

## ANNUAL MEETING OF GREF

The Gaming Regulators European Forum (GREF) held its Annual Meeting in Copenhagen, Denmark. 88 participants were present from 23 European countries. The three GREF working groups held meetings by way of group discussions. The Working Group on Technical Issues monitors technological developments in the gaming business and may propose common standards on technical issues. The Working Group on Information and Statistics develops and maintains a common reference framework for information sharing and statistics. The Working Group on Gambling Addiction monitors and reports on prevalence studies, preventive measures and treatment programmes with regard to compulsive gambling.



Participants at the Annual Meeting in Copenhagen

## REMODELLING OF CASINO DA MADEIRA

A fully modernized, Casino da Madeira at Funchal, Portugal, reopened its doors on 18 July. Group Pestana concluded the uplift project of the Casino presenting a totally renovated interior decor and new outside lighting. The theme is the sea, and all the décor is entirely based around the colours blue and green. By concentrating gaming activity on the ground floor, the overall remodelling of the Casino has created a Mixed Room. The entrance floor has gained an additional area, equipped with 2 American Roulettes, 2 Black Jacks, and 1 Poker, in addition to slots.



## DOUBTS ABOUT THE "REINO DE DON QUIJOTE": YES ... AND NO

In recent months, doubts have arisen regarding the Harrah's group commitment to its project to build the "Reino de Don Quijote" complex, featuring a Las Vegas-style Casino, in Ciudad Real, Spain. Andrew Tottenham, Managing Director of Development for Europe, has said that the project is still in the development phase: "The design phase is almost completed, but we have slowed down a bit, waiting for the current economic climate to improve to make financing available for big projects in Spain". Tottenham was responding to declarations by Gary Loveman, Harrah's CEO, who had said that the project had been paralysed due to the downturn in the Spanish property market.



Model of the Casino planned for El Reino de Don Quijote

## CASINO ZARAGOZA GOES FOR "NOVO MULTI-ROULETTE™"

Novomatic Gaming Spain has completed the first Novo Multi-Roulette™ installation at Casino Zaragoza, consisting of 12 individual player terminals, a fully automated Roulette wheel and four giant plasma displays. The entire Roulette installation runs on the server-based Novo Unity™ multiplayer platform. With 8 terminals positioned in the Casino's live gaming area and another group of four attracting guests in the slot area, the Novo Unity™ installation proves its great flexibility in terms of gaming floor design. The large plasma displays feature a live camera broadcast of the Roulette wheel as well as the Novo Wheel Info Display™ with detailed game statistics such as minimum/maximum bets, comprehensive even chances statistics, along with the last 20 numbers, hot and cold numbers and a live picture of the Roulette wheel.



"Novo Multi-Roulette™"

## EUROPEAN UNION CONCERNED ABOUT "GRAN SCALA"

According to Alejo Vidal-Quadras, Vice-President of the European Parliament, "this body views the Gran Scala macro Casino and theme park project planned for Los Monegros in Spain with concern as it may have a certain negative environmental impact. However, we have to take an interest in all initiatives which may contribute to create employment."



## NEW TENDENCIES IN SLOTS

In July, the Spanish Association of Gaming Arcades (ANESAR) held a symposium to present new tendencies in special slots, interconnection systems, payment means and new gaming modes. Companies showing their wares included Dosniha, Gigames, Metronia, MC Bingo, R. Franco, Unidesa and Zitro. Ever since Metronia installed primitive bingo machines in three arcades in Andalusia, Spain, in 2005, these special models have undergone massive progress. The newest ones offer a very tempting prize panel. However, certain companies have been showing very similar models for months, selling them as novelties, when, in reality, they are no such thing.



## BIG INTERNATIONAL EXPANSION FOR ZITRO

Over the last quarter, Global Zitro has stepped up its commercial activity, supplying its products to many Spanish gaming establishments. The installation of its electronic Texas Hold'em table at Casino de Marbella was a huge success. This revolutionary table is designed on the basis of an automatic system, requiring neither cards nor chips. Each player has a digital monitor to control their cards and bets, with the layout in the centre of the table, so players can follow the progress of the game. Zitro has also installed several lines of slots at Casino de Torrequebrada, to general player satisfaction. The company is also notably increasing its presence in Spanish bingos. A new annex has been added to Bingo Guadalajara, designed and fitted out by Zitro with 20 electronic bingo machines. A similar room was inaugurated at Bingo Reno in Palencia, with 40 of its most famous machines, such as "Bingo Dream", "Bingo 3000", "Power Mania" and "Island Bingo". New rooms designed by Zitro were also opened at Bingo El Gamonal in Burgos, and Bingo Puertollano, equipped with the company's latest electronic bingo machines, and special Zitro bingo machines were installed in four new halls in Zaragoza, where a 16-machine room was launched at Bingo Las Fuentes.



Zitro Chairman, Johnny Ortiz

Zitro spoke of its card print test for traditional bingo and the launch of its BET Electronic Bingo at the General Meeting of ASECAL. "These launches are the best proof of Zitro's expansion in Spain. We are very happy with the reception our products have received from Spanish players and with our growth in Spain and internationally", stated one Zitro executive. Zitro Chairman Johnny Ortiz explained the company's keys to international success: "Zitro is the indisputable leader in Mexico. We aim to reaffirm our leadership by maintaining a continuous increase in the number of machines installed and in their drop. We are carrying out market studies to launch new products in other countries such as Argentina, now that we are completely established in Spain and Panama and have begun to penetrate other interesting markets such as the Dominican Republic".



Zitro electronic Texas Hold'Em machine



Zitro executives, headed by General Director Antonio Martínez Alcázar, with machines installed in Bingo Puertollano



Attendees at the ASECAL General Meeting, including Zitro executives



Zitro executives Antonio Martínez Alcázar and Juan Carlos Martínez with Bingo Guadalajara owners in the special machine room designed by Zitro

# EUROPEAN ROUND UP

## METRONIA PRESENTS GAMES OF THE FUTURE AT FER-INTERAZAR

Ever since the F.B.-Metronia Group was created in 1985, it has installed some 5000 machines in Bingo halls in over 50 countries, including Ireland, Cyprus, Italy, Portugal, Romania, Norway, Hungary, Spain, Brazil, Mexico, Venezuela, Guatemala, El Salvador, Panama and Israel.

This long list acquired a new addition recently, in the shape of the United Kingdom, one of the most demanding markets in Europe, where machines were installed in five gaming establishments.

This international expansion is mirrored by growth in Spain, where Metronia is one of the best-established companies. Metronia's major event in the Spanish market is the FER-Interazar fair, where the company showcased a wide range of products, including two games which are proving very popular, "Imperium" and "London Play, along with an electronic Bingo, a game which is taking off in many countries and for which Metronia has high hopes for the Spanish market.

Chairman Félix Sánchez spoke to this magazine of the other products presented: "We are indisputable leaders of the special Bingo machine market, with 80% of the Spanish market. This fair is a meeting without clients, where we aim to show that we work harder than anybody. We have showcased a wide range of Bingo concepts, one I don't think any company in the world can equal. We are showing many models of Bingo games on special machines that are leading the market and that are habitually used in our operations. We are also presenting the "Metronia on-line" integral cash control and management system, which we have designed in collaboration with our clients, listening to their needs and suggestions. We also have new software for traditional Bingo. Lastly, we have a Bingo Galáctico, the Bingo of the future, in which we are pioneers and which other companies are starting to copy. And we mustn't forget our famous Bombo drum, an emblem of our company and the most photographed product at all the fairs we attend".



Metronia executives

One of the major attractions of the stand was the private area for VIP clients, where Metronia gave them an exclusive preview of new games awaiting certification, which will totally revolutionise the market. With regard to the future, Mr Sánchez declared, "We are pulling out all the stops and we don't know or care what others are doing. We are looking to the future and don't intend to see anybody there ahead of us. If we find better stuff on the horizon, we will congratulate them and keep on working. We may be equalled, but we will never be surpassed".



Félix Sánchez, Chairman of Metronia



Félix Sánchez receives the Golden Ace 2007 prize from Pedro Galindo, editor of Casinos de Latinoamérica, at the first edition of ELA in Mexico



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## COMEDY AT CASINO GRAN MADRID

Over the summer, Casino Gran Madrid held a series of shows featuring some of the best-known Spanish comedians. The Casino's modern show room was packed for each show, the first by Miki Nadal and Ángel Martín, who considered that in the Casino "its all in your favour, because people are waiting for the show and the feeling is really satisfying". The two, both comedians and television presenters, have been audience favourites with Spanish viewers for months.



Miki Nadal

Florentino Fernández gave another great show, delighting the audience with his surrealist monologues. In other news, several Poker tournaments were held in July and August, featuring many top-class players. Next October, to coincide with the Casino's 27<sup>th</sup> anniversary, the new International Poker Tournament Room will be opened, making Casino Gran Madrid one of the major stops on the main international poker circuit.



Ángel Martín



Florentino Fernández