

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

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Jarvis Skandinavien AB Opens Russian Branch Office



On May 30, 2002, Jarvis Skandinavien AB, our Swedish subsidiary, established a sales and support office in the city of Kaliningrad, in the Russian province of Kaliningrad. Jarvis' first office in Eastern Europe. Bengt Sandberg, Jarvis Skandinavien AB's General Manager was instrumental in establishing and organizing the new branch location.

The new office's main purpose is supporting companies, throughout Russia, now selling Jarvis products to that country's meat processing industry. Besides sales, the Kaliningrad office will also service equipment. Already, the new branch facility has signed several contracts for the delivery of a variety of equipment. Future plans include participation in several regional food/meat industry exhibitions, and expansion into the Ukraine, Kazakhstan, and several other former Soviet Republics. Chosen for its key geographical location, Kaliningrad is situated on the Baltic Sea between Poland and Lithuania, and is only 186 miles (300 kilometers) from Sweden. Several large food processing plants are also located in the region.



Building in the city of Kaliningrad housing Jarvis Skandinavien AB's new branch office that's serving all of Russia.

Both geographically and economically, Kaliningrad is an excellent keyway into the Russian market. The new office's address is Jarvis Skandinavien AB, 136 Prospect Mira, Kaliningrad, 236010, Russia. Telephone number is 7 0112 35 04 44; fax number is 7 0112 35 04 45; e-mail address is info@jarvis-russia.ru; web site is www.jarvis-russia.ru.

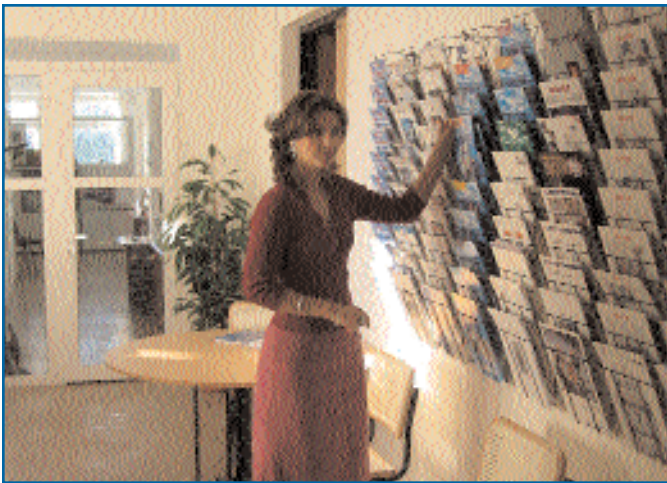
Our New Kaliningrad Office...



From left, Julia Glukhov, Administrative Assistant, Alexander Glukhov, Sales and Customer Liaison, Vladimir Ivkin, Administration and Contracts, Christer Jareteg, Office Manager, and Bengt Sandberg, Jarvis Skandinavien AB's General Manager.



Getting the office ready for business are (from left) Magomed Salamov, Sales and Administration and Alexander Glukhov, Sales and Customer Liaison. Magomed is also the branch's resident lawyer responsible for all the legal paperwork.



Putting out literature in the new office's lobby and waiting room is Julia Glukhov, Administrative Assistant. To expand into this new market, Jarvis literature has been translated into the Russian language.



Bengt Sandberg, working hard as usual, organizing the new branch's accounting system and determining inventory. Bengt's efforts were essential in establishing the new branch location.



Jarvis Participates in Kaliningrad's Forum South Sweden



Representatives from Jarvis Skandinavien AB attended Forum South Sweden in the city of Kaliningrad May 30 through 31, 2002. The forum's purpose was to increase trade and communication links between south Sweden and Russia's Kaliningrad region. Also on the agenda was cooperative efforts that will improve the Baltic Region's natural environment.

Besides discussion groups and seminars, the forum also included social and cultural events, and an accompanying exhibition showcasing Swedish companies and their products. Jarvis equipment was displayed at the Jarvis Skandinavien booth manned by both Swedish and Russian representatives.



From left, Carl-Johan Öhman, Jarvis Skandinavien Service Technician, Rita Glukhov, wife of Jarvis' Alexander Glukhov, and Jarvis' Magomed Salamov having a conversation while attending the Forum South Sweden reception.

More From Forum South Sweden



Forum attendees inspecting exhibited equipment at the Jarvis booth. Manning the Jarvis booth are (from left) Magomed Salamov and Carl-Johan Öhman.



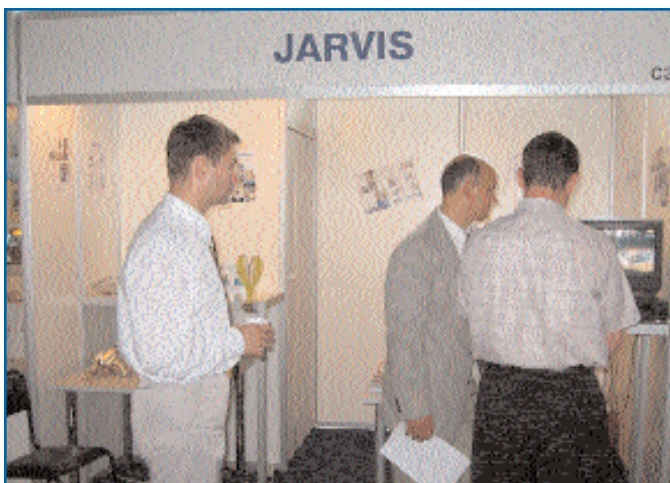
Carl-Johan Öhman with Alf-Göran Andersson of Carrefour, a company located in the south of Sweden. Mr. Andersson is currently assisting with several Russian agricultural projects.

Jarvis Participates in Moscow's International Meat Industry Forum

Jarvis participated in the Moscow International Meat Forum/Exhibition held June 5 -8, 2002. This was the first time Jarvis had a booth at this event, which provided Russians a first time look at Jarvis equipment. Representatives from Jarvis Skandinavien AB dispensed information about Jarvis tools. Shown in these photographs are Oleg and Alexander Eliseev representing the local sales office of Okon&M, a Moscow based manufacturer of meat and fish smoke chambers. Okon&M has agreed to distribute Jarvis equipment throughout Russia from their eight regional sales and service offices. Currently, Okon&M has around 3000 Russian customers.



Being photographed in front of the Jarvis booth are (from left) Jarvis' Vladimir Ivkin, Bengt Sandberg, Jarvis Skandinavien AB's General Manager, Alexander Eliseev of Okon&M, and Jarvis' Alexander Glukhov.



Muscovites checking out the Jarvis booth and viewing a product demonstration tape. For Russians, this was the first time they had the opportunity to inspect Jarvis equipment, which made a very good impression.



From left are Oleg and Alexander Eliseev of the Moscow office of Okon&M, a Russian manufacturer of smoke chambers who has agreed to distribute Jarvis tools throughout the country. Okon&M produces their smoking equipment at the former MIG airplane production plant located in Moscow.

MACQUIP and Jarvis at UK's Foodex Meatex Exhibition

On March 17 -20, 2002, MACQUIP Ltd, Jarvis' distributor for the United Kingdom and Ireland, participated in the annual Foodex Meatex Exhibition held in Birmingham, England's NEC complex. Although the UK market is still recovering from the effects of 2001's Foot and Mouth disease outbreak, MACQUIP and Jarvis had a successful show. The MACQUIP/Jarvis booth attracted many long established Jarvis tool users who viewed several new products and arranged post-show demonstrations. Also participating in the show were Ralf Reidel, General Manager of Jarvis GmbH, our German subsidiary, and Bengt Sandberg, General Manager of Jarvis Skandinavien AB. This exhibition marked MACQUIP's launching of the new Niroflex 2000 line of chain mesh products, which created tremendous interest and subsequent orders. There was also good success with Jarvis' new beef and sheep weasand clips. For more information about Niroflex 2000 chain mesh products or the new Jarvis weasand clips, please contact Vincent Volpe at 860 347-7271 (Fax: 860 347-9905; E-mail: jarvis.products.corp@snet.net).

Another source of Niroflex 2000 information is Jarvis Australia's John Emmett at 011-61 -2 -9971-8428 (Fax: 011-61-2-9982-8479; E-mail: barjon@bigpond.com).

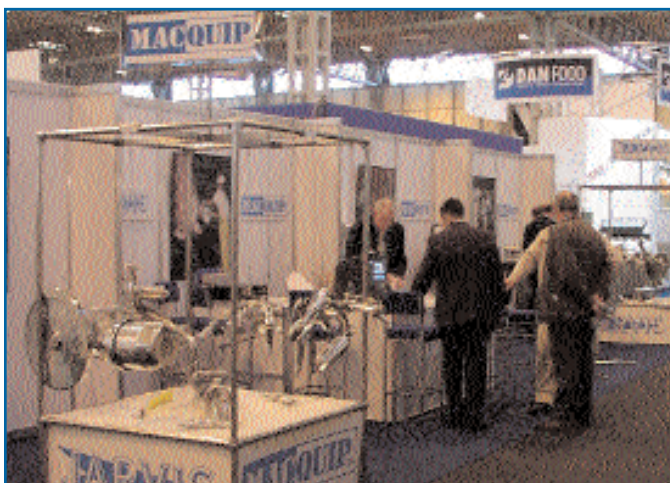
The only complaint about the show came from the MACQUIP people helping out at the exhibition. Since the exhibition started on March 17, they missed out on the Saint Patrick's day celebrations.



Photograph of the MACQUIP and Jarvis booth at this year's Foodex Meatex Exhibition held in Birmingham, England.



From left, David Service, MACQUIP Service Engineer, James Nelson, MACQUIP's Sales Manager, and David Salter, Director of Ballon Meats Ireland. Ballon Meats has dealt with MACQUIP for many years, and uses Jarvis tools exclusively throughout their plant.



Booth visitors looking at new product demonstration tapes. Many visitors included long established Jarvis tool users.



Ralf Reidel (on left), General Manager Jarvis GmbH, our German subsidiary, with Stephen McConnell, MACQUIP's Managing Director.