

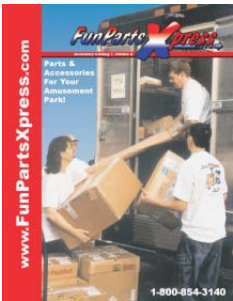
The Fun Times

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

Spring 2002

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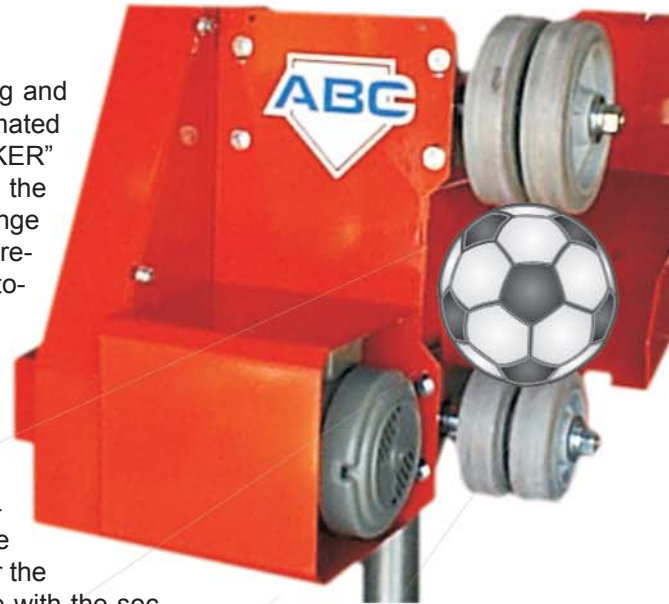
New Products

Page 6

The Newest ~~Hit~~..Kick! From ABC. Are you ready for some föötball? “Soccer Mania”

After thirty years of developing, defining and refining the batting range industry, ABC (Automated Batting Cages, Inc.) has unveiled the new “KICKER” AutoSoccer cage system. Developed using the same proven technology from its batting range equipment systems, ABC is now offering an entirely new equipment and supply package for automated soccer cages.

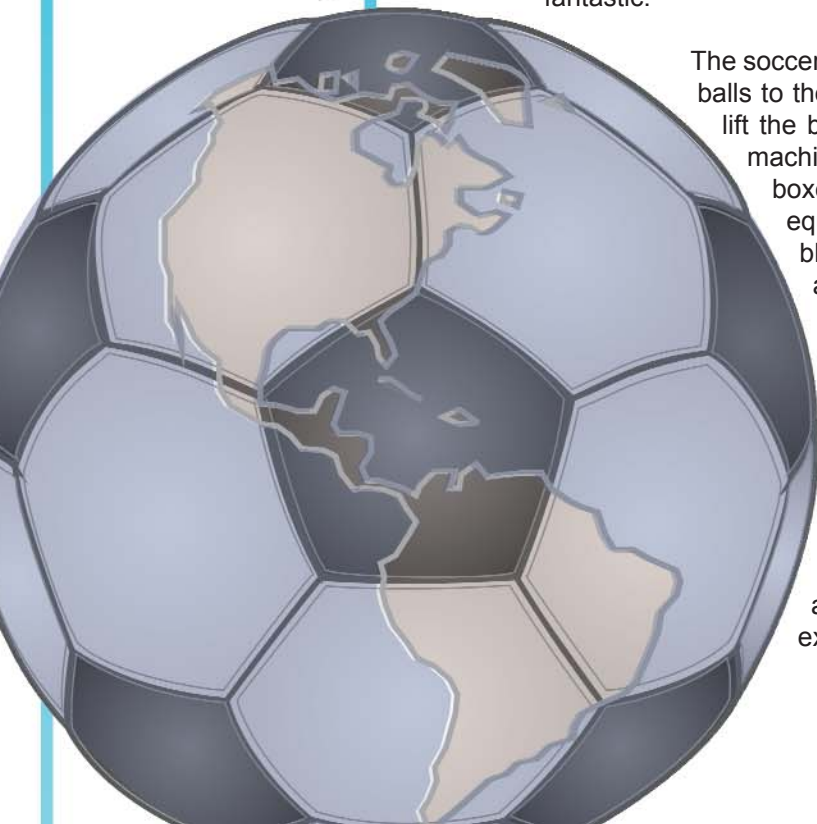
ABC's Vice President, Dick Hall, claims, “After watching soccer evolve into a new American passion, we decided to develop a new soccer system similar to the batting range system we have offered for the past thirty years. It is a natural extension for us. We're not rookies in this type of business and we offer the same warranty and seven-days-a-week service with the soccer equipment that we offer with the batting range equipment systems. Our phone kept ringing with customers asking us to develop this package. We have sold automated soccer systems to people that currently use our batting systems and the equipment works fantastic.”



The soccer system includes all of the equipment necessary to roll (pitch) balls to the players, to return the balls to a central retrieval system, to lift the balls automatically from the ground and to feed them to the machines. The system also includes coin boxes, warning light boxes, balls, netting, signs packages and all the other necessary equipment and supplies. ABC includes a complete construction blueprint package for systems as small as two kicking stalls to as large as five stalls.

Hall adds, “Most people have requested systems for three or four kicking stalls. With our in-house CAD design people, we have the ability to customize any available area to fit the soccer systems.” The soccer cages are generally less expensive to build than the batting cages because the width and depth of the cages is less than the batting cage systems. “We think these cages can be built and equipped with the totally automated equipment system for about \$75,000 or less. It's a no-brainer for people with the extra space to add the cages”, said Hall.

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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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We have a Winner!

J&J's Bigfoot Tire IAAPA giveaway from the IAAPA show has ended and the winner is...

John Szijarto from Enchanted Forest/Water Safari in Old Forge, NY.

Congratulations John, You've won 100 Bigfoot Go-Kart tires from J&J Amusements! John is currently using Amusement Products (Pacer) Go-karts, but our J&J Bigfoot Tire will fit perfectly.



BACK ISSUES

The back issues of the Funtimes newsletters can be found on ABC's and J&J's websites. Go to www.battingcages.com or www.jjamusements.com and click on the Funtimes or Newsletter link to download a printable PDF (Adobe) version of the issues you need.



These issues are packed full of useful information for your entertainment park or stand alone facility.

Check them out today!



Soccer Mania Continued from cover...

The addition of the soccer cages offers a real opportunity to Family Fun Centers, sports complexes and golf driving ranges that focus on the entire family. Hall maintains, "Soccer offers the same appeal that baseball and softball currently enjoys. Families often have kids that play both sports. It also is a game that is played by boys and girls, men and women. The age group is very large and the soccer season is year-round." He continues, "Because this is a new concept, the opportunity to be first to offer this attraction is fantastic. The new adopters will draw people to their parks that haven't been there before. It also offers that 'something new' that parks are constantly looking for."

If you are looking to add something new and fresh to your existing park or if you are in the planning stages of a new facility, consider The "KICKER" AutoSoccer system. Contact ABC at 1-800-578-2243 or their website at www.battingcages.com for more information.

Why remove phosphates?

For two decades, the U.S. and Canadian governments have legislated removal of phosphates from detergents and cleaning products to reduce algae growth in our freshwater lakes, rivers and streams. The advantages of phosphate removal in your pool water will be equally beneficial.

Algae are small aquatic plants that need water, sun, and CO₂ (carbon dioxide) to survive. With phosphate and nitrate present, algae can cell divide and grow. All three of these required nutrients, CO₂, phosphate and nitrate are naturally present in every body of water. So, without sufficient preventative measures two algae cells make four make sixteen billion make thirty-two billion, and so on, you get the idea. Clean, clear pools can turn green in a very short period of time. In order to prevent this from happening, for the last fifty years or so the pool industry has used algaecides and sanitizers, attempting to kill the algae spore as it is introduced through the wind and rain. Success depends on maintaining minimum inhibitory concentrations of this active process at all times. If the active algae inhibitor drops below the required level for any reason (heavy use, rain, wind, operator error) algae could begin to grow. This would require a greater labor effort and chemical cost to correct.

A simpler and safer means of preventing algae:

The alternative is to create an environment in which algae cannot grow. Phosphate is the single key limiting nutrient to prevent algae growth. Phosphate reduction is essential to protecting ponds, rivers, lakes and water supplies. It is also the key to limiting algae growth in pools.

As algae grows, they will absorb and make use of the required nutrients until the supply is exhausted. It then will maintain at that level and survive through photosynthesis. Because phosphate occurs naturally in very small amounts, we measure it in parts per billion. Phosphate will always be depleted by algae first. That is why algae typically will not cover a lake or river from bank to bank like a carpet. It is nature's way of controlling algae.

Natural Chemistry's Phosfree is a simple, non-toxic, environmentally friendly way of removing phosphate from your pool water. Phosfree uses lanthanum (rare earth) com-



pounds to combine with ortho-phosphate (the form phosphate algae can use) to form a new compound, lanthanum-phosphate. In this form it cannot be used by algae for cell division, thus removing it from the food chain. Normal sanitizer levels will be able to keep algae from growing. A sanitizer must be used in conjunction with Phosfree to keep the pool water safe by killing bacteria and disease-causing organisms.

How to use Phosfree:

Starting with an algae-free pool, use a phosphate test kit to determine the current phosphate level. With that information, follow the bottle instructions for dose amount. Shake bottle to suspend the active ingredient and add it to the pool skimmer or suction port with the pump running. Phosfree will stay in the filter and combine with the phosphate as it passes through. Backwash or clean the filter when the pressure increases ten pounds from the normal starting pressure. Once the phosphate level is below 100 ppb, only 5 ounces of Phosfree per 10,000 gallons per week is needed to keep the phosphate level at or near zero. This is necessary because very small amounts of phosphate are continually being introduced to the pool from the wind, rain and fill/top off water.

The more phosphate present, the greater the likelihood and larger the amount of algae growth possible. When there is less phosphate available the opposite is true. With phosphate levels less than 100 ppb, there can be no visible algae growth.

Simple safe solutions:

Natural, safe, and effective, this technology used in conjunction with Natural Chemistry's Pool Perfect natural enzyme biocatalyst is the easiest way to provide clear perfect water.

**Never Better,
Never Easier.**



**Questions about water quality?
Contact J&J Amusements at:**

water@jjamusements.com

EXPLORING SAFETY ISSUES

Are You a Manufacturer?

A couple of years ago, we sold four stock outboard motors (still in the box from the manufacturer) to a fun park with a bumper boat pond. The park used the motors along with parts from their present ones and some parts of their own making to refurbish their bumper boat ride. In taking on this project, the park essentially became the manufacturer of the ride. If you do this sort of thing, please keep in mind that an added responsibility is involved. Now that you have modified the motor, you could be held liable as the "manufacturer" of the ride.

To avoid this type of exposure, it would be a good idea not to "mix and match" parts or perform any modification to the original design without the original ride manufacturers written o.k.. Keep on the lookout for tech tips and service bulletins from J&J - these will outline approved procedures. The Fun Times or our website (jjamusements.com) are great references for this information.

Got a question? Use the website
jjamusements.com - always open 24 / 7 / 365

Risky Trends, Don't Get Caught With Your Pants Down!

A risky trend that appears to be developing across the country is batting cages operating without an attendant on duty. There are several reasons why we feel that an attendant must be on duty at all times. Safe operation of the batting cage requires that your customers wear a helmet with protective face guard, that the cage they select does not contain a machine throwing dangerously above their ability, and that safe procedures are being followed. Attendants must be knowledgeable and have read the ABC Operators manual. An attendant monitoring the cage can insure that the safety rules are followed and that proper protective equipment is being used. This will greatly limit your legal exposure to any accidents, should they occur. The added benefits are increased interaction with the customers, and being available to quickly eliminate any problems with the equipment. Customers are likely to spend

more time, (more money) and return to your facility if the hitting experience is trouble free. Be sure to combine this with a friendly 'thank you' as customers leave.

Since litigation is on the rise, the importance of proper employee training is more important than ever. A standard training program with each new employee and an annual refresher course with returning employees should be a mandatory procedure within your facility operating standards.

Be Informed...Read.

For the past several years, ABC and J&J have continually stressed the need for safety as it relates to our products and our customers operations. Both companies have produced operating standards and procedures, safety programs, operating manuals and "Safety Bulletins" which we provide to all of our customers. Our companies continue to work toward developing the safest products offered in our industry. Clearly, the safety issue is important to us. We would like to point out two recent articles concerning safety which we have found informative and we encourage all of you to read.

In the March 1997 publications of "Fun Extra", produced by the International Association of Family Fun Centers (IAFEC) and "Funworld", produced by the International Association of Amusement Parks and Attractions (IAAPA) safety was a featured issue. Both writers point out that recent studies have concluded that the majority of injuries in amusement/recreation parks are caused by patron error. This finding, of course, comes as no surprise to any of us.

These articles stress that amusement ride safety (i.e. batting cages, bumper boats and go-karts) requires a "three-legged-stool supported by the ride manufacturers, the ride operators and the patrons". We urge you to find the time to read both of these articles and support "rider responsibility" legislation in your state! Please do your part. For further information regarding our safety programs and information, please write, call or e-mail either ABC or J & J.

To find out about more safety issues and concerns, go to our websites at www.battingcages.com or www.jjamusements.com and click the link to Newsletters or Funtimes and download all the previous issues.

Important Notice

How J&J Warranty is processed

1. Customer contacts J&J with warranty problem. Product warranty department or parts department gathers information and makes arrangements to send needed replacement to customer and gives customer RMA # (Return Merchandise Authorization) at that time. (Please note: RMA # must appear on returned goods package. Goods may be refused if no RMA# is present).
2. Goods are shipped AND ACCOUNT IS CHARGED according to account terms, i.e., net 30, credit card, C.O.D. etc. J&J pays for most economical shipment method. If customer desires faster service, customer account will be billed for difference.
3. Customer returns warranty parts to J&J with RMA # on outside of package. Warranty manager inspects goods and will:
A: Authorize credit to customer's account in the amount charged for replacement. (Cash refunds are not given on warranty items.)
B: If part is not warrantable because of normal wear and tear, damage by accident etc. (see limited warranty for details), warranty will be denied and no credit will be issued.

Please make sure you return the goods using a traceable and insured method. Items lost or damaged in transit cannot be the responsibility of J&J.

Follow this simple procedure and warranty goes smoothly. We very seldom refuse to warranty an item. Problems come from short paying statements or refusing to pay for new replacement items. The most common cause of customer not receiving credit is failure to return the warranty item to J&J. If we do not receive the item, we cannot get credit from our vendor and therefore cannot issue credit to you, the customer.

Note: Not available in all States.

J&J Sets the Mark Again New Karts Get Expanded Warranty

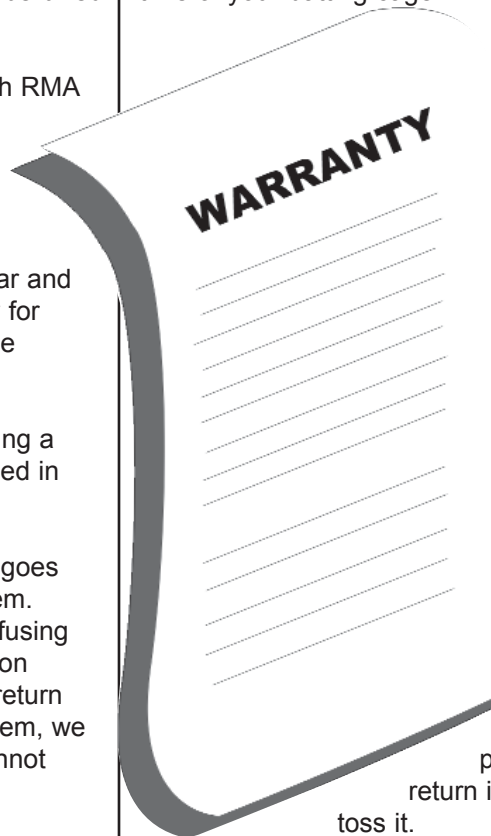
It just keeps getting better and better. Beginning with karts produced after January 1, 2002, the present 6 month warranty will be upped to one full year. Coverage will remain the same with an extended timeline. In addition to this increased warranty, the tempered steel bumpers will be warranted for the life of the kart! That's right, when you pur-

chase the kart new, the tempered steel bumper will be warranted against breakage for as long as you own the kart. J&J was the first in the industry to offer a go-kart warranty. While others have followed suit, J&J continues to raise the bar. As far as we can tell, the bumper warranty is unprecedented in the industry and serves as a testament to the durability of the J&J kart.

Note: Not available in all States.

ABC WARRANTY PROCEDURES

ABC's warranty procedure is a simple, straightforward process. Replacement parts are shipped before defective ones are returned. With the various shipping options this insures continued operation with less down time of your batting cage.



Once it is determined that a replacement part is needed, all efforts are made to ship immediately. ABC will pay for UPS Ground shipping charges. For expedited shipping, the customer would pay the additional difference between ground and air.

When you receive the invoice before or after the part is delivered, look at the "Terms" section. WARRANTY will be shown. In some cases, ABC will want the defective part returned. If there is a dollar value placed on the part, you must return it to ABC. If there is no value, toss it.

All return shipping costs are paid by the cage owner. When the replaced part is received and determined to be defective, the Warranty invoice will be credited in full.

Please make an effort to return the defective part as soon as possible. Try to use the same shipping container and include the invoice or packing slip that came with the replacement part.

Hot Off The Xpress

Fun Parts Xpress was introduced in our last issue. Just in case you missed that article, Fun Parts Xpress is the new division of J&J Amusements devoted to Fun Center parts and supplies.



We've just completed our new Fun Parts Xpress Accessory Catalog and it's running on the press as of this writing. All J&J customers will be receiving this new catalog shortly.

News Flash! The Fun Parts Xpress Catalog is complete and has been shipped. Look for it in your mail box!

New! Complete Engine Components from Fun Parts Xpress!

That's right -complete new head, short blocks, clutch, carburetor and muffler assemblies. All new and ready to bolt on your GX-160, 200 or 270 motor.

Save time and money by simple R&R (remove and replace) of major components. Keep those karts on the track and increase your ROI - It's all good, easy, fast, and effective!

Don't forget to order a "Drainz-it" while your at it. The "Drainz-it" screws into the engines oil drain plug hole and extends the reach to make removing the oil much easier!

Because of the special pricing and nature of these engine assemblies, inventory may be limited.

Our dedication to constant development necessitates that descriptions and specifications are subject to change without notice.



Shortblock (GX270)



Head Complete (GX270)



Clutch Complete



Viton Seals & Drainz-it

Short Block Complete Assembly includes...

Barrel, piston, rings, crank, rod, cover comp, governor kit, seals, crankcase cover, flywheel, camshaft, stop switch.

Head Complete Assembly includes...

Valves, valve cover, valve cover gasket, exhaust studs, rods, breather tube, carburetor studs, sparkplug & hardware.

Clutch Complete Assembly includes...

Both cases, clutch plates, clutch friction center, holder, chain, shafts, keys, hardware, basically everything that makes up a clutch.

Muffler Complete Assembly includes...

Muffler, pipe, cover. (no picture shown)

GO-KART ENGINE BREAKDOWN

Part#	Description	Price
GX160 (5.0hp) Honda		
1-61-0001	Shortblock, GX160	\$235.00
1-61-0002	Head, GX160 Complete (see notes)	\$135.00
1-61-0003	Clutch, GX140 160 200 Complete	\$225.00
1-61-0004	Muffler, GX160 Complete	\$30.00
36836610	Tank Comp.,Fuel (5.0,6.5 hp)	\$10.00
GX200 (6.5hp) Honda		
1-61-0005	ShortBlock, GX200 Complete	\$235.00
1-61-0006	Head, GX200 Complete	\$135.00
1-61-0003	Clutch, GX140 160 200 Complete	\$225.00
1-61-0004	Muffler, GX160 Complete	\$30.00
36836610	Tank Comp.,Fuel (5.0,6.5 hp)	\$10.00
GX270 (9hp) Honda		
1-61-0007	ShortBlock, GX270 Complete	\$299.00
1-61-0008	Head, GX270 Complete	\$199.00
1-61-0009	Clutch, GX240 270 Complete	\$235.00
1-61-0010	Muffler, GX240 270 Complete	\$30.00
36900700	TankComp.,Fuel*NH31* (8, 9 hp)	\$10.00

Time for a change?

ABC is now a distributor for Hamilton Manufacturing Company. Hamilton is one of the leading manufacturers of token dispensers in the country. Their product line offers machines to address any operators needs. The optional "Audit Pro" allows you to program your machine for any "money to token" transaction your facility would require. Call ABC or visit the Hamilton website at www.hamiltonmfg.com for answers to any questions you may have. Order your machine from ABC and it will be drop shipped directly from the factory approximately 2 weeks later. All customer service and support can be obtained from Hamilton.



Are you between 4' and 8' tall?

ABC has the pitching machine answer to give you the perfect home-run pitch...every time!

The new ABC Elevation Control System is now available. Two separate control units for right and left hand hitters allow the user to adjust the pitching height. The Elevation Control will be used primarily for baseball



machines, but can also be utilized for fast pitch softball machines.

The system uses a "step" method. Every depression of the up or down button will move the pitch approximately 6" in the desired direction. The location of the pitch is displayed by our patented row of indicator lights.

The system will easily install with new cages having the new low voltage conduit runs. For retrofits on existing cages, new cables between the coin box and light box must be installed. **Call ABC for details.**

Maintenance Department Saving Time & Money

Why your Maintenance Department Needs Access to a Computer:

Quick and easy communications with J&J, Fun Parts Xpress and Automated Batting Cages. 24 hours, 7 days a week Online access to www.jjamusements.com, www.funpartsxpress.com and www.battingcages.com:

- Easy Parts Lookup
- Up to date Pricing
- Workshop Manuals
- Parts Guides
- Service Bulletins
- Tech Tips
- Service Videos
- How-To Articles
- Product Catalogs
- Specials (Parts, Karts & Boats, balls, etc.)
- The Fun Times® (13 Years of Newsletters Published by J&J Amusements and Automated Batting Cages)
- Inventory Management
- How much inventory do we have?
- How much are we buying and from whom?
- What are we using? Is it excessive? Warranty?
- Tracking & Scheduling Maintenance (This is required in most states)

So get your Maintenance Department up to speed with a computer and internet access today.

Have Questions?

Give J&J or ABC a call and we will gladly help answer any questions you may have of our new products or service techniques.

Our technicians are also available on the weekends and our websites have all kinds of service guidelines, tips, and techniques available 24/7/365.

We have The Answers!

BIGFOOT™
**More Meat,
 Less Money!**
NOW ONLY
\$10.99 each
 In Quantities of 1 or a BILLION!
NO MINIMUM QUANTITY REQUIRED FOR THIS GREAT PRICE

SASQUATCH SAY,
 BUY BIGFOOT™

Part#	Description	Price
007881	Bigfoot Tire, 12x4.00-5 SL72(Only)	\$10.99
007881COMBO	Bigfoot Tire, 12x4.00-5 SL72/Tube Combo	\$11.99

J&J has done it again! We've improved our Bigfoot™ Tire!

This new tire from J&J features a heavier and thicker sidewall to keep the rubber on the road and extend wear.

BIGFOOT™

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