

# FEDERATION OF DISTRIBUTORS NEWSLETTER



Issue No. 34, October 2003



## TechnoCarne 2003

TechnoCarne 2003 is Brazil's major exhibition for showcasing the latest meat processing technology. This year the show was held at Sao Paulo's Centro de Exposicoes Imigrantes, August 19-21, and displayed equipment for beef, pork, poultry and sea food processing and production. During 2002, the fast growing Brazilian meat industry produced almost 16 million tons of meat products, and exported three billion dollars (U.S.) in meat, poultry, fresh and frozen processed products and by-products. These are a few photos taken at this event:



Jarvis do Brasil's booth at TechnoCarne 2003



The Jarvis do Brasil team: (from left) Eduardo Martins Ribero, Technical Manager, Darcival Pereira dos Santos, Serviceman, Andre Trama, Marketing Manager, and Serviceman Fabio (Chainex), Claudio, Osmani, Pereira (Tico), Volmir and Jelson (Frisajo).



From left, Daniel Capurro, President and Director of Toral Enterprises, Jarvis' Uruguayan distributor, Henry Kelly, Jarvis Argentina's Vice President, Jarvis' John Emmett, Assistant to the President, and John Wightman, President of Edge Manufacturing.



Jarvis do Brasil's Darcival Pereira dos Santos with Jarvis' John Emmett viewing the FTC Sweden display, that was part of the Jarvis booth. FTC Sweden, a manufacturer of seafood processing equipment, and Jarvis have signed a distribution and service agreement.



From left, Toral's Daniel Capurro, Jarvis' Henry Kelly, Robledo, Jarvis' John Emmett, and Michael Gwyther, Vice President and General Manager of Jarvis do Brasil.



## Jarvis do Brasil Moves into New Facilities



To meet the needs of Brazil's ever growing meat and poultry processing industry, Jarvis do Brasil Ltda, our Brazilian subsidiary, has moved into a new, larger facility, that is shared with Edge Manufacturing.

Jarvis do Brasil's new address is: Rua Rui Idelfonso Martins Lisboa, 392, Campo dos Amarais, 13.082-020 Campinas SP, Brazil; new phone number is (+55) 19 3216 4900; new fax number is (+55) 19 3216 6322. The e-mail address remains the same:

michael@jarvis.com.br

## Dole Representatives View the New Line of Jarvis Products

On July 29, two representatives of Dole's Fresh Vegetables division visited our Middletown headquarters to view a demonstration of several Jarvis-Kronen vegetable and fruit processing machines. Kenneth Stiffler, Maintenance Manager, Value Added Products and Narayan D. Patil, Ph.D, Product Development Scientist, Research & Development, saw first hand how Jarvis-Kronen equipment finely slices and dices several kinds of delicate fruits and vegetables. Jarvis' Jon Jarvis with Harry and Kevin Chamberlain conducted the demonstration.

Impressed with the final product, and Jarvis' service guarantee, the Dole representatives ordered a Jarvis-Kronen GS 18 belt cutter machine for processing melons. For more information about the GS 18, and other vegetable/fruit processing equipment, please contact Jon Jarvis, or Harry or Kevin Chamberlain at 860 347-7271; fax 860 347-9905; e-mail:jarvis.products.corp@snet.net.



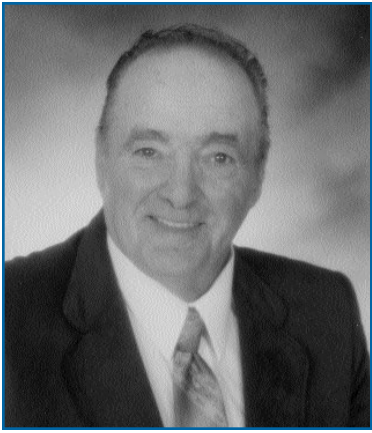
From left, Jarvis' Kevin Chamberlain, Dole's Dr. Narayan D. Patil, Product Development Scientist, Jarvis's Harry Chamberlain and Jon Jarvis, and Dole's Kenneth Stiffler, Maintenance Manager.



Jarvis-Kronen GS 18 Belt Cutter machine

Jarvis' Kevin Chamberlain providing some technical facts about the Kronen GS 10 Belt Cutter machine to the two Dole Representatives. The GS 10 is an all-purpose belt-slicer for salad, lettuce, vegetables and fruit.





## Jens Rahr Retires



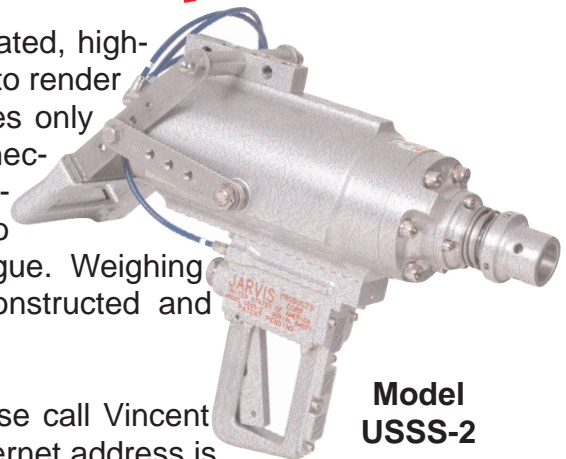
Jarvis Service Technician Jens Rahr retired in August after 38 years of faithful service. Starting in 1965, Jens serviced Jarvis customers mainly located in Iowa, Kansas, Nebraska and Missouri. In 1965, the beef industry was booming, and many cattle processing plants were being constructed in the American Mid-West. Jarvis needed someone who could help with the initial equipment installation and plant start-up, and also train company employees on the use of Jarvis tools. Jens did this task superbly well, and soon won the respect and admiration of his clients. He earned a reputation for being knowledgeable, dependable, and being very customer oriented. Jens immediate plans are to take it easy, enjoy his family and stay put in Percival, Iowa, his home base for many years. We wish him a joyous retirement, and the best of luck in pursuing future plans. Jens, your customers and we here at Jarvis are going to miss you.

### Stunning News - Announcing the New USSS-2 Non - Penetrating Bolt Stunner

Jarvis introduces a new, humane, pneumatically operated, high-speed, non-penetrating bolt stunner uniquely designed to render a stunned animal insensible to pain. The USSS-2 fires only once - with no recoil or kick back. No multiple firing is necessary. It is air operated with no air injection into the animal. Two-handed control makes the USSS-2 easy to handle, safe to operate and produces less operator fatigue. Weighing only 28 pounds (12.7 kg), the USSS-2 is solidly constructed and designed for easy repair and cleaning.

For more information about the USSS-2 stunner, please call Vincent Volpe at 860-347-7271, or by fax at 860 347-9905. Internet address is [jarvis.products.corp@snet.net](mailto:jarvis.products.corp@snet.net).

**It's New!!**



**Model  
USSS-2**

**They're New!**

### Two New Tools - Bung Cavity Cleaning Tool for Beef and the Versatile Steam Handle

Jarvis' Versatile Steam Handle uses steam to remove contaminants from hard to reach areas on beef, pork, lamb and veal carcasses, especially the brisket, hocks and hind legs. It is lightweight (2.6 lbs/1.2 kg) for optimum operator comfort and maneuverability, and has all stainless construction for maximum hygiene



Using steam, Jarvis' new Bung Cavity Cleaning Tool for Beef is specifically designed for microbial reduction, and the removal of contaminants from the bung area. It has a non-stick coating for easier cleaning. An optional sanitizer is also available. For more information about these two new tools, please call Vincent Volpe at 860-347-7271, or by fax at 860 347-9905. Internet address is [jarvis.products.corp@snet.net](mailto:jarvis.products.corp@snet.net).







## Jarvis Argentina Receives a Presidential Visit

Earlier this year, Vincent R. Volpe, President of Jarvis Products Corporation visited Jarvis Argentina, S.A.I.C., our Argentinean subsidiary. Established in 1967, Jarvis Argentina is our oldest subsidiary, and has continuously grown to serve Argentina's beef processing industry. Despite recent economic problems, Argentina still has the world's highest individual beef consumption.



Buenos Aires headquarters of Jarvis Argentina

Having dinner with the boss are (from left) Giuseppe Pugliares, Jarvis' MIS Director, Vin Volpe, President of Jarvis Products, Serviceman Carlos Parrilla, Alberto Meloni, Head of Jarvis Argentina's Technical Services, Sales Manager Mandy DeJonge, Plant Manager Dick Thomas, Henry Kelly, Jarvis Argentina's Vice President, and Serviceman Carlos Motoya.



## Bengt Sandberg Visits Middletown Headquarters



Bengt Sandberg (on left) with Jarvis Assembler James D. Baylock.

Earlier this year, Bengt Sandberg, Jarvis Skandinavien AB's General Manager visited the Middletown, Connecticut headquarters to discuss current European business conditions with President Vin Volpe, and tour the production facility. These are some pictures taken while he was touring the shop:



From left, Bengt with Wayne Burgess and Andrew Szelest. Both are Jarvis machinist.



Assembler Joseph Scirpo has his picture taken with Bengt.

## Reminder About the Upcoming AMI World Wide Food Expo

The semi-annual AMI World Wide Food Expo is being held at Chicago's McCormick Place, October 29 through November 1. For those planning to attend, please visit us at booth N1628. We would love to see you.

