october 1990

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Atari

#1 PINBALL
DINER
Williams

#1 POP SINGLE
UNSKINNY BOP
Poison — Enigma/Capitol

#1 C&W SINGLE
JUKEBOX IN MY MIND
Alabama — RCA

#1 R&B SINGLE
THIEVES IN THE TEMPLE
Prince — Paisley Park/ Warner Bros.

#1 COMPACT DISC
PUMP
Aerosmith — Geffen

CONGRESS ON PARALLELS — A change in the law which would make it legal to publicly perform (operate) **parallel imports** of coin-op video games passed the **House Judiciary Committee** on Sept. 18. If passed by the full Congress and signed by the President, the law would negate the anti-parallel court victory won by Taito America in last year's *Red Baron vs. Taito America.* The proposed legal change comes in the form of an amendment called HR. 2740, which was attached to HR. 5498, a computer software rental law.

The amendment was suggested to Congress this August by operator **Bill Beckham** and, separately, by **AMOA.** It's formally sponsored by Rep. **Mike Synar** and backed by AMOA's good friend Rep. **Bob Kastenmeier,** widely considered the influential "king of copyright law" on Capitol Hill. According to both sides in this dispute, the pro-parallel amendment stands a solid chance of passing and becoming law, perhaps as early as October. By the way, at ASCAP's request a provision was added to the pro-parallel bill to ensure that any copyrighted songs used in video game soundtracks would retain copyright protection, even in a used game. At presstime, it remained **illegal** to operate parallel videos, but AMOA was cranking up its grassroots network, having operators call their senators and congressmen to lobby for the bill.

CANADA'S VIDEO LOTTERY — Four Canadian seaboard provinces (New Brunswick, Nova Scotia, Prince Edward Islands and Newfoundland), acting through their long-established Atlantic Lottery Corp., have announced plans to go "on-line" with pay-off **video poker** lotteries. In New Brunswick, the lottery will be operator-run and will use various brand machines. Only N.B. residents and association members will be allowed to run pokers, said a Canadian dealer. A trade show for poker manufacturers runs Oct. 13-14 (Crystal Palace Hotel, Dieppe, N.B.). Sales of up to 9,000 machines are expected into New Brunswick, said a leading U.S. poker maker. Province officials hope to have machines running Dec. 1 — unlikely due to needed testing, setup, more guidelines, etc.

If the other three provinces enact video lottery as expected, they may go with state-owned terminals and may not involve operators or multiple manufacturers (details were unclear at presstime). All four provinces will apparently connect machines to a central, state-controlled, dial-up computer which will electronically audit on-site games. Total sales into all four Canadian provinces could reach 25,000 machines, sources said.

AMOA EXPO RECORD — With some 200 companies and organizations exhibiting, the Oct. 25-27 AMOA Expo sited at the New Orleans Convention Center will present a record-breaking **705 booths** of products and services to the industry. See inside for details or for last-minute registation, contact AMOA Expo '90 Registration Department at 312/565-4602.

RePlay

the Players' Choice

OCTOBER 1990

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

upright videos

		MODEL/MANUFACTURER	RATING	DIST.
➡	1	**PIT-FIGHTER (Atari) (1)**	**9.11**	**27%**
➡	2	TMNT (TURTLES) (Konami) (10)	9.02	97%
	3	HARD DRIVIN' (Atari) (19)	8.63	52%
	4	G-LOC (Sega) (4)	8.52	35%
➡	5	MOONWALKER (Sega) (1)	8.26	29%
	6	FINAL LAP (Atari) (23)	8.10	27%
	7	FOUR TRAX (Atari) (2)	8.07	10%
	8	BEAST BUSTERS (SNK) (9)	8.03	21%
➡	9	GALAXY FORCE (Sega) (5)	7.94	12%
➡	10	SMASH TV (Williams) (4)	7.86	62%
	11	OFF ROAD (Leland) (19)	7.55	68%
➡	12	2-DUDE OFF ROAD (Leland) (5)	7.43	15%
	13	S.C.I. (Taito) (9)	7.40	29%
	14	BIG RUN (Jaleco) (5)	7.40	10%
	15	OUT RUN (Sega) (46)	7.21	64%
➡	16	MERCS (Capcom) (6)	7.20	56%
	17	TURBO OUT RUN+ (Sega) (15)	7.19	52%
	18	OPERATION THUNDERBOLT (Taito) (18)	7.09	49%
	19	CHASE H.Q. (Taito) (22)	7.07	52%
	20	AFTER BURNER (Sega) (35)	6.85	57%
	21	SUPER HANG-ON (Sega) (39)	6.83	57%
	22	CYBERBALL 2072 (Atari) (9)	6.83	42%
	23	BATTLE SHARK (Taito) (4)	6.68	15%
	24	POWER DRIFT (Sega) (16)	6.62	31%
	25	S.T.U.N. RUNNER (Atari) (11)	6.60	34%

+ indicates game was produced in both dedicated & software forms

best new videos

➡	1	RACE DRIVIN' [s/d] (Atari)	8.38
➡	2	BONANZA BROS. [u/r] (Sega)	7.10
➡	3	AIR INFERNO [s/d] (Taito)	7.00

best software

		MODEL/MANUFACTURER	RATING	DIST.
➡	1	**FINAL FIGHT [H] (Capcom) (8)**	**8.81**	**87%**
➡	2	MAGIC SWORD [H] (Capcom) (1)	8.77	31%
➡	3	NEO•GEO [S] (SNK) (3)	8.54	33%
➡	4	RAIDEN [V] (Fabtek) (2)	8.00	10%
	5	VIOLENCE FIGHT [H] (Taito) (7)	7.95	16%
➡	6	OFF ROAD TRAK PAK [R] (Leland) (5)	7.88	37%
	7	WWF SUPERSTARS [H] (Technos) (15)	7.77	79%
➡	8	COMBATRIBES [H] (Am. Technos) (4)	7.48	61%
➡	9	THUNDER FOX [H] (Taito) (3)	7.35	14%
➡	10	CADASH [H] (Taito) (6)	7.33	28%
➡	11	HYDRA [H] (Atari) (3)	7.30	28%
➡	12	GATE OF DOOM [H] (Data East) (2)	7.28	13%
	13	MVP [H] (Sega) (6)	7.27	23%
	14	ALIENS [H] (Konami) (6)	7.10	55%
➡	15	AIR BUSTER [H] (Sharp Image) (4)	7.08	9%
	16	GOLDEN AXE [H] (Sega) (16)	7.01	74%
	17	CHAMP. WRESTLING [H] (Taito) (1)	6.96	16%
➡	18	PIGSKIN [H] (Midway) (2)	6.92	18%
	19	META FOX [V] (I-Vics) (2)	6.90	7%
	20	SNOW BROS. [H] (Romstar) (3)	6.81	19%

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

flippers

➡	1	**DINER (Williams) (2)**	**8.74**	**51%**
	2	WHIRLWIND (Williams) (8)	8.34	71%
	3	ELVIRA (Midway) (12)	8.09	57%
➡	4	BACK TO THE FUTURE (D.E.) (3)	7.95	32%
	5	EARTHSHAKER (Williams) (18)	7.87	58%
	6	PHANTOM OF THE OPERA (D.E.) (7)	7.77	39%
	7	RADICAL (Midway) (3)	7.77	20%
	8	POLICE FORCE (Williams) (12)	7.48	52%
➡	9	ROLLER GAMES (Williams) (5)	7.46	42%
	10	CYCLONE (Williams) (29)	7.28	68%

➡ *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. No upright videos rated by less than 10% of these operators appear on the Upright Videos chart, but promising new items appear under Best New Videos.*

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COVER

Does your Nintendo VS. System has that tired, run-down feeling? 'Dr. Mario' has the perfect prescription to restore peppy earnings. Just take two loveable cartoon characters (Mario and Luigi) and call Nintendo in the morning.

Seen on our cover are Nintendo's coin-op team. Top row (left to right): Marketing VP Al Stone, sales reps Mike Minor and Chuck Arnold. Second row: Dir. of Administration Linda Weber, Mario himself, Int'l. Manager Kris Holley, and salesman Jerry Monday. At bottom are ad chief Donna Hogin and sales rep Art Gallagher.

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EDITORIAL

The single bloodiest, angriest issue our industry has confronted in the past decade was — and remains — parallel imports. Parallels are lawfully-made games intended for the Japanese market, but imported to the U.S. and sold at discount prices. Should they be legal or not? At presstime, they were still illegal to operate, yet (paradoxically) legal to buy and sell.

As this was being written, the issue was coming to a boil on Capitol Hill. An AMOA-backed, pro-parallel amendment was working its way through Congress. AAMA was lobbying against parallels. By the time you read this, it's just possible that Congress and the President will have settled the issue once and for all. Some think it's highly likely that parallels will be legal to operate in 1991. Maybe... but don't act until Washington does! The issue was also coming to an "emotional" boil at presstime. As reported last month, AAMA is upset about AMOA's lobbying methods. For its part, many AMOA members are still angry about AAMA's mid-1980s enforcement campaign, and about AAMA's anti-parallel lobbying last May.

We don't know which side will finally win this argument legally, but we do know that both sides will have to work together in the future... whichever side wins. That's why labeling AAMA a "Japanese lobby" is short-sighted and will ultimately hurt the industry's efforts if the image sticks on Capitol Hill. (It's also grossly unfair to the 83% of AAMA members who aren't U.S. subsids of Japanese firms.) On the other hand, personally targeting individual AMOA members for private ridicule, or for making a legal "example" of them, is and was also short-sighted and non-constructive.

Our industry has grown up a lot politically in the past five years. We're becoming skilled at working the political machinery and polishing our PR image. But we're still at Square One when it comes to AMOA and AAMA working together. In the opinion of this publication, both of coin-op's major trade associations have made some serious mistakes that we'll all have to live with for years, regardless of who wins the parallel fight.

Our advice: after the parallel issue is settled — either way — drop it! These days few games come out dedicated only anyway, so either side should be able to live with or without parallels. Let's get on with the more important business of building good new games and strengthening our markets. That's where the real "victory" will occur... for both sides.



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INSIDE

OCTOBER 1990

SPECIAL ARTICLES

AMOA EXPO

It runs Oct. 25-27 at the New Orleans Convention Center. We give you the low-down on hours, events, seminars, schedules, prices, registration, hotels, exhibitors, game awards nominees, and even a pictorial essay on a town they call "the Big Easy" . . . . . pg. 25

PIONEER BOWS VIDJUKE

When one of the world's leading consumer electronics corporations says "We have a coin-op video jukebox using our patented laserdisc player," the industry sits up and listens. Pioneer's already shipping and they seem to have a well-thought-out program from "stem to stern" . . . . . pg. 41

ROWE, ROWE YOUR JUKES

Already a hit in Europe, Rowe's compact 51-disc CD juke is expected to speed the U.S. trade's transition from vinyl to CD. The industry's leading music maker also bowed a higher-fidelity update of their 100-CD machine, plus a CD-capable video jukebox at their September dealer meeting . . . . . pg. 62

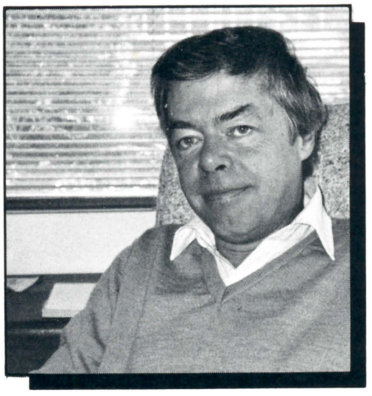
MACHINE CATALOG

Here it is! Our complete catalog of practically everything currently being traded on the market. Looking for a game, but don't know the name? Thumb through the photos. Need date of manufacture? Features? A phone number? We have it all in 55 info-packed pages . . . pg. 77

REGULAR FEATURES

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PUBLISHER



Next month's issue will be our fall Showbook. We'll overprint the book so we can pass copies out at both the AMOA Expo and the Parks Show. Due to AMOA's show dates, we're facing an early deadline. But if everyone concerned works together (including those who have stories and ad notices they'd like to see in the Showbook), we'll once again present a useful tool for the coin machine people to use this fall . . . and, on time!

I say "coin machine people" because that's our audience. Apart from a scattered number of locations, coin people are our subscriber base. The information in this issue (and in the next) is for their eyes, no one else's. I say this because I got a call from the Whole Pop Culture Catalog *asking if we wanted to be listed, along with subscription prices. I declined. The consumer is not my target, because direct sales can follow.*

Any outsider reading this would think I wanted to keep this industry a "closed club." No kidding, Sherlock! The very idea of a magazine running stories and ads about our products directly to locations is an old one, but no previous attempts have succeeded. There is, however, one newish magazine making a frontal assault on the industry's news and ads today that goes to bar owners and it's doing decent business (probably because the companies that advertise would like to put a jolt on the buying market).

Even the operators would like to see a healthier market for new products. But, they weigh their economics against their "wish lists" and do what they can. Killer games and CD music boxes notwithstanding, operators seem rather hesitant to take a shot at too many other things. Slam-dunk earners top the list and sometimes everything else tilts toward the dustbin. Well, some say the prices are "too high" to take more chances, but I have a feeling that isn't the real reason things are so quiet of late.

It's a super-conservative attitude in the street toward anything approaching "ungreat" (I created a word). Since there are few really "great" machines, too many promising pieces are kicked in the corner before they've had a decent chance to speak their piece in the cash box. Enough said. Please, just give a college-class try to the stuff you see at the shows, remembering as always that "novelty" makes this wheel turn around.

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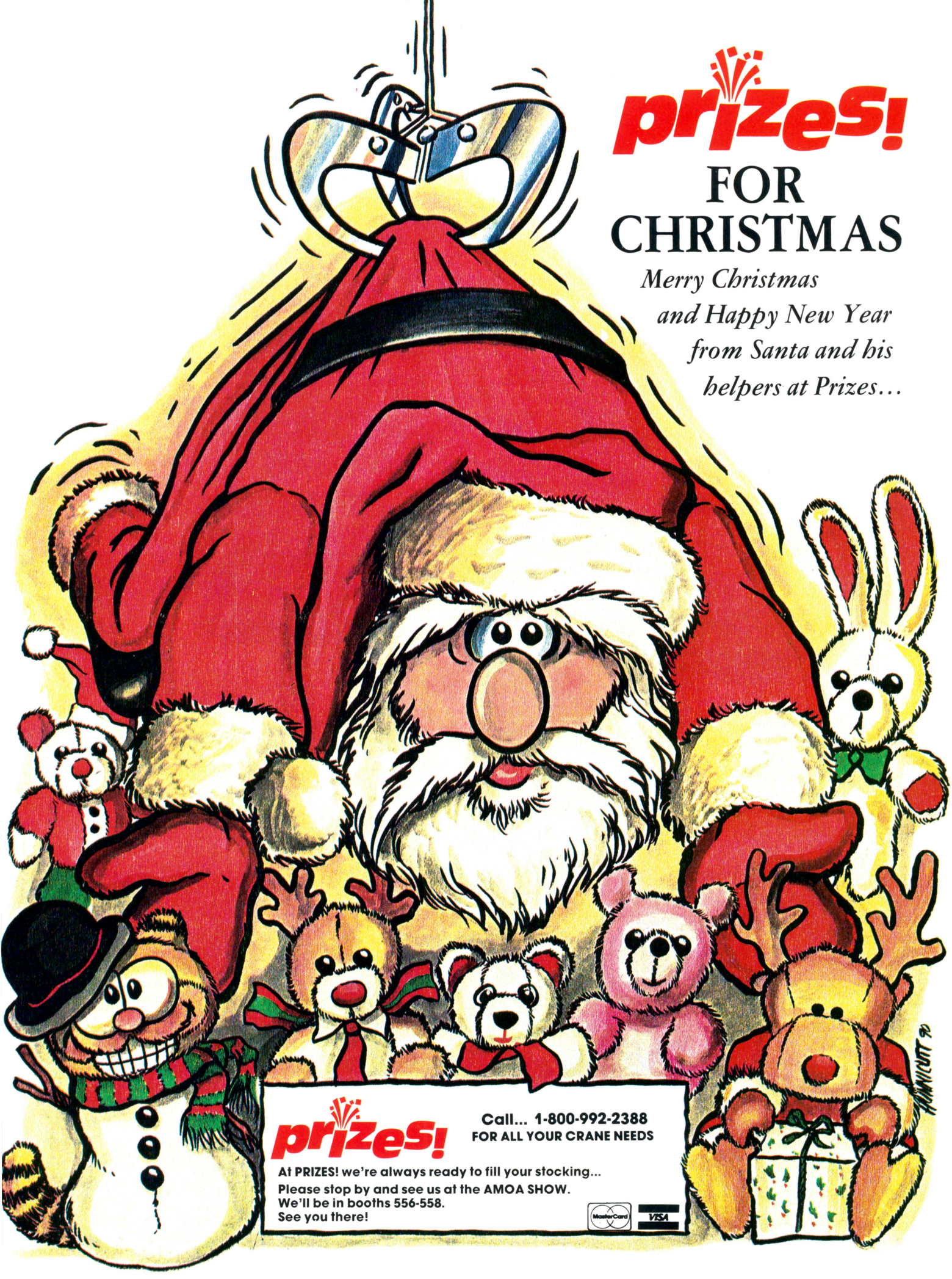
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For more information call your authorized SEGA distributor. SEGA Enterprises, Inc., (USA), 2149 Paragon Drive, P.O. Box 610550, San Jose, CA 95161-0550. Telephone: (408) 435-0201.

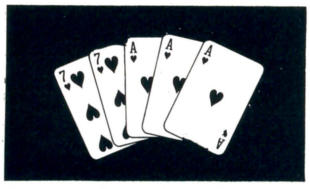
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NEWS DIGEST

POKER UPDATES: CAMPAIGNS UNDERWAY IN NO. DAKOTA & NEBRASKA



Voter referenda to legalize a **"video lottery"** (operator-run, pay-off video poker, keno and bingo) will be on the ballot in two states this November. At presstime, the **North Dakota** operators association (NDCMOA) was raising funds from operators and locations to campaign for passage of their pro-poker bill. One N.D. newspaper chain reported its public opinion survey showed most North Dakotans felt very favorable toward poker legalization, but NDCMOA needs funds and elbow grease to publicize the issue and get out the vote. To assist in their lobbying effort, call NDCMOA prexy **Dwight Wrangham** at 701/223-7588.

Also at presstime, a similar petition sponsored by the **Nebraska** Operators Assn. (NOA) was "doing really well," said AMOA board member **Tami-Norberg Paulsen,** who is supporting the NOA campaign. In one very positive move, NOA is



TAMI NORBERG-PAULSEN

reportedly throwing its support behind a South Dakota-type, computer-linked accounting system. If so that's good news for Nebraska operators and for the entire industry's legalization effort.

By the way, one or two well-known coin-op manufacturers were down at the **1990 Lottery Trade Show** (Sept. 19-22 in San Diego) exploring the chances of "winning" some manufacturing orders. Presumably the equipment involved in any such orders would be used by state-run lotteries. North American government-run lotteries earn **$20 billion** each year.

AMOA EXPO (NEW ORLEANS, OCT. 25-27) COULD BE "BIGGEST EVER"



"It could be our largest Expo ever!" That's what AMOA is saying about its 1990 show, which takes place this month at the **New Orleans Convention Center** (Oct. 25-27). With around 700 booths, three solid days of seminars, a first-ever AMOA Expo golf tourney, and the **Everly Brothers** as likely entertainment for the annual stage show and banquet, the 1990 edition of the industry's biggest show is likely to be one of its best. Get full details in our story on **page 25.**

INCREASE YOUR JUKEBOX TAKE

November is **National Jukebox Month.** To increase play on your music machines you can participate in a month-long **jukebox promotion** sponsored and supported by AMOA, **PolyGram Records, RCA** country music, **Sterling Title Strip** and many **one-stops.** Here's the deal: go down to your local one-stop in late September or early October and ask for the "Jukebox Celebration" package. Each package includes two posters, 25 table tents, title strips and music software . . . either seven two-sided PolyGram "pop classics," or seven two-sided RCA "country classics." (That is, each two-sided 45 carries a hit on each side, such as "Sh-Boom/Earth Angel" by The Crewcuts, or "Make The World Go Away/I Want to Be With You" by Eddie Arnold.) You can choose 45 or CD format: some 10,000 promo packages will be available in 45s, while only 2,500 pop CD packages and 1,500 country CD packages will be available. Remember, you pay the normal price for the music and get the posters, table tents and title strips for free! For more information, contact your local one-stop, or call AMOA at 312/565-4602.

AAMA VOTES TO EXTEND SKYBIRD CONTRACT; OPENS DOORS TO VID LOTTERY GAME MAKERS

AAMA and **Skybird Publishing** have renewed/extended their contract for three years and will remain co-sponsors of the annual **ACME show,** the next edition of which takes place next March 22-24 at Bally's Las Vegas. Also, video lottery manufacturers are now **eligible for full membership** in AAMA, because the group has voted to revise its bylaws, removing all references to "gambling" in membership category restrictions. "This allows AAMA to consider many different kinds of manufacturers for possible membership," explained AAMA Administrative Director Joyce Weller. The Skybird contract and new eligibility rules were just two results from the latest AAMA board meeting, held Aug. 20 at the Bellevue Hyatt (near Seattle, Wash.). All officers and most board members were present; many key industry issues were discussed. Other activities included a briefing by SMS topper **Sal Mirando** on his AAMA committee's work in "keeping a hand on the pulse" of the growing video lottery market. Also at the meeting, Coin Controls prexy **Rick Currie** was appointed as the new chairman of AAMA's Industry Standardization Committee — a counterpart which cooperates with AMOA's standardization group. In connection with its efforts to open the South American market, AAMA will try to get more market data for members. AAMA will also broaden its "spokesman" program by sending Exec VP **Bob Fay** to "clusters" of cities where he can do media interviews to promote AAMA, individual members and the industry. Also discussed were AAMA participation in various PR events, turning up the political heat on dollar coins, progress on other national legislation, updates on FCC stickers and ARL lab approvals for games.

NEW VIDEOS FROM STRATA

Strata Group (Arlington Heights, Ill.) will debut three new sports games at the AMOA Expo. They include the vertical video kit (also dedicated) ***Strata Bowling*** (see New Products in this issue); the horizontal video kit **Tennis,** a one- or two-player video game showing the court from both players' perspectives at the same time via split-screen; and a redemption piece (horizontal video game kit) called ***Horse Race,*** which features "credit-wagering" on computer-animated horses races. All the above titles are also available in dedicated or cocktail format if desired. If you trade in certain older video games, a $100 rebate is offered for the bowling game.

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"NAVE '91" TRADESHOW TO MIX AMUSEMENTS & VENDING

Next year the industry will see a brand-new national tradeshow launched which combines amusement and vending. Called **NAVE** (National Amusement & Vending Expo), it takes place April 12-14 at the Commonwealth Convention Center in Louisville, Kentucky. It is sponsored by the **Andry Montgomery Group** of international trade show organizers, based in London, England. They also have a Louisville branch office. Advisors to the show include US Amusement Auctions' **Ric Stephan, Bill Hughes & Jeff Schwartz.** For more info on attending or exhibiting, contact Andry Montgomery & Associates, Inc. at 502/473-1992.

VENDING STATS RELEASED

Responding operators in NAMA's annual Operating Ration Report reported an average net profit of 3.3% before income taxes in 1989. Price Waterhouse compiled the stats from financial statements given by 178 vending ops with a combined sales volume of $1.83 billion. Slightly more than half of every sales dollar went to cover operating expenses, while another 45.4% covered the cost of products sold. Labor costs (including wages, fringe benefits and payroll taxes) was the largest operating expense, amounting to a total of 24.7% of sales volume, on average.

ROWE FIRES UP DEALERS WITH SOLID NEW CD PHONOS



Both the climate and the product were hot, hot, hot at the La Quinta Hotel on SoCal's Mojave desert when **Rowe International** took the drapes off two top-quality CD entries for the new season. Presented by **Joel Friedman & Jerry Gordon** (seen here), the one on the left is a compact holding 51 discs. It's already making bucks on locations in Europe and Australia. The larger 100-disc unit is a fine cosmetic update on their successful *LaserStar*. The question isn't whether the line will move coin-op closer to the day when CD jukes dominate the trade; it's which one will ultimately prevail over the other on the order blank. Please see our Rowe convention feature, beginning on **page 62.**

ent in Profit!



This Fall Everything Turns To Gold With Neo·Geo



SNK's Fall Promotion is more exciting than ever! With every purchase of a NEO·GEO MVS-4 cabinet, we will include at NO CHARGE two great earning games, NINJA COMBAT™ and THE SUPER SPY™.



Ninja Combat is a 2 player fighting game. Pick up weapons, throw punches, kick the enemy, even change into a different character! Non-stop action, great graphics and real voice!

The Super Spy allows you to be the hero. 3-D action provides realistic game play while you go through a 16 story building trying to destroy the terrorists that are building a new "super" bomb.

In addition, SNK is also including 3 NEO·GEO Memory Cards with every purchase of a MVS-4 cabinet.



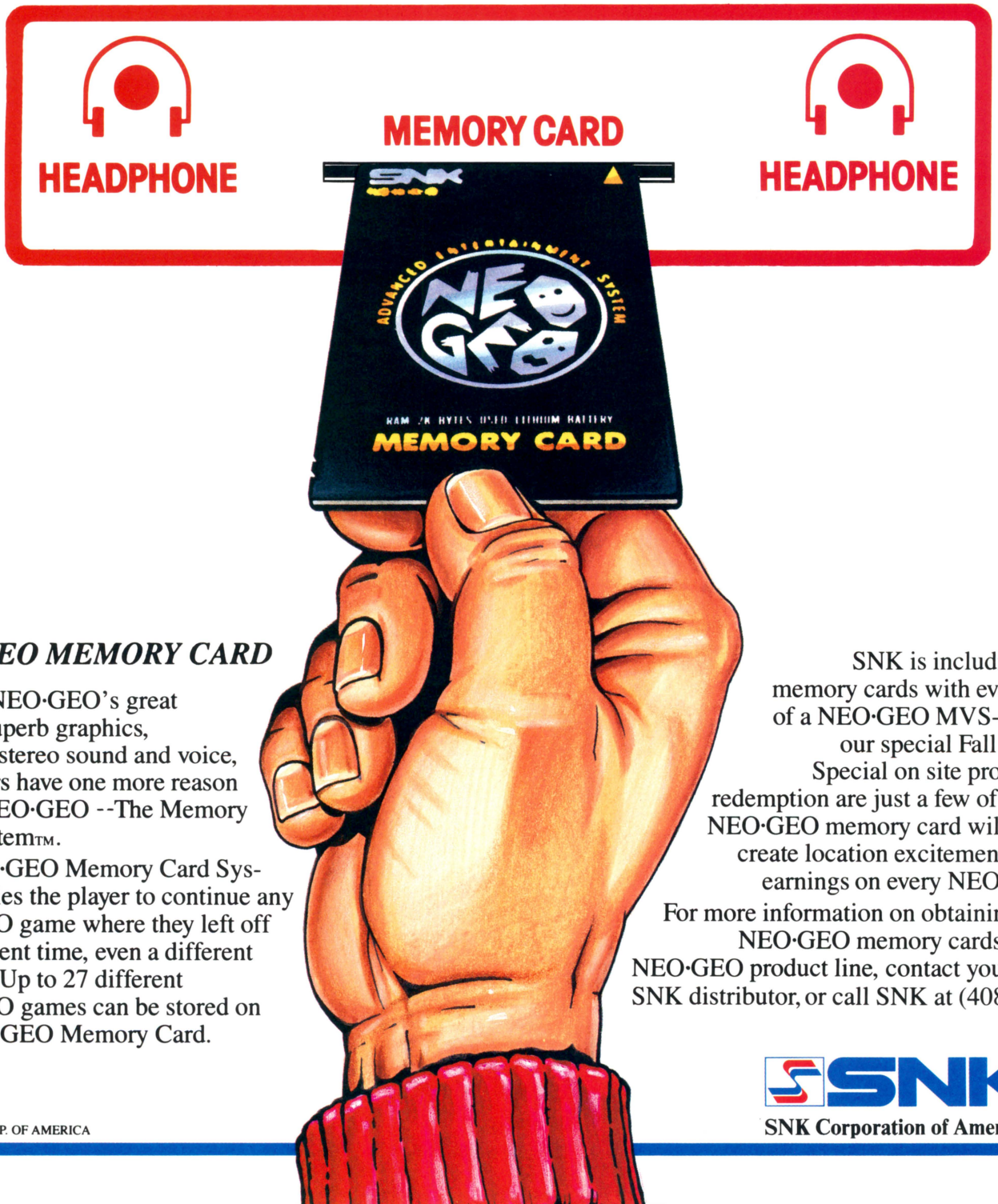
The memory card provides players with the ability to save their game play on any NEO·GEO game. Players can save and store up to 27 different game titles (when *available*). For more information on the NEO·GEO fall promotion, contact your authorized SNK distributor, or call SNK at (408) 736-8844.

SNK

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The NEO·GEO Memory Card System enables the player to continue any NEO·GEO game where they left off at a different time, even a different location! Up to 27 different NEO·GEO games can be stored on the NEO·GEO Memory Card.

SNK is including 3 sample memory cards with every purchase of a NEO·GEO MVS-4 cabinet (in our special Fall Promotion). Special on site promotions and redemption are just a few of the ways the NEO·GEO memory card will continue to create location excitement and greater earnings on every NEO·GEO game.

For more information on obtaining additional NEO·GEO memory cards and our full NEO·GEO product line, contact your authorized SNK distributor, or call SNK at (408) 736-8844.

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SNK

SNK Corporation of America

WILLIAMS/BALLY OPTS FOR ONE PINBALL DISTRIB PER TERRITORY

Years back, distributors held exclusive rights to market specific machine brands in their territories, and suppliers worked in concord to prohibit any "outside dealer" from jumping the fence. With few exceptions, most of that changed when the video game came on the scene. Now, WMS Industries, makers of the Williams and Bally-brand pinballs, wants that discipline again.

WMS' **Joe Dillon** has toured the nation's Williams/Bally dealers with contracts in hand that (if signed) would: 1. give only one dealer per territory the direct Williams/Bally pinball line; 2. require that dealer to give up any other pinball line he has handled; 3. also require that dealer to accept a "minimum order" of new Williams and Bally-brand pinball product (it does not affect the video game picture).

The European market has operated this way for years, as had the U.S. market until maybe 15 years ago when distributorships became general stores instead of boutiques. Today, some dealers handle just about every make of game available and some even handle two different brands of jukebox . . . totally unheard-of in bygone days.

Right now, Dillon told *RePlay* he anticipates 100% acceptance of the plan. He has a number of distributors already signed up and after completing a whirlwind trip around the country, is following up on holdouts. "Not one of the dealers said the program didn't have merit," he declared, "but there are many who are still weighing the idea. The odd thing is that it could benefit our pinball competitors, whose lines will have to go to other distributors in certain territories," he candidly admitted.



JOE DILLON

The total acceptance of this "one pinball factory per distributor" concept is still to be completed. Dillon said he's confident it will be done, and further said he thinks other factories ought to apply the same discipline to their own marketing plans. "I'd totally recommend it," he said. This idea is an old one and gives the dealer a more manageable profit margin, since he doesn't have to worry so much about the other dealer in town. It gives the factory (via the "minimum guaranteed" order on new pins) a better idea of how much equipment to build. And it presumably gives the operator/buyer the hope of a better resale price when he ultimately disposes of the equipment. Stay tuned.

GALANTE & DUNIS SELECTED AS AAMCF HONOREES

Ray Galante & Lou Dunis, partners in the prominent Music-Vend/Dunis Distributing combine in the Northwest, will be honored by the American Amusement Machine Assn.'s **Charitable Foundation** at the next ACME show. The AAMACF banquet affair takes place March 22 at Caesar's Palace, Las Vegas. Previous honorees included such industry luminaries as **Bert Betti, Joe Robbins, David Rosen** and the late **Sam Stern & Harry Williams.**

The dynamic duo of Seattle and Portland have nearly 90 years of combined experience between them (and a lot more friends than that)! They officially joined forces back in 1963. As Lou's friends and customers know, he's been ailing for some time and currently uses a wheelchair. Many would be honored to push that chair into the limelight as he and Ray accept the deserved applause of their peers. Congratulations!

DAVE RUBINSTEIN PROMOTED

David Rubinstein has been promoted to Director of Sales at **Merit Industries,** the firm announced in late August. He takes the top spot after eight years as "the pillar of our sales team," said prexy **Pete Feuer.** David will run the national sales team, develop sales strategy for the firm's broad product line and concentrate on firming up dealer relations. He heads the firm's sales/marketing team along with **Bernie Powers & Howard Smoyer.** Brand new to the Merit sales is **Dickie Hanner,** who will cover the South. Hanner spent nearly seven years at Peach State Distributing and one year with the Atlanta manufacturer, U.S. Games. Merit said his countertop expertise would help promote their strong line of that product. In a related announcement, Merit said former VP **Mort Ansky** has resigned to pursue other interests.

FOURTH ESTATE KEEPS SPOTLIGHT ON DOLLAR COIN

How's the **dollar coin** doing? AAMA and AMOA are still pushing national legislation to remove dollar bills from U.S. circulation and replace them with lightweight, gold-colored coins. No passage is expected this year, but favorable stories and endorsements continue to come in from several key publications. The influential political opinion journal, ***The New Republic*** weighed in with a strongly supportive piece, saying dollar coins could make our chief unit of currency "great again."

The Wall Street Journal came out with a balanced report which didn't take sides, but did present pro-coin arguments at length. The WSJ also quoted Coin Controls prexy **Rick Currie** (a leading industry supporter of dollar coins) as saying it can be done, so long as you realize "there are no short-cuts." Finally, the *L.A. Times* ran a recent report which admitted that key U.S. Treasury and banking industry officials are opposed to dollar coins . . . but the paper predicted that even if Congress doesn't approve dollar coins this year, some design changes in other coins (quarters, dimes, etc.) could pass soon. Hey, it's a start!

NOTE THESE CHANGES IN YOUR DIRECTORY

Please note the following corrections and additions in your September *RePlay Directory.* Under importers/exporters, the correct phone for **Ambrit Imports** is 916/893-3739. Under parts and services (cabinets), the full, correct address for **Knock Down Industries** is 2141-107th Lane N.E., Blaine, MN 55434. Their toll-free number is 800/767-0761. Also under parts and services (security products), **"Baton Lock & Hardware Co., Inc."** is the full and complete name of that firm.



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SNK'S *NEO•GEO* VIDGAME SYSTEM IS COOKING

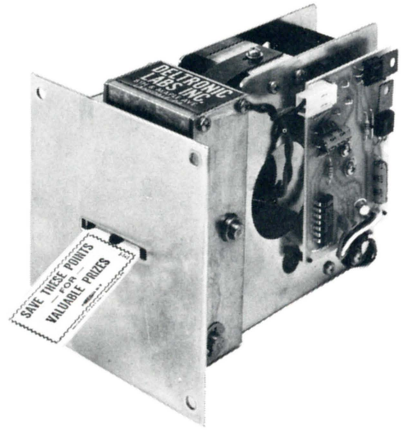
SNK has brought lots of new life to the phrase "video system," as many operators and distribs embrace this product. When it was first introduced, some dealers were skeptical. In the words of SNK America topper **Paul Jacobs,** "It was tough in the beginning." Now he says it's in "constant demand" by operators. "The cash box did the trick and now we're rolling," Jacobs declared. There are eight active game titles available now, with four more making their national debut at AMOA. "The earnings are there, the software is there and the price is right," Jacobs said. "*Neo•Geo* is going to be a household word in this business."

Jacobs confirmed that the system will be "going home." A home video program, using VCR-sized software cartridges, will begin mid-October through a new division called SNK Home Entertainment, Inc. out of Torrance, Calif. The costly cartridges (by home video standards) will likely be rented out by homeowners through video rental shops. They are the same games coin-op uses, except for certain attract mode features.

WICO TOLL-FREE

Wico Corp., the big national chain of parts supply stores, has a new toll-free phone number. That's 800/FOR-WICO, which is 800/367-9426. You can call from anywhere in the USA (including Alaska and Hawaii . . . also including Puerto Rico and the Virgin Islands). You can call anytime between 7AM and 6:30PM Central Standard Time, too. Orders will be shipped from the nearest Wico stocking station.

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PIONEER SHIPS VIDEO JUKEBOX SUPPORTED BY MONTHLY DISCS



Six months after the Japanese giant launched a CD jukebox, **Pioneer** has brought a video jukebox to market. It plays 12" laserdiscs (LDs) which are being leased to operators on a subscription basis. Distribs who saw and heard the whole program at a Long Beach, Calif., meeting were generally impressed by the company's attempt to create a hardware/software program which could finally put this much-tried concept into the mainstream of the music operating business.

Pioneer's jukebox chief **Paul Scribner** (seen here flanked by the new LD unit and the existing CD machine) has already shipped quite a few to his dealers. Now it's up to them, but more likely their customers, to see how well this earnest attempt actually shines. See more details on **page 41.**

GET THE LOW-DOWN ON HI-TECH AT "INTERTAINMENT '90"

"Where do you get your ideas?" marvelled the kid who was pumping dollar bills into the hi-tech, futuristic video game. The manufacturing R&D chief smiled modestly and said, "I got my ideas from **Inter-Tainment '90,** the 3rd Annual International Conference on Interactive Entertainment." Hey, it could be you! This year's affair takes place **Oct. 29-31** at the Marriott Marquis Hotel in New York City. Co-sponsors are Alexander & Associates (a market research and business planning firm) and NYNEX Corp. (communications and information systems firms). Last year's event included impressive demo's of CD-Rom and CD-Interactive games in progress; this year's affair promises to cover everything from "Adventures in Hyperspace" to "Fantasy Role-Playing Games & Game Simulations." Also on the program are a CD-I Workshop, a DVI Workshop, Multimedia Design Techniques, CD-Rom Entertainment Seminar, and much more. Industry manufacturers should be receiving a brochure soon, but for more info call Conference Director **Sally Chin** at 212/382-3929.

COIN CONTROLS' NEW ADDRESS

Coin Controls, a leading industry OEM supplier, has relocated to a new place that's nearly twice the size of their old one. It's at 1850 Howard St., Elk Grove Village, IL 60007; 708/228-1810. Toll-free is 800/323-8174 and fax is 708-228-1833. We'll have photos from their fabulous Aug. 8 open house next issue.

Magic Sword™





Capcom USA proudly presents Magic Sword, the latest video game with Capcom's exclusive CPS Super Chip. The incredible high-resolution graphics allow action so real that the characters seem to come to life and leap from the screen to do battle. With *fifty* levels to conquer, plus a special feature which allows players to choose between *two* different endings, you'll find huge treasure in the coin-box for months to come!













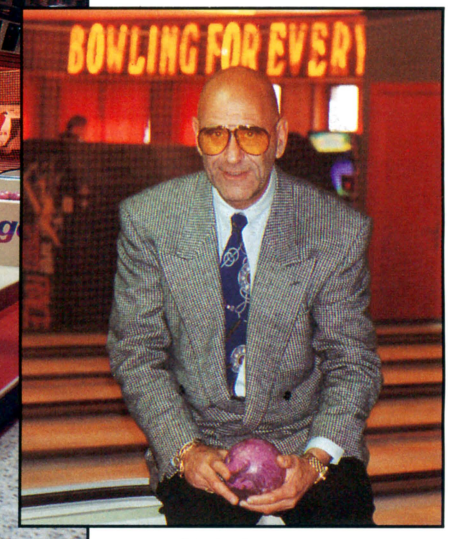
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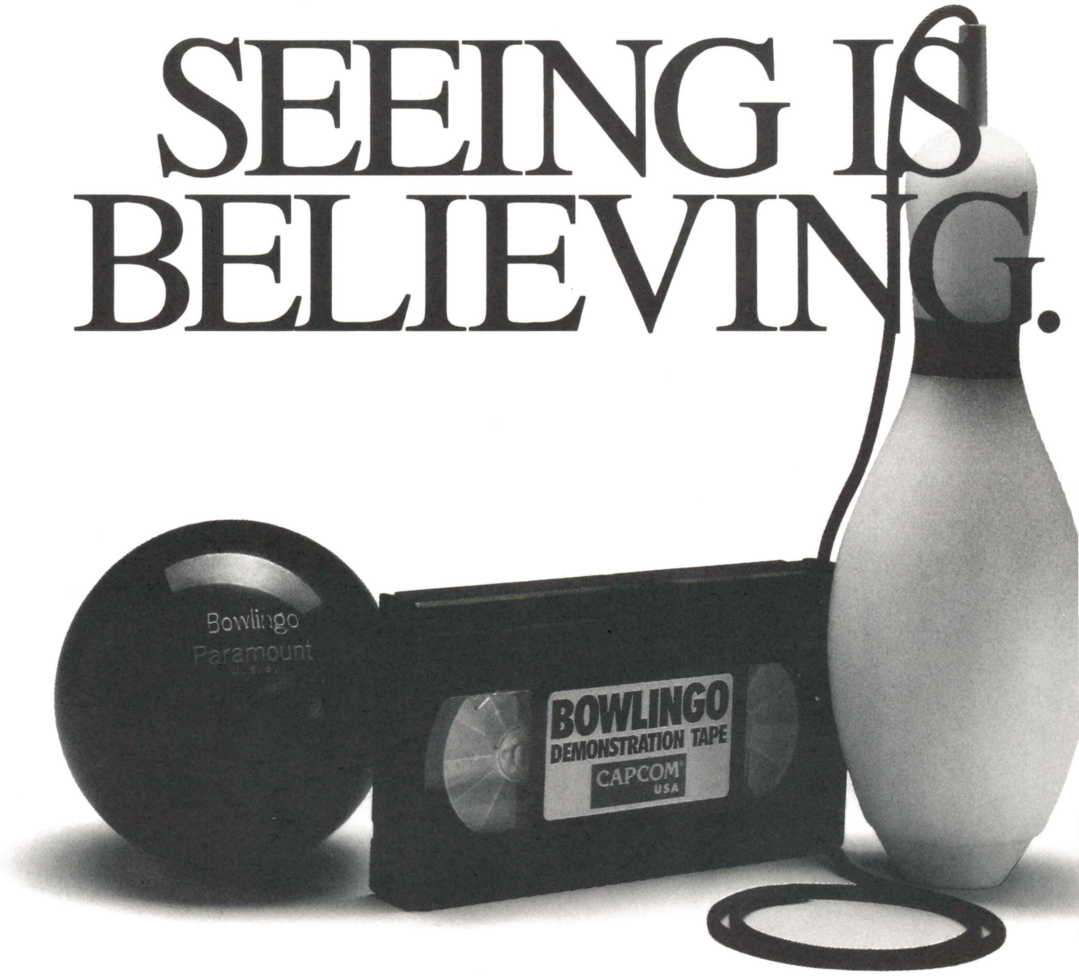
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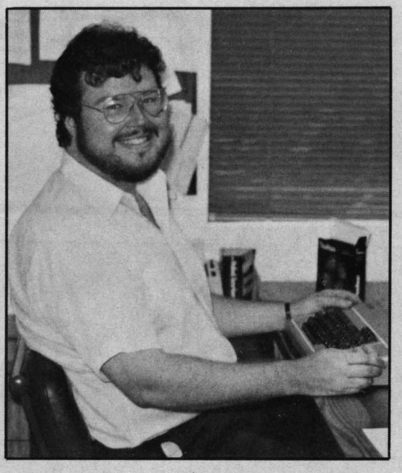
by Marcus Webb

After the last big national trade expo (ACME in March), we reported that four major trends "stood tall" at the show: sequels, systems, redemption and pinball. How have these categories fared since?

Some "sequels" launched at ACME performed beautifully... and are still earning big bucks. Sega's G-Loc, *which could be viewed as a follow-up to their still-popular* After Burner, *burned up the charts on its own, "locking" the number two dedicated video spot after* Turtles. *Likewise, Capcom's* Final Fight, *a sequel to their earlier hit* Street Fighter, *won the fight with a months-long reign at number one on our software chart. So, fie on all those gloom-and-doomers who said there was "nothing to see" at ACME! (And let's resolve in advance not to listen again to these sour-pusses, who will undoubtedly say the same things after AMOA.)*

True, other sequels launched at ACME didn't perform so well. In some cases, they just didn't have much zing. Others were look-alike follow-ups to earlier titles whose time had come... and gone. But some promising items simply got hurt by this year's "super-cautious" buying climate.

Pinball was the only category at ACME where tradesters actually stood in line to play the new pieces. Maybe, as some have pointed out, that's because showgoers are older than most of our player base, and simply prefer pins to videos. At any rate, Premier has continued to find a good niche for its simpler-playing SL line of pins; Bally and Williams have put out a mix of "player's pins" and easy-play items... with Williams still dominating our chart. Data East has produced some knock-outs which deserve more attention for their licensed hit themes and technical inventiveness.



Meantime, a clash of pinball perspectives has crystallized. Operators say, "There are too many pins on the market." Manufacturers reply, "The day of buying only 'the' hit pinball is over; different locations and customer patterns require different titles." Who's right? Any operator who buys a simpler-play game has already acknowledged the existence of different sub-markets. As for the "too many titles" argument, ask a distributor.

"A budding return to systems" was the final major trend we noted at ACME. Systems have grown even stronger since the show, with quite a few operators telling us SNK's state-of-the-art Neo•Geo *is one of their top-earners. Plus, it's simply gorgeous. "You want new technology, here it is!" says SNK. Capcom's CPS System continues to live up to big promises and succeed very handsomely, while Nintendo delighted many with a new game for operators' ancient VS. Systems, plus additional software for* PlayChoice. *Belam continues to tout their* Sega Mega-Tech System *as well.*

One trend we missed: the industry's slow (but growing) rediscovery of the kiddie market. Small-fry aged 4 to 12 have $75 billion to spend, and kiddie basketballs are just the tip of this iceberg. Also, hats off to the new, fast-growing American Kiddie Ride Assn. — their time has come!

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IT'S SHOWTIME!

AMOA tap-dances into New Orleans with games, music & more
annual expo combines showbiz glitter with coin-op's gritty reality

Ethel Merman, eat your heart out. Dedicated to the proposition that "There's no business like (coin machine) show business," AMOA sweeps into the New Orleans Convention Center from Oct. 25-27 with 691 booths of games, music and supplies. It's "standing room only" for 183 exhibitors in this sold-out production. Buy your tickets now 'cause the curtain is going up on "AMOA Expo '90!"

As the trade's "critics" have pointed out many times, coin-op's soft market has dominated the industry's stage for a very long run indeed. Indeed, the soft market has been held over *despite* "popular demand" for a change of program . . . which raises an interesting question: Can the glitter of a trade show, however superbly packaged, make much of a dent in the gritty reality of lower collections?

Most agree that "the play's the thing" — namely, great gameplay on exciting new products. Accordingly, tradesters at all levels are hoping this fall's AMOA Expo will give the industry some smash hits, some star vehicles, some popular revivals, and some "off-Broadway novelties" that spell "boffo box office."

Showbiz is featured off the exhibit floor as well. The Everly Bros. are tentatively pencilled in as the singing stars of AMOA's Annual Banquet & Stage Show (Friday, Oct. 26). Their string of golden oldie smash hits includes "Bye, Bye Love," "Wake Up, Little Suzie," "Dream" and "Bird Dog." Returning as emcee for this glittering affair will be Peter Noone, formerly with Herman and the Hermits (he's now the host of VH-1's "My Generation," a music

video TV show). Of course, the banquet and show will also feature presentation of AMOA's annual awards for best music, games and cigarette vending promotion, as well as induction of new members into the "Jukebox Hall of Fame." The show takes place at the Hyatt Regency New Orleans.

ASSOCIATION BUSINESS

The "business" side of show business is another key feature of Expo '90. AMOA holds its annual business meeting, open to all members, on Friday, Oct. 26 at 9-11AM in the New Orleans Convention Center. New officers for 1990-91 will be installed including AMOA President Jim Trucano, First VP Gene Urso, Treasurer Craig Johnson and Secretary R.A. Green III.

Behind the scenes, AMOA will hold one of its semi-annual board meetings in conjunction with Expo. The AMOA-AAMA Standardization Committee is also expected to meet. In addition, NAGRA (the North American Gaming Regulators Assn.) will meet in New Orleans during late October and members of that group will tour the Expo exhibit floor. AMOA members are expected to consult with NAGRA members about progress in video poker legalization efforts around the country.

For those who like to go beyond the footlights and greasepaint, you can delve into the backstage tricks of the showbiz trade with a full playbill of educational seminars. Subjects range from explanations of the jukebox licensing structure, to sessions on everything from legal video poker, to pinball, to family-owned businesses, to monitor repair, to employee relations. AMOA members wearing show badges may enter all seminars free of charge.

THE LIGHTER SIDE

If showbiz moguls can't take time out for a little entertainment and relaxation, who can? A new feature of this year's Expo is the First Annual AMOA Golf Outing, set for Wednesday, Oct. 24. Tee-off time at the Eastover Golf & Country Club is 7:30AM. A mere $76 per person pays for transportation from your hotel, golf carts, green fees, sleeve of balls, coffee & beverage service, and lunch. Set up your own foursome or let AMOA do it for you.

New Orleans is world-famous for its parties, of course, especially "Fat Tuesday" — Mardis Gras. AMOA gets off to a good start in the party department with a Welcome Reception for badge-wearing members on Wednesday evening, Oct. 24. Complimentary hors d'oevres and entertainment will get you into that "Fat Wednesday-through-Saturday" mood.

Spouses can experience the culture and glamor of New Orleans during a historical and architectural tour, set for Thursday Oct. 25 (10:30 AM-4 PM). Lunch at Arnaud's

New Orleans offers a wealth of fine dining and outstanding entertainment. Here's just a sampling of places to try for food and fun. Of course, your hotel concierge can also suggest any number of interesting places and activities.

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Louisiana Office of Tourism: 800/231-4730

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Bayou Tours: 504/889-3373
Alligator Farm: 504/345-3617
Preservation Hall (Jazz): 504/522-2841 (days); 523-8989 (eves)
Bayou Barrierre Golf Club: 504/394-0662

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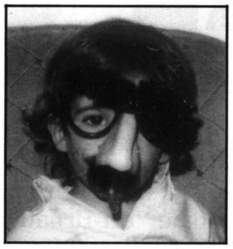
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Bon Tot Cafe: 504/524-3386
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FRENCH RESTAURANTS
Broussard's: 504/581-3866
Cafe Degas: 504/945-5635
Galatoire's: 504/525-2021

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Dear Erin,
By Erin Van Stern

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— Mr. N. Vious

Dear Mr. N. Vious,

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REGISTRATION, PRICES & HOURS

The early registration deadline to get your badges by mail in advance of Expo was Sept. 1. Anyone registering between Sept. 1 and Oct. 1 must pick up their badge at the Will Call Desk at the New Orleans Convention Center. Registration after Oct. 1 must be made in New Orleans, said AMOA.

AMOA members will get a certain number of free badges, depending on membership category. After you've used your complimentary allotment, additional badges may be purchased for $40 after Sept. 1 or at Expo. Children under 12 are admitted free, but must have a badge.

Special note: member companies which are also exhibiting are entitled to a number of complimentary exhibitor badges in addition to the member badges noted on their registration form. Exhibitors should have received an information packet about this from AMOA by now. Check with AMOA at 312/565-4602 for details.

Registration hours are as follows. Wednesday, Oct. 24: 3-8PM. Thursday & Friday, Oct. 25 & 26: 8:30AM-5PM. Saturday, Oct. 27: 8:30AM-2PM.

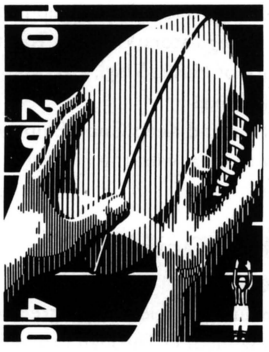
HOTELS

AMOA has set aside a block of single rooms ($107 in all cases) and double rooms for showgoers at three hotels, all close to the Convention Center. Hotels are the Hyatt Regency New Orleans (double $127); the Sheraton New Orleans (double $115) and the New Orleans Marriott (double $127). To reserve rooms, fill in a Housing Reservation Form and mail it to AMOA Housing Bureau, 1520 Sugar Bowl Dr., New Orleans, LA 70112. To receive a housing form or to reserve a suite, call AMOA at 312/644-6610 (ext. 3283).

TRANSPORTATION

Discount airfares are available for showgoers who book tickets on American or Delta, thanks to AMOA and Association Travel, Inc. You can get a bonus of an extra 5% off all published fares for both carriers, from First Class to Ultra-Saver fares. If you can't meet discount fare restrictions, you can take a 45% discount off American or Delta unrestricted, published, round-trip coach fares. If your trip starts in Canada, you can get 35% off regular coach fares with seven-day advance purchase. Discounts apply to travel to New Orleans between Oct. 22-30. Call American at 800/433-1790 and ask for Star File Number S-13-Z-OKS. Or call Delta at 800/241-6760 and ask for File Number R-0628.

Participating in the AMOA Expo '90 airline program automatically puts your name in the pot for a raffle to win two free round-trip tickets to AMOA Expo '91 in Las Vegas. Or, if you don't buy your airline tickets through the AMOA program, you can still participate in the raffle by sending your name, address, phone and the words "AMOA Expo '91" on a 3x5 card to Assn. Travel Inc., 111 East Wacker Drive, Chicago, IL 60601.



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Schedule

Wednesday, October 24

7:30 a.m.	1st Annual Expo Golf Outing
3:00 - 8:00 p.m.	Registration Open — *New Orleans Convention Center*
6:00 - 8:00 p.m.	AMOA Member Welcome Reception — *Hyatt Regency New Orleans* *(You must have AMOA member badge to enter!)*

Thursday, October 25

8:30 a.m. - 5:00 p.m.	Registration Open — *New Orleans Convention Center*
9:00 - 10:00 a.m.	Special Distributor Hour in Exhibit Hall
9:00 - 11:30 a.m.	Educational Seminars — *New Orleans Convention Center*
10 a.m.	Exhibition Ribbon Cutting
10:00 a.m. - 5:00 p.m.	**Exhibit Hall Open**
10:30 a.m. - 4:00 p.m.	Spouses' Tour & Luncheon
2:00 - 4:00 p.m.	Educational Seminars — *New Orleans Convention Center*

Friday, October 26

8:30 a.m. - 5:00 p.m.	Registration Open — *New Orleans Convention Center*
9:00 - 11:30 a.m.	AMOA Breakfast & Annual Business Meeting — *New Orleans Convention Center* *(Breakfast will be served from 9:00 - 9:30 a.m. only)*
9:00 - 10:00 a.m.	Special Distributor Hour in Exhibit Hall
10:00 a.m. - 5:00 p.m.	**Exhibit Hall Open**
2:00 - 4:00 p.m.	Educational Seminars — *New Orleans Convention Center*
6:00 p.m. - Midnight	**AMOA Awards Show & Banquet** — *Hyatt Regency New Orleans*

Saturday, October 27

8:30 a.m. - 2:00 p.m.	Registration Open — *New Orleans Convention Center*
9:00 - 11:30 a.m.	Educational Seminars — *New Orleans Convention Center*
10:00 a.m. - 4:00 p.m.	**Exhibit Hall Open**

Seminars

...These are titles and times of educational seminars to be held at Expo '90. All will be held at the New Orleans Convention Center.

Thursday, October 25

9:00-11:30 a.m.

- Pinball Firing Lane
- Equipment Budgeting
- Dart, Pool & Pinball Leagues (i.e., the newly formed International Flipper Pinball Association): Your Key to Profits
- How to Market Your Jukebox & Maximize Income

2:00-4:00 p.m.

- Redemption: The Best Is Yet to Come
- How a Small Operator Can Keep the Competitive Edge
- Monitor Repair
- Family-Owned Businesses
- The New Jukebox Licensing Agreement *(To be repeated on Saturday)*

Friday, October 26

2:00-4:00 p.m.

- Game Conversions: Painless & Perfect
- Location Profit Analysis
- Video Gaming Amusement Equipment: Industry & Regulators Working Together
- The Future of Music: Vinyl, CDs and Video Jukeboxes
- How to Find and Keep Good Employees and How to Deal with the Problem Employee

Saturday, October 27

9:00-11:30 a.m.

- The New Jukebox Licensing Agreement
- Maximizing Income Through Proper Game Adjustments
- Performance Management: How to Plan & Achieve in Your Business
- Pinball Technical Seminar
- Customer Service



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AMOA Expo '90 Floor Plan

October 25-27, 1990
New Orleans Convention Center

Award Nominees

At the AMOA annual Jukebox Awards presentation, the albums, songs and/or artists (various music categories) which earned the most money on jukeboxes will be honored by the coin-op industry. Also honored will the mosing promising new artists — the "rising stars." Winners were selected by balloting of AMOA operator members. Nominees in the various categories include:

Jukebox Pop Record of the Year

Black Velvet . . . . . Alannah Myles (Atlantic)
Blame It On the Rain . . . . . Milli Vanilli (Arista)
Love Shack . . . . . B-52s (Reprise)
Nothing Compares 2 U . . . . . Sinead O'Connor (Chrysalis)
Wind Beneath My Wings . . . . . Bette Midler (Atlantic)

Jukebox Country Record of the Year

Dumas Walker . . . . . Kentucky Headhunters (Mercury/PolyGram)
Here in the Real World . . . . . Alan Jackson (Arista)
Just A Matter of Time . . Randy Travis (Warner Bros.)
Killin' Time . . . . . Clint Black (RCA)
Statue of a Fool . . . . . Ricky Van Shelton (CBS/Columbia)

Just A Matter of Time . . . . . Randy Travis (W.B.)

Jukebox R&B Record of the Year

Blame It On the Rain . . . . . Milli Vanilli (Arista)
Bust A Move . . . . . Young MC (Delicious Vinyl/Island)
Escapade . . . . . Janet Jackson (A&M)
Poison . . . . . Bell Biv Devoe (MCA)
Whip Appeal . . . . . Babyface (Solar/Epic)

Jukebox Pop CD of the Year
(New Category)

Full Moon Fever . . . . . Tom Petty (MCA)
Girl, You Know It's True . . . . . Milli Vanilli (Arista)
Forever Your Girl . . . . . Paula Abdul (Virgin)
Nick of Time . . . . . Bonnie Raitt (Capitol)
Rhythm Nation 1814 . . . . . Janet Jackson (A&M)

Jukebox Country CD of the Year
(New Category)

Greatest Hits III . . . . . Hank Williams Jr. (Warner Bros./Curb)
Killin' Time . . . . . Clint Black (RCA)
No Holdin' Back . . . . . Randy Travis (Warner Bros.)
Pickin' On Nashville . . . . . Kentucky Headquarters (Mercury/PolyGram)
RV III . . . . . Ricky Van Shelton (CBS/Columbia)

Jukebox R&B CD of the Year
(New Category)

Don't Be Cruel . . . . . Bobby Brown (MCA)
Forever Your Girl . . . . . Paula Abdul (Virgin)
Girl, You Know It's True . . . . . Milli Vanilli (Arista)
Rhythm Nation 1814 . . . . . Janet Jackson (A&M)
Tender Lover . . . . . Babyface (Solar/Epic)

Jukebox Rising Star Award (Male)

Clint Black (RCA)
Michael Bolton (CBS/Columbia)
Alan Jackson (Arista)
Tommy Page (Sire/Warner Bros.)
Travis Tritt (Warner Bros.)

Jukebox Rising Star Award (Female)

Jane Child (Warner)
Lorrie Morgan (RCA)
Allannah Myles (Atlantic)
Sinead O'Connor (Chrysalis)
Lisa Stansfield (Arista)

Jukebox Rising Star Award (Group)

Kentucky Headquarters (Mercury/PolyGram)
Wilson Phillips (SBK)
Roxette (EMI)
Technotronic (SBK)
Milli Vanilli (Arista)

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The Big Easy

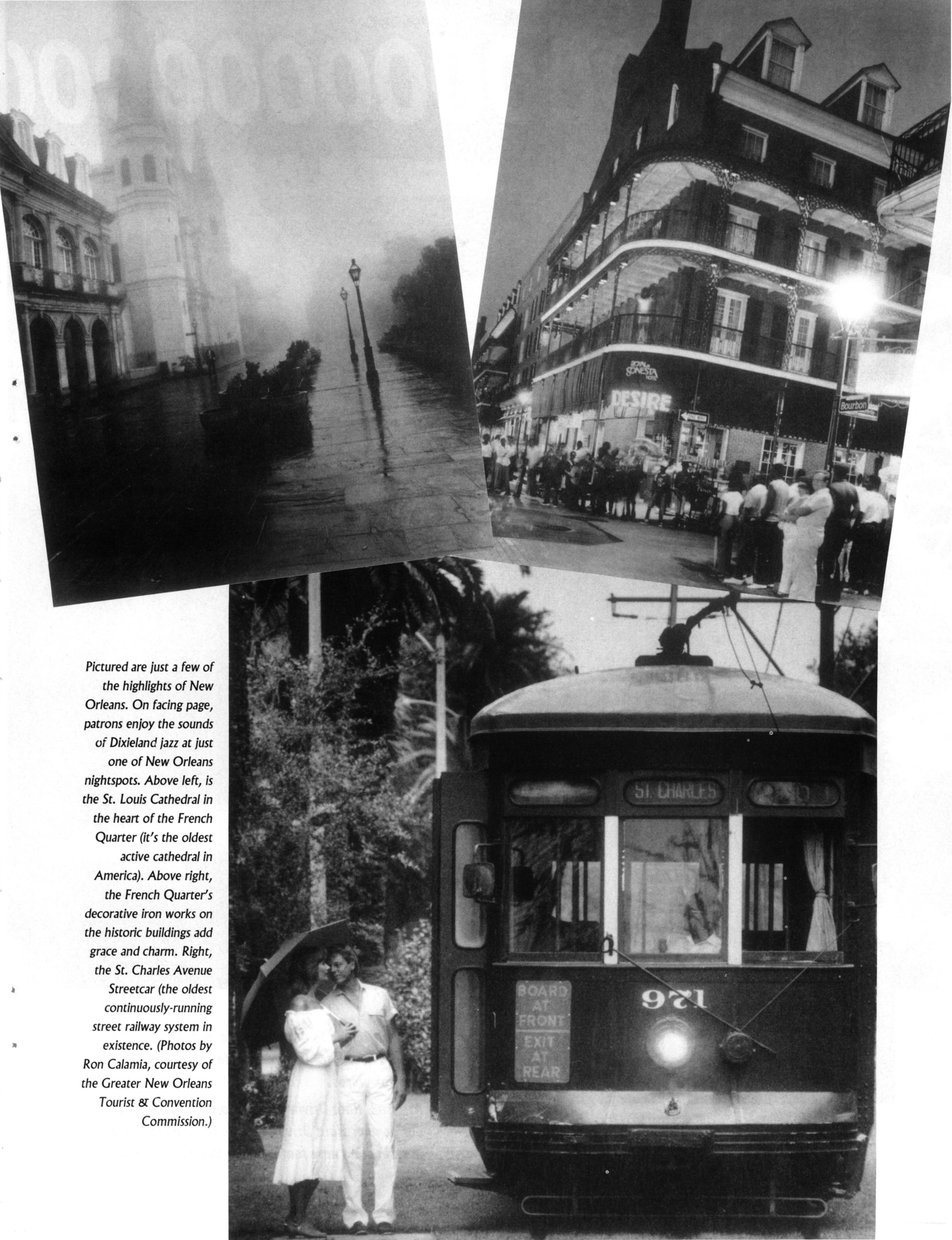
Expo heads south to enjoy New Orleans' seductive charms; from jumpin' jazz to Creole cooking, Mardis Gras Town has it all

New Orleans. The "Big Easy." Natives describe her as "a Creole princess born on the banks of the Mississippi River." One of America's most colorful, charming and picturesque cities, New Orleans hosts the 1990 AMOA Music and Games Expo. The last time New Orleans hosted a national coin-op convention was April of 1987 and quite a few tradesters have been clamoring for a return visit. It's a logical location: in the center of the country; easy to reach by plane, train, bus or car; offering excellent convention and hotel facilities; and filled with superb diversions, delicious dining and non-stop entertainment.

Coin-op tradesters are going to New Orleans primarily for business, of course, but many will make time to enjoy the city's unique combination of cool jazz, hot Creole cooking and sizzling nightlife. Prior to the 1987 ACME show, one well-known redemption sales pro jokingly talked his reluctant wife into coming along by saying, "Honey, after the show I'm going to visit those jazz clubs on Bourbon Street. All that music and atmosphere will definitely put me into a romantic mood, and I just want it to be with you!" His wife made the trip.

New Orleans' mystique dates back to 1717, when the city was a "mere flicker" in the eyes of French settlers. The French flavor is still there, along with Spanish architecture, Cajun cooking, Indian influence and even a bit of pirate spirit and voodoo heritage. Add to that a convention full of music and games people and equipment, and you have the makings for a great AMOA Expo!





Pictured are just a few of the highlights of New Orleans. On facing page, patrons enjoy the sounds of Dixieland jazz at just one of New Orleans nightspots. Above left, is the St. Louis Cathedral in the heart of the French Quarter (it's the oldest active cathedral in America). Above right, the French Quarter's decorative iron works on the historic buildings add grace and charm. Right, the St. Charles Avenue Streetcar (the oldest continuously-running street railway system in existence. (Photos by Ron Calamia, courtesy of the Greater New Orleans Tourist & Convention Commission.)

WHOOOOOOOOOOOO



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Race Drivin'™

corkscrew loop, jump loop and full pipe that will challenge even the bravest racers. New Autocross track with built-in pace car. And Buddy Race, where players take on each other and the clock simultaneously.

Then there's Race Drivin's life-like 3-D graphics, incredible handling, and true cockpit-style controls. All of which will leave you speechless, too.

But don't take our word for it. Instead, take Race Drivin' out for a test spin, loop, jump, race, roll, crash, drive today.

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Award Nominees

The AMOA annual Games Awards will honor the most successful earners in various game categories, as determined by balloting of member operators. Nominees include:

Most Played Video Game (Dedicated)

Teenage Mutant Ninja Turtles . . . . . Konami
Super Off Road . . . . . Leland
Turbo Outrun . . . . . Sega
Mercs . . . . . Capcom

Most Played Pinball Game

Mousin' Around . . . . . Bally-Midway
Elvira . . . . . Bally-Midway
Earthshaker . . . . . Bally-Midway
Whirlwind . . . . . Williams

Most Played Conversion Kit

Capcom Bowling . . . . . Capcom
Big Event Golf . . . . . Taito
Final Fight . . . . . Capcom
ESWAT . . . . . Sega
Badlands . . . . . Atari

Most Innovative Game

Super Pit Boss . . . . . Merit
Battle Shark . . . . . Taito
Smash TV . . . . . Williams

Most Popular Other Game

Top Dawg Shuffle Alley . . . . . Williams
Air Hockey . . . . . Dynamo
Skee Ball . . . . . Skee Ball, Inc.
Grayhound Basketball . . . . . Grayhound

Most Played Dart Game
(New Category)

Super Six . . . . . Arachnid
Super Six Plus II . . . . . Arachnid
English Mark Darts . . . . . Arachnid
Cougar Dart/Mount . . . . . Valley

Most Played Pool Table
(New Category)

Valley Cougar ZD-4 . . . . . Valley
Dynamo . . . . . Dynamo

Most Played Jukebox
(New Category)

Rowe CD-100 LaserStar . . . . . Rowe
SCD-1 . . . . . Seeburg
Rowe Combo . . . . . Rowe
CD Fire . . . . . NSM

AMOA's annual awards show also honors the best promotion for cigarette vending machines. Member operators who run cigarette venders will vote according to which tobacco firm had the greatest influence on the industry, provided the best service, association support, ongoing programs, etc. The nominees appear below.

Best Tobacco Promotion

American Tobacco
Brown & Williamson
Lorillard
Philip Morris
R.J. Reynolds Sales



IF YOUR VS. SYSTEMS ARE ACTING SLUGGISH, CALL IN A SPECIALIST!







NEW

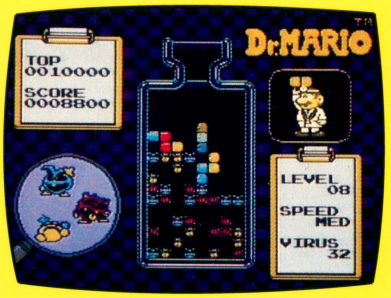
Introducing VS.

Dr. MARIO

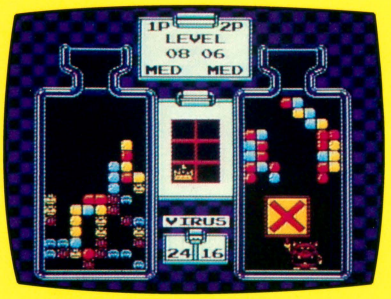
He's got the remedy for your VS. System.



Dr. Mario—with germs that are fun to catch.



When all the viruses are destroyed, Dr. Mario advances to a more challenging round.

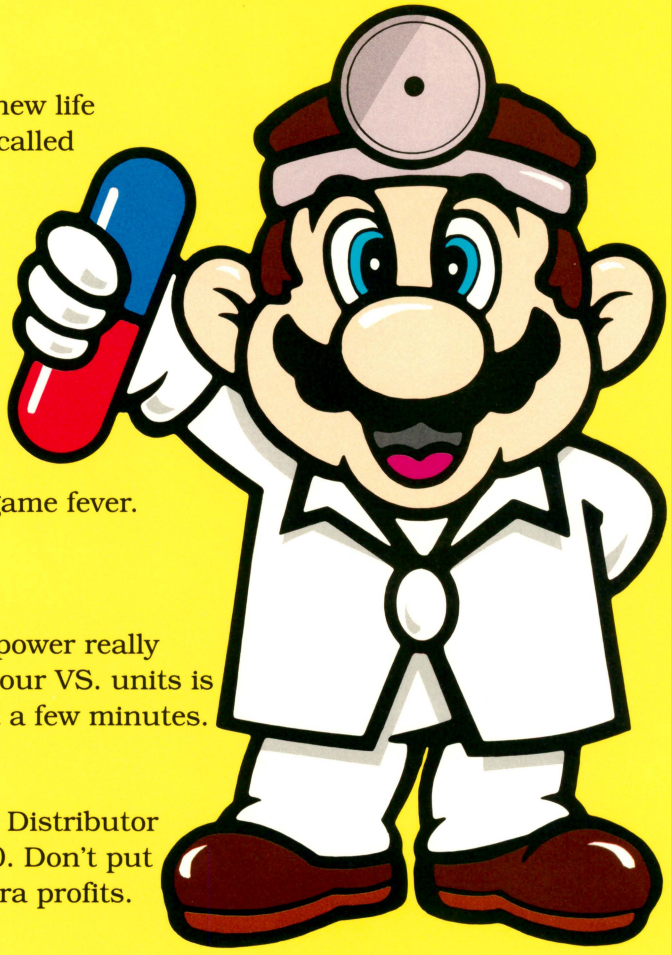


Players compete to match colors on the vitamin capsules as they fall.



Nintendo has just the prescription to pump new life into your VS. systems—a brand new release called Dr. Mario.™

The object is to help Dr. Mario destroy a nasty bunch of viruses by lining up appropriate combinations of vitamins. It's great fun for both one or two players. The action is intense as opponents choose their own level of skill. And you can be sure that players all over the country will be lining up to give it a try. So you'll be riding high on the first surge of game fever.



Rarely does a low-powered game provide such high-powered excitement.

Dr. Mario is such a great game concept that power really isn't an issue. And installing Dr. Mario into your VS. units is the easiest yet—you can do it yourself in just a few minutes.

Give your earnings a shot in the arm.

Operators, contact your authorized Nintendo Distributor or Nintendo of America Inc. at 206/882-2040. Don't put it off. Because early treatment can mean extra profits. Call in Dr. Mario before it's too late.

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Pioneer Jumps Into the Video Jukebox Arena With an Impressive New Program

Pioneer Laser Entertainment launched its *CD LaserJuke* audio phonograph early last spring. Now, barely six months later, they "dropped the second shoe" and leaped into the more-adventurous video jukebox waters with a laserdisc unit that's already begun shipping to their U.S. and Canadian distributors.

The new video jukebox was officially launched at Pioneer's Aug. 29-30 distributor meeting held aboard the famed ocean liner, the Queen Mary, which is moored in Long Beach, Calif. The new product came as no surprise to the dealers, considering (among some other facts) that Pioneer was literally the inventor of the laserdisc back in 1978. What did surprise some was the amount of "homework" Pioneer's coin-op people completed before they introduced the new audio-visual device . . . as well as the fact that the firm began shipping production goods the day after the meeting closed.

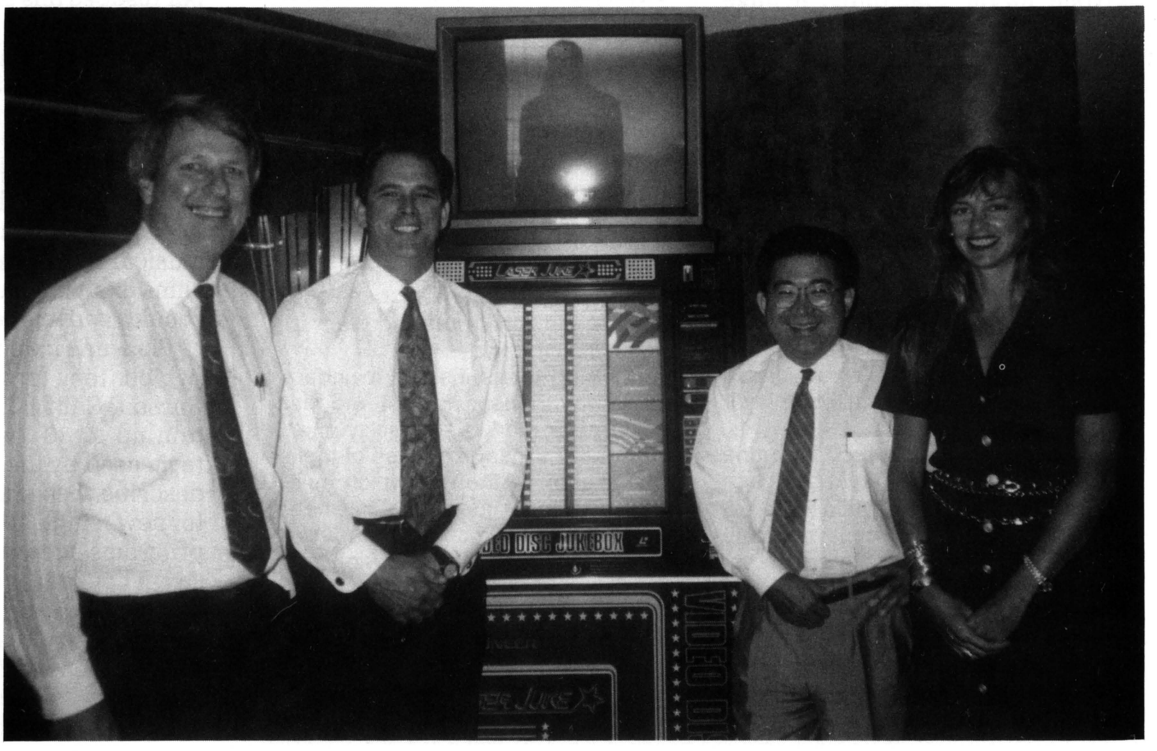
Pioneer has 19 individual distributors in the U.S. and Canada, representing 26 local outlets. Most showed up on short notice and seemed generally impressed by the new program, as well as by the rapid shipping schedule. Many dealers will have production models available for operator inspection at their showrooms at this reading.

THE HARDWARE

The Pioneer video jukebox is called the *LD LaserJuke* (model LJ-V66). Housed in the same type of cabinet as their audio *CD LaserJuke* (with a monitor on top), the machine uses one Pioneer-made laserdisc player in its belly. This player unit scans up to 60 "MTV-style" video programs on two 12" discs (up to 30 selections on each disc). The hardware is controlled by Pioneer (world-famous for its laserdisc players) and, equally important, so is the software.

All of the programs pressed into these 12" silver discs are licensed from the "video producers" through the Diamond Time agency — the same group that works up Pioneer's audio CD compilations. Company Software Manager Mary Carlos passed out printed sheets showing that 48 of the *Billboard Magazine's* Hot 100 Pop Chart selections were either available now on Pioneer video jukebox discs, or were scheduled to be included in the immediate future.

They say they have answered every single historical negative against the video jukebox concept (boasting hardware and software quality). They were also candid, admitting that the biggest obstacle to the product's potential is the veteran operator's hesitancy about the video jukebox concept itself. Toward that



Execs Paul Scribner, Steve Rogers, Ted Karasawa & Mary Carlos flank the new LD LaserJuke. *Mary's been the one responsible for those money-making CD compilation discs and now she's added video programming to her scope.*



Pioneer's marketing chief Steve Rogers said a trade and consumer media promo blitz is in the offing to "let the world know what we've got. We have control over hardware and software which no other manufacturer has."



Software: Scribner & Carlos display the package that subscribing operators will get each month. It contains one disc with up to 30 "videos," three title cards (like the one she's holding) and a Pioneer label for returning the disc to the factory after two months and the arrival of the new disc.

end, Marketing Manager Steve Rogers candidly told the dealers that a publicity blitz — to include even consumer publications — is planned to establish the product.

Company executives, from President Ted Karasawa through Division VP Paul Scribner to technical people, nearly suffocated the distributors with information. And, if anyone forgot something, a huge stack of literature including maintenance manuals on the new *LaserJuke* were passed out for referral later on. Every point was covered, including a side trip to Pioneer's mammoth laserdisc pressing plant, as well as to a warehouse where hundreds of LD and CD jukeboxes were arrayed already for the truckers. These people are no-nonsense!

THE SOFTWARE PROGRAM

As mentioned, the *LD LaserJuke* runs two 12" laserdiscs off one player. The whole cabinet (sans monitor, which is an extra buy) will be sold at a suggested $4,500 operator price. Pioneer makes the monitors and recommends their own 27" model, as well as ancillary monitors around suitable video jukebox locations. The title strips come in blue see-through plastic strips (three per disc), so this part of the program is a breeze.

Apparently so is the necessary software. Throwing neither a dart nor a compliment at their video jukebox competitors (i.e. Rowe and Videobox Networks), the Pioneer people simply said they have the software "under control." And if the musical software is the blood in the veins of a video jukebox, operators should read this next segment twice:

Pioneer's machine uses two discs (which they press themselves in Carson, Calif.). Each disc can contain up to 30 "videos" (that's the term used by the music business to describe these film shorts married to new singles). Pauses between programs average 20 seconds, they say. They lease to the operator for $100 a pop (the $100 covers two months' use of each disc) on a subscription basis. Afterward, a new disc arrives before the beginning of each month. So, you replace one and

The very name Pioneer is almost synonymous with the video laserdisc itself. The Japanese company originally set out to develop this audio-visual technology in 1978 in joint venture. They've gone on to manufacture both software and hardware. Pioneer estimates that 75% of all the video laserdisc players presently used by homeowners and industry throughout the world were made by them. Japan alone has about five million player units.

However, competition from the VCR tape cassette format has been fierce since the '80s. While there are only 400,000 laserdisc players of all makes in the USA, there are an estimated 63 million VCRs. Clearly, though, Pioneer has big expectations for the medium in the '90s and is well-positioned to capture a significant portion of that growth if it comes.

For example, they say they presently press 90% of all the discs sold in the States (most programs are movies and the average retail price is $29). Their LD pressing plant in Carson, Calif. presently runs on a seven-day, 24-hour basis. They plan to produce 700,000 discs in October alone and an additional pressing plant is under construction.

Knowing all this, it's easy to understand why Pioneer has entered the LD jukebox market so quickly after last March's market release of their CD jukebox — the unit which built their distributor network. That network now has two coin-op products for the operating industry. Pioneer, also heavily involved with sing-along karaoke, is generally rumored to have that in mind for their third coin-op product downstream.

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Kitty Skor (World Wide, Chicago), NECO's Rick Kirby & Paul Scribner at dinner aboard the Queen Mary. Rick told us that Betson's Syracuse office, which reps Pioneer, recently scored the Automatic Products line as well. Also, they've hired Dave Myers on as a salesman.

send it back to Pioneer directly, using the sticky label supplied inside the disc package. . . which also includes the blue title strip menu. Next month, you replace the other disc and then go onto a "zig-zag" pattern. A total of 14 LDs (laserdiscs) will be produced by Pioneer during the first 12 months of their video jukebox program. Three of these are already completed.

It can work, provided the operator sends his discs back (Pioneer only has rights to these videos for two months, but will give operators a 30-day grace period). If the operator fails to return the required discs, he gets no more. It's a little different and it looks easy on paper. But it can work nicely in the field, too, if the operator merely gets a routine going. As mentioned, it's $100 a pop for each disc, to be billed on a quarterly basis by Pioneer.

Naturally, the most favorite videos will be communicated to Software Supervisor Mary Carlos for possible reissue on future discs, since locations may have favorite numbers they'd like to keep. By the way: there are also some country titles on these discs.

SOLID PRESENTATION

It should also be noted that the visual display on the *LD LaserJuke* is solid. Pioneer's laserdisc pressing plant — as distribs who toured it well know — is immaculate. It's also busy producing discs for the consumer market wanting movies and concerts. (This market is growing, but still pales at present in comparison to the major competing format, VCR.)

The *LaserJuke's* audio is also solid, since it's essentially a CD in nature. So, the presentation to the player is proper, especially if the operator installs ancillary monitors.



Distributors and Pioneer people are dwarfed by inventory of phonographs set up to ship from Pioneer warehouse. One dealer, Bay Coin's Harold Kaufman of NYC, has set up a brand-new division called Mid-Atlantic just to concentrate on music machinery. Those with good eyes will also see Jay (Kentucky Coin) Waldman who has joined the Pioneer network.

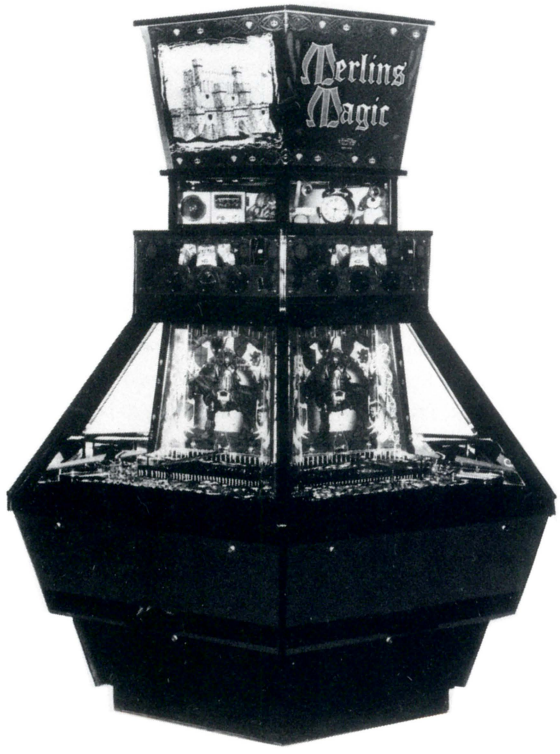
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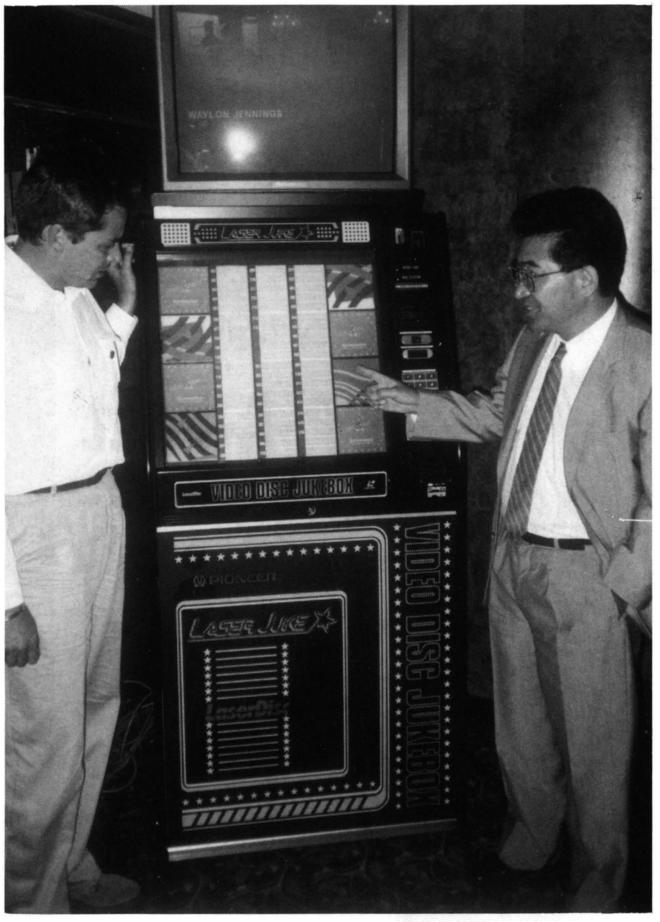
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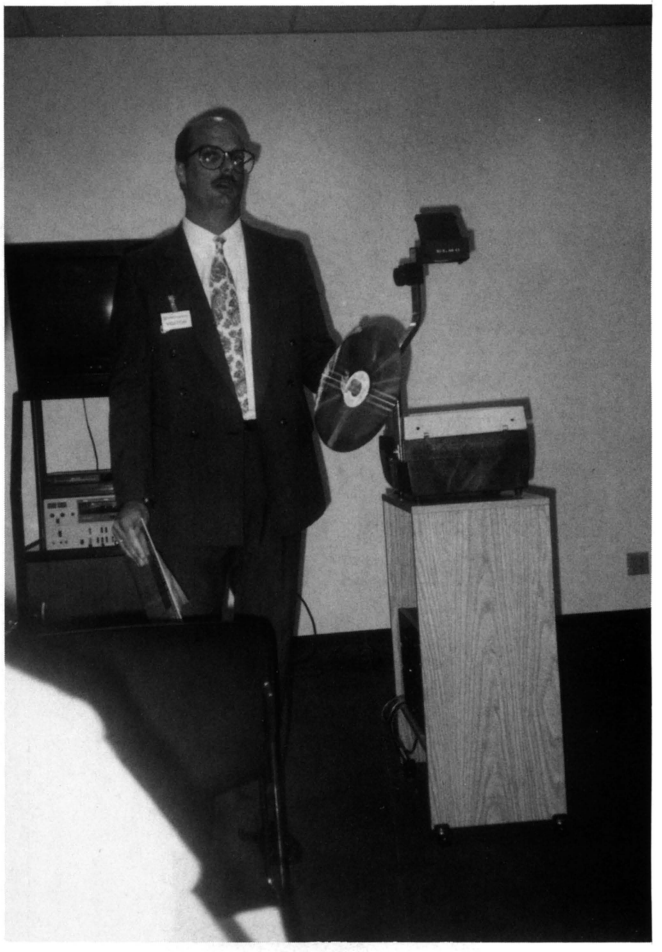




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Pioneer Entertainment's chief Ted Karasawa gives some pointers on his new LD LaserJuke *to San Diego distributor Dave (PGD) Stroud at the Queen Mary intro. Karasawa says "Laserdisc video is different and exciting. . . and the industry needs new ideas."*



"This isn't a laserdisc. . . this is money!" says veteran video jukebox operator Emery Kertesz. He told dealers he's been doing $250 and $450 per week. Said Emery: "It's the closest thing to poker money."

Now it's a matter of whether or not the customers will play it. Pioneer execs like Scribner and Rogers feel they will. . . and so does Emery Kertesz, the Hatfield, Pa. operator of competitive video jukeboxes for five years or more. He's been hired on as a Pioneer consultant.

WILL PLAYERS PLAY IT?

Kertesz spoke eloquently about the video jukebox concept during one of the distributor visits to a Pioneer plant. He said that video jukeboxes were one of the best-kept secrets in the business. . . that the L.A. East route he works for, makes plus-bucks with the concept. . . and even said some locations were on a 70/30 split with minimums to boot. Coming from the operating sector, his words were duly noted by the distributors. Emery is a big fan of a/v (audio-visual) music.

Pioneer's distribs were not only buffeted from pillar to post with information, literature and stuff on screen, they were also treated to some relaxing social functions aboard the Queen Mary, now a floating hotel with several restaurants, all under the management of the Disney corporation. But the main reason dealers were there was to see this latest attempt to establish the video jukebox as a fixture in the music operating industry.

Many distributors left for home thinking the Pioneer program was the best yet toward making this medium work (it ships on 50 cent play). Then, some thought back on all the previous attempts to establish such machines by Pioneer's competitors and wondered what these folks knew that others didn't. Yes, it appeared that Pioneer left no stone unturned. Yes, workable goods are shipping. Yes, the software subscription program is workable. Yes to all. . . but what will the operator do? And what will the player do?

Kertesz filled that void by saying the player will *play* the video programs. Pioneer said it will support the software disc changes. In short, Pioneer sees only one major obstacle to this campaign's success: the possible reluctance about the very idea of a video jukebox, among older operators. This they will also address at AMOA seminars, public and private.

After a mountain of business meetings and a number of social functions, the meeting ended with a dinner party and some sing-along karaoke (another of Pioneer's products). We wonder if karaoke is the "third shoe" Pioneer will drop. As reported previously, this Japanese concept is finding a receptive home in some L.A.-area taverns.



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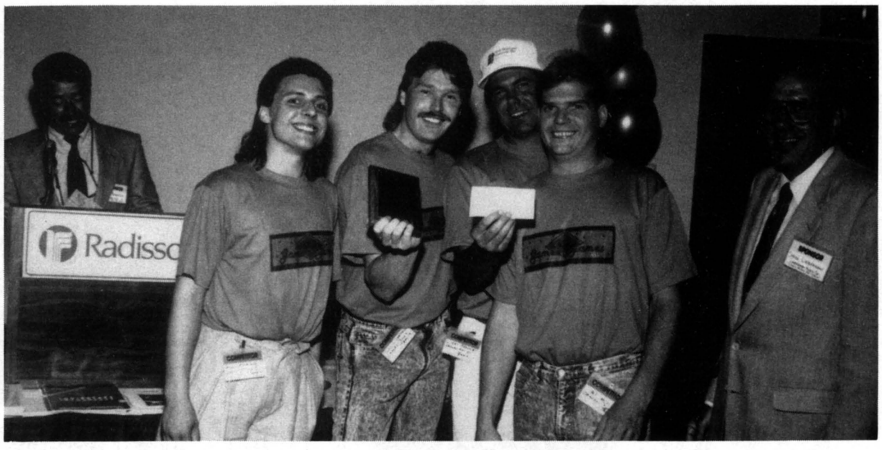
coin-op basks in Olympic glory during Festival thanks to AAMA & Steve Lieberman of Lieberman Music

Congratulations and many thanks to leading industry distributor Steve Lieberman (VP of AAMA and prexy of Lieberman Music, Minneapolis). Steve gets the kudos for his sterling support of AAMA promotions held in Minneapolis this summer, in conjunction with the U.S. Olympic Festival. The Festival, a showcase for America's past, present and future athletic greats, took place in July at the local university . . . and coin-op was there, with four free-play gamerooms for Festival hopefuls. Equipment was supplied and maintained by Lieberman Music and by Dahlco Vending & Music. "Every time we visited a room or sent a technician over to check on the equipment, the rooms were always packed with athletes," smiled Steve Lieberman.

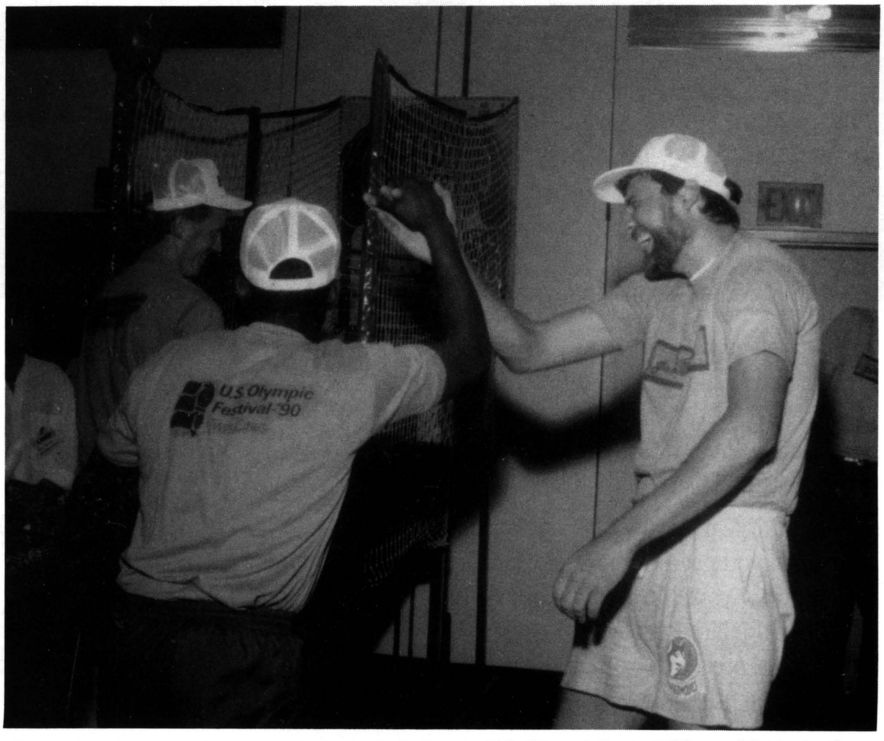
Coin-op was also a presence at the Olympic Festival via a charity fundraising tournament called "The Games Within the Games." This multi-game competition featured pinball, darts, basketball, shuffle alley and an air hockey exhibition match.

The AAMA-organized event drew plenty of positive local press as various teams played coin-op games, including reporters, local athletes and sport organizations, comedians and members of the Olympic Festival organizing committee. When it was all over, the winners got to select their favorite charities to receive generous prize donations.

First prize of $2,500 went to the U.S. Olympic Committee; second prize of $1,500 went to the University of Minnesota Basketball Scholarship Fund. Children's Hospital received the third prize ($750), while the fourth prize donation ($250) went to the Variety Club Assn. Besides AAMA and Steve Lieberman, congrats also go to the top four tourney winners: Dahlco Music & Vending; Sagedahl Sports; Lance Berwald and teammates and KITN-TV; along with American Amusement Arcades, Brady Novelty, D&R Star and the MOMA for their support.

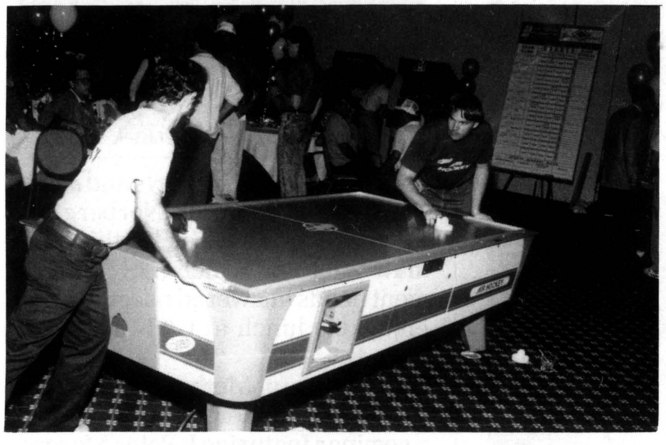


Steve Lieberman congratulates "Games Within the Games" tourney winners — Dahlco Vending & Music.



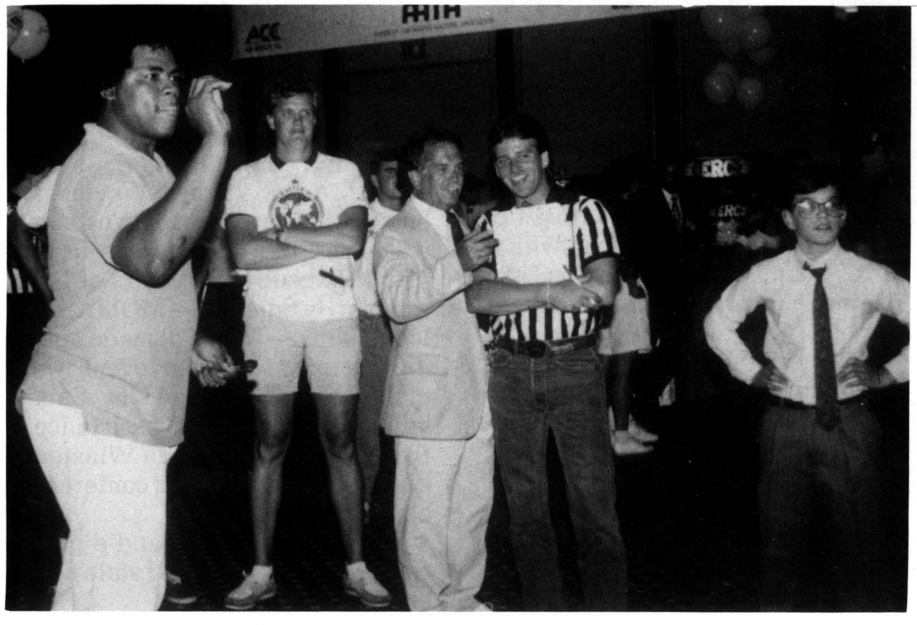
Competitors have fun whoop it up playing basketball at the U.S. Olympic Festival' "Games Within the Games."

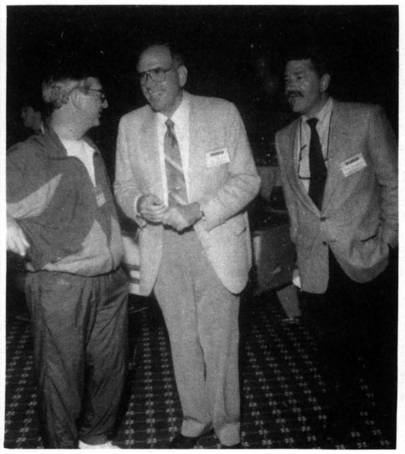






At left, Mark Robbins and Tim Weissman give a demo on Dynamo Air Hockey. *Right, athletes at the U.S. Olympic Festival enjoy the many games set on free play.*





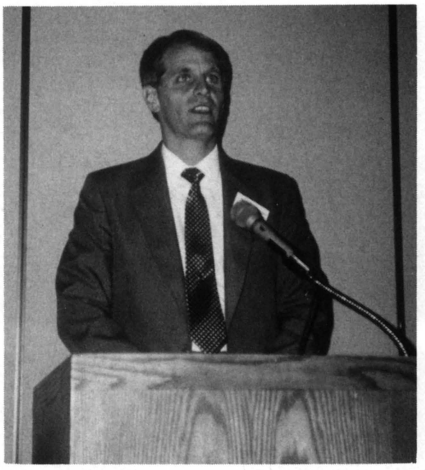
Above, Steve Lieberman (center) and Mike Anderson of Lieberman Music in Minneapolis chat with one of the guests at the "Games Within the Games" reception held during the U.S. Olympic Festival in Minneapolis.

Double Your Pleasure

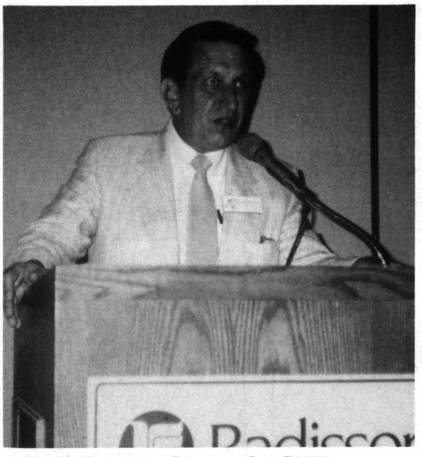
MOMA hosts WAMO to joint state association conference; midwest leaders successfully combine business & pleasure

Call it a mutual admiration society, a "requited" love affair, or a simple, common-sense, cooperative combination. When two of the mightiest state operator associations gather for their annual summer shindig, it's a coin-op love feast that melds the fun and functional.

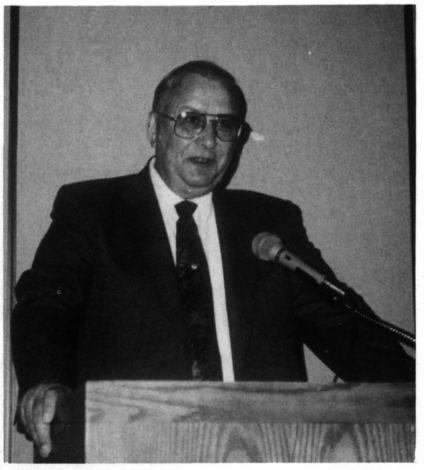
Minnesota's MOMA hosted Wisconsin's WAMO this July for the two groups' second annual joint conference at the Radisson Hotel (Minnetonka, Minn.) — last year WAMO played host. Business sessions came first: both boards of directors met separately and jointly and the MOMAer's held a Legislative Update Meeting. Fun followed with a three-hour moonlight cruise on Lake Minnetonka aboard two chartered yachts.



WAMO President Roger Westmont



WAMO Executive Director Joe Phillips



MOMA President Ernest Woytassek

Business and pleasure were combined during a tour of C&N Sales' new operating headquarters facilities in Mankato. The 62-year-old firm operates in three states and is widely acknowledged as one of America's leading operating companies, providing political and marketing leadership in everything from WAMO to AMOA to darts and more. Brother and sister Tim Norberg and Tami Norberg-Paulsen led the informative tour on which C&N department heads answered questions. An enjoyable lunch at C&N's site followed.

"Successful Methods for Dealing with Your Banker" was the title of a seminar featuring J. Peter Meyers, retired vice chairman and president of the Americana Bank. Lieberman's Mike Anderson arranged the useful session. An evening cocktail party led into dinner (featuring Minnesota-grown food and state-themed decor) and entertainment.

MOMA prexy Ernest Woytassek and WAMO prexy Roger Westmont welcomed the participants to the affair. Executive directors of both groups (Hy Sandler — MOMA, and Joe Phillips — WAMO) made opening remarks and the event was planned and organized by Sandler with "invaluable assistance" from Lieberman's Linda Winstead (MOMA convention and conference chief).

In all, a great time and a great conference for two great state associations!

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Texas Draws an Ace

AMOT seeks to legalize video lottery in 1991; annual convention talks strategy & marketing

Video lottery education provided the focus at this year's convention of the AMOT. The event was held Aug. 3-4 at the River City Marriott (San Antonio, Tex.). Leading Texas operators have already rounded up support for a video lottery bill from key politicians in the state, including both candidates for governor. Now it's time to educate the operator rank and file, and begin building a grass-roots lobbying campaign to make the bill a law.

To save money for the upcoming vidpoker lobbying campaign, operators decided to forgo the traditional trade show exhibits at this year's meeting. "We're saving our money to work for a good cause here in the state of Texas," explained AMOT Secretary Paula Russell. "We came here to work and we had full seminars."

A "small but professional" turnout of about 40 operators heard a fine roster of guest speakers who were experts on video lottery. One important speaker was Scott Henneman, Director of Operations for South Dakota Lottery. Henneman discussed how his state's video lottery enhanced operators' businesses and also made money for the state treasury.



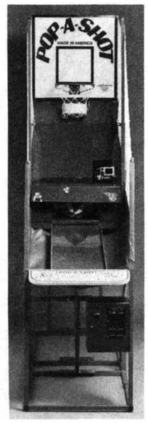
The band "Texas" performs for AMOTers; they received the group's "Texas Rising Star Award."

Louisiana operator David Goudeau described recent efforts of Bayou State operators to legalize video poker. David advised Texas ops how to bind together as an organization, how to perform effective face-to-face lobbying, and how to keep a high profile with state legislators. "Operators must take an active part in this campaign, not just sit back and hope somebody else does it for you," David said.

AMOA President Jack Kerner described how most state operator associations are investigating the video poker option. Kerner keynoted at the fine AMOT banquet held on Saturday night. About 75 folks enjoyed the banquet and the following dance. Other items on the program included installation of AMOT's new officer slate and presentation of the group's jukebox rising star award.

AMOT's 1990-91 leadership team includes President Jim Gildart and VP Verl Bernaugh. Remaining in their posts another year are Secretary Paula Russell, Treasurer Vancie Todaro and Executive Director Betty Ringo. The 1990 winner of the "Texas Rising Star" award (which recognizes promising new musical artists) was a band called, appropriately enough, "Texas" — they hail from Corsicana. Past winners of this honor have included the Charley Daniels Band, Highway 101, Gary Morris and "Coca-Cola Cowboy" songwriter Sam Atchley.

By the way, the five-person "Texas" group will perform at the "member welcome reception" held as part of this month's AMOA Expo in New Orleans. (That's Wednesday night, Oct. 24.) "These boys are from Corsicana, which makes us real proud since we're Corsicana distributors," smiled Paula Russell (Master Sales). Thanks to Paula for kindly providing the information and photos for this story.



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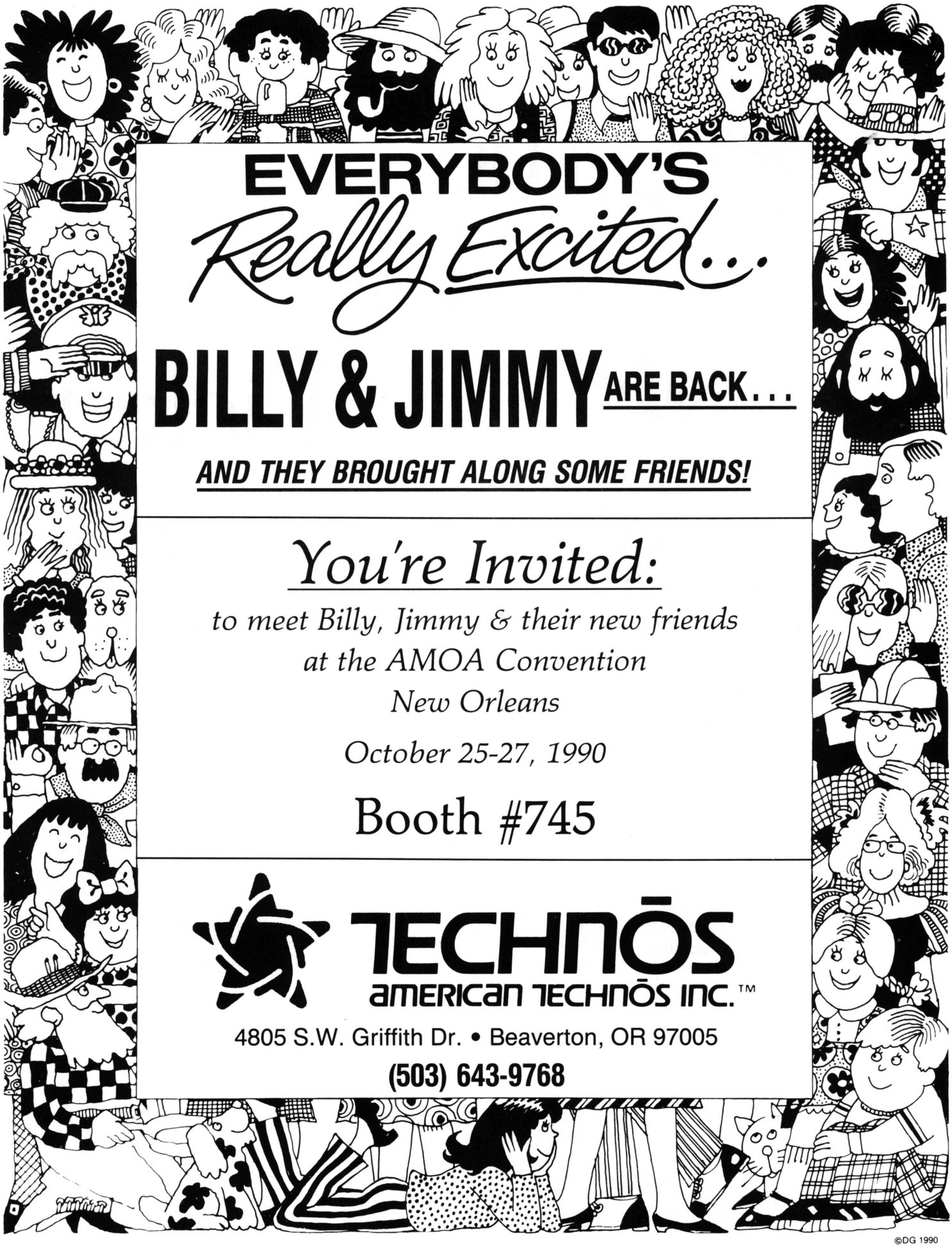
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the Big Ticket

The Art of Merchandising: Attracting & Keeping Paying Customers

RePlay recently got a phone call from an operator who said, "I heard all the talk about redemption starting five years ago, but I swore I'd never get into it, so I didn't pay much attention. Then it kept going, but three years ago, I still didn't want to do redemption, so I kept ignoring it and I threw away all those articles you printed. Well, now I'm getting into redemption! Please, tell me what to do!"

Readers thirsty for redemption knowledge should find an oasis of information in "The Big Ticket." This monthly column is written by our friend Art Warner, a long-time redemption expert and president of Coin Concepts (East Brunswick, N.J.).

Art took a "summer vacation" away from his writing chores, but now he's back. Art continues his series of columns explaining the finer points of operating redemption games. Read, learn and apply!
— the editors

Get the cobwebs out! Not only are the kids back in school, but you and I are back to Lesson Number Five on redemption games. Our previous lessons included pointers on tickets/tokens, skill versus chance, percentaging, and the mix of game selection and store layout. All of these aspects of the redemption game business are important. But no matter how much attention you pay to them, the overall success of your business may depend on something else: **merchandising.**

WHAT IS MERCHANDISING?

Merchandising is the combination of prize selection, pricing, store layout and display that gives customers a special feeling about your business. You are affected by merchandising every time you walk through a shopping mall. For instance, clothing store A is brightly lit and has soft music playing; a group of color-coordinated clothes are displayed in the window on plain mannequins. As a customer, you gain an immediate sense of what clothes and what kind of service you will receive in store A.

In clothing store B, the lights are multi-colored and the music is loud and contemporary. The window display shows all kinds of clothes on mannequins twisted into provocative stances. Again, you have an immediate sense of the clothing and service store B will probably offer.

In this example, each store is going after a different type of customer . . . and each store has an equal chance of being successful. Merchandising can make or break your store, and make or break the earning potential of your redemption games.

With few exceptions, the redemption game location is a family retail store. You should *entice your customers to walk in and shop for the prize they want.* Offer a range of prizes which would appeal to all the members of the family. Make it so that a five-year-old, a teenager, a young adult and an adult can all enjoy walking through your store and eyeing the prizes. And don't forget grandma and grandpa! Believe it or not, they play most often to win prizes for the grandchildren.

SUCCESS STORIES

During all the travel I've done for the past 10 years talking about redemption games, the most common mistake that I have seen new operators make is offering a large selection of "slum" prizes (low-end merchandise). If your location is loaded with slum merchandise, customers will usually come in just to enjoy the games for a little while, then be on their way. Slum prizes provide no incentive to keep playing or return later and accumulate tickets over

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time.

On the other hand, displaying items such as a VCR, a small color TV, or a CD player provides a lot of incentive for players to save their tokens or tickets for larger and better prizes. Now the players can enjoy playing the game **and** work toward a nice prize!

The owner of the most successful redemption arcade that I know tells me his busiest season runs from August through November. His players are often shopping for — and then playing for — Christmas presents. What accounts for this? Merchandising! The right kind of merchandising can turn a traditionally slow period into a great income-producing period. The right kind of merchandising can send a message to potential customers, new customers and old customers: and the message is, prizes, prizes, prizes! Prizes worth hoping for, prizes worth playing for, prizes worth saving for!

The owner of that same arcade also promotes the Easter season with Easter egg hunts and Easter baskets. At Easter time, when he is competing against the warming weather and people wanting to get outside after a long, cold winter, merchandising the Easter spirit produces customers.

What I am suggesting is that you use your imagination in merchandising. Your imagination can set you apart from the arcade down the street. Pay attention to the time of year and consumer trends in the news and marketplace. Use this information to keep your merchandise current.

WHAT TO MERCHANDISE

A terrific source of information about prizes is right in your own back yard: your children and grandchildren. Ask them what they like. Tune in to Saturday morning cartoons and see the latest craze for kids. Ask your spouse or friends for suggestions about the latest fad in clothing, jewelry, electronics, etc. These are the prizes you want to display: the latest thing, the hottest trend.

However, you should be careful about "fad" items, particularly children's fads. Get in early, ride it a short while, then get out. Where once Cabbage Patch dolls were tops, now Ninja Turtles are all the rage.

Another factor in selecting merchandise is brand recognition. If you use and showcase some well-known brand names (Sony, GE or Panasonic, for example), customers will realize you are featuring quality prizes.

Merchandising cannot be covered in just one article, so over the next few months we'll talk more about it. I'll be drawing on the experience of my partner in Coin Concepts, who has been operating his adult redemption arcade for many years — a site considered one of the best-equipped prize redemption arcades in the country. Until then, good luck in redemption games!

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Round Introduction

Basic Rounds

*In this game, there are basic rounds and rescue rounds.
Beginners are recommended playing the basic rounds first.

Basic Training:

1. According to instructions, raise altitude.
2. Move forward to a marker-light in front.
3. When touching the marker, the next marker lights as a new target.
4. After passing 2 markers, a final marker lights in the landing spot.
5. Land on the designated spot.

Fire-Extinguishing Training:

1. According to instructions, raise altitude.
2. Put out a fire on the field by using fire-extinguishing chemicals.
3. After putting out the fire, another fire appears in another place.
4. After putting out a certain number of fires, landing instructions are displayed.
5. After landing, training is complete.

Rescue Round

1. Blazing Tanker

Extinguish a blaze on a huge tanker and land the helicopter on the deck.

- Landing on the sea will result in a crash.
- When the operation is successfully completed, the captain appears along with a "thank you."

2. Skyscraper Fire

Extinguish the fire and land the helicopter on the roof. Care must be taken of the strong winds on the roof top.

- When the operation is successfully completed, a blonde named Jennifer appears along with a "thank you."

3. Violent Eruption of Volcanic Island

Land on the heliport on the other side of the island.

- Avoid volcanic rocks spewing out of two craters.
- When the operation is successfully completed, Jennifer's twin sister appears along with a "thank you."

4. Archaeologist Lost in the Desert

Find and rescue the archaeologist who has disappeared somewhere in the desert.

- Care must be taken of sand storms. In this scene, the radar breaks down so the target distance must be checked constantly.

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'Lucky 8-Line' Update

Yamate USA smiling as latest ruling favors their copyright; Atlantic & Pacific Corp. ordered to re-submit key evidence

Who owns the copyright to *Lucky 8-Lines*, the video slot machine-type game marketed by Yamate USA Corp. (Dudley, Mass.) and by Atlantic & Pacific Amusement Corp. (Hilltop, N.J.)?

Yamate's Exec VP John Dugas claims his firm owns exclusive rights. Yamate sued A&P some time back, charging that A&P was distributing counterfeits. Yamate also asked a federal court to grant a preliminary injunction against A&P and its executive Myron Sugerman, to stop them from selling the allegedly counterfeit W-4 boards of the games.

RePlay has been furnished with a copy of the court's latest ruling as of our press deadline (document dated Sept. 6). This official court order had Yamate winning the most recent round against A&P. The judge in the case ordered A&P to come into court on Sept. 26 and surrender a PC board to the U.S. Marshal which the defendants had earlier put into evidence. This board was the cornerstone of A&P's case and, according to Yamate attorney Richard Stern, "it now appears to be spurious." According to the court order, the judge also wants A&P to explain why the court shouldn't reconsider granting Yamate a preliminary injunction.

REVIEW: ROUND ONE

The first hearing on this whole dispute took place back in March. Yamate showed that U.S. Customs had confiscated from A&P many PCBs containing ROMs that were 95% copies of Yamate's *Lucky 8-Line* W-4.

At that time, Sugerman responded by telling the court that *Lucky 8-Lines* had been distributed since 1983 without copyright notices. (The law says whenever many copies of a work are distributed without a copyright notice, more than five years before the copyright is registered, the copyright is forfeited.) A&P backed its claims by producing and demonstrating what it said was a 1983 Wing *Lucky 8-Line* W-4 board. Sugerman's witness Ruben Chirinchella told the court the board "had not been changed in any way" since at least 1984.

This "weighty evidence . . . would render Yamate's copyright invalid," Sugerman was quoted by *RePlay* as saying. Accordingly, the judge was convinced that the game was being marketed more than five years before any U.S. copyright registration. He doubted Yamate would be able to succeed on the merits of its copyright case (but it's important to note here: *the judge made no final ruling about Yamate's copyright validity in March).*

As reported earlier in *RePlay*, the judge therefore ruled "no preliminary injunction." At that time, *RePlay* printed the Sugerman group's assertions that it had "dealt a stunning blow" to Yamate on the ground that it "failed to show a reasonable likelihood of success at trial" on the charges of copyright infringement.

ROUND TWO

Yamate's Dugas told *RePlay* that his attorneys have now presented evidence to the court that the board used by A&P as evidence back in March contained chips which weren't even made until 1988 or '89. The makers of these chips (Harris Semiconductor and Panasonic/Matsushita) affirmed these manufacturing dates. The two firms have no connection with Yamate.

"This casts quite some doubt," Dugas stated, "on the genuineness of the PC board that Sugerman submitted to the court. Take away the spurious board and their whole defense is undermined. Then you are just left with the fact that in 1989 they were trafficking in large numbers of identical copyboards."

Accordingly, the judge ordered Sugerman and A&P to surrender the board in question and show cause why the prior order (no injunction) shouldn't be vacated . . . and why the court should not reopen preliminary injunction hearings. That was where things stood when *RePlay* went to press.

THE NEXT STEP

Dugas told this publication: "Our major concern is just to stop the counterfeiting of our games. We feel that the court will now give us the chance to protect our intellectual property rights, which is all we want to do. Accordingly, we have not referred any perjury or obstruction of justice charges to the U.S. Attorney's Office. Also, we're taking no action for revocation of probation, based on these new events, even though one of the defendants is on probation for a felony conviction."

Dugas added that Yamate will simply proceed with Yamate's claim against A&P under RICO statute (Racketeer Influenced & Corrupt Organizations Act). "We feel once any false evidence is cast out, the facts of the case overwhelmingly support us," Dugas said.

Dugas told *RePlay* that incorrect perceptions about the court's March, 1990 order had seriously hurt Yamate's business. He expressed concern that *RePlay's* July story created the impression that Yamate's copyright was dead. The truth was that this was still "early innings" and the judge "didn't even try to make a definitive ruling on the ultimate merits of the case or the validity of our copyright. He did **not** rule our copyright invalid. He left that to be resolved later at full trial."

MIS-INFORMATION ALLEGED

At the time, Yamate felt the judge had made a mistake (the court is supposed to presume copyrights are valid until proven otherwise). Yamate was ready to appeal on this point alone . . . but now they don't have to. Meantime, however, based on the March ruling and subsequent reports of same, "some people have spread misinformation around," Dugas said. "As a result, there's been much harmful misperception out there about the facts."

Korean and Taiwanese counterfeit versions of *Lucky 8-line* W-4 boards and *Fever Chance* W-6 boards are being sold into the U.S. at a price much lower than those of genuine boards, Dugas said. "Many people have the idea that there is open season on counterfeiting *Lucky 8-Line*. They're selling counterfeit boards and chip sets, and saying that's all right because the copyrights are dead.

"Some people *want* to believe that," Dugas continued. "Others are just looking for an excuse for dealing in illegal copies. But any claims that our copyright is dead, are simply false. It's a major disservice to legitimate operators and distributors to give out misinformation about copyrights and I hope the court's latest ruling will set the record straight. We're tracking down the counterfeiters so we can stop this trafficking in illegal boards and chips."

RePlay was advised that anyone needing a copy of the latest court order or wanting additional information can get it by contacting Yamate Exec VP John Dugas at 508/949-3595, or by calling Yamate's counsel Richard Stern at 202/659-1385.

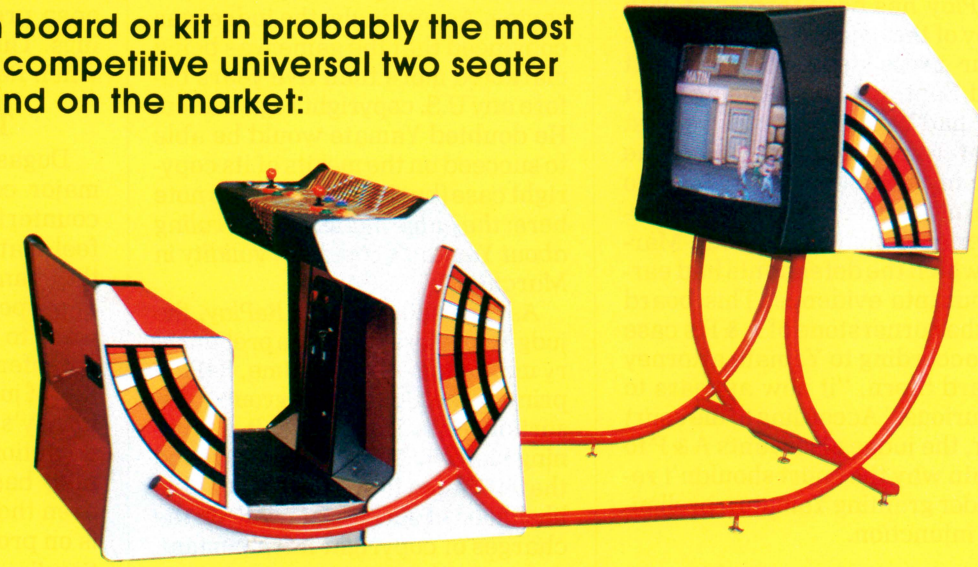
A&P'S RESPONSE

Reached for comment, defendant Myron Sugerman stated through one his attorneys Keith Beibelberg that "John Dugas is misleading the industry with claims that the *Lucky 8-Line* saga is being re-opened, just as he mislead the industry about his invalid copyright." Beibelberg added: "Wait for the court's ruling, not for Yamate's perceptions or predictions."

Atlantic & Pacific's corporate response was "keep buying." A&P and Sugerman are both countersuing Yamate, John Dugas and Yamate's Masahiro Shibata under RICO, the defendants' attorneys advised.

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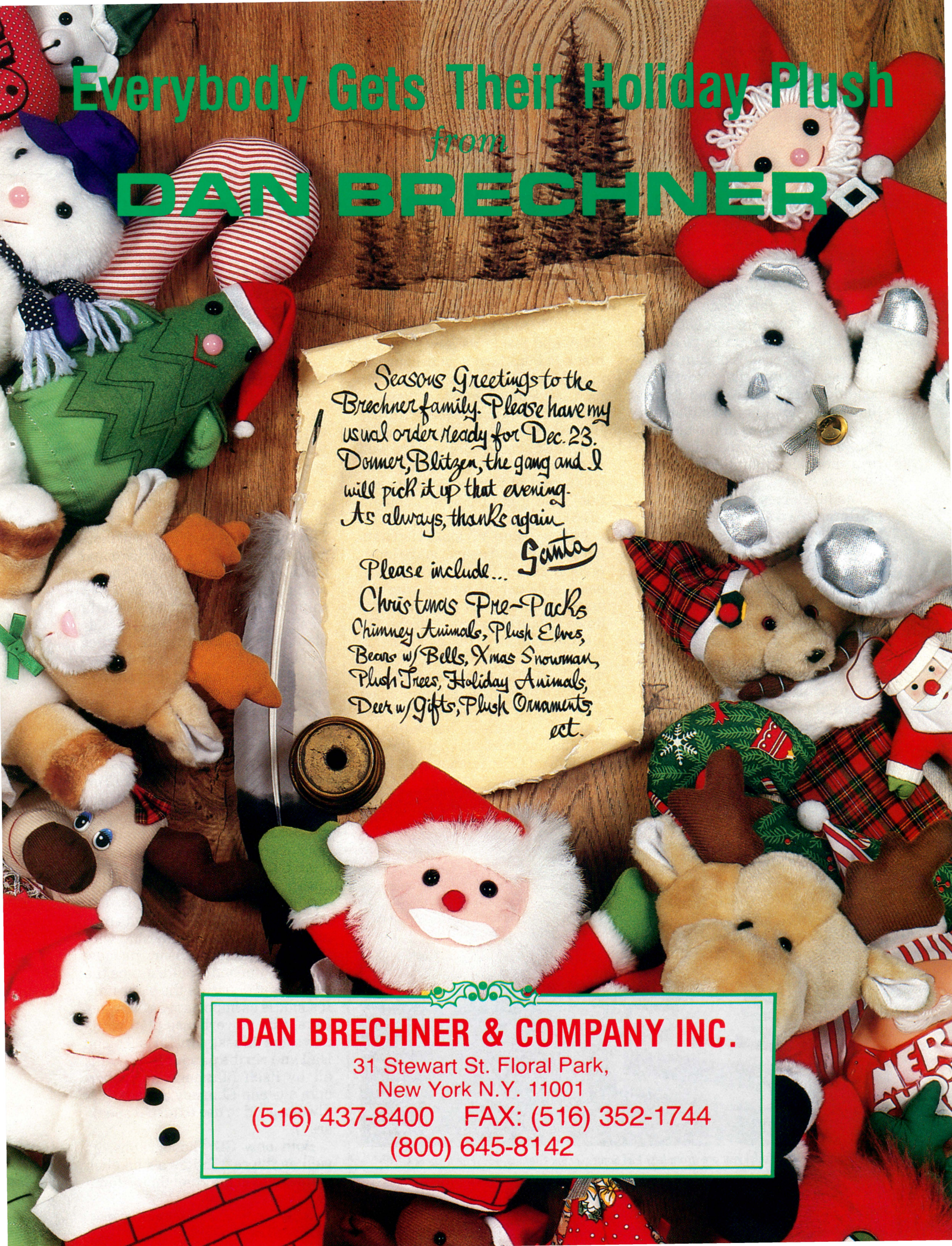
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Hot Time in the Mojave

Rowe Wows Dealers With New Juke Line;

"Hot, hot, hot" was the theme *and* the climate at the Rowe International Distributor Meeting held Sept. 13-15 at the La Quinta Hotel out on Southern California's blazing Mojave Desert. While the resort's air conditioning system worked double-time to shelter the Rowe distributors and executives in the meeting hall, the new music machinery the firm introduced supplied its own business heat.

The jukeboxes undraped on the platform sparked an enthusiastic fire among the dealers (when was the last time anyone saw an actual conga line formed up to celebrate a product introduction?). One smash appeared to be their brand new *LaserStar CD-51*...a compact-sized, lower-priced beauty that combines the marketing and aesthetic features the music operator wants. It is so compelling, it will surely give a quantum leap forward to the industry's transition from vinyl to compact disc boxes.

Joining the CD-51 on stage was another gorgeous box...the updated CD-100 (which has enjoyed big success for two years). This successor is called the *LaserStar CD-100A* and inside its new gold and black cabinet are sound improvements (e.g. it's louder and has improved fidelity, thanks to new speaker housing and crossover features). By itself, the new CD-100 is a visual jewel and should surely score well on the market. The real question is, what kind of "fraternal competition" will it get from the compact CD-51?

Music Group VP Joel Friedman, whose drive and charm make him a favorite with Rowe distributors, had the honor of introducing the units. After a brief reprise about Rowe's impressive role in the CD jukebox industry, the music came up and the drapes were pulled from the CD-51. The applause from the dealers was immediate (many stood and cheered and then raced forward for a hands-on inspection).

If first impressions count, this "tiny titan" of CD machines must have blushed. "The size is great for the smaller stops but it's also a fine box for the regular places," said one tradester. "It's so easy for the operators to handle," said another. It holds only half as many discs as its big brother, a feature many thought a plus for the operator who can't always afford the full load of CD albums. They loved the colors as well (it's jukey without being garish).

The machine was originally introduced to the European, Australian and New Zealand markets last May, and Rowe went on to sell thousands of them. Now American and Canadian dealers have it and should hit the ground running: goods began shipping just before the La Quinta meeting from Rowe's Grand Rapids plant, so operators in many locales will be able to inspect it at their local outlet right now (if they haven't seen it already).

This compact CD phonograph is a hit out of the box. Collection reports from the overseas market have been super, Rowe said. It has the aura that "godzilla" games like *Turtles* have when first seen and orders already placed ensure a busy production line for Rowe, but probably not busy enough to fill the expected demand. And yes, it's about $400 cheaper than the bigger CD-100A.

Understand that their new CD-100 is bold enough to make its own mark. Measured side by side with its original predecessor, its new sound components outdistance the power and clarity of the older unit. If sound is as important as many believe, this powerhouse (250 watts drive the tunes) can fill a Legion Hall and rip the paper off the walls all by itself (although as Lieberman's Glenn Charney stated, "it's always good to use external speakers").

Both new CD phonographs, as well as the rest in Rowe's jukebox stable (which they call their "fami-



Toasting the new model year are (from left) Mel Sonier, Frank Gumma, Joel Friedman & Glenn Charney. This champagne toast is now a tradition at Rowe's distributor meetings.

Presents a Sensational 51-CD Compact

ly of music"), are buyable now. The other products include their *CD WallStar* (a remote wall-mounted unit which hooks up either to a full jukebox or hideaway in the location and has enjoyed success overseas, but not exactly here yet), their *Video Jukebox* (which can be ordered with CD and vinyl capability), their *Nostalgic* 1015 clone (buyable in either CD or vinyl) and their *DanceStar* (which has an extra player in either the CD-100 or CD-51 in order to overlap selections in the disco fashion).

Rowe's Grand Rapids plant has already sprouted extra production lines to accommodate the demand for past products since the CD revolution began. They have three lines working now and are considering a fourth (according to Friedman, who was privately and publicly praised by other Rowe execs for being the "point man" in bringing the hot new products home).

"In this transition from CD to vinyl," said Friedman at their product intro, "we have enjoyed the trust and loyalty of the operator. Their endorsement of our products, and our response back with initial fixes here and there, have established Rowe's dominance in the domestic jukebox market. Therefore, they will be anticipating what we introduced here today, and with six weeks to go before AMOA we have a superb window to use. As I said, let's hit the ground running."

Rowe's highly popular Sales VP Jerry Gordon (whose vast knowledge of both distributing and manufacturing business makes him sort of the "security blanket" for so many of Rowe's dealers when they call for any and all things), made some telling remarks about the progress of CD music:

"The year 1991 will be pivotal," he began. "Joel and I know there's only so much money the individual operator has available to invest in his business and that it's still going to take some years before CD dominates vinyl. But, our guesstimate is that within five years, there'll be a CD-oriented jukebox business out there in the field."

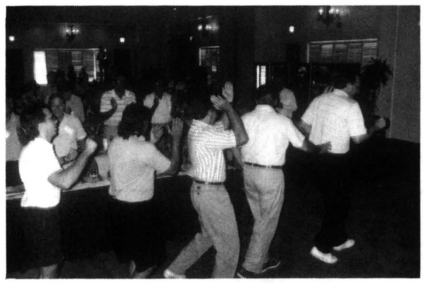
These Rowe people (Gordon and Friedman) very well know the operators have to discipline their bucks, weighing improved CD collections standing on one side, against capital investment in new hardware and software on the other. Rowe has aggressive machine sellers but they temper their drive with the reality of the marketplace. Obviously, however, they believe these new CD machines will send a jolt into the marketplace and as some quite naturally believe, the CD evolution (or revolution) will pick up a bit of speed, thanks certainly to the 51-disc unit compact.

Both Rowe execs were quick to remind the dealers that two among them were seminal in Rowe's entrance into CD hardware: Joel Kleiman (Pioneer/Milwaukee) and Mel Sonier (Eastern/Philly). Kleiman's "serious nudge" to get into the combo concept and Sonier's repeated pushing for *anything* in CD hardware played major roles in moving Rowe into its present posture. By the way, operators can still order vinyl and combo boxes in the *LaserStar's* new cabinets if they want, although Gordon did say "we do very little business in new vinyl" (and it didn't sound like the combo was a "forever machine" either).

It's too early to speculate which one of the machines will outsell the other. One prominent dealer said he bought half and half. "Look, the CD-51 was originally made for the foreign market where locations are smaller," he explained. "Many American operators would rather have Cadillacs than Fords, if you'll understand that comparison. While the features of the smaller machine are obvious, a lot of location owners will probably want the full 100-disc machine. Understand," he added, "a lot of operators don't put the full 100 discs in these things. They add them along the line and use the big



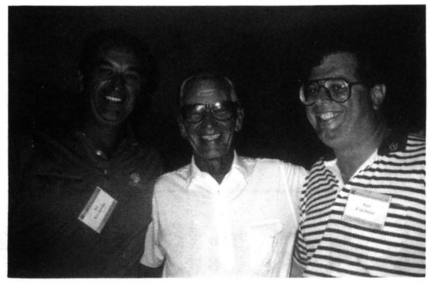
The epitome of the "work hard/play hard" concept is demonstrated by the Eastern/Atlas lads at the Rowe fiesta: Mel Sonier, their Rowe friend Rex Yannarell, Lou Larson, Jim Wittler & Frank Nolan.



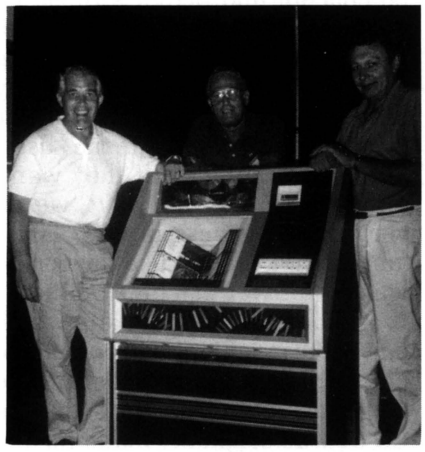
Believe it now? Rowe's new boxes were so roundly received, Atlas' Jim Wittler started up a conga line while other dealers clapped along.



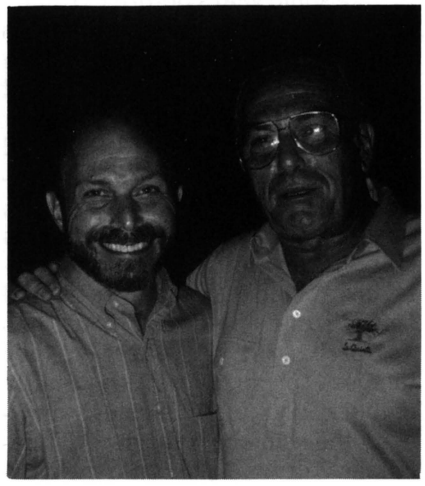
Friends gathered at La Quinta: Bob & Gerry Nims (with Joel Friedman behind), Jerry Gordon, Arnold Greenhut and Connie Schein.



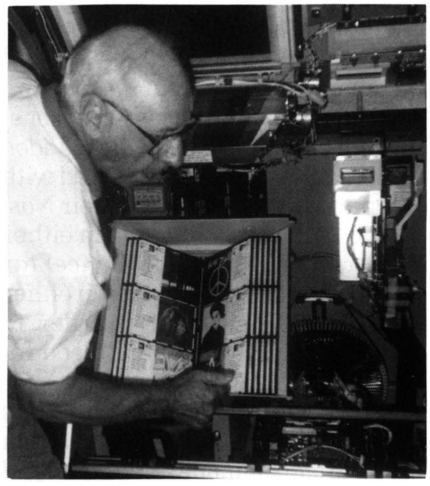
State Sales' Ed Kucharsky, Utah's Pres Struve and Rowe's Joel Friedman snapped en route to their separate social functions at La Quinta.



The LaserStar CD-51 *presented by Peter Hazlerigg, Arnold Greenhut & Mike Weston. Pete & Mike (of MAM in the UK) helped select the burgundy/chrome colors on the compact cabinet.*



Friendly? You bet! Steve Koenigsberg (left) gets congrats from Rowe supremo Arnie Greenhut for winning this year's President's Cup.



Kansas dealer Lou Ptacek shows how to remove the title page mech on the CD-51. *Lots of distributors dove into hands-on analysis.*

machine sort of as a library. But the smaller unit should definitely get some holdouts into the CD business," he further explained.

CORPORATE, VENDING & OTHER MATTERS

The day before the new jukeboxes were unveiled, Senior VP Ed Wiler chaired a conference for the distributors that covered many of the ancillary nuts and bolts that make the Rowe organization click. (Wiler has more seniority at Rowe than any other officer; he and another veteran, Carol Ganek, organized the whole La Quinta meeting.) Wiler began by introducing Rowe's Chairman Arnold Greenhut, describing him as "hard working and smarter than a whole tree full of owls."

This was the first meeting where Greenhut held the baton of command (after the departure of Bruce Cowles). He is an aggressive, adept and candid veteran of the higher halls of corporate life. He has also made it his business to dig into the minutiae of what makes Rowe work, and also what Rowe makes.

Greenhut praised the distributors, calling them the "best network in the world . . . record-setters who not only beat the competitors, but try to beat themselves." He said this greatly resulted in Rowe's "domination of the jukebox and bill changer industry" and also praised them for keeping up in vending, even though overall sales business has been down for the past year or more, perhaps as much as 20%.

"Rowe's dealers only suffered a small decrease," he told *RePlay* privately. Publicly, he talked about the consolidation of national vending accounts: there used to be a dozen, but now only six of these huge vending operations exist (Canteen, Morrison's, Service America, Greyhound Food Services, Marriott and ARA). Apparently, this consolidation resulted in quite a bit of lost vending machine business for manufacturers serving that field. Some have been buying next to nothing.

Rowe launched its *Genesis* full vending line earlier this year, providing its distributors with the ammunition to pull forward. And while vending machines are an important arm of Rowe's overall business, their present success lies in music and bill changers (they also have quite a few new changers now shipping).

Greenhut said the corporation has committed over $5 million toward research and development of new coin-op products, not counting several million plowed directly into the costly retooling needed for their music equipment developments. "Lots of dollars, time and resources have been committed by this organization for the long-term prosperity of the company and its distributors," he added.

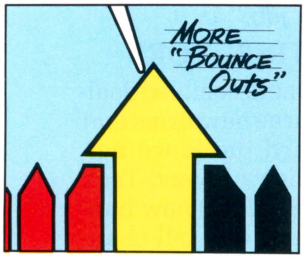
BENNIGAN'S

Greenhut, and later Jerry Gordon, revealed details of a unique deal to cover the 250-odd Bennigan's chain with Rowe jukeboxes. Initiated by Dallas distributor Bernie Williams (Commercial Music) and closed by Gordon with the chain's leaders, all of those establishments by Oct. 30 should sport a Rowe jukebox. They never had coin-op CD music before, although they do have video.

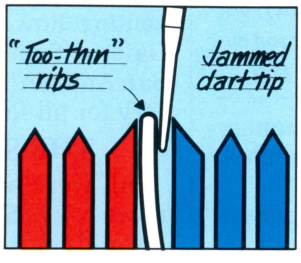
Gordon structured the contract

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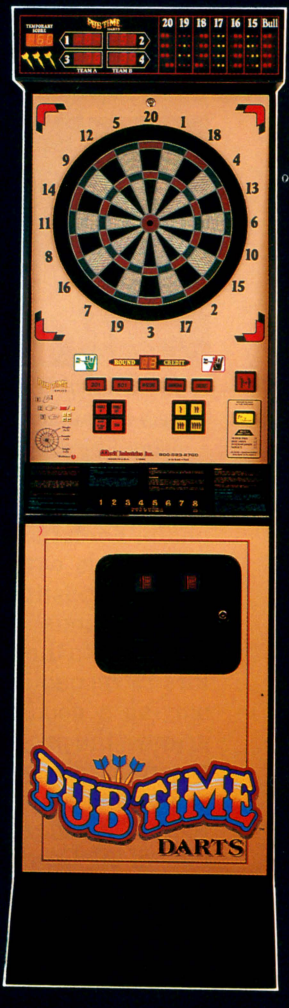


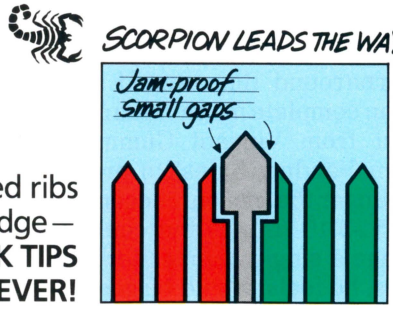
Spider overpowers appearance. More darts hit spider.



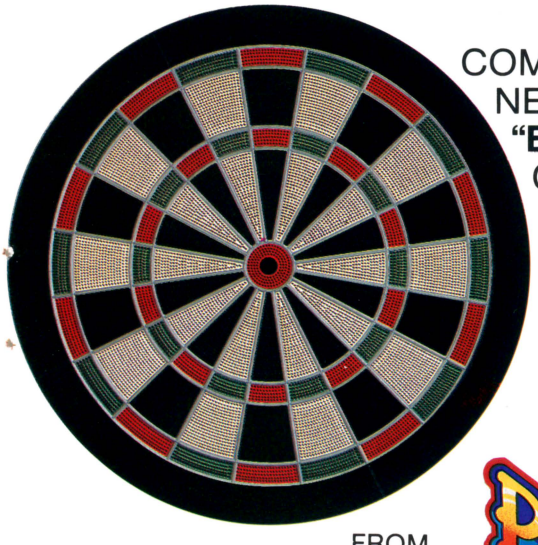
"Too-thin" ribs are flexible, allow tips to jam between spider and segments.

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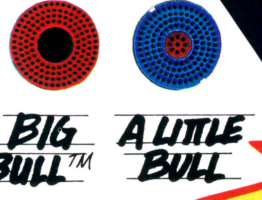




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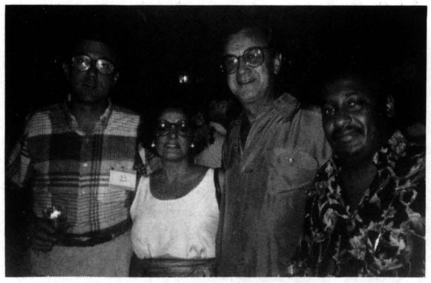
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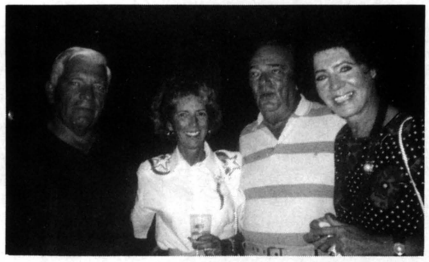
Copyright 1990



Rick Koch, Jeanette & Ray Galante and Mike Damtew from the Music-Vend/Dunis — Ray and Lou Dunis will be honored at ACME '91.



Appreciation time: Rowe's Carol Ganek & Joel Friedman show off the CD/vinyl "jukebox" plaque passed out to dealers for a job well done.



Bob & Donna LeBlanc with friends Joel & Peggy Kleiman are among the more popular distributing people in the business today.



Ready to attack the buffet are Craig Estey, Bill Kraft, Steve Koenigsberg, Bob LeBlanc and on the other side of the buffet, Johnny Lotz.

to observe the classic marketing chain. Each individual Bennigan's store deals with a local operator, often the existing operator, and the "commissions" on the jukebox purchases go to the individual distributors in respective locales. Besides moving a good number of phonographs, the program is viewed as a potential wedge toward enticing some other restaurant chains out of their "music resistant" posture. Best of all, Gordon said Bennigan's jukebox collections have been good.

WORLD CLASS COMPANY

Rowe sells products to some 31 foreign countries these days and views the opening of Eastern Europe with optimism. Greenhut himself recently closed the sale of $300,000 worth of venders with a Yugoslav trading company. Interestingly, they sell far more music machines overseas than vending and bill changers (although you'll see Rowe changers in the Singapore subway and in Italian railroad stations).

During a "meet the distributors" conference at La Quinta, where the dealers had the opportunity to publicly ask some pointed questions of Rowe engineers, Struve's Kent Larsen wanted to know if Rowe has entertained the idea of producing a "kit" to change older vinyl boxes into CD machines. Friedman said they're "still looking into it" but candidly felt there was little chance, citing the potential cost of such a product.

Another dealer wanted to know if Rowe ever intended making a can drink vender, but from the response given, the answer is obviously no. Other subjects discussed were board turnaround time, speed of delivery on complete machines and a request from Vincent Gumma (American Vending Sales) to produce a changer that not only accommodates $1-5-10-20 bills but could also change a single quarter for a token (this, he feels, would be good for game rooms).

Parts availability, product brochures, freon leakage from some refrigerated machines during shipment and a whale of a lot of other nuts and bolts talk kept the meeting lively. Finally, Shaffer's Bill Kraft invited Rowe engineers to make it their business to personally visit distributors in the field, and even accompany his salesmen on operator calls and get to know the "distributor's world." This idea was met with enthusiasm by the engineers on the dais.

Greenhut took the mike and said "All of these ideas I've heard have substance and we're happy you shared them with us. Please understand we have priorities like any other manufacturer, and that we'll never put anything out onto the market without thoroughly testing it first."

It's important to mention that a lot of compliments were passed from distributors to factory people during this exchange, certainly to Jerry Gordon for "being there." After one more "thank you, Jerry" remark from the floor, Gordon simply said "That's our job."

NEW DISTRIBUTORS

Gordon asked the assembled dealers to welcome three new firms that have come aboard the Rowe network: Al McCulley of Vend-Tech Services (Summit, Miss.) now handling Rowe vending and bill changers in Southern Mississippi and Louisiana (A.M.A. continues to represent Rowe jukeboxes in that region); New-Way Sales in Rexdale and Edmonton, Canada (now representing Rowe music) and Johnny Gatens' Southgate Distributing in San Antonio (appointed in his territory for all Rowe products).

THE SOCIAL SIDE

All work and no play is not the Rowe way. Social activities were layered onto the La Quinta meeting, from cocktail parties to dinner receptions, plus tennis and the usual golfing (a bit unusual this trip considering the need for wrapping wet towels around the head to ward off the desert sun). Lennie Olofson from Money Processing Systems (Phoenix) won low gross; Pres Struve piloted the golfing along with Rowe's Western rep Dave Hall.

The concluding Awards Banquet saw the presentations of "well done" plaques to Rowe dealers which had both CD and 45 singles on them. The President's Award went to Steve Koenigsberg of State Sales & Service (Baltimore) and the Rowe Cup was awarded to Dave Merrill of Rowe/Dallas (who was unfortunately awaiting a heart transplant and therefore unable to make the trip).

The majority of the group left for colder climes on Sunday, but with some hot machines to "carry home." Rowe stands tall in the CD saddle, huge in the bill changer/acceptor business and mighty as ever in full line vending. It's a three-pronged campaign both united and diversified and reminds all that being a Rowe distributor is a proud and profitable distinction in the distributing business. ◆

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LINE BOTTOM OF CRANE WITH DICE WITH SEASONAL COLORS TOWARDS PLAYERS VIEW

* CRANE TIP * • HOLIDAY MERCHANDISE SAVER •

cover story

Rx: Nintendo

world's most famous coin-op name to flex muscle for coin operators; meantime Dr. Mario *is the perfect prescription for VS. Systems*

If you were Nintendo of America, and your company had worldwide name recognition and unsurpassed entertainment value, what would you do with all that power? How would you go about helping coin machine operators, the folks who made you famous in the first place?

Well, rumor has it that Nintendo is using their incredible clout to open a fabulous new market for American coin machine operators. Into the bargain, Nintendo is reportedly working on an entirely new coin-op hardware system which has their people very excited up at Nintendo headquarters in Redmond, Washington.

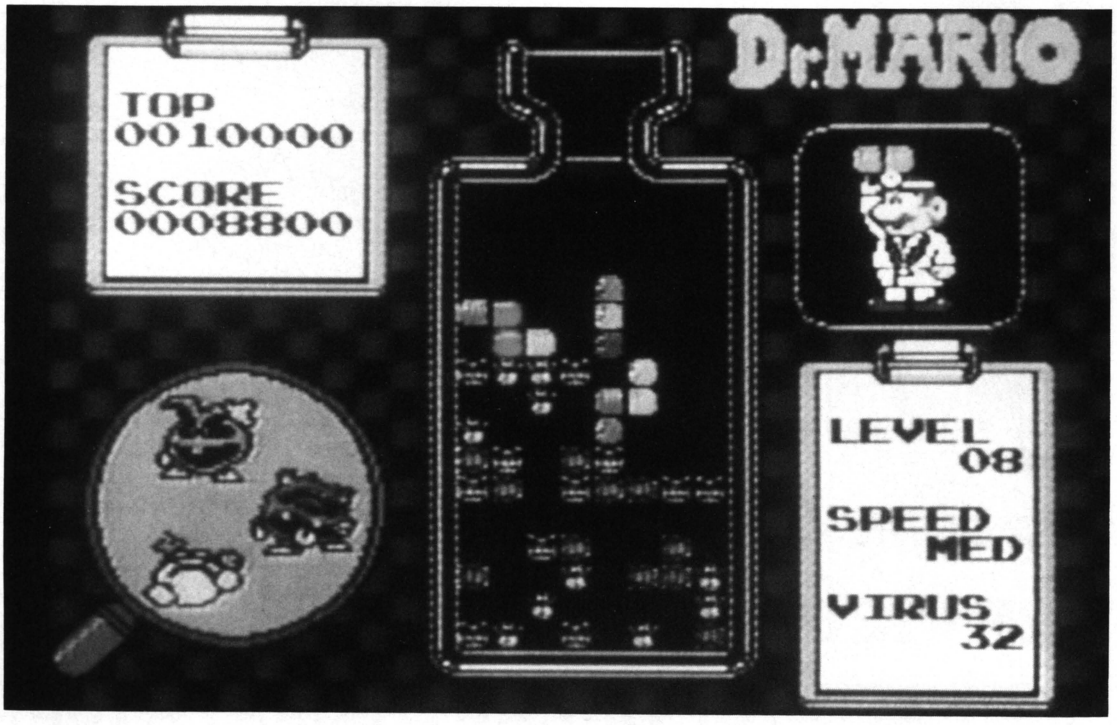
We couldn't get on-the-record confirmation of all this from the good folks at Nintendo of America, but we do say this is a company to watch! Before too long, American operators may come to feel — as many European and Mexican operators already do — that Nintendo is one of their best friends in the business.

The possible new market and new hardware mentioned here are expected to materialize a little ways down the road, so don't look for any dramatic new ventures from Nintendo at this month's AMOA Expo. For the present, the firm continues rolling along with its latest VS. system kit, *Dr. Mario,* and with the 50-plus software game library for their versatile *PlayChoice* system (available with five- or ten-game menus, as an upright, countertop, VS. conversion, etc.).

"Really good initial orders" on the *Dr. Mario* video game kit are reported by Nintendo VP Al Stone. That's no surprise, since *Dr. Mario* features Nintendo's hottest cartoon characters, the Super Mario Brothers . . . and since it's the first game for VS. systems in years.

Dr. Mario bowed to the trade earlier this year. For many operators who still had not converted their VS. cabinets over to *PlayChoice* (Nintendo sold perhaps 100,000 VS. systems in the mid-1980s), *Dr. Mario* represented the fulfillment of an impossible dream. "For the price, it's almost a godsend to a lot of operators," said Nintendo VP Al Stone. "Plus it's revitalizing a lot of VS. cabinets that had not been converted, which were no longer earning a great number of dollars," he added.

Nintendo feels plenty of VS. system cabinets are still on location which have not been converted yet. "I think anyone who's got a VS. cab-



A screen shot from Nintendo's Dr. Mario *video which bowed in August for the firm's popular VS. System cabinets. It's a fun strategy game.*



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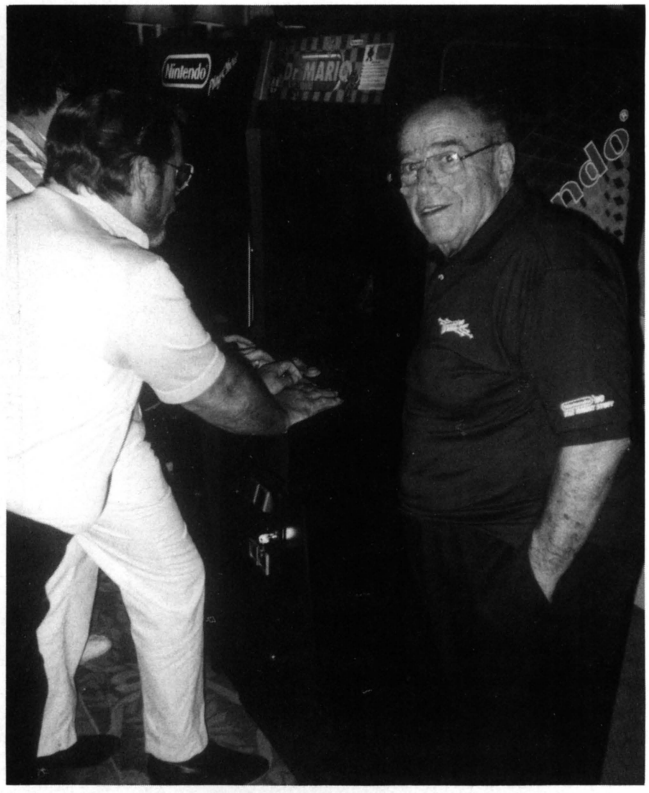
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Left, Nintendo folks & friends at their ACME show booth. Right, Don Waters tries out Dr. Mario *while Johnny Bilotta awaits his turn at the game's debut.*



Nintendo's still very active with PlayChoice *(over 45 game titles are available for the system). Their Art Gallagher shows off the new marquee that very displays the Nintendo logo very prominently.*

inet sitting around eventually will put in a *Dr. Mario*" Stone predicted. "It's one of the most profitable uses of that cabinet today."

Dr. Mario will be shown at the AMOA show, along with possibly some new *PlayChoice* software. Over 45 games are available now for *PlayChoice* "and we'll support it for the foreseeable future," said Stone. "In fact, we'll continue to support *PlayChoice* as long as operators keep buying it — and they are!"

Sales of *PlayChoice* systems in the U.S. have perked along, especially since Nintendo bowed its line of "VS. to *PlayChoice*" conversion kits last year. The *PlayChoice* system has shown pockets of strength, especially when and where dealers get behind it (such as some key distributorships in the South).

Worldwide, *PlayChoice* remains the perfect "video jukebox" for cost-conscious operators. In Mexico, "sales are going about 100% better than planned," Stone reported. "The AAMA-sponsored show in Mexico City was very helpful to our Mexican manufacturer and distributor, Mexel. We went shopping for a partner in Mexico, not just a representative, and we found a very good one in Jacobo Shemaria, Mexel's president. He talked to a tremendous number of potential customers during the July show in Mexico City, and he's still moving lots of product."

In Europe, coin-op markets in some nations are not moving at the same clip as a year ago, but "we're still doing fine there," Stone said. It was two years ago that British operators voted to honor Nintendo's *PlayChoice* as "Video Game of the Year."

As stated, when American operators eventually see what Nintendo's cooking up for them, they may join the worldwide "I love Nintendo" club.

FRANK TALK



by Frank "the Crank" Seninsky

"Salem" Witch Hunt, 1990: the Anti-Cigarette Vending Machine "Smoke Screen"

Have you ever been made to feel like you're the "bad guy?" I have. It happened in early July, when I attended a town council meeting in East Brunswick, New Jersey. What happened to New Jersey operators in this instance is a classic example of public hysteria and the "Salem Witch Hunt" mentality. (To be fair, they weren't just picking on Salems. They also targeted Marlboro, Kent, Winston, etc.).

East Brunswick wanted to be the first city in the Northeast (not just the state of New Jersey) to ban cigarette vending machines entirely. It was an open secret that the town mayor, Jack Sinagra, hoped to ride this issue for publicity in his campaign to become a state senator.

Sinagra and the city attorney even admitted that the city lacked legal authority to enact such a ban! They were doing it to "send a message" to the state government. . . and hoping that by the time the proposed ban takes effect (Jan. 1, 1991), the state will have given municipalities the authority to regulate cigarette machines.

Obviously, then, the mayor's whole campaign to ban cigarette vending was vote-grabbing at its most shameless. One local magazine said, "Mayor Jack Sinagra has come under fire for proposing the ban, which critics say is a move to hog the political limelight."

The city council set July 9 as the date for public hearings and a vote on Sinagra's proposed ban. I went to this meeting in my capacity as president of AMOA-New Jersey, along with about 40 other operators. Prior to the formal meeting, we spoke individually to several council members.

Privately, they admitted that their proposed ordinance to ban cigarette vending was probably unconstitutional. State law does not give our cities the right to regulate state-licensed machines. They also admitted it was discriminatory: why stop operators from selling a legal product, in a state-licensed, legal machine. . . yet permit retailers to sell cigarettes over the counter?

Before the public hearings began, half of the council members told us, in confidence, they would not support the ban. Welcome to the world of politics.

The actual hearing began with the sudden glare of TV publicity and an abundance of newspaper reporters. TV cameras from different regional newscasts picked up every word and look. Bright lights really made the council members aware that they were literally in the public eye. Each council member smiled through the proceedings. They were all playing to the crowd.

The anti-smoking people had many spokespersons who offered testimony: doctors, mothers, teenagers, anti-smoking lobbyists. . . they brought the whole anti-smoking "circus" to the hearings. Their argument was that if they could limit teenage smoking now. . . and thereby save the life of just one minor 40 years from now. . . the ban would be well worth

it. As they trampled onward to this anti-smoking goal, none of them seemed very concerned about any persons or legal principles which stood in their way.

Fortunately, the operators and their attorney weren't alone in defending their rights (which is often the case at such hearings). This time we had some clear-thinking citizens who agreed with us that the ban would be unfair. They also agreed the ban would not, in any way, prevent minors from obtaining cigarettes.

The problem was, the "carton" was stacked against us from the beginning. When our side spoke, nobody on the council listened. Our statistics and evidence were ignored. When the vote came — on camera — it was unanimous. The ban passed.

This event was just one small example of a huge, national trend: the anti-smoking lobby in America today is "out to get" tobacco. Tobacco is the real target here, not operators. But the anti-smoking lobby doesn't know where to start, so they just lash out at the first easy victim: cigarette machine operators.

Their logic is all wrong. The anti's feel that by shutting down cigarette venders, they have hurt the big, bad tobacco companies. They have the crazy idea that banning cigarette vending will keep tobacco out of the hands of minors. Anti's assume that our machines are minors' main source of cigarettes. Wrong! Minors' main source of cigarettes is "over the counter" locations such as gas stations, convenience stores and grocery stores...as well as from adult smokers and from friends who are of legal age.

The truth is, cigarette vending bans are not a tobacco issue at all. *Does the coin machine business really want to beat the anti-smoking lobby? Then we must separate ourselves from the tobacco companies.* We must make the public realize that banning cigarette vending does not hurt the tobacco companies; it helps them. If you take cigarette machines away, most places that had them will sell tobacco over the counter...which means a loss of inventory control, higher theft rates, more carton sales, lower per-pack prices (and a correspondingly higher sales volume). All of which adds up to higher profit for the tobacco companies!

Think about it. The cigarette machine was invented to control the inventory and distribution of cigarettes. It's the only device on the market that does offer such control. That's why locations call for it; that's why there's a demand for this machine. Any establishment that wants to cater to their smoking customers, must decide whether to sell over the counter or through machines.

Selling over the counter is an even bigger problem if a location has teenage employees (many do). It's not realistic to expect teens to check their friends' ID and then deny them the product. Over-the-counter sales and teenage employment could become mutually exclusive. Banning cigarette venders could eventually lead to the loss of many thousands of jobs for teenagers. The kids will be out on the street, looking for something to do...such as smoke cigarettes. Do those who want to ban cigarette machines really want this result?

What's the solution? The cigarette vending machine! In New Jersey, operators have sued the City of

TOP HITS OF JAPAN

from Game Machine magazine Sept. 15, 1990

TOP 25 VIDEO COCKTAIL

	Model (manufacturer)
1	Quiz H.Q. (Taito)
2	Raiden (Seibu)
3	Magic Sword (Capcom)
4	TMNT [Turtles] (Konami)
5	Columns (Sega)
6	Tetris (Sega)
7	World Stadium '90 (Namco)
8	Out Zone (Toaplan)
9	M. Jacksons' Moonwalker (Sega)
10	World Cup '90 (Tecmo)
11	Hammerin' Harry (Irem)
12	M.V.P. (Sega)
13	Final Fight (Capcom)
14	Combatribes (Technos)
15	Mercs (Capcom)
16	Air Dual (Irem)
17	Bonanza Bros. (Sega)
18	Super Masters (Sega)
19	Lighting Fighters (Konami)
20	Adventure Quiz II (Capcom)
21	Gate of Doom (Data East)
22	Shanghai World (Capcom)
23	Capcom World (Capcom)
24	Thunder Fox (Taito)
25	Mustang (UPL)

TOP 15 UPRIGHTS & COCKPITS

	Model (manufacturer)
1	Final Lap [deluxe] (Namco)
2	Air Inferno [deluxe] (Taito)
3	Beast Busters (SNK)
4	G-LOC [deluxe] (Sega)
5	WGP [deluxe] (Taito)
6	Hard Drivin' (Atari/Namco)
7	Big Run (Jaleco)
8	Super Monaco GP [dlx.] (Sega)
9	Battle Shark (Taito)
10	Out Run [deluxe] (Sega)
11	Continental Circus (Taito)
12	Operation Thunderbolt (Taito)
13	Turbo Out Run (Sega)
14	Winning Run (Namco)
15	S.C.I. (Taito)

TOP 5 FLIPPERS

	Model (manufacturer)
1	Phantom of the Opera (Data East)
2	Rollergames (Williams)
3	Jokerz! (Williams)
4	Whirlwind (Williams)
5	Banzai Run (Williams)

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East Brunswick. Part of our suit says we propose to outfit cigarette venders (in locations that have minors, where the cigarette machine isn't very close to adult supervision) with a gadget to control vending sales. The device (called a "remote control, coin-activated, lock-out device") works on the same principle as a garage door opener. Aim the gadget at the machine, press the button and only then will the machine accept coins . . . and then only for a single purchase.

An adult manager at the location must carry this remote device around with him at all times. When somebody wants to buy cigarettes, the manager checks visually (or checks ID, if age is questionable) to make sure they are of legal age. If they are, the manager presses the button (from up to 50 feet away) and the machine takes the money and vends a pack of cigarettes.

Prudent use of cigarette machines that are equipped with this lock-out device — coupled with stiff penalties for violators, and rigid enforcement — is the only realistic way to keep cigarettes out of minors' hands. And we would definitely like to see stiff penalties on the books for over-the-counter sales to minors. That's where 97% of cigarette sales happen. Less retail counter sales and more cigarette machines is the solution . . . not the problem!

Personally I don't operate cigarette vending machines, but I'm deeply concerned about the anti-tobacco "Witch Hunt" because it could lead to even nuttier bans. What's next, a ban on soft drink and candy venders? A ban on letting teenagers hang out together in locations such as bowling centers, movie theaters and shopping malls? A ban on pinballs and video games?

In many places around this country, our industry is losing the cigarette war . . . often without a fight. We don't go in "on the offensive," we go in "already defeated." Why lie down and die? We aren't the enemy! We haven't done anything wrong, either. The "tobacco control" argument advanced in this column is a powerful weapon we can use to take the offensive, defend our rights and be *part of the solution.* Remember, we are selling a legal product from properly-licensed, supervised machines.

I hope operators who've digested the above information can work to educate their communities on the truth about cigarette vending. Start telling your local leaders: "I'm not one of the 'tobacco people.' I'm a machine operator who offers music, amusement games, pool tables, and jukeboxes . . . just like a convenience store isn't one of the tobacco people, either. Just because C-stores sell baseball cards, apple pie and cigarettes, doesn't mean they are the bad guy. If you want to control cigarette sales, we operators are your best allies. Work with us, not against us!"

I hope operators across the country can slow or stop the snowballing bans on cigarette vending. We'd better stop it . . . now! As Yogi Berra said, "It ain't over till it's over." And it ain't over. So let's go get 'em! All the operators in different states are fighting this same issue, using different tactics and piecemeal strategy. Let's unite and fight this battle on a nationwide front. Let's concentrate on a single, winning argument: how *cigarette machines help prevent minors from smoking.* And let's show this article to every relevant official, starting with the Surgeon General of the U.S.!

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By Erin Van Stern

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Make a fast break for Konami's newest, hippest hoops game, **Punk Shot.** Street basketball in its raw form is brought to the screen in this zany combination of sports prowess and fighting ability.

Reputations are on the line as the Ramblers take on the Slammers—two of the toughest two-man teams around. Choose your turf—you can play either downtown in the alley, at the local park, or dock side. There's no home court advantage either way, and plenty of onlookers are on hand at all locations to provide cheering and jeering on the sidelines.

The teams are rough and ready to play. The rules? There aren't any in this 'hood. It's time to play dirty, and both sides know it. You can pass the ball to your teammate, or shoot for a basket, but always remember to watch your back! Punches fly as the players try to steal the ball away from each other—fists speak louder than words in this game. To be victorious in this match, you must have an awesome combination of lightning speed, sharp reflexes, and great timing, not to mention prizefighting skills. To add to the chaos, there are obstacles that further challenge the game play, including a little old lady who thinks that you street-wise guys are a bad addition to the neighborhood.

But you don't care about her or anything else that tries to get in your way. Your mind is on one thing only—winning. And whatever it takes, you have to do it, because the losers wind up being objects of ridicule, while the winners are hailed as kings of the neighborhood.

KONAMI®

MACHINE CATALOG

coin-operated amusement product brought to market from December 1989 to September 1, 1990

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VIDEO GAMES *(dedicated uprights, deluxe simulators, sitdowns, conversion kits & systems)*



DJ BOY
Maker: American Sammy
Phone: 213/320-7167
Theme: street fighting on roller skates; game features the voice of the famous radio DJ Wolfman Jack; large characters and lots of background details
Specs: horizontal kit
Released: April 1990



COMBATRIBES
Maker: American Technos
Phone: 408/996-1877
Theme: street-fighting action game with great graphics plus buy-in and continuation feature
Specs: conversion kit for two- or three-player games (operator-selectable via dipswitch)
Released: June 1990



FOUR TRAX
(with stationary seat)
Maker: Atari
Phone: 408/434-3700
Theme: ATV racing for two players (can be linked with other units)
Specs: upright model with non-moving Seats (as opposed to simulator-style seats available on the deluxe model)
Released: April 1990



KLAX
Maker: Atari Games
Phone: 408/434-3700
Theme: stack the colored tiles in a line or diagonally to make a "Klax"; numerous skill levels; for one or two players
Specs: available in regular-sized uprights, cabarets and in universal kit form
Released: February 1990



HYDRA
Maker: Atari Games
Phone: 408/434-3700
Theme: terrorist battle game that combines driving, flying & shooting with nine missions for the game's character, Hydra
Specs: mini-upright with neat white plastic top and kit versions (for 19" and 25" monitors)
Released: June 1990



PITFIGHTER
Maker: Atari Games
Phone: 408/434-3700
Theme: fighting game with unique digitized graphics
Specs: dedicated 3-pl. upright
Released: August 1990



RACE DRIVIN'
Maker: Atari Games
Phone: 408/434-3700
Theme: new version of the firm's popular *Hard Drivin'* with two new tracks
Specs: available in dedicated models and update kits
Released: August 1990

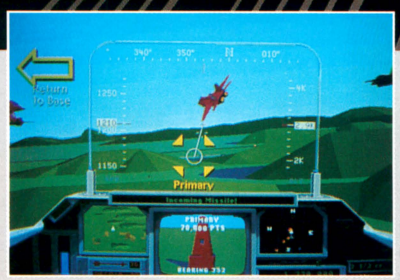


THUNDERJAWS
Maker: Atari Games
Phone: 408/434-3700
Theme: one- or two-player (simultaneous) game with fighting and shooting on land and underwater
Specs: horizontal kit for 19" and 25" monitors
Released: June 1990

Ready for Takeoff!



- ***Exciting gameplay.*** Research reveals a wide base of support. Revolutionary 3-D graphics attract constant crowds.
- ***Multiple buy-ins.*** Players drop coins to buy additional fuel and better weapons.
- ***Repeat play.*** Multiple missions in six arenas, plus challenging Ace mode keep players coming back for more.
- ***Support.*** Constructed of American-made parts and controls. Competent, courteous phone support. Detailed operator's manual.





MICROPROSE™ games

180 Lakefront Drive
Hunt Valley, MD 21030
(301) 771-1151



MAGIC SWORD
Maker: Capcom
Phone: 408/ 727-0400
Notes: medieval battle against dragons, bears, etc. through 50 levels with choice of two endings
Specs: 1- or 1-pl. co-op with buy-in; universal horizontal kit
Released: August 1990

FINAL FIGHT
Maker: Capcom
Phone: 408/727-0400
Theme: street fighting game that picks up where the firm's previous *Street Fighter* video left off
Specs: universal horizontal kit and for Capcom's CPS system
Released: January 1990



MERCS
Maker: Capcom
Phone: 408/727-0400
Theme: three-player game in the firm's CPS line; mercenary battle game
Specs: dedicated
Released: April 1990

BALLARENA
Available from: Chevalier Trading
Phone: 408/298-4250
Theme: shoot away at balls in various arrangements and progress to the next level; eye-catching graphics and colors
Specs: 1- or 2-pl. horizontal kit
Released: April 1990

GATE OF DOOM
Maker: Data East
Theme: two-player game of magic spells & fantasy role-playing with nice graphics
Specs: horizontal kit
Released: July 1990



TWO CRUDE
Maker: Data East
Phone: 408/286-7074
Theme: street fighting game in which the player can pick up items and throw them at the bad guys
Specs: not available at presstime
Released: April 1990



VAPOR TRAIL
Maker: Data East
Phone: 408/286-7074
Theme: jet air battle game in which the player blasts mechanical monsters and other aircraft
Specs: 2-pl. vertical kit & upright
Released: April 1990



RAIDEN
Maker: Fabtek
Phone: 206/882-1093
Theme: spaceship-type vehicle battles of Earth-like terrain against a non-stop assault of enemy vessels
Specs: 2-pl. (simultaneous) vertical kit
Released: April 1990



SPORTS MATCH
Maker: Fabtek
Phone: 206/882-1093
Theme: player tries to connect pairs of sports-themed tiles by moving in a straight line or with one 90-degree turn; progress to next level by clearing the screen of all pairs
Specs: 1- or 2-pl. horizontal kit
Released: April 1990

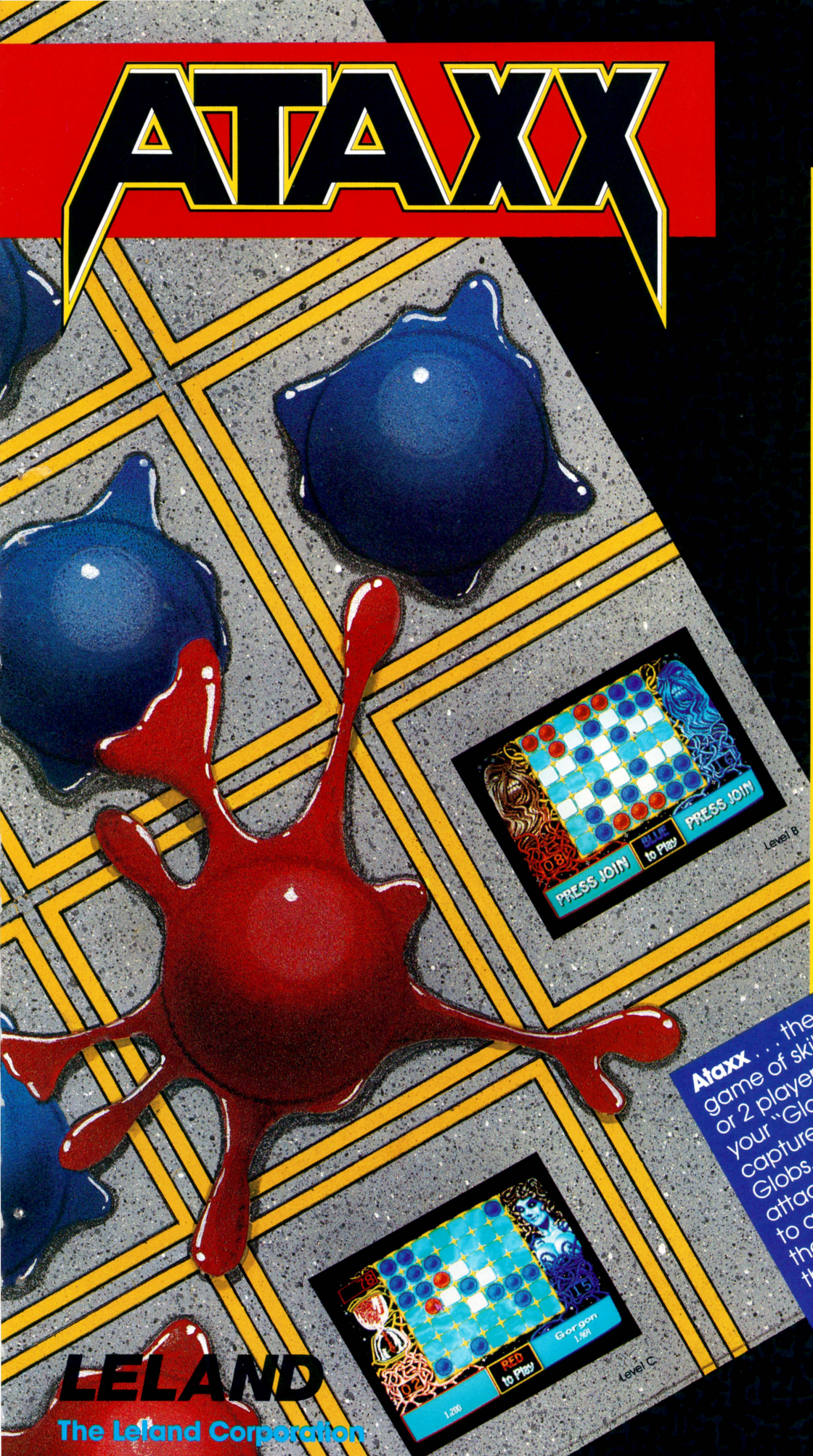


WHEEL OF FORTUNE
Maker: GameTek
Phone: 800/327-5062
Theme: duplicates hit TV show; foreign language versions available
Specs: dedicated, horizontal kit, countertop, or cocktail



SLICK SHOT
Maker: Grand Products
Phone: 708/766-8282
Theme: video pool game in which the player shoots a real cue ball (on a felt surface) with a short cue trying to sink balls shown on the tilted 25" monitor; authentic sound effects
Specs: dedicated, housed in a cabinet roughly the size of an upright video
Released: April 1990

ATAXX





Dedicated Cabinet

Ataxx . . . the mind-bending game of skill & strategy for 1 or 2 players. You maneuver your "Globs" into position to capture your opponent's Globs. But while you're attacking them, they're trying to attack you. The one with the most Globs at the end of the game is the winner. Sound simple? Well, each level of **Ataxx** is tougher than the one before. **Ataxx** features new opponents, constant challenges and a compulsive game play that pulls players back again and again.

LELAND

The Leland Corporation
1841 Friendship Drive, El Cajon, CA 92020 (619) 562-7000



R-TYPE II
Maker: Irem of America
Phone: 206/882-1093
Theme: 1-pl. sequel to the shoot-em-up game
Specs: horizontal kit
Released: April 1990



META FOX
Maker: I-Vics
Phone: 408/492-1296
Theme: player pilots a Corsair prep jet all the way up to a F-36 Sabre to a FA-18 Hornet as he progresses through air to air, air to land and air to sea battle
Specs: 2-pl. (interactive) vertical kit with continuation and buy-in feature
Released: April 1990

SUPER POOL 3
Maker: I-Vics
Phone: 408/492-1296
Theme: video pool game with lots of realism
Specs: horizontal
Released: June 1990

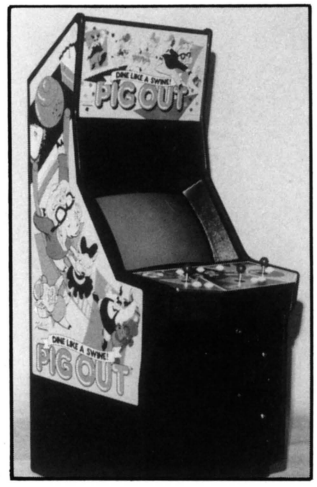


ALIENS
Maker: Konami
Phone: 312/215-5100
Theme: video based on the scary motion picture with crew members battling the hideously nasty alien life forms
Specs: 2-pl. (interactive) horizontal kit with buy-in and continuation features
Released: April 1990



LIGHTNING FIGHTERS
Maker: Konami
Theme: 2-pl. (interactive) game in which the player pilots an aerospace jet fighter to defend the Free World
Specs: vertical conversion kit
Released: June 1990

OFF ROAD 2-Player
Maker: Leland
Phone: 619/562-7000
Theme: same off-road, 4WD racing action of the full-sized three-player game, but in standard size upright version for two players; also features "Track Pak"
Specs: dedicated
Released: April 1990



PIG OUT
Maker: Leland
Phone: 619/562-7000
Theme: pigs gobble up lots of food as they raid warehouses, hotels, etc. while avoiding Al the Butcher, as well as wolves that lurk just about everywhere
Specs: 3-pl. dedicated with 25"monitor
Released: July 1990



WORLD SOCCER FINALS
Maker: Leland
Phone: 619/562-7000
Theme: video soccer with lots of realism
Specs: dedicated 4-pl. upright with 25" monitor & stereo sound
Released: June 1990



F-15 STRIKE EAGLE
Maker: MicroProse
Phone: 301/771-6700
Notes: jet-fighting simulation with outstanding realism and great 3D polygon graphics (which allows the player to fly all around an object, not just move along a fixed, preprogrammed 2-dimensional track)
Specs: dedicated game
Released: July 1990



PIG SKIN
Maker: Midway Mfg.
Theme: tongue-in-cheek football action from the Dark Ages for 1- to 2-players with a lot of neat touches including the "Team Attitude Adjustment Button" and a trap door on the playing field that drops the brawling players into a dungeon
Specs: dedicated upright
Released: July 1990

OUTZONE™

OUTZONE

TIME: 21st CENTURY
PLACE: REMOTE OUTPOST IN SPACE
MISSION: TO RESCUE YOUR COMRADES AND SHUTTLE CRAFT FROM THE OUT ZONE









* A TWO PLAYER INTERACTIVE VERTICLE CONVERSION KIT

22857 LOCKNESS AVENUE, TORRANCE, CALIFORNIA 90501
PHONE (213) 539-2744 FAX (213)539-3626

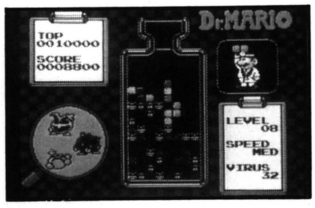
ROMSTAR® inc.



TRI-SPORTS
Maker: Midway Mfg.
Phone: 312/267-2240
Theme: video pool, bowling and miniature golf (there are 4 different pool games and 3 bowling)
Specs: vertical kit
Released: January 1990



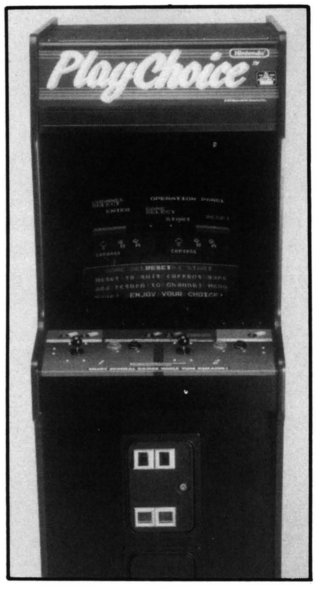
TROG
Maker: Midway
Phone: 312/267-2240
Theme: 4-pl. game with a cute, prehistoric cast of "Trog" the caveman and four cute dinosaurs (the player builds a maze to guide his dino home while trying to keep from getting eaten by Trog)
Specs:dedicated
Released: April 1990



DR. MARIO
Maker: Nintendo
Phone: 800/633-3236 or 206/882-2040
Theme: Dr. Mario has rounded up all the destructive viruses in a jar and has the pills to eliminate them, but needs the player's help in guiding the pills horizontally & vertically to the virus
Specs: a VS pak also for PlayChoice



PLAYCHOICE COUNTERTOP
Maker: Nintendo
Phone: 800/633-3236 or 206/882-2040
Notes: a 5- or 10-game countertop with swivel-screen just like the *PlayChoice* upright.

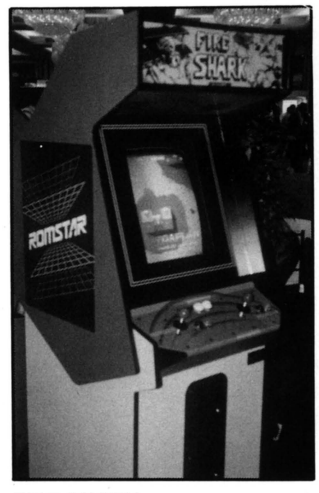


PLAYCHOICE SYSTEM
Maker: Nintendo
Phone: 800/633-3236 or 206/882-2040
Theme: dedicated upright cabinet houses multigame video system; two versions available with five-game or ten-game capacity; games operate on timer

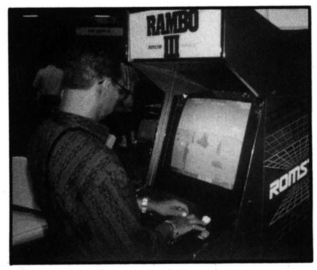
PLAYCHOICE SYSTEM CONVERSION KITS
Maker: Nintendo
Phone: 800/633-3236 or 206/882-2040
Theme: converts VS Dual Upright and VS Dual Table system cabinets to the *PlayChoice* video system; also available are kits to convert VS UniSystem, *Punch-Out!!, Super Punch-Out!!* and *Arm Wrestling*

PLAYCHOICE GAMES
Maker: Nintendo
Phone: 800/633-3236 or 206/882-2040
The latest titles for this system are: *Captain Skyhawk, Dr. Mario, Ninja Gaiden II, Rescue Rangers* and *Super C*

In addition to those latest *PlayChoice* products, the following titles are also available: *Super Mario Bros. 3, Teenage Mutant Ninja Turtles, Ninja Gaiden, Tecmo Bowl, Fester's Quest, Baseball Stars, Pinbot, The Goonies, Pro Wrestling, Gradius, Volleyball, Duck Hunt, Super Mario Bros., Double Dribble, Castlevania, Excitebike, Baseball, Tennis, Golf, Hogan's Alley, Wild Gunman, Track & Field, Metroid, Balloon Fight, Mario Bros., Trojan, 1942, Rygar, Rush'N Attack, Kung-Fu, Contra, Mike Tyson's Punch-Out!!, Double Dragon, Gauntlet* and *R.C. Pro Am*

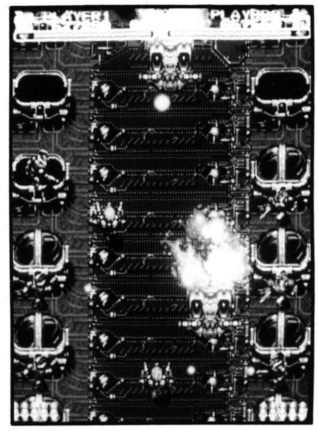


FIRE SHARK
Maker: Romstar (licensed from Toaplan)
Phone: 213/539-2744
Theme: sequel to *Sky Shark;* action is WWI flying with 10 different scenes
Specs: 2-pl. (simultaneous) vertical kit
Released: April 1990

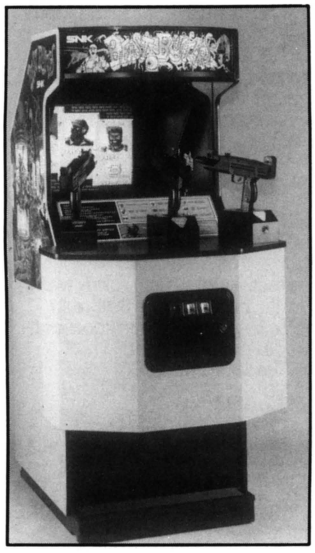


RAMBO III
Maker: Romstar
Phone: 213/539-2470
Theme: action and adventure based on the movie
Specs: universal horizontal kit
Released: January 1990

SNOW BROS.
Maker: Romstar
Phone: 213/539-2744
Theme: loveable snowmen throw snowballs at funny red devils and then roll the devils up into giant snowballs
Specs: 2-pl. horizontal
Released: April 1990



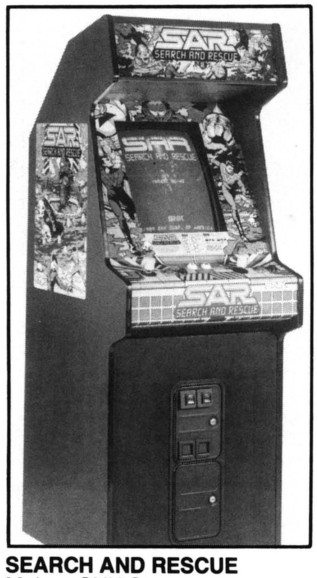
OUT ZONE
Maker: Romstar (licensed from Toaplan)
Phone: 213/539-2744
Theme: shooting game set in the 21st century in which the player tries to rescue comrades and a shuttle craft from the Out Zone
Specs: vertical kit for two players (interactive)
Released: August 1990



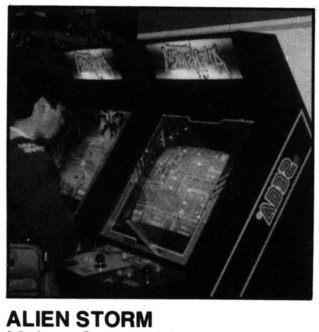
BEAST BUSTERS
Maker: SNK Corp.
Phone: 408/736-8844
Theme: 3-pl. (simultaneous) gun game in which players shoot at zombies and other supernatural beasties; features 50-cent vend to start, 25 cents to continue play (can be set at 50 cents); red blood or optional green
Specs: dedicated
Release: January 1990



NEO•GEO
Maker: SNK Corp.
Phone: 408/736-8844
Specs: multi-game system available in two configurations; 25" monitor version can hold up to six games, 19" monitor version up to four; all games play out on lives, not time, and are for two players
Games: software is available in the form of cartridges roughly twice the size of a VHS tape which snap in place on the CPU; current game titles are: *NAM-1975, Baseball Stars Professional, Top Player's Golf, Magician Lord, Ninja Combat, Riding Hero (featuring Multi-Link), Cyberlip and The Super Spy*



SEARCH AND RESCUE
Maker: SNK Corp.
Phone: 408/736-8844
Theme: the player goes out on a search and rescue mission when an interplanetary exploration vehicle is found wrecked
Specs: moderately-priced upright
Release: February 1990



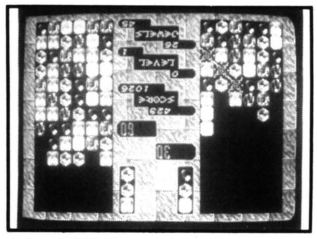
ALIEN STORM
Maker: Sega USA
Phone: 408/435-0201
Theme: three employees of a hot dog stand take on 9 rounds of alien-busting in the streets and inside the alien's body
Specs: 3-pl. dedicated game with 25" monitor
Released: April 1990



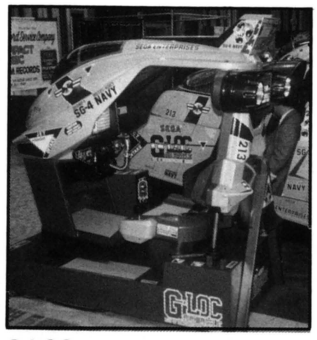
BLOXEED
Maker: Sega USA
Phone: 408/435-0201
Theme: one or two players (interactive) stack blocks in this puzzle game with an added twist — cute characters come along and move & demolish blocks as you go
Specs: vertical
Released: April 1990



BONANZA BROS.
Maker: Sega USA
Phone: 408/435-0201
Theme: beat the clock in this treasure search while avoiding weird enemies
Specs: dedicated upright
Released: August 1990



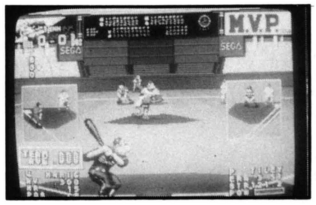
COLUMNS
Maker: Sega USA
Phone: 408/435-0201
Theme: neat strategy game in which the player manipulates multi-colored jewels in order to form a sequence of three or more jewels of the same color . . . horizontally, vertically or diagonally
Specs: 1- or 2-pl. horizontal conversion kit
Released: June 1990



G-LOC
Maker: Sega USA
Phone: 408/435-0201
Theme: a jet-flying game that really puts the "pilot" through the paces ("G-LOC" stands for "gravity-induced loss of consciousness") with dogfights, night flying, etc.
Specs: dedicated game available in three configurations: deluxe moving simulator, stationary sitdown and regular upright
Released: April 1990



LINE OF FIRE
Maker: Sega USA
Phone: 408/435-0201
Theme: sitdown game of jungle battle from within a jeep with front- and back-of jeep perspectives; for 2 players with turret-mounted machine guns and seats for each
Specs: cockpit dedicated game
Released: April 1990



MVP
Maker: Sega USA
Phone: 408/435-0201
Theme: realistic baseball action for one or two players progressing from regular season play, to championship series, world series and all-star; detailed action and lots of plays (such as bunting, stealing)
Specs: horizontal
Released: April 1990



MOONWALKER
Maker: Sega USA
Phone: 408/435-0201
Theme: 1- to 3-pl. enemy-zapper featuring Michael Jackson saving the world's children; Jackson's music accompanies his likeness; buy-in feature
Specs: dedicated upright
Released: August 1990



AIR BUSTER
Maker: Sharp Image (licensed from Namco)
Phone: 800/448-8100 ext. 272 or 818/767-8855
Notes: 1-pl. video in which the player pilots a jet that zooms off an aircraft carrier, battling all sorts of futuristic ships and targets
Specs: horizontal kit
Released: April 1990

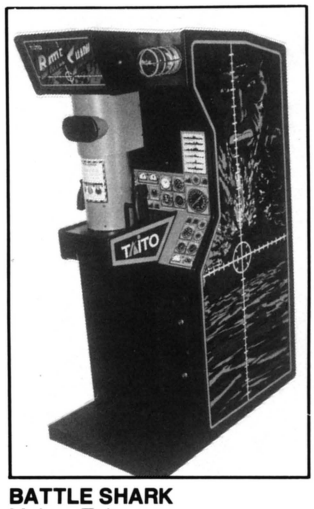


STRATA BOWLING
Maker: Strata Group
Phone: 800/262-0323 or 708/437-2704
Theme: video bowling game with lots of features and three different games
Specs: vertical kits for uprights, cocktails and countertops
Released: August 1990

AMERICAN HORSESHOES
Maker: Taito America
Phone: 708/520-9280
Theme: neat video game version of the popular shoe-tossing sport
Specs: vertial kit
Released: June 1990



AIR INFERNO
Maker: Taito America
Phone: 708/520-9280
Theme: helicopter rescue game with lots of action
Specs: dedicated, deluxe moving cabinet plus small cockpit
Released: August 1990



BATTLE SHARK
Maker: Taito
Phone: 708/520-9820
Theme: submarine battle with vibrating scope and flashing red lights
Specs: dedicated
Released: April 1990



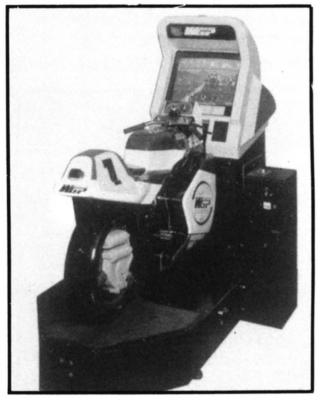
CADASH
Maker: Taito
Phone: 708/520-9280
Theme: adventure maze game for 1-2 players; can be banked with another unit via Taito's communication system to create a 4-player game
Specs: horizontal kit
Released: April 1990

CHAMPIONSHIP WRESTLING
Maker: Taito America
Phone: 708/520-9280
Theme: two players compete against each other and can have tag matches in this video wrestling game
Specs: horizontal kit
Released: April 1990

THUNDER FOX
Maker: Taito America
Phone: 708/520-9280
Theme: multi-phase land, water and air battle game that also features hand-to-hand combat
Specs: horizontal kit
Released: June 1990

TOP LANDING
Maker: Taito America
Phone: 708/520-9280
Theme: flight simulator that tests the player's take-off, flying and landing skills in eight different airport settings
Specs: dedicated sitdown
Released: June 1990

VIOLENCE FIGHT
Maker: Taito
Phone: 708/520-9820
Theme: street fighting
Specs: horizontal kit
Released: January 1990



WGP
Maker: Taito
Phone: 708/520-9820
Theme: motorcycle racing with courses based on 8 real race tracks in Europe
Specs: deluxe, ride-on simulator plus upright with seat; 8 units can be linked together for multi-player race action
Released: April 1990

KEEP IT ROLLING

STRATA BOWLING™

- Up to four players can compete on one of three different games.
- Gameplay promotes a loyal following of devoted players.
- Affordably priced kit earns well in arcade and street locations.
- Kits available in upright, cocktail, and countertop versions.

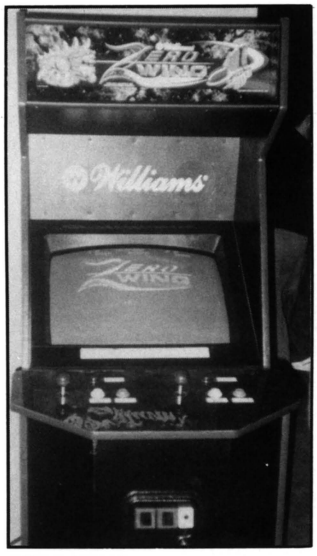




Strata Group Inc. 709 West Algonquin Road / Arlington Heights, Illinois 60005
(708) 437-2704 (800) 262-0323 (708) 437-2473 FAX

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DUX
Maker: Two Bit Score
Phone: 512/282-9369
Theme: player shoots at flocks of ducks flying over his apple orchard
Specs: chip conversion for 'Centipede' and 'Millipede' games



ZERO WING
Maker: Williams (licensed from Toaplan)
Phone: 312/267-2240
Theme: moderately-priced space battle action game
Specs: horizontal
Released: April 1990



SMASH TV
Maker: Williams Electronics
Phone: 312/267-2240
Theme: 2-pl. (co-operative, simultaneous) futuristic, sci-fi TV game show in which the contestants battle robots, mutants, etc.
Specs: dedicated upright
Released: June 1990

PINBALL MACHINES



BACK TO THE FUTURE
Maker: Data East Pinball
Theme: pingame based on the popular movie trilogy; features new "quick lock" feature for quick set-up of the back box
Released: July 1990



PHANTOM OF THE OPERA
Maker: Data East Pinball
Phone: 800/542-5377 or 708/345-7700
Theme: pingame based on the 1911 novel with numerous play features such as organ door that uncovers the Phantom's secret hiding place; skilled players can "unmask" the Phantom on the backglass; patented solid state flipper
Released: April 1990



ROBOCOP PINBALL
Maker: Data East Pinball
Phone: 800/542-5377 or 708/345-7700
Theme: pinball based on the popular movie complete with jump ramps, authentic digitized voice track, etc.
Released: January 1990



SILVER SLUGGER
Maker: Gottlieb/Premier
Phone: 800/444-0761 or 312/350-0400
Theme: baseball pinball; first in the firm's "SL" line designed specifically for the street player and location; features include multiball play, dual game scoring and low price; optional bill validator
Released: April 1990



VEGAS
Maker: Gottlieb/Premier
Phone: 800/444-0761 or 708/350-0400
Theme: second in the firm's series of street location-designed and -priced pinballs; features the glitz and style of Las Vegas
Released: July 1990



GAME SHOW
Maker: Midway Mfg.
Phone: 312/267-2240
Theme: pinball poking fun at game shows; features host Keith McTeeth on the backglass
Released: April 1990

MOUSIN' AROUND
Maker: Midway Mfg.
Phone: 312/267-2240
Theme: whimsical pinball themed around some madcap mice; numerous skill shots, ramps, etc.
Released: January 1990

WE CAN TAKE IT.



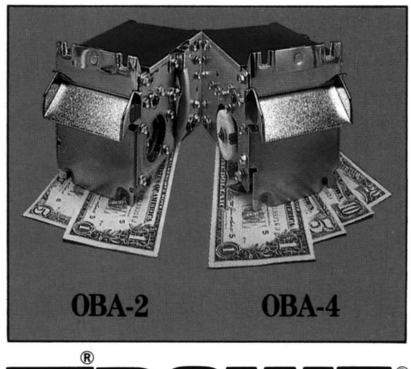
ROWE'S OBA BILL ACCEPTORS HAVE THE HIGHEST ACCEPTANCE RATE IN THE INDUSTRY.

Rowe's OBA bill acceptors have an acceptance rate that approaches 100 percent, so you know customers won't be turned away—even when their bills are crumpled.

Rowe's legendary reliability makes the OBA-2 and OBA-4 the most dependable bill acceptors in the industry. Our OBAs quickly accept everything from $1 to $20 bills without sacrificing security. And both the OBA-2 and OBA-4 include a wide variety of options, so they can be adapted for everything from video games to vending machines, ticket sales to lotteries.

Count on Rowe to give you reliable products and incomparable service. And count on Rowe's OBA-2 and OBA-4 to give you flexibility *plus* acceptability!

For more information about the OBA-2 and OBA-4, contact:
Rowe International Inc.
75 Troy Hills Road
Whippany, New Jersey 07981
(201) 887-0400



ROWE®

QUALITY LEADERSHIP INTO THE 21ST CENTURY



POOL SHARKS
Maker: Midway Mfg.
Phone: 312/267-2240
Theme: two pool games in one with the player's choice of eight- or nine-ball play
Released: June 1990



RADICAL
Maker: Midway Mfg.
Phone: 312/267-2240
Theme: totally-awesome skateboard action in a pinball, dude!; features include the Lip Slider ramp, Snake Run, Bust A Move & the vertical Mega-Million ramp
Released: July 1990

BAD CATS
Maker: Williams Electronics
Phone: 312/267-2240
Theme: misbehaving cats prowl the house trying to eat the fish in the fishbowl; features an industry first — "Linear Target" (the harder you hit it, the higher the "fish bone-us")
Released: January 1990



DINER
Maker: Williams Electronics
Phone: 312/267-2240
Theme: really nice design & play themed on the diners of the '50s
Released: August 1990

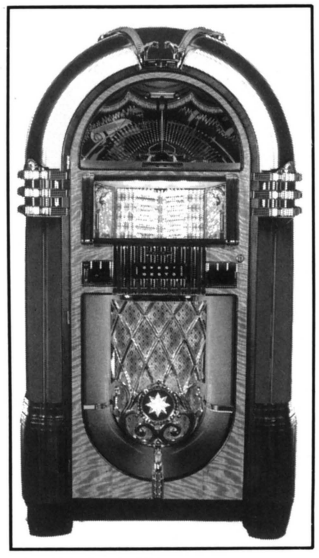


ROLLER GAMES
Maker: Williams Electronics
Phone: 312/267-2240
Theme: based on the syndicated rollerskating TV show of the same name; lots of neat shots based on the sport's action
Released: June 1990

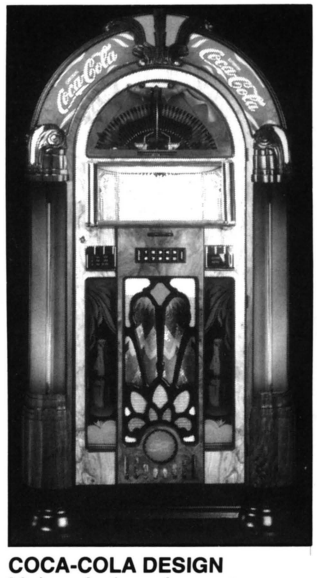


WHIRLWIND
Maker: Williams Electronics
Phone: 312/267-2240
Theme: a cyclone rips through pinland in this game; features spinners on the playfield that wreak havoc with ball direction plus a fan atop backglass that blows in the player's face
Released: February 1990

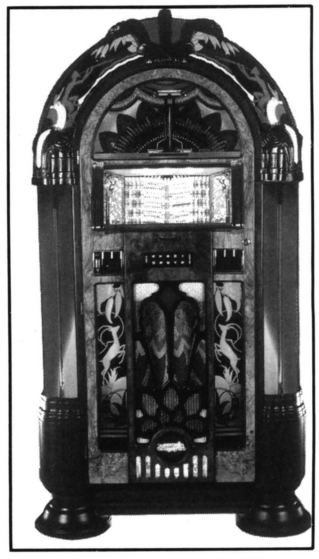
JUKEBOXES



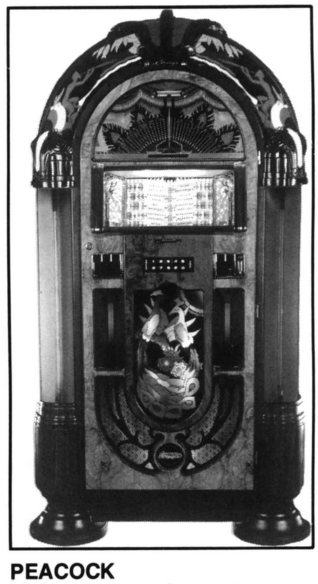
THE BUBBLER
Maker: Antique Apparatus
Phone: 213/534-1511
Available from Rowe distributors
Notes: available in 45rpm and CD models, this '1015' replica features plastic lighted columns and bubble tubes; Rowe mechanism, 130 watts of power, modular construction for easy service; cabinet of hand-crafted hardwood (walnut, burl elm, olive and ash); bill acceptor



COCA-COLA DESIGN
Maker: Antique Apparatus
Phone: 213/534-1511
Available from Rowe distributors
Notes: Antique Apparatus has secured an exclusive with Coca-Cola to produce this beautiful '40s-style phonograph featuring this famous soda maker's logo; limited production

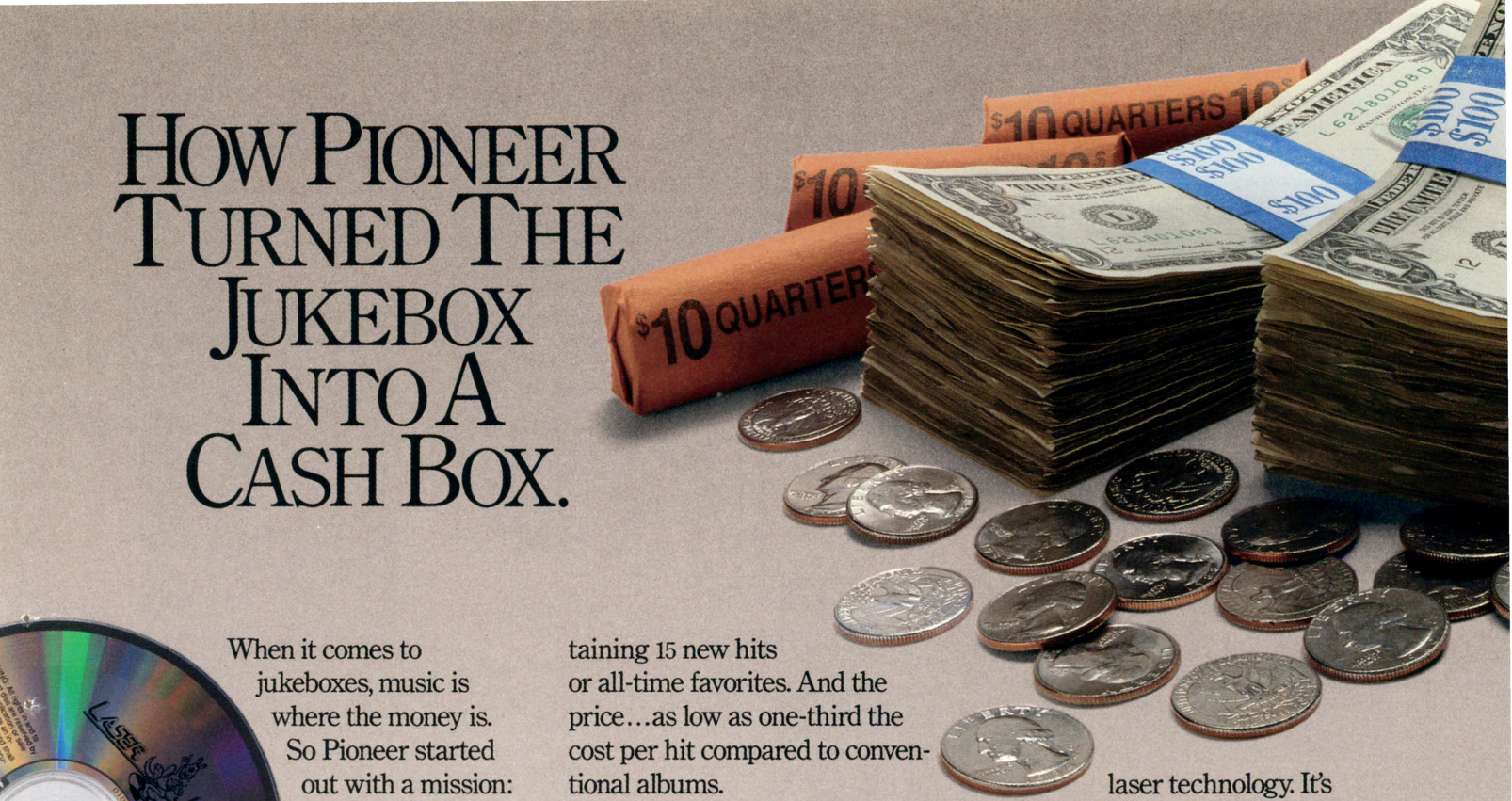


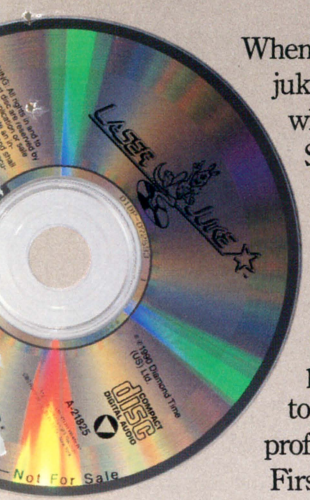
GAZELLE
Maker: Antique Apparatus
Phone: 213/534-1511
Available from Rowe distributors
Notes: nostalgic 1940s-style cabinet in 45 and CD models featuring the craftsmanship of Antique Apparatus product



PEACOCK
Maker: Antique Apparatus
Phone: 213/534-1511
Available from Rowe distributors
Notes: this high-styled nostalgic phonograph is also available in both 45rpm and CD models

How Pioneer Turned The Jukebox Into A Cash Box.





When it comes to jukeboxes, music is where the money is. So Pioneer started out with a mission: to create the industry's first CD juke and compilation disc program designed to increase your profits.

First, we lowered your hardware costs by eliminating features you may not require and making others optional. Second, by reducing the CD capacity to 18, 36 or 54 discs, we dramatically lowered your software costs. And third, we introduced an exclusive compilation disc software program designed to keep your jukebox playing non-stop and your profits rolling in. Lower hardware cost, lower software cost and higher revenues are a pretty hard combination to beat.

At last, you can tune into bigger juke profits with our exclusive software program, featuring the songs people really play...hits, lots of hits, and more hits. It's a "cash box" bonanza full of evergreens and top chart selections, each recorded by the original artist.

And the hits will keep on coming! Each month Pioneer will release at least one new compilation disc containing 15 new hits or all-time favorites. And the price...as low as one-third the cost per hit compared to conventional albums.

It's a collection worth a fortune. Especially when you consider how much revenue a juke that plays only hits can bring. But then, this is a lot of juke.

Made and assembled by Pioneer, this music box was developed by the world's foremost name in sound and laser technology. It's enhanced by a host of features to keep them coming back for more and leave you smiling all the way to the bank.



All the way from its state-of-the-art digital circuitry to its incredible 4-way, 8-speaker sound design, this CD juke is solid Pioneer. Which means it's second to none in performance and value.

Then, there's the look. Pioneer has reshaped its CD juke to feature contemporary lines and compact design. An eye-catching menu has been added, with an easy-to-read, rotating list of artists and titles. And it takes coins as well as one and five dollar bills.

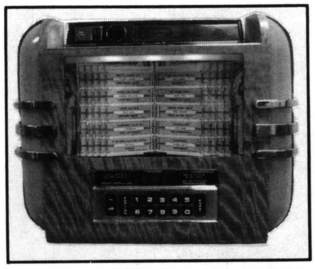
To back it all up, we offer the industry's largest service network with over 120 service centers, nationwide.

To cash in on our cash box, call 213-PIONEER for the distributor nearest you. After all, it's one of the industry's best business opportunities to come along in more than 100 years.

LASER JUKE™

PIONEER
The future of sound and vision.

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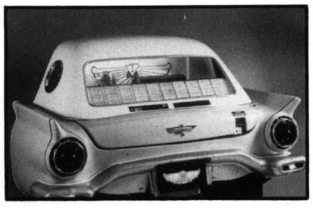
MODEL 41 REMOTE SELECTOR
Maker: Antique Apparatus
Phone: 213/534-1511
Available from Rowe distributors
Notes: nostalgic-style cabinet highlights this remote selector



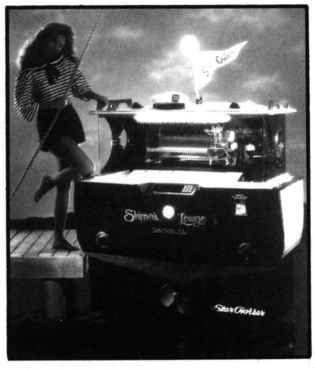
580 SPEAKERS (Gazelle & Peacock)
Maker: Antique Apparatus
Phone: 213/534-1511
Available from Rowe distributors
Notes: in addition to their nostalgic phonographs, this firm also makes an extensive line of remote speakers; pictured above are the newest additions *Gazelle & Peacock;* each has a three-way speaker with its own tone control, bubble tubes and rotating color cylinders



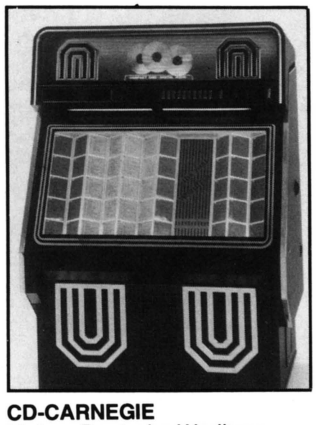
COUNTRY CLASSIC
Maker: Carson City Mfg.
Phone: 612/445-4500
Notes: this model from Carson City resembles an old Chevy truck and features both a front end and a back end; same NSM mech choices (45 only, CD only or 45/CD combo)



SONGBIRD
Maker: Carson City Mfg.
Phone: 612/445-4500
Notes: novelty jukebox with NSM mechanism (your choice of 45, 45/CD combination or CD only) in cabinet resembling the back of a '57 T-bird



STAR CRUISER
Maker: Carson City Mfg.
Phone: 612/445-4500
Notes: same NSM mech choices in this novelty jukebox styled like a cabin cruiser; beautiful wood work highlights this unit; can be customized with location name as "boat name"



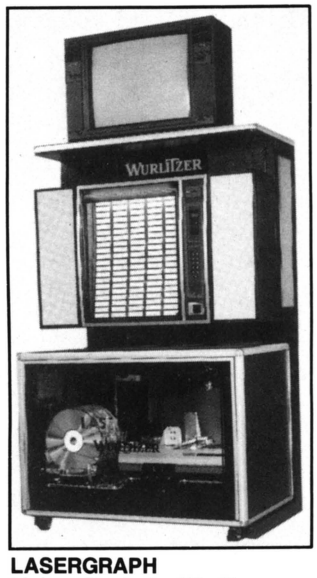
CD-CARNEGIE
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: dedicated 50-CD jukebox featuring Philips laserdisc player, 2-way speaker system, microprocessor control for operation and display of all features, etc.



MAKE MY MUSIC
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: also called the "Vario-Color" jukebox, this dedicated 45rpm floor model features 10 different lighted color combinations at the flip of a switch; can be converted to dedicated CD via kit



CD WALLBOX
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: features rotating selection panels; works in conjunction with hideaway speaker unit



LASERGRAPH
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: video jukebox utilizing lazerdisc technology rather than videotape



ONE MORE TIME CD
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: Wurlitzer took their beautiful nostalgia machine with bubble tubes and brought it right up to date with a CD mech; the dedicated box holds 50 CDs with title cards for 60 (the extra for location advertising); optional additional player for 100 CDs total

ONE MORE TIME 45
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: replica of the firm's classic phonograph that even features bubbles; 100 45rpm selections, 200-watt amplifier, LED read-out and optional bill changer


CATCH A SHOOTING STAR.
Nintendo®

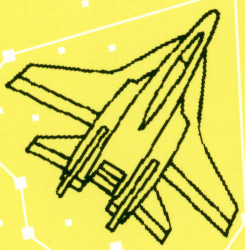
Nintendo Releases A Whole New Galaxy Of PlayChoice Titles.



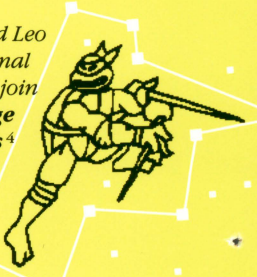
Our ever popular video heroes, Mario and Luigi are back and better than ever in ***Super Mario Bros. 3***™. *New worlds, new enemies, and new special suits with amazing powers make this the most exciting adventure yet!*



Players join forces with Chip 'n Dale and their Disney pals in the ***Rescue Rangers***[3] *to frustrate Fat Cat and his chums in their sinister attempts to destroy the city.*



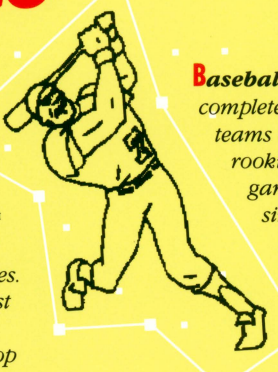
Alien invaders are draining the Earth's energy. As ***Captain Skyhawk***[1]*, it's the player's job to stop them. All the speed and firepower of a fully equipped, F-14VTS jet is at their disposal.*



Don, Raphael, Mike and Leo have become international heros. Now players can join in the action as ***Teenage Mutant Ninja Turtles***[4] *struggle to protect their friends from the evil Foot Clan.*



Super C[5] *kicks into action where Contra left off. Players take on a whole army of demented alien soldiers led by the vile Red Falcon. Simultaneous play lets two players challenge the game's eight levels of excitement!*



Baseball Stars[2] *gives players complete control to choose leagues, teams and players—from green rookies to the true heroes of the game. And now, exciting simultaneous play means two players can push each other to the limit!*



Players of all ages are lining up to help ***Dr. Mario***™ *conquer the world's most harmful viruses. Game action is fast and colorful, as players try to stop the diseases from spreading. Watch out, the excitement is contagious.*

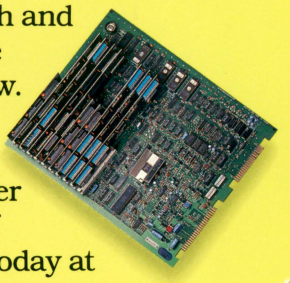
PlayChoice is Still the Leader in the Race for Space.

Profitable space is the last great frontier in the business. That's why establishments around the world are installing the PlayChoice Entertainment Center™, the game system that offers ***more*** exciting entertainment per square foot. All of Nintendo's brightest stars are available for installation on both PlayChoice™ Upright and CounterTop models. And when you give your players the hottest game choices, they'll come back to play again and again.



Make Your Move to the Next Dimension in Profitability.

With PlayChoice, the choice to be successful is all yours. And remember, installing new games is a simple, two-minute, do-it-yourself job. So you can rotate games between your PlayChoice locations and keep the action fresh and exciting. Make your move now. Call your authorized Nintendo dealer or Nintendo of America Inc. today at 1-800-633-3236.



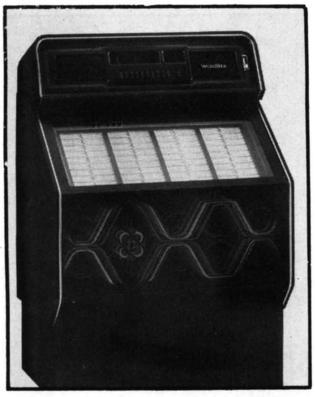
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SL600
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: 160 45rpm selection jukebox that comes with a dollar-bill validator



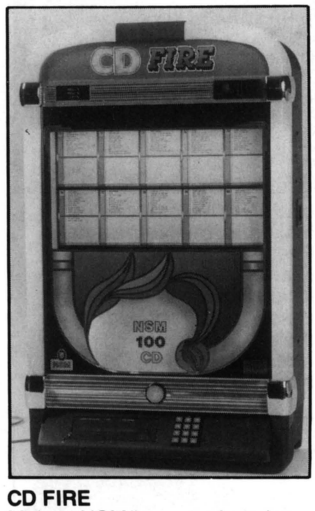
TAROCK
Maker: Deutsche Wurlitzer
Contact: Nelson Int'l. Wurlitzer Div.
Phone: 800/562-4835 or 718/721-4000
Notes: 160 45rpm selections in a lush, furniture-styled cabinet



CD CARAVELLE
Maker: NSM/Loewen America
Phone: 312/992-2280
Notes: remote-selector wallbox featuring a beautiful mahogony look; works with any NSM dedicated CD jukebox or hideaway up to two remotes can be connected to the central phonograph



CD FIRESTREAM
Maker: NSM/Loewen America
Phone: 312/992-2280
Notes: remote-selector wallbox with decor that recalls the light-up plastics of the '30s and '40s; like the *Caravelle*, this unit works with any NSM dedicated CD jukebox plus two can be connected to the central phono



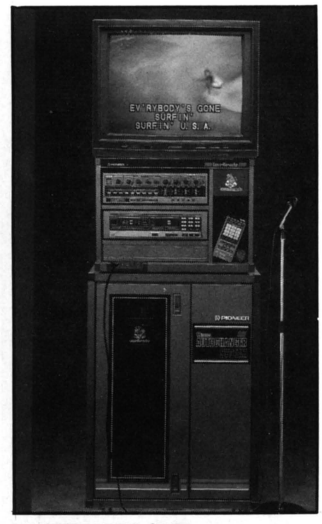
CD FIRE
Maker: NSM/Loewen America
Phone: 312/992-2280
Notes: a wall-mount dedicated compact disc jukebox with a 100-CD capacity. Can play both CD albums and singles



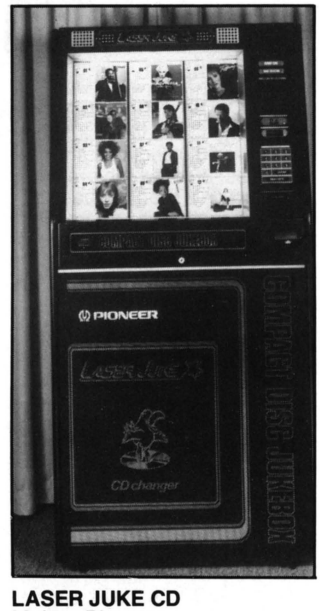
CD GALAXY
Maker: NSM/Loewen America
Phone: 312/992-2280
Notes: dedicated 100-CD phonograph featuring mechanism that can handle CD albums and singles; professional dust-protected disc drive



CITY IV CLEAR
Maker: NSM/Loewen-America
Phone: 312/992-2280
Notes: 160-selection phonograph with variable pricing and visible mechanism; top 10 display, automatic random play of a selection can be programmed; 2 x 200 watts; optional mini-printer and bill validator



LASERKARAOKE
Maker: Pioneer
Phone: 213/PIONEER (746-6337)
Notes: videodisc sing-along unit that gets even the most shy restaurant/bar patron up and singing along with the hits; video display shows the words to each song in time to the music



LASER JUKE CD
Maker: Pioneer
Phone: 213/PIONEER (746-6337)
Notes: features 18-, 36- or 54-compact disc capacity; attractive, modern cabinet with 4-way speaker system; software keeps track of the most-played songs



LASER JUKE LD
Maker: Pioneer
Phone: 213/PIONEER (746-6337)
Notes: the firm's video jukebox featuring 60 selections on laserdisc, 30 of which are updated on a monthly basis; same attractive styling as their compact disc phonograph

THE KNICKERBOCKER
Maker: Resource West, Inc.
Phone: 702/457-7919
Notes: old-time nickelodeon/ player piano



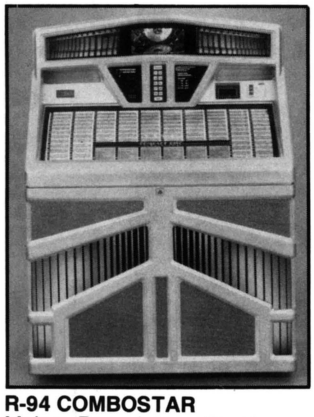
LASER 2000
Maker: Rock-Ola
Phone: 708/629-9200
Notes: Rock-Ola's dedicated compact disc phonograph which holds 100 discs; Philips disc player



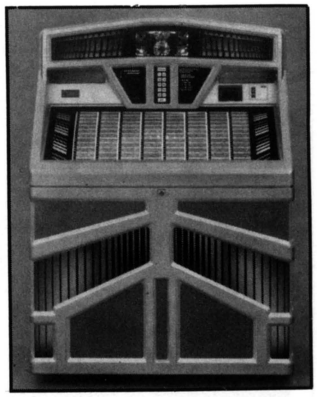
NOSTALGIA
Maker: Rock-Ola
Phone: 708/629-9200
Notes: classic 1940s-style music maker with 160 selections and the firm's regular internal mechanism; two 12" speakers and two 6" speakers



LASERSTAR CD-100
Maker: Rowe International
Phone: 201/887-0400
Notes: 100 CD album capacity with 7-band equalizer and mechanized album cover display; 250 watts, 3-way speaker system



R-94 COMBOSTAR
Maker: Rowe International
Phone: 201/887-0400
Notes: a 45/compact disc combo jukebox with either a 6-disc Pioneer CD player or a 20-disc Sony. Available in blue or brown tones, numerous other features



R-94 ROWESTAR
Maker: Rowe International
Phone: 201/887-0400
Notes: the firm's latest 45s-only phonograph with 200 selections, in blue and brown tones



LASER WALLSTAR
Maker: Rowe International
Phone: 201/887-0400
Notes: dedicated CD wallbox which connects with Rowe's *LaserStar* CD phonograph or. their *CD Hideaway* unit; features eye-catching CD display disc



LASER DANCESTAR
Maker: Rowe International
Phone: 201/887-0400
Notes: 100-CD hideaway works with Rowe CD jukebox for seamless segues as selections fade in and out



R-94 VIDEO
Maker: Rowe International
Phone: 201/887-0400
Notes: same styling and specs of the standard *R-94* on the lower portion of this phonograph with the Rowe video jukebox monitor atop. 160 45 selections plus up to 40 music videos to attract the video and non-video fans in your locations; bill acceptor with stacker

CD/VIDEO COMBO JUKEBOX
Maker: Rowe International
Phone: 201/887-0400
Notes: 20 CD selections supplement 45s and Beta hi-fi music video tapes; features two video tape players for fast selection



SCD-1C and SCD-1D
Maker: Seeburg
Phone: 312/543-1270
Notes: flashy updated cabinet on "the original" CD jukebox; features "Kwik Pik" to play hits (automatically customized to each location); differences in cabinet graphics highlight the two models (1C sports more subdued graphics; 1D has lighted color bars)



GO FOR THE GOLD

Rowe presents its jukebox champion: LaserStar® Gold CD-100A.

LaserStar Gold, with its handsome black color, twinkling lights and regal gold trim, is destined to become the favorite in any location. It has all the great features — dramatic title display, ease of use — that made our CD-100 such a winner, plus an enhanced CD sound system.

So if you want to be a big winner, go for the gold: LaserStar Gold, from Rowe.

All Rowe jukeboxes are available through your local music and games operator.

ROWE®

QUALITY LEADERSHIP INTO THE 21ST CENTURY

Whippany, NJ 07981

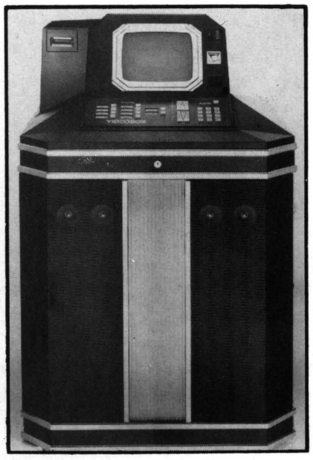


THE CLASSIC
Maker: Seeburg
Phone: 312/543-1270
Notes: this CD-playing phonograph depicts the style and cosmetics of the '50s with all the high-tech features of their *SCD-1C* and *1D;* included end-feed validator with stacker, bubble tubes; holds 60 CDs

THE RITZ
Maker: Sound Leisure
Available from: Micro Mfg.
Phone: 615/793-5510
Notes: 70 CD capacity with numerous features including automatic music fader, programmable price per play and data retrieval system; nicely-styled cabinet

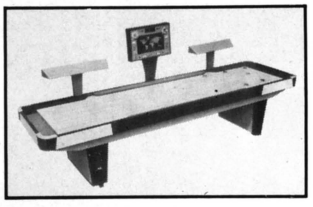


ROUTE 66
Maker: Sound Leisure
Available from: Micro Mfg.
Phone: 615/793-5510
Notes: 70 disc capacity and same features as the previously mentioned Sound Leisure/Micro Mfg. model, but with different cabinet graphics

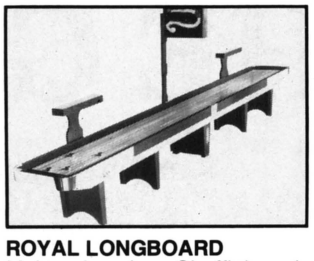


VIDEOBOX
Maker: Videobox Networks
Phone: 212/489-7826
Notes: a "video entertainment system" that plays laserdisc music video selections; very classy styling available with gold trim and amber screen or chrome trim with green screen; optional $1 & $5 bill acceptor; features a patented robotic arm and 30-disc stacking system; two Pioneer 12" laserdisc players and super sound system

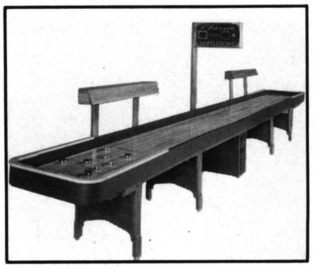
SHUFFLE ALLEYS



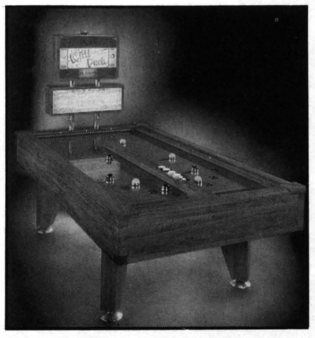
CUSHION
Maker: American Shuffleboard
Phone: 201/865-6633
Notes: puck shuffleboard game requiring players to rebound off the cushion. Available in 9' and 12' lengths



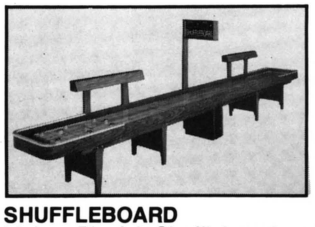
ROYAL LONGBOARD
Maker: American Shuffleboard
Phone: 201/865-6633
Notes: this puck shuffleboard classic is available in 16', 18', 20' and 22' lengths



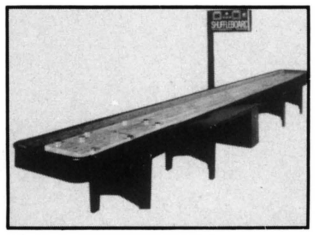
THE CLASSIC SHUFFLEBOARD
Maker: Classic Wood Products
Phone: 219/248-8339
Notes: coin-op shuffleboard with solid hardwood top available in 16', 18' and 22' lengths; two models available: *Classic I & Classic II* (which includes an electronic sensor unit for stop play); home units also available



BILLI PUCK
Maker: National Sports Games
Phone: 602/780-0112
Notes: game that combines the skill and strategy of both shuffleboard and billiards; measures 51" wide x 101" deep x 30" high; features adjustable price and time settings, tamper-proof gate assembly, solid-state electronics and new puck design



SHUFFLEBOARD
Maker: Playfair Shuffleboard
Phone: 219/747-7288
Notes: shuffleboard game measuring 22' long and 27" wide; smaller 16' version also available; features include a 3" solid maple playing surface with silk-screened graphics, microprocessor and over-under cashbox doors



CUSTOM-DESIGNED SHUFFLEBOARD
Maker: Playfair Shuffleboard
Phone: 219/747-7288
Notes: this photo shows the custom table in a black-lacquer finish (their standard is woodgrain); the firm welcomes custom color designs and ideas from customers

GRAND MASTER II
Maker: Playfair Shuffleboard
Phone: 219/747-7288
Notes: tabletop shuffleboard with auto-retracting barriers plus electronics to vary scoring, game length, pricing, etc.



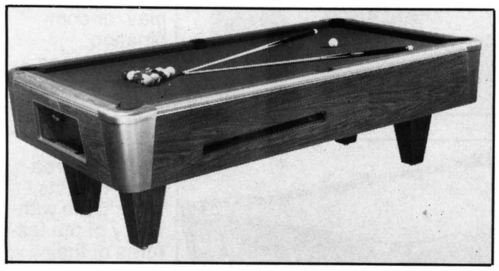
TOP DAWG
Maker: Williams
Phone: 312/267-2240
Notes: shuffle alley with proven games and new game options



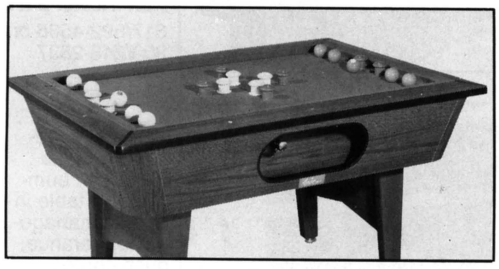
SHUFFLE INN
Maker: Williams
Phone: 312/267-2240
Notes: classy shuffle game

TABLE GAMES

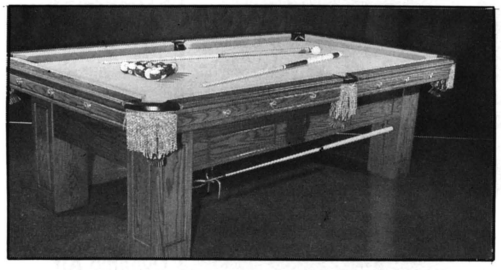
Pool



American Shuffleboard **Classic** 6-pocket pool table available in 6', 6-1/2', 7' and 8' sizes
201/865-6633



American Shuffleboard **Bumpa** rebound table in regulation size, bluegrained cabinet
201/865-6633



Atlas Billiards **Americana** antique-styled, custom-built commercial non-coin table
203/747-3672



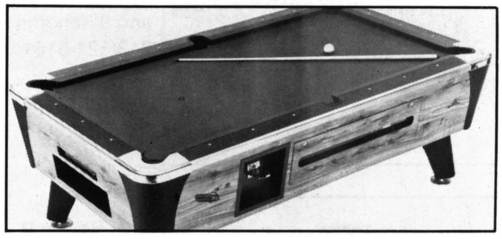
California Play Equipment **Outdoor Pool Table** coin-op table which withstands all weather
619/482-3166



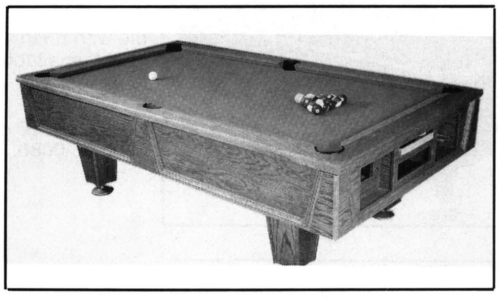
Continental **Seville Classic** with push chute; *Model 300* measures 52"x92"; *Model 400* measures 57"x102"
205/265-9738



Corner Pocket Billiard Supply **The Boss** 6-pocket table in 7' and 8' lengths with push chute
406/259-4898



Corner Pocket Billiard Supply **Royal Oak** in 4'x8' size; push chute; styled in contemporary oak design
406/259-4898

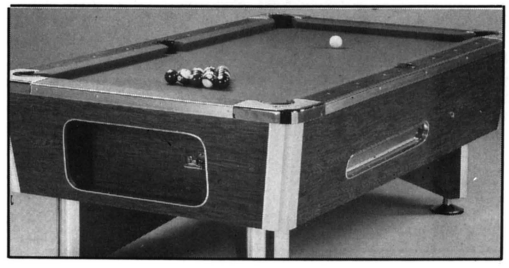


Dynamo **Pool Table** 6-pocket comes in 6', 6½', 7' and 8' sizes with optional push or drop chute
817/284-0114 or 800/527-6054

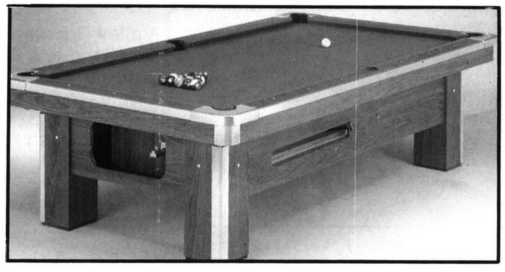
Dynamo's **Timed Pool** table with operator adjustable timer for coin-op, free play periods; 7' and 8'models; bill acceptor
817/284-0114 or 800/527-6054



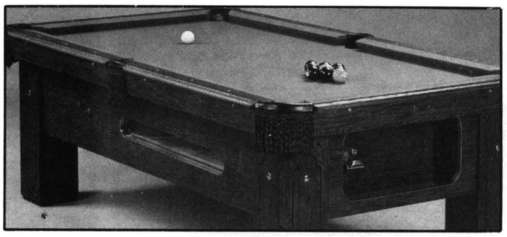
Dynamo-McIntyre **Cardball** pool/poker game which features a wall-mount scoring unit and pool balls marked with card suits
800/422-1502 or 800/234-6733



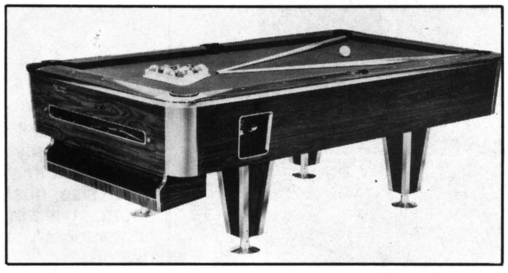
Global Billiard **Coin** table available in 7' and 8' lengths
213/327-0562



Global Billiard **Pro-Coin** coin-op table in 9' length
213/327-0562



Global Billiard **Old Timer** antique-styled table available in 7', 8' and 9' lengths
213/327-0562



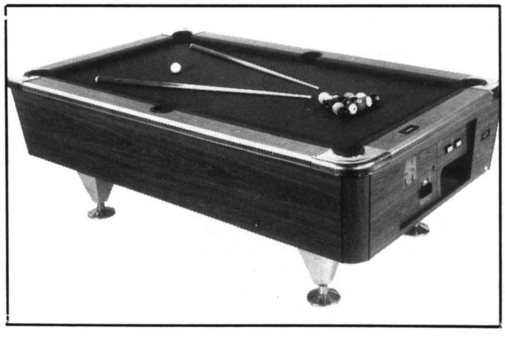
Murrey & Sons **M-1** table with push chute; available in 7' and 8' lengths
213/321-5161



UBI **Series D** works-in-a-drawer pool table with push chute; available in 6', 6½', 7' and 8' sizes
201/686-7030 or 800/526-0080



UBI **Series S** side ball viewer pool table with push chute; available in 6', 6½', 7' and 8' sizes
201/686-7030 or 800/526-0080



UBI **Series E** electronic rack/time pool table; also available is the **Series T** (not pictured) coin totalizer table, a simpler version with rack only; available in 6½', 7' and 8' sizes
201/686-7030 or 800/526-0080



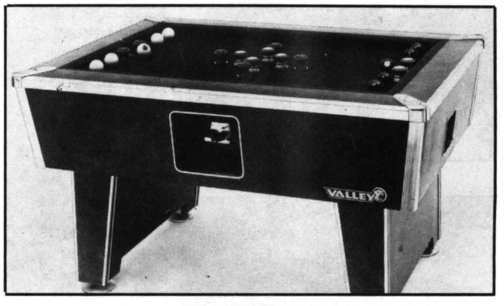
Valley Recreation Products **Cougar ZD-4.** Comes in 6½', 7', 7½' and 8' lengths; push chute
517/892-4536 or 800/248-2837



Valley Recreation Products **Leopard** electronic pool table; operator choice of rack or time play, or combination
517/892-4536 or 800/248-2837



Valley Recreation Products **Lynx** table with many of the features of their Cougar table, but with a lower price
517/892-4536 or 800/248-2837



Valley Recreation Products **Tiger Cat** bumper pool table in classic mahogony appearance; push chute only
517/892-4536 or 800/248-2837

Air Hockey



Dynamo **Air Hockey** formica top table with optional push or drop chute
817/284-0114 or 800/527-6054



Dynamo **Speed Air Hockey** table that features "arcadey," bold graphics & overhead scoring; many of the same features as their woodgrained table which is more ideally suited to tavern/restaurant decor
817/284-0114 or 800/527-6054

DISCO TAIFUN — ACTION AND FUN



Dimensions: Height 86 cm, Width 126 cm, Length 249 cm
Weight: approximately 260 kgs

Equipment:
Playing surface: plastic coated, easily exchangeable (8 screws).
All around profile strip prevents the puck from jumping out.
Rails: special rails fluorescent shining under black light
Fan: radial compressor with 420 m^3/h air transport quantity
capacity 125 W
easily exchangeable
noise level: 61 decibel
Display: indicating the game credit, the time left and the goals made
Electrics: mounted on service slide easily accessible behind the door of the coin rejector,
fully extractable
Cash box and coin mechanism: large format cash box
coin mechanism: electronical or mechanical
variable credit allowance
Installation of the table: simple installation by simply screwing on the feet
adjustment possibility: 20 mm provided by adjustable feet
Standard accessoires: special pucks and mallets
black light lamp (option)
Playing time: optional between time play and combined time-goal play
Automatic puck barrier after time has run out

Contact adress in the U.S.

STELLA DYNAMO

STELLA-DYNAMO, Inc.
2525 Handley-Ederville Rd.
Richland Hills, TX 76118 USA
Tel. 817.589.7699 Fax 817.284.7606

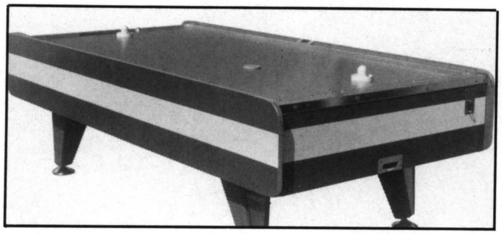
STELLA INTERNATIONAL

STELLA Electronic Spielgeräte GmbH
Borsigstraße 26
D-4990 Lübbecke 1 West Germany
Tel. (05741) 4007-0 Fax (05741) 90175



Stella-Dynamo **Disco-Taifun** hockey table with overhead blacklight, fluorescent puck and unique rim that keeps pucks from flying off the table

817/284-0114 or 800/527-6054

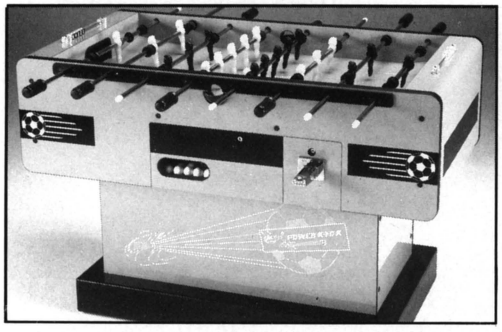


Imagination Leisure **SST** air-cushion hockey table with stainless steel top (mica available)

Imagination Leisure **SST Lite** air-cushion hockey table sized for tavern locations (79" x 44"); same features as their standard table but "less filling"

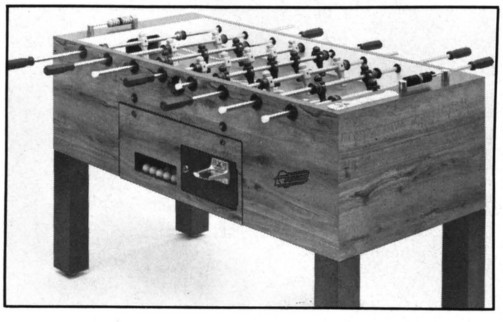
516/842-4242

Table Soccer



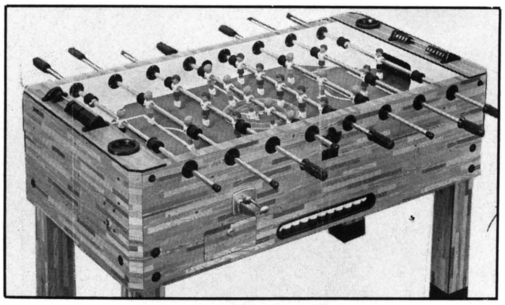
Amazing Games **Powerkick Tournament 2000** soccer table with high-impact resistant player figures, ball vend cheat-proof design, solid-steel, chrome-plated rods

503/222-3103



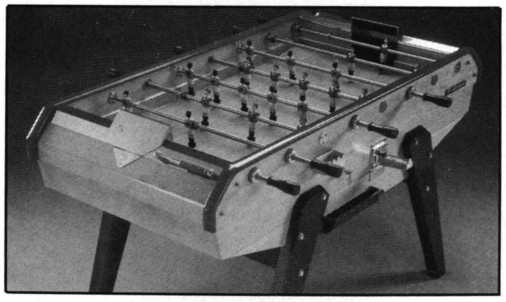
Dynamo **Dynamo Soccer** regulation-sized table with push or drop chute

817/284-0114 or 800/527-6054



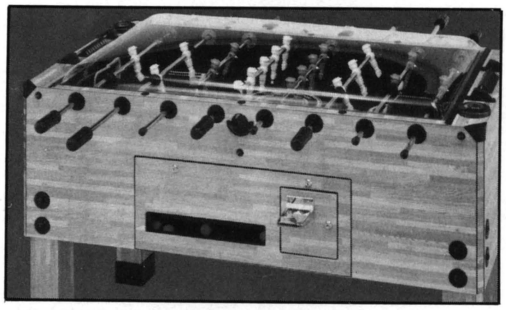
Imperial International **Premier Soccer** in light butcherblock cabinet, regulation size, push chute

201/440-6811



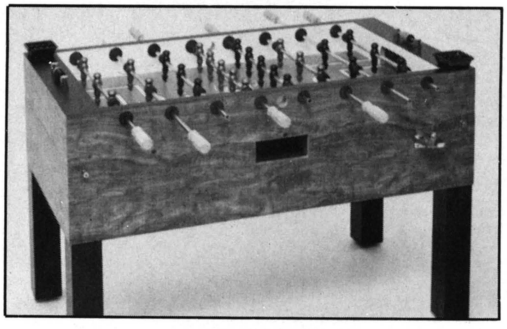
Rene Pierre **Foosball Competition 2000** soccer table available exclusively in the U.S. from Brady Dist.; varnished beechwood cabinet, steel rods, unbreakable players

704/357-6284



Penn-Ray **Tournament Soccer** table with new features including a silver formica-covered cabinet with black playfield and new plexiglass dome

215/638-4720 or 800/523-8934



Tornado **The Standard** soccer table in woodgrain cabinet; regulation size

817/483-6466

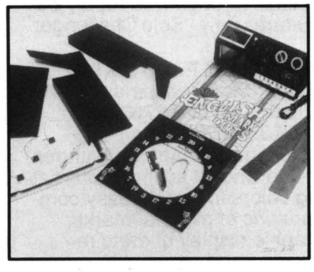
DART GAMES



MODEL 6300 Super 6 Plus
Maker: Arachnid
Phone: 815/654-0212 or 800/435-8319
Notes: features new "Coin Credit Card" designed to allow operators to choose and change the price of a game by the flip of a switch; auxiliary TV hookup; introduces three new versions of Cricket: Regular, Cut-Throat and Team Cricket



MODEL 7000 Master 7
Maker: Arachnid
Phone: 815/654-0212 or 800/435-8319
Notes: designed for the Masters level player and offers many new games along with the standard favorites: 301 Double-In/Double-Out, 701 Open-In/ Double-Out, 301 Open-In/ Open-Out, Poker Darts, Darts Roulette 200, Ship Captain Crew Darts, Cricket (four-player, cut-throat and team); numerous other features



CONVERSION KITS
Maker: Arachnid
Phone: 815/654-0212 or 800/435-8319
Notes: any Arachnid *Model 4500, 5000* or *6000* series game can be converted to the *Model 6300* inexpensively; kits consist of a complete tray assembly (including monitor, PC boards and power supply) a shroud for the upper half of the game, a Web, new lighting & decals; *Super 6 Model 6000* and *6200* can also be updated (this kit includes a new game program, switch matrix and double bullseye segment)



COORS SILVER BULLET
Maker: Arachnid
Phone: 815/654-0212 or 800/435-8319
Notes: this is the version of the *English Mark Darts Model 6300* for the World Series of Bar Games; features bold silver, blue and red colors; also sports the new "see-through" Web of the *Super 6 Plus II* which seems to glow in dimly lit locations

MODEL 4700 Blind Darts
Maker: Arachnid
Phone: 815/654-0212 or 800/435-8319
Notes: also called "Audio Darts," this game features special adaptations for blind and other physically handicapped players (as well as the elderly); features verbal instructions, scores, etc.

MODEL 4850
Maker: Arachnid
Phone: 815/654-0212 or 800/435-8319
Notes: a low-cost version of *English Mark Darts* which the firm says is ideally suited for the new dart operator; low maintenance; features most commonly-played games and the Arachnid Web



TOP OF THE LEAGUE Model 6300T
Maker: Arachnid
Phone: 800/435-8319 or 815/654-0212
Notes: features are the same as on the firm's *Model 6300* except this unit features a large monitor at top (making play and scoring more visible to players and spectators alike); also features 'Spider Writer'

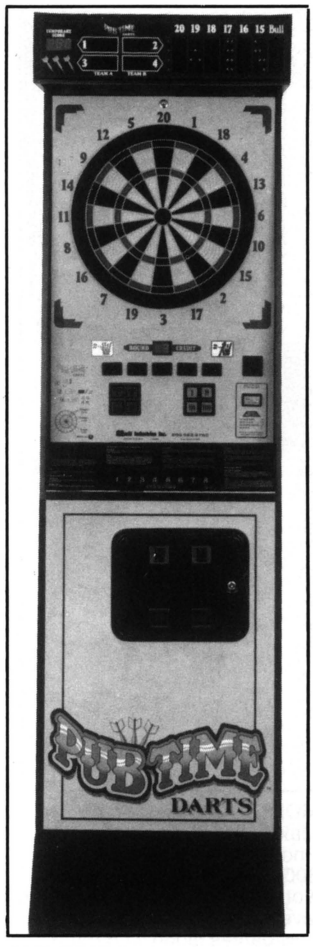


DART STAR
Maker: Medalist Manufacturing
Phone: 206/946-2100
Notes: conversion kit for Arachnid dart machines offering 21 different games; includes 12" overhead monitor, colorful graphics; many other features

PUB STAR
Maker: Medalist Manufacturing
Phone: 206/946-2100
Notes: conversion kit for Merit *Pub Time* dart machines offering 21 different games; 12" overhead monitor, colorful exterior graphics, many other features

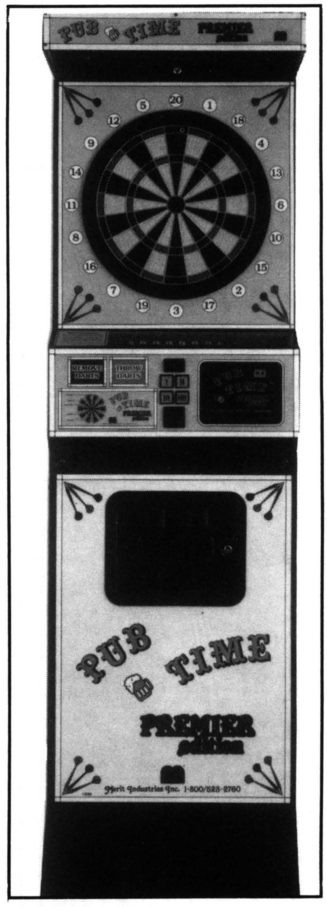


REGAL DARTS
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700 (Penn.)
Notes: Merit's latest electronic dart game with 4-player overhead scoring and Cricket display; easy-opening side swing door for access; 25 games & variations; automatic player change and missed dart detector; new, sleek black "slimline" cabinet design

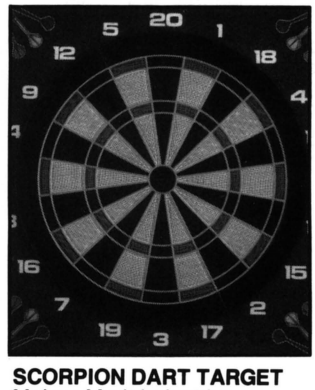


PUB TIME II + 2 with Solo Challenger
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700
Notes: dedicated or kit upgraded dart game featuring two-color overhead score display, 25 games & variations, total service access through front door; also features new "Solo Challenger"

PUB TIME II PLUS 2 KITS
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700 (Penn.)
Notes: dart game that features in-line Cricket scoring, alternating colors for quick, easy comparisons of players' marks, graphic display of darts remaining and more
Specs: conversion kit includes overhead scoring, CPU board, interconnect cables, decals, etc.; fits *Pub Time* standard and deluxe models, *Bull Buster* standard and deluxe models and *Model 4500 and 5000* dart games from Arachnid



PUB TIME PREMIER EDITION
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700
Notes: electronic darts with video monitor and 25 possible dart games; tons of software features and numerous color combinations (pictured above is the beige cabinet, black also available)



SCORPION DART TARGET
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700
Notes: reinforced, thin-rib spider with precision segments eliminates jammed dart tips as there is no place for a dart to wedge itself in; low profile, large number of holes; inner bullseye sized proportionately larger; retrofits all previous Merit product and standard on new *Pub Time II +2* models

TOP of the League

THE ULTIMATE LEAGUE MACHINE JUST GOT TOPPED!

Topped with the biggest, brightest, most functional monitor. Making game and game play more visible to players and spectators.

The NEW 6300T carries all the great features of the English Mark Darts® 6300 like front access components, a fun and profit generating menu of games, the Arachnid Web®, Spider Writer®, credit accumulation, a new brighter lighting system using florescent lights and of course the 12" overhead monitor, plus many more features.

Top off your profits with English Mark Darts.
The time proven earner, year after year!



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COIN MACHINE INDUSTRY
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FOR CREATIVE ACHIVEMENT AND NEW IDEAS FOR COMPANIES IN THE COIN MACHINE BUSSINESS SEPTEMBER 10, 1989

CLYDE F. KNUPP, PRESIDENT
AMUSEMENT & MUSIC OPERATORS OF AMERICA

AMOA NATIONAL DART ASSOCIATION
MEMBER

New!
Bigger, Brighter Overhead Monitor -
Now 12" for easy visibility from across any location.

Easily Read From 50 Feet!

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Twice as bright, now with florescent lights.

New!
Arachnid Web® -
80% more catching surface, means less fallouts and quicker games!

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Greet your patrons with a special message or promote leagues, tournaments or location specials!

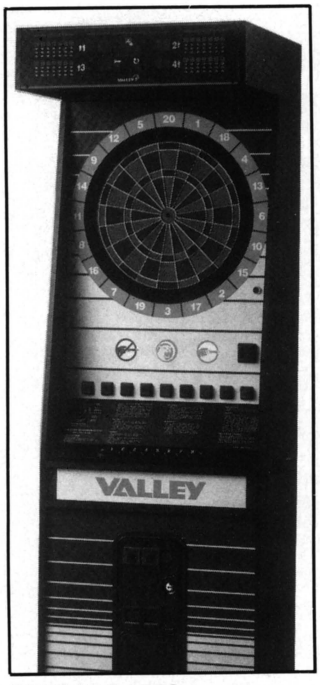
Menu of Games -
301 Open in/ Open out
Count Up
Tic Tac Darts®
501 Open in/ Open out
701 Open in/ Double out
301 Double in/ Double out
Three Versions of Cricket
1) Regular Cricket 2-4 player
2) Cut Throat Cricket 2-4 player
3) Team Cricket for 2 teams

Arachnid INC ®

6421 Material Ave.
Rockford, IL 61132
815-654-0212 800-435-8319



REAL DARTS
Maker: Real Darts
Phone: 416/687-4014
Notes: coin-op, steel-tip dart game with automatic scoring; meets World Dart Federation specs; games are 301-701 Straight-In/Double-Out, 301-701 Double-In/Double-Out and Cricket

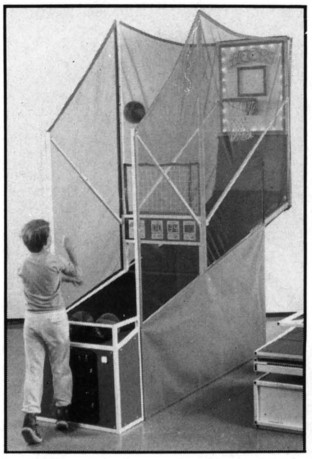


COUGAR DARTS
Maker: Valley Recreation Prod.
Phone: 517/892-4536 or 800/248-2837 (sales)
Notes: a new version of this firm's electronic dart game with thin-line, flush-mount spider target, overhead 4-pl. cricket scoring display & league software; features Valley's selectable, patented double bullseye

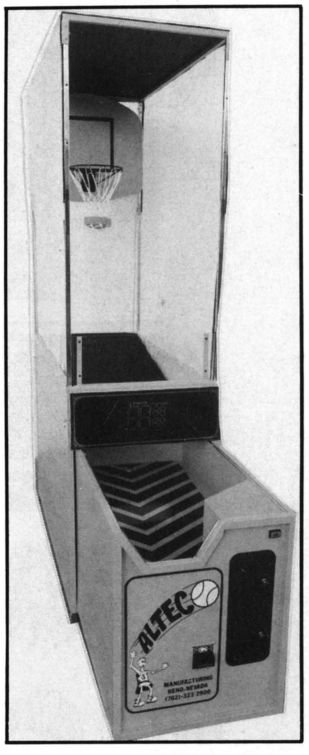


ROYAL DARTES
Maker: Valley Recreation Prod.
Phone: 517/892-4536 or 800/248-2837 (sales)
Notes: electronic dart game with international-size target (the size steel-tipped dart players use) and features such as "Tru-Score," selectable double bull and choice of ten games; also sports T-60-30 target which reduces the spider size by 60% thereby increasing the hitting area by 30%

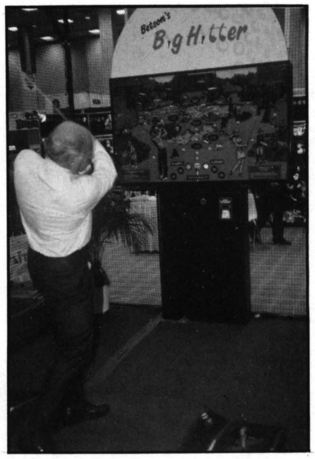
SPORTS-THEMED GAMES



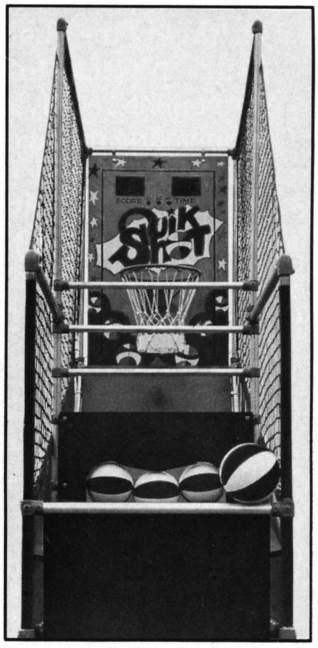
HOOPS
Maker: Adastra
Phone: 800/NET-HOOP (638-4667)
Notes: fold-up, adjustable basketball game with dual beam photocell scoring.



ALTEC BASKETBALL
Maker: Altec Manufacturing
Phone: 702/323-2900 or 800/423-8779
Notes: adjustable-height basketball game (from 6'8" to 10'), length adjusts from 6' to 10'. All steel construction with LED scoring panel; uses small ball; adjustable scoring, timing and pricing; arrives assembled.



BETSON'S BIG HITTER
Maker: Betson Enterprises
Phone: 201/440-2200
Notes: golf driving range in which players use a real club to swing at a special "ball" that's attached to a stationary housing. Colorful backglass gives the player his results (distance, direction, etc.) Size requirements are: 14'x8' for left or right handed models and 14'x13' for deluxe (left & right) with a height of 10' for both.

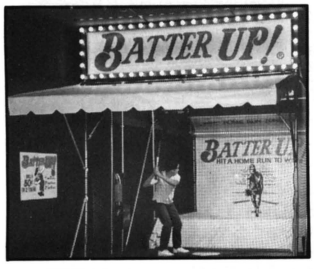


QUIK SHOT
Maker: Design Plus
Phone: 309/682-9359 or 800/541-1288
Notes: skillgame allows players to shoot mini basketballs; game collapses easily to door height; other featues include quick ball return, tamper-resistant solenoid-operated ball gate mechanism, LED readouts, full-sleeved netting to prevent free play, countdown timer, etc.

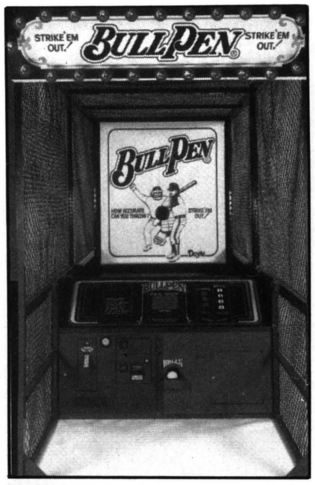


QUIK SHOT 4 PLAY
Maker: Design Plus Industries
Phone: 309/682-9359 or 800/541-1288
Notes: selective, all-steel, telescoping four-player skill game in standard and compact sizes; operator-adjustable features.

QUIK SHOT '88
Maker: Design Plus Industries
Phone: 309/682-9359 or 800/541-1288
Notes: 8'x7'9" for smaller locations



BATTER UP
Maker: Doyle & Associates
Phone: 813/351-2835 or 800/237-2254 (outside Fla.)
Notes: batting cage-style machine in arcade and midway models for both indoor and outdoor locations



BULLPEN!
Maker: Doyle & Associates
Phone: 813/351-2835 or 800/237-2254 (outside Fla.)
Notes: coin-op arcade-sized pitching lanes (measures 5'x14'); the player inserts a coin and gets a baseball to pitch at the target; an electronic eye registers the speed of the pitch and displays the number; scoreboard also calls whether the pitch was a strike or ball; sound effects



GOPHER GOLF
Maker: Doyle & Assoc.
Phone: 813/351-2835
Notes: putt golf ball at talking, taunting gopher heads



HOOP SHOT GOLD
Maker: Doyle & Associates
Phone: 813/351-2835
Notes: smaller, lightweight basketball game for street operators

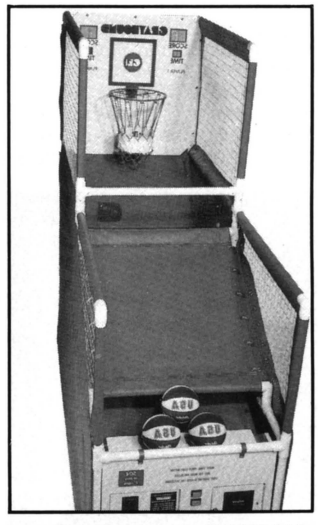


PETER PANDA'S PRO PITCH
Maker: Doyle & Assoc.
Phone: 813/351-2835
Notes: classic pitching cage re-themed for younger set

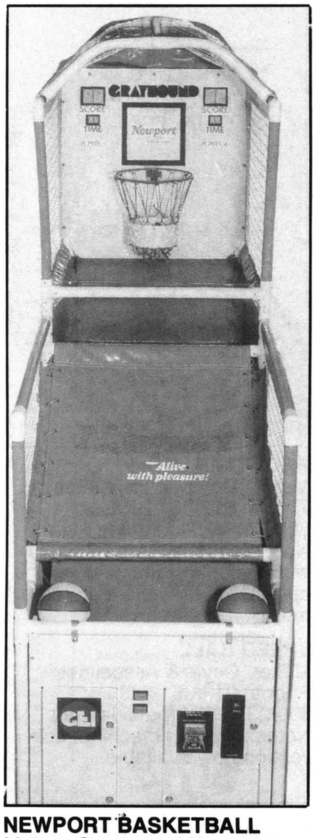


PRO PITCH
Maker: Doyle & Associates
Phone: 813/351-2835 or 800/237-2254 (outside Fla.)
Notes: baseball throw novelty with optional ticket dispenser; operator-adjustable features; music

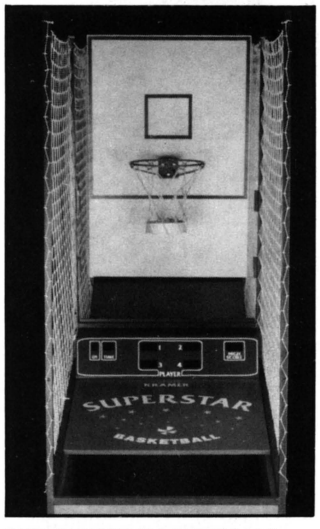
SPEED BALL
Maker: Doyle & Associates
Phone: 813/351-2835 or 800/237-2254 (outside Fla.)
Notes: pitching machine; coin version now available



CHAMPIONSHIP BASKETBALL
Maker: Grayhound Electronics
Phone: 201/341-5200 or 800/222-0491 (outside N.J.)
Notes: basketball game for one or two players; durable, light construction; adjustable playing time and pricing; optional ticket dispenser and Grayhound bill acceptor (single unit takes $1, $2, $5, $10 and $20 bills).



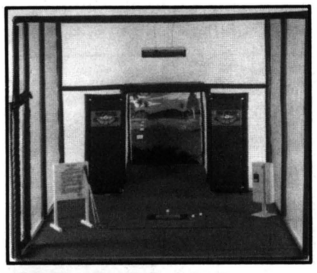
NEWPORT BASKETBALL
Maker: Grayhound Electronics
Phone: 800/222-0491 or 201/341-5200 (N.J.)
Notes: new version of their basketball game with Newport cigarette logo, slogan and colors



SUPERSTAR BASKETBALL
Maker: Kramer
Phone: 201/367-7810 or 800/631-2126
Notes: 1- to 4-player model basketball shooting game; all steel; optional ticket dispensers and bill acceptors; tamper-proof ball release



QUARTERBACK CHALLENGE
Maker: National Sports Games
Phone: 602/780-0112
Notes: skill football toss redemption game for one or two players in which the players use passing and reflex skills to gain yardage for points; features include adjustable price and time settings, dual coin mechs, optic ball sensors



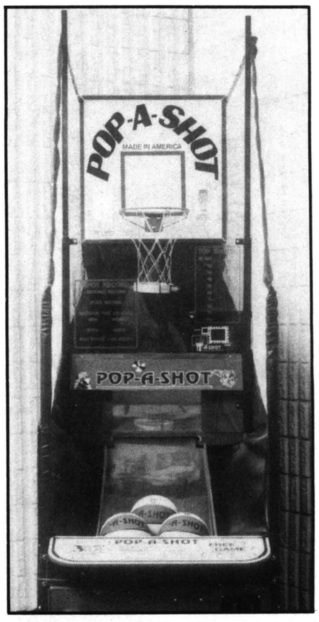
TEE IT UP, PRO GOLF
Maker: National Sports Games
Phone: 602/780-0112
Notes: self-contained golf skill game featuring microwave sensors which measure the speed and yardage obtained with each stroke. High-security coin box, components designed for indoor or outdoor use, nylon netting and PVC construction for lightweight, easy handling. Available with or without the Michelob logo



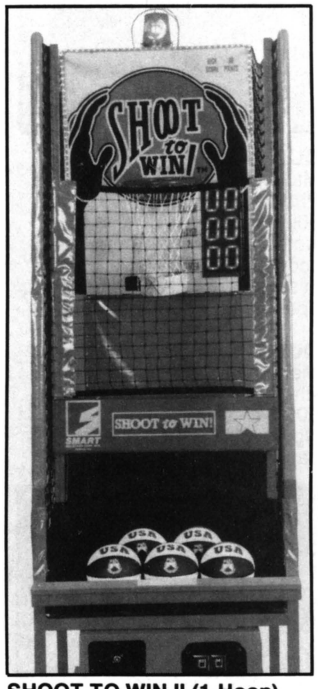
TOURNAMENT BASKETBALL
Maker: National Sports Games
Phone: 602/780-0112
Notes: two players race against the clock while competing against each other for scores on this basketball game; available in single player and two-hoop versions; built to be fully collapsable with a depth of 16"



TOURNAMENT MASTER
Maker: National Sports Games
Phone: 602/780-0112
Notes: 2- to 4-pl. coin-operated table tennis game which keeps the playing surface tilted until coins are inserted for time credits; features include durable formica top, solid-state electronics and LED scoring; comes in standard regulation and tavern sizes



POP-A-SHOT
Maker: Pop-A-Shot
Phone: 913/827-6229
Notes: players toss 7" basketballs in this novelty available in three heights — 10', 9' and 8'; beat-the-clock play, numerous other features



SHOOT TO WIN II (1-Hoop)
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: features include $1/$5 bill acceptor with stacker, photo eye sensor, steel frame, coin mech, music; adjustable game timer, high score and number of tickets per basket; height adjusts from 8' to 9'; measures 33" wide and 9' long and uses 7" basketballs; options include bubble winner light, ticket dispenser and top net cover

Doyle

SPORTS GAMES

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BOOTH #363-367
464-468



PANDA PRO-PITCH
(Ages 3-11)
SPORTS PITCH
(Ages 12 to Adult)



DRIBBLES

HOOP SHOT

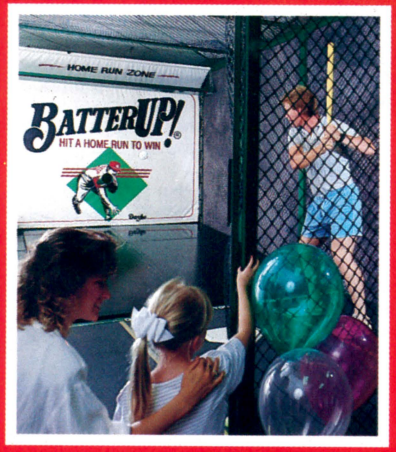


COMING! FASTBREAK!



BULLPEN

BATTER-UP



GOPHER GOLF

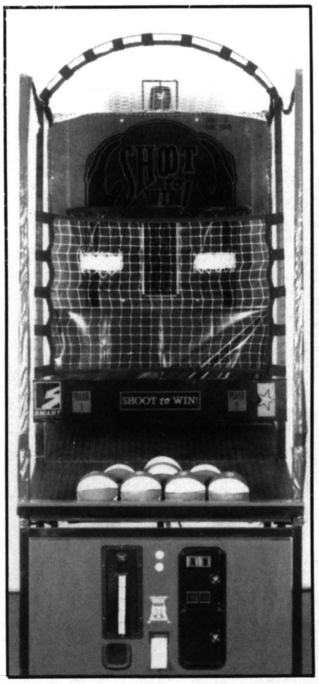


Built-in Success!

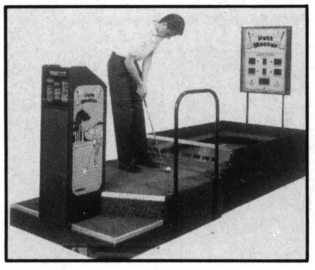
Exciting Ticket Redemption Games:

- **Quality — to last**
- **Happy music and voice**
- **Maximum long term revenues**
- **Programmable payout settings**
- **Family fun for all!!**
- ***The Doyle dedication to excellence***

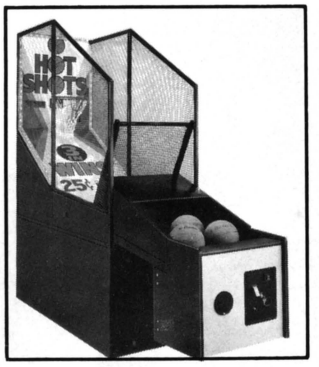
Doyle & Associates, Inc.
Sarasota, Florida • Lewiston, Idaho
P.O. Drawer 49467, Sarasota, FL 34230-6467
1-813-366-3735 FAX: 1-813-366-5197



SHOOT TO WIN II (2-hoop)
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: simultaneous game play, scoring is two points per basket and baskets made during the last 10 seconds score three points; all other features and options are the same as the single-hoop model above, including steel frame construction; measures 9' long and 48'' wide with height adjustable from 8' to 9'



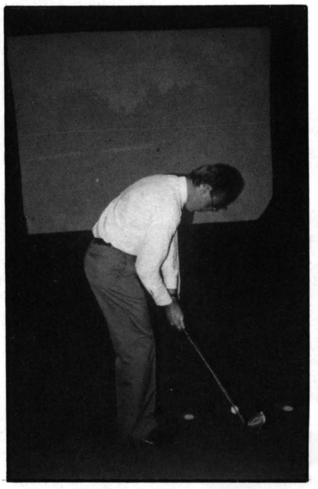
PUTT MASTER
Maker: U.S. Indoor Golf
Phone: 415/781-7430
Notes: golf game (about the size of a ski alley) designed and built by Troy M and exclusively distributed by U.S. Indoor Golf; lots of neat features for the duffers including three-game menu and changing greens and holes; for 1 to 4 players



HOT SHOT
Maker: Vari-Tech
Phone: 616/538-4088 or 800/245-2737
Notes: basketball game using official size basketballs; digital sound; many adjustable features; options include ticket dispenser and game timer; heavy-duty construction; 120'' deep x 105'' high x 32'' wide



MINI PRO-GOLF ARCADE GAME
Maker: Vari-Tech
Phone: 616/538-4088 and 800/245-2737
Notes: one-player (or two taking turns) putting skill game featuring digital scoreboard displays with hole-by-hole and cumulative scores. Video screen ties in scoring plus location advertising

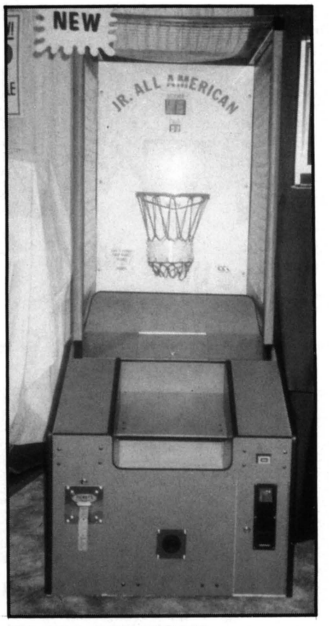


GOLF-O-MAT
Maker: Vari-Tech
Phone: 616/538-4088 and 800/245-2737
Notes: full scale golf simulator with all the fun and frustrations of real golf including darkness, etc. Players progress down the course is shown via slides on a large screen. Vari-Tech recently secured the marketing rights for this product from its manufacturer for all markets except Europe

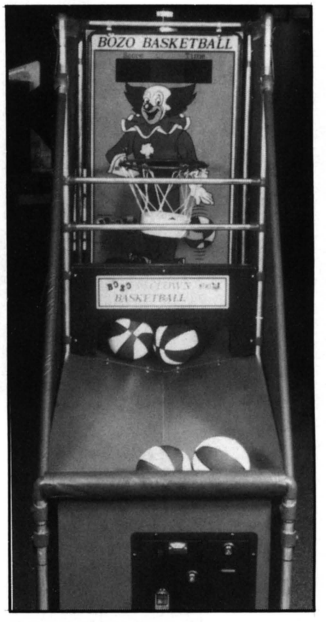
DOUBLE MINI HOOPS
Maker: Video Tech
Phone: 216/633-3124
Notes: basketball game featuring head-to-head competition — two players can play at one time; has two hoops; easy to move and set up; narrow cabinet; optional ticket dispenser and bill acceptor

MINI HOOPS
Maker: Video Tech
Phone: 216/633-3124
Notes: single version of the above; also with optional ticket dispenser and bill acceptor; easy to move and assemble; narrow cabinet design

KID-SIZED BASKETBALL



JR. ALL AMERICAN
Available from: Coin Concepts
Phone: 800/462-2646 or 201/390-9009
Notes: basketball toss novelty redemption game sized for young kids



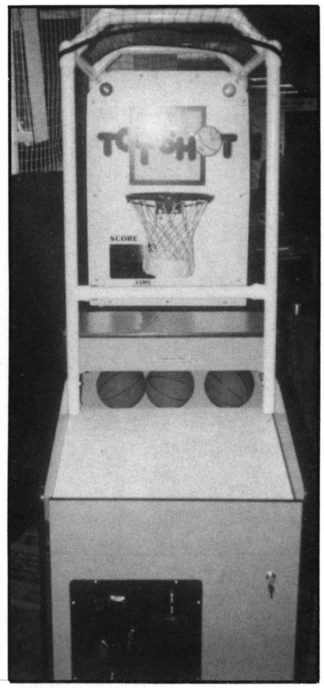
BOZO BASKETBALL
Maker: Design Plus
Phone: 800/541-1288 or 309/682-9359
Notes: kid-sized basketball game featuring Bozo, ''the world's most famous clown,'' graphics and sound; available in single- and two-hoop models; first in a series of Bozo games for kids from Design Plus



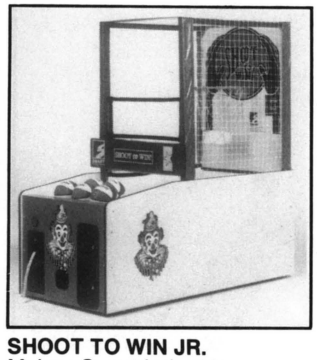
BOZO BASKETBALL (2-hoop)
Maker: Design Plus
Phone: 800/541-1288 or 309/682-9359
Notes: kid-sized basketball with 2 hoops and Bozo the Clown theme; lots of features



DRIBBLES JR. BASKETBALL
Maker: Doyle & Associates
Available from: Betson Ent.
Phone: 800/524-2343 or 201/440-2200
Notes: youth-sized basketball game with smaller (7") balls; attract mode with speech and two modes of play (timed or specified number of shots per game); has many of the features of Doyle's full-sized *Hoop Shot,* too



TOT SHOT
Maker: National Sports Games
Phone: 602/780-0112
Notes: kid-sized basketball skill game featuring 7" basketballs; measures 6' deep x 30" wide x 64" tall



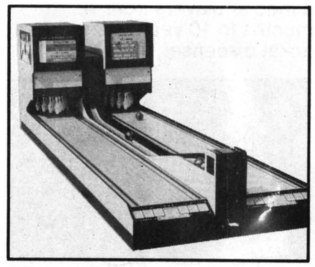
SHOOT TO WIN JR.
Maker: Smart Industries
Phone: 800/553-2442 or 515/265-9900
Notes: kid-sized basketball game that allows five baskets for five chances to win tickets (or can be set for timed play); standard ticket dispenser awards three tickets after coin is deposited, two tickets scored per basket; credit/score digital readout and music

BOWLERS



BOWLINGO
Available from: Capcom USA
Phone: 408/727-0400
Notes: custom miniature 10-pin bowling alleys

STARS AND STRIPES
Maker: Gold Coast
Phone: 216/572-5225
Notes: ball bowler available in small ball (3") or large ball (4½"); 13' and 16' lengths plus 4' extension; players can choose from Regulation, Flash, Dual Flash, Strike 90 or 5th Frame games



SUPERBOWL
Maker: Imagination Leisure
Phone: 516/842-4242
Notes: electronic big ball bowling alley with scoring on video monitor; balls hit both pins and rollovers, both of which signal scoring; available in 14', 18' and 20' lengths and in increments of 4' thereafter

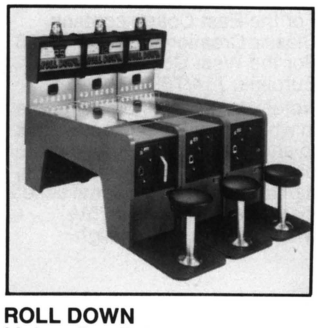
ROLL-DOWN GAMES



CLOWN ROLLDOWN
Maker: Bay-Tek
Phone: 414/822-3951
Notes: roll-down game with clown and balloon graphics in which the player rolls six balls with intent to make either a high or low score; numerous features such as lighting, voice and sound effects, and options



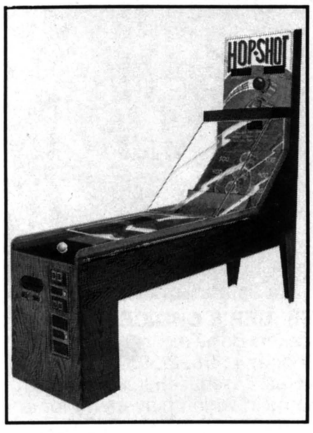
FIELDER'S CHOICE
Maker: Bay-Tek
Phone: 414/822-3951
Notes: baseball-themed roll-down game in which players try for a high score (scoring is in baseball terms); lots of other features



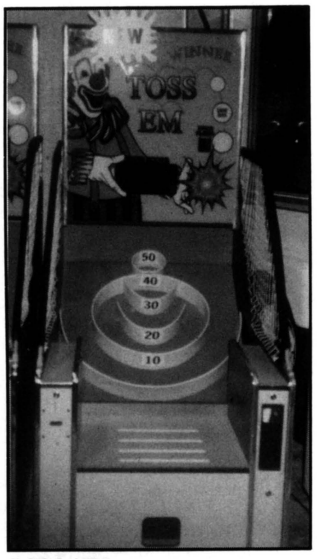
ROLL DOWN
Maker: Bay Tek
Phone: 414/822-3951 or 414/434-1616
Notes: compact rolldown game featuring ticket dispenser, gravity feed/return, voice and sound effects and rotating light beacon on top of unit.



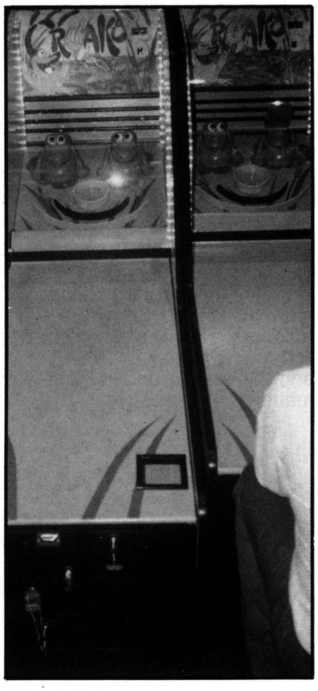
SKEE-TOSS, B.C.
Available from: Betson Ent.
Phone: 800/524-2343 or 201/440-2200
Notes: fun & popular dinosaur/ prehistoric theme highlight this children's ski alley game featuring digitized speech; electronics by Betson and cabinet by Skee-Ball



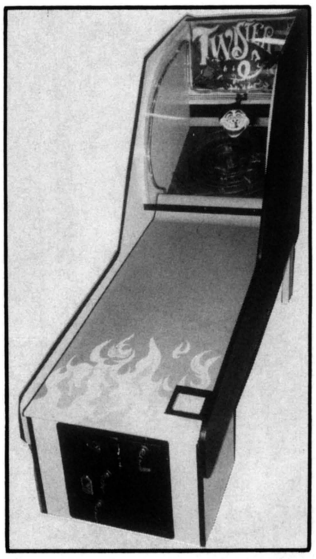
HOP SHOT
Maker: Classic Creations
For the East Coast, contact:
Classic Creations: 216/527-2926
For the West Coast, contact:
Eurolink: 714/739-1010
Notes: unique "roll-down" game in which players use a cue stick to shoot the ball up into scored pockets; solid-state electronics, digital sound and optional ticket dispenser; measures 25½" wide, 96 " long, 84" high



TOSS 'EM
Available from: Coin Concepts
Phone: 800/462-2646 or 201/390-9009
Notes: child's roll-down game aimed at players from 18 months to 10 years old with ticket dispenser



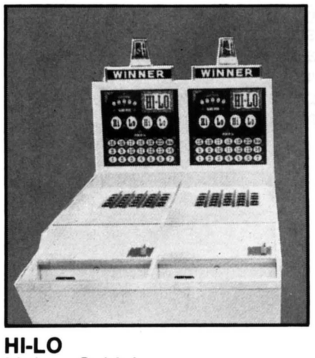
CROAKER
Maker: Exidy
Phone: 415/364-5201
Notes: neat frog-themed roll-down game in which the player tries to get the balls into scored rings or into the opening frog mouths (the frogs also talk)



TWISTER UPDATE
Maker: Exidy
Phone: 415/364-5201
Notes: new features were added to this firm's roll-down game in 1990 including enhanced lighting, a plex "top hood," optically-coupled scoring sensor switches and combined unit with coin mech, ticket dispenser and security coin box all in one



HIGH BALL
Maker: High Ball, Inc.
Phone: 813/962-4012
Notes: ski alley available with optional ticket dispenser



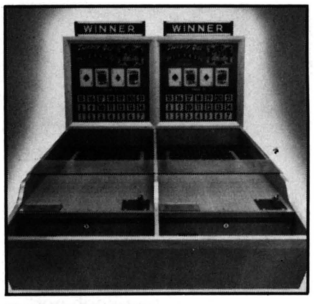
HI-LO
Maker: Seidel
Phone: 505/298-6994
Notes: ticket dispensing roll-down game with microprocessor circuitry; measures 7'2" long x 49" wide x 53" tall

LITE-A-LINE
Maker: Seidel
Phone: 505/298-6994
Notes: in play on this Seidel roll-down game, the player tries to line up the balls and light up corresponding numbers on the backglass



QUACKERS
Maker: Seidel
Phone: 505/298-6994
Notes: roll-down redemption skill game themed on whacky ducks; optional themed graphics and special sounds for foreign language programming

3-IN-LINE
Maker: Seidel
Phone: 505/298-6994
Notes: ticket-dispensing roll-down game in which the player tries to get three balls in line; measures 7'6" tall x 49" wide x 53" tall; microprocessor circuitry

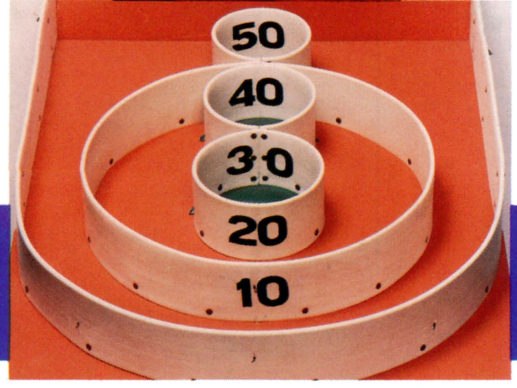


TWENTY-ONE
Maker: Seidel
Phone: 505/298-6994
Notes: roll-down game in which the player tries to land balls in numerically-valued holes trying to get a total score of 21; optional ticket dispenser;





78" High
30" Wide
60" Deep



The Newest Concept In High Profit Kiddie Redemption Games from Betson Enterprises...

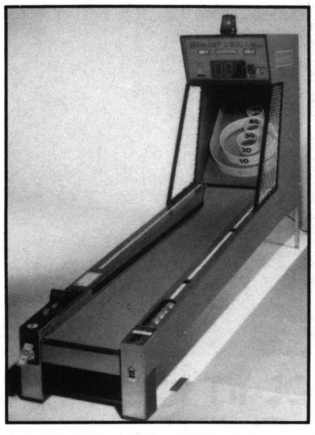
Skee-Toss, B.C.® It's the irresistable appeal of Skee-Ball dressed up with an exciting new prehistoric-theme scoreboard! Lovable dinosaurs... goofy cavemen... erupting volcanoes... action sound effects... synthesized voice. Skee-Toss, B.C.® attracts kids like a magnet, promotes total involvement, and keeps them coming back again and again.

- Vibrant prehistoric graphics combined with synthesized speech, music and, sound effects for maximum child appeal
- Operator adjustable pricing, payouts and ball selection (3, 6, or 9 per game)
- 3/4", 7-ply birch plywood construction for durability and long life
- State-of-the-art Deltronics ticket dispenser
- All Skee-Toss, B.C.® parts are interchangeable with the original Skee-Ball to minimize parts replacement and repair costs
- Built exclusively for Betson Enterprises by Skee-Ball, Inc.

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Div. of H. Betti Ind., Inc.
6 Empire Blvd., Moonachie, NJ 07074
In NJ: (201) 440-2200 • Toll Free: 1-800-524-2343
Fax: (201) 440-4463



SKEE-BALL
Maker: Skee-Ball
Phone: 215/362-0300
Notes: the classic ski alley game; available in four models (13', 10', 8' and 6'3"); numerous features including Bonus Pocket and ticket dispenser option for prize redemption; lights and sounds

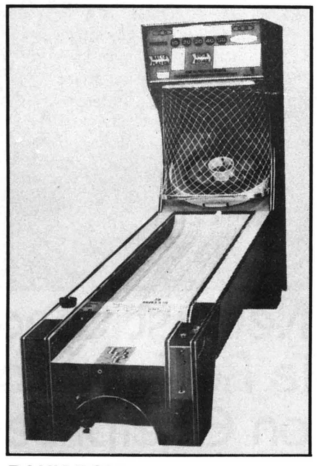


SMARTBALL SKILL ALLEY (1-Player)
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: stylish cabinet and inset playfield highlight the look of this single-player skill alley available in 10' & 13' lengths; features include microprocessor game boards and "Action" sound system, adjustable ticket dispenser and counter; options include bill acceptor with stacker, bubble winner light and 100 point bonus pockets; measures 29½" wide and 79" high

SMARTBALL SKILL ALLEY (4-Player)
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: four-player interaction with the same features and options as the single-player model above, including multi-coin acceptance, separate locked cashbox, LED readouts and easy service from the front; also available in 10' and 13' lengths

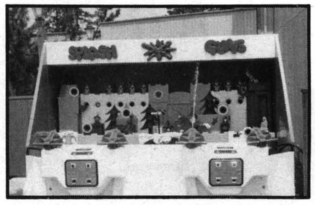


POKERROLL
Maker: SMS Manufacturing
Exclusively available from: Coastal Amusement Distributors
Phone: 201/905-6662
Notes: poker-themed roll-down game in which player rolls five balls into pockets and then selectively discards them and re-rolls to improve the hand; outcome is shown on video monitor

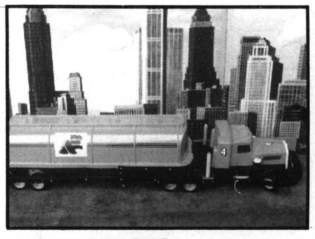


BANK ROLL
Maker: UBI
Phone: 201/686-7030 or 800/526-0080
Notes: ski alley with optional ticket dispenser; available in 10' and 14' lengths

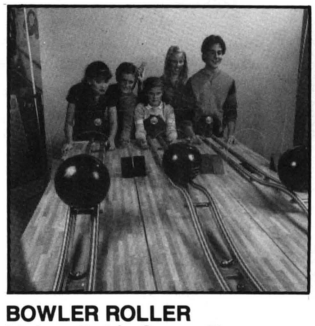
ARCADE ATTRACTIONS



SPLASH GUNS
Maker: Alter Enterprises
Phone: 201/616-1111
Notes: coin-op watergun shooting gallery; for one to four players with adjustable play time and numerous other features; the firm also makes remote-controlled cars and boats, as well as markets *People Postcards* photo-postcard booths using a thermal process (not chemical)



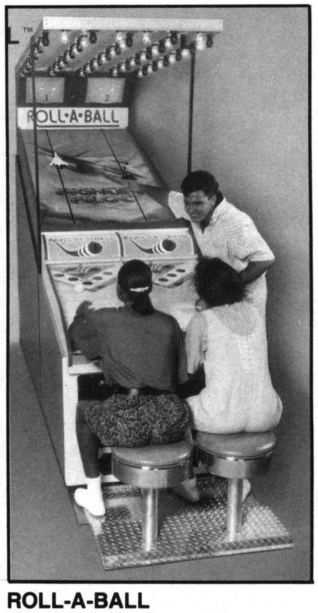
SUPER TRUCKS
Maker: Alter Enterprises
Phone: 201/616-1111
Notes: remote-control 18-wheeler models; player can choose trailer and backs the cab up to hook it on (even features a backup beeper like the real thing), trailer can be unhitched at any time with control button, lots of realism including diesel engine sound



BOWLER ROLLER
Maker: Bob's Space Racers
Phone: 904/677-0761
Notes: coin-op, ticket-dispensing novelty in which players roll 12-lb. bowling balls along two steel rails, giving the balls just enough "oomph" to go up a hill, but not back out of the valley again

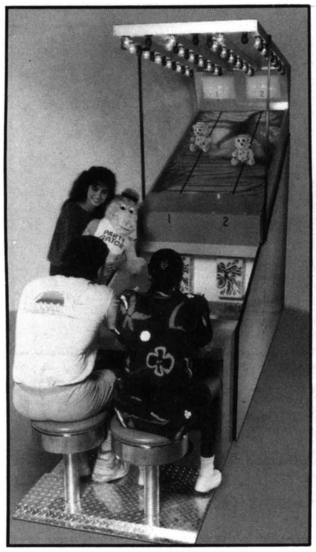


CAN ALLEY
Maker: Bob's Space Racers
Phone: 904/677-0761
Notes: coin-op, ticket-dispensing game for multiple players (smallest unit available is 4-pl.) in which players try to pitch balls into trash cans before the lids shut



ROLL-A-BALL
Maker: Bob's Space Racers
Phone: 904/677-0761
Notes: version of their **Derby Race** game in which players roll balls into holes in order to advance their party dog to the finish line. Really modern colorful graphics and cabinet highlight this piece.

SUPER SHIFTER
Maker: Bob's Space Racers
Phone: 904/677-0761
Notes: competitive game for either four or six players in which each uses a Hurst four-speed shifter to make his or her car the fastest on the track; with ticket dispenser

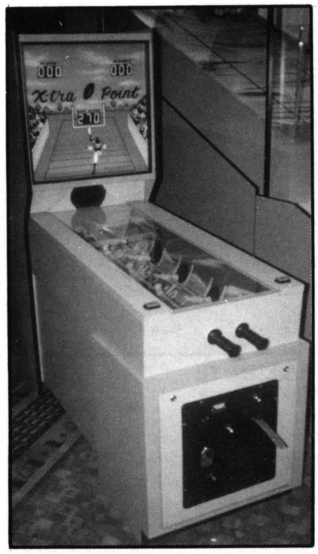


WATER RACE
Maker: Bob's Space Racers
Phone: 904/677-0761
Notes: players aim their water guns at targets to advance their plush beach bear to the finish line; features Beach Boys music; ticket dispenser



WHAC-A-MOLE
Maker: Bob's Space Racers
Phone: 904/677-0761
Notes: classic mole-smasher game (with ticket dispenser) using safe hammers; the firm also manufactures similar games with different titles and themes: *Bully Buster, Pattie Cakes* and *Hot Spot*

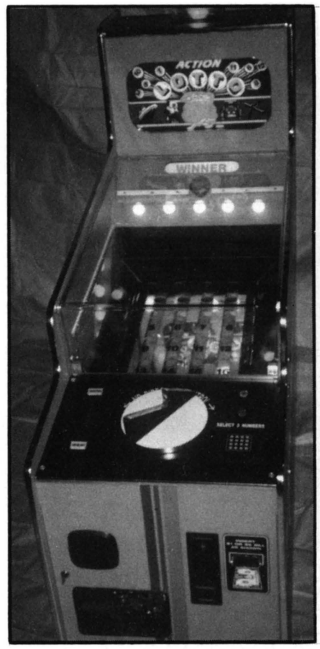
Other "arcade attraction" pieces from Bob's Space Racers include: Pinball Derby, Pop-A-Ball and *Shoot-Em-Out*



X-TRA POINT
Maker: Bob's Space Racers
Phone: 904/677-0761
Notes: redemption skill game for two alternating players in which they try to throw the ball into holes for points; features roaring crowd and voice score



WACKY GATOR
Maker: Data East
Phone: 408/286-7074
Theme: use plastic mallet to pound pop-up gator heads in this redemption unit

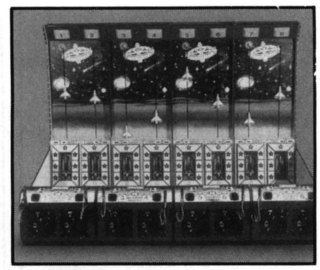


ACTION LOTTO
Maker: GaMCO
Phone: 800/642-7263 or 813/366-1133
Notes: redemption game in which the player uses air to blast ping pong balls into numbered holes on the playfield (as the numbers randomly light); complete operator-programmability; ticket dispenser (coin or token dispensing models available for markets where legal)

ACTION LOTTO Model 4X4
Maker: GaMCO
Phone: 800/642-7263 or 813/366-1133
Notes: same redemption game as above, using blasts of air to maneuver ping pong balls into numbered holes, but this version allows from one to four coins to be played at a time; also giant jackpots of up to 999 tickets can be programmed to be won

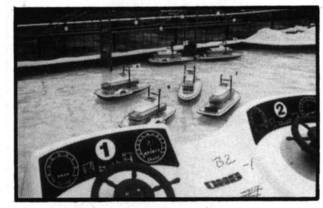


LAZER-TRON
Maker: Lazer-Tron Corp.
Phone: 415/460-0873
Notes: electronic, six-player sci-fi shooting game in which the players compete head-to-head in a laser race; features include incredible sound system, 19" monitor for scoring and options such as special lighting and custom art themes; current standard themes are space wars, haunted house and circus

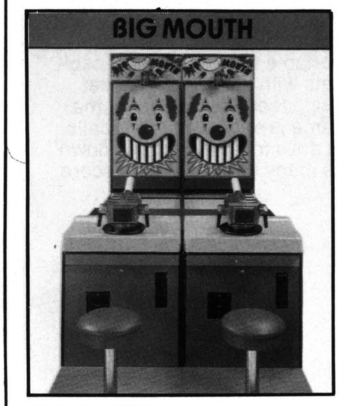


SHUTTLE LAUNCH
Maker: Lazer-Tron
Phone: 415/460-0873
Notes: skill game with ticket dispenser in which players shoot their lazer guns in a race to dock their shuttle craft at the space station; can be either coin-op or midway style with the flip of a dip switch





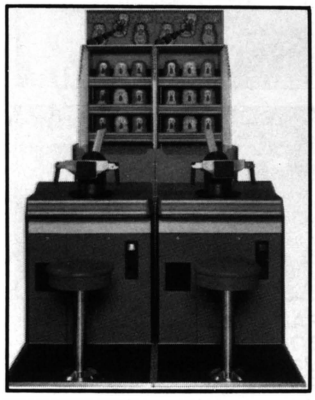
RADIO-CONTROLLED BOATS & CARS
Maker: Leisuretime Consultants
Phone: 305/973-9342
Notes: radio-controlled cars and boats with track layouts/water areas respectively



BIG MOUTH
Maker: Meltec
Phone: 800/356-4777 or 408/923-1302
Notes: sit behind a modular counter, aim a cannon, knock out a clown's teeth.



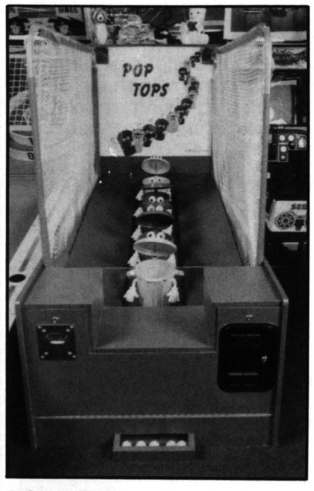
BOOM BALL
Maker: Meltec, Inc.
800/356-4777 or 408/923-0835
Notes: shoot balls from cannon into ski alley-type target/scoring holes; this now-classic, ticket-dispensing arcade game comes in tavern-sized cabinets, as well as regulation length



KNOCKDOWN
Maker: Meltec, Inc.
800/356-4777 or 408/923-0835
Notes: coin-op carnival game that comes in two-station packages which include two seats, portable air compressor, cabinets with "cannons," ticket dispenser, etc.; object of the game is to shoot rubber balls at dolls trying to "knock down" as many as possible for score



LUNAR GOLF
Maker: Meltec
Phone: 800/356-4777 or 408/923-1302 (in Calif.)
Notes: kids use joystick to tilt the playfield trying to sink real golf balls in lunar craters before time runs out; ticket dispenser and operator adjustable features

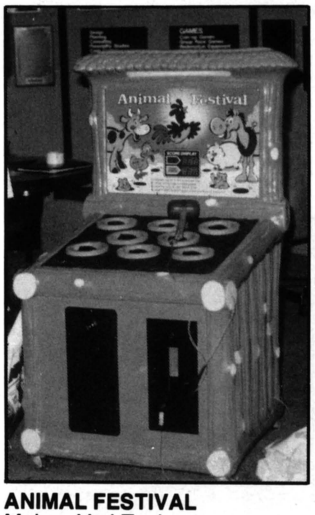


POP TOPS
Maker: Perceptive Resources
Phone: 813/379-9100 or 9200
Notes: kiddie-themed ball-toss ticket vending game in which players toss balls into colored pails with lids that open and close during play

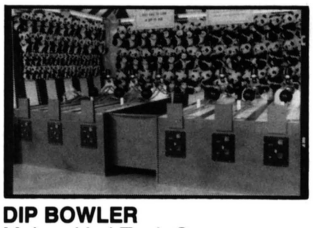
Perceptive Resources also makes *Pro Passer, Side Out Volleyball, Silver Circus, Quarterflash & Dragon Master*



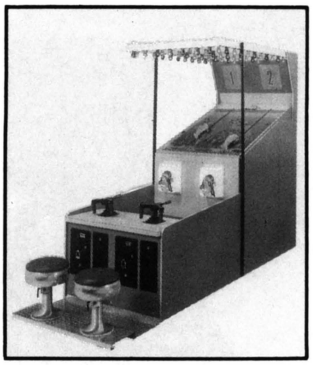
BULL'S EYE
Maker: Sega
Phone: 408/435-0201
Notes: large-scale shooting gallery game with M-16 rifle replica; fires pellets at cardboard targets



ANIMAL FESTIVAL
Maker: Vari-Tech
Phone: 800/245-2737 or 616/538-4088
Notes: mole-smashing game that operates by use of a unique coil system (rather that air compressor) allowing for multiple hits of the target for higher points



DIP BOWLER
Maker: Vari-Tech Co.
Phone: 800/245-2737 or 616/538-4088
Notes: designed for gamerooms, this all-electric (no compressed air needed) bowling game can be placed on any flat surface; it's available in single- or multi-player units with easy pull-out drawer for acess to ticket loading; multi-roll and ticket dispenser options



DOLPHIN WATER RACE
Maker: Vari-Tech
Phone: 800/245-2737 or 616/538-4088
Notes: players aim water guns at targets to race their plush dolphin to the finish before the others



MR. SIX GUN
Maker: Vari-Tech Co.
Phone: 800/245-2737 or 616/538-4088
Notes: mannequin with synthesized speech and moving eyes, hand and head; player has old-style Western shootout with mannequin using a pistol with infrared beam from a free-standing player station placed 10 to 15 feet away

TIN CAN ALLEY
Maker: Vari-Tech Co.
Phone: 800/245-2737 or 616/538-4088
Notes: redemptive novelty in which players try to toss balls into cute character-filled trash cans with lids that open and close. Alley cat themed and built in units for 4, 6, 8, 10, 12 or 14 players. Firm also makes *Pop Gun,* and *Frog Bog, as well as other traditional midway games*

The Hottest Tickets In Town!

KNOCKDOWN



BIG MOUTH



BOOM BALL



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For more information see your local distributor or call: (800) 356-4777; In CA: (408) 923-1302; FAX: (408) 923-0835.

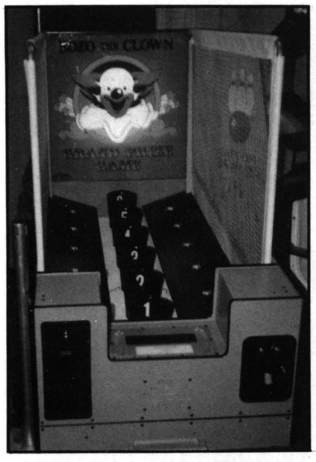
Meltec, Inc. 1550-B Las Plumas Avenue San Jose, CA 95133

Meltec inc.

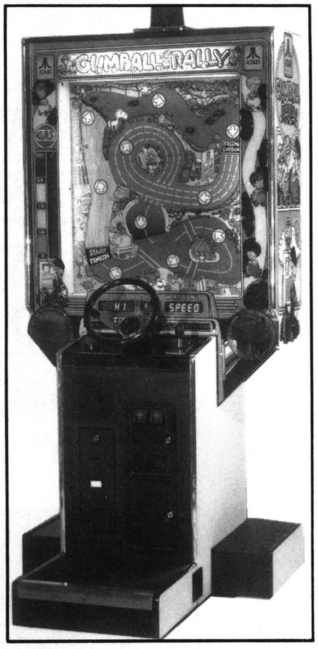
ARCADE NOVELTIES



ROUGH RIDER TRUCK RACE
Maker: Vari-Tech
Phone: 800/245-2737 or 616/538-4088
Notes: players roll balls into scored rings to advance their 4WD vehicle to the finish line



BOZO'S GRAND PRIZE GAME
Maker: Yankee Game Technology
Phone: 312/276-5005
Notes: fun skill game for kids in which they toss ping-pong balls into numbered cans as each is indicated by lights. Features Bozo's voice and theme song.



GUMBALL RALLY
Maker: Atari Games
Phone: 408/434-3700
Notes: ticket redemption game in which the player drives a mechanical car around a track on a horizontal playfield, picking up points (for tickets) as he or she drives over checkpoints, etc.; comes with a step-stool for smaller players



LECTRO BEANS
Maker: Bean Industries
Phone: 414/354-9669
Notes: fun bean bag-toss novelty for one to six players featuring automatic electronic scoreboard with digital readout of each player's score through five frames of play.



COP CAPERS
Available from: R.H. Belam Co.
Phone: 9516/292-2670
Notes: sitdown skill game in which the player turns a steering wheel to control the slant of a series of horizontal shelves inside the vertical cabinet; the object of the game is to skillfully guide a ping pong ball



FLASH FOUR
Maker: Betson Enterprises
Phone: 800/524-2343 or 201/440-2200
Notes: a redemption game that tests the player's skill as he tries to stop the last flashing queen and move up the maze to higher awards (an incorrect selection loses a life); players win tokens or tickets



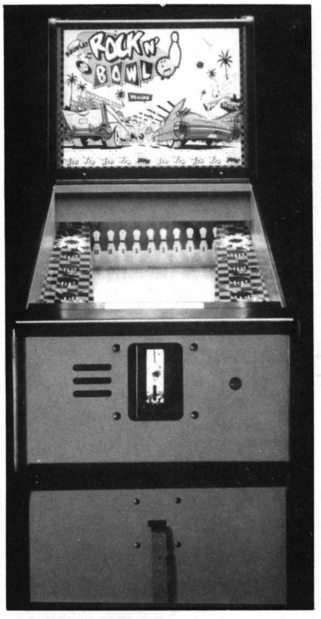
REEL POKER
Maker: Betson Enterprises
Phone: 800/524-2343 or 201/440-2200
Notes: redemption game with actual reels (of spinning cards) and high-low feature to allow players to double their winnings. Operator-adjustable pricing, award payout and player skill features.



LOTTO FUN
Maker: Betson Enterprises
Phone: 800/524-2343 or 201/440-2200
Notes: a coin-op version of the popular lottery game in which the player picks numbers and if those choices match up with the computer's, he wins tokens or tickets



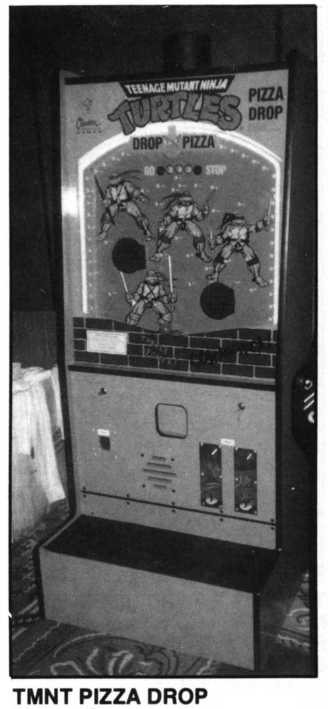
LITTLE PRO
Maker: Bromley Inc.
Phone: 312/267-6030
Available in the U.S. from:
Ameri Corp.
Phone: 708/934-0661
Notes: miniature golf themed redemption skill game in a pin-ball-style cabinet; even features a rotating Dutch windmill; suggested vend is 11 shots for 50 cents



ROCK'N'BOWL
Maker: Bromley, Inc.
Phone: 312/267-6030
(Sales: Frank & Joe Bundra: (708/705-5991)
Notes: redemption game in which player slides quarters through the aiming slot and steers them toward bowling pin roll-up point targets at the back of the field



CLAW POKER
Maker: Bush Electronics
Phone: 517/777-8490
Notes: redemption game that looks like a crane but actually isn't; players try to drop a sponge ball from the claw into holes labeled like playing cards for the best hand within the allotted time; player wins coupons dispensed by the machine that are redeemable by mail



TMNT PIZZA DROP
Maker: Capcom
Phone: 408/727-0400
Notes: youngsters drop golf balls into pachinko-type cabinet to get balls into side cups for redemption tickets; floor-standing cabinet with a step-stool for smaller patrons

PENNY PRESS VENDING MACHINE
Maker: Centek
Phone: 303/425-4772
Notes: a novelty that presses a custom or stock image onto a customer-supplied penny as a souvenir



BODY MATCH
Maker: British firm;
available from Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: horizontal skill-stop game in which the player tries to match the head, torso and feet of different characters by stopping the spin of those segments.



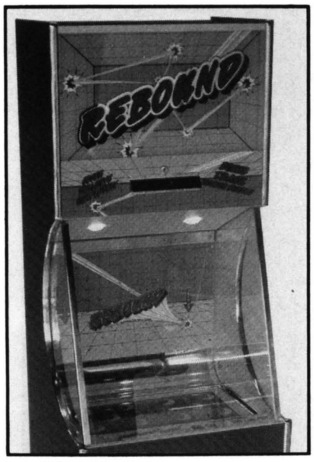
5 CARD DRAW
Maker: Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: skill stop card game



LOTTO FEVER
Maker: Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: lottery-type game with hi-lo option for winning players. Available in dedicated or kit form (for 19" horizontals).



MATING GAME
Maker: Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: new and improved version featuring new graphics, high-quality 24-pin printer, revised paper tray. Now available in both English and Spanish versions.



REBOUND
Maker: Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: "cover the spot" ticket/token game with bright graphics



TALKING LOVE METER
Maker: Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: novelty that rates your sex-appeal featuring voice

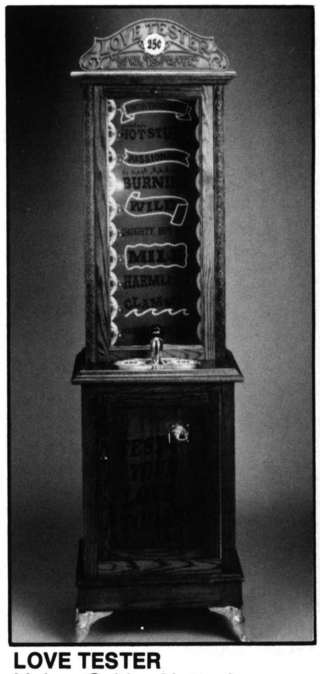


TALKING POWER HOUSE
Maker: Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: novelty with voice that rates your strength.

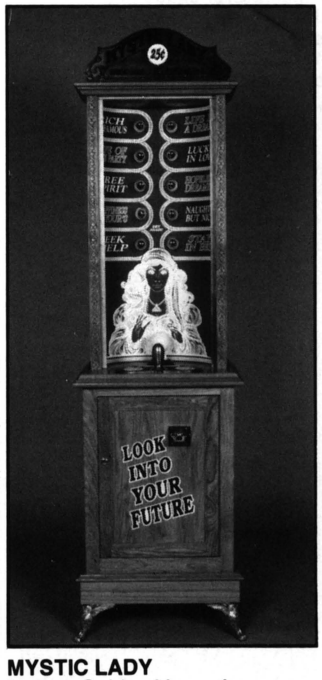
SLAP SHOT
Maker: Data East
Phone: 408/286-7074
Specs: skilled but simplified pinball-type action with ice hockey theme



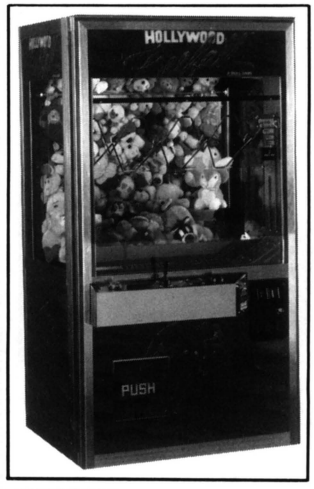
PENNY PRESSER
Maker: Eurolink
Phone: 714/739-1010
Notes: machine that stamps a customer-supplied penny with souvenir art/message



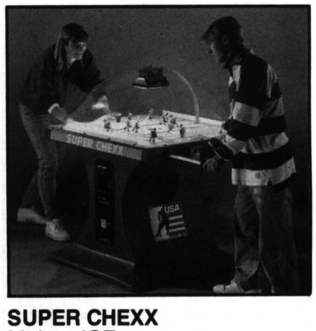
LOVE TESTER
Maker: Golden Years Amuse.
Phone: 408/384-5800
Notes: classy oak cabinet replica of pre-WWI classic



MYSTIC LADY
Maker: Golden Years Amuse.
Phone: 408/384-5800
Notes: classy oak cabinet replica of pre-WWI classic



FREE FALL
Maker: The Hollywood Group
Phone: 800/966-6517 or 818/767-0981
Notes: the firm has modified this redemption game so that instead of batting the prizes out of the playfield area, the player now flips them off a pad as they tumble down from a vertical conveyor belt



SUPER CHEXX
Maker: ICE
Phone: 716/833-0481
Notes: the updated version of the firm's popular electro-mechanical hockey novelty



SUPER KIXX
Maker: ICE
Phone: 716/833-0481
Notes: update on the firm's original hit soccer game

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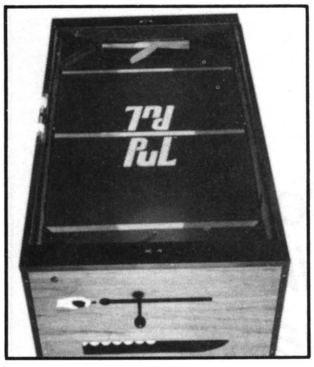
ROSETTE, INC.

29 Bala Ave.
Bala Cynwyd (Phila.), PA 19004

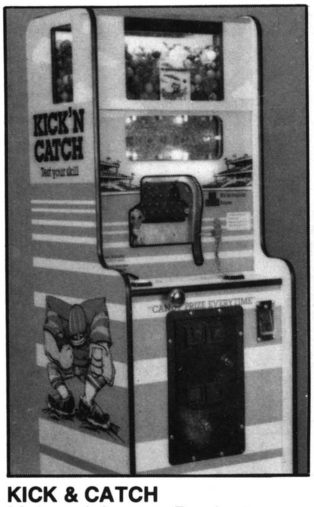
1-800-426-6665
1-215-668-8392



TURBO DRIVE ICE
Maker: ICE
Phone: 716/833-0481
Notes: one- or two-player slot car racing game featuring track layout options and optional ticket dispenser



PUL
Maker: JMC, Inc.
Phone: 201/839-2984
Notes: mechanical table game in which the players try to slam the ball into their opponent's goal to score points by using the pivotal paddle found at each end; the playfield's convex shape adds to the challenge



KICK & CATCH
Maker: Johnston Products
Phone: 309/755-5021
Notes: update of an old classic mechanical skill game in which the player kicks the ball, which then goes through a series of pachinko-type pins, and must move the man (by turning the knob) in order to catch it; this fete of hand-eye coordination is rewarded by 100 points per catch; the game is set up to give a gumball, prize-filled capsule rubber superball or jawbreaker upon the initial drop of a coin

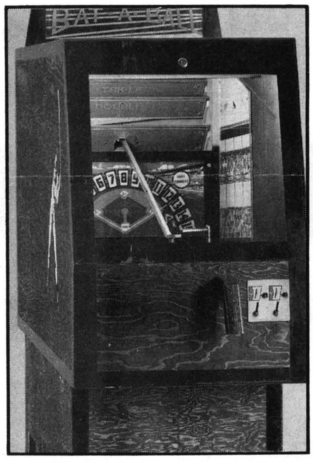


ROOSTA SHOOTA
Maker: Levy; available from Coastal Amusement
Phone: 201/905-6663
Notes: redemption gun game with sound effects, illuminated rotating display and multi coin acceptor.

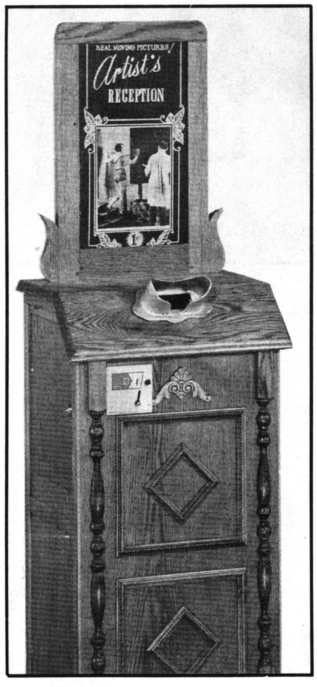


THE RAILROAD YOU RUN
Maker: Masterworks in Miniature
Phone: 904/796-4659
Notes: a coin-operated, full-size toy train inside either a lowboy or upright enclosed booth; both cabinet styles feature two trains (freight and passenger), two coin slots and two control knobs; playfields can be customized and are interchangeable; play-time is set at 1½ minutes per 25 cents

BABY BAND
Maker: Mike Munves Corp.
Phone: 914/347-3778
Notes: all-formica covered wood cabinet housing a cassette player and starring 3 musical animals who perform; kids turn the handle and watch as the animals move to the music; several songs per tape; one minute per quarter; animals can be changed to correspond to the seasons

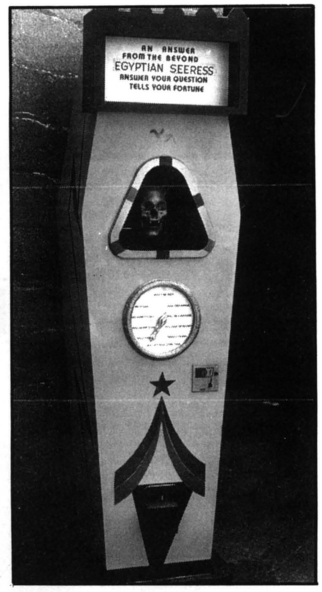


BAT-A-BALL
Maker: Mike Munves Corp.
Phone: 914/347-3778
Notes: electromechanical batting game featuring a gun trigger control for the bat



ELECTRIC MUTOSCOPE
Maker: Mike Munves Corp.
Phone: 914/347-3778
Notes: mutoscope with a variety of reels including such subjects as westerns, sports and cartoons

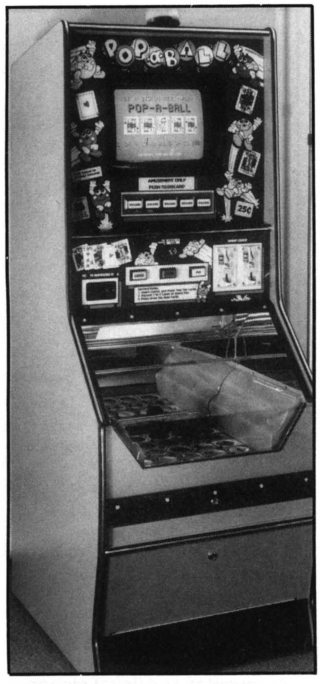
Munves also makes *Grip Test*, *Love Tester* and *Wheel of Love* arcade novelties in wood cabinets



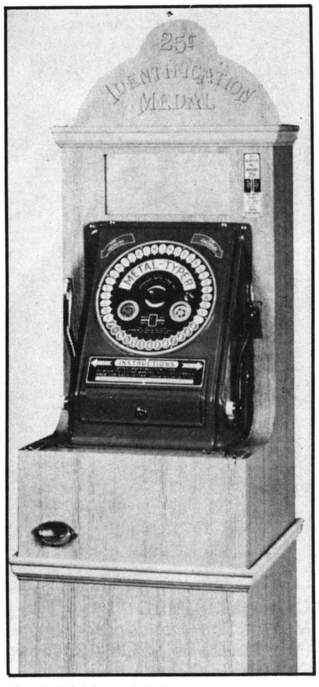
EGYPTIAN MUMMY
Maker: Mike Munves Corp.
Phone: 914/347-3778
Notes: the firm's latest novelty piece which features a mummy fortune teller



ROLLERBALL
Maker: RollerBall, Inc.
Phone: 303/693-4978
Notes: table novelty in which two players (one on each end) use two paddles to propell a 1" steel ball into one of the opponent's three goals

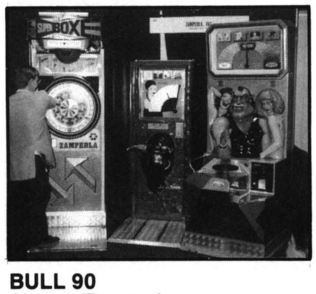


POP-A-BALL
Maker: SMS Manufacturing
Exclusively available from:
Coastal Amusement Distributors
Phone: 201/905-6662
Notes: mechanical amusement card game with ticket dispenser. Actual rubber balls pop into holes to select your hand; outcome is displayed on the video monitor



CLASSIC MODEL
Maker: Standard Metal Typer
Phone: 800/782-1000 or
312/583-8300
Notes: this machine, on the market since 1938 and requiring no electricity, lets the user type any message onto metal discs which can display the amusement center's logo or other design; the firm also manufactures *The Mint* which sports a laminate look rather than the woodgrain of the *Classic*

MIDNIGHT RESCUE
Maker: U.S. Games
Phone: 800/448-4263 or
404/441-2910
Notes: electromechanical rescue game features upright cabinet with blacklight on moving helicopter



BULL 90
Maker: Zamperla
Phone: 800/888-8878 or
201/334-8133
Notes: sqeeze the bull's horn to find your strength rating



GORILLA GRIP
Maker: Zamperla
Phone: 800/888-8878 or
201/334-8133
Notes: grip testing upright novelty

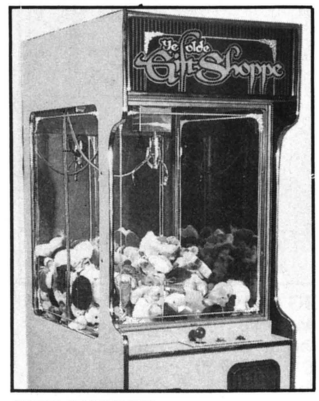
MR. MUSCLE
Maker: Zamperla
Phone: 800/888-8878 or
201/334-8133
Notes: physical arm-wrestling upright novelty

PUNCHBALL
Maker: Zamperla
Phone: 800/888-8878 or
201/334-8133
Notes: classic live punching bag with force of blow registered on the score mechanism



GYPSY PALM READER
Maker: Zytronics
Phone: 305/251-3775
Notes: modern version of the old palm-reading machine that dispenses a computerized card for either a 50-cent or $1 vend; available in countertop and in upright models

CRANES



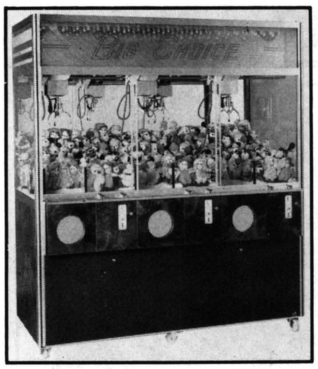
GIFT SHOPPE
Maker: Altec Manufacturing
Phone: 800/423-8779 or
703/323-2900
Notes: colorful cabinet; joystick operation; 25- or 50-cent play; easy access front-loading; lock-free security; skill control; adjustable time; 12 musical tunes; optional gumball dispenser



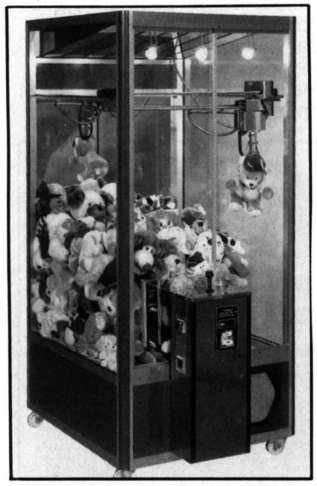
GOLDENGAME
Available from: Atlantic & Pacific
Phone: 201/926-0700
Notes: comes in 1-, 2- and 3-pl. uprights; button controlled; adjustable coinage, timing, etc. Also available from A&P is the Low Boy Crane (button operated)



GOOD LUCK CRANE
Available from: R.H. Belam
Phone: 516/292-2670
Notes: 1- and 3-pl. units; also available from Belam is the Belita Gold Digger 1- and 2-pl. crane (button or joystick)

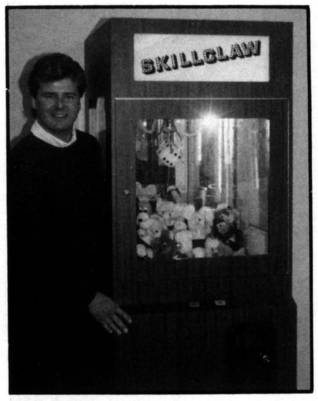


BIG CHOICE
Available from: Betson Ent.
Phone: 800/524-2343 or 201/440-2200
Notes: 1, 2- or 3-pl. models; button or joystick operation; the firm also markets the Super Action Claw and Top Choice cranes





BIG CHOICE Limited Edition
Available from: Betson Ent.
Phone: 800/524-2343 or 201/440-2200
Notes: the firm's deluxe, "high-styled" crane, available in single- and 2-pl. models; features include sleek, classy appearance, oversized 8" claw, $1-5 bill acceptor with stacker, mirrors and halogen lighting

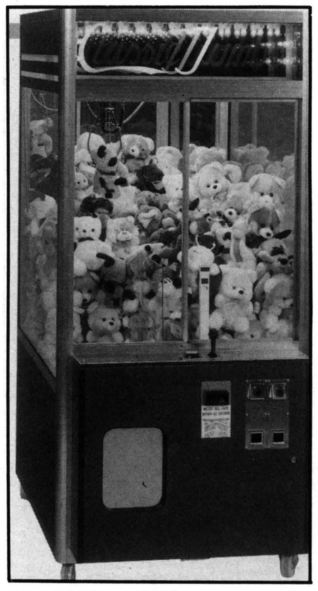


SKILL CLAW
Maker: Bush Electronics
Phone: 517/797-0200
Notes: crane with numerous features; attractive woodgrain cabinet; button operation



CAROUSEL CRANE
Maker: Coin Concepts
Phone: 201/390-9009 or 800/462-COIN (2646)
Notes: two three-player units combine back-to-back into this hexagon-shaped crane featuring button or joystick operation; Belgian mechanism and optional bill acceptor.

CLASSIC CHAMP
Maker: Coin Concepts
Phone: 800/462-COIN (2646) or 201/390-9009
Notes: billed as "the original Belgian crane," this unit is available in single, double, triple sizes, as well as *Classic Jumbo* in single and double. Features include button or joystick operations, dual coin mech and optional bill acceptor

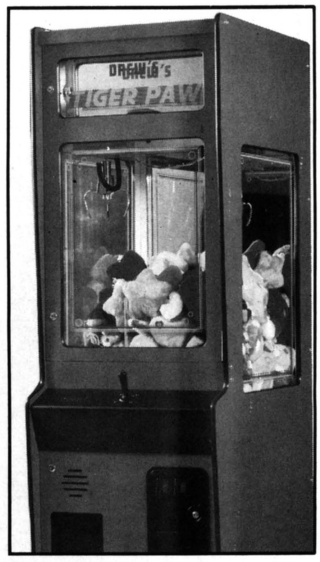


CLASSIC JUMBO
Maker: Coin Concepts
Phone: 800/462-COIN (2646) or 201/390-9009
Notes: jumbo version of their Belgian crane in button or joystick models with fully adjustable mechanism; the firm also has a Redemption Center glass-front and mirrored prize showcase with separate locking storage area below



COMPACTRONIC CRANE
Maker: Compactronic
Phone: 713/580-6522
Notes: joystick/button crane game with numerous features; red and black cabinet with high plush visibility

LUCKY TEXAN
Maker: The Hollywood Group
Available from: Cranes of Texas
Phone: 713/695-4220
Notes: 1-pl. upright crane with button or joystick operation



TIGER PAW
Maker: Drew's
Phone: 803/574-0162
Notes: 1-pl. crane with button or joystick operation; optional bill acceptor and ticket dispenser



ANIMAL HOUSE TOY VENDER
Maker: GaMCO
Phone: 800/642-7263 or 813/366-1133
Notes: "play till you win" plush vender with crane claw action

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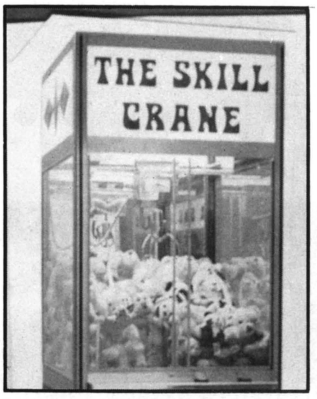
NEW!

CLASSIC JUMBO SINGLE





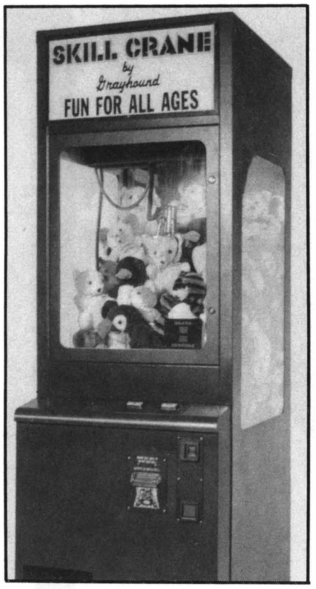
SHOWCASE CRANE
Maker: GaMCO
Phone: 800/642-7263 or 813/366-1133
Notes: low-maintenance electro-mechanical crane features rotating carousel, few moving parts



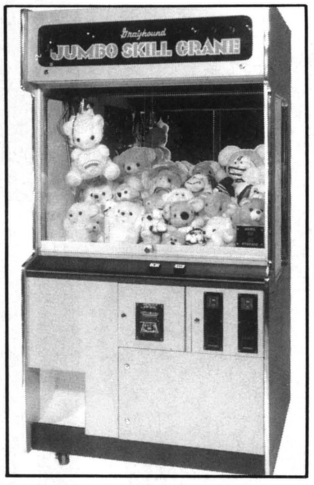
THE SKILL CRANE
Available from: Global Imports
Phone: 319/326-6467
Notes: 1-, 2- and 3-pl. upright (button or joystick)



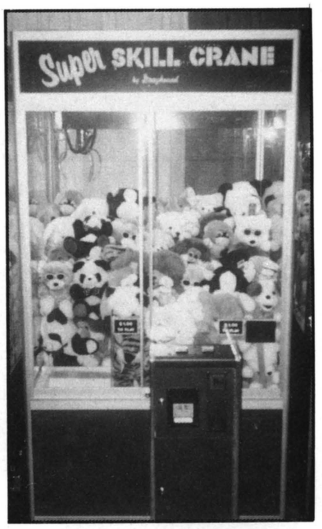
GRABB'EM
Maker: Golden Touch Mfg.
Phone: 813/755-8499
Notes: 1-pl. upright crane (button operated)



GRAYHOUND ALL-METAL CRANE
Maker: Grayhound
Phone in N.J.: 201/341-5200
outside N.J.: 800/222-0491
Notes: 1-pl. all-metal upright crane; also available from Grayhound is the *Jumbo* (description follows), *Jumbo Jr., Super Skill Crane (description also follows)* and the wood-framed *Skill Crane*



DELUXE JUMBO CRANE
Maker: Grayhound
Phone in N.J.: 201/341-5200
outside N.J.: 800/222-0491
Notes: jumbo crane with 5½" adjustable claw, bill acceptor included, dual coin mechs, button or joystick operation, large metal coin box (keyed separately), wider and deeper play area, adjustable pricing



SUPER SKILL CRANE
Maker: Grayhound Electronics
Phone: 800/222-0491 or 201/341-5200 (N.J.)
Notes: jumbo crane with a low, wide playfield and large claw (to accommodate larger prizes)

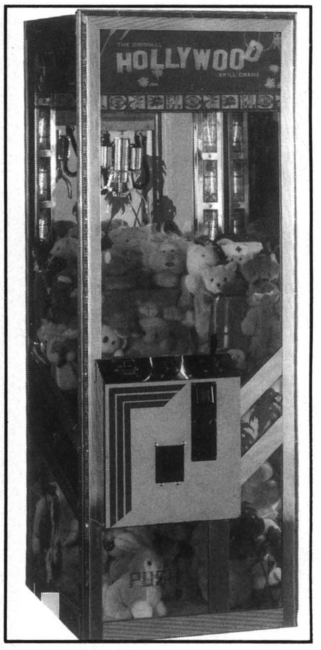


HYPERQUAD CRANE
Maker: The Hollywood Group
Phone: 800/992-2274 or 818/767-0981
Notes: new-styled crane from Hollywood featuring their patented "Hyperclaw" available in numerous sizes and combinations; many features plus optional bill acceptor and stacker

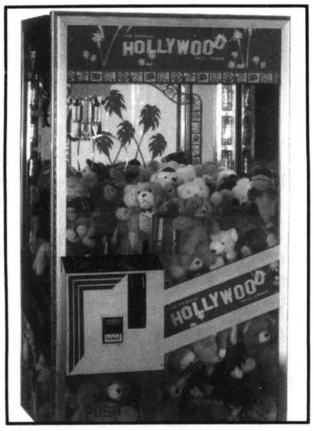
THE ORIGINAL HOLLYWOOD CRANE
Maker: The Hollywood Group
Phone: 800/992-2274 or 818/767-0981
Notes: 1-pl. upright (button or joystick operation)



THE ORIGINAL HOLLYWOOD CRANE JUMBO
Maker: The Hollywood Group
Phone: 800/992-2274 or 818/767-0981
Notes: 1-pl. unit with big claw for oversized plush; also available with "Flashmodel" graphics

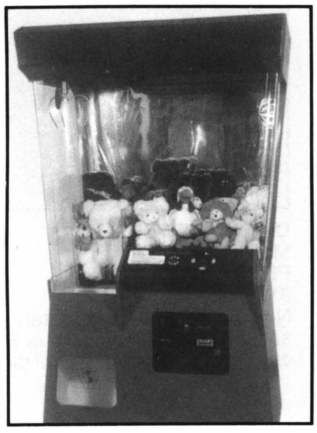


TURBINATION
Maker: The Hollywood Group
Phone: 800/992-2274 or 818/767-0981
Notes: all-electronic jumbo crane in twin and single "multi-vend" versions; the single puts one spinning claw on 50-cent play for smaller prizes, the jumbo on $1 play for larger prizes; all models feature the new look for Hollywood's cranes with 90% glass cabinets, translucent blue signage and chrome trim



JUMBO TURBINATION
Maker: The Hollywood Group
Phone: 800/992-2274 or 818/767-0981
Notes: same patented "Hyper-claw" as above and many other features in this jumbo version; large plush size capacity

MULTIVEND TURBINATION
Maker: The Hollywood Group
Phone: 800/992-2274 or 818/767-0981
Notes: features two vend prices in one machine; available in jumbo and single models; also available is *Multivend Turbination II & III;* optional "Flash Package" and bill acceptor with stacker

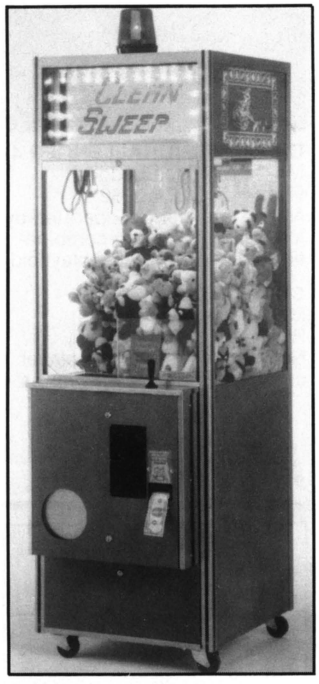


SUPER CRANE
Maker: Imaginomics
Phone: 800/828-8730 or 919/596-4543
Notes: crane in Super and Jumbo Super models featuring "AdMarq" advertising marquee, attention-getting music generator, tilt alarm. Mars bill acceptor

KRAMER KRANE/DELUXE 2000
Maker: Kramer
Phone: 201/367-7810
Notes: musical upright or countertop (buttons or joystick)



SUPRISE SUPRISE
Maker: Harry Levy
Available from: Coastal Amusement Distributors
Phone: 201/905-6662
Notes: 2-pl., wedge-shaped units can be used alone or placed together for different configurations (up to 4 can be combined for 8 play stations); features animated bear attract mode



CLEAN SWEEP SINGLE & SUPER SINGLE
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: new cabinet design for the '90s including gold aluminum trim and tamper-resistant stainless steel double prize door system; features include three skill game options, game bonus and timer, joystick control, steel frame with dual coin mechs; options include $1/$5 bill acceptor with stacker, prize counter meter, sound system, winner light and bubble gum payout; *Single* measures 36½" wide, 34½" deep and 81" high; *Super Single* measures 34½" wide, 32½" deep and 81" high

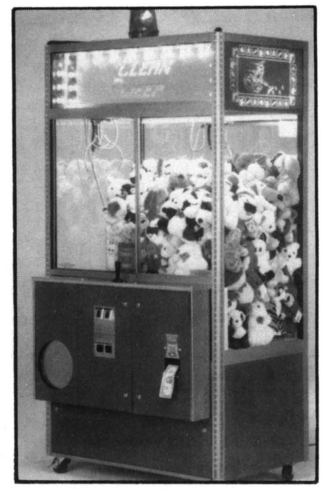


CLEAN SWEEP DOUBLE
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: simultaneous play capabilities for two; same features and options as the previously mentioned single-player crane such as credit/timer readout and tilt alarm; custom-built models available; measures 48½" wide, 32½" deep and 81" high

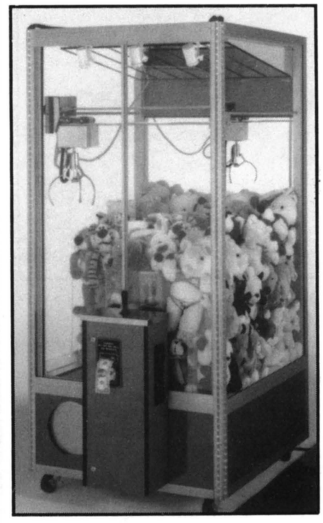
CLEAN SWEEP TRIPLE
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: all features and options as double model are included here to accomodate three players; measures 71" wide, 32½" deep and 81" high



CLEAN SWEEP JUMBO JR. 34"
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: along with the same features and options as the other *Clean Sweep* models, the *Jumbo Jr.* consists of a dropped playfield depth with increased side viewing area; the *Jumbos* have a $1/$5 bill acceptor with stacker included; measures 34½" wide, 32½" deep and 81" high



CLEAN SWEEP JUMBO 42"
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: same features and options as the previous model, plus the *Jumbos* feature credit/timer LED readouts to accommodate the large set of claws; same dimensions as above except width of 42"



CLEAN SWEEP CLASSIC JUMBO SINGLE
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: immense viewing area achieved by extra low playfield and increased window display; high-tech Halogen Trac lighting, "Motion" sound system standard; $1/$5 bill acceptor with stacker, credit/timer LED readout and fully-adjustable claws; 35½" wide, 41" deep, 77½" high

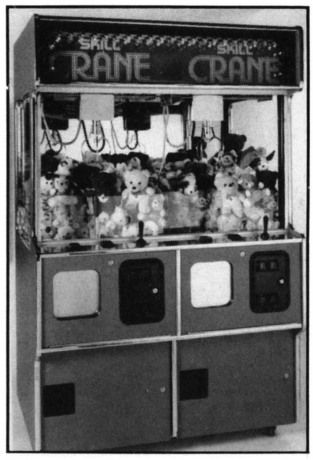


CLEAN SWEEP
CLASSIC JUMBO DOUBLE
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: same features and options as single model, both featuring three skill game options and skill joystick control; tamper-resistant stainless steel double prize door system; console box on both *Classics* is designed for easy removal for access through standard doorways; measures 70" wide, 41" deep, 77½" high



DIGA MART
Maker: Sega Japan
Available from Roth Novelty
Phone: 717/824-9994
Notes: musical 4-pl. lowboy (button and/or joystick)

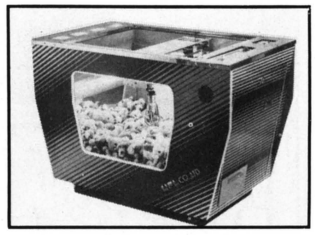
UFO CATCHER
Maker: Sega Japan
Available from: Roth Novelty
Phone: 717/824-9994
Notes: musical 2-pl. upright with terraced playfield (buttons and/or button & joystick)



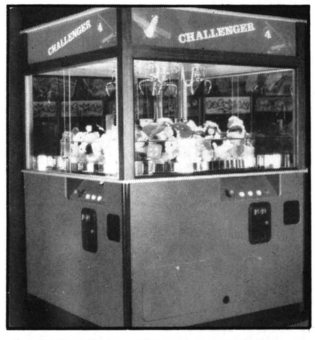
DOUBLE SKILL CRANE
Maker: SMS
Phone: 201/370-3030
Notes: 100% solid-state upright in plywood cabinet. SMS also makes the SMS Skill Crane and The Gobbler



GOLIATH SKILL CRANE
Maker: SMS Mfg.
Phone: 201/370-3030 (N.J.) or 800/221-0138
Notes: jumbo crane available with joystick or button player controls, complete music, sound and light packages, $1 and $5 bill acceptor, optional ticket dispenser.



UPL LUCKY LOWBOY
Maker: UPL (Japan)
Available from: Coastal Amusement Distributors
Phone: 201/905-6662
Notes: 1-pl. lowboy crane with button operation; sound system; tempered safety glass



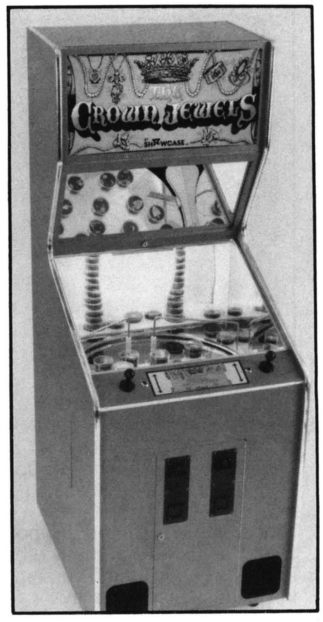
CAROUSEL (CHALLENGER 4)
Maker: Wedges/Ledges
Phone: 213/374-9982
Notes: 4-pl. upright operated by joysticks and button combination; rotating carousel playfield

CHALLENGER
Maker: Wedges/Ledges
Phone: 213/374-9982
Notes: the firm's single-player crane with numerous features

ROTARIES

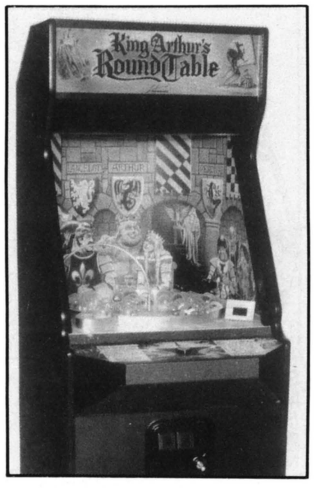


BELAM 6-PL.
ROTARY MERCHANDISER
Available from: R.H. Belam
Phone: 516/292-2670
Notes: 6-pl. unit with adjustable turntable speed

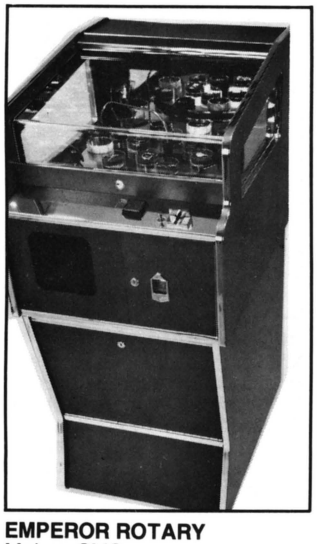




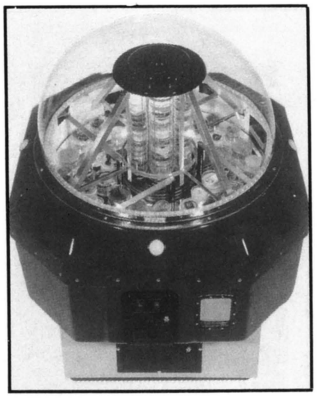
CROWN JEWELS
Maker: GaMCO
Phone: 800/642-7263 or 813/366-1133
Notes: 2-pl. gravity-fed rotary, self-loading unit holds 30- or 80-cup reserve; 25- or 50-cent play



KING ARTHUR'S ROUND TABLE
Maker: Leland
Phone: 619/562-7000
Available through Betson Ent.;
Phone: 800/524-2343 or 201/440-2200
Notes: 300-capsule-capacity, self-filling rotary merchandiser in a video upright-style cabinet; operator-adjustable timer



EMPEROR ROTARY
Maker: SMS
Phone: 201/370-3030
Notes: 1-pl. countertop or low-boy (button or joystick)

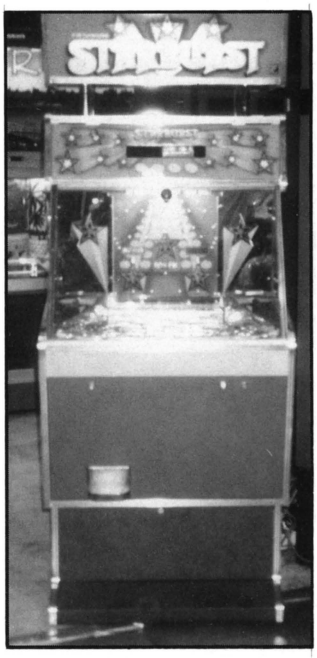


JACKPOT
Maker: Smart Industries
Phone: 515/265-9900 or 800/553-2442
Notes: new concept in automatic-prize loader system; for one to four players, eye-catching cabinet design with prize storage area, "Action" sound system and music; rotating mirror playfield, tilt alarm, double coin mech with separate locked cashbox; measures 45½" in diameter and 57½" high with dome

PUSHERS



NEW YORK, NEW YORK
Maker: Coin Concepts
Phone: 800/462-COIN (2646) or 201/390-9009
Notes: pusher available in 3- and 6-player models. Coin Concepts now manufactures this product in the U.S. under license from Crompton, bringing operator cost down.



STARBURST
Available from: Coin Concepts
Phone: 800/462-2646 or 201/390-9009
Notes: 1-pl. pusher with regular shelf play and typical pusher playfield plus unique bonus payout (game can dispense a special promotional token for greater prize redemption value or special bonus gift)



KLONDIKE
Maker: Crompton
Available from: Betson Ent.
Phone: 800/524-2343 or 201/440-2200
Notes: 1-pl. pusher with bonus slide, ticket or token payout and optional skill stop button



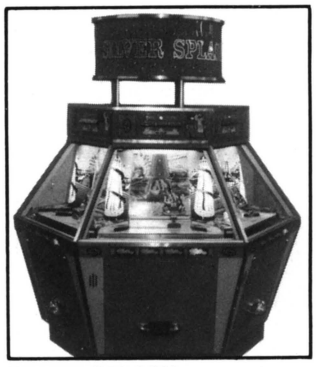
NEW WAVE
Maker: Crompton
Available from: Betson Ent.
Phone: 800/524-2343 or 201/440-2200
Notes: Crompton's latest pusher; hexagon-shaped, for six players; features bright graphics, dynamic sound and steel-frame construction



RIVIERA
Maker: Crompton
Available from: Betson Ent.
800/524-2343 or 201/440-2200
and from Coin Concepts
800/462-COIN or 201/390-9009
Notes: 6-pl. pusher with bonus stacker feature or special token-dispensing versions; synthesizer sound effects; available in 6-, 4-, 3- and 2-pl. models



ROCK 'N' ROLL
Maker: Crompton
Available from: Betson Ent.
Phone: 800/524-2343 or 201/440-2200
Notes: one-player Crompton pusher in the *Klondike* tradition featuring ticket or token redemption and lots of player control plus an optional "ticket every time" feature



SILVER SPLASH
Maker: Crompton
Available from: Betson Ent.
800/524-2343 or 201/440-2200
and from Coin Concepts
800/462-COIN or 201/390-9009
Notes: 6-pl. Crompton pusher with vibrant graphics, full tilt alarm system, etc.



QUICKSILVER II
Maker: GaMCO
Phone: 800/642-7263 or
813/366-1133
Notes: fully-metered skill pusher with dual hopper system, dual alarms, takes quarters or tokens, vends tokens or tickets



2001 MERCHANDISER COIN PUSHER
Maker: GaMCO
Phone: 800/642-7263 or
813/366-1133
Notes: beautifully lit display case highlights the appearance of this pusher which also features adjustable skill levels with sliding coin entry, 4-tiered coin drop, strong wood cabinet with full security & alarm; tokens in or out or any size coin in or out; tickets out option



SKILL DOZER II
Maker: Kramer
Phone: 800/631-2126 or
201/367-7810
Notes: player uses a bulldozer to manipulate the prize on the turntable to a position where the pusher will knock it into the prize chute

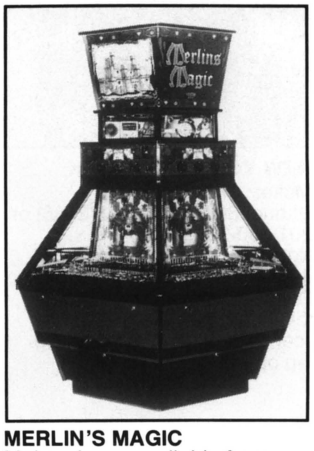


EAGLE FALLS
Maker: Games of Tennesee
Phone: 615/684-0100
Notes: ticket-dispensing coin pusher with electronic controls

GOLDEN EAGLE
Maker: Games of Tennesee
Phone: 615/684-0100
Notes: a ticket-every-time pusher



CIRCUS PARADE
Maker: Levy; available from Coastal Amusement
Phone: 201/905-6663
Notes: 6-player pusher with dual self-filling jackpots and anti-cheat system.



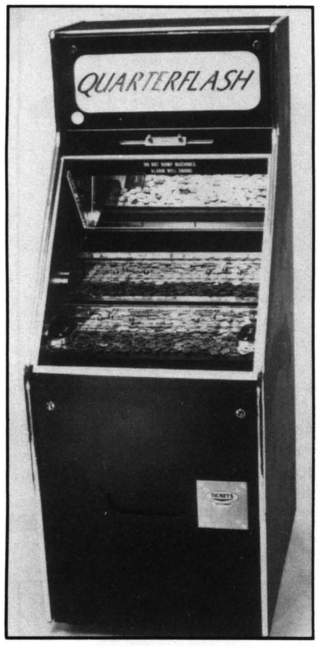
MERLIN'S MAGIC
Maker: Levy; available from Coast Amusement
Phone: 201/905-6663
Notes: 6-pl. pusher with beautiful graphics, token dispensing feature, dual jackpots & anti-cheat system



SHOWBOAT
Maker: Levy; available from Coastal Amusement
Phone: 201/905-6663
Notes: 6-player pusher (also available in 4-3 and 2-player models) with token dispensing feature and full anti-cheat system.



DRAGON MASTER
Maker: Perceptive Resources
Phone: 813/379-9100 or 9200
Notes: skill pusher with dragon theme; players catapult coins/tokens to attack castle walls, winning bonus tickets for striking the moat monster; shooting into the draw bridge assures passage into the treasure chamber



QUARTERFLASH
Maker: Perceptive Resources
Phone: 813/379-9100 or 9200
Notes: pusher with ticket/token dispenser; skill stop switch



WEDGES/LEDGES
Maker: Wedges/Ledges
Phone: 213/374-2387
Notes: classic ticket-vending coin pusher

BUCCANNEER
Maker: Whittaker Bros.
Available from: Coastal Amusement Distributors
Phone: 201/905-6662
Notes: 6-pl. island style or 3-pl. wall unit musical pusher

PIRATE TREASURE
Maker: Whittaker Bros.
Available from: Coastal Amusement Distributors
Phone: 201/905-6662
Notes: musical pusher comes in 4-pl. island style or as 2-pl. wall unit; features lighted "skull" behind glass

RIVERBOAT
Maker: Whittaker Bros.
Available from: Coastal Amusement Distributors
Phone: 201/905-6662
Notes: 1-pl. pusher



WILD WEST RICK WHEEL
Maker: Whittaker Bros.
Available from: Coastal Amusement Distributors
Phone: 201/905-6662
Notes: pusher comes in 4-pl. island style or as 2-pl. wall unit

BULK & STICKER VENDORS



JUMBO THE ELEPHANT
Available from: Coin Concepts 800/462-COIN or 201/390-9009 and from Betson Enterprises 800/524-2343 or 201/440-2200
Notes: players maneuver the elephant's trunk in order to vacuum up the prize and send it to the chute; dispenses boxed, capsuled or loose items; prize every time



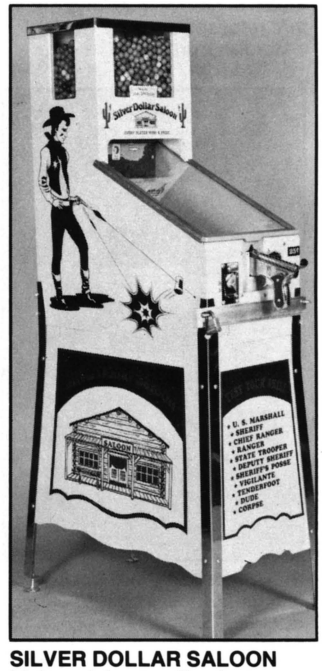
LUCKY EGGS
Maker: Innovative Industries
Phone: 800/344-7467 or 417/358-6891
Notes: prize-filled egg capsule vendors in two designs — *Fred Flintstone* and *Lucky Eggs*



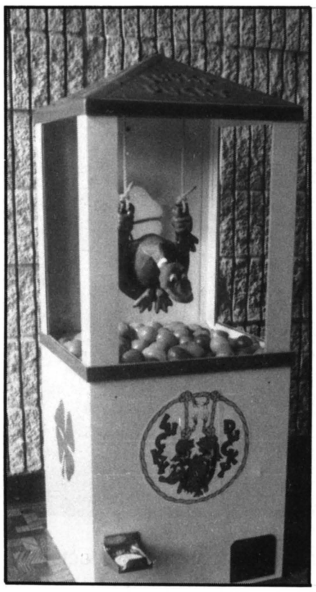
KICK & CATCH
Maker: Johnston Products
Phone: 309/755-5021
Notes: update of an old classic mechanical skill game in which the player kicks the ball, which then goes through a series of pachinko-type pins, and must move the man (by turning the knob) in order to catch it; this fete of hand-eye coordination is rewarded by 100 points per catch; the game is set up to give a gumball, prize-filled capsule rubber superball or jawbreaker upon the initial drop of a coin



BIG TOP
Maker: Johnston Products
Phone: 309/755-5021
Notes: mechanical gun game dispenses gumball or other bulk products and lets player fire 10 shots at moving targets for score



SILVER DOLLAR SALOON
Maker: Johnston Products
Phone: 309/755-5021
Notes: mechanical gun game dispenses gumball or other bulk products and lets player fire 10 shots at moving targets for score



LUCKY DUCKY
Maker: The Lucky Associates
Phone: 800/HOT-LUCK (468-5825) or 417/589-6700
Notes: kiddie egg vender features green, quacking duck that releases eggs by waving a Golden Horseshoe



BIG TOP MINI PINBALL
Maker: Mayoni Enterprises
Phone: 800/345-1183 or 818/899-2488
Notes: high attraction bulk vendor for kids; quarter gets gumball or "V" capsule, as well as one-ball play on small pinball machine



ZIGGY THE TALKING CLOWN
Maker: Mayoni Enterprises
Phone: 800/345-1183 or 818/899-2488
Notes: capsule or egg vendor featuring talking clown swinging on a swing; high capacity; accepts any size capsule or egg with minor adjustment

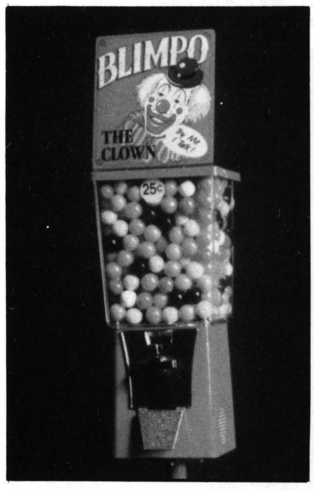


FUN STATION
Maker: Mr. Vend
Phone: 818/718-6061
Notes: a new concept from Mr. Vend for putting impulse items with bulk venders, creating a "fun station"; many configurations available

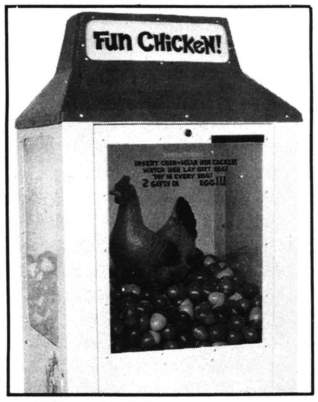


BLIMPO THE CLOWN
and **ROCKO THE ROBOT**
Maker: Mr. Vend
Phone: 818/718-6061
Notes: talking bulk vendors featuring an electonically-synthesized voice (English & Spanish versions available); battery operated; dispenses gumballs or prize capsules

These bulk venders are available as stand-alone units or can be part of a Mr. Vend "Fun Station" (stands that can hold various combinations of bulk venders and impulse novelties)



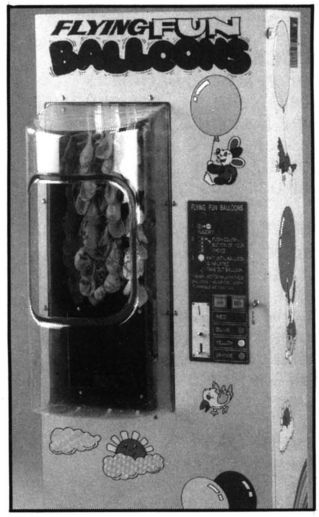
BLIMPO JR.
Maker: Mr. Vend
Phone: 818/718-6061
Notes: smaller (standard bulk vender- sized) version of the *Blimpo* above with synthesized speech; battery operated, can vend gum, candy, toys, etc.



FUN CHICKEN
Maker: Nat'l. Ent. Technologies
Phone: 417/468-2900
Notes: clucking chicken prize-filled egg vendor; firm also makes similarly-styled parrot, clown and country bear prize-filled egg vendors



TOBI ROBOT
Maker: Nat'l. Ent. Technologies
Phone:417/468-2900
Notes: sticker vendor; firm also makes *Vend-A-Sticker* machine



Flying Fun Balloons
Maker: Windy Balloon Corp.
Phone: 213/532-5353
Notes: balloon vendor with customized balloons; completely automatic — customer inserts coins or tokens, chooses balloon color and watches as it's inflated and tied, complete with finger ring

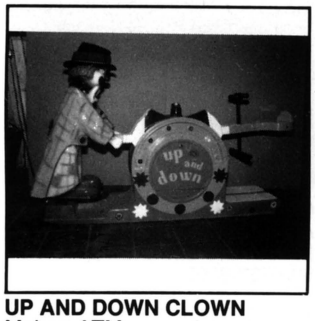
KIDDIE RIDES



COBRA ARMY TANK
Maker: ATM
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



HYDRAULIC GOLD RAKE
Maker: ATM
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



UP AND DOWN CLOWN
Maker: ATM
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



BS1 STARFIGHTER
Maker: American Simulators
Phone: 305/592-5932

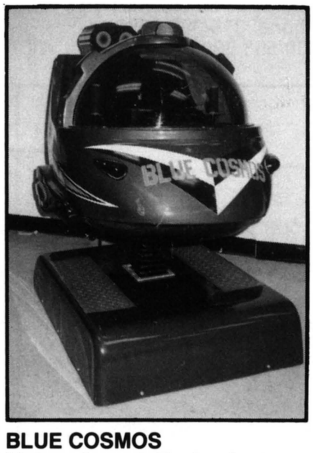


BS4 STEALTH
Maker: American Simulators
Phone: 305/592-5932

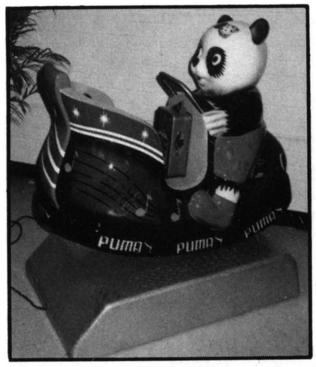
Notes: the firm also makes the similarly-styled simulator kiddie rides *BS2 Turbochopper, BS3 Skyhawk Raider* and the model below, the *BS4 Stealth*



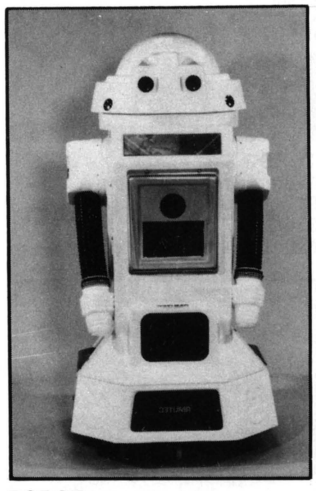
CHAMPION RACECAR
Maker: Amtech Technology
Phone: 201/918-0300 or
800/888-0901



BLUE COSMOS
Maker: Amtech Technology
Phone: 201/918-0300 or
800/888-0901



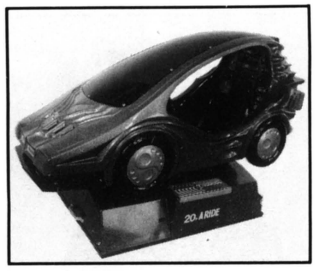
PANDA IN A SHOE
Maker: Amtech Technology
Phone: 201/918-0300 or
800/888-0901



ROBOT
Maker: Amutech Kiddie Rides
Available in the U.S. from:
Standard Kiddie Rides
Phone: 412/391-1611



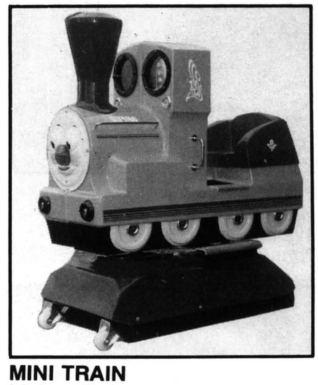
SPECIAL CAR
Maker: Amutech Kiddie Rides
Available in the U.S. from:
Standard Kiddie Rides
Phone: 412/391-1611



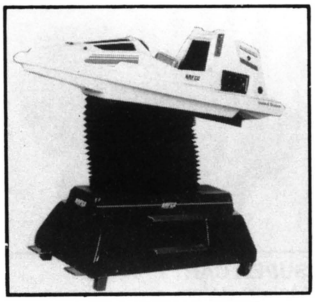
SUPER CAR
Maker: Bafco
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



ALIEN INTERCEPTORS
Maker: Bafco
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



MINI TRAIN
Maker: Bafco
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



VOYAGER LIFTING RIDE
(shown in lift position)
Maker: Bafco
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



FERRARI RACING CAR
Maker: Belita
Available from: R.H. Belam
Phone: 516/292-2670



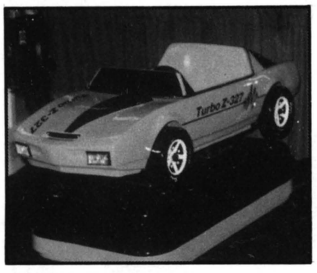
PEPITO HORSE
Maker: Belita
Available from: R.H. Belam
Phone: 516/292-2670



KNIGHT RIDER
Maker: Carousel
Phone: 314/392-7122



TRI ZINGER 3-WHEEL YAMAHA
Maker: Carousel
Phone: 314/392-7122



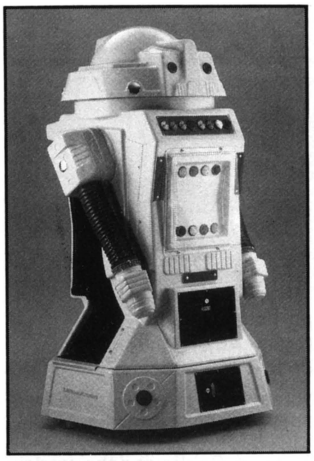
TURBO Z-327
Maker: Carousel
Phone: 800/325-3353 or
314/392-7122
Notes: bright yellow car



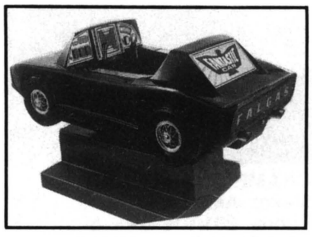
BENELTON RACING CAR
Maker: Electro-Mobiltechnik
Available from: AMD
(Amusement Machine Dist.)
Phone: 416/288-1276



MUSIC CLOWN
Maker: Electro-Mobiltechnik
Available from: AMD
(Amusement Machine Dist.)
Phone: 416/288-1276



ROBBY ROBOT
Maker: Electro-Mobiltechnik
Available from: AMD
(Amusement Machine Dist.)
Phone: 416/288-1276

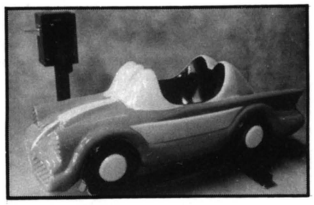


NIGHT RIDER
Maker: Falgas
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000

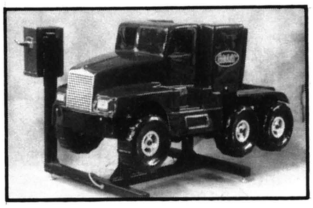


JUNGLE DAKAR
Maker: Falgas
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000

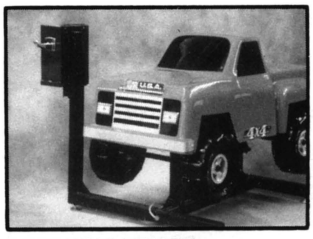
KIDS ONLY
CARTOON THEATRE
Maker: Games of Tennessee
Phone: 615/684-0100
Notes: cartoon theatre for kids;
see photo in "Movie Machine"
section



KIDDIE CAR
Maker: Kiddie Amusements
Phone: 601/845-7501 or
800/647-6460



18-WHEELER
Maker: Kiddie Amusements
Phone: 601/845-7501 or
800/647-6460



MUD KING TRUCK
WITH BIGFOOT WHEELS
Maker: Kiddie Amusements
Phone: 601/845-7501 or
800/647-6460



GREAT WESTERN TRAIN
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000

SPACE TRAIN ON TRACK
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



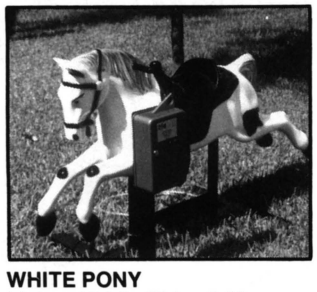
RAINBOW ROUNDABOUT
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



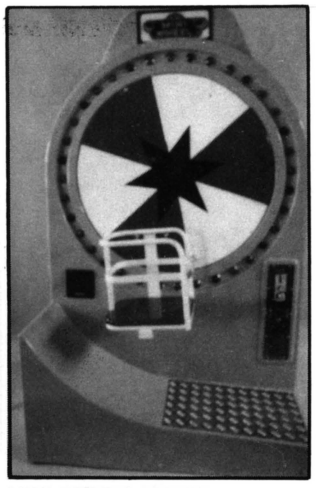
NINJA CYCLE
Maker: Kiddie Rides & More
Phone: 305/557-8356



THREE-WHEEL CYCLE (ATC)
Maker: Kiddie Rides & More
Phone: 305/557-8356



WHITE PONY
Maker: Kiddie Rides & More
Phone: 305/557-8356

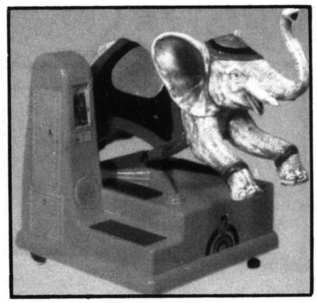


MINI FERRIS WHEEL
Maker: MKC
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



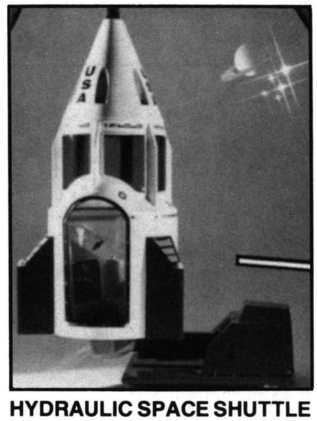
3-ANIMAL ROUND-A-BOUT
Maker: Miracle Recreation
Phone: 417/235-6917 or
800/523-4202

CINEMA KIDS
Maker: Movie Hut of Canada
Phone: 519/371-4347
Notes: coin-op cartoon theatre run by a patented VCR/monitor system (see photo in the Photo Booth section)

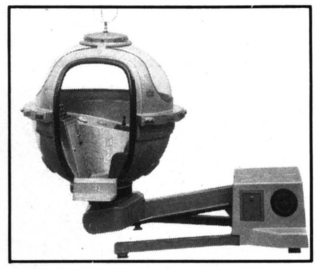




Rainbow Amusement Kiddie Ride System
Maker: Rainbow Amuse. Rides
Phone: 203/454-2179
Notes: interchangeable kiddie ride bodies simplify purchasing and rotation; features include up & down and back & forth movement, sound, numerous different animal and vehicle reinforced fiberglass bodies; pictured above are the **Race Car & Elephant**



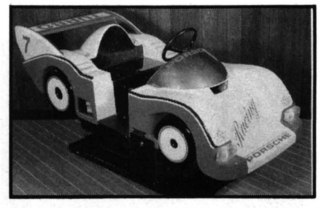
HYDRAULIC SPACE SHUTTLE
Maker: Rondina
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



SCOUT BALL
Maker: Rondina
Available from: Kiddie Rides USA
Phone: 319/326-6467 or
800/553-8000



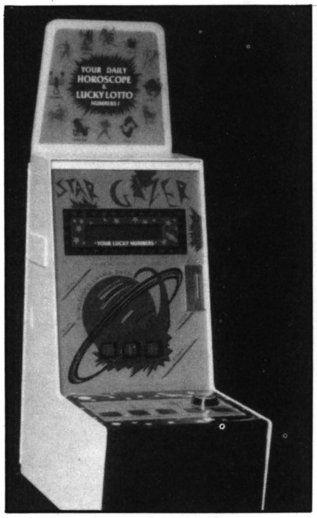
MEAN MACHINE
Maker: Whittaker Bros.
Available from: Coastal Amusement Distributors
Phone: 201/905-6662



PORSCHE TURBO
Maker: Whittaker Bros.
Available from: Coastal Amusement Distributors
Phone: 201/905-6662

NOAH'S ARK
Maker: Whittaker Bros.
Available from: Coastal Amusement Distributors
Phone: 201/905-6662

IMPULSE NOVELTIES



Impulse Games
Maker: Adrian
Phone: 201/377-6946
Notes: impulse games featuring mounting options (single, double or triple); *Head Shrink* gives mood analysis based on color preference, *Star Gazer* gives horoscope & lotto numbers via LCD and *Lov-O-Meter* rates your sex appeal



Impulse Games
Maker: Astro Vision
Phone: 613/226-7515
Notes: impulse machines such as *Love Doctor, Lotto Love, Memory Tester* and *Mood Analyzer*



MODEL 4000
Hearing Screening Machine
Maker: Communidyne
Phone: 708/498-2444
Notes: coin-op unit that tests the user's hearing; the firm also makes a vision-screening machine



SPLIT SECOND 2
Maker: Gametronix
Phone: 612/935-4775
Notes: relfex tester



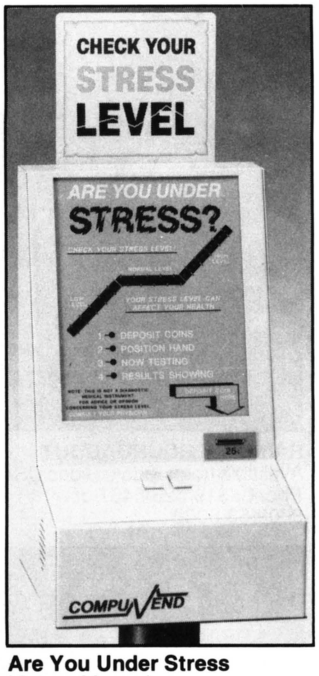
LOTTO LUCK
Maker: Gametronix
Phone: 612/935-4775
Notes: custom-programmable lucky lottery number machine



LIFELINE & LOVE METER
Maker: Golden Years Amuse.
Phone: 408/384-5800
Notes: countertop or small upright impulse games with oak or metal stands; also available in this line are *Mystic Lady* and custom impulse units



SPEED ZONE
Maker: Imperial Investment
Phone: 502/456-1600
Notes: reflex tester; firm also makes *Money Memory* color sequence game



Are You Under Stress
Maker: Mayoni
Phone: 800/345-1183 or 818/899-2488
Notes: stress-testing impulse unit with colored LEDs; the Mayoni line features interchangeable impulse units complete with graphics, lights and sound; available in single and multiple-unit pedestals

In addition to those impulse units pictured here, Mayoni also makes *Bio-Rhythm, Check Your Heart Rate, Love Meter, Memory Quiz, Physical Fitness, Sex Reactor* and *Personality Analyzer*



CARMEN THE GYPSY
Maker: Mayoni
Phone: 800/345-1183 or 818/899-2488
Notes: talking gypsy tells your fortune; instead of finger placed on pad, player puts hand (palm down) for the palm-reading Carmen



LOTTO STAR
Maker: Mayoni
Phone: 800/345-1183 or 818/899-2488
Notes: unit that helps you pick your lucky lottery numbers



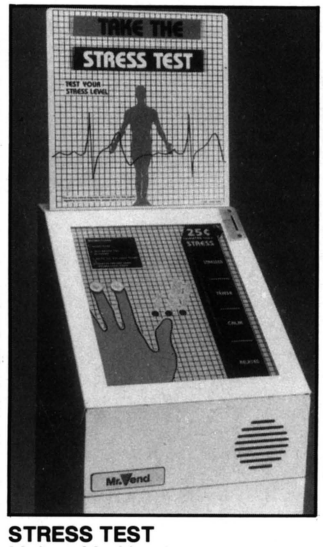
PERFECT MATCH
Maker: Mayoni Enterprises
Phone: 800/345-1183 or 818/899-2488
Notes: the firm's latest impulse novelty with a match-making theme; available in single units or in multi-unit pedestals (options even include a gumball machine in pedestal) or carousel

FUN STATION
Maker: Mr. Vend
Phone: 818/718-6061
Notes: a new concept from Mr. Vend for putting imulse items with bulk venders creating a "fun station"; many configurations available (see photo in bulk vending section)



CONFUCIUS THE FORTUNE TELLER
Maker: Mr. Vend
Phone: 818/718-6061
Notes: fortune-telling novelty in English and Spanish versions (sound and graphics); available in a dedicated unit or can convert *Zoltar The Palm Reader* or *The Talking Matchmaker* with installation of a custom chip and graphics; available in all the Mr. Vend configurations

Mr. Vend impulse units are interchangeable and are available in a variety of configurations: the previously mentioned "Fun Station"; countertops; single-, double- or triple-unit pedestals; and pedestal combinations with the Mr. Vend weight scale



STRESS TEST
Maker: Mr. Vend
Phone: 818/718-6061
Notes: a dedicated stress rate impulse (previously available was a heartrate/stress combination); it's available in all the Mr. Vend impulse machine configurations: dedicated, kit, multi-unit pedestals, combinations with the Mr. Vend scale and the new *Fun Station;* available with English or Spanish graphics



THE TALKING GYPSY "Madame Esmerelda"
Maker: Mr. Vend
Phone: 818/718-6061
Notes: talking fortune-telling impulse novelty featuring raised "crystal ball" with colored lights inside; available in English and Spanish versions; LEDs plush flashing bar graph; optional pedestal with stars and zodiac symbols; also available are *Zoltar The Palm Reader* and *Confucius The Fortune Teller*



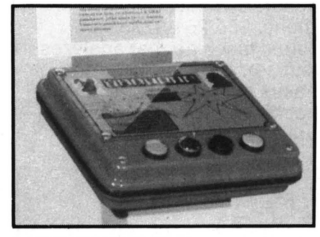
THE TALKING MATCHMAKER
Maker: Mr. Vend
Phone: 818/718-6061
Notes: matchmaking impulse unit in dedicated and kit versions (converts *Confucius* and *Zoltar*); comes in English or Spanish and is available in all the standard Mr. Vend product configurations

ZOLTAR THE PALM READER
Maker: Mr. Vend
Phone: 818/718-6061
Notes: Zoltar reads your palm for a quarter; English and Spanish versions; dedicated or conversion for either *Confucius* or *Match Maker* available in all the Mr. Vend configurations

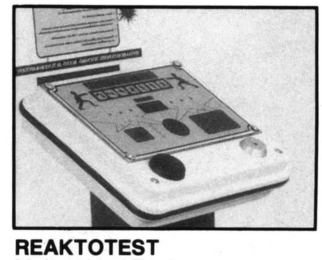
BLOOD PRESSURE, HEART RATE & STRESS RATE
Maker: Tech Vend Marketing
Phone: 800/554-4325 or 617/878-7330
Notes: health-oriented impulse machines



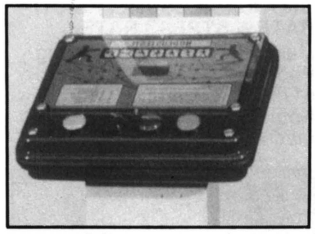
LOVE ANALYZER
Maker: Val Enterprises
Phone: 713/496-2900
Notes: in addition to this love-rating impulse unit, Val's games include *Astro Portrait, Astro Bio-Scale, Kiss-O-Meter, Love Fever, Memory Test, Physical Fitness, & Stress Test*



MEMORY TEST
Maker: Vari-Tech
Phone: 800/245-2737 or 616/538-4088
Notes: a memory-testing impulse machine



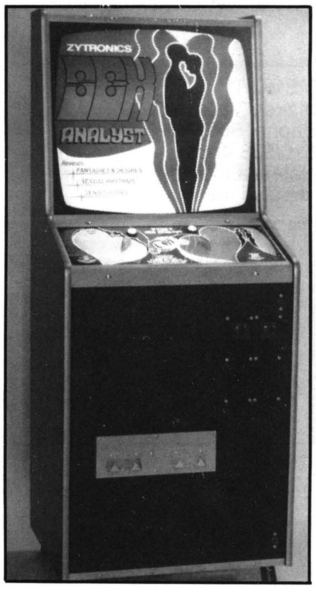
REAKTOTEST
Maker: Vari-Tech
Phone: 800/245-2737 or 616/538-4088
Notes: an impulse unit that tests the player's reaction time



SPEED TEST
Maker: Vari-Tech
Phone: 800/245-2737 or 616/538-4088
Notes: impulse novelty



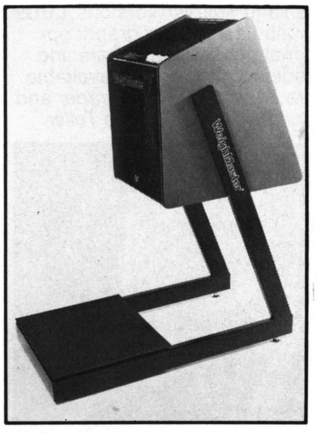
SEX ANALYST
Maker: Zytronics
Phone: 305/251-3775
Notes: machine that analyzes your sex appeal; the firm makes numerous other similar machines (**Color Scope** is pictured below)



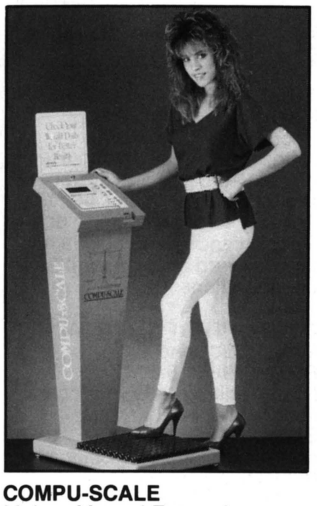
WEIGHT SCALES



Berning Weight Scales
Maker: Berning Scale Service
Phone: 708/587-1839
Notes: horoscope & fortune scales



VIDEO SCALE
Maker: Dynalog
Phone: 404/441-0695
Notes: weight scale with video display



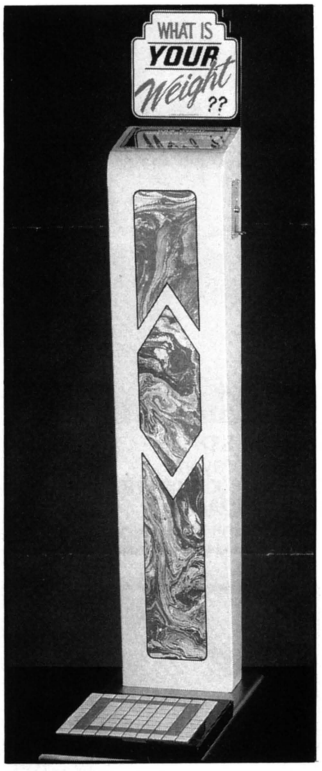
COMPU-SCALE
Maker: Mayoni Enterprises
Phone: 800/345-1183 or 818/899-2488
Notes: input your height/build, get LED readout of actual & ideal weights, lucky numbers; 400 lb. capacity; A/C or battery-operated



TALKING COMPUTER SCALE
Maker: Mr. Vend
Phone: 818/718-6061
Notes: the firm has added voice chips to its scale; custom messages and greetings are available, as well as English and Spanish versions; available by itself or in combination with Mr. Vend impulse units



True Weight & Lucky Number Scale
Maker: Staley Mfg. Corp.
Phone: 201/773-1981
Notes: rugged, battery operated unit shows weight, lucky numbers



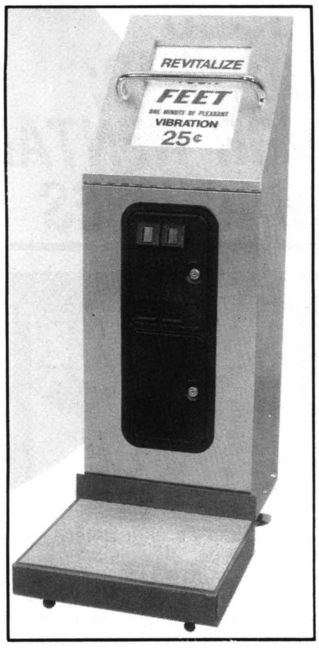
PHANTOM 1000
Maker: Sunmark Business Products
Phone: 800/255-6275 or 216/245-3678
Notes: accurate to 1000 lbs.; stainless steel base with tile platform and marble-look decal; battery-operated



KUBOTA Digital Health Corder
Maker: Toledo California
Phone: 717/526-2221
Notes: hi-tech styled unit vends ticket showing weight

Weight & Fortune Scale
Maker: Zytronics
Phone: 305/251-3775
Notes: gives computer-punched card showing weight & fortune

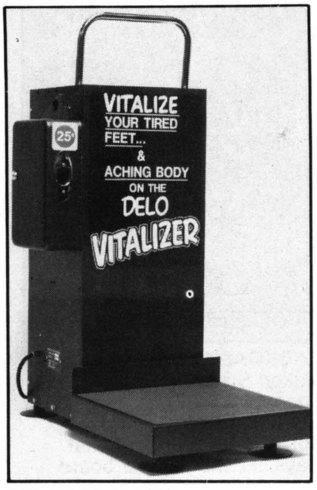
MISCELLANEOUS



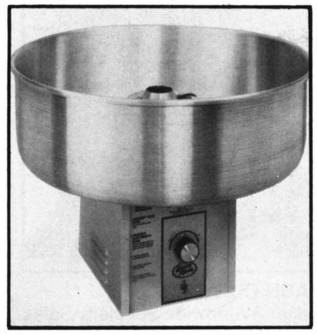
REVITALIZER
Maker: Amtech Technology
Phone: 201/918-3300 or 800/888-0901
Notes: foot vibrator that "revitalizes" tired, aching feet



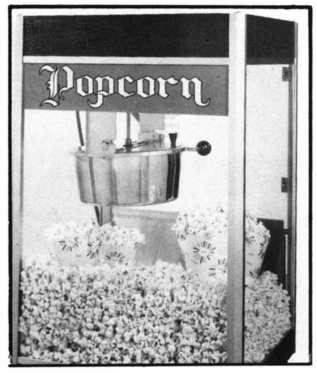
THE CLOWN
Maker: John W. Caler Specialty Slots
Phone: 818/504-0740 or 213/877-1664
Notes: fiberglass clown figure that houses change machine



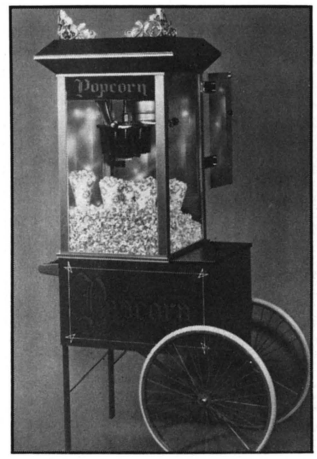
DELO VITALIZER
Maker: Delo Company
Phone: 805/685-3946
Notes: machine soothes tired feet of customer who stands on platform and holds rail atop unit



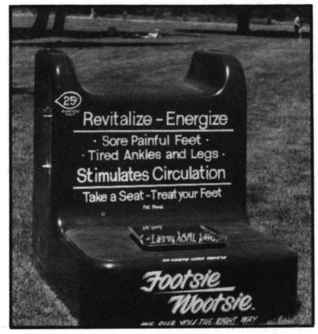
ECONO FLOSS
Maker: Gold Medal Products
Phone: 800/543-0862 or 513/381-1313
Notes: economical cotton candy machine for lower volume locations; firm makes full line of concession equipment



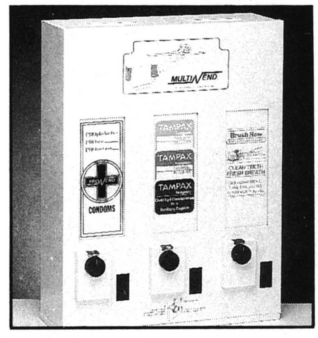
P-60 POPPER
Maker: Gold Medal Products
Phone: 800/543-0862 or 513/381-1313
Notes: energy-saving popcorn popping machine (needing little counter space) capable of producing 120 quart-size servings per hour



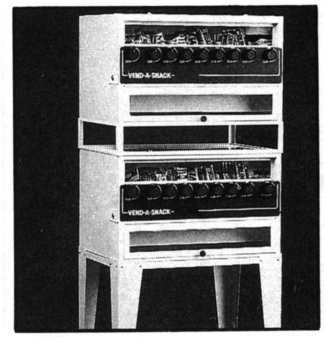
Gay '90s Pinto Pop Cart
Maker: Gold Medal Products
Phone: 800/543-0862 or 513/381-1313
Notes: special antique look highlights this popcorn popping cart; 8 oz. capacity for total of 8 quarts of popped corn every three minutes



FOOTSIE WOOTSIE
Maker: Just Vibrations
Phone: 805/489-1815
Notes: foot massage machine; users sit on fiberglass chair and place their feet on a vibrating panel



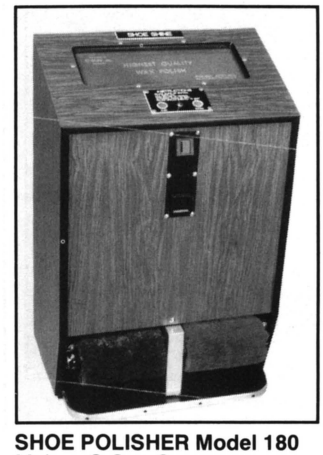
MULTI-VEND
Maker: Mayoni
Phone: 800/345-1183 or 818/899-2488
Notes: unit that vends condoms plus personal hygiene products; adjustable coin mech; sturdy steel construction



VEND-A-SNACK
Maker: Mayoni
Phone: 800/345-1183 or 818/899-2488
Notes: countertop snack machine with nine columns, steel construction; all mechanical



MASSEUSE
Maker: Northwest Manufacturing
Phone: 800/624-1672 or 407/855-0917
Notes: coin-operated massage machine available in four different standard colors (custom colors available); requires only 3'x5' area; adjustable timing and pricing

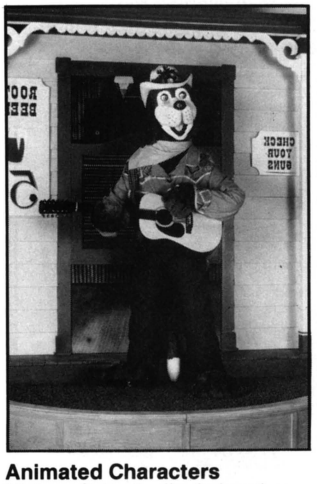


SHOE POLISHER Model 180
Maker: O-Sun Co.
Phone: 414/242-6200

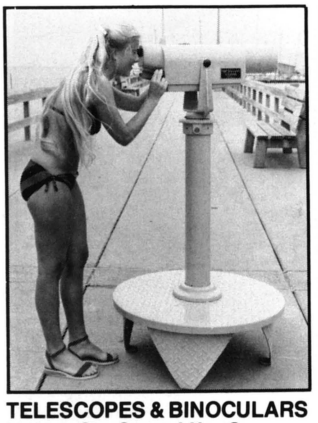


DISPLAY CAROUSEL HORSES
Maker: Rotocast Display Products
Phone: 800/327-5062 (ext. 335) or 305/693-4680 (ext. 335)
Notes: beautiful antique-styled display carousel horses for theme parks and amusement centers; gorgeous paint schemes on several different models — Stander, Jumper, Prancer, Carmel Jumper and PTC Jumper

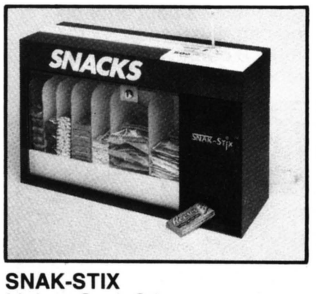




Animated Characters
Maker: Sally Audio-Animation
Phone: 904/353-5051
Notes: animatronic animal and human-style characters; single- and multi-character shows: Dixieland, country, bluegrass, etc.; all types of "greeter" characters; some single characters include Col. Beaufort T. Beauregard III, Jethro P. Hogg, Hank; two of their multi-character shows are Bubba Bear And The Badland Band and Daniel And The Dixie Diggers



TELESCOPES & BINOCULARS
Maker: SeeCoast Mfg. Co.
Phone: 205/928-8882
Notes: firm manufactures a line of coin-op binoculars and telescopes great for piers and scenic locations



SNAK-STIX
Maker: Snak-Stix
Phone: 216/432-0765



POPCORN MACHINE
Maker: Snak-Stix
Phone: 216/432-0765



BACKGAMMON
Maker: Stella-Dynamo
Phone: 800/527-6054 or 817/284-0114
Notes: wall-mount unit that plays like the popular board game; spinners create roll of dice while lighted buttons help players make their moves

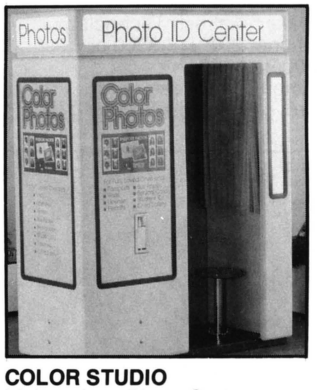


CASH CUBE
Maker: Worldwide Specialty Sales
Phone: 800/728-1511 or 319/323-7511
Notes: booth that blows money, coupons, etc.; player tries to catch as much as possible in a specified amount of time

PHOTO & VIDEO BOOTHS; VCR RENTAL MACHINES



PEOPLE POSTCARDS
Available from: Alter Enterprises
Phone: 201/616-1111
Notes: photo booth making personalized, site-specific postcards using non-chemical process



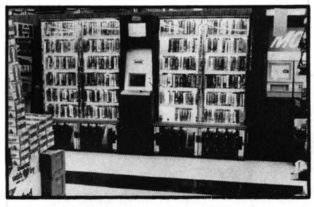
COLOR STUDIO
Maker: Auto Photo Systems
Phone: 714/731-3121
Notes: coin-op photo booth with chemical process



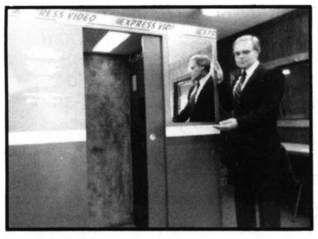
Kids Only Cartoon Theatre
Maker: Games Of Tennessee
Phone: 615/684-0100
Notes: kids watch cartoons in this booth covered with fun graphics



CINEMA KIDS
Maker: Movie Hut of Canada
Phone: 519/371-4347
Notes: coin-op cartoon theatre run by a patented VCR/monitor system



American Movie Machine
Maker: Super Club North America
Phone: 214/701-9929
Notes: free-standing machine that vends video tapes and VCRs for rental



EXPRESS VIDEO
Maker: Seel Novelties, Inc.
Phone: 314/278-5943
Notes: video cassette recording/playback booth; no attendant required; completely automatic; other features include stereo capability, sound-absorbing booth, two-lens selection (wide angle or close up), bill validator



VIDEO VENDOR
Maker: Video Vendor
Phone: 708/982-0440
Notes: machine that vends video tapes for rental

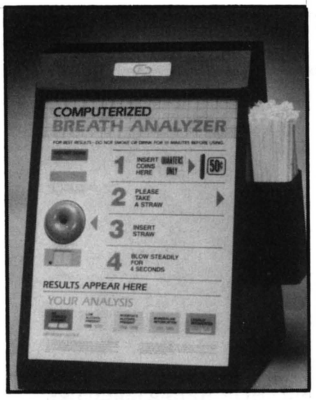
ALCOHOL BREATH ANALYZERS



Alcohol Analyzer
Maker: Alcohol Countermeasure Systems
Phone: 416/670-2288
Notes: easy-to-use computerized breath alcohol tester featuring instant readout of BAC, upper BAC limit to prevent improper use, quick recycle between tests, etc.; available in coin-op and non-coin models

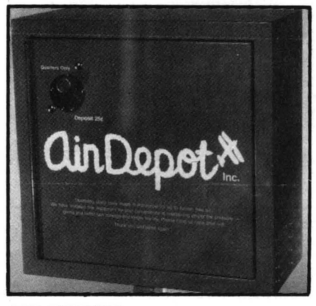


Breath Alcohol Analyzer
Maker: Breath Test USA
Phone: 805/543-0523
Notes: coin-op breath alcohol content tester; uses patented fuel cell to measure levels of ethanol (alcohol); results are not affected by cigarette smoke or other chemicals found in the user's breath



MODEL 2000 Breath Analyzer
Maker: Communidyne
Phone: 708/498-2444
Notes: computerized, coin-op breath-alcohol tester which gives voice and LED instructions/results; available in countertop, free-standing & wall-mount units

AUTO SERVICE



AIR DEPOT
Maker: Air Depot
Phone: 800/327-5789 or 303/795-2146
Notes: coin-op tire inflation machine available in three models: *Model AS-2000* comes without air compressor for conversion of an existing air system, *Model AS-4000* includes ½ hp. air compressor and *Model AS-6000* is a "free" air dispenser at the touch of a button (easily converted to coin-op)

MODEL ASP20C4
Maker: Air-Serv
Phone: 612/454-0465
Notes: coin-op tire inflator with instant redemption coupon dispenser; the firm also makes *Model AW20C4* (a coin-op air and water dispenser), *Model RA20C4* (push putton tire inflator) and their standard *Model A20C4* coin-op tire inflator

MODEL DS3
Maker: Air-Serv
Phone: 612/454-0465
Notes: coin-op tire inflator and vacuum

MODEL VS3
Maker: Air-Serv
Phone: 612/454-0465
Notes: coin-op vacuum



MODEL AT20C4
Maker: Air-Serv
Phone: 612/454-0465
Notes: coin-op tire inflator with firm's standard bright yellow paint; Power-Serv compressor; one feature is complimentary air service for qualifying customers with access number



AUTOASIS
Maker: AVS Systems
Phone: 817/261-5290
Notes: coin-op car care center dispensing water and air

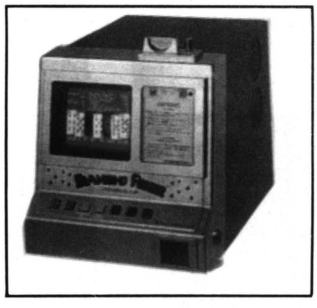


Vending Driverguide
Maker: Navigation Technologies
Phone: 408/736-3700
Notes: vending machine that prints out computerized driving instructions

COUNTERTOP GAMES

BLITZ POKER
Maker: Blitz System, Inc.
Phone: 819/474-6763
Notes: countertop poker game available in dedicated and kit versions; numerous features and options including a sixth card with a specific number of credits

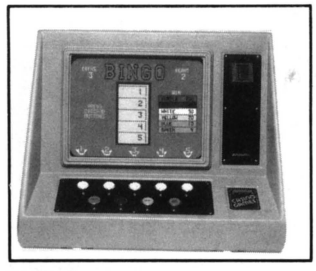




MINI-BOY Series Machines
Maker: Bonanza Enterprises
Phone: (045)623-5711
Available from: Prestige Games
Phone: 508/771-6119
Notes: countertop card games with 6" color monitor and numerous features; available games are: *Golden Poker* (five-card draw poker), *Deluxe Poker* (five-card draw poker with twin jokers & other features), *Diamond Poker* seven-card stud poker and *Super Mini-Boy* (four-games-in-one — 5-card draw poker, blackjack, three-reel slot and baccarat or hi-lo)



BIG-BOY Series Machines
Maker: Bonanza Enterprises
Phone: (045)623-5711
Available from: Prestige Games
Phone: 508/771-6119
Notes: countertop card games with 14" color monitor; all *Mini-Boy Series* games are available in this larger format, as well as the *Action Card* game (a special poker game played with nine decks of cards with jokers arranged in a 3x3 matrix)



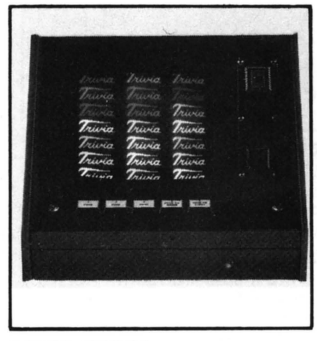
BINGO
Maker: Grayhound
Phone: 201/34-5200 or 800/222-0491 (outside N.J.)
Notes: players play the popular game on this Grayhound countertop; in addition to those counter games pictured here, Grayhound also makes *Atlantic City, Reel Fun, Superbowl* and their five-games-in-one *Model 105CT*

CHERRY MASTER
Maker: Grayhound
Phone: 201/341-5200 or 800/222-0491 (outside N.J.)
Notes: 8-line game copyrighted by Dyna, manufactured & available in North and South America exclusively from Grayhound; countertop, kit and dedicated versions

DELUXE 8 LINER
Maker: Grayhound
Phone: 800/222-0491 (outside N.J.) or 201/341-5200
Notes: countertop version of the adult-themed, card or slot-style, coin & non-coin models; bill acceptor; 1-pl. dedicated or horizontal kit

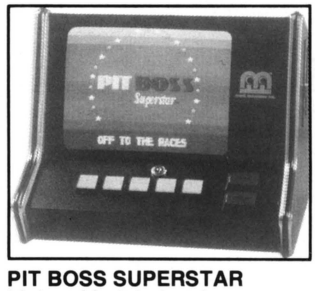


SUPER POKER
Maker: Grayhound
Phone: 800/222-0491 (outside N.J.) or 201/341-5200
Notes: countertop poker game also available in uprights and kits (both horizontal & vertical); numerous operator options including adjustable win percentages, selectable card or bear graphics, raise feature, hi-lo



VIDEO TRIVIA
Maker: Grayhound
Phone: 800/222-0491 (outside N.J.) or 201/341-5200
Notes: video trivia countertop game also available in dedicated and kit configurations featuring many question categories and special advertising feature

TRIVIA MADNESS
Maker: Kramer Mfg.
Phone: 800/631-2126 or 215/788-8516
Notes: video trivia game available in countertop, upright and cocktail versions, as well as conversion kits; five categories covering 10,000 questions



PIT BOSS SUPERSTAR
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700 (Penn.)
Notes: countertop unit housing 15 different games; features include diagnostics, bookkeeping, automatic game rotation, custom advertising



LUCKY 8-LINES
Maker: Micro Mfg.
Phone: 800/277-6136 or 615/793-5510
Notes: countertop version of this firm's 8-line game

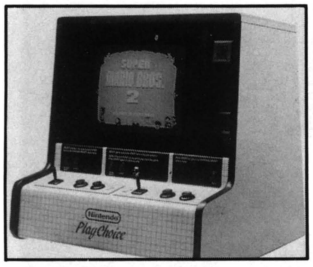


TURBO JOKER POKER
Maker: Micro Mfg.
Phone: 800/227-6136 or 615/793-5510
Notes: countertop version of the firm's original poker game with same features as *Turbo II* except no extra cards or optional ticket dispenser; hi-lo double has a flashing skill-stop double-up feature; also in countertop model



TURBO POKER II
Maker: Micro Mfg.
Phone: 800/227-6136 or 615/793-5510
Notes: countertop version of the firm's top-of-the-line poker with raise bet feature, hi-lo bonus game, bonus jackpot and numerous other features; options include ticket printer, ticket dispenser, token dispener and dollar bill acceptor

LIL GOLDMINE
Maker: Nelson Technology
Phone: 818/889-1701
Notes: 1- or 2-pl. non-video 7-games-in-one game featuring Acey Ducey, Poker, Blackjack, War, Horses, Dice and Slots



PLAYCHOICE COUNTERTOP
Maker: Nintendo
Phone: 800/633-3236 or 206/882-2040
Notes: multi-game countertop with swivel base; most recent games include: *Dr. Mario, Captain Skyhawk, Ninja Gaiden II, Super C* and *World Cup Soccer*

Other titles include: Super Mario Bros. 3, Teenage Mutant Ninja Turtles, Ninja Gaiden, Tecmo Bowl, Fester's Quest, Baseball Stars, Pinbot, The Goonies, Pro Wrestling, Gradius, Volleyball, Duck Hunt, Super Mario Bros., Double Dribble, Castlevania, Excitebike, Baseball, Tennis, Golf, Hogan's Alley, Wild Gunman, Balloon Fight, Track & Field, Metrois, Mario Bros., Trojan, 1942, Contra, Rush'N Attack, Rygar, Mike Tyson's Punch-Out!!, Double Dragon, Gauntlet and *R.C. Pro-Am*

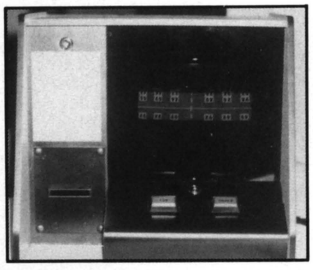
POKER
Maker: Noraut
Available from: Prestige Games
Phone: 508/771-6088
Notes: countertop video poker with large cards and numerous features also available in 13" and 19" uprights; firm also has 8-line games available



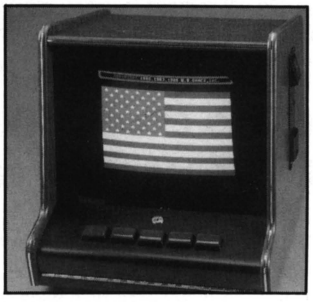
THREE OF A KIND
Maker: Nortech
Phone: 218/741-6075
Notes: non-video card game in countertop unit with optional pedestal



JOLLY POKER
Maker: Stella-Dynamo
Phone: 800/527-6054 or 817/284-0114
Notes: 100-percent skill poker game in which the player presses a button to stop spinning cards for the best hand



Countertops
Maker: Tekbilt
Phone: 800/666-7776 or 215/322-3232
Notes: countertop versions of the firm's machines (such as *American Pull Tabs, 8-Liners* and pokers



SUPER DUPER CASINO
Maker: U.S. Games
Phone: 800/448-4263 or 404/441-2910
Notes: 18-games-in-1 video game system (trivia, action, card-themed and word games) on 9" or 13" screen; system comes dedicated or as conversion kit; numerous features including AutoAdjust and Auto-Select which automatically change the skill level to better correspond to the location's patrons and change the games available

TRIVIA GAMES

numerous multi-game countertops offer trivia & trivia-type games; see previous section for additional info

VIDEO TRIVIA
Maker: Grayhound
Phone: 800/222-0491 (outside N.J.) or 201/341-5200
Notes: video trivia available in dedicated upright, cocktail, countertop and kit configurations featuring many question categories and special advertising feature

TRIVIA MADNESS
Maker: Kramer Mfg.
Phone: 800/631-2126 or 215/788-8516
Notes: video trivia game available in countertop, upright and cocktail versions, as well as conversion kits; five categories covering 10,000 questions

QUANTUM QUIZ
Maker: Quantum Industries
Phone: 203/667-7655
Notes: trivia game geared to the late '80s/early '90s; available in countertop, kit and Status system updates



CASINO CLASSIC
Maker: Viking Mfg.
Phone: 312/396-1075
Notes: countertop card game with *Olympiad & Trivia* conversions

VIDEO CARD GAMES, LOTTOS, POKER, KENO, SLOTS, TABLE DICE

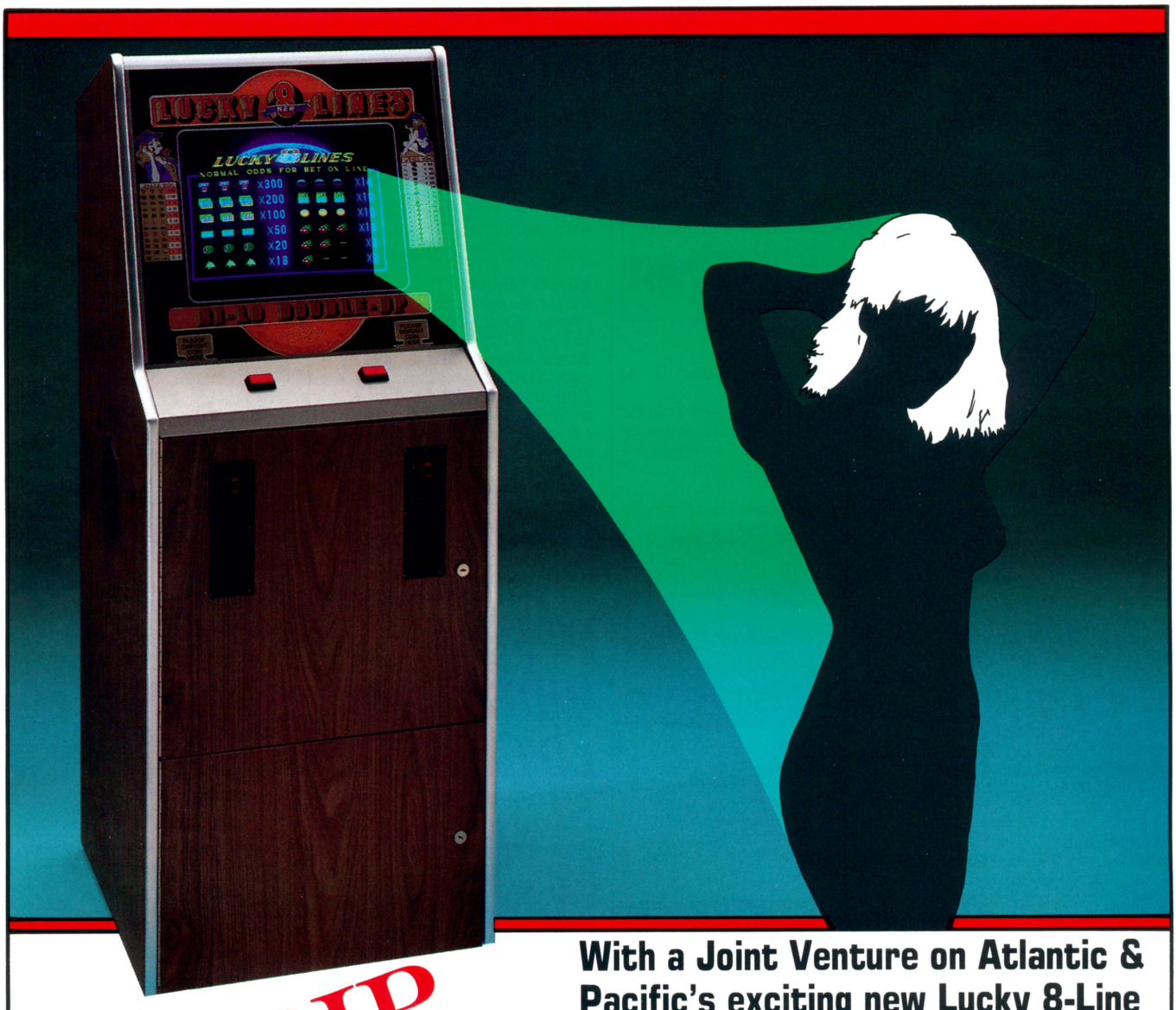


HOLD UM SITDOWN
Maker: Altec
Phone: 800/423-8779 or 702/323-2900
Notes: new sitdown version of this firm's poker game; oak and brass cabinet with chair attached

HOLD 'UM
Maker: Altec
Phone: 800/423-8779 or 702/323-290
Notes: card-themed game with either cowboy or card graphics; available in dedicated and kit versions



QUARTERHORSE
Available from: Prestige Games
Phone: 508/771-6088
Notes: laserdisc video horse-racing game available in single-monitor (19" or compact 13") and dual-monitor (27" and 13") versions; optional bill validator



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- **AMAZING BELLS**
- **SUPER BELLS**
- **FARLONG**
- **ALL GHOSTS**
- **JOKER LINES**
- **BAR LINES**
- **ALL LINES**

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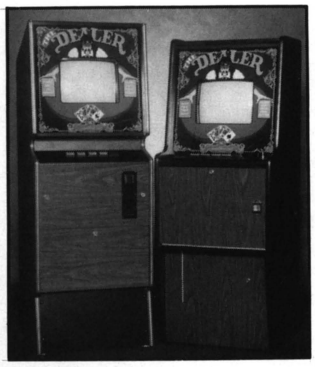
CHERRY MASTER
Maker: Atlantic & Pacific Amuse.
Phone: 201/926-1352
Notes: hi-lo double-up "8-lines" game



LUCKY 8-LINE
Available from: Atlantic & Pacific Amusement Corp.
Phone: 201/926-0700
Notes: adult-themed, slot-style, credit-scoring video game; dedicated



HI-LO DOUBLE UP JOKER POKER
Available from: Atlantic & Pacific Amusement Corp.
Phone: 201/926-0700



THE DEALER
Maker: Bailey Mfg. Co.
Phone: 919/442-3340
Notes: video card game for one to four players (players compete against each other for best hand) Specs: conversion kit complete with front plexi for 13" monitor

CRISS CROSS BINGO
Maker: Big Ten Electronics
Phone: 406/452-7361
Notes: conversion kit to turn pokers into video bingos

DELUXE MINI-BOY POKER
Maker: Bonanza
Available from: Prestige Games
Phone: 508/771-6088
Notes: U.S.-made cabinet houses this poker game (primarily marketed as a countertop) with Jokers, raise feature, automatic hold, etc.

GOLDEN MINI-BOY
Maker: Bonanza
Available from: Prestige Games
Phone: 508/771-6088
Notes: version of this 5 Card Draw countergame made available in U.S.-made upright cabinets



SUPER DICE MARK III (Model SD-20020/SLH)
Maker: Bonanza Enterprises
Phone: (045)623-5711
Available from: Prestige Games
Phone: 508/771-6119
Notes: electromechanical machine played with five real casino dice; with double/triple-up game and special "fever" bonus feature



RATTLE AND ROLL TABLE
Maker: Bush Electronics
Phone: 517/797-0069
Notes: table dice game for one to four players; games are Liar's Poker and Poker-Dice; battery-operated (recharged via solar panels on table top)



DUECES WILD
Maker: Drew's
Phone: 803/574-0162
Specs: new twist on vidpoker with bonus feature/raise feature

8 LINES
Maker: Drew's
Phone: 803/574-0162



JOKER POKER 54
Maker: Drew's
Phone: 803/574-0162



SUPER BONUS DELUXE
Maker: Drew's
Phone: 803/574-0162
Notes: new twists and options on realistic poker game with double coin switches, $1, $5, $10 and $20 bill acceptor

SUPER BONUS
Maker: Drew's
Phone: 803/574-0162

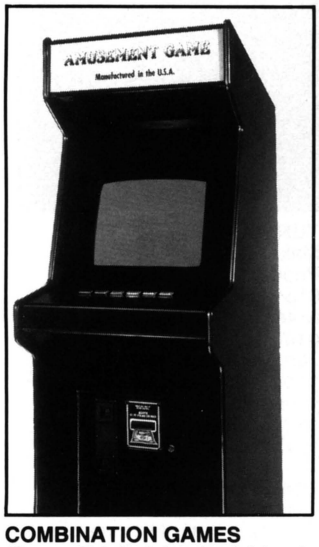


BAR LINE, LUCKY 8 LINE & SUPER 8 LINE
Maker: Games of Tennessee
Phone: 615/684-0100
Notes: amusement-only slot machines

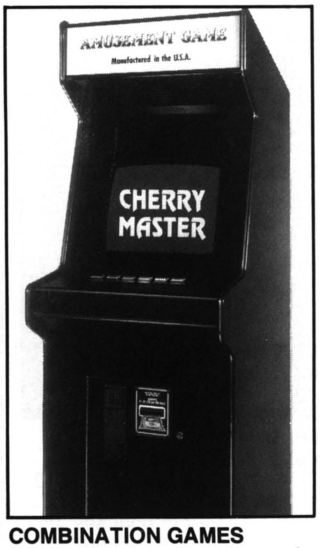


DRAW POKER
Maker: Games of Tennessee
Phone: 615/684-0100
Notes: poker game available in Hi-Lo Double or Nothing and Poker Plus (with fold feature)

CHERRY MASTER
Maker: Grayhound
Phone: 201/341-5200 or 800/222-0491 (outside N.J.)
Notes: 8-line game copyrighted by Dyna, manufactured & available in North and South America exclusively from Grayhound; countertop, kit and dedicated versions



COMBINATION GAMES (Super Trivia & Lucky 8 Liner)
Maker: Grayhound
Phone: 201/341-5200 or 800/222-0491 (outside N.J.)
Notes: these two hot games in one cabinet; 19" monitor



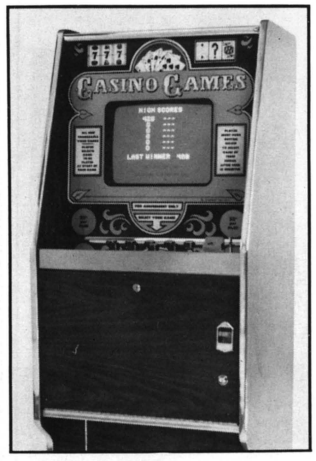
COMBINATION GAMES (Cherry Master plus 18 more)
Maker: Grayhound
Phone: 201/341-5200 or 800/222-0491 (outside N.J.)
Notes: this *Combination Games* features the firm's *Cherry Master* as well as 18 other Grayhound games; available with a 13" or 19" monitor



DELUXE 8 LINER
Maker: Grayhound
Phone: 800/222-0491 (outside N.J.) or 201/341-5200
Notes: adult-themed, card or slot-style, coin & non-coin models; bill acceptor; 1-pl. dedicated or horizontal kit; also available in countertops

LUCKY 8 LINER
Maker: Grayhound
Phone: 201/341-5200 or 800/222-0491 (outside N.J.)

8 LINER KITS
Maker: Grayhound Electronics
Phone: 800/222-0491 or 201/341-5200 (N.J.)
Specs: universal horizontal kits



CASINO GAMES
Maker: Grayhound
Phone: 800/222-0491 (outside N.J.) or 201/341-5200
Notes: multi-game upright; 10 available games including Casino Slots, Black Jack, Rolling Bones, Horse Racing, Super Bowl



SUPER POKER
Maker: Grayhound
Phone: 800/222-0491 (outside N.J.) or 201/341-5200
Notes: available in upright, kits (both horizontal & vertical) and countertops; numerous operator options including adjustable win percentages, selectable card or bear graphics, raise feature, hi-lo



So. Dakota Lottery Draw Poker
Maker: IGT
Phone: 702/688-0100
Notes: video poker lottery terminal licensed for use in South Dakota



DRAW POKER
Maker: Kramer Mfg.
Phone: 800/631-2126 or 215/788-8516
Notes: the firm makes their original five-card draw game as well as *Hi-Lo Double-Up Joker Poker*



HIGH SPEED BONUS
Maker: Kramer Mfg.
Phone: 800/631-2126 or 215/788-8516
Notes: video poker

JACKPOT BONUS
Maker: Kramer Mfg.
Phone: 800/631-2126 or 215/788-8516
Notes: video poker



RIVERBOAT POKER
Maker: Kramer Mfg.
Phone: 800/631-2126 or 215/788-8516
Notes: video poker

SUPER 8 LINES
Maker: Kramer Mfg.
Phone: 800/631-2126 or 215/788-8516
Notes: 8-lines game with hi-lo double-up



SUPER 8 LINE
Maker: Leisure Entertainment
Phone: 516/593-5050 or 800/645-2162 (outside N.Y.)
Notes: 8-line game in dedicated & kit models with double-up strip action feature; available with in 13" or 19" color monitor versions; optional bill acceptor; also available: *Super 8 Line* in space-saving mini cabinet, *Super 5 Line* in bench model cabinet; *Firing Platoon* dual game, and *Hi-Lo Double-Up Joker Poker;* the firm's newest games are *Winner 8 Line* featuring a real stripper, *Jumbo 8-Line & Lucky Roulette*



DAKOTA SUPERSTAR POKER
Maker: Merit Industries
Phone: 800/523-2700 or 215/639-4700
Notes: video poker licensed for South Dakota lottery use

DAKOTA SUPERSTAR KENO
Maker: Merit Industries
Phone: 800/523-2700 or 215/639-4700
Notes: video keno licensed for South Dakota lottery use

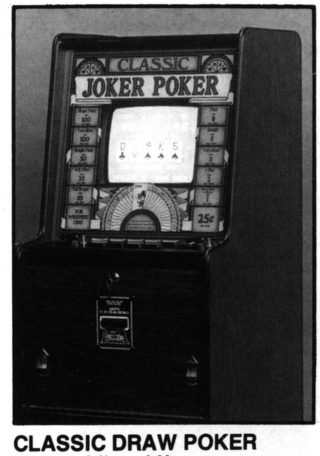
MONTANA SUPER POKER
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700
Notes: Montana-approved pay-off vidpoker



KENO SUPERSTAR
Maker: Merit Industries
Phone: 800/523-2760 or 215/639-4700
Notes: video Keno game



CHERRY BONUS II
Maker: Micro Mfg. Phone: 800/227-6136 or 615/793-5510
Notes: video slot game with cherry, bell & bar bonuses, as well as "center 7" feature



CLASSIC DRAW POKER
Maker: Micro Mfg.
Phone: 800/227-6136 or 615/793-5510
Notes: vidpoker with raise bet feature, automatic bet, deal & draw; numerous operator set-up features



LUCKY 8 LINES
Maker: Micro Mfg.
Phone: 800/227-6136 or 615/793-5510
Notes: the firm's 8-line game available in dedicated and kit versions; the firm also offers *Lucky 27* and *Cherry Bonus II*



TURBO POKER II
Maker: Micro Mfg.
Phone: 800/227-6136 or 615/793-5510
Notes: the firm's top-of-the-line poker with raise bet feature, hi-lo bonus game, bonus jackpot and numerous other features; options include ticket printer, ticket dispenser, token dispenser and dollar bill acceptor; also in countertops and kits



TURBO JOKER POKER
Maker: Micro Mfg.
Phone: 800/227-6136 or 615/793-5510
Notes: the firm's original poker game with same features as *Turbo II* except no extra cards or optional ticket dispenser; hi-lo double has a flashing skill-stop double-up feature; also available in countertop model

POKER PLUS
Maker: LJF Corp.
Available from: Micromax
Phone: 609/965-4973
Specs: poker upgrade kits with numerous features such as eight levels of play, 1- & 5-card hi-lo double-up with wild cards, etc.

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POKER
Maker: Noraut
Available from: Prestige Games
Phone: 508/771-6088
Notes: countertop video poker with large cards and numerous features also available in 13" and 19" uprights; firm also has 8-line games available

THREE OF A KIND
Maker: Nortech
Phone: 218/741-6075
Notes: non-video card game in countertop unit with optional pedestal to bring it to upright height



Amusement Only Slot Machine
Maker: Royal Bell
Phone: 800/525-8694 or 303/431-9266



DRAW POKER
Maker: SMS Mfg.
Phone: 800/221-0138 or 908/370-3030
Notes: casino-style cabinet of steel construction with bill acceptor/stacker built into the front door of the machine; many other features

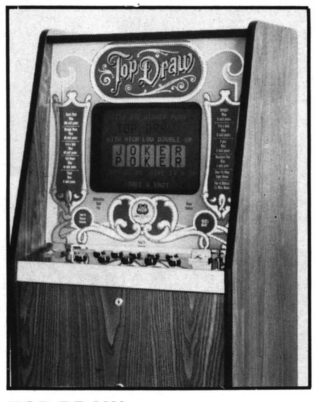


DRAW 80
Maker: SMS Mfg.
Phone: 800/221-0138 (outside N.J.) or 201/370-3030



HI-LO DOUBLE-UP JOKER POKER
Maker: SMS Mfg.
Phone: 800/221-0138 (outside N.J.) or 201/370-3030

KENO
Maker: SMS Mfg.
Phone: 800/221-0138 (outside N.J.) or 201/370-3030



TOP DRAW
Maker: SMS Mfg.
Phone: 800/221-0138 (outside N.J.) or 201/370-3030
Notes: also in SMS' video poker line are *Bingo, Black Jack, Draw 80, Hustle, Perfect Billiard Table, Second Chance* and *Sure Shot*



MONTANA DRAW POKER (video lottery game)
Maker: SMS Mfg.
Phone: 800/221-0138 (outside N.J.) or 201/370-3030
Notes: meets state regs for video pokers



SOUTH DAKOTA DRAW POKER
Maker: SMS Mfg.
Phone: 800/221-0138 or 908/370-3030
Notes: state licensed vidpoker lottery terminal casino-style cabinet with a bill acceptor/stacker built right into the front door; exclusively available through Lieberman Music (Minneapolis)



SOUTH DAKOTA VIDEO KENO
Maker: SMS Mfg.
Phone: 800/221-0138 or 908/370-3030
Notes: state licensed video keno lottery terminal casino-style cabinet with a bill acceptor/stacker built right into the front door; exclusively available through Lieberman Music (Minneapolis)

CASINO STRIP
Maker: Quantum Industries
Phone: 203/667-7655
Notes: upgraded *Casino Strip* game with laserdisc



AMERICAN PULL TABS
Maker: Tekbilt
Phone: 800/666-7776 or 215/322-3232
Notes: a video pull-tab game with 10 ways to win

8L5100 TV/8 LINE
Maker: Tekbilt
Phone: 800/666-7776 or 215/322-3232
Notes: remote control TV system like above featuring video slot game



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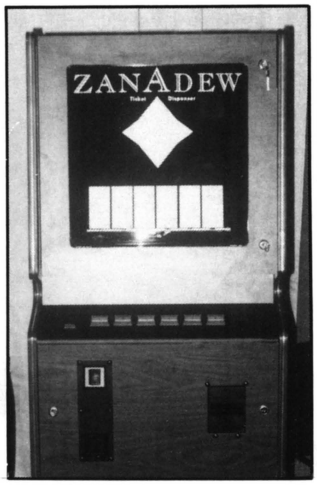
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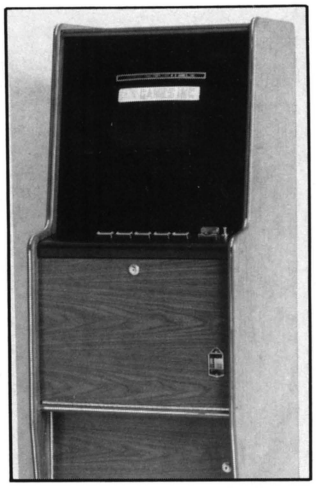


AT5100-TV TV/POKER
Maker: Tekbilt
Phone: 800/666-7776 or 215/322-3232
Notes: slightly modified 19" television becomes a video poker game (or back to a regular TV) by a click of a button via remote control; player also uses a separate remote control to play

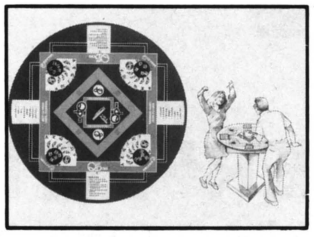
PUT ON DEVICE
Maker: Tekbilt
Phone: 800/666-7776 or 215/322-3232
Notes: *Little Black Wired "Put On" Device* puts credits on up to 12 games; *Remote Control "Put On" device* puts 1, 20 and 40 credits on any game



ZANADEW
Maker: Tekbilt
Phone: 800/666-7776 or 215/322-3232
Notes: pull-tab ticket dispenser that dispenses those break-open tickets



SUPER DUPER CASINO
Maker: U.S. Games
Phone: 800/448-4263 or 404/441-2910
Notes: version of this firm's versatile countertop game available in mini upright unit now offering 18 different games including trivias, card-themed games, etc.; software features AutoSelect (machine periodically rotates in new games) and AutoAdjust (automatic game adjustment to correspond with location skill level); also available in conversion kits



QUIK POKE
Maker: Valley Recreation
Phone: 800/248-2837 or 517/892-4536
Notes: amusement poker-themed game (in cocktails or with pedestal) for one to four players in which players use skill-stop to halt shaking dice to get the best poker hand (Ace thru 10); players can play high, low or liar's poker



BLACK JACK
Maker: Video Horizons
Phone: 503/389-7626
Notes: firm also makes other video card games including: *Acey Ducey, Draw Poker, Triple Up* and *Bingo;* this file photo shows old-style cabinet graphics . . . cabinets have changed



LUCKY 8 LINES
Maker: Yamate USA
Phone: 508/949-3595
Notes: slot-style video PCB conversion kit

LUCKY 74 & LUCKY 77
Maker: Yamate USA
Phone: 508/949-3595
Notes: strip poker video PCB conversion kits

LUCKY 55, 85, 88 & 89
Maker: Yamate USA
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Notes: slot-style video PCB conversion kit

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TECHNICAL TIPS

Video Game Troubleshooting: Fast, Simple & Effective Tips

by RANDY FROMM

This month's topic is video game troubleshooting. The tips and procedures presented here work for all games and all manufacturers. Performed properly, they will lead you to the cause of a failure in a minimum amount of time.

One thing that will help minimize the amount of time troubleshooting is to make certain that you do not waste time testing things that cannot possibly be the cause of the problem. Very often, a few minutes of thought or a simple test or two can completely eliminate some parts of the game as possible causes of a failure.

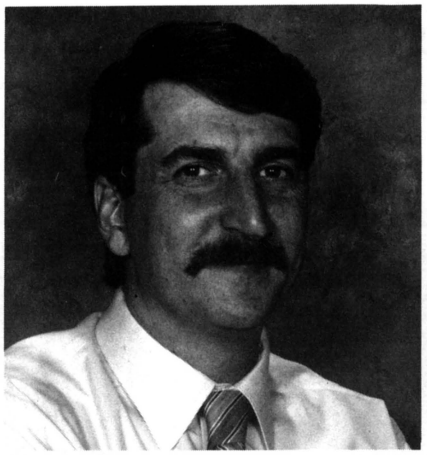
INSPECTION

One simple procedure that you should always use when working on a video game is "visual inspection." Whenever you work on a game, always spend a few minutes simply looking at things. Look for the obvious, like burned parts and bad solder joints. Bad solder joints are especially common where a connector jack is soldered to a printed circuit board. The solder that holds the connector pins to the printed circuit board will often crack, causing a bad connection. As a preventative measure, resolder any questionable joints that you see. A small magnifying glass is helpful for locating bad solder joints.

BLANK SCREEN

The most common symptom of a video game failure is a blank screen. There are a few things that can cause this. The monitor might be bad, the computer might be down, or perhaps the power supply that powers the computer has failed. It would be a waste of time to troubleshoot the monitor if the problem was somewhere else.

When you begin working on a video game with a blank screen, the



first thing you should do (after verifying that it's plugged in and turned on, of course) is to try "coining" the game. Drop a coin through the coin mech, then press the start button and listen for sounds of the game.

If you don't hear any of the sounds, you should not begin working on the monitor. If you cannot hear any of the sounds or see a picture, my problem is not in the monitor. The problem must be in the computer or the power supply. The screen is blank because the computer system isn't sending out the signals that are required to create a display (video, sync, etc.).

Once you have narrowed the problem down to the computer or the power supply, you begin a step-by-step testing procedure that lets you pinpoint the cause of the failure. The first step is to turn the power off and check all of the fuses in the cabinet of the game. Naturally, you do not check the fuses in the monitor since you have already eliminated the monitor as a possible cause of the problem.

Always use a meter to test fuses! Never depend on looking at a fuse to see if it is good. A fuse might look good but will be bad. Of course, if a fuse is broken inside you can call it bad but visual inspection should not be used to verify that a fuse is good.

There are only a few things that might blow the main AC power fuse in a video game. Since the power supply and monitor are fused separately, the only things can possibly blow the main AC power fuse are the fluorescent light on the marquis, the fan (if equipped) and the isolation transformer that powers the monitor. The chance of any of these failing is very small. The main AC power fuse in a video game rarely fails.

If the fuses test okay, the next step is to check the power supply. Test all of the outputs of the power supply (+ 5 volts, + 12 volts and – 5 volts.) It is best to test the supplies at the computer board, not at the power supply. This way, you are testing the power supply, the wiring and the connectors between the two at the same time. Test the voltages by touching the leads of your digital multimeter to the contacts on the edge of the computer board (logic board). Consult the wiring diagram or schematic for the location of the power connections.

If all of the power supply voltages test good but the game doesn't work, the problem is probably a failure in the logic board.

THERMALLY INTERMITTENT FAILURES

Here is a repair trick that's worth its weight in gold. Many games fail when they get hot. The game will work fine when it is first turned on in the morning, but after warming up, the logic board fails. This type of failure is "thermally intermittent," and you can locate the defective integrated circuit with just two tools: a hair dryer and a can of Freon. With the game turned on, use the hair dryer on the hottest setting to heat the integrated circuits on the board. Start with the socketed ICs: the ROMs and RAMs. Practical experience has shown that heat related logic board failures are caused by the memory devices. Don't be afraid to get them good and hot. You cannot damage an IC with the heat

of a normal hair dryer. When you heat the bad IC, the game will fail. This will lead you to the general area of the failure.

To locate the bad IC use the Freon. Commonly known as "freeze-mist" or "freeze-it" or a host of Arctic sounding names, the Freon is available at all electronic retail outlets. The nozzle comes with a tube that allows you to aim the spray on a single IC. Once you have induced the failure by heating the integrated circuits on the logic board, carefully spray them one at a time with the Freon. The Freon spray will cool the integrated circuit instantly. If the defective IC works properly when it's cold, the game will suddenly begin to work when it is hit with the cold Freon spray. To make absolutely sure that you have isolated the bad IC, try heating and freezing it a few times. Each time you heat it with the hair dryer it should fail. Freezing the IC should cause the computer to regain consciousness.

Of course, freezing the bad IC is only a way to locate it. The Freon spray does not fix the bad IC. The defective IC must be replaced. This method works for any electronic failure that is thermally intermittent. The success rate is 100 percent.

"GARBAGE" ON THE SCREEN

Here are a few things to try that may fix the problem of "garbage" on the screen; a monitor screen that is filled with bits of letters, numbers and other graphics. A bad logic board will often fail like this. First, remove the integrated circuits that are mounted in sockets. Clean the pins of the ICs with a pencil eraser and carefully replace them in their sockets. Sometimes the leads of the integrated circuits get dirty. This causes bad connections. While you have the pencil eraser handy, it's a good idea to use it to clean the "edge connector" of the printed circuit board (where you measured the voltages, remember?). This connector gets dirty, preventing proper contact.

Sometimes a defective integrated circuit will get hot. Try feeling all of the ICs. Just lay your hands on the board and feel the integrated circuits. Integrated circuits will be warm but an integrated circuit that is too hot to touch is definitely bad! Try feeling the ICs on a good, working system to get an idea of normal operating temperatures. Replacing the hot IC may be all that's needed to get the system working again.

Many video games have a "self-test" feature. The self-test will test the ROMs and RAMs in the computer and isolate any defective ones. Unfortunately, the computer must be working to a certain degree to run this test, so it's not always effective. If the self-test does work, it can locate defective components.

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Those Legal Questions

by LAURENCE MERRITT
& DAVID HAGEN

He Owes You, But Won't Pay? How to Enforce Judgments & Collect Debts

"Someone owes me money and won't pay! How do I collect the money?"

This is a question we hear several times a day. In fact, if everyone paid their debts and resolved their disputes among themselves, attorneys probably wouldn't be in business! Nonetheless, this is a question which is fundamental to any business, including amusement and music operating.

The simple truth of the matter is that collecting money is a voluntary thing. That is, if the person who owes you money won't pay voluntarily, there is not much that can be done except to sue. Gone are the days when debt collectors could be sent (legally) to "rough up" debtors. In fact, there is now much state and federal legislation which regulates the collection of debts.

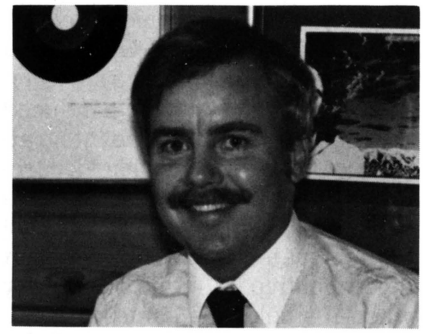
The old adage that "possession is nine-tenths of the law" is especially true with the collection of money. If the money is in your hands, it's up to the other guy to do something about it. By the way, this is one of the nice features about the route business. When the money comes out of the machines, it's divided right on the spot. Usually it isn't necessary to chase a location owner for money. Your profits are taken from the machines and put directly into your pocket.

But operators still find themselves in various situations where others owe them money. What if someone doesn't pay? What then? The only legal answer is to litigate. This means starting a lawsuit and going to trial. You hope this will result in a judgment in your favor, of course. If you win, great! But what then? Having a judgment does not mean you can force the other party to pay you. You must "enforce" the judgment, i.e. use legal means to make the other party follow the court's orders.

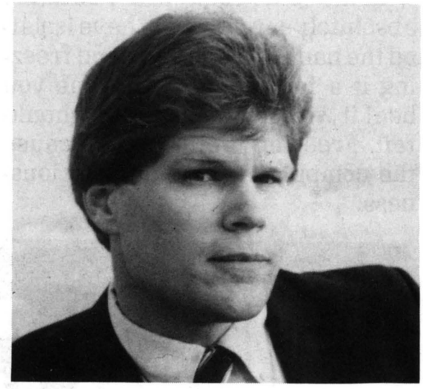
A word of caution here: the exact meaning of "enforcing a judgment" varies from state to state. Enforcement is not always accomplished the same way. You must consult your local attorney for the proper procedure before you begin. However, the enforcement procedures are similar from state to state, so let us discuss some of the most common methods available, to give readers an idea of what types of action are generally allowed.

When a judgment is obtained after a trial, it must first be made into a "Writ." A Writ is signed by the judge and empowers the Marshall to collect the money.

After a Writ is obtained, one



MERRITT



HAGEN

Laurence Merritt has been helping operators with their legal problems for over 12 years. He has experience as a Judge Pro Tem in the Santa Monica Municipal Court and as a family law mediator for the Los Angeles Superior Court. He is also on the panel of arbitrators for the L.A. Superior Court in addition to teaching courses for paralegals at Waterson College. His partner, David Hagen, also has a great deal of experience representing operators in litigation matters. Both welcome comments and questions — they may be reached at their offices by writing or phoning: Merritt & Hagen, Attorneys at Law, 6400 Canoga Ave., Ste. 311, Woodland Hills, CA 91367; 818/992-1940.



Dear Erin,
By Erin Van Stern

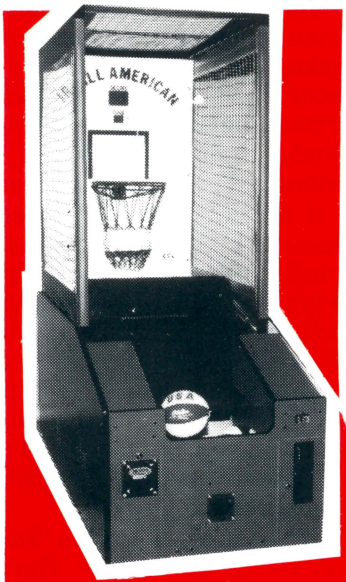
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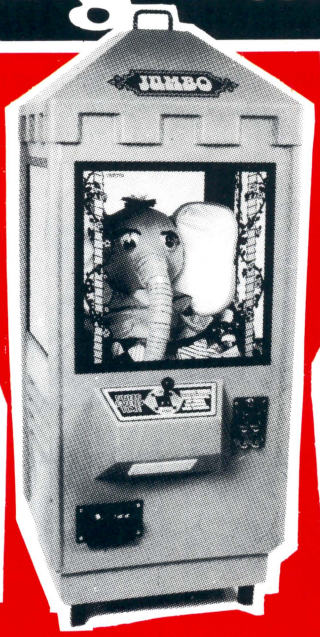
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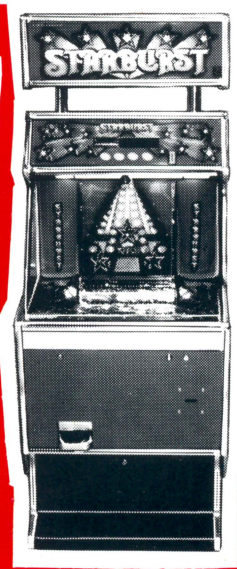
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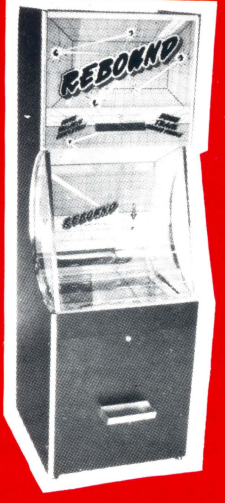
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must then decide which *method* to use to enforce it (collect the money). The method chosen will depend greatly on the circumstances of each situation. In fact, much of the "art" of collecting a debt involves choosing the enforcement method which will be most successful in that particular situation.

Perhaps the most popular method to enforce a judgment is to *garnish the debtor's wages.* The Marshal will enforce the debtor's employer to withhold a portion of his paycheck each pay period, until the full amount is paid. This method is quick with smaller amounts of money and is usually cheap as far as costs go. However, this method will not work if the debtor doesn't have a job or is self-employed.

Another quick and easy method is to *put a levy on the debtor's bank account.* The appeal of this method is that the Marshal goes to the bank and takes enough money out of the debtor's account to satisfy your Writ. The drawback is that you need to know where the debtor has his bank account. Otherwise, you don't know where to send the Marshal!

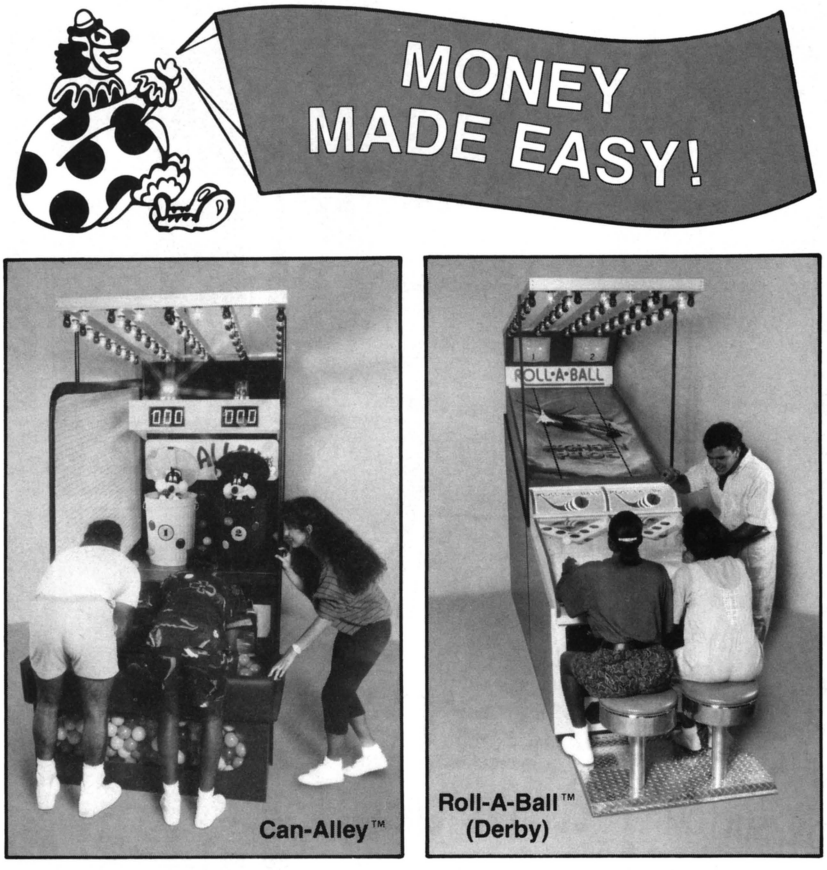
This is why we recommend that when anyone pays you by check, make a copy of it and keep it in your records. Not only is this smart for accounting purposes, but it sure is handy if you later need to know where that person does the banking.

If the debtor is in business for himself, a *"till tap"* may be appropriate. If the Marshal is instructed to tap the till, he goes into the debtor's business establishment and takes out of the cash register enough funds to satisfy the Writ. If there's not enough there, he takes all there is and leaves. The method is cheap but quite effective, especially for smaller amounts.

If the amount is large, a *"keeper"* may be the best choice. Here, the Marshal goes into the business and continues to take all the money from the cash register, or takes all the checks that come in, over several days. This method can be quite expensive because it is necessary to tie up a Marshal for some time. Often, the Marshal will put in several shifts a day so that the owner of the business can't slip any money past him after hours.

The most powerful, and expensive, method to satisfy a Writ is to *instruct the Marshal to "levy and sell" the property of the debtor.* The Marshal goes out and seizes the property, then sells it at auction. After costs of sale, the proceeds go to satisfy your Writ. This process is only suited for larger judgments as it is quite costly and can take several months to complete.

While all of these methods of enforcing judgments are interesting and important to a business owner, the maxim discussed first in this column is the most important guideline to keep in mind. Since possession truly is nine-tenths of the law, it's best to collect your money as soon as it's due . . . and always consider yourself ahead when *your* money is in *your* pocket.



Family Fun Centers and arcades can be a great addition to your operation. They are excellent profit centers and they build traffic.

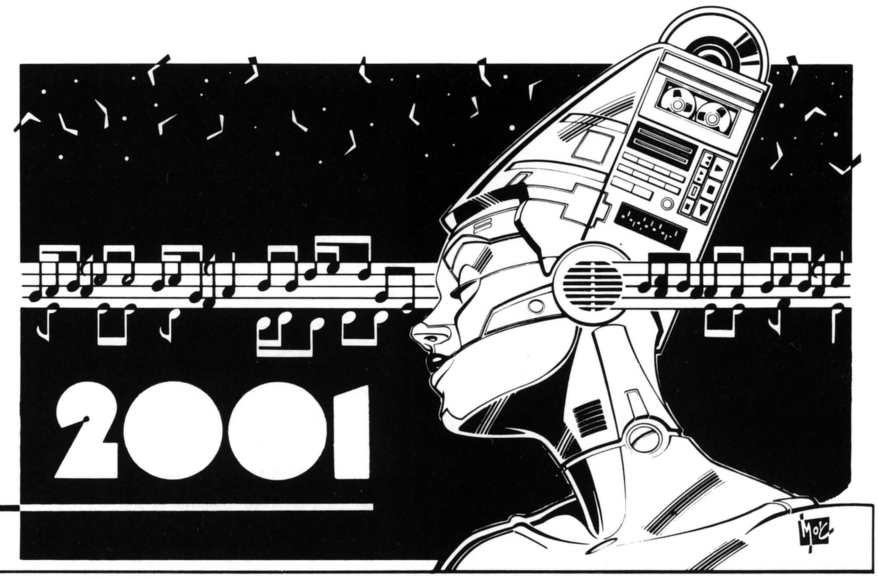
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TAKING YOUR MUSIC SERVICES INTO THE 21ST CENTURY

Video Jukeboxes Can Earn Big Bucks if Installed Right We'll Tell You How

by Emery Kertesz and Steve Devlin

Video jukeboxes are back in the headlines, and this time they're here to stay. Pioneer and Rowe have both introduced brand-new models of this "today" machine . . . and the music operator now has a whole new set of benefits and opportunities.

Can't work, you say? It's been tried and found wanting? Our experience is different. We say video jukeboxes can earn incredibly well. Indeed, we believe vidjukes are some of the best-kept secrets in the business today. Allow us to let you in on the secret. . . .

SUCCESS STORIES

Eileen Schembri's Lansdale Amusement, the Pennsylvania-based operating company we work for, has been operating video jukeboxes for over four years. Critics always said video wouldn't last, the earnings wouldn't hold up. Well, nothing could be further from the truth. Our profitable experience shows that *if the software is changed on a regular basis, the video jukebox will out-earn audio jukeboxes by 300 to 400%.* We've also seen that — if operated properly — video jukes can and do maintain this earnings strength for years.

This is fact, not fiction! And by the way, Lansdale Amusement is not alone in this success story. Operator Ray Lind (North Star Communications) says video jukeboxes have been a big part of his business for some time. They've got incredible earnings potential, Ray will tell you. So long as regular software updates continue to be available, Ray says vidjukes will remain a major part of his business, too.

Operator Nick Alberino Jr. (East Coast) says he's also been very successful with vidjukes and plans to keep operating them in the future. He is probably one of the industry's more knowledgeable vidjuke marketers; his promotions make the product "second to none." Video jukeboxes have allowed East Coast to venture into markets that would not normally have been open to coin-op equipment before. The new-found revenue, says Nick, is "great!"

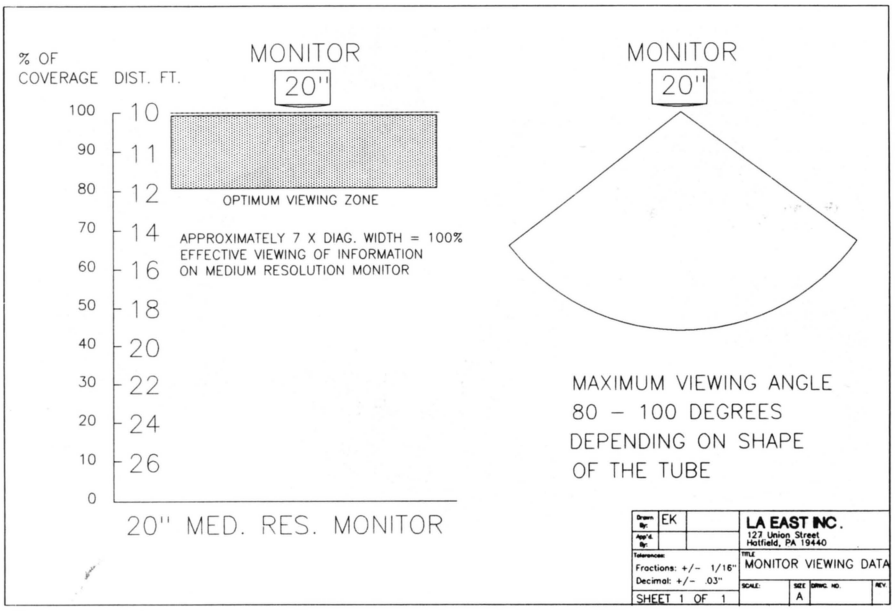
Nick does caution that video jukes might only be for a certain type of operator. Why? Because it requires special installation expertise. Well, that's what this month's column will address: how to install a video jukebox (any brand) so it becomes a true "entertainment system" and is well-integrated into every aspect of the location. In many cases, to be successful, a video jukebox should not just be a "stand-alone" device, waiting in the corner for somebody to drop a coin in.

NEW PRODUCTS; NEW OPPORTUNITIES

Rowe introduced the modern-day video jukebox over six years ago and today they're still selling the product and supporting the line. We all know Rowe's record for engineering reliability and service support. They are also introducing their newest vidjuke model to operators at the AMOA Expo. It will be a CD/video combo, containing 20 compact discs and 40 music videos (on tape).

Videobox Networks introduced their vidjuke five years ago. They've had software supply problems, but overall the product is an outstanding earner and is still available today.

Now, going into the 1990s, Pioneer Laser Entertainment enters



the picture. They have the capability to design and engineer the product from front to back — without need of outside assistance. Pioneer not only produces the music video laserdiscs, but also the software (they've got studios for producing music videos, etc.). If anyone can establish a new product in this market, they can.

Video jukeboxes are the "secret weapon" operators can use to fight against big audio-visual companies like 3-M who want to come in and take over top-of-the-line locations. Vidjukes can help operators win the war against MTV, disc jockeys, and satellite TV systems.

Remember: the systems sold by Rowe, Pioneer and others generate a sound and video signal that's equal in quality to any of the non-coin-op systems! The main difference between a video jukebox and the other sophisticated media which we are competing against, is the auxiliary equipment. But operators can compete on that turf, too. . . and win.

WHAT DOES "PROPER OPERATION" MEAN?

What we've been saying here is that video jukeboxes can earn big bucks, *if operated properly.* To get the full impact and potential out of this technology, you've got to support and reinforce video jukeboxes with the proper audio-visual (a/v) equipment. In many locations, it's not enough to throw a single monitor into the room. Today's market offers a gigantic variety of amps, speakers, TV monitors, projectors, etc. that are very reliable and will do an excellent job of reproducing sound and video.

If you're a good audio jukebox operator, you already know that people must be able to hear the words and the beat, in order to enjoy the music. That requires high-quality sound, good speech intelligibility, high music fidelity, and proper volume control and direction. Basic stuff, right? More advanced jukebox operators also take into account the need for controlling sound pressure levels at different levels in the different zones of the location.

THE SYSTEMS APPROACH

Well, to become a good a/v jukebox operator — and to remain competitive in today's increasingly a/v-oriented market — you must realize that the same basic principles apply to the ***visual*** part of the entertainment package. *Customers must be able to see the video, in order to be properly stimulated.* Remember, customers will not "pay" attention to what they can't see . . . and we do mean *pay,* as in dollars!

All of this means, proper video jukebox operating requires an array of auxiliary products to assist in the best possible presentation. You need extra video monitors. You need mounting devices. You may need projectors and screens. And for truly top-class locations, you might even consider such items as a distribution amplifier (to boost the sound signal to auxiliary speakers), a sound mixer (to control the volume from various speakers and sources), and a video amplifier (to keep the signal strong, even if it's being distributed to many auxiliary monitors).

To provide customers with all this, you the operator must achieve a level of expertise and proficiency in basic audio/visual system design and installation. In successful a/v jukebox locations, the operator has paid careful attention to the integrated design of all the audio and visual elements discussed above. In short, good a/v jukebox operators believe in the "systems approach."

EVALUATE THE LOCATION'S LAYOUT

Since we're talking about *video* jukeboxes, let's start with figuring out what kind of *visual* support the video jukebox often needs. (We'll get to extra speakers in a minute.)

The first step is to evaluate the location's physical layout. Find out where the best viewing angles are. Also, find out what is the maximum distance that a customer can be from the screen, and still experience effective viewing of the TV. With medium-resolution monitors, the effective viewing range is usually five to ten times the diagonal size of the screen. See the accompanying diagram for some guidance on this point.

CHECKING LIGHT LEVELS

The amount of light in the room is a critical factor if you're thinking of using projection TVs, which shoot the picture from a "gun" to a movie-type screen, no monitor involved. Check out how much light is coming in from other sources — the "ambient light level." If it's too high, the color and brightness of the video projection will suffer.

Without getting into light level meters and a very technical approach, try the following. Avoid any direct outside light on monitors or projection screens. They cause glare and make viewing difficult. Even light from outside parking can be a problem!

When using front or rear projec-


Dionne Warwick


Buck Owens


Frankie Valli


Ben E. King


Bill Medley & Peter Noone

Jukebox Excitement!


Tyler Collins


Conway Twitty


Col . Tom Parker

(Scenes from last year's show in Las Vegas)



Amusement & Music Operators Association 1990 Awards Show ★ October 26 ▶ Hyatt Regency New Orleans

This Year's Nominees*

Jukebox Pop Record of the Year

★Black Velvet, Alannah Myles (Atlantic)
★ Blame It On the Rain, Milli Vanilli (Arista)
★ Love Shack, B-52's (Reprise)
★ Nothing Compares 2 U, Sinead O'Connor (Chrysalis)
★ Wind Beneath My Wings, Bette Midler (Atlantic)

Jukebox R&B Record of the Year

★ Blame It on the Rain, Milli Vanilli (Arista)
★ Bust A Move, Young MC (Delicious Vinyl/Island)
★ Escapade, Janet Jackson (A&M)
★ Poison, Bell Biv Devoe (MCA)
★ Whip Appeal, Babyface (Solar/Epic)

Jukebox Country Record of the Year

★ Dumas Walker, Kentucky Headhunters (Mercury/Polygram)
★ Here in the Real World, Alan Jackson (Arista)
★ Just A Matter of Time, Randy Travis (Warner Bros.)
★ Killin' Time, Clint Black (RCA)
★ Statue of a Fool, Ricky Van Shelton (CBS/Columbia)

*Awards will also be given for Jukebox Pop, Country and R&B CD of the Year; Jukebox Rising Star Awards (male, female and group categories); and new inductees into the Jukebox "Legends" Hall of Fame.

Amusement & Music Operators Association
111 E. Wacker Drive
Chicago, IL 60601
1-800/YES-AMOA
FAX: 312/565-4658

For more information on AMOA's 1990 Awards Show in New Orleans contact:
Sam Atchley, show producer,
at 817/267-4915; FAX: 817/545-9009

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tion, be very careful not have any light passing directly through the beam that goes from the projection guns. Also, don't have other sources of light hitting the screen. Colored neon will also cause a problem in a room with projection TV screens.

If a room is even close to what you would consider a "normal light level" environment (such as a public place or an office), then projection TV should be avoided altogether. Use monitors instead. The closer a room gets to a movie theater environment, with just enough low lighting for safety, the better off you will be.

MONITORS AND THEIR PLACEMENT

To make a video jukebox profitable, everybody must be able to see a screen . . . and they must be able to see it *well,* not squint at a small, hazy image halfway across the room. Using the proper size monitors, mounted at the correct angle for viewing, is vital. Strong visual impact requires good sight lines, proper image sizes, sufficient screen brightness, and compatible image graphics.

Another variable to consider is the number of lines of resolution presented by each monitor. Obviously, hi-resolution monitors offer a crisper, sharp picture for viewers who are further away, so fewer of them may be necessary for good viewing throughout the location, than if you use lower-resolution monitors.

Also, figure out how far a customer can move to one side of the monitor, and still see the picture. If there's good visibility at, say, a 45 degree angle from the center axis of the tube, that fact will help you decide how many monitors are needed to cover the desired viewing areas. Again, see the accompanying diagram.

MOUNTING MONITORS SAFELY

Safety factors also need to be carefully considered. Are you planning to hang speakers and/or monitors weighing 100 lbs. or more directly over the head of the customers? If so, doing it right is a major design concern! With the right mounting and rigging equipment, the job can be handled in a safe, cost-effective manner.

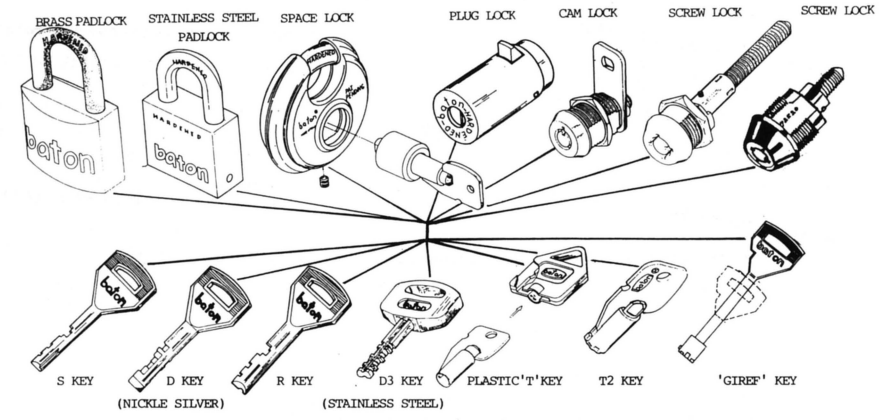
Normally, it doesn't pay for you to take on the responsibility and liability, when there's usually something "off the shelf" that can handle the task.

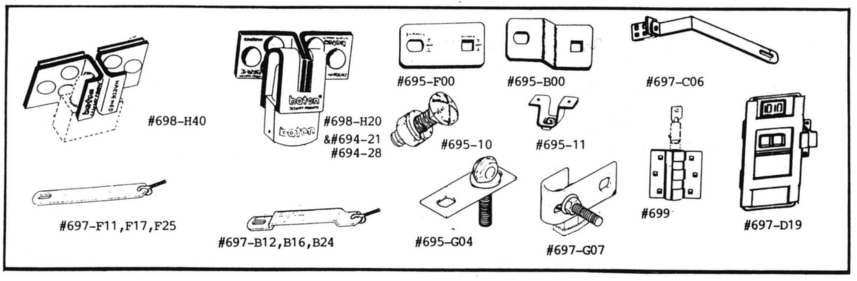
CONTROLLING THE SOUND

Taking a "systems approach" to video jukebox installation also means integrating the sights and sounds of the vidjuke with the sounds from other sources in the location. The vidjuke should work smoothly with any background music, public address announcements ("Mr. Johnson, your table is ready"), etc.

Sound pressure levels must be carefully controlled. Different decibel levels should be achieved, as needed and appropriate, in differ-

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ent zones of the location. If the music is being used as background, volume should be lowered to just a few decibels. This degree of control is achieved by wisely selecting and placing speakers, and properly wiring all the various sound systems into a central control station. (See our March, 1990 column in *RePlay.*)

AUXILIARY SPEAKERS

As we've stated in previous columns, there's a real art to selecting and placing **ausiliary** speakers. Vital as **auxiliary** speakers are for audio CD jukeboxes, we believe they are even more critical to the success of video jukeboxes.

Fortunately, the operator has plenty of gear to choose from in this department. Hundreds of manufacturers make a transducer for every possible application. Yes, you can compete with the big audio-visual companies on their own turf . . . and win!

For example (as we wrote in our February column), if location owners object to having boxed speakers mounted all around the site, there are ceiling speakers today that can compete directly with some of the best boxed speakers. And these ceiling speakers can be installed for a much lower cost, and with far less visual obstruction, than boxed speakers.

THE BIG PAY-OFF

Why bother to learn the craft of proper vidjuke installation? Because of all the money at stake. Because of all the locations which should be "saved" for operators, not "given away" to MTV and competing media. Because Rowe and Pioneer are "putting a coin mech" on the now-established medium of music videos . . . and are making hardware and software that means a whole new market for operators!

Just remember, the earnings potential of your video jukebox will increase greatly, ***if*** you have a solid design . . . and if you have proper equipment . . . and if you have a safe, service-free installation.

More information about installing video jukeboxes (any brand) and **auxiliary** equipment is available from L.A. East. Call 800/366-4523 and ask for Emery or Steve.



The Eyes Have it: Marketing Music for the "TV Generation"

Did you know that in everyday life, the sense of sight accounts for 70% of what we experience and learn? Doctors and psychologists have determined that our sense of hearing is responsible for just 20% (the other three senses provide a total of 10%).

That's an important fact for jukebox operators to realize. Any customer who walks into your jukebox location may want to hear the music . . . but he or she also wants visual stimulation. Maybe he'll get it from the pretty girl sitting next to him at the bar. Maybe he'll get it from the decor . . . including, in some cases, the jukebox itself.

But more and more, the customer is getting his visual stimulation from TV monitors mounted on the walls of the tavern. It's bad enough when they shut off the jukebox for a baseball game or newscast. The worst of all is when those monitors are competing with your jukebox for the customer's musical attention, too!

Why is this happening? The "TV generation" is more accustomed than any other generation in history to getting its education, stimulation and entertainment through their eyes . . . much more than through their ears.

For you, the jukebox operator, this means location patrons must **see**, as well as hear, your jukebox. Operators have always known the visual appeal of the jukebox is an important element of its popularity. And so, for one thing, the *location* of the jukebox must be just right, if it's going to be a profit center for you and your location owner.

The preference of the "TV generation" for visual entertainment also explains why more and more locations are adding TV monitors and audio/visual systems to their entertainment mix these days. In our November 1989 column, we discussed how both simple and sophisticated audio/visual systems are driving the jukebox out of many choice locations today.

Mr. Jukebox Operator, the message is clear: to remain competitive, you have got to offer visual entertainment, too!

NEW PRODUCTS

Capcom's MAGIC SWORD



Magic Sword is the latest the Capcom's successful series of system games using their exclusive CPS System chip. That means it's available as a horizontal kit. It also means that — as always — you can get a very nice rebate from the company if you trade in any previous Capcom system title.

Theme: sword and sorcery quest fantasy.

Gameplay: 50 levels could make this the most extensive coin-op video game around. Some home video titles have offered this much depth of play and coin-op players may really get into the challenge of "going the distance." If so that means major collections. Capcom says the game is testing extremely well and is expected to match their previous top-charting title.

Features: hi-res graphics and a choice of two different endings.

For more information, ask your authorized distributor; or for referral it's Capcom U.S.A., Inc., 3303 Scott Blvd., Santa Clara, CA 95054; 408/727-0400.

DEADLY WEAPON from Premier



Deadly Weapon is the third Gottlieb pinball machine to be introduced in the SL line by Premier Technology. The SL line offers players an attractive game design that's easy to understand. Said the company: "The operator at the same time is rewarded not only with a game that looks and earns like a game priced several hundred dollars higher, but also features Premier reliability and no ball hang-ups."

Theme: street cop makes arrests.

Gameplay: the playfield is designed to represent the streets and alleys prowled by a police detective. The targets represent the bad guys and also allow the player to spell out "Weapon" for a "riot bonus round."

Features: pre-wired for side mount ticket dispenser and electro-mechanical coin counter meter; optional dollar bill door.

For more information, ask your authorized distributor; or for referral it's Premier Technology, 759 Industry Dr., Bensenville, IL 60106; 708/350-0400 or 800/444-0761.

Sega's BONANZA BROS.



Bonanza Bros. is a one- or two-player interactive dedicated upright video game. Top-flight computer graphics create super-vivid characters and scenes, said Sega.

Theme: lovable thieves steal treasure.

Gameplay: Mobo and Robo sneak through 13 different settings, encountering scary and comic obstacles as they steal various valuables. Players use an 8-way joystick, and are timed in each stage (object is to beat the clock).

Features: 25" medium-res monitor.

For more information, ask your authorized distributor; or for referral

THE PIONEER HIT LIST

Vol. 2 October, 1990

Helping you keep your ear to the ground in the Juke Box business.

Stop by Booth #857 at AMOA and see why the LD Jukebox is being called "The Pocket Liner."

OCTOBER COMPILATION LASER DISC

Model#: LD-10-90
Volume 4, Side A

1. **This Is The Right Time** Lisa Stansfield
2. **Something Happened On The Way To Heaven** Phil Collins
3. **Banned In The USA** 2 Live Crew
4. **Lies** En Vogue
5. **Strawberry Fields** Candy Flip
6. **Everybody Everybody** Black Box
7. **Tonight** New Kids On The Block
8. **That's Not Her Style** Billy Joel
9. **Let's Call It A Day Today** Tammy Wynette
10. **Heaven Knows** Lalah Hathaway
11. **Oh Girl** Paul Young
12. **Bonita Applebaum** A Tribe Called Quest
13. **Dance In Circle** Tim Ryan

SIDE B

1. **Good Clean Fun** The Allman Brothers Band
2. **All The Young Dudes** Bruce Dickinson
3. **I Wanna Get Back With You** Louie Louie
4. **Heartbreaker (At The End Of Lonely Street)** Dread Zepplin
5. **Tell Me Something** Indecent Obsession
6. **Too Cold At Home** Mark Chestnutt
7. **Dirty Cash (Money Talks)** The Adventures Of Stevie V
8. **Feels Good** Tony! Toni! Tone!
9. **La Raza** Kid Frost
10. **Can't Stop** After 7
11. **Epic** Faith No More
12. **I Don't Go For That** Quincy Jones Featuring Siedah Garrett
13. **Thieves In The Temple** Prince
14. **Time For Letting Go** Jude Cole

OCTOBER HITS COMPILATION CD

Model#: ALL-10-90
Hits Disc #11

1. **Set Me Free** Times 2
2. **How Much Love** Vixen
3. **Groove Is In The Heart** Deee-lite
4. **One More Chance** Perfect Gentlemen
5. **Heart Of Stone** Taylor Dayne
6. **This Is The Right Time** Lisa Stansfield
7. **Headline News** Everyday People
8. **Just Came Back** Colin James
9. **Heaven Knows** Lalah Hathaway
10. **Live It Up** REO Speedwagon
11. **More To Know** Dianne Reeves
12. **Peace To The World** B.B. King
13. **All I'm Missing Is You** Glenn Medeiros Featuring Ray Parker
14. **Let's Call It A Day Today** Tammy Wynette
15. **Too Cold At Home** Mark Chestnutt

OCTOBER "SPECIALTY" LATIN COMPILATION CD

Model #: D01-09-90
Latin Disc #1

1. **Odiandote Y Sin Entender** Eddie Santiago
2. **Volare (Nel Blu Di Pinto Di Blu)** Gipsy Kings
3. **Tesoro Mio (A duo con Kiara)** Guillermo Davila
4. **Me Va Extraner** Ricardo Montaner
5. **Laura Farina** Ruben Blades
6. **Me Tienes Que Querer** Yuri
7. **Promesas** Franco De Vita
8. **Las Barajas De Ana** Emmanuel
9. **Se Me Van** Pupy Santiago
10. **Manos De Seda** Luis Angel
11. **Quien Como Tu** Ana Gabriel
12. **Se Divierte Y Ya No Piensa En Mi** Roberto Carlos
13. **Hacer El Amor** Hector Trioche
14. **Hoy (En Ritmo de Lambada)** Isissa
15. **Tan Solo Siempre Tu** Oscar D'Leon

The introduction of the Pioneer LD Jukebox will be a featured event at the AMOA show in New Orleans, Louisiana, Thursday through Saturday, October 25-27.

The LD Jukebox opens up a whole new world to the coin-op community, with sights and sounds unmatched in tone and clarity.

Don't miss this opportunity to find out how great a new LaserJuke can be for your business. See you at Booth #857.

Call 213-PIONEER and find out how all these hits can be yours.

LASER JUKE™

PIONEER
The Art of Entertainment

To find out more about Pioneer's Compact Disc and LaserDisc Jukeboxes, call 213-Pioneer or contact an authorized distributor near you:

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  Weiner Distributing
  301-233-2600
- Chicago
  World Wide Distributors
  312-384-2300
- Charlotte
  Brady Distributing
  704-357-6284
- Chattanooga
  Brady Distributing
  615-855-0322
- Cleveland
  Cleveland Coin Machine Exchange
  216-692-0960
- Denver
  First Choice Distributing
  303-292-9657
- El Cajon, California
  Progressive Game Distributors
  619-441-9100
- Las Vegas
  Mountain Coin Machine
  702-798-0900
- Livonia, Michigan
  Cleveland Coin Machine Exchange
  313-458-2646
- Menomonee Falls, Wisc.
  Viking Vending
  414-255-2600

it's Sega Enterprises, Inc. (USA), P.O. Box 610550, San Jose, CA 95161-0550; 408/435-0201.

NEW WAVE from Betson



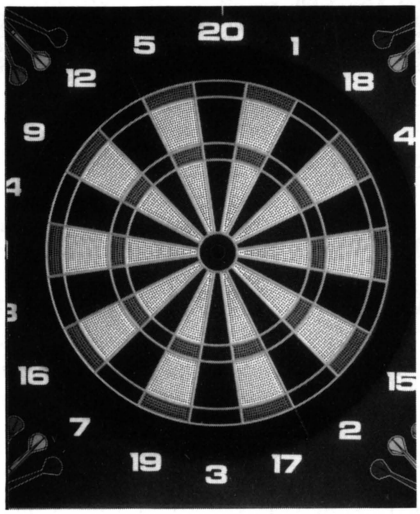
New Wave is a new coin pusher. It's a hexagonally shaped 6-player unit with bright graphics, dynamic sounds and a steel from construction. Made by England's respected Crompton's firm, it's available in the USA from Betson Enterprises.

For more information, contact Betson Enterprises, 6 Empire Blvd., Moonachie, NJ 07074; 201/440-2200.

Merit's SCORPION Dart Target

Scorpion is Merit's new soft-tip dart target, featuring a reinforced "thin-rib spider" which mates with precision segments and "totally eliminates jammed dart tips," said the firm. "There's literally no place for a dart to wedge itself in . . . which makes target service calls a thing of the past."

The low-profile component offers a virtually shadowless flush appearance with the outer surface of the new target segments. All parts are modled of fiberglass-reinforced nylon for maximum wear and backed by a one-year factory warranty. Segments can accept heavier darts (up to 32 grams) and also boast the industry's highest number of dart-catching holes, said Merit. The inner bullseye is sized proportionally larger, with 21 holes, to offer players a more satisfying target to aim at. This is particularly important in



the popular strategy game "Cricket."

Available in the traditional, four-color "international" scheme or in red & blue, or red & black. Stocked by all Merit dealers, the new target retrofits all earlier Merit games and comes standard on new 'Pub Time Premier' and 'II Plus 2' models.

For more information, ask your authorized distributor; or for referral it's Merit Industries, Inc., 2525 State Rd., Bensalem, PA 19020; 215/639-4700 in state or 800/523-2760 from out of state.

STRATA BOWLING



Strata Bowling is a conversion kit for vertical-monitor upright, countertop and cocktail video games, featuring three new bowling game variations. It was developed by the same folks who crafted the 'Capcom Bowling' game.

Theme: regulation, flash and "strike or die."

Gameplay: players use a trackball to aim their bowling ball at the pins.

Features: humorous cartoon-like images, great sounds (Strata takes special pride in this) and catchy music enhance the gameplay.

For more information, ask your distributor or Strata Corp., 709 W. Algonquin Rd., Arlington Heights, IL 708/437-2473.

COCA-COLA JUKEBOX; COLOR JUKE POSTERS from Antique Apparatus



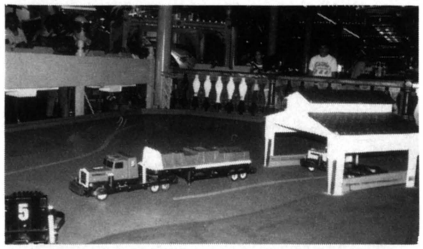
Rowe's fastidious maker of nostalgia jukebox cabinets (several models, see this issue's product catalog) is now offering antique replica jukes with the Coca-Cola name and logo under exclusive license from the world-famous soft drink company. Like all of AA's exotic models, production of the **Coca-Cola Jukebox** will be limited, so interested parties are advised to order now. AA will also make a nifty extension speaker with the Coke design. The handcrafted speaker is built into a small "light bar" that looks quite handsome on the wall.

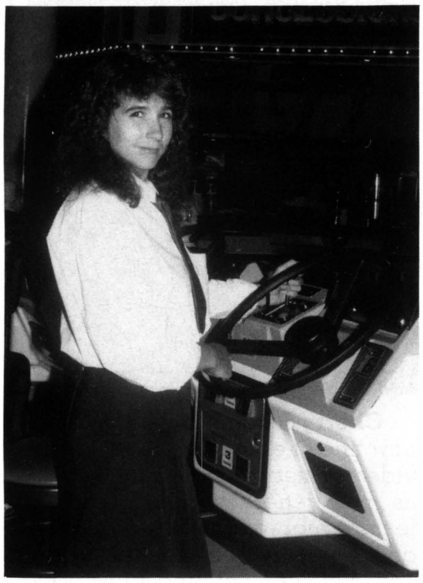
Anyone seeking the ideal "coin-op Christmas present" should order a copy of AA's award-winning, full-color poster of their '1015'-style nostalgia juke. This eye-popping, air-brushed illustration is 24x36" and is printed on a state-of-the-art six color press. Famed airbrush illustrator David Kimble executed the

poster, which includes a cut-away 3D type look at the inside mechanism. How good is it? The poster won a gold medal at a recent professional artists' competition and 'Air Brush Magazine' will feature it on an upcoming cover. It also makes a great promotional incentive.

For more information, contact Antique Apparatus Co., 2555-237th St., Torrance, CA 90505; 213/534-1511.

SUPER TRUCKS from Alter Enterprises





Super Trucks are 4'7" remote-control tractor-trailer trucks. Players drive them via a remote control station with wheel and gearshift. Operators set up multiple player stations and enclosed truck area as pictured.

Already a hit in some large theme parks, a state fair and an arcade or two, the trucks have enabled park operators to charge $1 per play, said the firm. Some park operators have reported income increases ranging from 61% to 300% over Alter's remote-controlled boats, a popular staple in such sites.

For more information, contact Alter Enterprises, Westpark Business Center, 210 W. Pkwy., Pompton Plains, NJ 07444; 201/616-1111.

New from Coin Concepts



Exclusive to the U.S. from Coin Concepts, **Gold Mine** is a six-player coin pusher manufactured by K.W. Systems (Kent, England). The unusual shape (see photo), wide playfield and attractive graphics grab players. Gameplay features two bonus systems and a unique promotional "token bonus" direct-award system. Ticket or token award.



Also pictured is **Rebound II,** an upright "cover the spot" skill game. It features standard skill slide entry with lockout solenoid; revolving targets for adjustable award bonuses, improved sound and a newly restyled cabinet and graphics. Token and ticket award models available.

Not shown here is **Fair Ground Attraction,** a multi-player coin pusher available in 3-player, 4-player or 6-player models. Many skill features make this unit widely acceptable for amusement operation. Features include a skill slide coin entry, three bonus features and quality construction. Available as wall or centerpiece unit, with ticket or token award. Impressive quality for the price, said CCI.

For more information, contact Coin Concepts, Inc., 12 Edgeboro Rd., Unit 4, E. Brunswick, NJ 08816; 800/462-2646 or 201/390-9009.

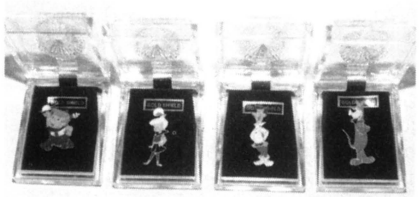
New Training Video from Randy Fromm

Randy Fromm's Arcade School (La Mesa, Calif.) has announced a new **videotape training program** that covers switching regulator power supplies. "There are still many operators who throw away their bad power supplies," said Randy. "Arcade School students have already fixed hundreds of switching regulator power supplies during the 'hands-on' power supply lab. By putting this training on videotape, all operators can acquire this easily-learned skill and save hundreds of dollars by repairing their own power supplies."

During the first month of introduction, this videotape can be obtained at a special introductory price of $34.95 (see Randy's advertisement in this issue for phone, address and discount coupon). The regular price of this program will be $39.95, Fromm advised. This training program also comes with a written guide to switching regulator power supply that includes step-by-step repair procedures and sources for replacement components such as transistors and capacitors.

For further information, contact: Randy Fromm's Arcade School, 7960 Culowee St., La Mesa, CA 92041; 619/697-4035.

Prize Jewelry from H.M.S. Monaco





Jetsons jewelry (necklaces and pins) are now available for use as prizes in redemption games. Items feature George, Judy, Elroy and Astro characters. Lucite jewelry boxes come at $18 per dozen; small and large rotary cups at $16.75 per dozen and globe or butterdish capsules at $18 per dozen. A similar line of **Flintstones** jewelry is also available featuring Fred, Barney, Pebbles and Bam-Bam.

For more information, ask your distributor or contact HMS Monaco et Cie Ltd., 135 W. 20th St., New York, NY 10011; 212/691-9000.

CASH CUBE from Worldwide Specialty

Cash Cube is an enclosed, transparent booth that blows money, coupons, etc. around the player who stands inside and tries to catch or grab as many pieces of paper as he can. The manufacturer sees this unit as a great promotional novelty piece that's "certain to draw a crowd" when used with special events and contests.

The booth is made from tough Lexan and lightweight aluminum, completely finished with formica-covered wood. It features a mirrored back panel that gives the illusion of

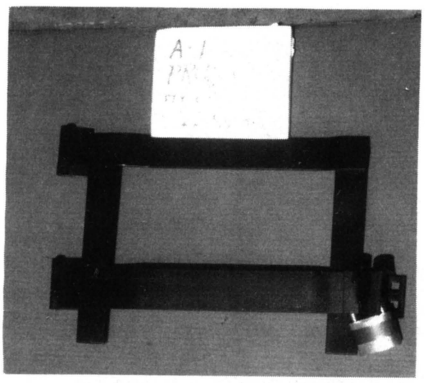


twice as much flying material. The direct-drive blower (no belts or pulleys) is "virtually maintenance-free," said the firm. Dimensions are 42.5" wide x 89" high x 84.5" deep. Weight 350 lbs.

Other features: a "Stock-it Pocket" storage container lets participants either win hand-caught papers, or papers stuffed into the container; digital countdown; sound effects; top winner light; easy single-person assembly and disassembly in minutes; caster wheels; low in and out step entry; locking door; hidden on/off switch; non-skid floor covering.

For more information, contact Worldwide Specialty Products, Inc., 601 Brady St., Ste. 304, Davenport, IA 52803; 800/728-1511.

KICKER-STOPPER from A-1 Products



Kicker-Stopper is a security bar to deter vandals from kicking at coin doors and cabinets and protect cash boxes against theft. Dimensions are 13.75" wide x 11' high. An extra-heavy bar near the center protects the door from kickers and also covers the top half of the coin return box to deter penny flippers. Weak spots such as seams are covered and bar hinges are hidden. The covered bracket can also protect your padlock shackle. Hardware is included. Special introductory prices available.

For orders or more information, contact A-1 Products, 333 No. Queen St., Kinston, NC 28501; 800/782-6721 or 919/527-8241.

New from Atlantic & Pacific



Cherry Master is just one of a new line of eight random-action video games from A&P. Described as "new generation machines," they feature high-quality sound and graphics, a big screen, sturdy and attractive cabinet, and a low price tag, said the firm.

For more information, ask your distributor or Atlantic & Pacific Amusement Corp., 1428 No. Broad St., Hillside, NJ 07205; 201/926-0700 (N.J.) or 800/327-6076 (USA).

JUKEBOX BLUEBOOK by Ben Humphries

Established jukebox historian Ben Humphries (editor of 1987's "Guide to Collectible Jukeboxes") edited and published this new pocket-sized **Jukebox Bluebook,** a 96-pg. reference guide for collectors, dealers and nostalgic jukebox lovers. Pages are 4"x8.5" format. The

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- Handcups on the rear and bottom of the cabinet make for ease of vertical movement.
- Side impact bumpers for added protection, on location or in transit.
- High pressure plastic finish available in Black or White.

Other Accessories

- Arcade vision™ with 19" monitor (shown in photo above).
- Front corner protectors (saves lower front edge of cabinet).
- Three player control panel (fits on all cabinets).*
- Extra slide draw system available. (Includes control panel and drawer). *
- Cigarette holder (protects overlay and buttons from burns).*
- 25¢ coin holder for control panel (continued play or next player).*

* Not shown in photos.

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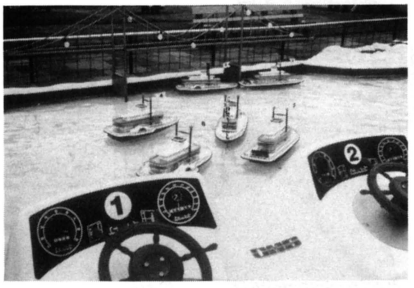
Call KD Industries for more information
In Minnesota: (612) 786 - 7766
Fax: (612) 784 - 9628
Business: 1-800-767 - 0761

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glossy interior pages contain over 300 high-quality photos taken from original sales literature, ads and brochures. The booklet also contains histories of every major jukebox company, including some smaller firms never included in any previous guidebook. A price guide selection gives values of more than 250 jukeboxes in three grade levels. Technical information and source directory complete the package.

Available for $12.95 retail postpaid (plus $1 for overseas orders) from the editor/publisher, the book can be ordered from Mr. Humphries at P.O. Box 1192-E, Galtinburg, TN 37738.

Radio-Controlled Boats & Cars





If you're looking for a larger coin- or token-operated attraction, radio-controlled boats and cars on fiberglass tracks and ponds might be the answer. Made by Leisuretime Consultants, the auto system typically requires 16x22' and provides from four to 24 player stations (each control station is a two-player unit).

Boats are detailed 39" long "practically indestructible" models, including Mississippi paddle steamers (side and rear wheel available). Twin motors driver stainless steel shafts connected to twin propellers for realistic turning and maneuvering. The one-piece cars are 1:8 scale with many sporty models to choose from. Twin front-wheel drive motors and extremely reliable electronic steering gives excellent speed and maneuverability. Players can race on a track, dodge around each other or crash into each other in a ramming area, and test their skills in a crossover area of bridges.

The company has done much work to ensure that batteries, spare parts, replacement shipping time, warranty, coin mechs, operating modes, battery charging, radio transmission and reception, etc. are all simple, easy and quick to run and repair, etc.

For more information, contact Leisuretime Consultants, Inc., P.O. Box 17085; Ft. Lauderdale, FL 33319; 305/973-9342.

EASY LEVELERS & SLOPE-SCOPE from IPPA

Easy Levelers are small telescoping levelers that go under the legs of pool tables so you can adjust the height of each leg and level the table without breaking your back. Smooth ball-bearing action means you can adjust height without raising the table. Kit contains four levelers, detachable adjusting handle and simple instruction guide.

Slope-Scope is an instrument to measure whether your pool table is truly level. It works via a unique fluid displacement system: four fluid-filled pods are placed at various points on the tabletop. All the pods are interconnected by a flexible hose so that a true level reading for the entire table is obtained. Graduated scales on each pod are accurate within .005 inch!

For more information, contact International Pool Player Assn., 2664 West I-40, Oklahoma City, OK 73108; 405/235-9999.

Coin Wrapper Crimper from ABC Coin

ABC Coin Counting & Sorting Co. now offers a **Crimper** which is used to crimp the open end of cartridge wrappers. It requires only two heads for four denominations, which means less changing of heads. Once your wrapper is filled with coins, you place the open end of the wrapper into the crimper dual-head. The spinning rotation of the head provides a fast, tamper-proof seal on the end of the roll.

The best part, said the firm, is the need for just two heads: one handles quarters and nickels, the other



handles pennies and dimes. The thermally protected, free-standing Crimper operates on 115 volts at 1.6 amperes.

A free copy of the 9th edition of ABC Coin's product catalog shows their full line of coin counters, sorters, scales, belt changers, quick coin dispensers, wrappers (cartridge, flat and plastic), and coin trays of various materials. New items include a currency counter, a dollar bill scale, an electronic coin scale, telephone box security seals and more, plus a picture parts section.

For more information, contact ABC Coin Counting & Sorting Co., 2839 Biscayne Dr., Plano, TX 75075; 214/596-1212.

MASSEUSE from N.W. Manufacturing



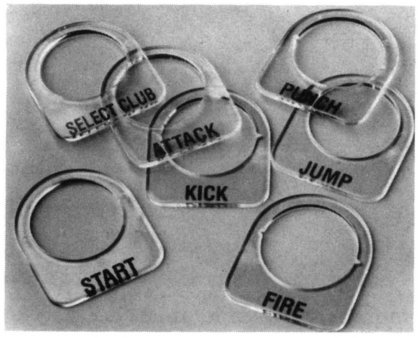
Masseuse is a coin-op novelty that gives massages. Popular in Europe, it is manufactured by an experienced health equipment firm and could go into U.S. locations such as hotels, health clubs, gyms, truck stops, factories or offices. The unit's maker asserts that it's virtually service-free.

Features: 160 lb. device can accommodate person or persons up to 400 lbs. Device requires 3x5' area and 110 volts of electricity. Unit offers adjustable pricing and tim-

ing; choice of four standard colors; and steel frame for coin protection.

For more information, contact Northwest Manufacturing, 102 Drennen Rd., Ste. B3-7, Orlando, FL 32806; 800/624-1672 or 407/855-0917.

New from Happ Controls





Help players figure out controls on new games by tagging the buttons on control panels with these colorful tags from Happ. The firm's expanded line of high-quality ID tags are manufactured of finest quality Lexan, and are printed on the back side with lettering or illustrations as desired. Custom lettering and artwork are available. Standard copy includes: "1 player" "2 players" "kick/jump" "fire" "missile" "start" "select club" "shoot" "attack" "1" "2" "shoot/kick" "1 player vs. computer" and "grenade." Some art figures are also standard. Standard colors include red, white, blue, green, yellow and amber. Standard shapes include small round, small square, rectangle, medium round, large round and large square. Happ can also take care of your unique and specific ID tag needs.

Also newly improved from Happ is their "Ultimate Pushbutton," constructed of 100% nylon for greater durability and featuring an extra-long body to fit all control panels, from 1/16" metal to 3/4" wood. It also has fast, responsive sideways switch actuation, patent-pending screw-on design and an extra-strength nylon plastic fastening nut. The low-priced item comes in red, white, blue, yellow, green and black.

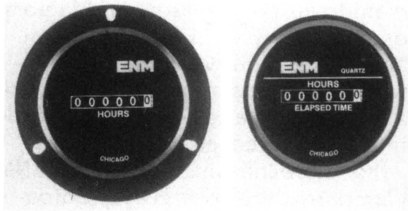
For more information or a complete catalog, contact Happ Controls, 106 Garlisch, Elk Grove, IL 60007; 708/593-6130.

Service Products from Material Control

Material Control makes several service products useful for tradesters, including rolling and knockdown ladders of all heights and platform widths; portable and track-mounted fixed steel ladders; portable, motorized, elevating work platforms; overhead work platforms for forklift trucks; strip door technology; and pre-engineered enclosures and dividers.

For more information, contact Material Control at P.O. Box 168; 130 Seltzer Rd., Croswell, MI 48422. Phones: for ladders and lifts, call their Cotterman Co. division at 313/679-4400; for doors and enclosures, call their Environmental Products division at 708/892-2567.

ENM's T50 HOUR METER



Series T50 is an AC electronic analog hour meter. "This reliable timer absolutely will not lose count," said the firm. No battery required; product uses electromechanical wheel-type indicator to store accumulated hours. ENM guarantees

The BONDEAL CHART

top kits and dedicated videos at the Hong Kong Flashback Arcade for the week ending Sept. 15, 1990

TOP KITS	Sep. 15	Sep. 8	Sep. 1	Weeks on Location
Magic Sword	1	1	1	7
Smash TV	2	2	2	10
Moon Walker	3	3	3	3
Lightning Fighters	4	5	5	17
Bonanza Bros.	5	4	4	11
Columns	6	6	6	25
Final Fight	7	—	—	33
Passing Shot	8	10	10	66
Tetris	9	—	—	82
Bloxeed	10	8	—	29
TOP DEDICATED GAMES				
Hard Drivin'	1	3	3	33
Big Run	2	1	1	33
After Burner	3	2	2	7
Super Off Road	4	4	4	76
Super Hang On	5	5	5	160

time data retention for 25 years!

Consumes under .4 watts; uses solid-state electronic drive circuitry; accurate timing via quartz crystal; all standard voltages are available; operates on both 50 and 60 Hz; plastic case is high-impact, tamper-proof, moisture-sealed sealed; configurations include round 3-hole bezel and round SAE bezel with a new push-on retaining ring; custom face plates available.

Completely quiet, the unit is used on everything from medical equipment to air compressors and factory equipment. It determines "time in use" for preventive maintenance, warranty claims, rental cost, depreciation records, and cost studies. Made in the USA, it costs $16 list price.

For more information, contact ENM Company, 5617 NW Hwy., Chicago, IL 60646-6135; 312/775-8400.

Bill Validator Upgrade from Gateway Changer Services

Want to change your "$1 only" bill changers to $1 and $5 models? You can, by using **ACNAT/2.** That's the technical name for a new programmable logic PCB that will replace the existing plug-in logic board in all NRI, National, and Hamilton, Buckpasser Validators (models 3405 and up, including Buckpasser II). Benefits are $1 and $5 acceptance and pulse payout; adjustable high security against bogus bills (lots of security features); adjustable pulse payout duration up to four seconds.

The never-before-offered product, designed by American Changer Companies, is inexpensive and comes with five-year warranty, said the firm. Distributor inquiries are welcome. For more information, contact Gateway Changer Services, 4661 Varrelmann Ave., St. Louis, MO 63116; 314/481-8011.

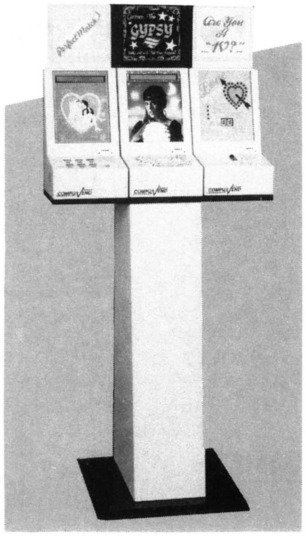
Gold Medal Catalog



The Profit Makers is the name of Gold Medal's 64-page 1990 catalog of "fun food" machines which might fit arcades and other locations. Machines include popcorn poppers, cotton candy makers, Belgian waffle makers, Sno Kone units, hot dog grills, Nacho combo units, funnel cake fryers, etc. Novelties such as the "On a Stick Baker" and "Waf-a-Tacos" are also available.

For more information, contact Mary Helen House at Gold Medal Products Co., 2001 Dalton Ave., Cincinnati, OH 45214; 513/381-1313 or 800/0862 (outside Ohio).

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GRAPEVINE

OPEN HOUSE SEASON — Many dealers will hold post-AMOA open house parties. It's a great chance for operators to see new goods and get a bite and a drink. Many are scheduled, including (but not limited to) the Colorado Game & Vending Exchange's Nov. 2 opener and Birmingham Vending's Orlando Nov. 2-4 party. Music-Vend's Lamar Forque holds one of his patented pre-AMOA Anchorage, Alaska blow-outs in early October. Likewise, Tom Tarantelli and the T.O.P. crowd are hosting a pre-AMOA showing Oct. 6 in Rochester, showing off new Rowe jukes and giving out around $25K in prizes (including a 1929 Mercedes Gazelle replica and a ship cruise). You have to be present to win and your account must be current!

international

ATEI PLANS — England's big annual trade show (Amusement Trades Exhibition International) will offer some new twists, including sections on bingo, lotteries, promotion, "swag" (redemption prizes, we assume), catering and club services, professional and computer services, etc. Showgoers will also see an expanded casino section, along with the usual extravaganza of coin-op gaming and skill machines, amusement devices, gaming equipment and fairground items. Another first will be a "village complex" for trade associations to strut their stuff, including the British amusement association BACTA, the British Casino Assn., the British Assn. of Leisure Parks & Attractions, the Bingo Assn. of G.B., the Showman's Guild, British Holiday Homes & Parks Assn., the British Assn. of Pool Table Operators, the National Bingo Game Assn., Euromat, and the Institute of Leisure and Amenity Managers. ATEI takes place Jan. 7-11 in several halls of London's Olympia convention center.

ATARI WINS SUIT — Aussie coin-op dealer Malcolm Steinberg reportedly controls 60% of Australia's vidgame market. He wanted an exclusive on products from Atari Games, but he's not getting it. That's the basic result of a legal verdict announced Aug. 8 by Atari. Steinberg's firm, Avel, filed suit two years ago, claiming Atari had promised unlimited exclusive rights, then broken the promise. In court, Atari replied they had always dealt with Avel on a game-by-game basis. Atari said it felt "shocked and disappointed" when Malcolm filed suit. Atari spokesmen also said Malcolm's position as both operator and importer created a serious conflict of interest that hurt distribution of Atari games in the Land Down Under. A San Francisco jury heard both sides in a two-week trial and found for Atari straight down the line, the firm announced. Atari stressed that despite the action, they maintain "excellent long-term relationships with all of our distributors throughout the world."

CCI'S U.K. DEALERS — Coin Concepts Inc. has proudly announced that K.W. Systems (Kent, England) is their exclusive U.K. distributor. CCI has been (non-exclusively) distributing K.W.'s games in the USA for years, including the one-player pusher *Starburst* and the six-player *Gold Mine.* Congratulations!

THE SEGA SHUFFLE — Sega USA recently sold its Time-Out arcade chain here in the States, but back in the Land of the Rising Sun, Sega Japan has spent this year opening five new arcades in shopping malls and other suburban sites. Each one contains between 92 and 177 video games. Most also have a dozen or more rides, plus various forms of coin-op music. The largest Sega arcade, called 'Cineset Sega,' opened in Osaka July 20 with a 920 square meter site. It's located next to a huge aquarium which is a major tourist attraction, drawing 50,000 people daily. Sega said it invested 400 million yen in the arcade, their largest location investment to date. This report comes from Japan's *Game Machine Magazine.*

northwest

NEW AT NINTENDO — Nintendo's new, improved 16-bit home game system is slated to hit Japan's store shelves next month, but don't count on seeing it arrive Stateside till 1992. This according to *Business Week* (July 2). The publication said 28% of all American homes have a Nintendo NES now but the firm wants to boost that to 40% before launching the upgraded system. By the way, *BW* said Nintendo would have pretax profits of about $725 million . . . about the same as the much larger Sony Corp.

southwest

ROBO-PIN! — Nevada's Tip Top Amusement ran a nifty pinball promo in connection with this summer's release of the movie "RoboCop II." The sign at the location says it all: "Fooshouse Too and Orion Pictures are having a pinball tournament, *RoboCop* style! Prizes will include Toshiba VCR, 10 pairs 'RoboCop' 2 movie passes, gift certificates, Fooshouse Too t-shirts, stand-up 'RoboCop' statue. So practice, practice, practice! Co-sponsor X102." Tip Top's Russ Minter explained that players went for high scores during the week prior to the film's



premier; at the film's actual opening, Tip Top had four semi-finalists shoot it out on the game which had been moved to the theater lobby. "We feel this was a very successful contest," Russ commented, "and we hope to conduct more of the same in the future." Seen here are the four finalists (from left): in 3rd place, Curt Rawson; in 4th, Joel Bowman; in 2nd, Jason Moxness; and in 1st Cliff Romine. Nice going, Tip Top!

NOT OUT OF THE WOODS YET — C.A. Robinson's popular sales chief Hank Tronick is at home recuperating from his hospital visit and (believe it) working via phone and fax. Unfortunately, his artificial hip may need replacement, and the industry vet figures he may have to head back to the hospital around Oct. 19 for hip replacement surgery. But he's mentally fine, saying "there's an 80% chance the operation will be successful and if so, my life will be improved. The Bettelman family down at the job have been super throughout this ordeal," Hank added, "and besides thanking them, I want to thank all the other folks who have written or called me since this problem flared up." Naturally, Hank will miss the Expo.



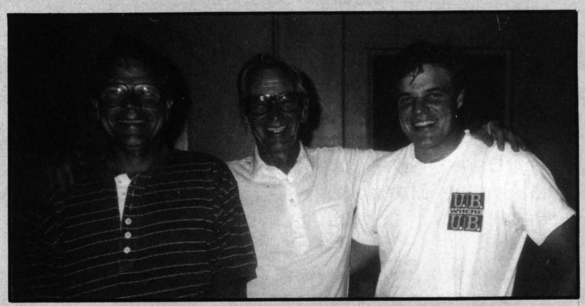
NEW AT C.A.R. — Little Nathan Michael Tomei is seen here in the arms of mother Jean and father Jim Tomei (he's the manager of the C.A. Robinson dealer office in South San Francisco). Born on July 16, he weighed in at 7 pounds, 13 ounces. Congratulations!

ALBUQUERQUE ATTRACTION — Thanks to a note from Stan Jarocki, we got the lowdown on a hot new game coming out of the Icat people in Albuquerque. These folks produce firearms simulators for police departments all over the world and have now turned that technology into a coin-op attraction called *Mad Dog McCrea.* With advice from Peter and Bob Betti (Betson), Icat's prexy Bob Grebee and his R&D team came up with a laserdisc gun-in-holster shooting game that uses a large 50" screen (in the arcade version) and a 25" video monitor in the street piece.

The idea is for the player to work his way through a western town taken over by Mad Dog and his outlaws to rescue the sheriff, the mayor's daughter, etc. while firing at the bad guys on the screen. The screen displays real motion picture footage, shot at a New Mexico movie lot. The dynamics of the game are similar to a video adventure, but presentation is quite different. Both versions will be on display at Betson's exhibit at AMOA (they will probably market the attraction). Grand Products will likely build the street version while Icat makes the big screen version themselves. More details next issue.



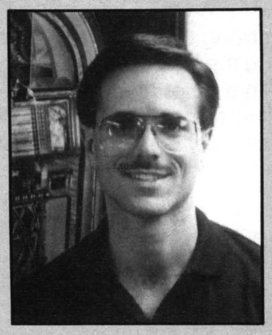
BILL'S PARTY — One of our favorite industry people, Bill Van Anda, is seen here wearing the loud Hawaiian shirt, the big grin and the two blondes (one on each arm). We don't know who the young ladies are, nor the gent at left, except to say they were all guests at Bill's July 7 party in Reno. The blow-out bash was billed as a "One Year Anniversary Observance" of his surviving a major medical ordeal. What was the procedure, you say? Man, where have you been? They toned down his lady-killing cologne. Otherwise, there would have been five girls on his arm. PS: we sure hope one of those lovely ladies is Bill's fiance!



THREE GENERATIONS! During the recent Rowe meet in La Quinta, Calif., the Struve Distributing people enjoyed a visit from Trevor Larsen, Kent's eldest son (he's also Preston's grandson). Trevor lives and works in Phoenix and drove over to join his folks and play a tad of golf. From left in the three-generation photo are Kent, Pres and Trevor. Now, guess which one could outwrestle the other two, if push came to shove? As expected, though, all three are golfers.

GINNY'S GRATEFUL — Exidy's Virginia Kauffman says the factory's been moving *Twister & Croaker* roll-down games all summer long and that the orders keep coming. "The coin drop has been first rate," she said.

"For example, Norman Pink at AAA Amusements has reported high earnings. I'd like to make a public thank-you to Norm's technician Larry Wilson for suggesting a spring change on *Croaker,*" she advised. "This improved reliability to 100%, so thanks Larry! This proves the field is where it happens and we try to listen to hands-on guys like you."



RUSSELL ETHERIDGE is the new plant manager at Antique Apparatus (Torrance, Cal.), maker of those fabulous 1940s-style replica jukeboxes for Rowe International. Russ comes to AA after a stint with Rowe's Grand Rapids, Mich. plant. While there, he also served as VP/treasurer of the city's International Management Council chapter. Russ assumes a newly-created post at AA, one which reflects the firm's growth over recent years. "Russ's production scheduling and product flow ideas will contribute significantly to future growth plans," said AA prexy Glenn Streeter. "From everyone on the AA team, a resounding welcome aboard, Russ!"

MORE WEEKEND SCHOOLS — That busy technical instructor Randy Fromm is offering a new weekend training course called A.S.A.P. — which stands for "Arcade School Accelerated Program." According to Randy, "The Arcade School Accelerated Program is designed to fill the needs of working operators and route service personnel who can't take the time away from their routes to attend the full, six-day Arcade School." He added: "Of course, we can't cover as much in the weekend class as we do in the six-day class. During the weekend class, we concentrate on the three most important aspects of video game repair: using the digital multimeter, repairing power supplies and repairing monitors."

No previous knowledge of electronics is required, Randy said. He stressed that there will still be quite a bit of the "hands-on" work that his Arcade School is famous for. During the training session on power supplies, students are encouraged to bring in all of their bad power supplies for repair. For more information, contact Randy Fromm's Arcade School in La Mesa, Calif. at 619/697-4035.



JENNIFER MULLIN is the new marketing assistant for SNK's coin-op division. She'll handle daily sales and marketing duties and assist customers with their needs. SNK's Sales & Marketing VP John Barone said Jennifer would represent a strong asset for the division, whose requirements are "continually growing" as SNK concentrates on its *Neo•Geo* system cabinet.

JAY'S BACK — One of the hardest-working independent tournament promoters we know of is back in business. He's Jay Brotherton, and he's now manufactur-

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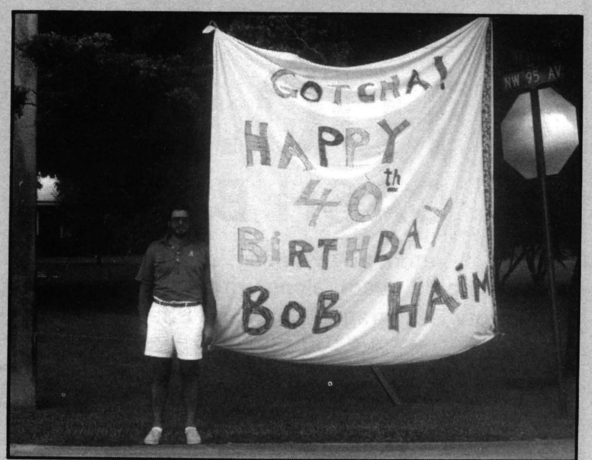
ing his own soccer table, *The Hammer,* which he says will "shake the foundations of the industry!" A big claim, but Jay was Tornado Table Soccer's distributor of the year a while back and he knows the field. The game will feature a unique aluminum cabinet with teflon brushings, plus Jay's own design for the men. Patents are pending on both cabinet and men. Jay's table is due in December; we'll update you on Jay's game and his Oklahoma-based "Tournament Time" promotions in future issues. Meantime you can reach him at 405/634-2697.

southeast

HOKE SEYMOUR passed away in mid-July. The Florida operator founded Seymour Music Co. (Sarasota) in 1951 and remained active in the company until last year. He was 84. Survivors include his two sons, Stan and Charles, who now run the business. (Stan's an AMOA board member.) Hoke is also survived by his wife Catherine and a daughter, Dianna. Our condolences to the family.

GIVE US A BREAK! Okay, we know politicians love to slam cigarette vending machines to show what caring, wonderful people they are. But really, if a community has just three machines, don't the city fathers have anything better to do than enact a vending ban "for places frequented by children?" We'd like to ask officials of Tacoma Park, Maryland what they're doing about drugs in this community. Place must be mighty clean if they're down to worry about three cigarette machines, one of which is located in city hall. . . not exactly known as a hangout for kids.

BIRMINGHAM VENDING won the award for "Number One Distributor of the Year" from Nintendo of America. The game maker announced the honor in July at their annual dealer meeting, held in San Diego, Calif. Congrats!



HAPPY B-DAY, BOB! — If you want to make sure you get a big 40th birthday party, just go around telling everybody to ignore the occasion. That's what Bob Haim did (Brady Distributing, Florida). Result: his family and friends "sabotaged" his private golf club locker room with a bouquet of "Happy 40th Birthday" balloons. But balloons were just the beginning. The club's Grill Room displayed a huge birthday banner as well. After lunch, the family accompanied Bob to the club parking lot, where even his car was draped with a king-sized sheet announcing his "coming of age"! Just when Bob thought it was over, he drove home. . . only to find another king-sized "birthday card" strung up in his neighborhood. That night, wife Evie and the kids (Daniel, Tovah, Gabriel and Talia) took Bob to a quiet dinner at a nice restaurant. Actually, it wasn't all that quiet. The waiters serenaded him. Bob, all we can say is, happy birthday — and don't consider going into undercover work.

northeast

BETSON'S CHARITY GOLF TOURNEY — Betson Enterprises (Moonachie, N.J.) a division of H. Betti Industries, went to all its major coin-op suppliers and to local customers in late summer and early fall, requesting support for a charity golf tournament to benefit the Tomorrow's Children Fund (Hackensack, N.J.), which promotes research into cancer cures and care for cancer-stricken children. The Lou Avoglia Memorial Tournament and dinner took place Sept. 17 at the Basking Ridge Country Club. Most events of this type gather $5-7,000 for charity, Betson's Joe Cirillo reported as we went to press in mid-September. "We've already gathered at least $40,000 net over expenses. We hope, when all is said and done, to bring the total up to $50,000," Cirillo added.

Betson noted that Capcom USA has been a major contributor to this charity drive: the firm is donating $5 to Tomorrow's Children for each *Magic Sword* kit sold. The coin machine industry has already contributed over $100,000 to Tomorrow's Children, of course. Betson topper Bert Betti designated the group as his choice to receive the proceeds from the AAMA Charitable Foundation benefit banquet a couple of years ago. Said Joe Cirillo: "I think if we all did the same type of thing in our own individual areas, it would do a great deal to help various charities such as Tomorrow's Children advance with their wonderful work. And it would help people realize that the coin machine industry's heart is in the right place." Right on, Joe! *RePlay* will have a full report on the Lou Avoglia Memorial Tournament in our next issue.

HOWARD SITTINGER passed on recently, we were sorry to hear. The long-time operator of Fun Concessions in LaGrange, Ohio was an OCMA member. Our condolences to his wife Jean and his many industry friends.

'SKEE-TOSS' UP & RUNNING — Betson's *Skee-Toss,* the ski alley game for little kids, is now in full production. Built for Betson by Skee-Ball, Inc. it features interchangeable parts with the adult-sized game made by the famous manufacturer. It's also the only ball toss game that talks to players. "Collection reports on the first 50 units were beyond our wildest hopes," reports Betson's redemption man John Margold, "and reorders have us in a backlog situation. We're increasing production to meet demand!"

PIONEER TO ROTH — Pioneer Laser Entertainment and Roth Novelty (Philadelphia and Wilkes-Barre, Pa.) recently sponsored two demo's of the former's *Laserjuke* at the latter's two showrooms in late June. Pioneer's Jerry Sheaks was on hand to help intro the product and all phases of its compilation CD program to 50 operators.

NEW FROM CCI — What are operators telling Coin Concepts, Inc. prexy Art Warner these days? "Side by side, CCI's *Gold Mine* pusher consistently out-earns other units by 25%, and they're more reasonably priced to start with." In response, Art smiles and says "Thank you very much." The Jersey-based CCI has processed several large orders on this British-made import, along with a one-player unit called *Starburst.* By the way, another winning attraction called *Fairground Attraction* (three-player and a four-player versions) will grace the CCI booth at the upcoming AMOA and IAAPA shows.

MERIT'S "SCORPION" — Merit Industries held a company-wide contest to select the name for their new electronic darts target segment. One of the folks in a production sub-assembly department, Mrs. Melia Barrett, came up with the winning suggestion: "Scorpion." Merit calls their new segment "the most potent in the industry." By the way, Melia and husband Robert also "won" a new baby boy from the stork on Aug. 3. Congratulations to the proud parents and little Matthew!

STAR*TECH SEMINARS — Yes, the info-packed, two-day, advanced tech's education program is still on the road and playing to rave reviews. Typical comments from operators and techs praised the thorough, easily-understood instruction and noted that the instructor had valuable field experience as well as electronics know-how. Tuition is $250 for the first person from a company; discounts available for multiple registration. If you wait till a week before the class, it's $275. Topics covered include everything from various power supplies to monitors, logic board diagnosis, PCB bench repair, diagnosing problems over the phone and much, much more. Upcoming sites and dates include Los Angeles (Oct. 13-14) and Toronto, Ontario (Nov. 16-17). If you want to take the class, or if you're a dealer who'd like to host a session, call Neil Calore at 609/662-1080.

BURIED TREASURE — Dazzled by the wealth of information offered by *Star*Tech Journal* in the industry's only full-time computer bulletin board? Not anymore. If you want to look up a particular game, component, parts source, author or subject in this unique "phone access computer library," it's now a snap. . . thanks to a new utility called "BAMscan" written by the bulletin board's system operator, James Beck. Jim's new utility goes beyond checking just the headers on each entry; it actually scans the full text of each item, looking for passages containing key words (alone or in combination). Hey, it's free to all subscribers! Contact the industry's fave technical mag at 609/662-1080 for more info.

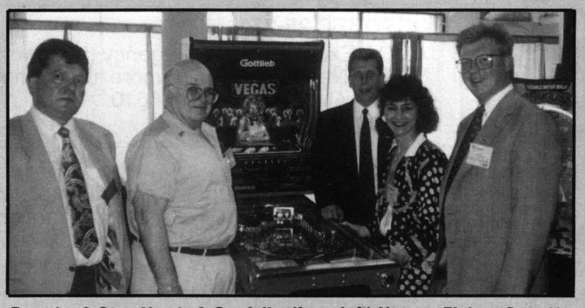
BOB GETS BABY — SMS Mfg.'s national sales manager Bob Harzer and wife Judy are the proud parents of a new baby daughter. Little Christina arrived in the world at 3:05PM on July 21 at Point Pleasant Hospital (N.J.), weighing in at 6 lbs., 12 oz. Congrats!



***Active's Don Brenner and Microprose's Frank Becker with* F-15.**



***Pennsy op Frank Mancuso watches his son Robby play* Dribbles Jr.**



Premier & Stan Harris & Co. folks (from left) Harvey Fisher, Stan Harris, Gil Pollock, Sharon Harris and Dan Clarton with the* Vegas *pinball.

PAMMA-RAMA — Betson's redemption chief John Margold totes an occasional camera on his trade show jaunts. He fired off some great "shots" at the recent PAMMA meeting (Pennsy operators) and we share them with you now. "These people put on a heck of a show," said John. Thanks for the visual aids!

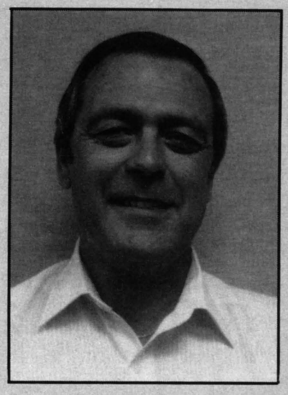
DEALERS PARTY IN BOSTON — Many of the industry's distributors get financing to keep their stockrooms stocked from Firestone Financial Corp. of Newton Centre, Mass. Now, Firestone says 1990 is their 25th anniversary of "designing innovative, asset-based lending and flexible financing programs for clients." What better way to celebrate than with a party for dealers who meet Firestone's "Challenge Sales Quota"? The sales period ran from Jan 1. to June 30 of this year, and distribs who made the grade were treated by Firestone to "a real Beantown celebration" including free round-trip

air transportation, four days' accommodations at the Boston Marriott Long Wharf, sightseeing tours, a cruise, a private dinner at the Kennedy Library and of course, grateful recognition by the good folks at Firestone. Congratulations to the financier and to its successful distribs!

midwest

LET'S BOP! Stan Jarocki of Grand Products says they've come up with a super modification of their *Slick Shot* game. They call it *Dynobop;* the idea is for the player to roll balls down the alley and hit dynosaur eggs. The machines spits redemption tickets and there's more to it than we mentioned. It will be on display at the AMOA Expo. "This could be the greatest piece we ever built here," Stan said. Check it out!

EDISON UPDATE — The mighty mall champs, now an arcade powerhouse as well, have announced executive assignments in their Mall Entertainment Division. Personnel and titles include: Operations VP John Denlinger; VP/General Sales Manager Jerry Orodenke Director of Anchor Entertainment Centers George McAuliffe; divisional sales managers Dan O'Connell and John Hayes; Purchasing VP Rich Hayes; and Director of Marketing Administration Lisa Merenda. By the way, Time-Out's offices are being consolidated with Edison's other acquisitions and moved to St. Louis. Write them at the following address: Edison Bros. Mall Entertainment, P.O. Box 14020, St. Louis, MO 63718.



JOE ANDERSON has been promoted to plant manager at Smart Industries (Des Moines). He'll be involved with every phase of production, working with line foremen and department supervisors to improve quality and efficiency, said the firm. Anderson — who has much experience in this type of work in other industries — said he'd stress teamwork in his new role. Way to go, Joe!

DATEBOOK

OCTOBER 11-14
NAMA Convention & Trade Show. Orlando, Fla. For more information, contact NAMA at 312/346-0370.

OCTOBER 25-27
AMOA Expo '90. Hyatt Regency (and two other hotels), New Orleans. For more information, contact AMOA at 312/644-6610.

OCTOBER 25-27
Park Show International, Remini Exhibition Center, Remini, Italy. For more information, contact the organizers at telephone 054/171-1111. Fax is 054/177-4313.

NOVEMBER 9-10
Pinball Expo '90 and Flip Out pinball tournament, Ramada O'Hare, Rosemont, Ill. For more information, contact Rob Berk at 216/369-1192 or 800/323-FLIP (3547).

NOVEMBER 14-17
"Parks" Show: 72nd Annual IAAPA Convention and Trade Show. Washington, D.C. Convention Center. For more information, contact IAAPA at 703/671-5800.

JANUARY 7-10, 1991
ATEI, Grand Hall, Olympia, London. For info, contact Exhibitions Administrator Dawn Milroy, ATEI, 122 Clapham Common Northside, London, SW4 9SP. Telephone is 071/228-4107.

MARCH 22-24, 1991
ACME Show, Bally's Hotel, Las Vegas. For more information, contact Bill Glasgow, Inc. at 708/333-9292 or AAMA at 703/494-2758.

MAY 18-22
AMOA Government Affairs Conference, Hyatt Regency on Capitol Hill, Washington D.C. For more information, contact AMOA at 312/565-4602.

MAY 31-JUNE 1
OCMA Expo '91, Radisson Airport Hotel & Conference Center, Columbus, Ohio. For more information, contact OCMA at 614/486-8677.

HOTHITS PLAY LIST

Top 45s and compact discs on jukeboxes as rated by operators & programmers. ★ = significant crossover activity.

POP

1. ***UNSKINNY BOP,*** *Poison, Enigma/Capitol 44584*
2. ***BLAZE OF GLORY (from "Young Guns II"), Jon Bon Jovi, Mercury 875896***
3. ***VISION OF LOVE,*** *Mariah Carey, Columbia 73348*
4. ***CRADLE OF LOVE (from "Ford Fairlane"),*** *Billy Idol, Chrysalis 23509*
5. ***SOMETHING HAPPENED ON THE WAY TO HEAVEN,*** *Phil Collins, Atlantic 87885*
6. ***WHEN I'M BACK ON MY FEET AGAIN,*** *Michael Bolton, Columbia 73342*
7. ***SUICIDE BLONDE,*** *Inxs, Atlantic 87860*
8. ***PRAYING FOR TIME,*** *George Michael, Columbia 73512*
9. ***UNCHAINED MELODY,*** *The Righteous Brothers, Verve/Polydor 871882*
10. ***GEORGIA ON MY MIND,*** *Michael Bolton, Columbia 73490*

C/W

1. ***JUKEBOX IN MY MIND,*** *Alabama, RCA 2643*
2. ***DRINKING CHAMPAGNE,*** *George Strait, MCA 79070*
3. ***WRONG,*** *Waylon Jennings, Epic 73352*
4. ***'TIL A BEAR BECOMES A ROSE,*** *Keith Whitley & Lorrie Morgan, RCA 2619*
5. ***BORN TO BE BLUE,*** *The Judds, Curb/RCA 2597*
6. ***FOURTEEN MINUTES OLD,*** *Doug Stone, Epic 73425*
7. ***YOU LIE,*** *Reba McEntire, MCA 79071*
8. ***WANTED,*** *Alan Jackson, Arista 2032*
9. ***NEXT TO YOU, NEXT TO ME,*** *Shenandoah, Columbia 73373*
10. ***NOTHING'S NEWS,*** *Clint Black, RCA 2596*

R&B

★ 1. ***THIEVES IN THE TEMPLE,*** *Prince, Paisley Park/Warner Bros. 21598*
★ 2. ***JERK OUT,*** *The Time, Paisley Park/Reprise 19750*
★ 3. ***DO ME!,*** *Bell Biv Devoe, MCA 53848*
4. ***LIES,*** *En Vogue, Atlantic 87893*
5. ***FEELS GOOD,*** *Tony! Toni! Tone!, Wing/Polydor 877437*
★ 6. ***VISION OF LOVE,*** *Mariah Carey, Columbia 73348*
7. ***OOOPS UP,*** *Snap, Arista 2071*
★ 8. ***I DON'T GO FOR THAT,*** *Quincy Jones featuring Siedah Garrett, Qwest/W.B. 19755*
★ 9. ***COME BACK TO ME,*** *Janet Jackson, A&M 1475*
★ 10. ***BANNED IN THE USA,*** *Luke featuring The 2 Live Crew, Luke/Atlantic 98915*

CDs

PUMP, *Aerosmith, Geffen 24254*
FOREVER YOUR GIRL, *Paula Abdul, Virgin 90943*
SOUL PROVIDER, *Michael Bolton, Columbia 45012*
STEP BY STEP, *New Kids On The Block, Columbia 45129*
PLEASE HAMMER DON'T HURT 'EM, *M.C. Hammer, Capitol 92857*
. . . BUT SERIOUSLY, *Phil Collins, Atlantic 82050*
END OF THE INNOCENCE, *Don Henley, Geffen 24217*
I'M BREATHLESS, *Madonna, Sire/Warner Bros. 26209*
BLAZE OF GLORY/YOUNG GUNS II, *Jon Bon Jovi, Mercury 846473*
SHUT UP AND DANCE, *Paula Abdul, Virgin 91362*

HOTHITS BEST NEW

New singles rated chart-bound by our reporters. ★ = significant crossover activity.

POP

L.A. WOMAN
Billy Idol - Chrysalis 23571

THIS IS THE RIGHT TIME
Lisa Stansfield - Arista 2049

CHERRY PIE
Warrant - Columbia 73510

FLY TO THE ANGELS
Slaughter - Chrysalis 23527

★ ***CRAZY***
The Boys - Motown 2053

(CAN'T LIVE WITHOUT YOUR) LOVE AND AFFECTION
Nelson - DGC 19689

★ ***THIEVES IN THE TEMPLE***
Prince - Paisley Park/Warner Bros. 21598

★ ***BLACK CAT***
Janet Jackson - A&M 1477

HEART OF STONE
Taylor Dayne - Arista 2057

POLICY OF TRUTH
Depeche Mode - Sire/Reprise 19842

LOVE TAKES TIME
Mariah Carey - Columbia 73455

STRANDED
Heart - Capitol 44621

★ ***BANNED IN THE USA***
Luke featuring The 2 Live Crew - Luke/Atlantic 98915

JOEY
Concrete Blonde - I.R.S. 73014

CW

MAN TO MAN
Hank Williams Jr. - Curb/Warner Bros. 19818

I FELL IN LOVE
Carlene Carter - Reprise/Warner Bros. 19915

FRIENDS IN LOW PLACES
Garth Brooks - Capitol 79239

CRAZY IN LOVE
Conway Twitty - MCA 79067

A RING WHERE A RING USED TO BE
Billy Joe Royal - Atlantic 87867

DON'T GIVE US A REASON
Hank Williams Jr. - Curb/Warner Bros. 4492

A FEW OLE COUNTRY BOYS
Randy Travis & George Jones - Warner Bros. 19586

A FEW MORE REDNECKS
The Charlie Daniels Band - Epic 73426

THIS AIN'T MY FIRST RODEO
Vern Gosdin - Columbia 73491

WHEN SOMEBODY LOVES YOU
Restless Heart - RCA 2663

TOO COLD AT HOME
Mark Chesnutt - MCA 53856

THE BATTLE HYMN OF LOVE
Kathy Mattea & Tim O'Brien - Mercury 875692

KEEPIN' ME UP NIGHTS
Asleep At The Wheel - Arista 2045

LOVE IS STRANGE
Kenny Rogers & Dolly Parton - Reprise/Warner Bros. 19760

R&B

★ ***LOVE TAKES TIME***
Mariah Carey - Columbia 73485

BLACK CAT
Janet Jackson - A&M 1477

GIVING YOU THE BENEFIT
Pebbles - MCA 53891

B.B.D. (I THOUGHT IT WAS ME)?
Bell Biv Devoe - MCA 53897

SOMEONE TO LOVE
The Mac Band - MCA 53837

CLOSE QUARTERS
Cameo - Atlanta Artists/Mercury 878198

★ ***ROMEO***
Dino - Island 422-878

THE BLUE PAGES

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Buster Bros (H)	895	Snow Bros. (H)	895
Champ. Wrestler (H)	695	Street Smart (H)	595
Combatribes (H)	1295	Task Force Harrier (V)	595
D.J. Boy (H)	695	Two Crude (H)	895
Dragon's Breed (H)	495	U.N. Squadron (H)	695

NEW KITS

Bloxeed (H)	$495
Cyberball 2072 (2P) (H)	595
Magic Sword (H)	CALL
Punk Shot (H)	CALL
Smash T.V. (H)	CALL
U.S. Classic Golf (V)	CALL

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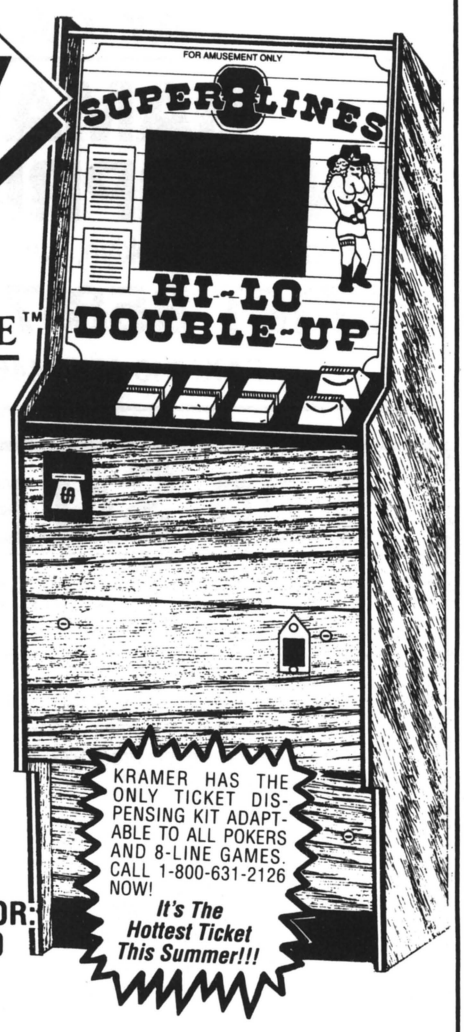
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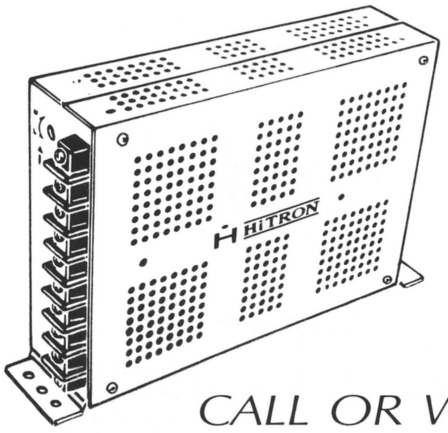
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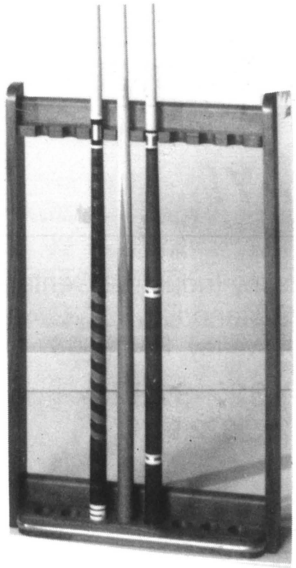
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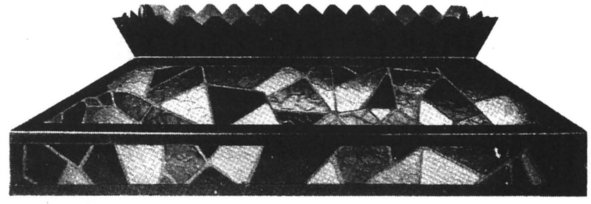
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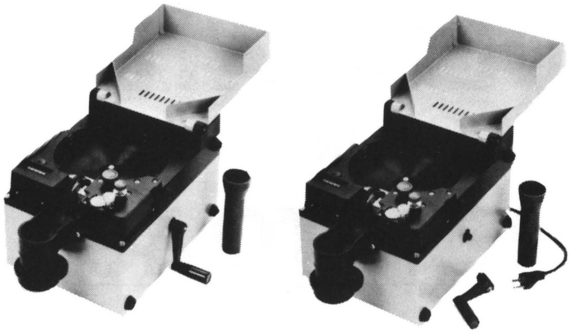
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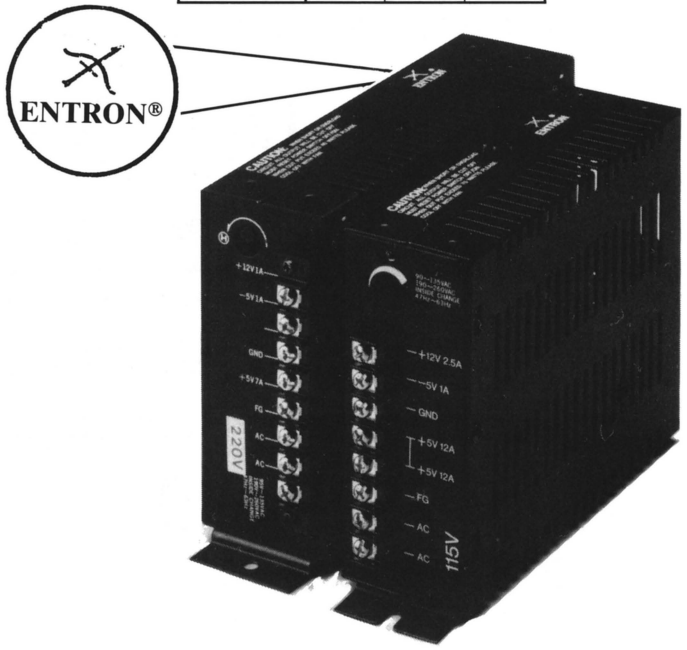
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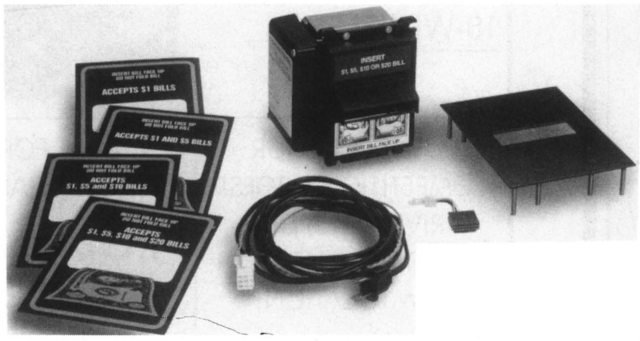
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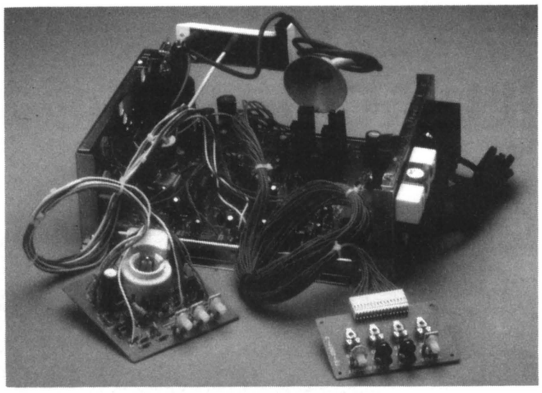
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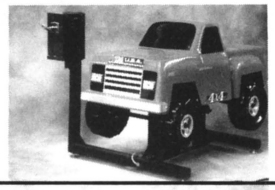
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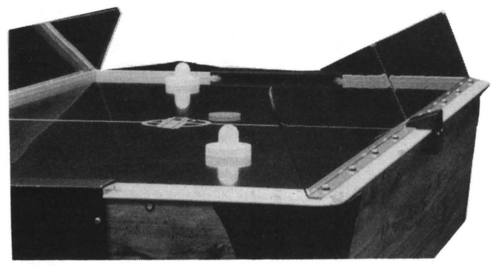
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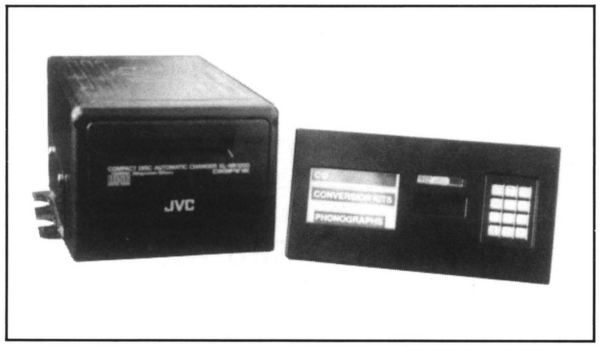
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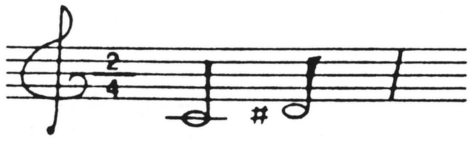


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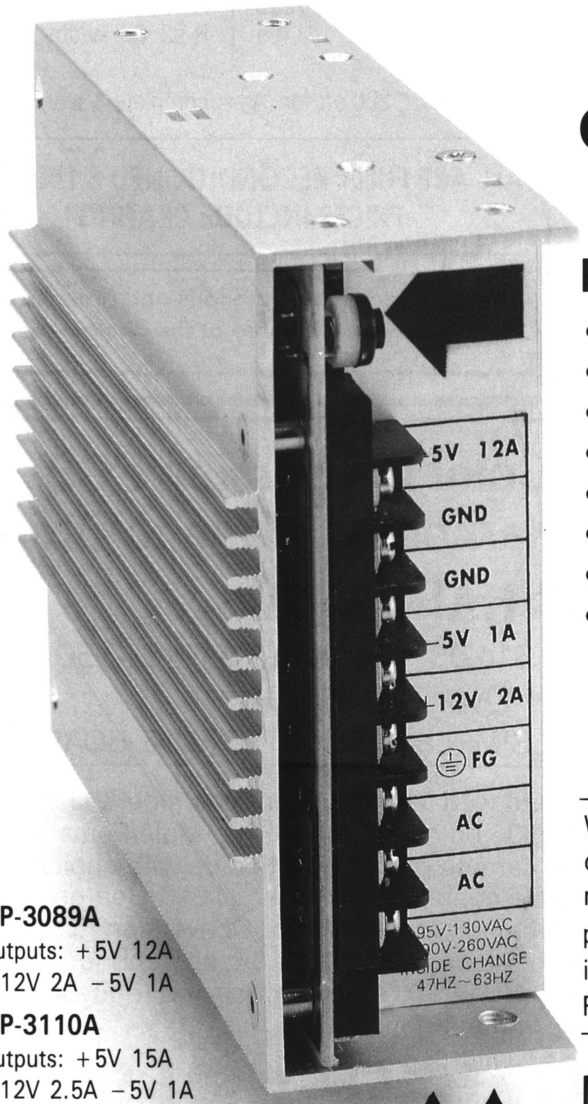
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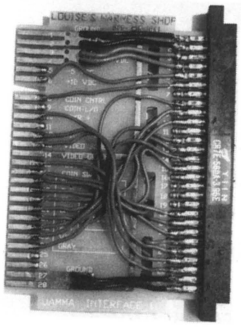
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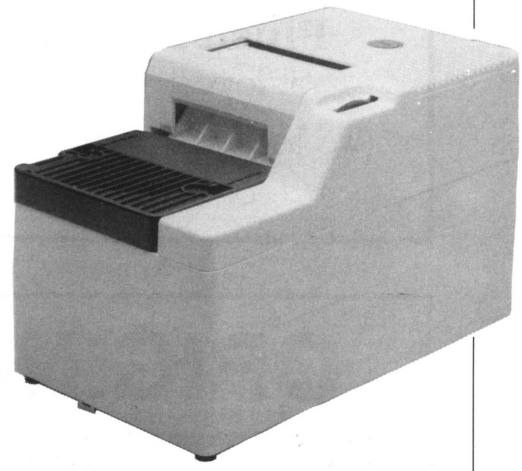
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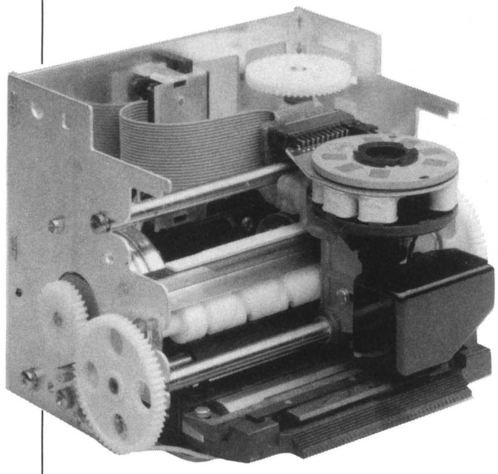
NCR 2202 Receipt, Journal Printers

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- Print speed: 171 lines/min.
- 42 column print
- Driver/options board standard
- Fast, simple paper loading module
- Smooth stepper motor line feed and fast feed
- Single and double width printing on same line
- Automatic forms thickness compensation
- Journal cover with autograph window and lock
- Full paper handling capability
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- Snap-on ribbon cassette with tear off edge
- Manual paper advance wheel
- UL recognized component
- Journal paper out sensing (option on receipt)

Options
- Receipt knife - selectable full or partial cut
- User selected Electro-stamp
- Validation of inserted forms (6 or 15 lines)
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- Two part paper handling (journal take-up)



NCR 2285 Print Mechanism



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- Print speed: 200 lines/min
- 40 column print lines
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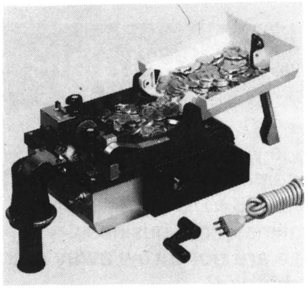
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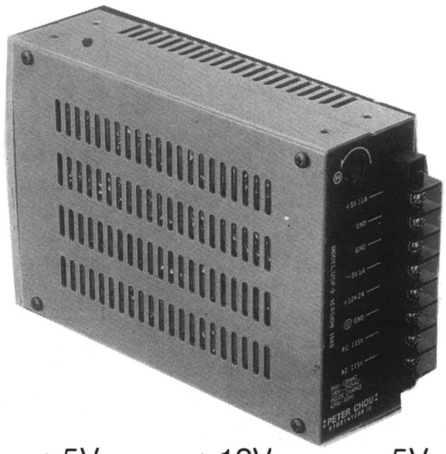
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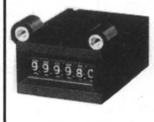
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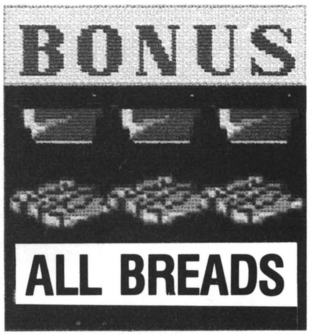
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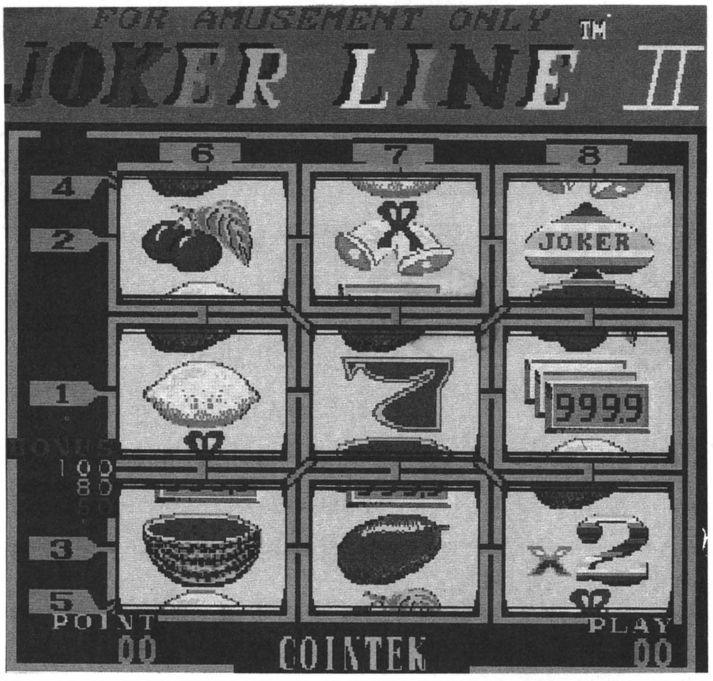
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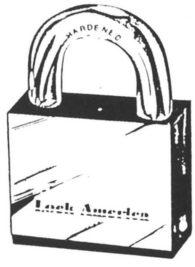
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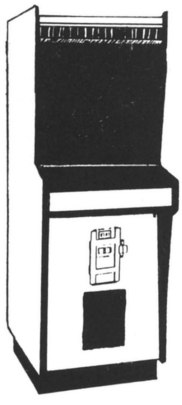
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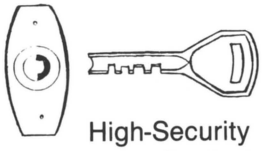
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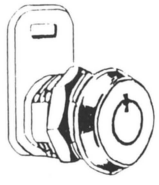
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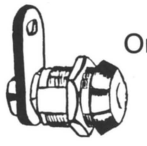




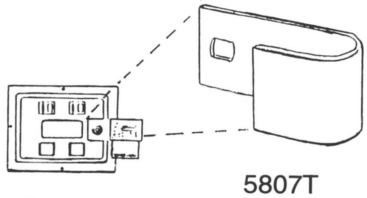
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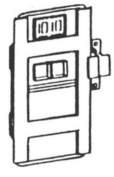


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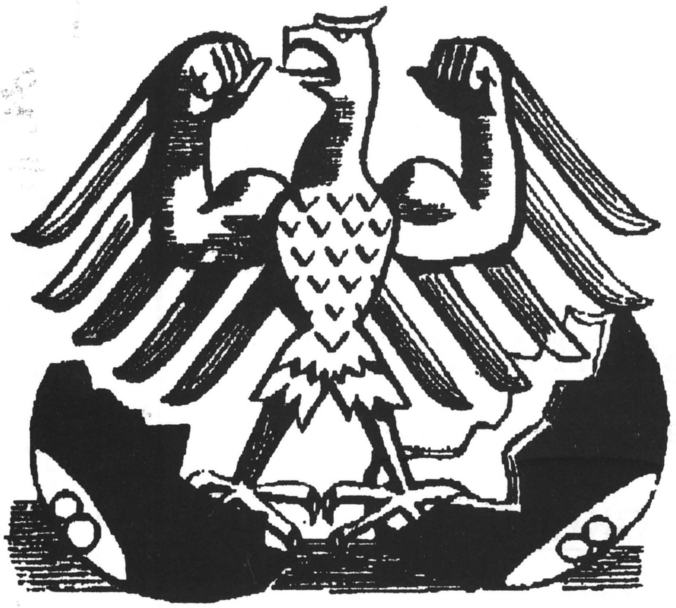
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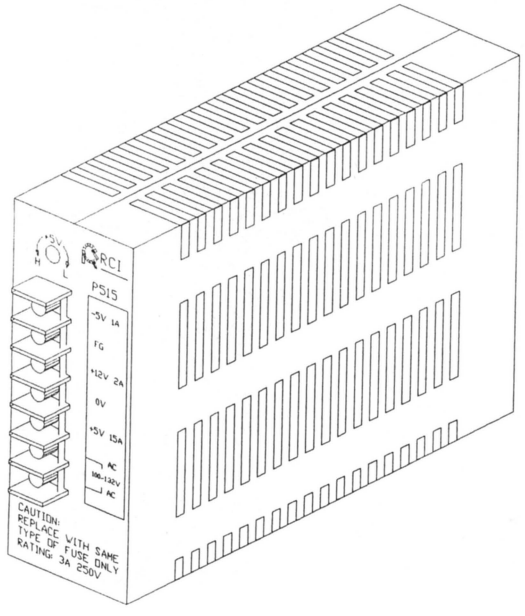
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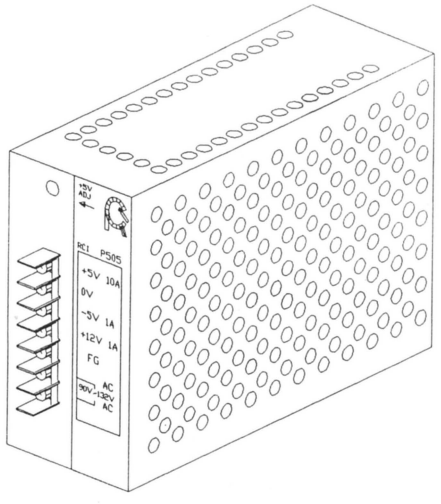
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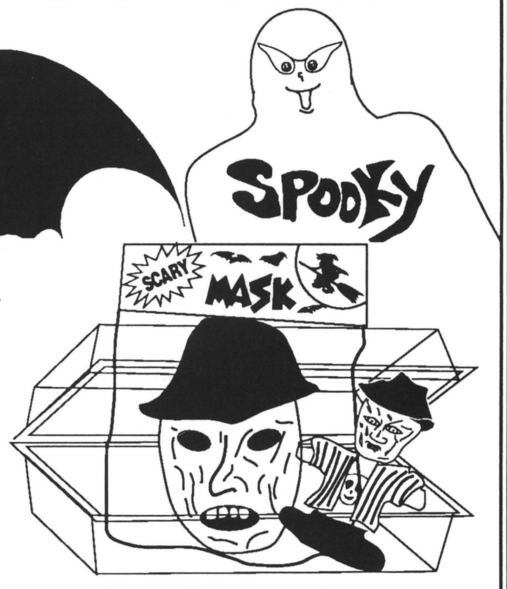
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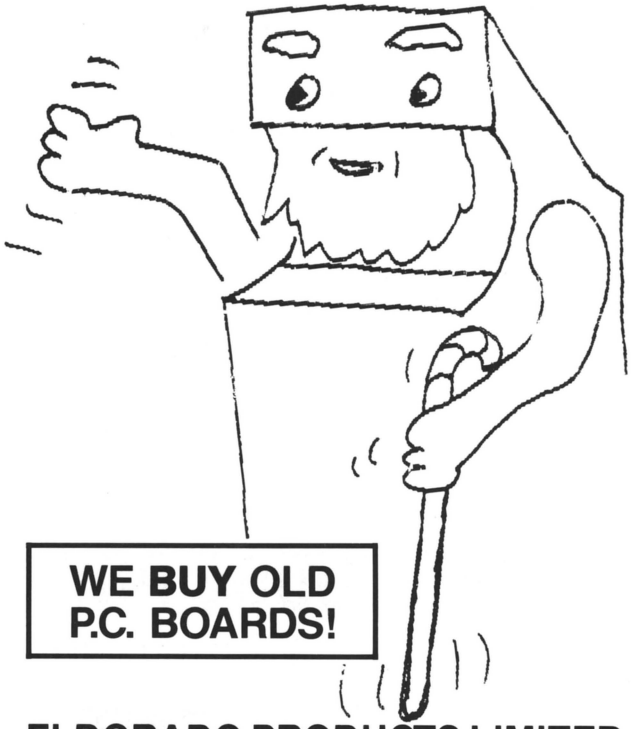
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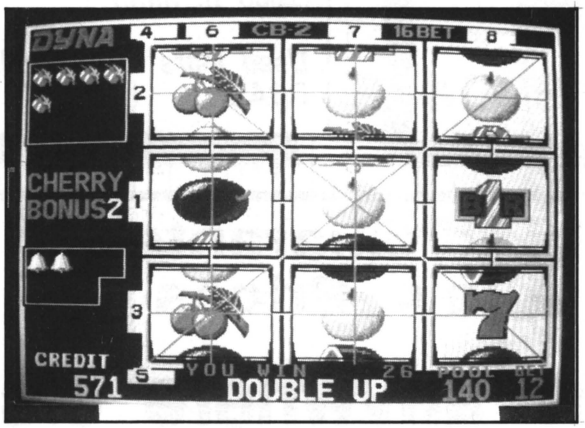
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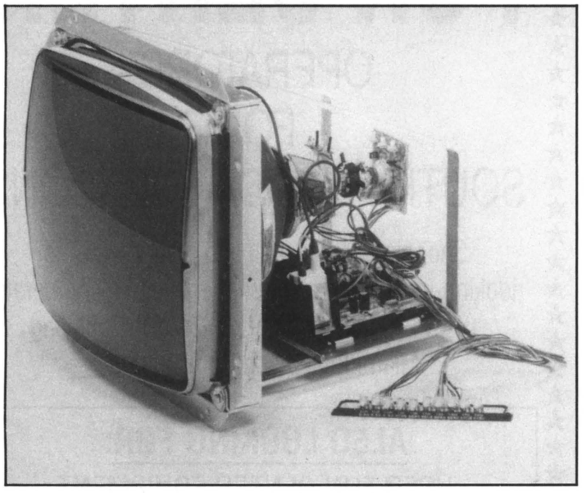
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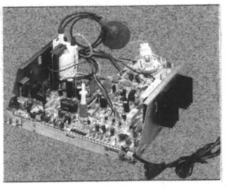
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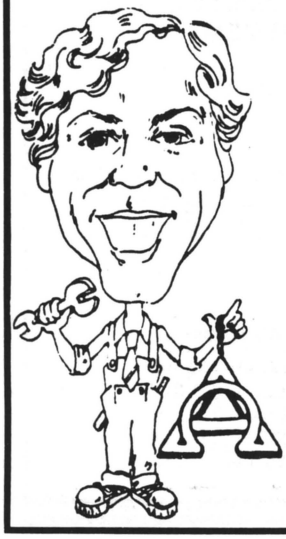
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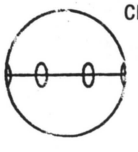
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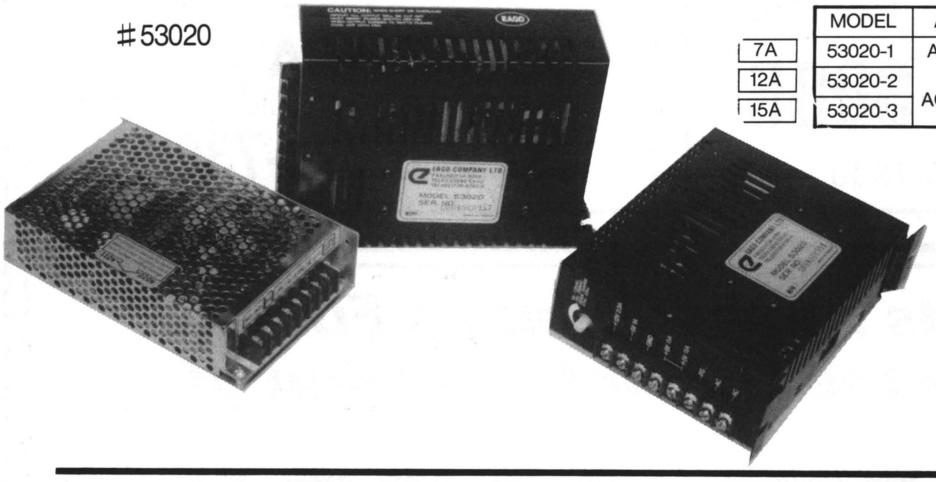
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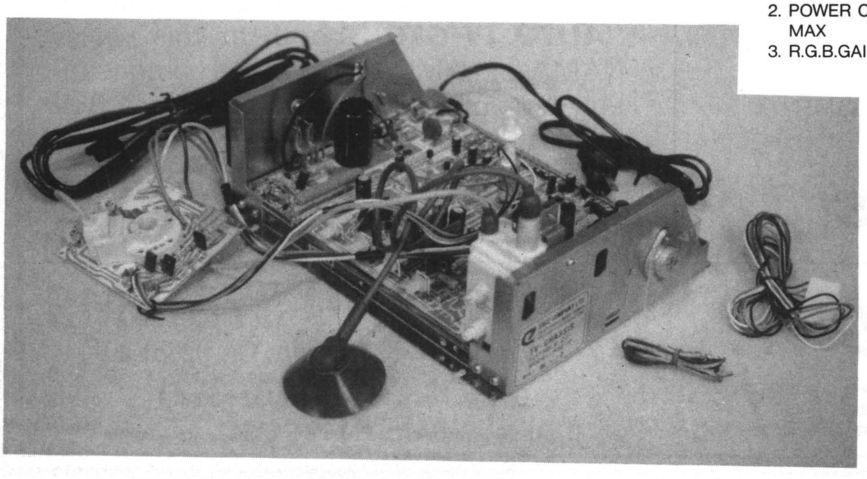
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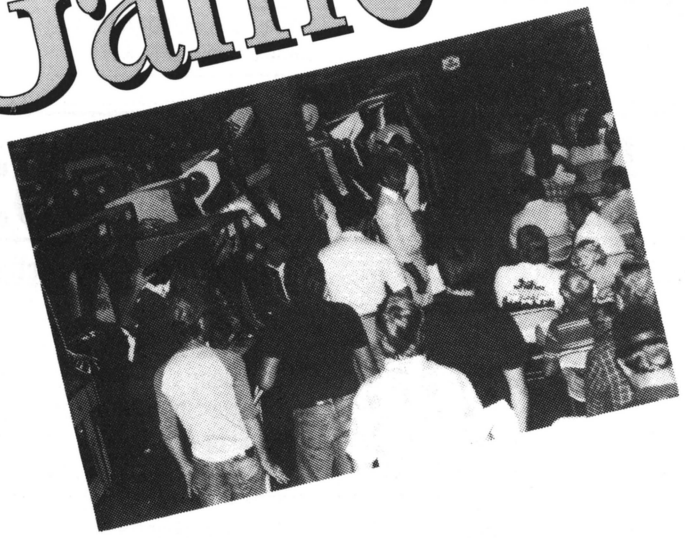
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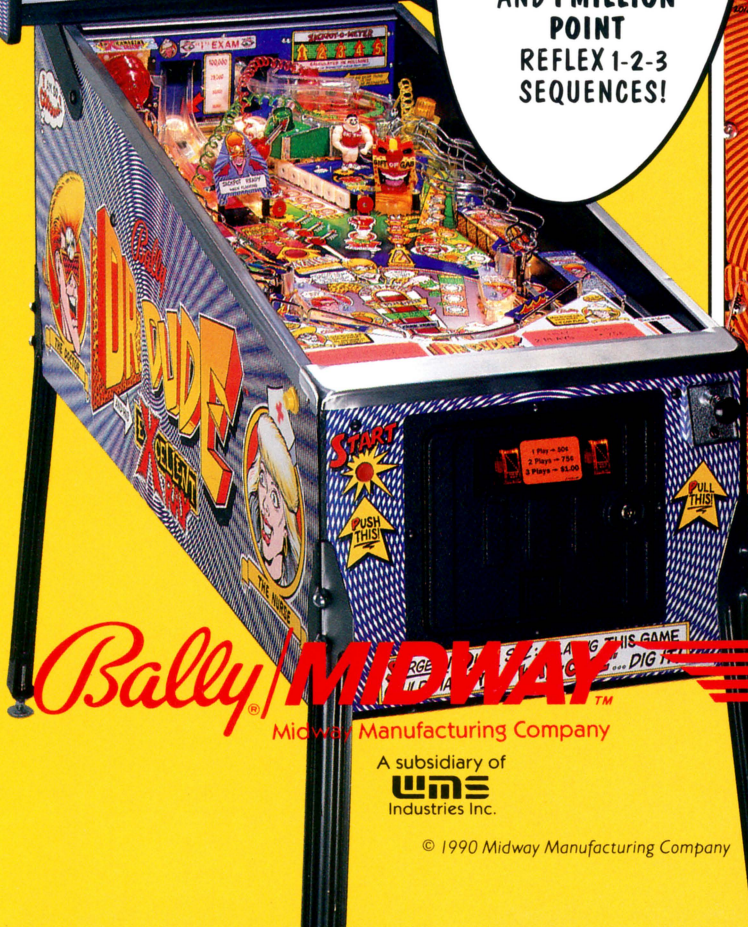






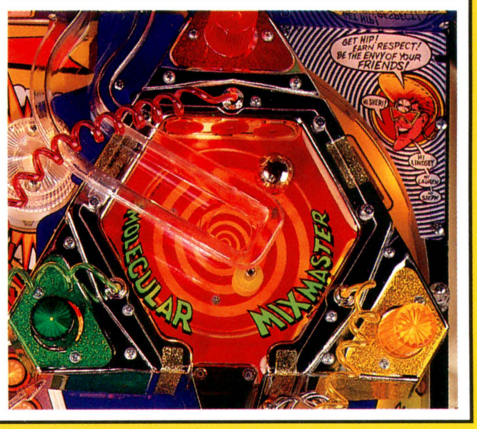


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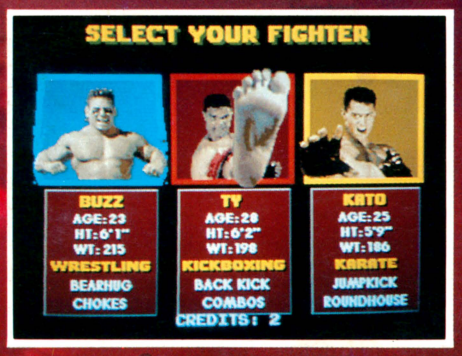
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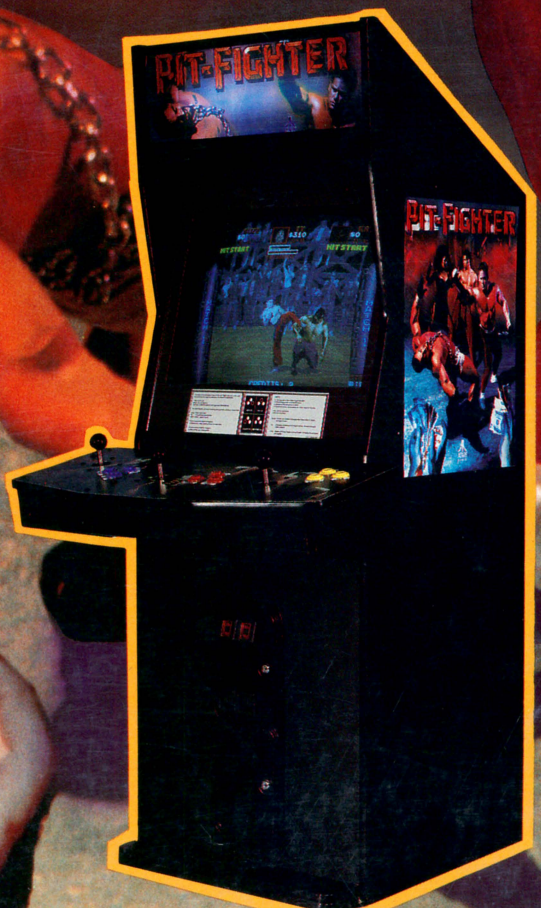


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