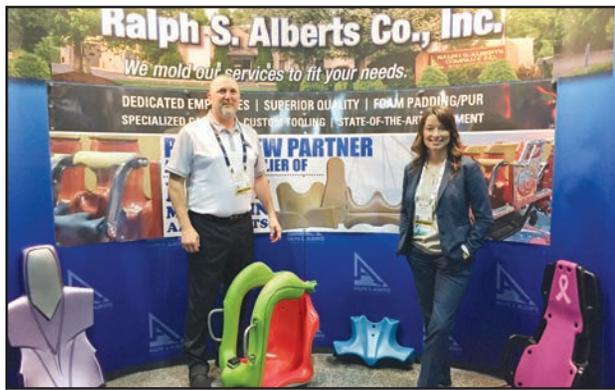


SAFETY, MAINTENANCE & EDUCATION



Above left, Dan Fredericks and Melissa Timco, Ralph Alberts Company, had foam padding samples on display. Above, Zach Hershberger, son of Audio Innovators, owner Dale Hershberger, was on hand at the IAAPA Expo. He plans to go into the family business and attend more trade shows with his dad. Above right, Auxel representatives Giulia Battistello and Marco Savegnago not only spent time discussing the company's maintenance management program, but also promoting its skills and experience in amusement ride retrofitting, repair and manufacturing. AT/PAM SHERBORNE

Suppliers on Expo floor promote safety, maintenance

AT: Pam Sherborne
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ORLANDO, Fla. — Companies that manufacture, market and sell safety products and equipment to the amusement industry don't normally have the large, expertly designed and decorated booths that rise high above others at the 2017 IAAPA Attractions Expo.

However, these companies, which also include computer software for ride maintenance and all emergencies, are there and attendees, as well as other exhibitors, know where they are located. These companies are the backbone of the industry.

Below is a sampling of some of those companies from the IAAPA Attractions Expo 2017 held Nov. 13-17, at the Orange County Convention Center.

Ralph Alberts Company Montoursville, Pa.

This company is a full-service, multifaceted custom molder, using epoxy, urethane, and silicone tools created in-house. The company's departments and capabilities include CNC machining, custom tooling, foam molding, hand casting, injection molding and roto-casting.

Melissa Timco and Dan Fredericks represented Alberts at the IAAPA Expo last November, showing off some of their tried and true products.

"We do a lot of customer service at this show," Timco said. "Most of our customers are here and we get to see them."

Audio Innovators Inc. Riverview, Fla.

Audio Innovators sells safety messaging systems, message

repeaters, two-way radios, and custom sound and announcement systems.

At the IAAPA event last November, owner Dale Hershberger had his son Zach helping him work the booth. The younger Hershberger said they had been extremely busy during the show and had a very good year overall.

He also said that he plans to work in the family business and accompany his father to more trade shows.

Auxel SRL Arcugnano, Italy

Auxel SRL was established in 1978 operating in the sector of design and construction of electronic equipment. Over the years, the company expanded into ride maintenance management for amusement rides, including maintenance software design and integration.

"We do about 500 projects a year," said Marco Savegnago, during the IAAPA Expo.

These projects have Savegnago traveling all over the world including locations such as North Korea. So, the company is not new to the industry, but Savegnago said they are starting to promote their skills of retrofitting and upgrading rides.

"We can do it all," he said. "We also can make rides. We have always been able to do this, we just haven't ever really promoted it. We feel we have the skill and we have the experience."

Auxel products boast an extremely high technological level applied to a wide range of electrical solutions: from design to after-sale support, without geographical limitation.

Gull Wing Industries Alta, Iowa

While at the IAAPA trade show, Alan and Angie Wadsley, owners, Gull Wing Industries, said they had been very busy, primarily visiting with existing companies.

"But, we have picked up a few new customers this year," Alan Wadsley said. "We have had a fantastic year."

On display in their booth was a miniature, to scale, generator trailer, which turned out to be a conversation starter. In fact, while AT was speaking with the Wadsleys, an attendee walked by and asked if the small trailer was real.

The company manufactures portable distribution power systems for festivals, carnivals, electrical contractors, and fairs.

Intercard Inc. St. Louis, Mo.

Since 1979, Intercard Inc. has been a full-service resource for debit card technology in a variety of industries including gaming, amusement, gift and loyalty cards, redemption and POS systems.

The company introduced a new system at the park show called Shindigger, a user-friendly

party and reservation system geared toward making it easier to book parties at family entertainment centers for both the operator and customer.

The company's Lynda Brotherton said they had a lot of interest in the new system at the show.

"We have just been very busy in general," Brotherton said.

Maclan Corp. Lakeland, Fla.

Maegan Wallace, on hand at the Maclan Corp. booth at the IAAPA Expo 2017, said the past year had been a very busy year for the company.

"We have expanded in the size of our facilities and reinvested in new equipment as well as adding several new machines to keep up with customer's demands," Wallace said. "We purchased a new 5,000 square foot building

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Kumba advances safety belt tech



Timo Klaus was energized about the advancements Kumba had made with safety belts. Improved latches and sensors within the clasps insure that no rider can release the belt until an operator signals the latches to do so. The retractable nature of the new belts allow the extension to continue on until it is locked in place. At that point, it retracts. "This increases capacity because riders don't have to continue to start over if they didn't pull it far enough the first time," said Klaus. Also, signals indicate to a ride operator that all our locked, eliminating the need to tuck on each one, thus further improving capacity.

AT/TIM BALDWIN



Above left, Intercard's Lynda Brotherton and Robert Sax stayed very busy during the expo as the company introduced a system called Shindigger. It is a user-friendly system for family entertainment center operators and customers to book reservations as well as parties. Above right, Maegan Wallace and Randy Reid, Maclan Corp., said Maclan has had a very busy year, expanding the size of its facility and upgrading its polyurethane hydrospenser to a Mark XX unit. AT/PAM SHERBORNE

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last year (2016) that we are finally settled into now."

She said this building is housing their expanded Quality Control Department along with shipping and receiving.

"We expanded our machine shop with a new CNC mill and two manual lathes," she said. "We upgraded our polyurethane hydrosponder to a Mark XX and we are currently installing a new CNC lathe."

Maclan announced a partnership with **Vekoma Rides** in August 2016, and that partnership "has been a mutually beneficial relationship for the parks we supply as well as Maclan and Vekoma."

**Millennium Elastomers
Gardena, Calif.**

Millennium Elastomers manufactures polyurethane, rubber and nylon wheels for roller coasters, carnival and amusement rides. The company provides both new and relined wheels to the industry.

Gregg Jahelka and Jason Lindsey were representing the company in the Millennium booth during the IAAPA tradeshow. They agreed the show was very well attended and they were staying very busy.

The company displayed an array of wheels and products in the booth.

**Safe-Strap Company
Fort Myers, Fla.**

The 2017 IAAPA tradeshow was the third year this company has exhibited its Safe Strap remote

ride locking restraint. **Charma Wilderson** and **Chris Johnson**, representing **Safe-Strap**, said they had been bustling during the show.

"We keep updating it, trying to make it more simple to load and reload rides, but also keeping it safe," Johnson said.

The restraint allows the ride operator to know when all the restraints are locked. When the strap is inserted into the locking mechanism, the release becomes lighted.

**Smarte Carte, Inc.
St. Paul, Minn.**

Smarte Carte's locker program is an all-inclusive, revenue share concession. The electronic storage lockers include advanced features like PIN code, RFID, barcode ticket, barcode wristband or biometric locker access that can be customized to create the right storage.

The company was awarded an IAAPA Brass Ring Award during the association expo. Accord-

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Above left, Alan and Angie Wadsley stand behind their (to scale) miniature generator trailer at the IAAPA Expo. Above, Uremet Corp. was represented on the show floor by (from left), Thom Cammarota, Steven McAllaster, and Jessy Coffeen. Above right, Jonathan Barry (left), and Michael Stewart, are part of the commercial facilities team of the Sector Outreach & Programs Division of U.S. Homeland Security who were on hand to let attendees and exhibitors know the support and resources that can be obtained from their department. AT/PAM SHERBORNE

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ing to Steve Wagner of Smarte Carte, their Locker Link 2 won first place in Best New Product under the Services, Equipment and Supplies category.

The Locker Link 2 provides full park seamless integration for customer ease with their lockers while on premises.

Uremet Corp.
Santa Ana, Calif.

Uremet Corporation, a supplier of polyurethane industrial wheels, was founded in 1992. Initially focusing on bonding polyurethane to metal, the company now specializes in durable wheels for a variety of applications, particularly amusement roller coaster wheels.

The company's **Thom Cammarota**, **Steven McAllaster**, and **Jessy Coffeen** were on hand during the IAAPA Expo 2017, along with a variety of product.

U.S. Department of Homeland Security
Washington, D.C.

Jonathan Barry and **Michael Stewart**, part of the commercial facilities team of the Sector Out-



Seen at the IAAPA Expo 2017 were Gregg Jahelka, left, and Jason Lindsey, Millennium Elastomers, manufactures wheels for amusement rides. AT/PAM SHERBORNE

reach & Programs Division of **U.S. Homeland Security**, said their presence sometimes causes some sideway looks.

"We often have people sort of look at us and then come back and say, 'Why are you guys here?'" Barry said.

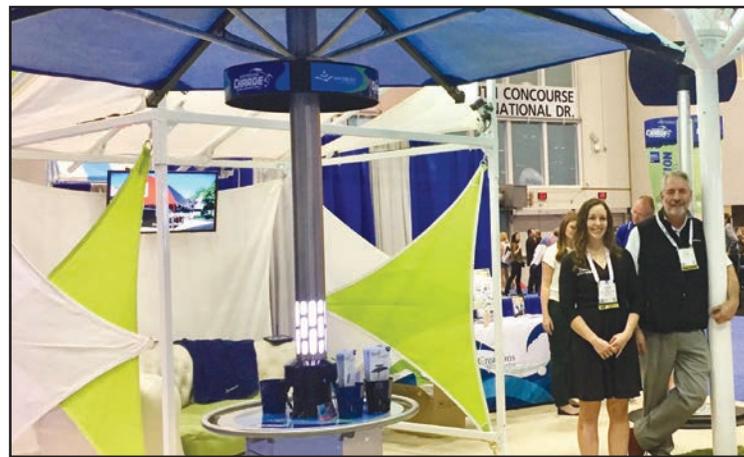
The reason they show up at events such as the IAAPA Attractions Expo 2017 is to educate those in any industry that gather people together about the resources that are out there to keep their facilities and events safe.

The booth at IAAPA provid-

ed an abundance of written information on an array of programs and resource materials that are offered by that division free to anyone who is in need of it.

Waterloo Tent and Tarp Co. Inc.
Waterloo, Iowa

Waterloo Tent and Tarp manufactures amusement ride canvas, game joints, umbrellas, tents, related canvas products, shade creations and solar charging stations, and specializes in custom products.



Cheri Koth and Pete Downs show off Waterloo Tent and Tarp's shade tree with the company's newest version of the Quick Connect solar-charging station that has Wi-Fi capabilities. AT/PAM SHERBORNE

At the IAAPA Expo, the company exhibited many products including its Snack Shack, shade tree and the latest version of the Quick Connect solar charging station.

Owner **Pete Downs** said they began working on charging stations in 2013, with the first being a stand-up version. The second also was a stand-up model but with updated electronics.

The latest station is a round table with bench seating that is covered by an umbrella. The solar panels are located over the

umbrella. It has six charging ports, LED lighting, space for marketing and has Wi-Fi capabilities.

"It can charge up to 400 phones a day," Downs said.

The stainless steel station is able to sustain wind loads of 155 mph.

Waterloo has had a very successful 2017. Downs feels their customer service is really the best part of the company. He also is grateful that his son, **Cody Downs**, has taken on a larger role in the company.

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