

# FEDERATION OF DISTRIBUTORS NEWSLETTER

# JARVIS

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## Russia's ArgoProdMash Expo



Photo of the White House, Russia's Duma or Parliament. This picture was taken by Mr. Volpe from his hotel room.

For the third consecutive year, Jarvis Products Corporation has participated in the ArgoProdMash exhibition, one of Russia's largest trade fairs. Held in Moscow during October, the 2004 show had more foreign manufactures showcasing their products to an ever expanding Russian meat slaughtering and processing industry. Representing Jarvis was Mr. Vincent R. Volpe, President of Jarvis Products, and employees of Jarvis Russia. As Russia's economic conditions improve, and more foreign financing has become available, domestic slaughter houses are in the market for more modern and efficient equipment - which Jarvis demonstrated at our booth. The results of the demonstrations and prospective sales leads were quite positive.



Alexander Glukhov, Jarvis Russia's General Manager (in center) discussing equipment needs with booth visitors.



In top right photo, Jarvis' Alexander Glukhov with wife Rita, who helped out at the Jarvis booth. Bottom right picture shows Alexander with Andrei Bykanov, General Director of Regional Products Group, a Russian meat processing company.





## Russia's ArgoProdMash Expo



Taras Mozgavoi, Director of PRIS Ltd., Jarvis' newest Russian distributor



Having their photo taken with Jarvis President Vin Volpe (in center) are representatives of the Kolomensky Opytni Meatpacking Plant, one of Jarvis' best Russian customers. From left are Technical Director, Yury Sochkov, Chief Mechanic Valery Vichkutov, Chief Service Specialist Valentin Ponamarev, and Chief Engineer Alexander Galutsky. Kolomensky has been using Jarvis tools for more than ten years, being originally installed by the Italian Company Rovani. Now Jarvis Russia does regular equipment service and repairs.



Alexandre Eliseev and Mikoel Klementiev of Moscow based KOH, a Russian distributor of Jarvis equipment with over 3,000 customers spanning the entire Russian Federation.



Acting as a guide at the Jarvis booth was Julia Glukhov, daughter of Jarvis' Alexander Glukhov.

### Russian Meat Industry Update

After the economic crisis following the fall of Communism, Russia's meat industry is showing great growth potential. After privatization, the Russian meat industry found itself financially weak, possessing obsolete equipment, and using inefficient production techniques. To solve these problems, Russian food companies are seeking foreign investment, and are purchasing western tools to replace outdated equipment. Today, 90% of new meat production equipment is bought from European manufactures, with German firms controlling 40% of the market. The U.S. share is approximately 5%. From trade shows, such as ArgoProdMash, Russian processors have shown a tremendous interest in American products and quality. The growth prospects look promising.



Ewa Kowalska of INWESTEL, a leading Polish meat processor located in Warsaw, inspecting tools at the Jarvis booth

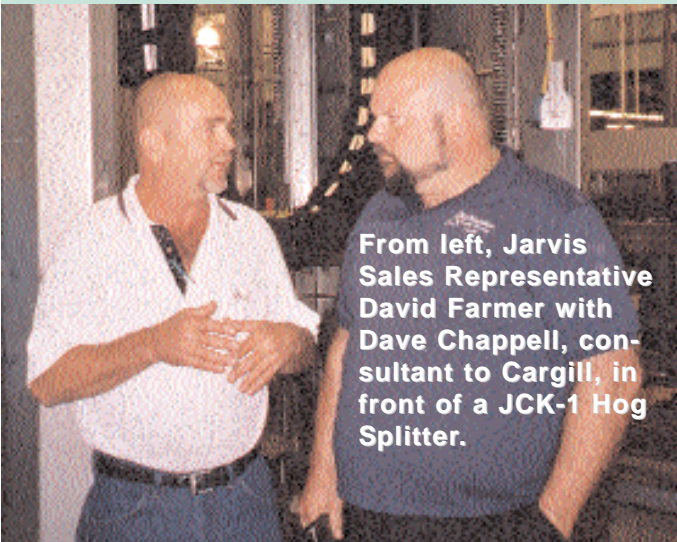


## Visitors From Cargill, Inc.



From left, Jarvis' Peter Gwyther, Dan Driscoll and David Farmer; Cargill's Marvin White, Dave Chappell (consultant), Richard Robinson, Laverne Maxwell, and Robert Pearson.

A delegation from Cargill's Beardstown, Illinois plant recently visited Jarvis' Middletown headquarters to review operations logistics for our Model JCK-1 Automatic Hog Splitter. The JCK-1 has been successfully operating in the Beardstown plant for over three years. The Cargill group included Robert Pearson, Laverne Maxwell, Dave Chappell, Marvin White and Richard Robinson. Jarvis Vice President Peter Gwyther, Automation Engineer Dan Driscoll, and Sales Representative David Farmer supervised the visit.



From left, Jarvis Sales Representative David Farmer with Dave Chappell, consultant to Cargill, in front of a JCK-1 Hog Splitter.

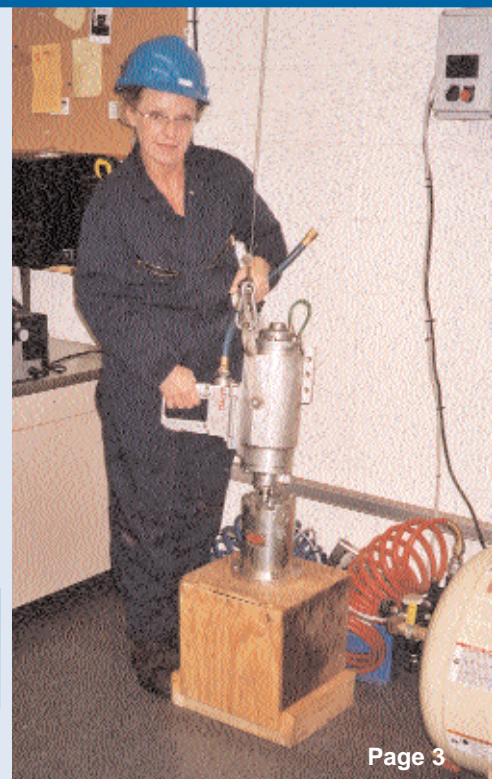


From left, Jarvis' Dan Driscoll and Peter Gwyther with Cargill's Marvin White and Corporate Engineer Richard Robinson checking out the latest JCK-1 technical updates.

### **Julie, Julie, Julie... Jarvis 'First Female Sales Representative**

Julie Hanson, wife of Jarvis' Mid-western Sales Supervisor Greg Hanson, has recently become Jarvis' first female sales representative and serviceman (or gender correct "servicperson"). Based out of our Omaha, Nebraska office, Julie services the many Jarvis customers located in the Nebraska, Iowa, Kansas, North Dakota and Colorado state area. Having been around husband Greg and brother-in-law (also Jarvis sales representative) Tim Hanson for many years, she knows her stuff (Mr. Volpe calls her "Superwoman"), and the specifics of Jarvis' wide variety of tools. Welcome aboard Julie. It's always good to have an experienced technician and another member of the Hanson clan join us!

Julie Hanson, Jarvis' newest sales representative checking the calibration of a Jarvis USSS-1 pneumatic stunner and accompanying AST-101 pneumatic stunner tester.







# It's Red Sox vs Yankees

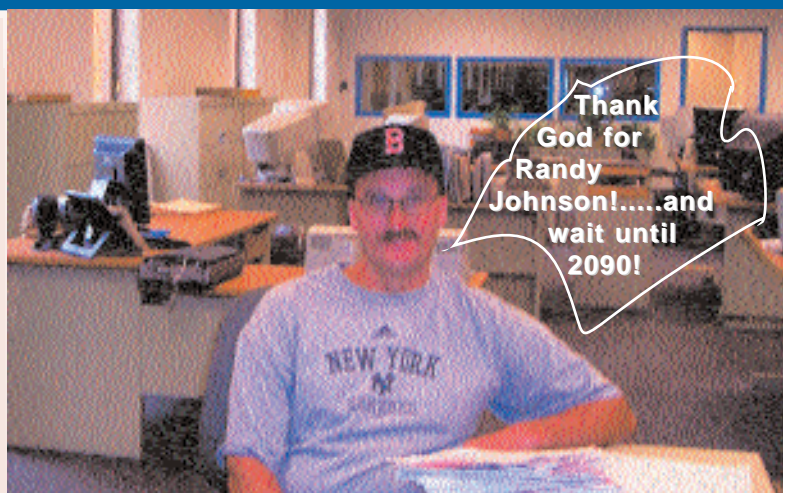


Meeting the demands of the surrender terms is Yankee fan Vin Volpe (center) being photographed with Red Sox supporters Wayne Burgess (on left) and Jim Reeve (on right).

For many years, a serious internal conflict has been happening here at Jarvis . A rivalry so intense, that at times people haven't spoken and tempers have flared. Our Middletown Connecticut facility lies directly in between two rival baseball teams - the New York Yankees, and the Boston Red Sox. Half of our employees, including President Vin Volpe are diehard Yankee fans, and the rest (poor creatures) loyally support the Red Sox. With 39 American League pennants, and 26 World Series titles, the Yankee fans held bragging rights. The last time the Red Sox won a World Series was when Woodrow Wilson was President, and WW1 was concluding - 1918. For 86 years Red Sox fans have said "Wait until next year". Now, alas, Yankee fans must say this phrase. During the playoffs, the Red Sox beat the hated Yankees in seven games; winning the last four games straight in spectacular style. Topping that, the Red Sox have won the World Series by beating the National League's Saint Louis Cardinals in four games - breaking the curse! After years of ridicule and teasing, Red Sox fans wanted satisfaction and revenge. What better satisfaction could there be than having Vin Volpe, the Yankees most staunch supporter, being photographed with Wayne Burgess and Jim Reeve, two Red Sox true believers. Mr. Volpe once said that if the Red Sox ever won the World Series, he would do something drastic. We are waiting to see what's going to happen next!

## The Agony of Defeat!

Jarvis Production Planner Andy Kulak is a diehard Yankee fan. As part of a bet, he once said "if the Red Sox ever win a World Series, in my life time, I'll continuously wear a Red Sox hat for 24 straight hours". The Red Sox did win the series, and Andy honored his bet, even wearing the hat at home, in front of his family. Asked about how he felt about wearing the enemy's hat, Andy replied "in all honesty I would much rather have a tooth pulled - anytime".



Thank God for Randy Johnson!.....and wait until 2090!