

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

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IFFA 2004 - FRANKFURT, GERMANY

It's the world's number one meat industry exhibition, and it's held tri-annually at Frankfurt, Germany's Messe Frankfurt Expo Center. Attendees traveled from around the globe to view the latest meat industry equipment, technologies and services. This show is the meat industry's largest international exhibition, showing equipment produced by European and North American manufacturers to worldwide consumers, especially new South American, African and Asian processors, who besides viewing new products, also came to buy. Also attending this expo were representatives from the processed food and beverage industries, examining meat processing machinery that can be adapted and utilized for specific applications in their related fields. Representing Jarvis Products Corporation was President Vincent R. Volpe, Peter Gwyther, Vice President, Jon Jarvis, Director of European Operations, and managing directors from Jarvis' twelve worldwide subsidiaries.



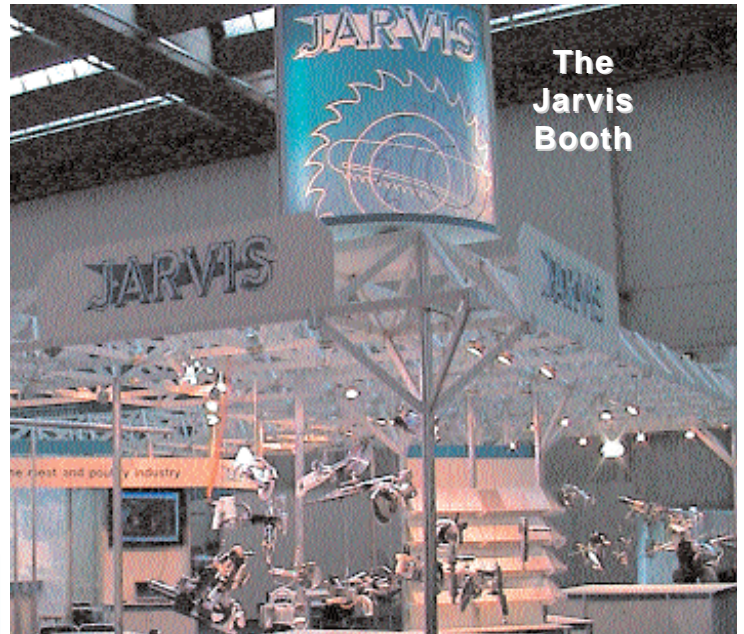
Messe Frankfurt Expo Center



御香苑集团总公司
YU XIANG YUAN COMPANY CORPORATION GROUP

Photographed with Mr. Vincent R. Volpe, President of Jarvis Products Corporation is Ms. Wang Jianhua, President of the Yu Xiang Yuan Corporation, operator of 17 restaurants, several hotels and a slaughtering plant in the People's Republic of China.

From left, Dave Dillbeck, Manufacturing and Converting Operations Manager, Bunzl Distribution, Toby Waller, Bunzl Corporation, Tom Byrnes Sr., General Manager, Bunzl's Packers division, and Dave Summers, Vice President, Product Development, Bunzl's Processor Group. Bunzl Corporation is one of the world's largest distributors to the slaughterhouse industry, and a long-time Jarvis customer.



The Jarvis Booth



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From left, Ralf Riedel, Manager Jarvis GmbH, Angie and Beat Flury, Jarvis' distributors in Switzerland, and Jarvis' Jon Jarvis.



From left, Mr. Grandits, owner of Grandits GmbH, one of Austria's largest meat packers, his grandson and Hans Tremmel, Jarvis' Austrian agent.



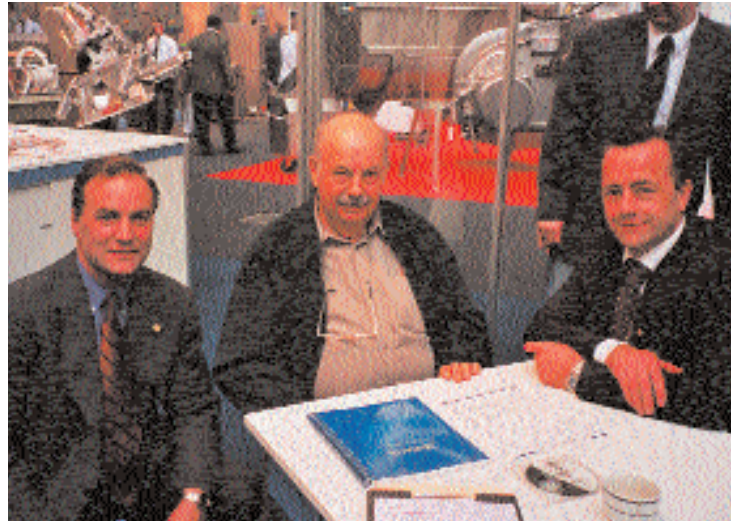
Alkis Andricopoulos (on left), owner of METRON, Jarvis' distributor in Greece being photographed with a IFFA 2004 visitor.



Photographed with Jarvis Italia's Davide Bertoli (center) are Mr. D'Angeli (on left) and Mr. Ceroni (on right) representing Clai-Imola, an Italian meat packing company.



From left, Fabrizio Foroni, Jarvis Italia's Managing Director with Rodrigo Moyano, son of Fernando Moyano, owner of ARTIPAC, Jarvis' distributor in Chile.



Being photographed with Jon Jarvis and Ralf Riedel, is Mr. Schaupp (center), owner of Schaupp Blade Manufacturing Company, a highly respected German manufacturer of circular reciprocating saw blades.

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From left, Diah Kartikawati, Business Development Manager, Juan Permata Adoe, President, Dicky Messakh, General Manager, and Budi Satria Adoe, Director, of Kibif, an abattoir and beef processing company located in Jakarta, Indonesia.



From left, Ray Cronin, Jarvis Australia's Managing Director with Ken Doble, Operations Manager, and Gordon Henderson, Plant Manager, both representing E.G. Green & Sons, Western Australia.



From left, Jarvis Australia's John Emmett with Barry and John Hart, Directors of John Dee Warwick Pty Ltd., Queensland, Australia, and Jarvis Australia's Ray Cronin.



From left, Horacio Borquez, General Manager, Carnes Nuble, Chile, Henry Kelly, Vice President, Jarvis Argentina, Fernando Moyano, General Manager and owner of ARTIPAC Chile, and Gonzalo Perez Del Rio, ARTIPAC's Customer Service Department. ARTIPAC is Jarvis' Chilean distributor.



With Humberto Sandoval, Jarvis Mexico's General Manager (gold tie) are (from left) Eduardo Tapia, Technology Manager, Oscar Tapia Jr., Plant Manager, and Oscar Tapia Sr., Director and owner of Empresas Pecuarias ("El Seri"), located in Hermosillo, Sonora, Mexico. El Seri exports pork products to Japan.



Shown with Jarvis' Peter Gwyther (center) are (from left) Spanish customers Antonio Marin and Jusep Juli with Quicial's Albert Quintano (far right), Jarvis' exclusive distributor in Spain.

Jarvis Australia Moves into Larger Facility

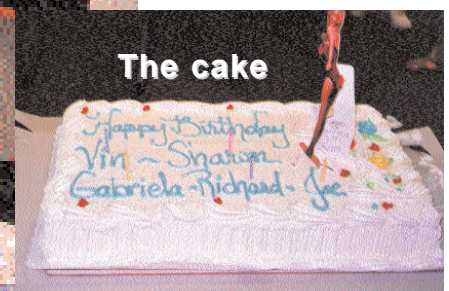
The Australian meat processing industry is growing, and to keep up with the demand, Jarvis Australia had to move to a bigger facility with larger office and warehouse space, just outside Brisbane. Managing Director Ray Cronin and crew have been in their new building since last April. **Good luck in your new home mate!**



Jarvis Australia's new home

Jarvis Headquarter's Monthly Birthday Party!!

Once a month, there's a tradition here at Jarvis headquarters - the monthly birthday cake and celebration. For June 2004, five people had birthdays - Sharon Klare, Administrative Assistant to Peter Gwyther, MIS Director Joe Pugliares, Advertising Coordinator Richard Dunn, Administrative Assistant Gabriela Puerschner, and Vincent Volpe. One advantage of having your birthday celebrated with your co-workers - you get the first piece of cake! Happy birthday and best wishes to those that had birthdays in June.



The cake

AMI's 2004 Stunner Conference in Kansas City, Missouri



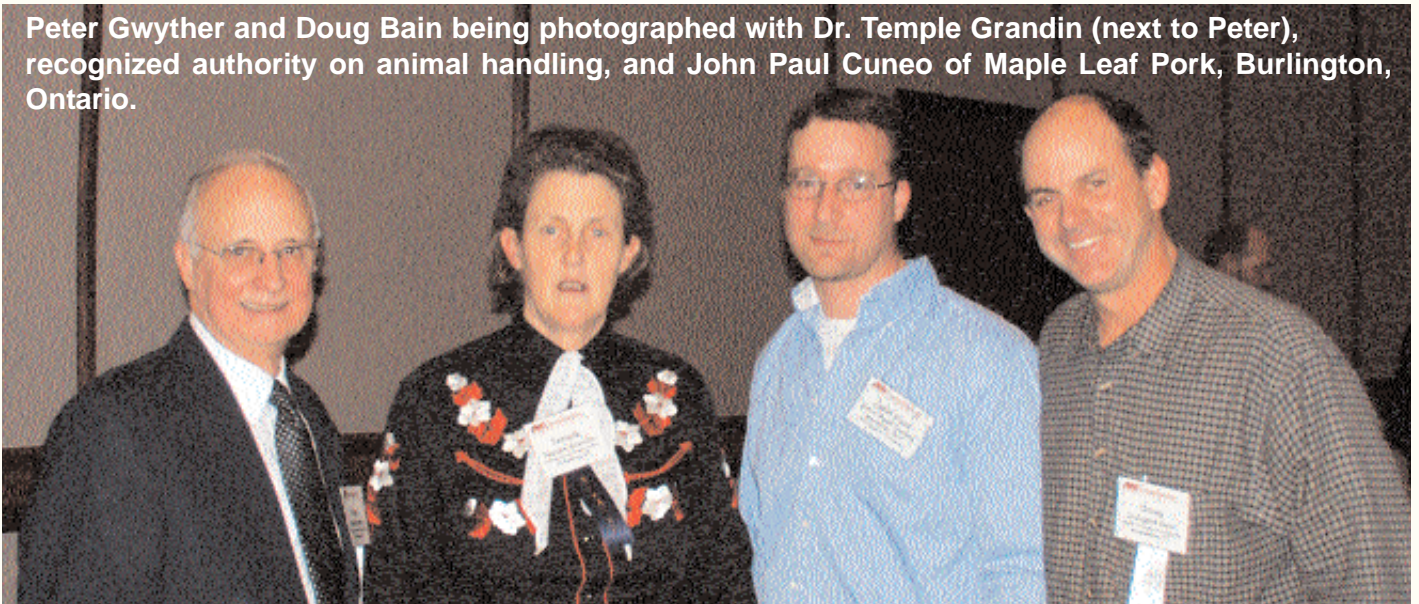
For the third consecutive year, Jarvis Products Corporation has participated in the American Meat Institute's (AMI) annual Animal Handling and Stunning Conference. This year's event was held February 18 and 19 at Kansas City's Hyatt Regency Crown Center. Vice President Peter Gwyther and Doug Bain, Western District Manager, represented Jarvis Products. Besides participating in seminars and lectures, conference attendees had the opportunity to view stunning equipment at an accompanying exhibit hall, and for the first time could view Jarvis' new USSS-2 Mushroom (Non-Penetrating) stunner.



Jarvis' new
USSS-2
Mushroom
Stunner

Some noted speakers at this year's conference included the USDA's Julie Cornett, Odem's Tennessee Pride's Frank Howell, the National Pork Board's David J. Meisinger, AMI's Janet Riley, Canadian livestock consultant Tim O'Byrne and Dr. Temple Grandin, well-known expert on humane animal handling, welfare and animal friendly facility design.

Peter Gwyther and Doug Bain being photographed with Dr. Temple Grandin (next to Peter), recognized authority on animal handling, and John Paul Cuneo of Maple Leaf Pork, Burlington, Ontario.



Doug Bain and Peter Gwyther with Michele Barnes, formerly of MEAT&POULTRY magazine, who worked with Jarvis in co-publishing the Conference's Directory.



Doug Bain at the Jarvis exhibit table, answering conference attendee questions.

Stunning precision

By Dr. Temple Grandin, Animal Science Dept., Colorado State University

The following article, written by Dr. Temple Grandin as part of her "*from the corral*" series, appeared in the June 2004 issue of MEAT&POULTRY Magazine, and is re-printed with the magazine's permission.

Concern about bovine spongiform encephalopathy has sparked a renewed interest in non-penetrating, mushroom-head captive bolt stunning of cattle. A recent report from the European Commission stated that non-penetrating captive bolt would reduce incidences of carcass contamination with at-risk brain material.

Effective stunning, which will ensure good animal welfare by inducing instant insensibility, requires sufficient concussive force. Sufficient force damages both the skull and the brain. Reducing the spread of at-risk materials requires a reduction in the damage to the head. These two goals are opposites. Minimizing damage to the skull requires the placement of the shot to be more precise. It must be in the center of the forehead and be perfectly straight. If the shot is on a slight angle the animal will remain sensible. Non-penetrating mushroom-head stunners can be designed to inflict differing amounts of damage to the head. I have observed that the most effective stunners inflict severe fracturing of the skull. In an Australian plant I observed a stunner that made a 3/4-inch deep fracture in the skull of cattle. Each animal was held in a head holding device and the plant was very effective in stunning.

I had the opportunity to observe another non-penetrating stunner that was designed to cause less fracturing of the skull. The mushroom head was on high bolt velocity but its travel was restricted. In 87 percent of fed feedlot cattle, it created a 3/8-inch deep fracture. The skin on the forehead was broken on only 11 percent of the cattle. There was no visible brain matter on either the animal's forehead or on the heads after skinning. The bad news is five fed cattle out of 75 observed showed immediate signs of returning to sensibility even though they were all shot in the middle of the forehead. Two of the stunning failures were shot on a slight angle and one was slightly off the center of the imaginary "X" in the middle of the forehead.

The mushroom-head stunner failed completely on one large steer, which had a heavy bull-like head. After he was shot perfectly he remained completely sensible and bellowed. The stunner had no effect on him. A penetrating captive bolt put him down with one shot, however. In some cases, skull thickness is an important factor. On 70 out of 75 of the fed cattle I observed (93 percent) the stunner worked perfectly and the animals became instantly insensible. I have concluded that when it comes to using non-penetrating stunners, there is no margin for error. When the stunner is placed correctly it works and if the targeting is even a little off, it fails. It is my opinion that a head-holding device and a chin lift be required to ensure an adequate level of animal welfare when a mushroom-type stunner is used. Mushroom-head stunning must comply with the standard welfare audit criteria of 95 percent rendered completely insensible with a single shot.



A worker using Jarvis' Model USSS-2 non-penetrating stunner in Valley Beef's Australian processing facility located in Grantham, Queensland.

Another possible problem with mushroom-head stunners is the decreased time frame required between stunning and bleeding. A short 60-second or less stunning-to-bleeding interval is advised to prevent animals from returning to sensibility. I often get asked about the feasibility of using electric stunning in large U.S. beef plants. It is being used very effectively in New Zealand on grass-fed cattle. The primary problem created with electric stunners is the occurrence of bloodspots in the meat. The Australians tried it on feedlot cattle and the blood splash was excessive so they went back to captive bolt. The problem is fed, feedlot cattle are young and therefore, their blood vessels are more fragile. Grass-fed cattle are older and have tougher blood vessels.