



Jerry Liu of Hong Yen



Rui Qiang Tan of KJD

Commenting on the show, he said: "There are not many people here. It's less busy than the GTI show in Taiwan." Huai I also exhibits at the London and Las Vegas shows and plans to take in shows in eastern Europe and Argentina.

Grantech International, a manufacturer of gaming cabinets, focuses on slot machines for casinos. "We can make anything that an OEM requires," said the company's Kevin Chang. The company supplies cabinets for Apex Gaming Technology of Austria.

"The new Apex cabinet, released at the London show earlier this year was a challenge. It has a very small footprint considering what it includes," said Chang. "But we are used to challenges - 95 per cent of our output is customised. During the last year we have shipped a lot of units." The company can produce 2,000 machines a month.

He was disappointed with the exhibition. "This was our first time here and we expected much, but it is very quiet." Grantech's main markets are in eastern Europe and it entered the US market last year.

Kirsten Clark of US giant Shuffle Master also thought the show was much quieter than usual. However, she added that this had not proved to be a problem for the company. "We had meetings set up with all the major operating groups so that they could meet our new CEO, Tim Parrott."

Hong Yen Electronics of China had a small booth showing examples of its cabinets, gaming tables and chairs and components at G2E Asia. The company is able to custom design its cabinets using a wide combination of different materials, mixing various types of metal and plastic, etc.

"We also have excellent design ability and quick turnaround - it only takes between four and six weeks from the drawing board to completion," said the company's Jerry Liu. "We can produce up to 1,000 units a month and have shipped cabinets to Romania, Bulgaria and Venezuela, among other places. We also have customers in Macau and this has been a good show for us. We have made some useful contacts."

Rui Qiang Tan, head of Chinese cabinet manufacturer KJD, said the show had been smaller, but he was still pleased with its effectiveness. "Today we have discussed business with six clients," he said. "We have arranged to meet clients after the show as well, so it's not all about what goes on in the



Alfastreet



Elektroncek



Bally



Shuffle Master

trade show hall."

He reported that KJD is still getting "continuous orders every month" from Europe and Russia. "We have been getting orders despite the recession." The firm recently took on more designers and now has a design team numbering more than 20. It has also recently built a new manufacturing plant. "We are getting to know the market better and better," said Tan. KJD now has over 400 members of staff and a capacity of up to 5,000 units per month.

Alfastreet, the Slovenian manufacturer of electronic multiplayer gaming machines, returned as an exhibitor to the biggest show in Asia with an "important display of new products."

Matjaz Petek, the company's marketing and sales manager, told *InterGaming*: "In this way we are showing our commitment to the Macau market and the Asian region in general.

"This year we have a larger booth than last year in order to properly present all new Alfastreet products. We have an all-new bingo/keno multiplayer on display, a machine that will bring new revenue possibilities to casinos and gaming halls.

"The main characteristic of this machine is an enhanced speed of play that will allow operators more games per hour. Players will bet on their personal screen, while the bingo wheel is placed in the middle in order to enhance the community sense of play and interactivity between players.

"We are also showing our poker machine. This game has successfully completed its introduction period and is now ready for installation with some of the most prestigious casino operators in the world. And of course we have also our classic machines on display: the R8 roulette, the sic bo machine and the video baccarat game.

"This year is very difficult for the Asian region, with the slowdown of Macau and the uncertain situation in Cambodia. We can say that the situation in the industry in general is even more difficult than we have predicted, but Alfastreet, with its strong portfolio of customers and high performance machines, is in a good and stable position during this crisis.

"I predict that the crisis will last at least until the end of the year and at the moment the outcome is very unpredictable. We will definitely see some shake-ups and big changes in the sector."