

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

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A Half Century at Jarvis!!

On June 15, 1955 a new employee, without any prior meat industry experience, began his first day working at Jarvis Products Corporation. He had been hired by William Jarvis, past chairman of the Jarvis Corporation, to establish a new meat machinery division and to sell a unique, pneumatically powered tool that removed hides from beef carcasses. This was a daunting task, since the meat industry had long assumed that this costly and labor intensive job, could only be done by skilled workers using knives. Adding to the problem was lack of name recognition. The Jarvis name, long recognized in the machine and cutting tool industry, was almost unknown to meat processors.



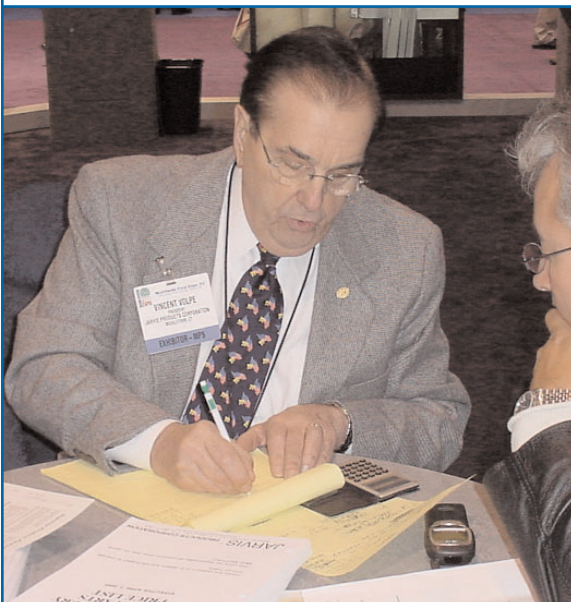
Jarvis President
Vincent R. Volpe

marks or holes. The dehider demonstration was a success, and showed that the Jarvis Air Dehider could do a much better job in less time - better than any knife or comparable tool currently used in the plant.

That new employee was Vincent R. Volpe, President of Jarvis Products Corporation. In June he celebrated his fiftieth year with the company. Under his direction, the company has grown and prospered immensely. He now heads a highly recognized, industry leading, world-wide company with subsidiaries in thirteen countries, and twenty-six distributors selling (and servicing) a complete variety of slaughter floor and boning room products. From a single tool that removes hides, Jarvis now sells well over a hundred different tools to handle every slaughterhouse procedure. Current plans are to expand operations into several, fast-growing Asian and Eastern European markets. As Mr. Volpe is always saying "Jarvis makes it happen!".

So began the new employee's first job at Jarvis; traveling to a Chicago meat packing plant, and trying to convince a skeptical plant manager into a trial demonstration. This salesman, wearing his best suit and shoes, met the manager in the plant's slaughter room area to arrange a demonstration to prove that this tool could effectively remove hides of the highest quality - ones without cuts,

Happy fiftieth year Mr. Volpe, and many more!



During 50 years of service, Mr. Volpe has represented Jarvis Products Corporation in countless meat industry trade shows, all over the globe. This photo was taken in 2003, at Chicago's AMI sponsored World Wide Food Expo.



Over 50 years, Mr. Volpe has traveled world-wide, visiting Jarvis' subsidiaries, distributors, and customers. Keeping personal, direct contact with long-time industry associates is considered an essential part of business. Breaking into new geographical areas is also important. The above photo was taken in April, 2004 during his first trip to China. With Mr. Volpe is his wife Madeline.



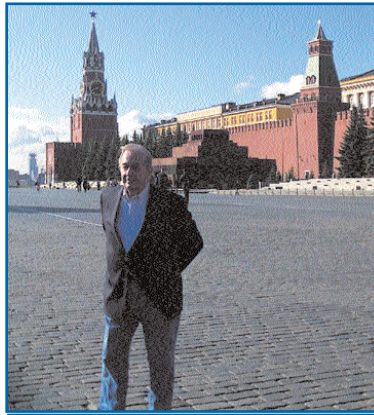
VIV ДЪ ННЭЭ 2005



(VIV Russia 2005 Exhibition)

One of the goals of Jarvis Russia, our Russian subsidiary, is to participate in all major meat industry trade shows held in that country. VIV Russia is a major animal production and meat processing exhibition that was held in Moscow, June 1 through June 3. In total, 4,620 trade specialists, from many countries attended this event. Over three-quarters of the attendees were from the Russian Federation.

Representing Jarvis Products Corporation was Jarvis Russia's General Manager Alexander Glukhov, and employees of Jarvis Russia. Also representing the company was Harry Chamberlain, Manager of Jarvis' Poultry Division. Besides the exhibit floor, attendees could also attend seminars on many subjects



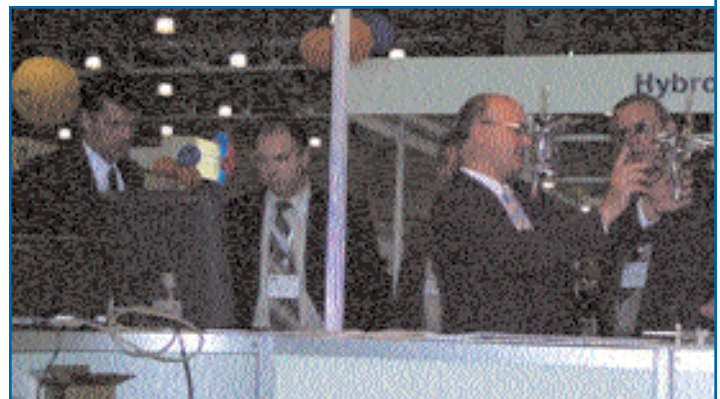
Harry Chamberlain in front of the Kremlin building. Russia is a potentially large market for Jarvis poultry equipment

relating to the growing Russian meat and agricultural industries, from improved poultry and pork processing techniques to better milk production.

The June trip was Harry Chamberlain's first trip to Russia. Besides participating in VIV Russia 2005, he and Alexander Glukhov also visited a local poultry processing plant to view current line operations, and assess equipment needs. Harry's 42 plus years of poultry equipment experience proved an invaluable asset in helping diagnose production problems, and provided practical and cost-effective solutions.



Harry Chamberlain, Jarvis' Poultry Manager (on left) and Jarvis Russia's Alexander Glukhov (on right) reviewing sales brochures, and identifying poultry tool requirements with a booth visitor. Harry's 42 plus years of poultry equipment experience proved to be a great asset.



Jarvis Russia's Service Engineer Nainys Mindaugas (far left) and General Manager Alexander Glukhov (second from right) demonstrating poultry tools at the Jarvis booth.



Jarvis Russia's Nainys Mindaugas (on left) discussing equipment and servicing requirements with two booth visitors.



Harry Chamberlain with Julia and Rita Glukhov, daughter and wife respectively of Alexander Glukhov. Both wife and daughter helped out at the Jarvis booth. No doubt, Harry was asking "where in Moscow does one get a good turkey pot pie?". (One of his favorite foods.)



Jeanine Mustafa - Jarvis Employee / Citizen Soldier

Jeanine Mustafa, a combat veteran who participated in "Operation Iraqi Freedom", recently joined Jarvis Products Corporation as an administrative assistant, handling export shipment invoices in the Middletown headquarters.

Jeanine holds the rank of E4 Specialist, Combat Medic (designation 91B), and is a member of the Connecticut National Guard's 118th Area Support Medical Battalion, now headquartered at the VA (Veteran Administration) hospital in Newington, Connecticut. She joined the Guard in 2000. From January 2004 to January 2005, the 118th served in Iraq, and was stationed near Balad, a city approximately fifty miles (80 kilometers) north of Baghdad. Outside Balad, the U.S. military has constructed a large Army support facility near a former Iraqi Air Force base that supports American Army and U.S. Marine units participating in



Jarvis Administrative Assistant Jeanine Mustafa handling export shipment invoices at Jarvis headquarters.

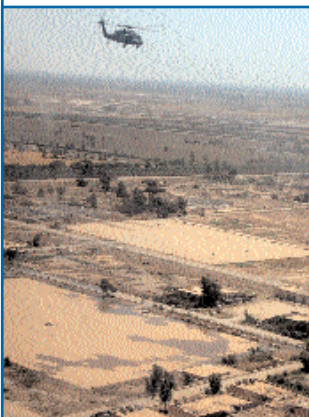
local combat operations. The 118th's mission was to provide medical support to these units. During their tour of duty, Jeanine and her unit saw extensive action, and came under fire while supporting American and allied troops battling Iraqi insurgents.

Jeanine says serving in Iraq was a worthwhile life experience. "After a year in Iraq, you learn to really appreciate the way of life back home, especially the freedoms that you normally take for granted". Jeanine Mustafa is still a member of the 118th, and attends weekend meetings once a month. She will be in the Connecticut Guard until August 2006.

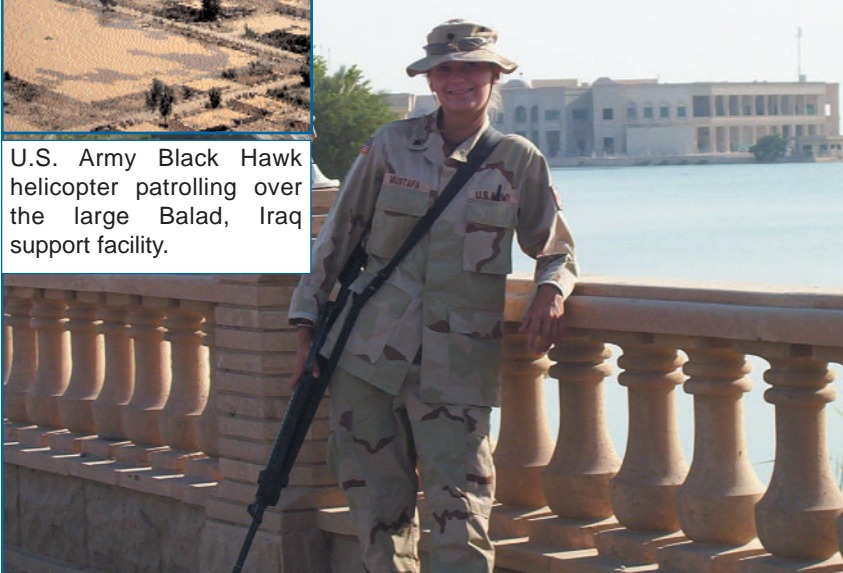
Jeanine, we are proud to have you on board. You're our hero!



U.S. Army E4 Specialist Combat Medic Jeanine Mustafa patrolling the streets of Balad, Iraq.



U.S. Army Black Hawk helicopter patrolling over the large Balad, Iraq support facility.



Picture of Jeanine in front of Saddam Hussein's lake front palace in Baghdad. Saddam had water diverted from the nearby Tigris River to create a man-made lake. Saddam Hussein had many palaces constructed in Baghdad. Built at great expense, besides being for show, they provided multiple places for him to hide from real and imagined enemies.



Jeanine on night patrol with Sergeant Gloria DeGuzman of the California National Guard. Jeanine's unit, the 118th Area Support Medical Battalion, provided medical assistance to American and allied troops conducting patrols and combat missions.

A Final Goodbye to Charlie Higgins

It is with deep regret that I have to report the passing of Charlie Higgins, an old friend and work colleague who recently passed away. Charlie retired in November 2003 after 46 years of faithful service.

I personally knew him for most of those 46 years. It was only a short while ago that we had his retirement party. I wished him well, and hoped that he carry out all those retirement plans he had mentioned over the years. But life isn't predictable, and can even play cruel tricks. Shortly after retiring, Charlie Higgins became ill and never fulfilled his retirement dreams.

I could mention his work ethic, which was outstanding, or his unsurpassed technical knowledge, but what I remember most about Charlie was that in 46 years, I never saw him ever lose his temper; not once. Even under stress, whether it was from a vendor who was late delivering parts, or from a customer that wanted to know where was his order, Charlie kept his cool. Always even-tempered, easy mannered, and optimistic.

Charlie always treated people the way he wanted to be treated - with respect and patience. A difficult situation always turned into a mutually agreeable compromise. Late deliveries had a way of speeding up, and an irritated customer had confidence in Charlie's reassurance that their order was on the way.

Charlie Higgins was truly one of the good guys; good employee, good husband, good father, good friend. It is not just words when I say he will truly be missed by his own family and his many friends here at Jarvis. It was a great joy and pleasure working with Charlie. He was one of those people that made the work day a little bit better, and one that set a higher standard for others to follow.

Goodbye old friend. We will miss you, and I promise you will not be forgotten.

Vincent R. Volpe



Charlie conducting a departmental meeting in May, 1978.



Charlie Higgins at his November 2003 retirement party, after 46 years of faithful and loyal service.



Detroit 1994; Charlie Higgins waiting for his ride to the airport after a trade show. Even if the ride was late, knowing Charlie, he didn't get angry.