

FEDERATION OF DISTRIBUTORS NEWSLETTER

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SECOND TRIP TO CHINA



During April 2005, Mr. Vincent R. Volpe, President of Jarvis Products Corporation, took his second trip to China. On the same trip, he also visited Japan to see Madi Shirai, C.E.O of Jarvis Japan Co., Ltd., our Japanese subsidiary. One purpose of the China trip was to see Rene Wang, President of the Yu Xiang Yuan Corporation, which operates 7 restaurants, several hotels and a slaughtering plant in the People's Republic of China. Situated in Zhangjiawan, a section of Beijing, the company exports its beef products throughout China (including Macao and Hong Kong) and to ten countries, including Egypt, Jordan, United Arab Emirates, the Netherlands, and Brazil. Exports account for 30% of Yu Xiang Yuan's sales. As one of China's largest high-grade beef processors, the company has earned a reputation for first-rate quality and excellent customer service.



Photo taken in front of Beijing's Yu Xiang Yuan Hotel, which is owned by the Yu Xiang Yuan Corporation.

Being photographed with Jarvis President Vincent Volpe (second from right) and Yu Xiang Yuan President Rene Wang (center) are Jarvis Australia's John Emmett (Assistant to the President). The two women next to Mr. Volpe and Mr. Emmett are Ms. Wang's business secretaries.



Mr. Volpe and Yu Xiang Yuan President Rene Wang (in center) with two of the company's slaughterhouse employees.

Located in Zhangjiawan's Garden of Agriculture (Beijing's Tongzhou District), Yu Xiang Yuan production and headquarters facilities cover an area of approximately 280,000 square meters (1.1 square miles).

When Mr. Volpe was in Japan, he and Jarvis Japan's Madi Shirai visited the Isikawa-Ken Meat Distribution Center in Kanazawa City. Covering over 99,900 square feet (9,281 square meters) and with a total floor area of 116,336 square feet (10,808 square meters), this facility is one of Japan's largest and most modern meat processing operations. Incorporating many ultra-modern safety features, this plant also has a unique centralized livestock data management system designed to prevent the spread of such hazardous diseases as mad cow and bovine spongiform encephalopathy (BSE).

Accompanying Mr. Volpe and Madi Shirai was Tetsuro Inoue, Development Engineer for the Hanaki Engineering Company Limited, one of Japan's largest manufacturers of large-sized slaughterhouse machinery. Hanaki supplied much of the large equipment used in the Isikawa-Ken Meat Distribution Center. Besides producing slaughterhouse equipment for pork and beef processing plants, including smokehouses, Hanaki also manufactures packing and packaging systems. Isikawa-Ken also utilizes a wide variety of Jarvis equipment for handling its slaughter floor and boning room operations.



From left, Tetsuro Inoue, Development Engineer for Hanaki Engineering Company, Ltd., which supplied much of the large processing equipment used in the Isikawa-Ken facility; Jarvis President Vincent Volpe, Mr. Sakumoto, Isikawa-Ken's Managing Director, and Jarvis Japan's Madi Shirai.



Front entrance to the Isikawa-Ken Meat Distribution Center in Kanazawa City; one of Japan's largest and most modern meat processing and distribution facilities.



Side view and entrance of the Isikawa-Ken plant.



Photo of one of Isikawa-Ken's ultra-modern and hygienically clean cutting rooms.



The staff of Jarvis Argentina: from left, Carlos Parrilla, Fracisco Toleano, Carlos Montoya, Alberto Meloni (sitting down), Vice President Henry Kelly, and Ruben DeJonge .

During March 2005, Jarvis President Vincent Volpe made his annual trip to South America to see Henry Kelly, Vice President, Jarvis Argentina S.A.I.C., and Michael Gwyther, Vice President and General Manager of Jarvis do Brasil. This trip provides Mr. Volpe an opportunity to discuss and assess current and regional meat market conditions with Jarvis personnel and local industry leaders. Located in Buenos Aires, Jarvis Argentina was established in 1967, and is Jarvis Products Corporation's first overseas subsidiary. In Argentina, it is the number one manufacturer of slaughter house tools, and sells equipment to meat processors in several other South American countries.



Plant Manager Dick Thomas on the phone, either answering a customer's question, or trying to find out where is that shipment?



Technician Carlos Rodriguez preparing to ship a spare part to one of Jarvis Argentina's many customers.



Jarvis do Brasil and a growing market

Established in 1972 to support a fledgling Brazilian meat industry, Jarvis do Brasil has seen Brazilian meat production grow in the beef, pork and poultry categories. In 2004, Brazil produced 8 million tons of beef, 8.1 million tons of poultry, and 2.7 million tons of pork. Last year, Brazil exported 2.5 million tons of poultry meat and 394,000 tons of pork. The country has become one of the world's major meat exporters (second largest in beef and poultry exports), and plans to continually increase its share of world meat production. To meet the new demands, Jarvis do Brasil has moved into a new, much larger repair and warehouse facility in Sao Paulo.



Jarvis do Brasil's staff: from left, Eduardo Martins Ribeiro, Claudio Marcelo de Oliveira, Darcival Pereira dos Santos, Cesar da Silva Zafalon, Valdecir M. Ribeiro, Volmir da Silva, and Osmani Pereira. Vice President and General Manager Michael Gwyther is not in the photo.



Marketing Manager Andre Trama leaving the subsidiary's new building.

Jarvis do Brasil's Nestoz Amaral de Jesus (standing) and Francisco Marinho (seated) handling customer orders.



Charles Scheurer...an Old Friend Visits



Charles Scheurer and his friend Joanie Foremaster.

It is always a pleasure and happy occasion to see old friends. Charles E. Scheurer, a Jarvis employee for over 66 years, recently visited Middletown to see his old friend Mr. Volpe and other long-time acquaintances. Accompanying Charlie was his friend Joanie Foremaster.

Charles Scheurer was 18 when he started his Jarvis career in 1940, when the company was called Jarvis Power Tools. After distinguished World War II combat service as a U.S. Army paratrooper in the Pacific theater, he returned to the company in 1946. In 1953 he went to Los Angeles to organize the Jarvis Corporation of California. From 1957 until recently, Charles was the West Coast representative for the Jarvis Cutting and Machine Tools Divisions. He also represented Jarvis Meat Machinery.

Scandinavian Distributors Visit Headquarters



Recently, four Jarvis Scandinavian distributors visited Jarvis' Middletown, Connecticut headquarters. The group included Product Manager Svein R. Grøstad, representing Bokken, our Oslo based Norwegian distributor, Managing Director Kalevi Enberg from Helsinki, Finland based Toimitusjohtaja, Beef Division Manager Palle Dalgaard Sørensen representing Danish Crown, and Industry Consultant Lass Brøndum Nielsen from Fiskars Brands Danmark A/S, located in Sileborg, Denmark. Accompanying the distributors was Carl-Johan Öhman, Technical Manager for Jarvis Skandinavien AB, which is located in Sweden.

From left, Bokken's Svein Grøstad, Fiskars' Lass Brøndum Nielsen, Jarvis Skandinavien AB's Carl-Johan Öhman, Danish Crown's Palle Dalgaard Sørensen, and Toimitusjohtaja's Kalevi Enberg inspecting a new Buster IX bandsaw.



Jarvis President Vincent Volpe with (from left) Palle Dalgaard Sørensen, Kalevi Enberg, Svein Grøstad, and Carl-Johan Öhman. In the background is Jarvis Assembler Chris Haentjens.

The purpose of the group's visit was to see the latest Jarvis tools, increase their existing knowledge about equipment being currently sold to customers, and review future marketing strategies for the Scandinavian area. As mentioned in a March 2005 newsletter article, under the helm of Ola Olsson, Jarvis Skandinavien AB's new Managing Director, the Scandinavian region is getting an increased sales and marketing effort.