

FEDERATION OF DISTRIBUTORS

JARVIS

Newsletter



Issue No.1, January, 2000



Welcome from Vincent R. Volpe, President Jarvis Products

Welcome to the first issue of our Jarvis J26 Federation of Distributors Newsletter. We dedicate this issue to the memory of our dear friend J.C. Kielwasser. This newsletter was created as a timely method to distribute company and product information among our family of exclusive distributors. We hope it will become a valuable vehicle for sharing and dispensing important information.

Along with product information, this newsletter will also dispense other items of interest, such as important people who have visited company facilities and exhibitions, industry tidbits, employee and distributor profiles. In the past, people have shared with me new uses and unique applications of Jarvis products. I've been told of some very innovative sales techniques that really worked and increased tool sales. All this information will now be readily available to you through our newsletter. Sharing of information is a two-way street. I would love to hear from you, especially if it concerns important developments in your individual businesses, customer comments, and any unique uses of Jarvis tools. Our newsletter will broadcast this information.

Please read the below article on our newest product developed for the hog industry - our Model JCK-1 Automatic Hog Splitter. This machine was designed by Jean-Claude Kielwasser. J.C. passed away on May 31, 1999. I am happy to dedicate this issue to his memory. I would like to know what you think of this first issue. Your feed-back is extremely important, especially if we want this newsletter to be successful. All comments from you will be welcomed.

IN MEMORIAM

For those distributors and friends who knew Jean-Claude Kielwasser, we have to sadly report that he passed away on May 31, 1999. He was our colleague and dear friend. Died at the age of 53. Much too soon.

No doubt, many of you had the opportunity to know him at some of our recent exhibitions. He came to us in March 1998 from France with his wife, Dominique, and son Julian. They moved to Middletown into one of our Company homes and settled in very well. During his time from March until December, J.C. worked diligently with our engineering department to design and build the JCK-1, Automatic Hog Splitter. J.C. became the head of our automation department, and was to organize it completely along the lines of an independent company. He was to start the automation project with his machine, and some previous machines made by Jarvis.

During his time here, he told me that one of his proudest moments was when he received approval from the American Emigration Service to enter this country with his family. Jean-Claude told me that since he was 16 years old he always wanted to live in this country and work here. He finally achieved his life-long dream.



IN MEMORIAM (continued)

We successfully completed the JCK-1, and in October exhibited it at the recent American Meat Institute Exhibition in Chicago. Since October, the machine has received a lot of notoriety, and it's well underway to being tested.

We are sure that all of you who met J.C. recognized that his work ethic was beyond reproach. One of his hobbies was the restoration of American classic cars. J.C.'s memorial service was held here in July, 1999. He was remembered as having dealt with his move to the USA with much enthusiasm. For us who worked along side of him, we will always remember his high energy level, his serious devotion to Jarvis, and the amount of effort he extended to successfully design his machine. He was liked and respected not by just those with whom he worked, but also by his associates and others who he had interacted with during his life time.

J.C. is survived by this wife, Dominique, and son Julian, who have returned to France. They were in this country on a temporary visa. Within a year's time they would have received a green card, and would have become a permanent visa holder, but that just didn't happen. I want to dedicate this First Issue to his memory. We still keep in contact with his family; they are carrying on in Europe. We miss J. C. deeply.



The Jarvis Model JCK-1 electric - automatic splitter for hogs.



Mr. Vincent R. Volpe, President Jarvis Products Corp., standing in front of the new JCK-1 automatic hog splitting machine being introduced at AMI's World Food Expo 99 in Chicago.

Model JCK-1 Hog Splitter Displayed at 1999 World Food Expo

Jarvis' Model JCK-1 Automatic Hog Splitter was presented for the first time to the meat packing industry at the semi-annual AMI sponsored World Food Expo, held October 25 through the 31st at Mc Cormick Place in Chicago, Illinois.

The JCK-1 incorporates the latest technology in automatic hog splitting, including a five axis computerized mechanism that's capable of splitting a maximum 650 hogs per hour - regardless of size or weight. Some other features of the machine include customized PLC programs tailored for individual requirements, a variable speed cutting head for different types of blades, movement of splitting station adjusts to any variances in chain speed during production and pressurized lubrication for extended life of bearings and gears.

Those who viewed the JCK-1 were impressed with its dimensions (approximately 11 feet across, 13 1/2 feet high, and a depth of over 7 feet), the performance of the machine's variable speed cutting head, and the capability of splitting 650 hog carcasses per hour.

Based upon comments received by booth visitors, Jarvis' automated hog splitter was very well received by Jarvis' affiliates, their customers, and others in the meat packing industry. The much higher splitting rate, coupled with an extra clean cut provides owners and managers higher production rates and faster line operations. To fit individual plant requirements, the JCK-1's PLC programs can be easily customized. Rugged stainless steel construction and a pressurized lubrication system offers more efficient, less troublesome machine operation.



Representatives of Swedish Meat Processing Company Visit Jarvis Products



Three representatives of Swedish Meats (SQM), one of Scandinavia's largest food processing organizations, visited Jarvis Products Corporation in Middletown on October 25, 1999. The three Swedish Meats' representatives were Per-Arne Lundin, Technical Director, Mikael Svensson, Head of Product Development, and Lennart Nilsson, Head of Production. Accompanying the group was Thomas Claughton-Wallin, Managing Director of Infood, a Sweden based company servicing the Scandinavian meat processing industry. Mr. Claughton-Wallin is also Jarvis' exclusive representative in Denmark, Sweden and Norway.



Per-Arne Lundin, Lennart Nilsson, and Mikael Svensson from Swedish Meats with Thomas Claughton-Wallin (third from left) visit Middletown plant on Oct 25, 1999.

Vincent R. Volpe, President of Jarvis Products, gave the SQM visitors a tour of the Jarvis production facilities in Middletown, Connecticut. The group stopped in Middletown while on their way to the AMI (American Meat Institute) sponsored 1999 World Food Expo held at Mc Cormick Place in Chicago, Illinois.

Swedish Meats is one of northern Europe's largest meat packing and food processing companies. It has large production facilities in several Swedish localities, and has over 5,000 employees. Besides serving Scandinavia, the company exports food products to other European countries.

Swedish Meats and Jarvis Products Corporation have a thirty-five year history of cooperation. The relationship began by Jarvis supplying small hand-held dehider tools to aid production. Eventually, Jarvis became one of SQM's major suppliers of large production equipment, such as Model Buster IV and V carcass splitting bandsaws. The Swedish company is very satisfied with Jarvis products, especially after discovering that the rugged, well-balanced Jarvis bandsaws can split carcasses more cleanly and evenly than other brands. Along with high quality, the three SQM representatives also praised the "easy-to-clean" features of the model Buster saws.



Per-Arne Lundin, Mikael Svensson and Lennart Nilsson from Swedish Meats inspect parts manufactured at Jarvis' Middletown, Connecticut production facility.

Swedish Meats is currently interested in two Jarvis products; the CV-1 Steam Vacuum System and the new JCK-1 Automatic Hog Splitter. SQM recently received permission from the Swedish government to conduct a six-month trial evaluating the use of steam during removal of spinal cords from beef, hogs and sheep carcasses. Company representatives may fly to Ireland to view firsthand the CV-1 and the spinal cord removal with steam. One of the main reasons for attending the 1999 World Food Expo was to see the new model JCK -1, the latest technology in automatic hog splitting. Of particular interest to the group was the JCK-1's maximum production capability of 650 carcasses per hour compared to other machines having less capacity.

Jarvis Affiliates Visit World Headquarters



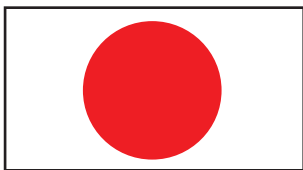
Deon Myburgh, Technical Advisor of Jarvis Products Corporation RSA, South Africa and Joe Shirai, Assistant Manager of Jarvis Japan Company, Ltd. visited Jarvis' world headquarters during the last week of October, 1999. The two spent three days in Middletown, Connecticut meeting with Vincent R. Volpe, President of Jarvis Products, and other company officials.

After visiting the facility and touring the plant, Mr. Myburgh and Mr. Shirai flew to Chicago, Illinois to attend the AMI (American Meat Institute) sponsored 1999 World Food Expo held at McCormick Place.

Ben Myburgh, Deon's father, founded Jarvis Products Corporation RSA in 1986. The company is located in Johannesburg and has 14 employees. It supplies and services meatpacking equipment in the Republic of South Africa, Namibia, Botswana, Zambia, Mozambique and Angola. The majority of Jarvis tools sold are dehiders and Buster V and Buster VI bandsaws, used to process beef, ostrich, chicken, sheep and pork products. "Our customers love Jarvis products, their quality and endurance" says Deon Myburgh. "In fact, our customers regard the Buster V and Buster VI as the Rolls Royce of bandsaws".

Deon mentioned some unique ways their customers use Jarvis products. In South Africa, the 525-1 Sheep Hock Cutter is used to cut ostrich necks and the 500HC Hock Cutter is used to clean off springbok necks. (The springbok is a deer-like animal.) At Kruger National Park, Buster V saws are used to cut up buffalo, giraffe and even elephant carcasses.

While at the 1999 World Food Expo, Deon Myburgh is anxious to see the new JCK-1 Automatic Hog Splitter. Besides splitting hogs, he hopes that someday the machine can also be used to split beef or sheep carcasses.



Jarvis Japan Company, Ltd. was also founded in 1986 by Mitsuharu Shirai. Headquartered in Tokyo, the company sells and services Jarvis products in Japan, the People's Republic of China and Taiwan. As with South Africa, the majority of tools sold are dehiders (JCII and JCIII A) and bandsaws (Buster IV and Buster V), mainly in the production of beef and pork. According to

Joe Shirai, "in quality conscious Japan, Jarvis tools are highly regarded for their high standards, performance and durability".

Joe mentioned a different use of the Model 70 Airsnip. Designed for poultry use, Japanese fisheries use the Model 70 to cut Salmon fins and crab legs. "They (the fisheries) love the tool", says Joe Shirai. "Crab legs are pretty tough, and the Airsnip cuts right through them without difficulty."

Along with Deon, Joe Shirai wants to see the JCK-1 hog splitter. I can't believe its amazing capacity of 650 carcasses per hour. "In Japan, the largest slaughter house can only split barely 2000 hogs a day".