

FEDERATION OF DISTRIBUTORS NEWSLETTER



Issue No. 20, August, 2001



Welcome Aboard!! Jarvis Skandinavien AB Our 10th Wholly Owned Subsidiary



Denmark



Sweden



Norway

Scandinavia



Limhamn-Malmö,
headquarters of Jarvis
Skandinavien AB.

On April 5, 2001, Jarvis Products Corporation announced a new addition to our corporate family - Jarvis Skandinavien AB. Formally Infood AB, Jarvis' exclusive Scandinavian representative (described in issue No. 12, August, 2000), our new affiliate's main function is to service the special needs of our Scandinavian customers - the meat processing industries of Denmark, Sweden and Norway.

The new company's address is Krossverksgatan 8, S-216 16 Limhamn-Malmö, Sweden. The telephone number is + 46 40 16 54 00; fax number is + 46 40 16 54 28; E-mail address is jarvis.products@telia.com. A web page, www.jarvis.se, will hopefully be ready by September. Beside Swedish, the web page will also be in English.

Bengt Sandberg, who previously had been Jarvis' resident Scandinavian Serviceman and Technician, is now Jarvis Skandinavien AB's General Manager. To better inform customers about Jarvis' equipment and service, Bengt created Jarvis Skandinavien AB's own customer newsletter - the *Nyhetsbrev Jarvis*. Besides Scandinavia, the company has started to distribute Jarvis product information in the Baltic states and also Iceland.



Headquarters of Jarvis Skandinavien AB in Limhamn-Malmö, Sweden, our newest wholly owned subsidiary.

The supporting staff of Jarvis Skandinavien AB includes Lass Brøndum Nielsen, sales representative in Denmark, Björn Bakke, sales representative in Norway, Linda Carlsson, responsible for internal sales and administration, Agneta Carlsson, the new company's book keeper, Gaby Reiche, who handles text translation and newsletter distribution, and Carl-Johan Öhman, the service technician.

Infod AB enjoyed a great reputation for supplying their customers with the highest quality equipment at reasonable prices, outstanding equipment servicing and personal customer contact. Scandinavians also regarded Infod as an excellent informational source regarding meat processing equipment and production line operations. Jarvis Skandinavien AB will maintain this reputation regarding upmost equipment quality, superior service and emphasis on face-to-face contacts.



Waving to the cameraman while celebrating the announcement of their new company are (from left) Carl-Johan Öhman, Jarvis Service Technician, Bengt Sandberg, Jarvis Skandinavien AB's new General Manager and Linda Carlsson, internal sales and administration.



Celebrating the creation of Jarvis' newest wholly owned subsidiary is Vincent R. Volpe, President Jarvis Products Corporation. Next to Mr. Volpe is Linda Carlsson.



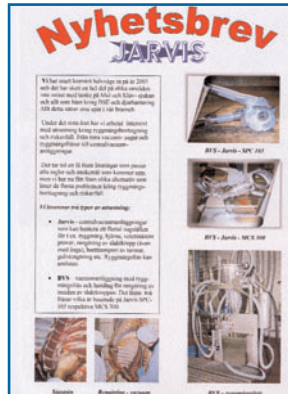
Discussing current Scandinavian meat industry conditions are Bengt Sandberg, Jarvis Skandinavien AB's General Manager with Armin Kreis of BVS Germany.



Brøndum Nielsen (on right), Jarvis' sales representative in Denmark demonstrating a 1000FS circular breaking saw to a potential customer.



Getting familiar with their new office surroundings are (from left) Carl-Johan Öhman, Jarvis Service Technician and Gaby Reiche who handles all translations and is also responsible for the distribution of the *Nyhetsbrev Jarvis* newsletter.



To better inform Scandinavian customers about Jarvis equipment, Jarvis Skandinavien AB has established its own monthly newsletter - the *Nyhetsbrev Jarvis*.



Reviewing such exciting subjects as inventory, billing procedures and monthly revenue statements are (from left) Linda Carlsson, Joe Pugliares, Jarvis' MIS Director, and Agneta Carlsson, Jarvis Skandinavien's book keeper.



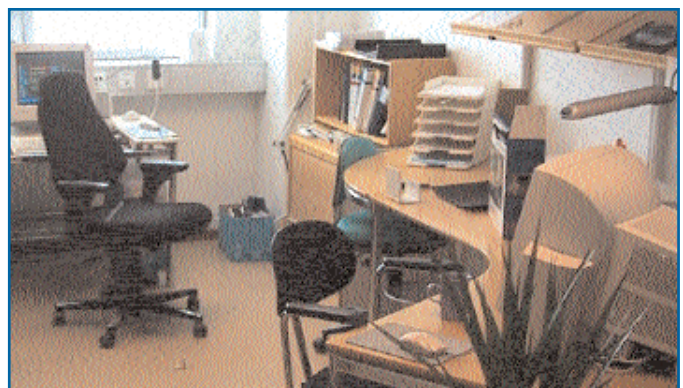
Still smiling after having a business review meeting with new boss Bengt Sandberg are Linda Carlsson (on left) and Agneta Carlsson. Improved, ultra-modern operating conditions means even better service for Jarvis Skandinavien customers.



Former Infod workers quickly became Jarvis employees, ensuring a quick transition and avoiding any interruption in customer services. Shown above is Linda Carlsson checking out the new building and being unexpectedly photographed in her new office. Even with new equipment and technical innovations, emphasis will still be placed on direct, personal customer contact and outstanding service.



Infod AB was famous for its ample supply of spare parts to immediately fill any customer request. Jarvis Skandinavien AB will continue the tradition. Note the large supply room and storage spaces in the above photos.



As shown in the above photographs, the new building was selected for its plentiful meeting facilities and large office spaces, besides having a convenient location.

NEW**Jarvis Skandinavien AB Introducing New Technologies to Scandinavian Customers****NEW****Spinal Cord Grinding**

Jarvis Skandinavien AB is introducing spinal cord grinding technology to Scandinavian meat processors. The Jarvis Model SPC 165G (pneumatic) and Model SHC 165G (hydraulic) spinal cord removers grind away BSE (bovine spongiform encephalopathy, or mad cow) risk material, including the spinal cord and the meninges (spinal cord skin).



Photo of a Jarvis saw effectively removing spinal cord material from a beef carcass.

The SPC 165G is lightweight; 7.5 pounds / 3.4 kg, cost effective, ergonomic and has a high efficiency air motor. It is suitable for beef and pork in small and medium sized processing plants. The hydraulically powered SHC 165G has a powerful 2.5 hp / 1.9 kW motor and rugged construction to provide unsurpassed durability when operating under the extreme conditions found in the largest meat processing plants. Both



The SPC 165G provides a cost-effective and highly efficient method for better and faster spinal cord removals.

tools are connected to vacuum systems for collection and disposal of the removed material.

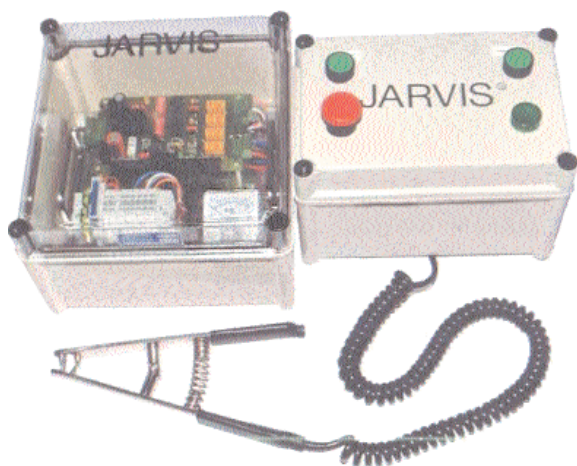
Pork Brisket Opening

Jarvis' Model SPC 165B is a pneumatically powered circular brisket saw. Designed to operate under the harshest packing plant conditions, the SPC 165B cuts through hog briskets quickly and accurately with a low operating cost.



Jarvis' Model SPC 165B Circular Brisket Saw cuts hog briskets quickly and accurately.

For more information about these tools, please contact Vincent Volpe at 860 347-7271. Fax number is 860 347-9905; E-mail address is jarvis.products.corp@snet.net.

NEW**Jarvis Introduces the ES-1 - A New Beef Low Voltage Stimulator****NEW**

Jarvis has recently introduced a new electrically powered low voltage beef stimulator. Jarvis' Model ES-1 applies an exactly controlled electrical current, at a low voltage, to beef carcasses producing better blood yields, reducing aging periods and shrink losses, and improving meat tenderness.

The ES-1 is available in either 110 or 220 volt, 50 or 60 hertz versions.

For more information about the ES-1, contact Vincent Volpe at 860 347-7271. Fax number is 860 347-9905; E-mail address is jarvis.products.corp@snet.net.