



**Del Guerrini, President of Pennsylvania Amusement and Music Machine Association**

My name is Del Guerrini I am the President of Pennsylvania Amusement and Music Machine Association for the past three years. Additionally, I am the owner of Frank Guerrini Vending Amusement devices, a company my father began in 1939. We lease and maintain coin-operated amusement devices such as internet jukeboxes, arcade games and Pennsylvania Skill amusement devices to businesses across the Commonwealth.

Currently, PAAMA has over eighty coin-operator members. Many of these are small family businesses in Pennsylvania. Like mine, some have been passed down from one generation to the next.

I am here to report that many of these operators, who were struggling just years ago, are thriving since the introduction Pennsylvania Skill amusement devices.

Before Pennsylvania Skill amusement devices, Operators were still marketing their core amusement devices, jukeboxes, pool tables and dart boards and we still do. However, the other half of our businesses have or are in the process of collapsing... video games. With the introduction of gaming on smart phones, the arcades have disappeared. In many ways our struggles are tied to the same struggles many of our malls and retailers are facing with the push to online shopping. Operators have had a hard time buying new equipment and maintaining old equipment. Their vehicle fleets were aging and they were unable to pay existing employees or bring on new ones.

Worse yet, the struggles the operators were facing mirrored the struggles that many bars, taverns, VFWs, American Legions and other clubs were facing. Many of these locations counted on support from the Operators. Operators couldn't support these locations, so the locations started to cut hours. That meant less revenue for the Operators and the entire industry was failing.

However, now that Pennsylvania Skill amusement devices have been introduced to the market things have improved dramatically. These amusement devices have given our consumers a reason to stop in and stay longer at our locations. Our locations have expanded hours again, hired more employees and made much-needed improvements to their establishments, from fixing roofs to replacing floors.

This success has had a direct impact on our Operators. Operators are now able to purchase new equipment and hire additional employees to help with the increased demand. For the first time in decades, things are looking up for our industry.



The one concern is the lack of regulation and stability in the market. Our Operators would like to see the industry regulated. We would like to see the illegal machines removed from the market and the legal Pennsylvania Skill amusement devices market given more stability. This will allow our Operators to plan long-term for the future.

The worst thing that could happen to our industry is to ban Pennsylvania Skill amusement devices. If they are banned, Operators, locations, like clubs and taverns, would go back to struggling and some would go out of business and eventually close.

Pennsylvania Skill Amusement devices have been a lifeline to many struggling family businesses in our industry and we would encourage you to keep these devices legal and weed out the other illegal games that are hurting the marketplace.

Thank you for your time.