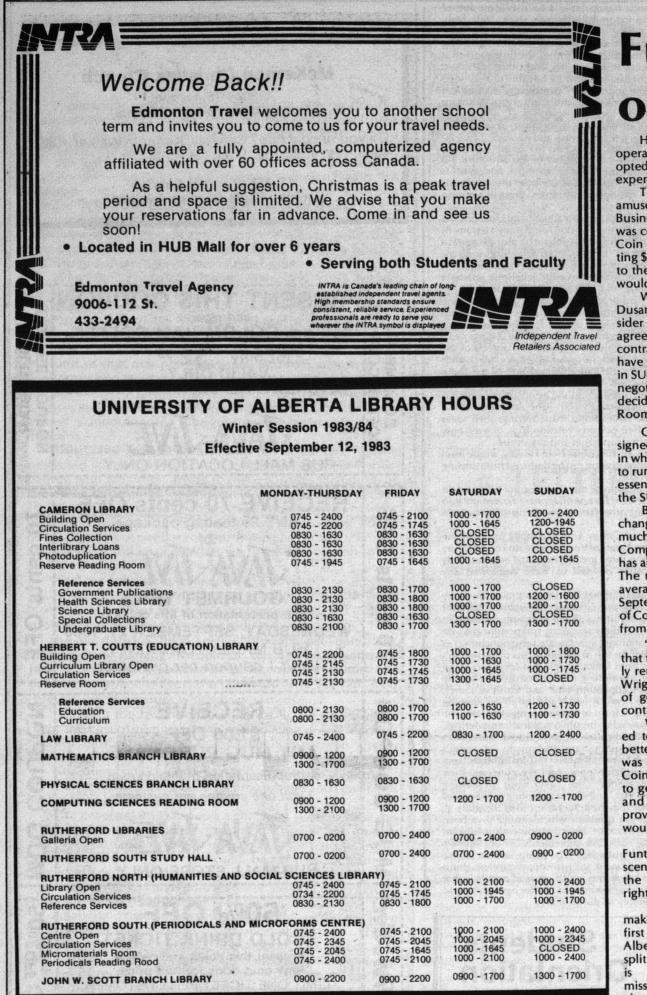
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# Funtronix takes over Games

House of Coin, the previous operator of the SUB Games Room, opted to sell-out rather than experiment with new machines.

The company had run the SU amusement area since 1969. SU Business Manager Tom Wright was concerned that the House of Coin performance, a disappointing \$55,000 a year in commissions to the SU over the past two years, would not get any better.

Wright convinced Wes Van Dusan of House of Coin to consider a buy-out by SU. Van Dusan agreed to release the SU from a contract that would otherwise have seen the company operating in SUB until March 31, 1987. After negotiations, the House of Coin decided to give up the Games Room for \$50,000.

On July 19, 1983, Funtronix signed an agreement with the SU, in which the new firm paid \$37,500 to run the amusement center. This essentially decreased the cost of the SU buy-out to \$12,500.

But it already appears the changeover will pay for itself much sooner than expected. Compared to last year, Funtronix has almost tripled gross revenues. The new operator brought in an average of \$1000 a day gross from September 6 - 13 whereas House of Coin grossed an average of \$345 from September 3 - 17.

"Out biggest problem was that the contract was automatically renewed every five years," said Wright, explaining the difficulties of getting out of the long-term contract with House of Coin.

Wright says Van Dusan refused to bring in new machines or better machines. "The situation was that these people (House of Coin) weren't aggressive enough to get in games, both in number and variety. They weren't providing an outlet that people would want to come to," he said.

John Hopps, co-owner of Funtronix, hopes to change that scenario. "It'll take a year to get the bugs out, that is, to get the right games in."

Hopps predicts Funtronix will make about \$200,000 gross in its first year at the University of Alberta. Thus, based on the 50-50 split that's in their contract, the SU is projecting \$100,000 commissions from the Games Room, almost double last year's figures.

Hopps wants to introduce as many of the new games to U of A students as he can, while keeping most machines at 25 cents.

"We'll retain that price on 90 per cent of the machines this year," said Wright, referring to games like Pac-Man and Donkey Kong Junior.

Does Hopps think that's the right strategy? Obviously, he does. Games were free yesterday. Hopps says he'll draw people into the SUB basement with games at 25 cents.

"I started in this business while I was an electronics instructor at SAIT. I/gradually moved into games," said Hopps.

## Nova Scotia dissatisfied

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members. Almost all agree that CFS-Services is inadequate.

Last year SUNS members voted to call on CFS-Services to change its priorities from nonessential services to services oriented toward student need, such as a national health insurance scheme. They say this call has been repeated with little tangible effect.

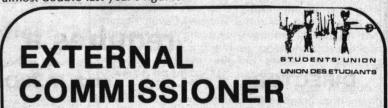
Tim Hill, student union president at Dalhousie, wants a pullout referendum early this fall, but the matter has not yet been decided by student council.

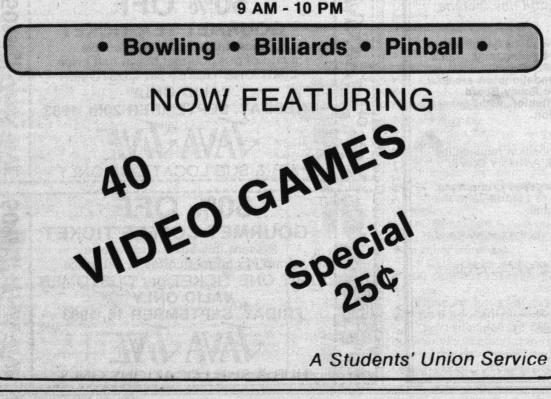
"There's a sense of mistrust between Nova Scotia and the National Office," says CFS chair Graham Dowdell. "We've got an incredible amount of work to do down there."

Dowdell plans on visiting the province later this month.

Last February St. Mary's University voted by a margin of two to one to pull out of CFS. St. Mary's was also the first campus to join CFS, in 1981.

Mike MacLean, president of the Mount St. Vincent University student union, said he will look for "a direct show of faith" from CFS this fall before making any decision on the organization's future on his campus.





**SU Games Area** 

SUB Basement

### Required

#### **Duties:**

- Assist the Vice-President (External) in the investigation of problems relating to:

a) the funding of the University, and its effects on students

b) the accessibility of University education; particularly, the effects of tuition fees, student aid, and differential fees — Assist the Vice-President (External) in organizing and implementing programmes designed to deal with these problems.

Term of Office: Immediately to 30 April 1984

Remuneration: \$300 per month

For Information and/or Applications, contact Students' Union Executive Offices Room 259, SUB Phone 432-4236

Deadline for Applications: 4:00 p.m., Monday, 19 September 1983

Thursday, September 15, 1983