

FEDERATION OF DISTRIBUTORS NEWSLETTER



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Visiting Old Friends in Mexico



Earlier this year, Vincent R. Volpe, President of Jarvis Products, traveled to Mexico to visit Jarvis de Mexico, our Mexican subsidiary and see some old friends and long-time Jarvis Customers.



From left, Baraquiel Fimbres, Plant Manager, Procarnes-Mexicali with Vin Volpe. Procarnes-Mexicali is a major Mexican meat producer processing 40 head an hour, 300 per day. Approximately 50,000 head of cattle are held in their Mexicali, Mexico feed lot.



Octavio Nuñez, Senior Partner of DFR International and also auditor for Jarvis de Mexico with Vin Volpe.



Rafael Mendez, Plant Manager, Sukaene Grupo VIZ, Mexicali, Mexico.



Humberto Sandoval, Jarvis de Mexico's General Manager with Rafael Mendez. In Mexico, Sukaene Grupo has 90,000 head of cattle in three different feed lot locations.



Jarvis de Mexico headquarters in Guadalajara, Mexico. From this location, Jarvis equipment and spare parts are sold throughout Mexico. Besides offices, this facility includes a warehouse and repair shop.



From left, Ernesto Moreno, Jarvis de Mexico's Serviceman responsible for Northwestern Mexico, and Manuel Adame, Maintenance Chief for Sukaene Grupo VIZ's Mexicali meat processing facility.

Meet Some of the Folks at Jarvis de Mexico



Jesus Montes, Inventory and Store Room.



Giuseppe Pugliares, Jarvis' MIS Director (on right) with Joss Rubio, Jarvis de Mexico's Controller.



Carolina Silva, Receptionist.



Claudia Garcia, Administrative Assistant

Memorial to John E. Scott

John E. Scott, retired Jarvis employee and U.S. Marine Corp veteran, passed away on March 8, 2002 in Lincoln, Nebraska. He was 67 years old. Vincent R. Volpe, Greg Hanson, Jens Rahr and his wife Evelyn represented Jarvis at the March 12th funeral service.

John started with Jarvis in 1973, when he was hired to service equipment and provide customer support. Before joining Jarvis, John Scott had worked at various companies, receiving "on-the-job" training on all kill floor and line processing operations. He had also been supervisor of several mid-western processing plants. During his 21-year career, John provided outstanding service to Jarvis customers located from Nebraska to California and outside the United States. Before retiring in 1994, he was responsible for servicing Jarvis equipment located in the San Antonio, Texas area. Besides being a solid guy, John will also be remembered for his excellent work habits, unselfish job devotion and complete attentiveness to all customer requests. Whenever there was a problem, without any hesitation John would travel anywhere in the U.S.A., Canada or South America. John will be greatly missed by his peers.

"Semper Fi (Fidelis) John". You will be remembered as always faithful.



Jarvis Employees Doing Their Thing

Bill Pekoske is a Gear Cutter who has worked at Jarvis for more than 10 years. When not cutting gears, he likes to fish. Bill is serious about fishing. So serious in fact, he desired to find the perfect boat for bass fishing; a small flat-bottomed boat ideally suited for Connecticut's small lakes and ponds. One day, by chance, Bill was reading an old Boy Scout's manual printed in 1880. The manual contained construction plans for a flat-bottomed scow designed for small bodies of water, and easily trans-



Bill Pekoske Sr. (on right) with his son Bill Pekoske Jr. rowing across Dooley Pond in Middletown, Connecticut to do some bass fishing. The scow shown in the picture was manually built by Bill using an 120 year old design.

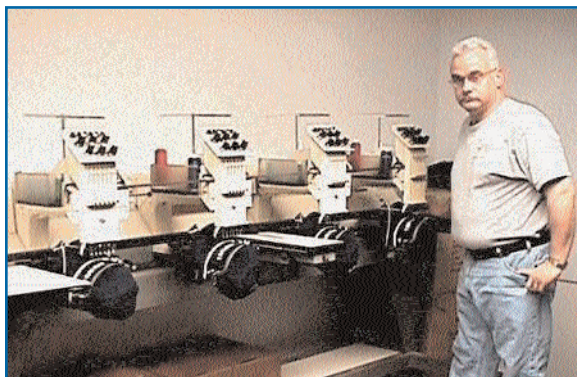
portable. "Perfect!" thought Bill; and he built the scow that is used regularly during fishing season. Bill says "he loves his job at Jarvis". But then again, fisherman have been known to exaggerate.

By day Jim Reeve is a lathe machinist at Jarvis. At night and weekends he runs his own business - Reeve Custom Design. Jim, who has been with Jarvis for nine years, runs his company out of his Middletown home. Before becoming a machinist, Jim had learned upholstery. Since he was a teenager, Jim has custom embroidered automobile interiors, hats, and about anything that can carry a name or logo. About six years ago, while working part-time at a local upholstery shop, Jim decided he wanted to start his own business. He began with one embroidering machine in his basement. Soon afterward, his company developed a reputation for high quality work at a fair price. Jim's big break



Jim Reeve trimming off extra threads on Jarvis hats.

came about three years ago. Mr. Volpe asked Jim to embroider 10,000 hats with the Jarvis logo. To complete the order, Jim had to purchase a bigger machine. He then bought a 4-head, computer-controlled Melco machine that can embroider four of anything at one time. Besides Jarvis, other

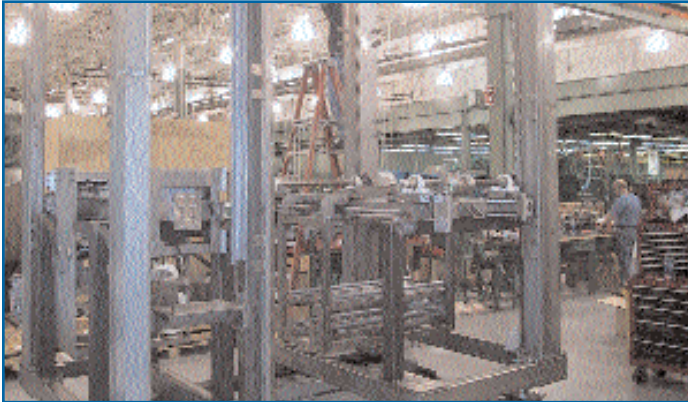


Jim with his 4-head, computer-controlled Melco embroidering machine capable of doing four hats, coats, shirts, etc at one-time.

orders followed from local companies, schools, and organizations such as the American Legion. Besides his regular job, Jim's part-time venture keeps him busy the whole year, except for a much needed break in mid-summer - and his only advertising is word-of-mouth. When asked if there was a difference between what he does at Jarvis and embroidering seat covers and hats at home, Jim says "not really". "Both machines are computer controlled. On one I deal with metal, on the other I deal with thread". For Jim and Jarvis the end result is the same - a high quality product showing great pride and personal satisfaction.

Model JCK-1 Construction Photographs

As mentioned in an earlier newsletter, the second model JCK-1 Automatic Hog Splitter was placed in Excel Corporation's Beardstown, Illinois pork processing plant. Machines three and four are currently being built for the Excel pork processing facility in Ottumua, Iowa. With the addition of these two machines, the Ottumua plant will have the capability to split over 1000 hog carcasses per hour with feather bone cuts right down the center. After initial factory testing, the machine is then disassembled and crated. These are a few pictures showing the JCK-1 during construction and shipment.



Splitting and backup station frames being assembled.



Gear head and blade housings being built for JCK-1 number 3.



JCK-1 splitting station frames being packaged for shipment to Excel's Beardstown, Illinois pork processing plant.



Splitting station's horizontal frame assembly being packaged and prepared for shipment.

New Tools Available

Jarvis announces two new tools - the SBR-2 Straight Blade Reconditioner and the Edible Fat Remover.

The SBR-2 is ideal for perfectly sharpening brisket, quartering or any reciprocating saw blade. It can sharpen any size reciprocating blade up to 2.5 inches (64 mm) in width. Weighing only 35 pounds, the SBR-2 can be easily carried and installed.

Jarvis' Edible Fat Removal Tool is specifically designed for removing edible fat from either beef or pork carcasses. It is lightweight, fast, efficient plus easy to clean and maintain.

For more information about these new products, please contact Vincent Volpe at 860 347-7271 (Fax: 860 347-9905; E-mail: jarvis.products.corp@snet.net).



SBR-2 Straight Blade Reconditioner



Edible Fat Removal Tool