

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

Issue No. 36, February 2004



AMI'S World Wide Food Expo - 2003

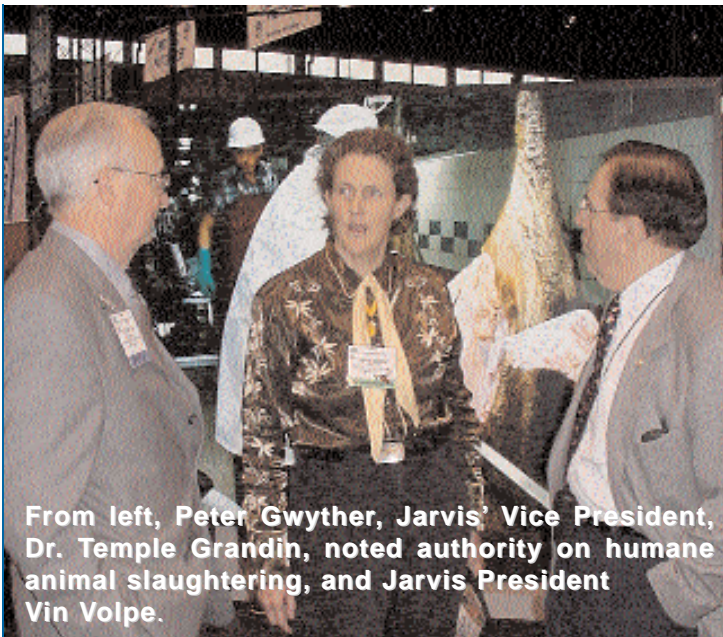
The biennial AMI (American Meat Institute) World Food Expo was held at Chicago's Mc Cormick Place, October 29 through November 1, 2003. For manufacturers and service providers, the World Food Expo represents a tremendous opportunity to display the latest meat industry equipment and technologies. For Jarvis Products, this show is an opportunity to showcase our newest tools, and for Mr. Vincent R. Volpe, President of Jarvis Products, and other members of the Jarvis team, to personally meet our world-wide customers who attended this event.

Vincent R. Volpe, President of Jarvis Products meeting with customers, and discussing current meat industry trends and conditions with Jarvis booth visitors.



Front and rear entrances to Jarvis' AMI booth.





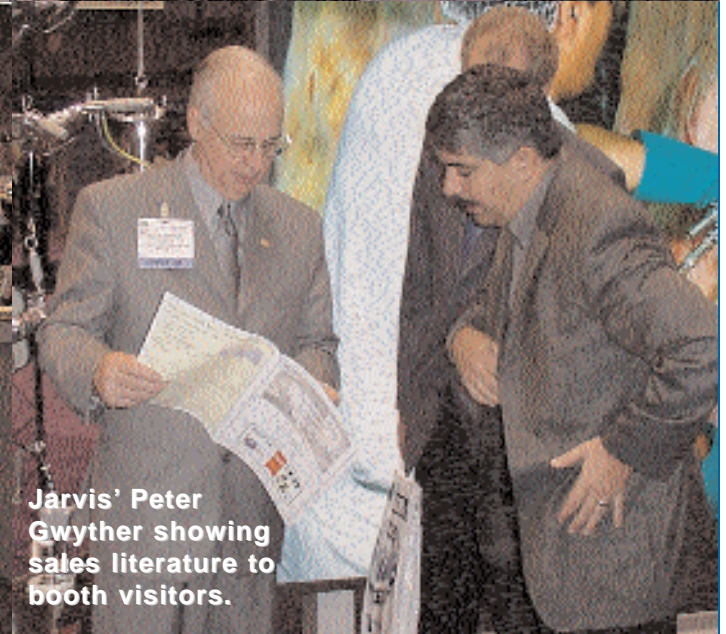
From left, Peter Gwyther, Jarvis' Vice President, Dr. Temple Grandin, noted authority on humane animal slaughtering, and Jarvis President Vin Volpe.



Booth of Edge Manufacturing, Jarvis' sister company, and manufacturer of bandsaw blades.



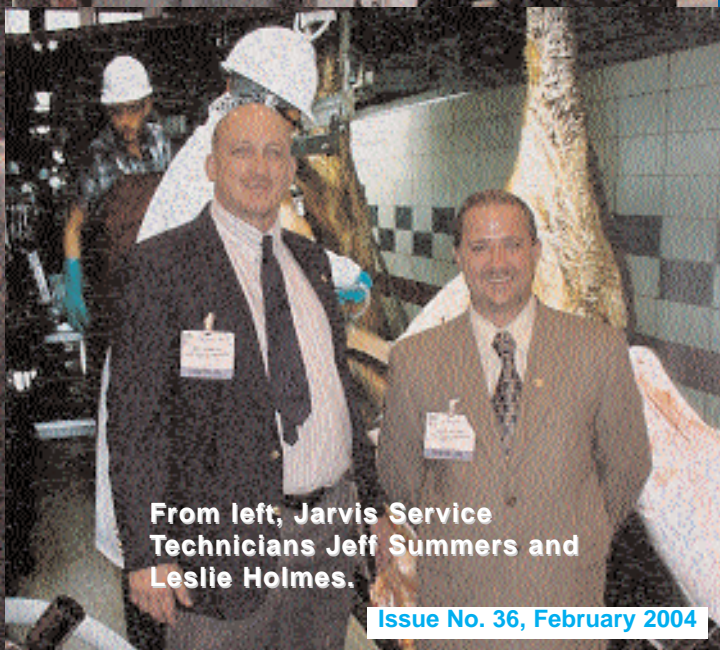
From left, Greg Hanson, Jarvis' Eastern District Technical Services Manager with Jon Jarvis, Jarvis' Director of European Operations.



Jarvis' Peter Gwyther showing sales literature to booth visitors.



From left, Jarvis Service Technicians Jeff Summers, Tim Hanson and Terry Aldag.



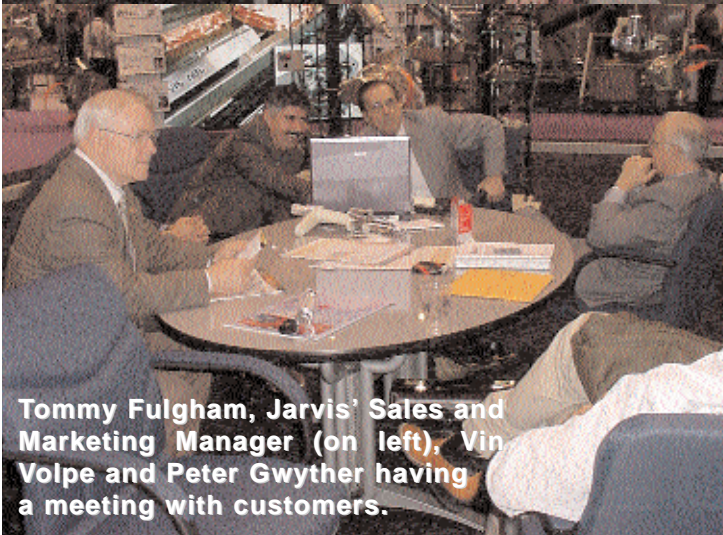
From left, Jarvis Service Technicians Jeff Summers and Leslie Holmes.



Doug Bain (on far right), Jarvis' Western District Manager, being photographed with booth visitors.



Jarvis' Doug Bain with our new USSS-2 Non-Penetrating Pneumatic Stunner.



Tommy Fulgham, Jarvis' Sales and Marketing Manager (on left), Vin Volpe and Peter Gwyther having a meeting with customers.



Tommy Fulgham and Jeff Summers demonstrating Jarvis equipment to a booth visitor.

Jarvis Goes to the Movies Spider-Man II

Jarvis tools, long renowned for their performance abilities, are now taking on a new role - movie stardom. Our tools have appeared in several Hollywood pictures, performing tasks when the script demanded a tool that performs well, always does what the director wants, and on cue.

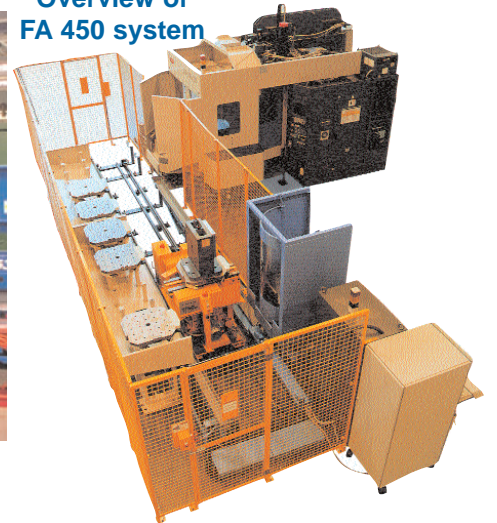
Our SPC 165 Circular Breaking Saw has a role in Spider-Man II, which is being released later this year. As with most Hollywood roles, our SPC 165 had to probably audition for this part. With its more powerful motor, instant blade stop feature and easy operation, our saw made the other want-to-be's crying back to their agents. Good luck Jarvis' SPC-165 in your new career.

New Toyota Machines Improve Jarvis' Production Capabilities

Overview of
FA 450 system



Toyota technicians installing two FA450 machining controllers.



Jarvis Products

Corporation recently purchased two, state-of-the-art Toyota FA 450 machining controllers with a 60 pallet R.G.V. (rail guided vehicle) system, for the Middletown facility. The PC controlled FA450 can machine up to 16 different parts from a 60 piece initial load. Raw material pieces are placed on 60 individual pallets adjacent to the machine. A single operator designates the part and software program required per piece. After the part is finished, it's automatically returned to a designated pallet.

Besides machining, the FA450 also allows operators to manage/schedule all machining procedures, and instantly monitor all performed work. At the same time, an operator can monitor the FA 450's operation and production status - in real time. Any problems are instantly detected and corrected. All information is data logged for future reference and analysis. For Jarvis, the end result is producing a better, precisely machined, quality product, at a lower production cost; helping us beat the competition.

Charlie Higgins Retires After 46 Years



Charlie Higgins recently retired after 46 faithful years of Jarvis service. Starting in 1957, Charlie held several positions in Jarvis' Machine Tool Division. Known professionally for his technical knowledge, dedication, punctuality and complete thoroughness, to

colleagues Charlie was the one with the easy manner, optimistic attitude, a great sense of humor, and a keen knowledge of world events. Charlie, we wish you the best. Enjoy the benefits of a long deserved retirement!

New Literature Available



Two new sales sheets are now available - the AST-102 Pneumatic Tester and the Steam Handle Assembly for Acid. The AST-102 tester is for our new USSS-2 Pneumatic Stunner. Jarvis' Steam Handle Assembly for Acid applies steam, lactic and citric acid for special cleaning operations. 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.