

WEBAK AVOIDS THE BIG PLAYERS

WHILE all of the other international suppliers of AWP are looking at the new German market and steering clear of direct involvement – unless they can work with one of the established 'majors' – one small Austrian company has shown them how to do it.

Webak, based near Linz, has taken its multigame Casino Elegance Slim 1 into Germany, pushed it through its PTB testing procedures, obtained clearance and begun to

market the video-based Bell Scatter game through six independent distributors.

"We had no problems with the PTB," said Eveline Kreiner, one of the principals of the company. "They were very co-operative."

Now Germany has been added to the list of countries where the game will operate, alongside Austria, Sweden, the Czech Republic, Slovakia and Poland. Approval has also been gained in Hungary. There is different software for each country.

Four more games will be added to the system in the next few months.

The IMA show in Düsseldorf was a major milestone for Webak. "We are now sold out right through to the end of March," said Kreiner. "We are the first non-German company to obtain PTB approval for an AWP since the law changed."

Webak will sell through Neox of Bingen, Noro of Augsburg, Seldi of Würzburg, Profimatic of Osnabruck, Kruger of Berlin and Jubeal of Saarland.



Eveline Kreiner with the new AWP that has been approved for sale in Germany