

Daniel Villegas of Juan Neustadtel Visits Headquarters



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JUAN NEUSTADTEL



Country of Colombia

Daniel Villegas of Juan Neustadtel, Jarvis' Colombian representative, visited Jarvis' Middletown facility on October 23, 2000. Mr. Vincent R. Volpe, President of Jarvis Products Corporation, provided a personal tour of the headquarters and manufacturing facility. Discussed during the visit were current conditions affecting the



Daniel Villegas with John Sadlowski, Jarvis technician.

Colombian meat industry, and new ideas for improving Jarvis equipment sales in Colombia. Mr. Villegas is in charge of Juan Neustadtel's sales operation. He is responsible for all sales in Colombia, with the exception of the Bogota area, which is handled by David Montoya, the company's other sales manager.

"The Colombian meat and poultry industries are just starting to grow. The meat packing plants in my country are becoming fully automated. Plant owners are looking for additional, cost-effective equipment to augment production. There is a serious financial situation affecting the poultry industry - the price of product versus the current price of feed. The poultry industry is currently looking for products to cut costs and increase productivity. This is a good time for Jarvis and my company to develop a sound sales plan and marketing strategy" - Daniel Villegas.

John Neustadtel, an Austrian immigrant, founded Juan Neustadtel in the 1950's to import paper products. Today the company is an importer and distributor of products that support Colombia's extensive meatpacking and poultry processing industries. John Neustadtel died in 1975. President Walter Weber, and Vice President Jose Luis Peralta currently run the twenty employee company which maintains offices in both Medellin and Bogota.



Daniel Villegas with Richard Dunn, Jarvis' Advertising Coordinator and editor of this newsletter.

Juan Neustadtel and Jarvis Products have a ten-year relationship. Products mainly imported for the meat industry are Jarvis SEC circular breaking saws, JCIII A dehiders, carcass splitting band saws, Model 500HC and Model 30CL-1/CL-2 hock cutters. For poultry processors, Model VC poultry vent cutters, LKE-1 lung guns and Model CPE chicken hock and neck cutters are the chief imports. "In Colombia Jarvis is a well known and highly respected company having a good image associated with a quality product", says Mr. Villegas. He was greatly impressed with the advanced technologies observed at our Middletown production facility. According to Daniel Villegas, "Jarvis has a technological advantage which works against its competitors".



Henry (on left) and Penny Davis

To Omahato Visit Friends and Customers - the Greater Omaha Packing Company.....

During an August, 2000 visit to Omaha, Mr. Volpe visited a good Jarvis customer, the Greater Omaha Packing Company, which has just built a new facility for beef slaughter and boning operations. Seen here is Mr. Penny Davis and his son Henry Davis, who are the present directors and owners of that company. Also shown at the Greater Omaha Packing Company are Mr. Greg Hanson, supervisor of all the Mid-Western Jarvis servicemen and Mr. Terry Aldag, one of his service people.

... and Nebraska Beef



Greg Hanson (on left) and Terry Aldag



Pasquel Reyes, Kill Maintenance Engineer

Also during his visit to Omaha, Mr. Volpe visited another long associate, Nebraska Beef to see Mr. Pasquel Reyes and Mario Villarreal who actually operate that very fine operation.



Mario Villarreal, Plant Manager



FPE's Brian Carey Visits

Brian Carey, Director of Food Processing Equipment (FPE), Jarvis' distributor in Australia, visited Jarvis headquarters during the first week of October, 2000.



Brian Carey discussing quality insurance procedures with Ron Turner, Jarvis tool inspector.

Besides inspecting the Middletown facility and discussing Australian business conditions, Mr.



Vincent R. Volpe also provided a tour of the Foxwoods Casino, Connecticut's largest tourist attraction and entertainment center. Foxwoods is also the World's largest gambling casino. From the picture it looks like both parties are enjoying themselves and hopefully having a rewarding visit, or did they come up empty?

Spectacular Fall Foliage



This year, here in New England, the fall foliage has been spectacular due to a combination of dry weather, above average day-time temperatures, and cool nights. For the unfortunate ones who cannot be here to witness the sight of a red, orange or yellow tree and a broad landscape displaying waving multiple-bands of color, we are displaying some recent photographs snapped at our Middletown, Connecticut facility. Enjoy!!





Joyce Dyer of Enterprise Corporation Visits World Headquarters



Enterprise's Joyce Dyer

Joyce Dyer, Western Sales Manager of Enterprise Corporation, a large packing house supply company located in LaSalle, Colorado visited Jarvis' world headquarters during the second week of October, 2000. The main purpose of the visit was to see Mr. Vincent R. Volpe, President of Jarvis Products, and to discuss current packing house equipment requirements. Jarvis and Enterprise have been doing business for many years. Ms. Dyer has been personally working with Jarvis Products for about three years. After dealing with other tool manufactures, Joyce has high praise for Jarvis and our line of meat and poultry processing equipment. Enterprise's customers routinely praise Jarvis tools for their dependability and ruggedness under difficult field conditions. According to Joyce, "Jarvis is great to work with. I never worry about reliability problems. Such tools as the Buster saws, the NBS-1 neck bone saw, Wellsaws, and the MG-1 beef brisket saw make the Jarvis name renowned throughout the industry, and add to Jarvis' reputation for best productivity at less per head cost".

Besides tool performance, Ms. Dyer says "Jarvis has an excellent reputation for being very customer oriented, namely great service and accessibility". Joyce mentioned one incident when a Garden City, Kansas customer was experiencing equipment difficulties during a weekend shift. One phone call quickly brought Doug Bain, Jarvis' Western District Manager and serviceman Kurt Wolf to the facility. After diagnosing and evaluating the problem, they fixed the trouble and brought the plant back to maximum capability. "The customer was greatly impressed with the fast response time" - Joyce Dyer.

Smithfield Foods Representatives Tour Middletown Facility



Smithfield's Buxton Wells (on left) and Delbert Edwards (center) with Jarvis supervisor Greg Hanson inspecting the Model JCK-1 Automatic Hog Splitter.

Earlier this year, Buxton Wells, Quality Plant Engineer at the Smithfield-Gwaltney plant in Smithfield, Virginia and Delbert Edwards, Marketing Supervisor at the Smithfield processing plant in Tar Heel, North Carolina visited Jarvis' Middletown operation. Jarvis supervisor Greg Hanson and serviceman Donnie Conz gave the Smithfield representatives a complete tour of our manufacturing and headquarters center.



Smithfield's Delbert Edwards (on left) and Buxton Wells (center) with Jarvis serviceman Donnie Conz examining a newly manufactured Model SEC 400 Carcass Splitting Circular Saw.

Smithfield Foods is the World's largest pork processor with a 1999 fiscal production of 5.3 billion pounds of high-quality fresh pork and processed meats including hams, hog dogs, loins and ribs. Processed products are marketed in the United States and in twenty-five overseas markets, including Canada, Poland, France, Japan and Mexico. The company is also the World's largest hog producer, owning and operating hog farms with approximately 680,000 sows in North Carolina, South Carolina, Virginia, Utah, Colorado, Texas, Oklahoma, South Dakota, Missouri, Illinois, Mexico and Brazil. Last year Smithfield Foods achieved sales of \$5.2 billion U.S. dollars.