

news digest

UNIS Launches *Pirate's Hook* Fishing Game

At press time, UNIS was busy making final preparations for last month's Amusement Expo where it showcased its latest redemption piece, *Pirate's Hook*.

"This hooking fun fishing game was originally launched at the IAAPA show in November and has proved itself to be a great addition to all types of locations," said UNIS international sales manager Steven Tan prior to Expo. "At the show we will be including some earning reports



that we have received from around the U.S., we are very pleased with how well *Pirate's Hook* is performing in venues".

During the same week, UNIS's Moscow distributor ODA was exhibiting *Pirate's Hook* and other UNIS machines at RAAPA 2013 in the All-Russian Exhibition Center.

To learn more, visit www.universal-space.com or call U.S. sales manager Debbie Gonzalez at 714/377-0508.

Stern Announces Blue Dot Matrix Kit

Stern Pinball is offering a special promotion on a new Blue Dot Matrix Display Kit. The factory says this blue display is the perfect addition to *Avengers*, *Tron*, *X-Men*, *Avatar* and many other Stern games.

The Blue Dot Matrix Display kit, priced at \$399, will be available in mid-April from authorized Stern distributors and dealers, as well as from the

factory's own parts department. According to Stern, the kit is easy to install and will include the display and a film.

To learn more, get in touch with Dorothy Brown in Stern's parts department at 708/786-7040 or email her at dorothy.brown@sternpinball.com. Stern accepts Visa, MasterCard and American Express. The kit's part number is 502-6811-00.

Digital Centre Offers QR-Photo Upgrade

Digital Centre says its new secure photo technology can now be incorporated into existing photo booths already on the street. The upgrade takes about two hours, according to the factory.

The product developer created its new Expression 3.0 software, including Secure Share and QR-Photo to address security and identity issues connected with sharing photos via mobile devices and social media. *RePlay* profiled the technology in our February issue.

In addition to offering an upgrade for its

existing machines, Digital Centre says it will offer its technology via license to other suppliers.

"We love innovation and technology, and that is why we have fun working on new products," concluded Josep Tarres, CEO of Digital Centre. "But as far as we go with technology, we should go the same distance or more with regard to users' security of their private photos and data."

To learn more, contact Digital Centre's U.S. office in Miami, Fla., 305/387-5005.

Firestone: New Bank Partner = More Credit

Firestone Financial Corp. recently announced the addition of Berkshire Bank to its bank group and the signing of \$150 million, multi-year revolving credit facility. Provided through a bank group led by Citizens Bank, this addition is an increase of \$25 million to the line secured in May of 2011.

David Cohen, president and CEO of Firestone Financial, said: "We are growing and have partnered with banks that understand our growth strategy and support our initiatives. The addition of Berkshire Bank will provide the additional capital we need to increase our presence in our existing markets and to

explore new ones."

Patrick Sullivan, commercial banking and wealth management at Berkshire Bank, said: "Firestone Financial has built its business based upon long standing customer relationships and industry expertise, a philosophy that is shared by Berkshire Bank. They serve their customers well and we look forward to continuing to work with them as they grow further."

In addition to Berkshire Bank and Citizens Bank, other banks that participate in the financing are Wells Fargo Capital Finance, LLC of America, N.A., TD Bank, N.A., and Brookline Bank.

Redemption Plus Partners With XBowling

Redemption Plus has finalized an agreement with Sports Challenge Network to be the exclusive merchandise supplier for Xbowling.

Xbowling provides what it calls the bowling industry's first social mobile application from the Sports Challenge Network. Now, bowlers and fans can access real time scoring, player stats, enter challenges and see leaderboards on their smart devices from anywhere in the world.

Available free from the Apple App Store and Google Play, the app allows bowlers to set up competitions and compete head-to-head against other bowlers in Xbowling centers around the world. Added bonus, bowlers earn rewards for entering and winning challenges, as well as points that will be redeemed with bowling centers and the Sports Challenge Network.

"We feel honored to have been selected to partner with such an innovative company," stated Ron Hill, president and CEO of Redemption Plus.

"We are very happy working with Redemption Plus, an industry leader in mobile and one with deep knowledge and a proven track record in the bowling industry," said Tom Cox, president and CEO of Sports Challenge Network. "SCN launches our Xbowling app this Spring, our partners, such as Redemption Plus, will help us deliver an exciting play and reward loyalty experience through Xbowling."



Sega sales vet Tom Keil and U.S. GM Pete Gustafson were all smiles about a raft of hot games including *Dream Raiders* (via simulator).



UNIS sales pro Debbie Gonzalez shows off the video redemption game *Fruit Mania* to Central Distributing's Joe Hinderer, one of the trade's nicest and most knowledgeable guys.



Coast to Coast bowed five new pieces and showing 'em off to Alpha-Omega's Joe Camarota (right) are Jimmy Chapman and Gary Balaban. The little *Candy Street* measures less than 2' wide x 3' deep x 6' high.



Valley-Dynamo's new *Top Cat* table has an upscale look with "Jewel Mahogany" stained hardwood construction, black satin-finished corner castings and programmable electronics. Pictured: company topper Kelye Stites and well-liked Wisconsin distributor Jon Kleinman (Pioneer Sales).



Jersey Jack makes more than pinballs, proven by new *Ticket Racer* and *Blocky* which they brought to the show. From left: Drew Maniscalco, Jack A. Guarnieri, Eric Meunier (Nora's son) and Butch Peel.



Arachnid's booth was full of familiar faces including Florida operator Manley Lawson, former factory marketing head Marcio Bonilla and Dean DiCarlo and Dan Boorman of Bell Music in Akron, Ohio.



Incredible Technologies' Greg Theard, Elaine Hodgson and Dan Pesceone were all smiles about the latest version of *PowerPutt LIVE*, exhibited at Amusement Expo.



LAI Games sales exec Chris Brady is animated in his explanation of the kiddie shooter *Ghost Town*. Brady is sharing the good word with the team from the Family Entertainment Group.



Adrenaline Amusement's chief David Lachance presented something truly unique at the show with *Black Out*. Superimposed over a cartoony upright playfield is a glass on which players swipe a frog up and onto a huge circle, trying to cover it up for points.