

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

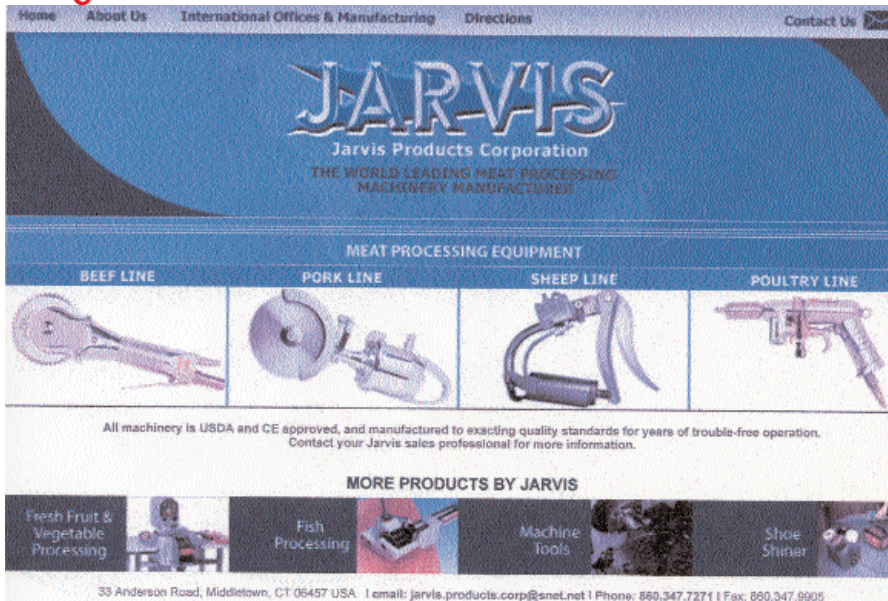
Issue No. 41, March 2005



Check it out!!

Jarvis has a New Website!!
www.jarvisproducts.com and www.jarvis.us

It's New!



Check out our new website. Designed for instantaneous information display, it can also quickly download a selected Jarvis product brochure as a Adobe Acrobat PDF (Portable Document Format) document, or play an action video of a popular Jarvis tool. PDF is a worldwide, universal format used for easily producing sales brochures directly from a website.

Use www.jarvisproducts.com or www.jarvis.us when customers immediately need product literature, or want to see a Jarvis tool in action.

For distributors and sales people, the site can be used to verify the latest tool specifications, and view the complete line of Jarvis products.

Jarvis' New Top Guy in Sweden

Ola Olsson has recently been named the new Managing Director of Jarvis Skandinavien AB. Ola has nearly sixteen years experience in the Scandinavian meat and food industries, which began when he was hired by Infood AB in 1989. At Infood, Ola became experienced in selling several lines of production and processing equipment, including Jarvis.

In 1997 Ola left Infood AB to become a Marketing Manger for a division of Amcor. Even in his absence, Ola still kept in contact with Jarvis' Greg Hanson. When the Managing Director's position was open at our Swedish subsidiary, Jarvis President Vincent Volpe contacted Ola and offered him the position.

As Managing Director, Ola Olsson has set several goals for Jarvis Skandinavien AB; these include giving Jarvis a 100% market share of all slaughter line equipment located in Sweden, Denmark, Norway and Finland, customizing time delivery of spare parts to customers, creating a direct communication line for immediately handling any customer inquiries or problems, and to quickly acquire valued market information by becoming a member of the Swedish Private Meat Marketing Organization.



Ola Olsson, Jarvis Skandinavien AB's new Managing Director

Welcome aboard Ola. Best of luck with your stated goals.



Visiting South Africa



Every year, President Vin Volpe makes a trip to the Republic of South Africa to visit Jarvis Products Corporation R.S.A., our South Africa subsidiary near Johannesburg. This visit is also an opportunity to visit old friends in the local meat industry, and to get a first-hand impression of current conditions facing that industry. During the December 2004 visit, Mr. Volpe visited Beefmaster, a major South African slaughterhouse, and long-time Jarvis customer. Specializing in naturally grain fed beef and lamb, Beefmaster's abattoir and deboning operation is located at their Kimberley facility. The company also has a large feedlot operation (Kromellenboog Farm) in the town of Christiana.

Pictured in the above photo are (from left), Vin Volpe, President of Jarvis Products, General Manager Louw Van Reenen, Proprietor Lourie Van Reenen, Roelie Van Reenen, and Jarvis South Africa's Deon Myburgh.



Visiting Australia



During January 2005, Mr. Volpe paid a visit to Jarvis Australia to see Managing Director Ray Cronin and his wife Janette, who's also the subsidiary's Financial Controller. Mr. Volpe also wanted to see Jarvis Australia's new facility in Richlands, outside of Brisbane. **FACT:** Australia is one of the world's largest beef exporters, with over 60% of Australian beef production exported, mainly to the U.S. and Japan.



Ray Cronin (standing) Jarvis Australia's Managing Director with service engineers (from left) Keith Croker, Damian Adock (sales and service representative), Sean Greentree, and Geoff Lawrence.

Ray and Janette Cronin at a party for the staff and customers of Jarvis Australia. In back is Lois Notley, wife of Vin Volpe's friend Max Notley.

Visitors from TönniesFleisch

Recently, a delegation from the German company TönniesFleish, one of Europe's largest meat processing companies (it's also Europe's largest privately owned quality meat producer), visited our Middletown headquarters to see President Vincent Volpe, and checkout Jarvis' JCK-1 Automatic Hog Splitter. The group also visited Excel Corporation's Beardstown, Illinois plant to view the machine in action. Representing TönniesFleish were Production Manager Frank Duffe, Maintenance Manager Thomas Lohmann, and Chief Mechanic Paul Facrer. TönniesFleish's main production plant is located in Northrhine-Westphalia; its headquarters are in Rheda-Wiedenbrück. Other slaughterhouses, cutting plants and cold storage facilities are located throughout Germany. The company is a highly regarded producer of pork and sow meat, beef and convenience products.



From left, Jarvis President Vin Volpe; representing TönniesFleish are Chief Mechanic Paul Facrer, Production Manager Frank Duffe and Maintenance Manager Thomas Lohmann. Seated across the table is Jon Jarvis, Jarvis' Director of European Operations.



Terry O. Loseke, Jarvis' Manager of Automatic Equipment (far left), escorted the TönniesFleish group during their visit to Excel's Beardstown, Ill plant to view the JCK-1 splitting carcasses.



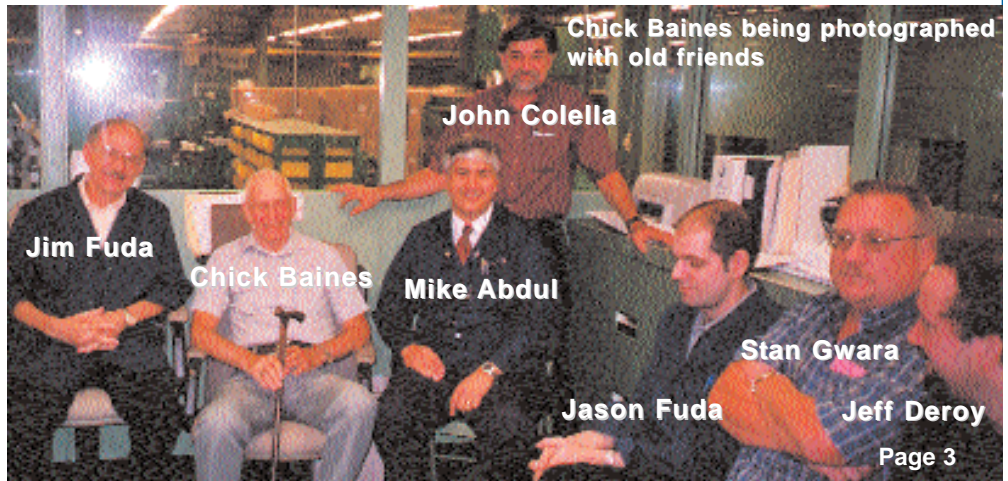
Viewing the JCK-1 production line are (from left) are TönniesFleish's Thomas Lohmann and Frank Duffe, Dan Driscoll, Jarvis Automation Engineer, TönniesFleish's Paul Facrer, Peter Gwyther, Jarvis Vice President, Jarvis' Jon Jarvis, and Ralf Riedel, Manager Jarvis Germany GmbH.

Chick Baines Returns for a Visit

Chick Baines, who was once general manager of the Middletown facility, came back to see old friends and see the newest changes. He retired in 1986 after working at Jarvis for over 36 years. Chick still lives in Portland, Connecticut, just across the river.

And we loved seeing him.

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Chick Baines being photographed with old friends

John Colella
Jim Fuda **Chick Baines** **Mike Abdul**
Stan Gwara
Jason Fuda **Jeff Deroy**

Industrade of France's Christian Sengler, and his wife Véronique, visited Jarvis' Middletown headquarters on their way to the International Poultry Exhibition (IPE) in Atlanta, Georgia. Besides seeing Mr. Volpe, they also toured the production facilities.

Located in Strasbourg, Industrade has been Jarvis' exclusive French distributor since 1974. Founded in 1949, the company sells and services equipment for the meat, poultry, fish and vegetable processing industries throughout Europe.

From left are Jarvis machinists' Norm Manemeit and Bob Warner, Christian and Véronique Sengler. Seated in front is machinist Wayne Burgess.



Jarvis' New Distributor in China Visits for Training

Recently, General Manager Barry Han and Vice General Manager Joe Zhou of Lenno Foodtech, Jarvis' new distributor in China, visited Middletown for instruction on the use and servicing of several Jarvis tools. While here, they also saw, first hand, how equipment is manufactured and then tested prior to shipment. Lenno Foodtech is located in Beijing, and sells Jarvis equipment throughout the People's Republic of China.



Jarvis Tool Maker Peter Jansak demonstrating how a tool fixture is milled to Lenno Foodtech's Joe Zhou (on left) and Barry Han (on right).



Machinist Bob Warner explaining how drilling/milling tools are measured and balanced to Lenno's Joe Zhou and Barry Han.

New CD's Available

Jarvis now has several CD's available showing our complete product line: Beef Catalog, Two New Non-Penetrating Stunners, Beef Stunners, Pork Catalog, and Sheep Catalog. CD's are also available for Poultry and Seafood. For more information and/or to order these CD's, please contact President Vincent Volpe at 860 347-7271; fax: 860 347-9905; e-mail; jarvis.products.corp@snet.net. Please specify requested type(s) and desired amounts.

