITA II

PORTABLE COIN COUNTER



ELECTRIC OR MANUAL

230V or 110V

- Automatic Stop
- Lightweight (only 10 lbs.)
- Counts all sizes of coins or tokens 5¢-10¢-25¢-50¢,etc.
- Bag holder included
- Inexpensive
- Counts up to 1500 coins per minute.
- Long lasting – requires very little maintenance.
- Very useful – very convenient in all locations

Write or Fax for prices, details, catalogs.

R. H. Belam Company, Inc.

One Fulton Avenue
Hempstead, New York 11550

Fax: 516-486-0957 Tel: 516-292-2670

LOW COST • HIGH RETURN DESK TOP COIN PHONES



BEST WHOLESALE PRICES IN THE US...
WE WILL NOT BE UNDERSOLD!
FORGET THE REST, CALL THE BEST!

G-TEL

713-550-5592

FAX 713-550-1028


MUSIC IS THE WEAPON™
REVOLUTION X™
MIDWAY
REVOLUTION X
MUSIC IS THE WEAPON
MIDWAY®
DCS SOUND SYSTEM
DO NOT CROSS!
MUSIC!
GAMES!
VOICE!
CHOICE!
FORGET THAT!
Now it's up to you.
REVOLUTION X
FEATURING
GRAMMY® AWARD WINNER
AEROSMITH
MIDWAY®
Midway Manufacturing Company
A subsidiary of WMS Industries Inc.
3401 N. CALIFORNIA AVENUE / CHICAGO, IL 60618 (312) 961-1000 / FAX (312) 961-1060
REVOLUTION X™, MUSIC IS THE WEAPON™ ©1994 MIDWAY MANUFACTURING COMPANY. VIDEO GAME FEATURING AEROSMITH.
MANUFACTURER OF BALLY/MIDWAY AMUSEMENT GAMES. ALL RIGHTS RESERVED.
COLLINS MANAGEMENT, INC.

COPS

"What 'ya gonna do when they come for you?"

THE FIRST LIVE ACTION SIMULATOR BASED ON A HIT TV SERIES.



COPS is a new form of entertainment:

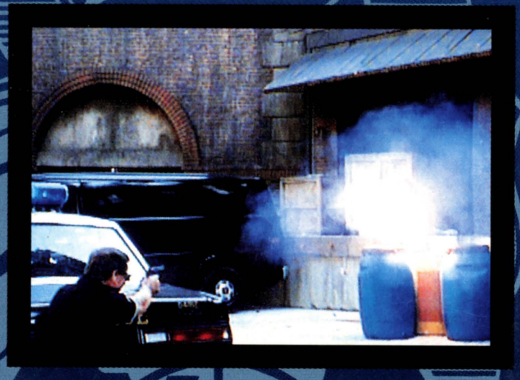
- *Built-in recognition and appeal across all ages.*
- *Players select driving or shooting action.*
- *Over 30 minutes of start to finish game play.*
- *Features the popular "Bad Boys" theme song.*

Unique cabinet and controls:

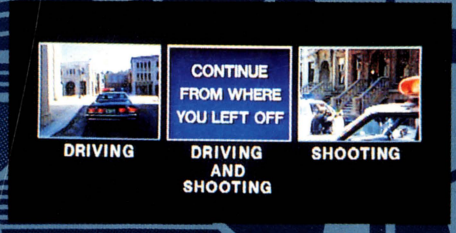
- *33-inch monitor simulates a big-screen TV.*
- *Realistic gun control and feedback steering.*
- *High quality Bose speakers.*

Operator Benefits:

- *Update disc, "COPS IN NEW YORK" in Production.*
- *Operator selectable ticket redemption feature.*







ATARI GAMES

TIME WARNER INTERACTIVE

Atari Games/Time Warner Interactive 675 Sycamore Drive Milpitas, CA 95035
Phone: (408) 434-3700 Fax: (408) 434-3776

COPS is a Barbour/Langley Production USA.

TM & © 1994 Atari Games Corporation. All rights reserved.