

The Fun Times

Your Guide to Amusement Industry Products and Services by Automated Batting Cages/J&J Amusements/Fun Parts Xpress

Sept 2004

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J&J is screamin'
right by the
competition.

With the introduction of 5 new go-kart models, J&J's line up is bigger than ever. If you can't find the go-kart that's right for you in J&J's line up then something is seriously wrong.

These are not just small changes to existing karts. These new karts represent a dramatic step toward the future of concession go-karting and J&J intends to lead the way. There's a New "Electric Powered" go-kart. Based on our existing, rugged doublewide chassis and Sidewinder body.

The New "Electric-powered" Sidewinder-Electra is the wave of the future. Built on our time tested

GO-KARTS GALORE

Double wide chassis, the Sidewinder-Electra has the strong bones to keep it on track. The Single wide Viper-Electra will follow shortly.

The Sidewinder-Electra has enormous amounts of torque and will haul around even two customers with ease. The silent electric motor smoothly pulls from a stop all the way up to maximum speed.

This kart also features a "reversing" mode to help your track attendants get spun-out karts back
Continued on page 3...



The F-8



The Eagle



The Sidewinder-Electra

HOW TO CONTACT THE FUNTIMES

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Letters to the Editor

The Funtimes welcomes all readers written comments, questions, and suggestions regarding any aspect of the Newsletter. We reserve the right to edit your letter and all letters must include your name, address and daytime telephone number. Direct all correspondence (by mail or electronically) to Letters to the Editor.

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A great company needs great people!

Three new faces at J&J, Raym Conkey – Service Manager, Cory Gabbert – Assistant Parts Manager and John Steward - Production Manager.

When I caught wind that J&J Amusements had an opening I immediately came down and handed them my resume. My mechanical background has come from working in the motorcycle industry for the past ten years. My duties have consisted of service technician, service writer, and parts manager for a large franchised dealer. With the knowledge that these fields have provided me I am confident that I can provide J&J customers with any technical assistance they may need. If you have a service question, whether you are a J&J customer or not, feel free to call anytime. -Raym



Raym Conkey - Service Manager

Assisting in the parts department is Cory Gabbert. I have worked in the motorcycle industry for the past ten years as a parts



Cory Gabbert - Assistant Parts Manager

I have been working on J&J products as part of the Design & Engineering Company used by J&J for the past 5 years. With the knowledge of the J&J products from the design aspect, my product knowledge helps in the job functions as Production Manager. We are taking new steps in the manufacturing as well as production processes, this will help you the customer get better products and get them faster! I am very excited to be a part of the J&J team, and look forward to the future. -John



John Steward - Production Manager

Go-Karts Galore

...Continued from cover

on track. This feature cannot be operated from within the kart and the accelerator pedal will not work when in back-up mode. There is also a brake cut-off switch that prevents "power braking" and keeps your battery power from draining prematurely.

The Sidewinder-Electra also features kart control by Proleg Technologies that include Run, All Crawl, All Stop, and Intermediate Speed. All of these features are controlled by Proleg's Kartol System. The Intermediate Speed control can be used for times when you want to limit the speed of the karts such as when a large group of young children are driving or perhaps when its raining and creating slick track conditions.

All of the electrical components are UL approved to ensure durability and safety. The kart also comes with the same standard warranty as our gas go-karts.

Karts, excluding motors & components, 1 year.

Motor and electrics, 90 days

Bumper rails, limited lifetime

Parts and accessories, 90 days

Batteries are warranted by their manufacture

Pulling up right behind the Sidewinder-Electra is the all new "Eagle" single seater and its bigger brother the Double Eagle two seater. The Eagles represent a design philosophy of "make it safe and easy to maintain".



Eagle



Sidewinder-Electra

These bodiless go-karts are both simple in design and simple to maintain but yet have a stylish, rugged and safe design.

With premium Honda engines and smooth cog belt/steel pulley drives the power is put to the ground with ease and dependability. The strong chassis is the same as our existing single and double wide karts and has proven itself time and time again. With fenders to keep debris from flying into customers and to also keep customers arms and legs from contacting rotating items. This clean, traditional go kart design brings back the simplicity of the old days with the safety of today's concession kart.

Now for the "Super Car" of go-karts, the Screaming Eagle; a flat out performance concession kart for those "E" ticket tracks. Check this out:

Robin Subaru Engine
EH41 Overhead Valve Slant Cylinder
13.5 Horsepower - 404 CC displacement
Electric start

This ground pounding thumper will amp up the blood pressure on anyone and the rocket sled pull will bring them back time and again to ride the power.

With options like two wheel drive and dual disk brakes it just gets better and better.

There's more! Continued on the next page...

Go-Karts Galore

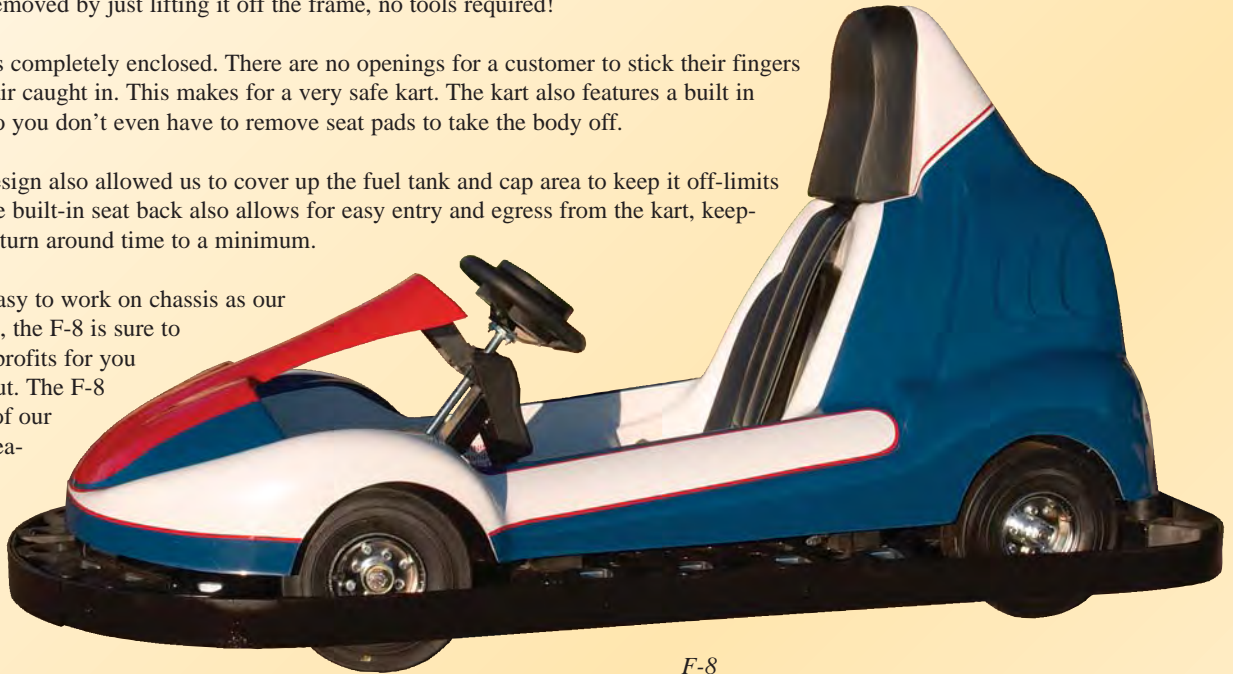
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The New F-8 go-kart is built for those who like a bodied kart that allows ease of maintenance. Our new "Tool-free" body design allows this body to be removed by just lifting it off the frame, no tools required!

The F-8's body is completely enclosed. There are no openings for a customer to stick their fingers in, or get their hair caught in. This makes for a very safe kart. The kart also features a built in seating surface so you don't even have to remove seat pads to take the body off.

The new body design also allowed us to cover up the fuel tank and cap area to keep it off-limits to customers. The built-in seat back also allows for easy entry and egress from the kart, keeping your pit lane turn around time to a minimum.

With the same, easy to work on chassis as our standard go-karts, the F-8 is sure to keep generating profits for you day in and day out. The F-8 also features all of our standard safety features including a frame mounted roll bar and 4 point padded shoulder and lap restraints.



F-8

LEASING MAY BE RIGHT FOR YOU:

The IRS does not consider an operating lease or a true lease to be a purchase, but rather a tax-deductible overhead expense. Therefore, you can deduct the lease payments from your corporate income. Because an operating lease is not considered a long-term debt or liability, it does not appear as debt on your financial statement, thus making you more attractive to traditional lenders when you need them.



Marv Foster, Sales Manager

With leasing, there is very little money down - perhaps only the first and last month's payment is due at the time of the lease. Since a lease does not require a down payment, it is equivalent to 100% financing. That means that you will have more money to invest in revenue-generating activities. You can immediately write off the dollars spent, the equipment does not have to be depreciated over five to seven years.

You gain flexibility. As your business grows and your needs change, you can add or upgrade at any point during the lease term through add-on or master leases. If you anticipate growth, be sure to negotiate that option when you structure your lease program. With some leases, you have the option to include installation, maintenance and

other services, if needed.

A variety of leasing products is available, allowing you to tailor a program to fit your month-to-month or year-to-year cash flow needs. You are able to customize a program to address your needs and requirements - cash flow, budget, transaction structure, cyclical fluctuations, etc. Some leases allow you, for example, to arrange larger payments while income is high or to even miss one or more payments without a penalty.

A lease provides the use of equipment for specific periods of time at fixed payments. The leasing company assumes and manages the risk of equipment ownership. You will be responsible for reasonable maintenance.

The speed of leasing can allow you to respond quickly to new opportunities with minimal documentation and red tape. Often leasing companies will approve your application within a few hours and you can have your equipment quickly

Forecasting will be easier because you will know the amount and number of lease payments and can accurately forecast the cash requirements for new or more equipment.

Flexibility is a real benefit at the end of the lease. Return, re-lease or purchase. Most operators purchase for a payment that is negotiated into the lease, but that is your choice.

Extra tax benefits are available. Lessors can pass the tax benefits of ownership on to the lessee in the form of lower monthly payments. If you are in the Alternative Minimum Tax Bracket, a true lease will provide you with an attractive tax benefit.

Trade Shows

It's Trade Show season again and J&J, ABC, and FPX have a lot to show you so please join us at the following trade shows this fall.

Fun Expo

September 27-October 2, 2004
Las Vegas Convention Center
South Hall S-2
Las Vegas, Nevada Center
URL <http://www.funexpo.com>

IAAPA

November 17-20, 2004
Orange County Convention Center
Orlando, FL USA
Phone 703/836-4800
Fax 703/836-4801
URL <http://www.iaapaorlando.com>

World Water Parks(WWA)

October 8-9, 2004
Fort Lauderdale, Florida - USA
Phone: 913.599.0300
FAX 913.599.0520
URL <http://www.waterparks.org>

NRPA

October 14-15, 2004
Reno-Sparks Convention Center
Phone: 703.858.0784
Fax: 703.858.0794

Booth Numbers:

IAAPA

J&J Amusements #2341
Fun Parts Xpress #1046
Automated Batting Cages #2246
Fun Expo

J&J Amusements #909

FunParts Xpress #1305

Automated Batting Cages #907

NRPA

Automated Batting Cages #1343

WWA

J&J Amusements #439

POTPOURRI from ABC

How about a mixture of old and new things from ABC? Take a look:

REFURBISHED LIGHT BOX SPECIAL!

ABC is still offering the PT-4 Light Box refurbishing program. During the off season, October 1st. thru February 28th, send your boxes to ABC. We remove the circuit board and relays, give them a cleaning, and re-install into a new box, cords, cord ends.

The box is checked and tested for all functions. Looks and runs like new! Any circuit board or relay replacements will be made for an additional cost. Cost per single box is \$295.00 and duals \$325.00. Please contact Darrin Lenz with further questions.



Refurbished PT-4

Existing, worn out lightbox

BILL CHANGERS

We have been selling a lot of the Hamilton Bill Changers lately. They work great and make it real easy for your customers to spend more money at the cage. They are almost like an extra employee and great for cash control. We have found that the VN-1 machine accommodates most cage operations well at a price of \$1,995.00. I do recommend the AuditPro Remote (\$350.00) for a wide variety of options, and the base and header kit (\$205.00) for installation. Call ABC Service at 1-800-578-2243 to order.



PARTS SALE!!!

No, this isn't the infamous "Going Out Of Business" line, but there are a few items in inventory we would be willing to part with at a reduced price. Avoid the delays in the Spring and order now. The following items are offered at the indicated discount:

All baseballs and softballs
Pitching machine wheels(#010)
Variable Speed Pulleys(#065)
AA55 Drive Belts(#065)
Ball Count Microswitches(#190)

10% Discount
20% Discount
20% Discount
20% Discount
20% Discount

Offer good only September 15th to January 5th, 2005 so call ABC today at 1-800-578-2243.



BATTING CAGE SAFETY ISSUES

PROTECT YOUR BUSINESS & YOURSELF

Throughout the preceding years, ABC has continually informed batting cage owners the importance of using batting helmets with protective faceguards. Accidents can happen and your business could be exposed to serious litigation.

Some of you may have old warning signs that do not include this requirement. If your ABC signs do not read "Helmets with Face Masks" please replace them immediately. ABC offers two solutions. We will provide at no cost a decal with the proper wording to any cage owner upon request. This decal would stick on and cover the existing "Helmet" line on your signs. We also offer new replacement warning signs at our cost of \$75.00.

This is a great opportunity to replace old or worn out signs at this price. Mounting frames are available at the standard price. Please give this your immediate attention. Safe operation of your facility should be your primary responsibility.

This offer expires on March 1, 2005.

WARNING

**FOR YOUR SAFETY - PLEASE READ
BEFORE BATTING...**

**"Customer assumes the risks of using these cages.
If you have any questions, ask the attendant before
entering cages."**

INSTRUCTIONS

- 1 Batters Must Use Helmets With Protective Face Guard at all Times... No Exceptions!
- 2 If Machines are Pitching Out of the Strike Zone- Immediately Alert the Attendant.
- 3 Only One Batter in the Cages at a Time- No Coaches Allowed in Cages During the Game.
- 4 No Switch Hitting During the Game.
- 5 Batters Must Wear Shoes.
- 6 No Person Under the Influence of Drugs or Alcohol is Allowed to Use These Batting Cages.
- 7 Report All Accidents Immediately.
- 8 These Pitching Machines Throw Both Balls and Strikes. Players Should be Alert at all Times.
- 9 Do Not Stand on Home Plate.
- 10 Watch for Balls Rolling Under Feet.
- 11 No One Under the Age of 6 Permitted to Use Batting Cages.
- 12 No One Under the Age of 16 Permitted to Use the Very Fast Cage.
- 13 Batters Under the Age of 10 Must Be Supervised By an Adult.

HOW TO WINTERIZE YOUR BATTING CAGE

Drainage of the sump area.

- 1). Turn off all electrical power to the sub panel located in the pit.
- 2). If using an electrical powered sump pump drainage system, be sure the power leading to the sump pump is "ON" at all times.

Protecting the conveyor system

- 1). Optional: Remove the fiberglass ball collection shroud. Disconnect the conveyor belt system (belt, rack, pulleys, etc) and place in a dry area out of inclement weather.

Taking care of the netting system

Protecting your netting system during the off season will require different techniques depending on your winter weather. We have provided two methods. The first method should be used if heavy, deep snow is a certainty during your winter months.

USE IF WINTER SNOW IS EXPECTED

- 1). Untie the rope lanyard at every perimeter pole and let the net hang straight down from every collar. By doing this, it allows any heavy snow load from tearing the net or bending the center pole and perimeter poles.

USE IF WINTER SNOW IS ONLY A POSSIBILITY, NOT DEFINITE.

- 2). At the top of each perimeter pole, tie a single piece of netting twine between the top horizontal rail and the metal net ring. Next, untie the rope lanyard that holds the netting in place. This will hold the net in place, yet the single strand of twine would break loose under a heavy snow load. Upon opening in the spring, you will need to re-tie the netting to the perimeter poles using the heavier rope.

Pitching Machines and Light Boxes

- 1). Place a plastic bag over all pitching machines, then ventilate the bottom of each bag by leaving it open or by placing a 3" long plastic tube (with 1" diameter hole) inside the bag opening and taping it to the bag and also to the post.

- 2). Remove the light boxes and place them in a covered area away from direct weather. Cover up any bare wiring and place away from flooding levels.

Coin Boxes and Microprocessor

- 1). Place a plastic bag over all coin boxes, then ventilate the bottom as described above.

- 2). Unplug the control computer from power. If you are using the "old-style" processor, remove all the control cards and store them in a safe, dry environment. Don't forget where you put them!

If you have any questions give us a call at 1-800-578-2243



A Division of J&J Amusements, Inc.

FALL OVERSTOCK SPECIALS

LOW PRICES!

You must mention this Ad

Limited Time Offer—Starts August 26th 2004

NEW PRODUCT
 We now carry Martin
 Custom Products, Inc.
Brake Parts!!!
 (OEM equipment on Formula K,
 Shaller, FKL, Can Am)

Part #	Description	DEALER Price	FPX Price
<u>HONDA 8 & 9 PARTS</u>			
36788440	28400-ZE2-W01ZA Starter Assembly, Recoil 8 or 9hp	64.80	22.00
36900540	17231-ZH9-820 Cover, Air Cleaner	31.37	2.00
24142900	17410-ZE2-020 Elbow Comp., Air Cleaner 8 or 9hp	31.68	2.00
43309810	19610-ZE2-010ZA Cover Comp, Fan 8 or 9hp	61.91	2.00
7032428	30500-Zf6-W02 Coil Assy Ignition 8 & 9hp	99.47	18.00
23038650	17235-ZE2-820 Nose, Silencer	12.25	2.00
20262500	19511-ZE2-000 Fan, Cooling	20.95	2.00
36789350	28450-ZE2-W11 Pulley Comp., Starter	21.87	2.00
1-61-0009	Clutch, GX240 270 Complete EVERYDAY LOW PRICE>	250.00	250.00
1-61-0010	Muffler, GX240 270 Complete STD Type (Include Complete Muffler)	95.00	60.00
1-61-0010S	Muffler, GX240 270 Complete Silent Type (Include Complete Muffler)	165.00	65.00
1-61-0002	Head, GX160 Complete (Only 3 left)	100.00	50.00
47857210	12000-ZE2-834 Barrel Assy, Cylinder (GX240) (Only 1 left)	345.00	25.00
<u>PULLEY COG</u>			
1-20-0021	Pulley, 65T 8m 40m Aluminum	58.00	31.00
1-20-0041	Pulley, 70T 8m 40m Aluminum (STD Size on Shaller Karts)	59.00	32.00
1-20-0040	Pulley, 75T 8m 40m Aluminum	61.00	35.00
01014	Pulley, 80T 8m 40m Aluminum	61.00	35.00
010146	Pulley, 80T Steel 6 hole for 5-1/4" hub Gold Color	97.00	50.00
010121	Pulley, 21T-8m-36m 22mm Cog	39.00	24.00
010122	Pulley, 22T-8m-36m 22mm Cog (STD on Shaller & J&J)	38.00	23.00
010124	Pulley, 26T-8m-36m 22mm Cog	48.00	33.00
010154	Hub, Cog 1 1/4 (Clamp on Style)	59.00	39.00
<u>HONDA OUTBOARDS BUMPER BOATS</u>			
00677	Longblock, Honda BF2A (Closeout)	264.00	189.00
<u>MISCELLANEOUS PARTS</u>			
010692	Bracket, Stop Switch & Meter Mount	10.00	5.00
008832P	Bearing, Axle 1-1/4" S	24.68	6.00
01098	Steering Wheel, Round 10" (Current)	32.10	18.00

Call 800-854-3140 / 503-304-8899

Fax 800-366-7505 / 503-304-1899

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 INVENTORY MAY BE LIMITED
 ALL PRICES ARE SUBJECT TO CHANGE
 WITHOUT PRIOR NOTICE

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