

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

Issue No. 42, May 2005



Exposición de Carnes 2005 - Exhibición de Industria de Carne la Mas Grande de Mexico



Expo Carne, one of Latin America's largest meat industry exhibitions, is held every two years in Monterrey, Mexico. In 2005, this event took place February 10th through the 12th. This year, manufacturers, suppliers and packers from 20 countries, representing different segments of the meat and poultry industries, showcased new equipment, products and technologies. Representing Jarvis Products Corporation were Humberto Sandoval, Jarvis de Mexico's General Manager, his staff of service engineers, and Vincent R. Volpe, President of Jarvis Products Corporation.



Front view of Jarvis' Expo Carne 2005 booth. Besides Mexico, visitors from Latin America attend this show to see the latest meat industry innovations. For Jarvis, it's a great opportunity to see many of our Central and South American customers.



From left, Jose Luis Gonzalez, who is building a new beef slaughterhouse in Culiacan, state of Sinaloa, Mexico, Señor Efrain Terrazas, representative of the state of Sinaloa who is sponsoring the new slaughterhouse project, Señor Cornel, Jose Luis Gonzalez's business partner, and Humberto Sandoval, Jarvis de Mexico's General Manager.

More Expo Carne 2005



Jarvis' Humberto Sandoval with a delegation from Frigorifico de la Cuenca Del Papaloapan, a leading beef producer located on Mexico's gulf coast. From left, Humberto, Yamil Garcia, the company's main stock holder, Isabel Morteo, Mr. Garcia's daughter, and Fernando Morteo, the company's General Manager. Frigorifico Papaloapan has been a long-time satisfied Jarvis user, and has Jarvis equipment on all its production lines. The delegation purchased a complete hock and horns cutting system at the expo.



Humberto Sandoval (center) having a discussion with a group representing Empacador Celaya's Hermosillo beef processing plant located in the state of Sonora. From left, General Manager Abraham Bratt, Humberto, and plant employee Ricardo Lopez (back to camera). Two employees, shown on photo's right, are unidentified.

Empacador Celaya's Hermosillo plant has all Jarvis equipment. The group was discussing Jarvis' USSS-1 Pneumatic Stunner operations at the plant.



From left, Ignacio Luna, Jarvis' Service Technician responsible for Mexico's gulf coast and Francisco Chuzeville, an advisor to the Mexican meat industry. Due to his long plant managerial experience with CD Usla, a meat processing company located in the state of Veracruz, Señor Chuzeville is an advisor for the design and construction of a new beef and hog slaughterhouse being built in Alvardao City, also in the state of Veracruz.



Gilberto Ocampo (on left), Jarvis de Mexico's Controller with Hantover's John Long, who's demonstrating Hantover's new line of trimmers.



The 57th annual International Poultry Exposition (IPE) was held January 26-28 at Atlanta, Georgia's World Congress Center. 834 exhibitors showcased their newest products and services over more than 16 acres of the center's display area. Approximately 18,763 attendees from 96 countries visited this show. Out of this total, 15,147 were from the U.S. and Puerto Rico, and 3,616 were international visitors. Besides U.S. attendees, visitors from Canada, Mexico, United Kingdom, Brazil and

From left, Harry Chamberlain, Jarvis Poultry Machinery Division Manager, Industrade of France's Christian and Véronique Sengler, and Kevin Chamberlain, Poultry Machinery Division's Sales Manager.

Colombia came to see the latest in poultry producing and processing technologies. In addition to the booth displays, the IPE also held industry related seminars and networking sessions.

Representing Jarvis Products Corporation at the IPE were Poultry Division Managers Harry and Kevin Chamberlain. Sharing the Jarvis booth were Christian Sengler and his wife Véronique representing Industrade of France, Jarvis' exclusive French distributor since 1974.



Russian Visitors



Recently, visitors from Jarvis Russia, our Russian subsidiary, and Moscow based KOH, Jarvis' Russian distributor, came to Middletown for training on repairing and servicing the latest Jarvis equipment. Alexander Glukhov, Jarvis Russia's General Manager and Service Engineer Nainys Mindaugas were here, at the beginning of the year, for training and also discussions concerning future Russian marketing plans. Mr. Mindaugas also toured several U.S. processing plants to see Jarvis tools in actual use. Earlier, Alexandre Eliseev, KOH's Vice Director and KOH's Export Manager Mikoel Klementiev were here for training and a tour of the manufacturing facilities.



From left, Jarvis Russia's Alexander Glukhov, Mike Abdul, Jarvis' Operations Manager, and KOH's Alexandre Eliseev and Mikoel Klementiev inspecting a newly manufactured CPP Turkey Hock and Neck Cutter.



Enjoying dinner and conversation are (from left) Jarvis Russia's Nainys Mindaugas and Alexander Glukhov with Madeline Volpe, wife of Jarvis President Vincent Volpe.

Jarvis Tools In Russia...

As mentioned in a previous newsletter, after the fall of Communism, and the economic upheaval and privatization that followed, Russian food companies are seeking foreign investment, advice and new equipment to replace outdated tools and processing/distribution methods.

Several well-known Russian meat processing companies including Babaevski, Klinsk, Five Stars and Pushkinsky Myasnoy Ddvor are now using Jarvis tools to greatly boost production, and to get more lean and precise cuts, exactly what the Russian consumer is now demanding. One company, Pushkinsky Myasnoy Ddvor, has all Jarvis tools on its production lines. Other processing companies, using Jarvis equipment, supply fresh meat to McDonald's, one of the Russian meat industry's largest customers.

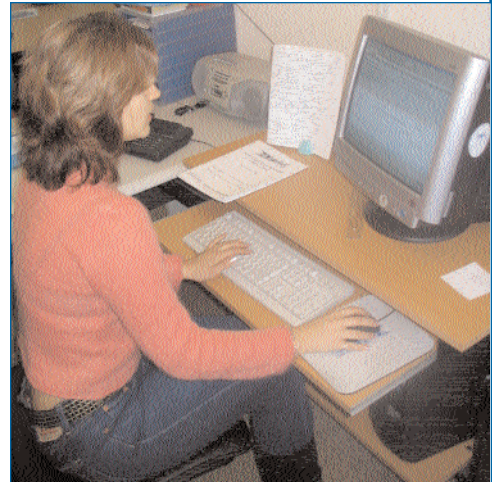


One of the biggest customers for Russia's meat industry is McDonald's, such as this one located near Moscow's Red Square.



Service Engineer Nainys Mindaugas repairing a JC111A Dehider. Jarvis Russia is now self sufficient in servicing all Jarvis equipment used in the country.

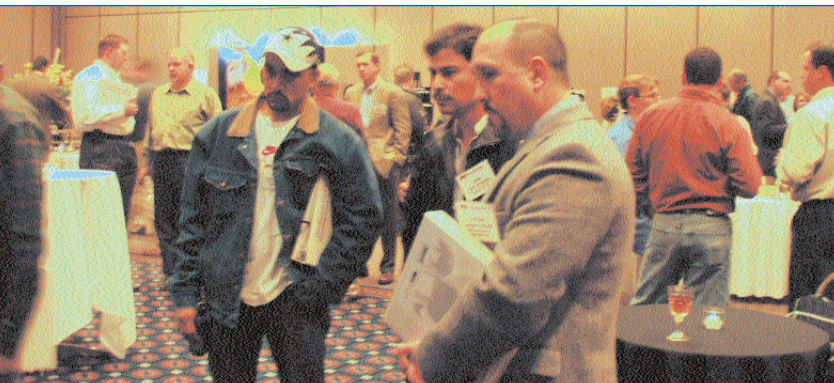
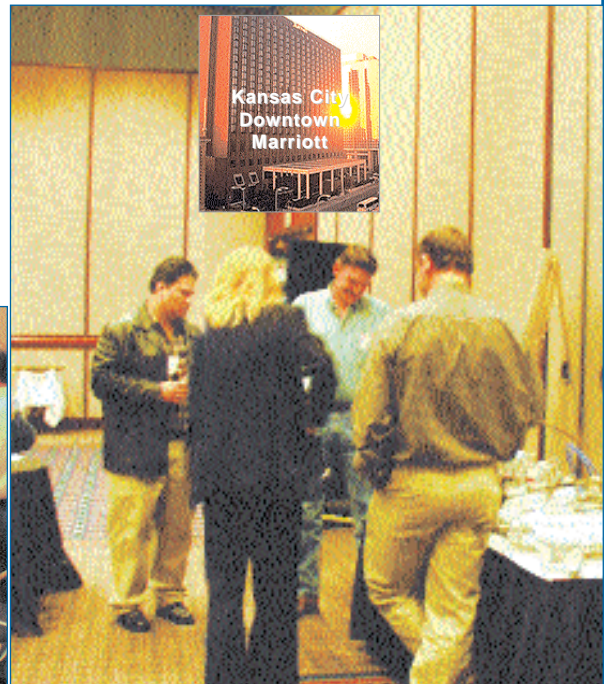
After seeing what new technologies can accomplish, Russian meat processors are showing a tremendous interest in American and western European processing equipment. As the Russian meat industry continues to modernize and grow, future equipment sales show great potential.



Julia Glukhov, Jarvis Russia's Office Manager, preparing billing for newly sold tools.

2005 Animal Care & Handling (Stunner) Conference

The annual AMI sponsored Animal Care & Handling Conference was held February 9-10 at the Kansas City Downtown Marriott. Over 400 attendees were at this conference to take part in workshops, attend seminars (several given by Dr. Temple Grandin), and to view stunning equipment displayed at an accompanying exhibit hall. 2005 marked Jarvis' fourth consecutive year of participation. Doug Bain, Western District Manager, and Greg Hanson, Eastern District Manager, represented Jarvis Products.



Conference attendees attending first day reception, and viewing stunning equipment being shown in an exhibit hall.

Attendees viewing and inspecting Jarvis stunning equipment, including USSS-1 & USSS-2 stunners displayed on Jarvis' exhibit table.