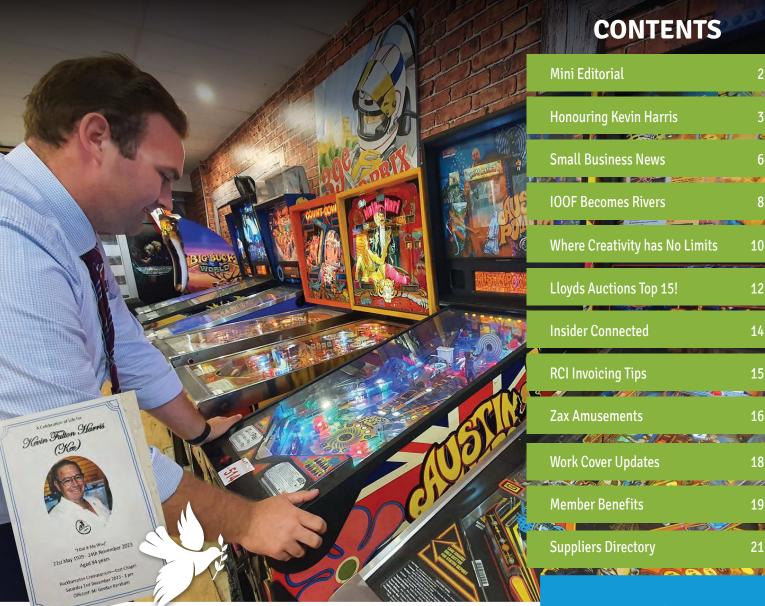
THE AUSTRALIAN COLLECTOR

NAMOA is Australia's Premiere Amusement Industry Association



A OUARTERLY COMMUNICATION

VOLUME 31 ISSUE 4 SPRING 2024



We must sadly report that on Friday November 24th, 2023 longstanding member Kevin Harris of Acoustical Enterprises in Rockhampton passed away peacefully at the age of 94 years. Our thoughts are with his family at this time, please enjoy our tribute to Kev and his jukeboxes featured in this issue.

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Alliance **Partnerships**



Market Development



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NAMOA Presidents Report, September 2024.

Hello fellow members,

Juanita has caught me at a really busy time as I am under the pump to reopen our Funhouse Carindale location and 24/7 of my time has been at the store to have it ready, I'm sure you all understand what it is like!

Our Editor Ed Partridge has been ill for several months and that is why you have not received a Collector since last November.

We did try to compensate you for the lack of news when we sent out the yearly membership subscription Invoices......Have you paid your yearly membership YET?...I hope so. Juanita (Admin Manager) together with Erica (IT Web lady) have taken on the job. Many thanks to them. It may look a little different from usual!

If you missed out on a contribution/ad for this edition, I'm sure Juanita will welcome any ads/ contributions/ letters/ comments you may care to send her for the next edition (I hope).

Email - admin@namoa.com.au or littlejohn99@bigpond.com

I sincerely hope you are all well and your businesses are doing ok. If you have any problems we can help you with please email admin@namoa.com.au and we will endeavour to be of assistance.

Regards,

Tony Argery NAMOA President



Message from the 'Substitute' Editor

A BIG apology if this edition is not up to the usual expected standards. Ed Partridge is ill, and we are unsure when he will be available to produce a fresh Collector.

"Get well soon, Ed!"

A "Thank You" to all who contributed to this edition in the way of Advertisements and Articles. Also, many thanks to Fidget Media for collating my entire set of documents into a readable form (see their Ad). They have been most helpful and I appreciate Erica's input and advice.

If any of you would care to contribute to the next edition either by Ad, Article, Letter to the Editor, Jokes etc., I would be very happy to receive your offerings.

I am a "numbers" person by trade and to take on this job is certainly above my level of expertise!

So "A Big Thank You" to all who have assisted me.

Juanita Keegan, **Administration Manager** E: admin@namoa.com.au

P: 0407 795 283

THERE IS NO SUCH THING **AS A GROUCHY OLD** PERSON. THE TRUTH IS, **ONCE YOU GET OLD, YOU STOP BEING POLITE AND** START BEING HONEST.

We want to hear from you!

Whether you're a loyal reader or just skimming through, we'd love to know how you engage with our online magazine. Do you read it online, download it for later, or maybe even print it out? Or, is it just not your cup of tea because it's a bit tricky to access?

Your feedback is super important to us, so please reach out! Drop Juanita a message via phone or text at:

0407 795 283, or email her at littlejohn99@bigpond.com

Thanks in advance!







You Tube



Kev passed away 24/11/2023 . He was the original principle of ACOUSTICAL ENTERPRISES Rockhampton Qld, and later along with his two sons Tony and Simon.

Kev was a valued & respected Board Member of A.M.O.A. QLD Inc. (N.A.M.O.A. Ltd) He spent years on the AMOA Q Board and regularly drove to Brisbane to attend Board Meetings usually staying overnight at Ken and Glennis Corley's home.

He was also a regular visitor at Trade Shows in Queensland and NSW where he was always warmly welcomed as he was known and well respected by all the Exhibitors.

I'm reliably told that around Rockhampton he was known as the big personality in the white overalls with the screwdriver, notebook and pen in his top pocket.

In 1963 Kev took over the Rex picture theatre just 6 weeks before TV arrived in Rockhampton.

A few years on he bought a 17 Juke Box franchise in Bundaberg. Qld. That was the start of Acoustical Enterprises which expanded to jukeboxes and pool tables between Maryborough, Proserpine and Emerald.

He experienced big problems in 1966 with 20 cent coins that were slightly larger than the older two shilling coins. They constantly jammed the machines - something most of us can relate to!

He went on to purchase Funzone which consisted of one and two player games and pool tables. The Daytonas were very popular and then came the laser games and the premises were re-worked. As his boys grew into adults, both Tony and Simon worked in Acoustical & Funzone alongside their father. In 2010 Tony took over Acoustical and Funzone went to Simon. Kev worked beside both boys until his 90's.

His daughter Janis passed on a special memory.....one was her going with her Dad to the Gin Gin hotel to pull a lizard tail out of the jukebox mechanism!

Kev spent over 50 years in Rotary (Rocky North Club). He was appointed District Governor in 1988/89 and also served as President, Past President and Bulletin Editor - Typical of his commitment to Humanity!

He and his beloved wife Jessie loved to travel. They enjoyed Rotary Friendship Tours overseas and also many cruises around the world. Kev was dearly loved by his family and close friends. He was a very easy outgoing man who got on with everyone, generous both financially and with his time and talents in both service and stewardship. Kev was active up until 3 1/2 weeks before he died. He was 94.

"Goodbye 'Kevy' - May your coin boxes be always full!"

(AMOA Qld Coin Operator of the year 1993)

By Juanita Keegan.

With appreciation to Kev's daughter Janis, son Tony and Ken & Glennis Corley for information supplied.









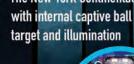
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BUSINESS NEWS

entity has to be also taken into account in determining if this test is met.

And, of course, as with the application of the CGT small business concessions in any circumstances, the "taxpayer" must satisfy either the \$2m turnover test or the \$6m maximum net asset value (MNAV) test.

And where shares or units are sold, the "taxpayer" is the individual who owns the shares and where the business assets are sold the "taxpayer" is the company or trust itself

In either case, the tests can be difficult to apply because the "taxpayer" includes affiliates and connected entitled (i.e. related parties).

And by way of example, if you sell the business assets of a company and you use the \$6m MNAV test, then any person who has a 40% or more shareholding in the company will be a connected entity and their assets (other than personal ones such as super and their home) will also have to be taken into account. Importantly, this can include investment properties and shares.

And then there is the difficult task of determining what liabilities relate to those assets for the purposes of this test - especially where the business assets are sold.

Suffice to say, the issues surrounding the question of whether you should sell the business assets of a company or the shares in them when seeking to apply the CGT small business concessions are complex.

Furthermore, the same issues arise in respect of deciding whether to sell the units in a unit trust that operates a small business or the assets of the business itself.

In any of these scenarios we are here to help - as this is a matter which clearly requires the expertise of a tax professional.

If you run a small business through a company and you decide to sell it, you have the choice of either selling the business assets themselves (together with any goodwill) or selling your shares in the company.

Usually, such decisions are made on the basis of relevant commercial considerations (e.g., due diligence and future liability issues).

However, if you are seeking to access the CGT small business concessions on any sale - then you should also consider whether it is better to sell the business assets per se or the shares in the company.

While in principle, there should be no difference in terms of the CGT outcome in selling either, it may well be easier to access the concessions by adopting one approach over the other.

For example, if you sell the business assets at the company level you will need to find one or more controllers of the company (i.e. broadly someone with a 20% or more interest in it at the relevant time) in order to be able to access the

concessions.

And, depending on the circumstances, this can be both easier and harder than it looks.

Furthermore, in case of the "retirement exemption", it is necessary to actually pay any exempted capital gain to this controller in order to be able to use the concession (or to put it into their superannuation if they are under 55 at the relevant time).

On the other hand, if you can use the "15 year exemption", it is enough that such a person exists without the need to pay the exempted gain to them.

Most importantly however, if you choose to sell the shares in the company, the company itself must have certain attributes - the most important of which is that 80% or more of its assets (by market value) must be assets used in carrying on a business.

This, in turn, raises the thorny issue of how money in the bank is to be treated and there is often a fine line between whether it is considered to be used in carrying on a business or not.

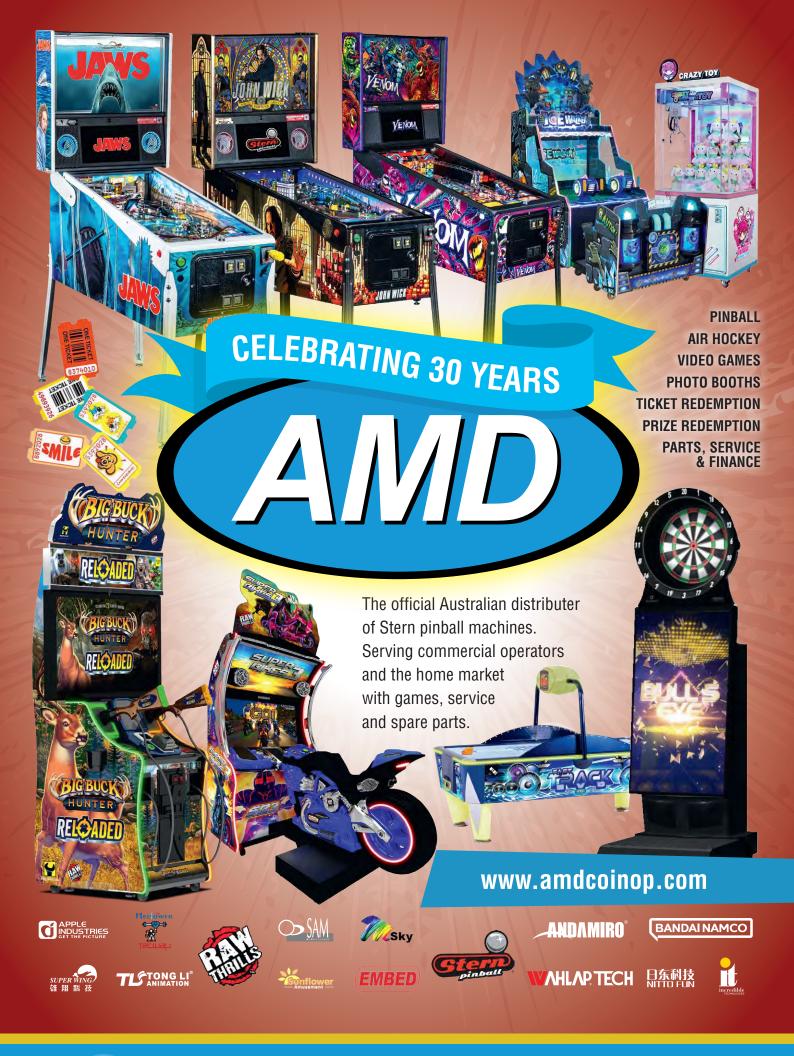
Furthermore, if the company has "controlling interests" in any other entity, then the assets of any such

This article kindly provided by NAMOA's Accountants GTH in Toowoomba, QLD

















IOOF Insurance Brokers, NAMOA'S insurance broking partner of many years recently became part of Rivers Insurance Brokers.

For NAMOA's members this provides additional capability to the IOOF/Rivers team and increased leverage with insurers. This will ensure IOOF/Rivers can continue to provide the best possible outcome to for you in terms of service, price, coverage, claims outcomes and insurance market insight into the future.

Whilst now having a team of almost 60 insurance broking professionals at Rivers for NAMOA to access, Mike Hallam, an experienced broker to the amusement industry, is now our principal contact.

He can be contacted on:

Phone: 07 35215218

Fmail: Michael.hallam@riversinsurance.com.au

By way of an introduction Rivers have prepared this article providing some insight into how you can use your compliance activities to get the best result from what has been a challenging insurance market.

Insurers have been extremely challenging to work with over recent years however they, like you, need to generate revenue to survive and they are looking to insure well managed businesses that can demonstrate that they understand and, are prepared to manage, their risks.

The good news is that it is possible to use the documentation that you should have in place to run your business effectively on a day-to-day basis to get insurance's that are competitively priced and which will play an important role in fulfilling your contractual requirements with Landlords and/or customers whilst also providing you with financial certainty in the event of something bad happening.

Risk Management, Compliance, and Insurance Premiums

Insurance plays a pivotal role in all businesses.

Whether you are the importer/distributor of gaming equipment, or the

operator of an arcade, documentation and legislative compliance has become a necessary evil which should be incorporated into how you run your business.

The Role of Compliance Activities

Australian businesses operate in an exceptionally complex regulatory regime with multiple levels of government, a rapidly changing regulatory regime and some of the strictest product and workplace health and safety and privacy legislation in the world.

Sadly, the Australian public's desire to sue now rivals that of the USA.

To this point, the business activities of many of NAMOA'S members creates exposure to the public with activities, such as Laser tag, exposing you to a demanding public who have an expectation that they will be holding you responsible for their activities if they hurt themselves whilst using your facilities.

While it might seem unrelated, compliance plays a vital role in risk management and subsequently impacts insurance premiums. When individuals or businesses fail to comply with legal and industry standards, they expose themselves to

continued over ...







elevated risks, leading to potential financial losses.

Insurance providers take compliance seriously because it reflects the insured's commitment to risk reduction. By being able to demonstrate adherence to safety regulations, data protection laws, ethical guidelines, and more, individuals and businesses demonstrate responsibility and accountability. This can positively influence insurers' perceptions, leading to reduced premium costs. Insurance providers view compliant entities as less risky clients, as they exhibit a proactive attitude toward minimising potential claims.

Effective Risk Management

While insurance provides a safety net, the goal should be to minimise the likelihood and impact of risks altogether. This is where risk management comes into play.

Effective risk management involves identifying, assessing, and mitigating potential risks before they can escalate into significant issues. By implementing risk management strategies tailored to specific industries and contexts, individuals and businesses can create a proactive approach to safeguarding their interests.

Risk management strategies involve several key steps:

Risk Identification

Recognizing potential risks that could impact an individual's health, property, or business operations.

Risk Assessment: Evaluating the probability and potential severity of each identified risk to prioritize them effectively.

Risk Mitigation

Developing strategies to reduce the impact or likelihood of risks. This might involve implementing safety protocols, investing in security measures, or diversifying investments.

Risk Monitoring

Continuously assessing the effectiveness of risk mitigation strategies and making adjustments as needed.

The Interplay

Risk Management, Compliance, and Premiums.

The relationship between risk management, compliance activities, and insurance premiums is symbiotic. Implementing effective risk management strategies and maintaining compliance can directly impact the cost of insurance coverage. Here's how:

Reduced Risk Exposure

By identifying and mitigating risks through proper risk management, individuals and businesses lower their overall risk exposure. This makes them more attractive to insurance companies, which may offer reduced premiums to reflect the decreased likelihood of claims.

Demonstrating Responsibility: Compliance activities showcase an entity's commitment to responsible practices. Insurance providers are more inclined to offer competitive premium rates to clients who demonstrate a dedication to adhering to regulations and industry standards.

Customised Policies

Insurance providers may offer tailored policies that align with a client's risk management strategies. This personalised approach not only ensures comprehensive coverage but also prevents unnecessary coverage gaps.

Long-Term Savings: While investing in risk management and compliance measures might require an upfront cost, the long-term savings from reduced



premiums and fewer claims can far outweigh the initial investment.

Conclusion

Insurance is not just a financial transaction; it's a partnership that hinges on effective risk management and your ability to demonstrate your compliance activities. By recognising the importance of proactive risk identification, mitigation, and adhering to legal and industry standards, individuals and businesses can not only reduce their exposure to potential losses but also, potentially, enjoy the benefits of lower insurance premiums.

Depending on your needs, your broker can assist with introducing you to tools that can assist with your compliance activities and can partner with you to identify appropriate risk management activities that will help you reduce the likelihood of a claim.

A good broker can help you with ensuring that your insurance company understands the quality of your risk management and compliance regime and use this information to get you a good insurance result.

By Mike Hallam Senior Account Executive Rivers Insurance Brokers







FRESH EFFECTIVE BRANDING WHERE CREATIVITY HAS NO LIMITS!

When it comes to standing out in the competitive world of amusement machines, presentation is everything. For years, Fidget Media has been the graphic design partner of choice for many in the amusement machine industry. Known for their expertise in creating signage for gaming machines, designing magazines, and building websites, Fidget Media has earned a solid reputation through their long-standing relationships with key industry players.

What sets Fidget Media apart is their deep understanding of the amusement machine sector. This knowledge, developed through vears of collaboration with manufacturers, distributors, and site operators, allows them to produce designs that not only look appealing but also meet the specific needs and standards of the industry.

Fidget Media's work is consistently aligned with the latest industry trends and regulations, making them a reliable choice for any project. Whether it's updating machine signage or developing a new website, their team ensures that the final product is both visually effective and functional.

For more information or to discuss a project, contact Erica Anderson at Fidget Media.

Contact Information:

E: fidget@fidgetmedia.com.au P: 0431 114 977 www.fidgetmedia.com.au 16 Nexus Way, Southport Qld 4215

Fidget Media continues to be a recommended resource within the amusement machine industry for quality design work.



Above: Fidget Media at the vibrant Cohort Innovation Space in Southport, Qld.









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Pinball machines have a unique allure that combines nostalgia and artistry. Whether you're a seasoned collector or a newbie looking to get your hands on a classic, knowing which machines are currently in high demand can help guide your search. At Lloyds Auctions, Australia's **Greatest Auction House** known for its wide range of nostalgic and collectible items, pinball machines are a hot commodity.

Some key factors to look out for what makes a pinball machine in demand is the theme and artwork (if it is based on popular movies or TV shows), Limited production runs, condition of the machine, gameplay mechanics, historical significance, and brand and manufacturer. Below, we've compiled a list of the top 15 most in-demand pinball machines based on recent sales from Lloyds Auctions in the monthly pinball auctions.

1. The Addams Family

This iconic machine is one of the best-selling pinball games of all time. Its quirky humour and engaging gameplay make it a must have for any collector, evident by selling 4 of them in the last 2 years, all selling for over \$20k.

2. ACDC Let There Be Rock Limited **Edition**

This is a limited-edition pinball machine with only 200 made. It is a must have for any ACDC fan to put in the mancave or living room for a next level pinball experience, selling at auction for over \$22k.

3. Back to the Future

An amazing machine for all movie buffs, we have also sold a machine signed by Christopher Lloyd (Doc Brown) and Claudia Wells (Jennifer) at Brisbane Supanova making it more sought after and selling for over \$20k.

4. Medieval Madness

Considered the holy grail of pinball machines, Medieval Madness is beloved for its captivating gameplay and intricate design, and generally regarded to be the

greatest pinball of all time, fetching high prices at auction of over \$20k.

5. Elvis Gold

The legend himself, it's easy to see why this would be a highly in demand pinball machine with the celebrity affiliation and fetching \$18k at auction.

6. KISS

This machine reflects the energy, excitement, and experience of a live KISS concert. Players will experience 10 famous KISS hits in the concert arena playfield and embark on an exhibarating experience, whilst also have a celebrity affiliation, often selling for around \$17k at auction.

7. Monster Bash

One of the most sought after and beautiful machines from the golden era of Pinball. One of the reasons these are so sought after is because it is produced by renowned manufacture Williams, known for their reputation for quality and innovation.

continued over ...





LLOYDS **AUCTIONS**

SPRING EDITION



8. The Munsters

A must have for any serious collector, especially in the amazing black and white edition! The Munsters Premium Edition features stunning and distinctive hand-drawn art. It features a custom sculpted Herman bash toy with magnetized ball catch, highlighting Herman multiball and more additions.

9. The Simpsons Pinball Party

Based on the hit television-series: The Simpsons, this one speaks for itself! Bringing the antics of Springfield to life, this machine is a hit among fans of the show, reaching bids of around \$14k at auction.

10. Scared Still by Williams

Highly collectable and sort after machine. Notable features include a 12-position spinning spider, 3D back glass and leaping frogs. This is an all-time favourite, with bids coming in at over

11. Tales of the Arabian Nights

With its intricate design and storybook theme, this machine offers a rich gaming experience. It's a top seller for its blend of beauty and challenge, also being produced by Williams and in original condition which is becoming harder to find.

12. Star Wars

Featuring iconic scenes and sounds from the original trilogy, this Star Wars machine is a must-have for fans of the franchise and collectors alike

13. Star Trek: The Next Generation

With its rich theme and complex rule set, this machine is a hit among both Trekkies and pinball enthusiasts alike. It consistently ranks high in demand at auctions due to its cultural legacy, high quality design, limited edition variants and innovative features.

14. Jurassic Park

Another movie-based machine, Jurassic Park offers thrilling gameplay that replicates the excitement of the film. It remains highly sought after, particularly among fans of the franchise.

15. Ghostbusters

This relatively newer machine has quickly become a favourite, thanks to its engaging gameplay and nods to the classic film. It's a strong

seller at recent auctions due to its nostalgic factor, complex gameplay, and advanced technology.

These top 15 pinball machines highlight the diversity and appeal of the pinball world. Whether you're looking for a machine with intricate design, challenging gameplay, or a touch of nostalgia, there is a pinball machine suited to every collectors needs and a huge demand for them right around the country says Lloyds Auctions.











In August 2021, Stern Pinball released Insider Connected, an online technology to connect Stern Pinball games worldwide.

The platform was designed to enhance and extend player engagement across both home and commercial environments.

Since early 2022, all Spike 2 (LCD) Stern Pinball games produced were factory fitted with Insider Connected hardware.

Any Stern LCD game produced before then can be added to Insider Connected network by installing a simple, inexpensive retrofit kit available from AMD (\$395 including GST).

At present, there are over 20 Stern Pinball titles all supported by Insider Connected.

All Stern Pinball games that are connected online can be set to download and install the latest software version as they become available.

This is a massive advancement to get away from the traditional download/apply via USB procedure and guarantees players have the best playing experience available.

Once players complete the free registration for Insider Connected, they are issued with a unique QR Code that can be used to identify the player at any connected Stern pinball machine, anywhere in the world.

When a player logs into the machine, they can track their progress, earn new game specific achievements, engage with the player community and participate in promotions and Challenge Quests.

Commercial operators can take advantage of the Insider Connected Pro account which allows them to register machines and manage commercial locations.

It also presents them with a robust set of tools to drive location play, build player loyalty, analyse performance, make adjustments remotely and assist with machine maintenance.

One of the best Insider Connected tools for commercial operators is the ability to create and run custom Leaderboards, and displaying them on location via smart TV.

Pro-active operators have taken advantage of this, creating opportunities for cross promotions with the venues and creating the ultimate tool in driving repeat play.

Toward the end of 2023, Stern further enhanced the connected experience by releasing the Insider Connected App, allowing players to log in, find games and view their player profile better than ever.

Insider Connected is undoubtably the future of pinball - I think we are all very blessed to witness such amazing technology, all developed with the aim of keeping the silver ball alive!

For more information visit the Stern Insider Connected website https://insider.sternpinball.com/









RCI INVOICING

SPRING EDITION



RCI, which stands for Recipient Created Invoice, is an an invoicing solution ideally tailored for the amusement machine industry which assists GST registered Street Operators to streamline billing for collections from machines. RCI Invoicing is designed to simplify your workflow, allowing you to manage transactions with ease.

For a more hands-on approach, we've created a printable blank invoice—ideal for jotting down details on the go or keeping physical copies for your records. (Click here to access). It's all about keeping invoicing simple, convenient, and efficient!

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Juanita Keegan, **Administration Manager** E: admin@namoa.com.au

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For over three decades, Zax Amusements has been a shining example of quality and innovation in the entertainment industry. Proudly Australian-owned and operated, our story began with Zak Athanasiadis. who made the leap from the family hotel business to buying and selling his first arcade machines. Today, Zax Amusements is one of the most respected names in the Oceanic arcade industry.

Our success is built on strong partnerships with top arcade machine manufacturers from the USA, Japan, Europe, and Asia. We proudly import, stock, and distribute renowned brands like Bandai Namco, Raw Thrills, Ice, Baytek, Sega, Elaut, Coastal Amusements, Adrenaline, and Stern. This global network ensures we offer only the highest quality video arcade games, skill test machines, and spare parts.

At the core of Zax Amusements is our dedicated team of 40 experts. Our team excels in sales, warehouse and spare parts

management, technical service and support, and repairs, all supported by our finance, administration, and management professionals. Whether from our state-of-the-art facility and showroom in Melbourne or out in the field, our team are the best in the business.

We also have the unique advantage of owning and operating Family Entertainment Centres, giving us deep insights into our customers' needs. Our expertise extends to supporting new and existing projects with planned design and staged rollouts of arcade facilities. Additionally, we are leaders in cashless systems, representing three major cashless brands in Australia and New Zealand. Our team's unmatched expertise ensures seamless sales, installation, and aftersales support.

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WORK COVER UPDATE 2024: WHAT YOU NEED TO KNOW

Oueensland's workers' compensation laws have been updated! The Workers' Compensation and Rehabilitation Amendment Bill 2024, passed in August, introduces key changes that affect both employers and workers. Here's a quick rundown of what you need to know.

Higher Penalties for Not Offering Suitable Duties

If one of your workers is injured, you're required to offer suitable duties as part of their rehabilitation. If for some

reason you can't provide these duties, you need to inform the insurer in writing—and back it up with proper evidence. The new laws mean penalties are now higher for employers who don't follow through on these obligations. Not sure what to do? There are resources available to guide you at worksafe.qld.gov.au!

Submit Wage Details Fast to Avoid **Penalties**

Once a worker files a compensation claim, you have five business days to submit their wage details. Missing this deadline could result in penalties. Quick submissions

ensure faster compensation processing, helping workers recover and return to work sooner.

Basic Weekly Payment (BWP) for Delayed Wage Info

If you don't submit wage details in time and aren't continuing to pay your worker, the Basic Weekly Payment (BWP) will kick in. This payment starts on the 6th business day after compensation approval and continues until wage details are provided. To avoid delays in closing claims, it's best to submit the required info as soon as possible.

For more details, guidance, and templates, visit the WorkCover website to ensure you're up to date with these important changes.









WE WANT YOU!

If you are in the amusement machine industry and you want:

- ✓ effective business support
- ✓ timely industry representation
- ✓ the right advice for your business

Then this is the most important information you'll read all year.

WHY?

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SO HERE'S THE BOTTOM LINE WITH NAMOA MEMBERSHIP

You receive 12 months membership, regular industry update emails, Collector newsletters with the latest industry information, access to business education and compliance modules, technical support information, staff development programs, association events and more!

Don't go it alone, learn from those who have been there before you.

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- improve your business skills and grow your business
- helping you to avoid the pitfalls and get the right advice at the right time
- providing technical information
- provide you with solutions for the day to day challenges in this industry
- safeguarding your business future with industry representation
- know that you have taken a step towards having the best
- support on your side, for your industry
- knowing that you are doing what the business needs you
- learning from your peers and sharing experiences that benefit everybody

Important notice:

Members who have not paid last years 2023-2024 fees can renew their outstanding membership by paying \$235 for 2024-2025. For overdue members that's a big saving!

Please emai admin@namoa.com.au or text: 0407 795 283.

Take advantage of this offer before the 31st of December 2024.











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VIDEO GAME MACHINE LABELS

Labels are not available from NAMOA. Go to the Government Web Site

Machine Labels can be downloaded from www.oflc.gov.au (Classification Markings)



REDEMPTION STICKERS

A lot of discussion has been had regarding the quality/price of prizes that are on offer in Prize Redemption games and the feedback from customers is that young children are 'seduced' into playing some redemption games that have major prizes of Playstation's, mobile phones. IPods etc.

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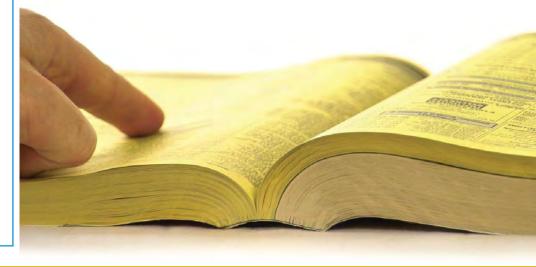
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NAMOA STATE REPRESENTATIVES

NEW SOUTH WALES

Ron Mroz

P: 0425 709 032

E: ron.mroz@teeg.com

VICTORIA

Zak Athanasiadis P: 03 9676 9190 E: zak@zax.com.au

Steve Kimmins

P: 0409 345 684

E: stevekimmins@bigpond.com

QUEENSLAND

Tony Argery (NAMOA President)

P: 0418 988 988:

E: tony@funhouse.com.au

SOUTH AUSTRALIA

Robert Westwood

P: 0403 053 611

E: robertwestwood@hotmail.com

TASMANIA

John van Aspern

P: 0400 430 743

E: jmasperen@bigpond.com

Nick Vasiliou

P: 0413 930 750

E: nick@happydays.net.au

WA

Joanne Cox

P: 0452 418 164

E: Jo@planetamusements.com.au

COLLECTOR EDITOR –

Ed Partridge

P: 0421 277 490

E: editor@namoa.com.au

ADMIN & FINANCE

Juanita Keegan

P: 0407 795 283

E: admin@namoa.com.au



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