

PEARL FISHERY: UDC

100%

Cost recouped in first few months

PUSHERS have been a staple for the industry for a long time and they continue to perform for both UDC and the operators that buy them.

Pearl Fishery is the latest model to make a splash in the market and is available in both two-player and three-player designs. Players insert credits and use their skill to time the drop of a pearl to trigger bonus targets, which awards redemption tickets. All pearls that make it over the edge are rewarded tickets, with big pearls progressing to the Super Bonus game.

Party Time mode is triggered when lighting up a combination of multiple bonus targets which can award the player bonus pearls.

The game can handle multiple coin mechanisms and is card system compatible and suitable for all ages.

Managing director



at UDC, Mark Horwood, says that the game really took off in 2022.

He said: "All of the games we sell, including the most popular ones, earn strong income and can easily recoup 100 per cent of the upfront cost back very quickly within the first year of operation, often in a few months depending upon the site and the time of year."

"This is a key metric for many operators when making purchases. When considering any new product to distribute, the return on investment and profitability are prime factors for both us and our customers."

He added that in 2022 the company has had almost entirely positive customer feedback on the range of games.

He added: "Pearl Fishery has been an innovative new product and has taken a lot of money on all

locations. Customers are very happy with it and are coming back for more. We put considerable effort into selecting the best games to bring to market, not just in terms of design, playability, income, reliability, and longevity. Our mantra is 'the right games at the right prices.'"

AQUA BALL: JNC SALES

2

Containers worth of orders for 2023

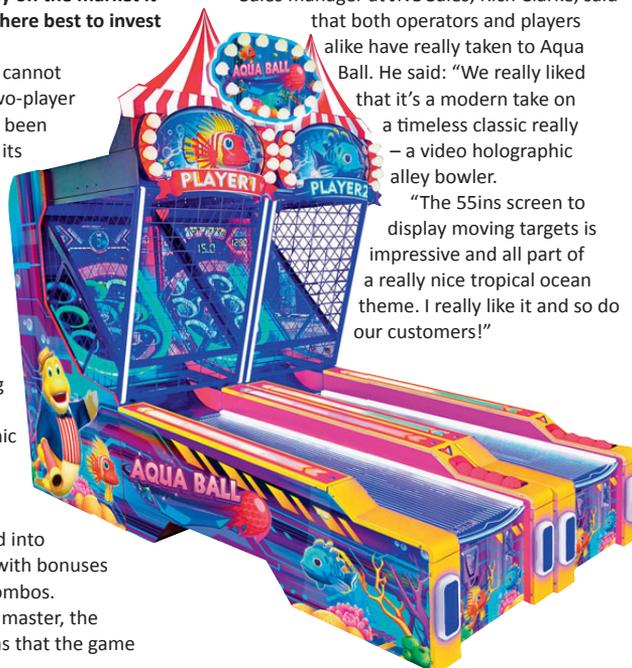
GETTING the right game is crucial for an operator, but with so many on the market it can be difficult to know where best to invest their money.

At JNC Sales, it says you cannot look past Aqua Ball. The two-player new-style alley bowler has been flying off the shelves since its announcement and was a hit on the show floor at the recent IAAPA Expo 2022 at the Orange Country Convention Center in Orlando, Florida, US.

The cabinet features an attractive and eye-catching design in a striking colour scheme, while a holographic screen is provided for characters and targeting.

Players are challenged to roll balls up the lane and into the holes to score points, with bonuses awarded for completing combos.

Easy to play but hard to master, the skill based gameplay means that the game



continues to bring in revenue month after month.

This modern take on an arcade classic has had operators queuing out of the door to get their hands on one, with JNC reporting that two containers of orders have already been placed for the start of 2023.

Sales manager at JNC Sales, Rich Clarke, said

that both operators and players alike have really taken to Aqua Ball. He said: "We really liked that it's a modern take on a timeless classic really – a video holographic alley bowler."

"The 55ins screen to display moving targets is impressive and all part of a really nice tropical ocean theme. I really like it and so do our customers!"

KIOSK K4: SACOA

50%-70%

Of location's total sales via Kiosk K4

MORE and more, operators see the value of a slick and reliable backend solution for their location. It is no wonder then that Sacoa have seen such success with its Kiosk K4.

More than 400 units of the latest Kiosk have now been sold and the company says that between 50 to 70 per cent of total sales come via the Kiosk, with more and more people preferring self-service.

The product features a 32ins HD touch screen monitor and a 23ins promotional upper screen.

It features a secure steel cash compartment and shopping cart function with effective upselling.

Kiosk K4 accepts both cash, credit and debit cards and can display information in multiple languages, all selectable by the user.

Sebastian Mochkovsky, CEO of Sacoa USA, said: "The Kiosk K4 with the Shopping Cart and QR code scanner get all the credit. They are the king and queen of the company's recently introduced innovations."

The Shopping Cart allows loading of more than one product on a card, meaning that a guest can purchase multiple offerings from an operator and load them onto the same card.

Meanwhile the QR code scanning functionality means that an operator can generate unique QR codes, which can be sold and loaded onto a card easily.

George Smith, founder, chief executive officer and president of Family Entertainment Group said:

"Sacoa's Kiosk K4 is wonderful, a Da Vinci.

"It is a great solution to improve transaction speed, reduces personnel requirements and encourage the guest to spend more money."

