

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

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IT'S CHINA ...and JARVIS

What country has the fastest growing economy in the world (8% each year), and who's economy has grown

ten times since 1979?; Is first in world production of red meat (including beef, veal, mutton, lamb, and pork)?; And who's output of meat products has increased eight (8) times in four decades?

It's **China**, and Jarvis is now in that country serving an ever expanding meat processing industry. Mr. Vincent R.

Volpe, President of Jarvis Products, during a recent April visit, went to see first hand one of the world's fastest growing meat processing industries. He met key people, prominent in the Chinese meat packing industry, and toured several meat processing facilities. Accompanying Mr. Volpe on his China trip was his wife Madeline and John Emmett, Assistant to the President.

Vincent and Madeline Volpe with tour guide at China's Great Wall. The Great Wall is only made-made object that can be seen from Space.



Jarvis President Vin Volpe with Mr. Wang Qingzhou, General Manager, middle China, for the Shineway Group, China's largest meat processor.



Joe Zhou, Vice General Manager, Lenno Foodtech, Jarvis' People's Republic of China (PRC) distributor located in Beijing.



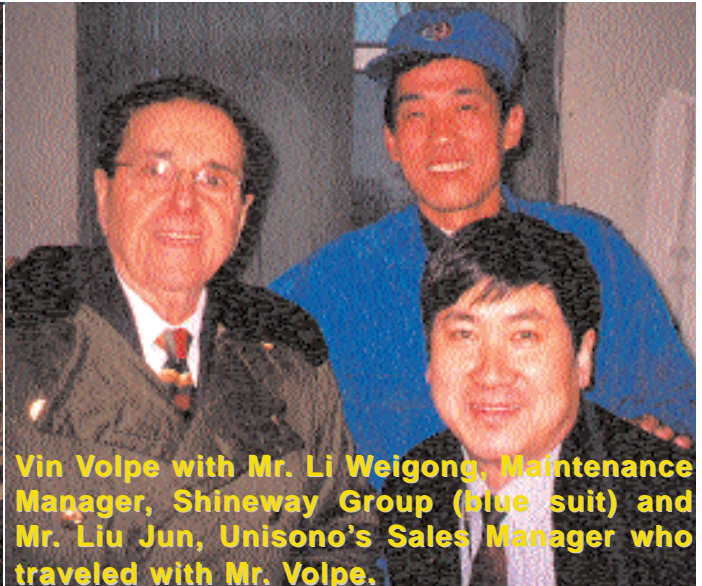
From Left, Ms. Vivien Wang, Secretary to Unisono's General Manager, Madam Liu Pangyan, Unisono's Sales Support Manager with Jarvis' John Emmett. Unisono Limited is a China marketing consulting firm currently working with Jarvis Products, and is also the exclusive representative for Stork M.P.S., a Dutch company specializing in slaughterhouse construction and outfitting.



More CHINA...



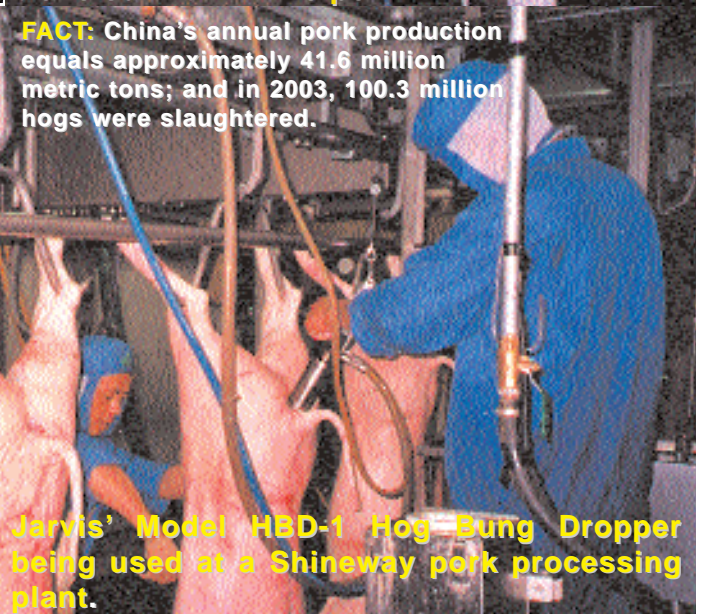
From left, Barry Han, Lenno Foodtech's General Manager, Jarvis' John Emmett and Joe Zhou Lenno's Vice General Manager.



Vin Volpe with Mr. Li Weigong, Maintenance Manager, Shineway Group (blue suit) and Mr. Liu Jun, Unisono's Sales Manager who traveled with Mr. Volpe.



From left, Shineway's Li Weigong, Jarvis' John Emmett and Unisono's Liu Jun smiling for the camera.



FACT: China's annual pork production equals approximately 41.6 million metric tons; and in 2003, 100.3 million hogs were slaughtered.

Jarvis' Model HBD-1 Hog Bung Dropper being used at a Shineway pork processing plant.

Headquarters of the Shineway Group, located in Henan City (Henan Province). Shineway is China's largest meat processor.



Facts about China meat production:



The type of meat most consumed by the Chinese is pork (74%), the majority marketed as fresh meat. China is the world's largest producer of pork, with a herd of approximately 463 million hogs. Roughly 85% of hogs are raised on small farms that produce only several dozen pigs per year. With an increasing standard of living, Chinese consumers have demanded a leaner pork product, and more beef in their diet. During 2003, the Chinese government announced new programs to (1) produce better quality pork, and (2) greatly bolster beef production. Due to recent trade disagreements with the European Union (EU), China has now focused on exporting pork products to neighboring countries, especially Russia, which has now become China's biggest export market. The volume of pork being sent to Hong Kong is also increasing, with a dramatic 25.4% increase in 2003 alone. (Facts obtained online from the *Chinese Pork Industry Overview, Commodity Pork Industry Profile, and the National Hog Farmer*).

...And a Visit to Japan

After visiting China, Mr. Volpe went to Japan to see Madi Shirai, C.E.O of Jarvis Japan Co., Ltd., our Japanese subsidiary, and other old friends directly involved in Japan's meat processing industry. The visit provided an excellent opportunity to directly discuss the most important issues now affecting Japan's production of beef and pork products.



Photo taken at Kanagawa Meat Center; from left, Mr. Kazushi Tanaka, Director, Jarvis Japan's Madi Shirai, Jarvis President Vin Volpe, Mr. Yoshiyuki Ohtuka, General Manager, and Mr. Hideo Hasegawa, Manager, Engineering Dept., Kanagawa Meat Center.

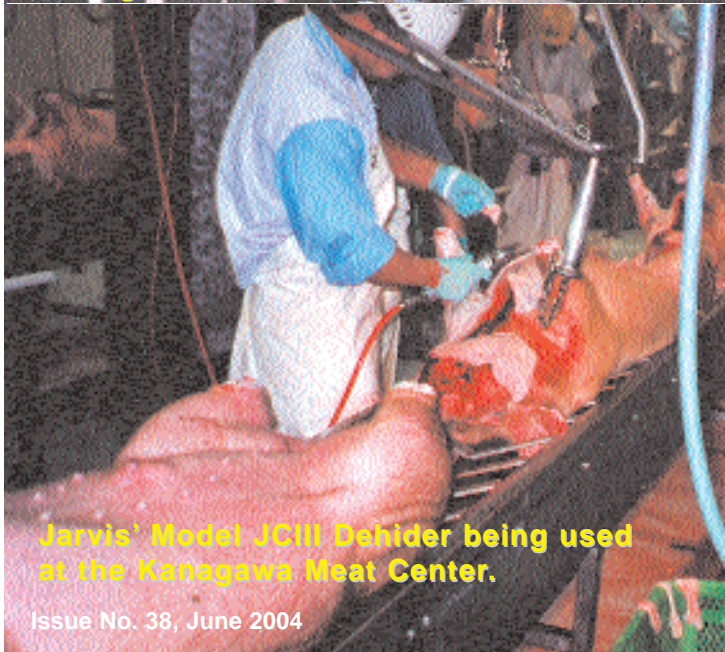


Photograph taken at Chiba-Ken Meat Public Corporation's Hog Kill Department

Mr. Kunio Ugai, General Manager, Chiba-Ken Meat Public Corporation

Jarvis Japan's Madi Shirai

Mr. Sakuji Nakamura, President, Nakamura Giken Pty Ltd.



Jarvis' Model JCIII Dehider being used at the Kanagawa Meat Center.



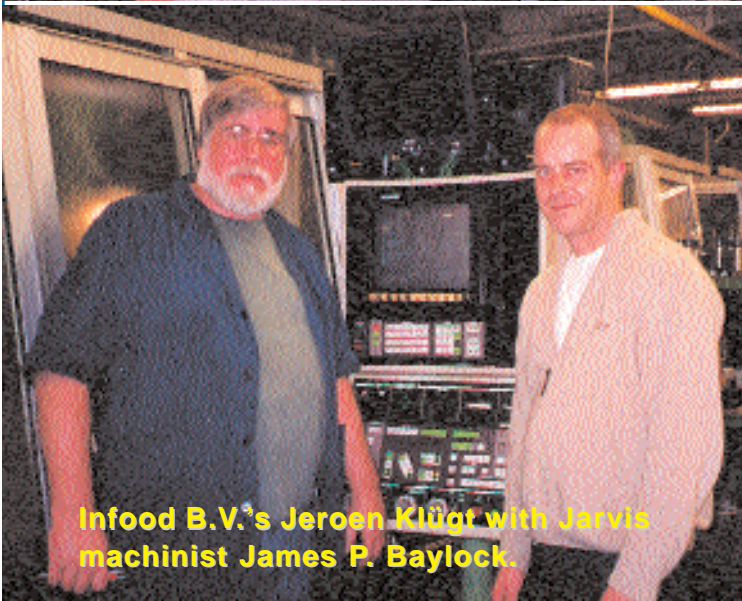
Loading dock area of the Kanagawa Meat Center, which processes both hog and beef products.



Jeroen Klügt, Infood B. V. Engineer being photographed with Sharon Klare, Administrative Assistant to Jarvis Vice President Peter Gwyther.

And We Had Visitors..

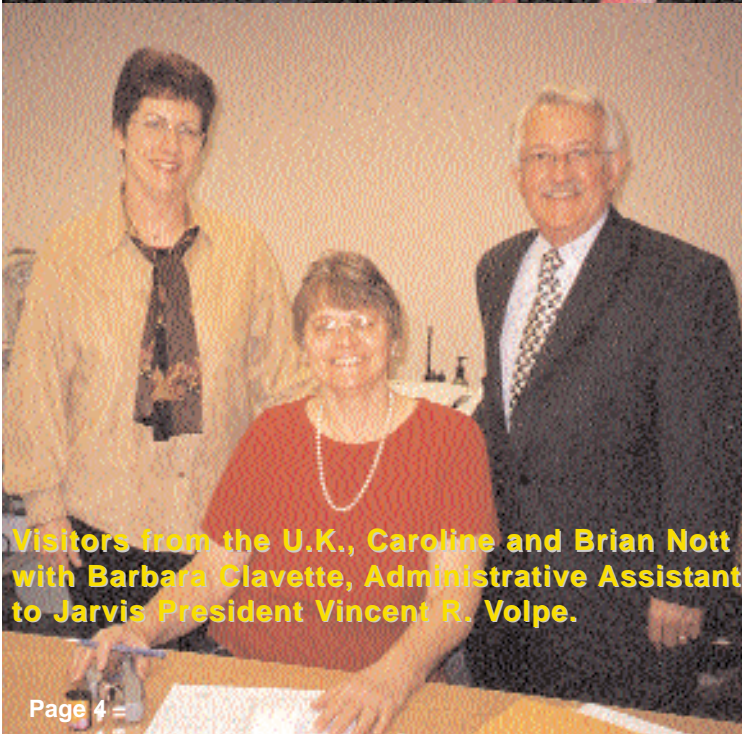
We're always happy to receive visitors. Recently, the Jarvis headquarters had visitors from The Netherlands, the United Kingdom (U.K.), Australia and New Zealand. Jeroen Klügt of Infood B.V., a Jarvis European distributor, visited headquarters and toured the production facility. From down under, Jarvis Australia's Raymond and Janette Cronin recently paid a visit, as did Jarvis New Zealand's General Manager Sean Dougherty. From the U.K., Brian Nott of Brighter Ltd. and his wife Caroline, old friends of Mr. Volpe, dropped in to say hello, and also got a tour.



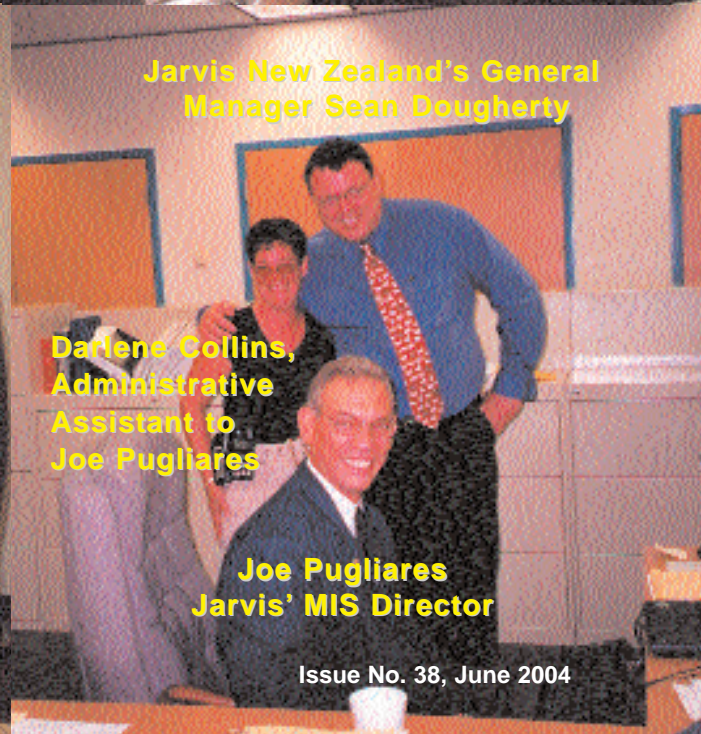
Infood B.V.'s Jeroen Klügt with Jarvis machinist James P. Baylock.



Jarvis Australia's Managing Director Ray Cronin and his wife Janette discussing the assembly of dual handle controls with Jarvis machinist Ray Pont.



Visitors from the U.K., Caroline and Brian Nott with Barbara Clavette, Administrative Assistant to Jarvis President Vincent R. Volpe.



Jarvis New Zealand's General Manager Sean Dougherty

Darlene Collins, Administrative Assistant to Joe Pugliares

Joe Pugliares Jarvis' MIS Director