

## Smart move for VNE

VNE's booth proved a major draw at October's ENADA Rome, where the company chose to launch its new Smart Change machine.

Smart Change is designed for operators that have a daily machine coin-in of between €500 and €800. The machine recycles both notes into coins and coins into notes. It can recycle up to 60 banknotes, 30 each of two denominations.

It can also be managed online, either via VNE's website or app for iOS and Android devices. All information is stored and encrypted on the VNE server.

Lorenzo Verona, commercial director at VNE, said he was pleased with the show held in the Italian capital.

"It is the smartest move for operators to make use of VNE. This was the message of the show for us personally," he said. "Our position as number one in Italy for change machines, the biggest change machine market in the world, was further cemented. We are going to lever this and branch out into global sales. We have so many benefits compared to traditional, conventional change machines."



VNE's Lorenzo (left) and Nino Verona with the new Smart Change machine

## Wagemaker praises 'best ever' BEGE

SUZO-Happ offered a variety of solutions for Bulgarian gaming and amusement operators at October's Balkan Entertainment and GamingExpo.

"The BEGE is advancing in becoming the show for Eastern Europe," said Harald Wagemaker, executive vice president of sales and marketing for gaming and casino, EMEA. "The quality of the stands and the number of visitors underlines how professional it has become. We are here for our customers and once again exhibiting here has underlined that we are committed to the Bulgarian market. We are very pleased with the BEGE, indeed, this has been the best BEGE ever."



René Huibers (left), Goran Sovilj and Harald Wagemaker



## UNIS previews new games at Open House

UNIVERSAL Space's Open House event in Dallas, US, in October provided an opportunity for distributors and operators to experience a range of new machines to be launched in 2015.

Now in its second year, the three-day event was "even bigger" this year, international sales manager Steven Tan said.

"We have received vital feedback and interaction from our US distributor and operator partners regarding our machine designs as well as excellent discussions cementing working partnerships with the industry," he said.

Among the games on show was a new addition to UNIS' Carnival range, Barrel of Laughs – described by Jon Brady of Brady Distributing as a "fun carnival theme" that boasts "lots of action."

The company's R&D team was planning to evaluate the feedback received at the event to tweak and update the games before their official launch at IAAPA the following month.

## Astrosystems ready for Comma 6a+

HAVING exhibited at the recent ENADA show in Rome, Astrosystems was pleased at the final outcome.

Despite the first day being much quieter than anticipated, the second day proved very worthwhile, with many influential visitors to the company's stand.

The primary focus on the Astrosystems booth was the Microcoin QL coin validator, a versatile product with simple and intuitive self-programming, a wide variety of supported protocols and coin sorter compatibility.

Having worked closely with ACMI, one of the Italian gaming associations, Astrosystems developed the Microcoin QL and is able to offer AES encryption to gaming machine manufacturers, which is the default protocol for Comma 6a+ machines.

Having product currently on trial in the Italian market, the company said it is looking forward to this "positive change" in regulation due in 2015.



The Microcoin QL