

# FEDERATION OF DISTRIBUTORS NEWSLETTER

# JARVIS

Issue No. 45, August 2005



## Jarvis China - our newest subsidiary...and John W. Long - our new man in China!

It is official: Jarvis Products Corporation has established its thirteenth subsidiary, which is located in the People's Republic of China. Managing this new subsidiary is John W. Long, a twenty-nine year veteran of the meat processing industry, and a long-time friend of Jarvis president Vincent R. Volpe.

A native of Rapid City, South Dakota, and a graduate of South Dakota State University, John began his career in 1976 as a salesman at Packers Engineering & Equipment in Omaha, Nebraska. He eventually became National Sales Manager for the company. In 1989, John established Maja Equipment Co. Inc. in Omaha, the U.S. subsidiary of Kehl, Germany based Maja Maschinenfabrik, manufacturers of de-rinding, membrane-skinning and automatic flake-ice machinery. As president and owner, he began to build a company from scratch. John was responsible for all the new company's marketing efforts, media planning, staff training, and organizational development. In less than eleven years the company's sales increased by a factor of 7, and Maja controlled one-third of the U.S. market. In that period over 1200 Maja machines were sold in the U.S.

In 1999 another business opportunity presented itself. Meyn Food Technology, headquarters in Oostzaan, The Netherlands, manufacturers of systems and equipment for the poultry and convenience food processing industry, was looking for someone to create and run a U.S. subsidiary. As the Meyn Food Equipment Company's new president, John not only had to create a new company (including building a headquarters in Atlanta, Georgia plus warehouses) but he



John W. Long - new General Manager of Jarvis China

also had to restructure, reshape and re-launch the Meyn product line in the U.S. market. In the first year, under John's direction, Meyn's sales reached their stated goal, and profits were actually higher than projected. The huge success of the U.S. operation was one of the reasons Talon Automated Equipment Group, Detroit, Michigan purchased the Meyn corporation.

## Jarvis 中国

Looking for new adventure, John heard about Jarvis' entry into the China market, and that the company was searching for someone to manage their extensive operations in this new undertaking. It seemed a perfect match - John had known Mr. Volpe for many years, and has been acquainted with Jarvis equipment since 1976. He had also made several business trips to China, was familiar with China's meat processing industry and its distributor network, and knew how to start an organization from the ground up.

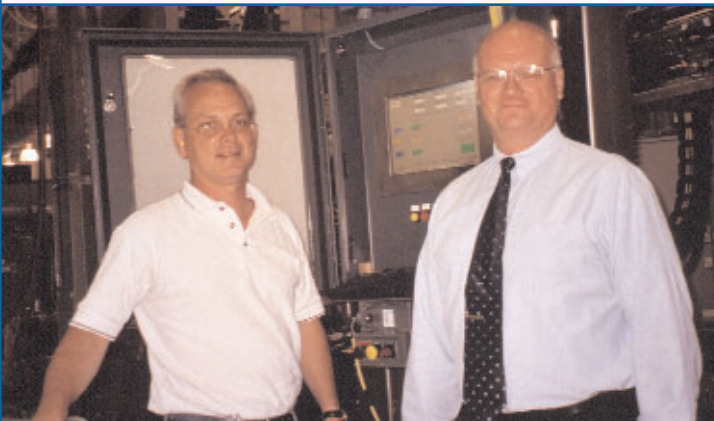
John looks at China as a new frontier, especially in the meat industry. He says, "China is now 30 - 40 years behind the U.S. and Europe in meat processing technology. It needs to adapt new practices and technologies to increase production and improve quality for a growing (and more demanding) consumer class." John has set three immediate goals for Jarvis China:

- Establish an office in Beijing, China's capitol, which is also the center of the country's meat industry.
- Further expose the local meat industry to Jarvis tools that are especially made for pork, beef and poultry processing.
- Use the distributor base to establish personal relationships with local company owners and plant managers.

John has also set a personal goal of improving his knowledge of the Chinese language.

Best of luck to John Long and Jarvis China in this new venture. With his many years of meat industry experience, and his positive "can-do" attitude, there is no doubt Jarvis' new subsidiary will become a big success.

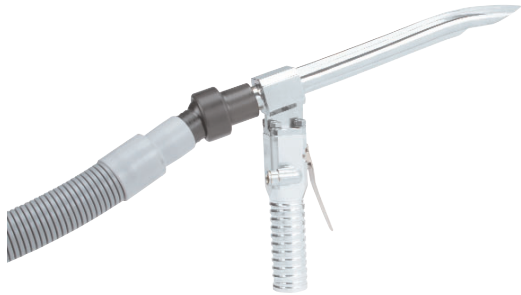
John W. Long, Jarvis China's new General Manager with Jarvis Automation Engineer Dan Driscoll, inspecting a Jarvis' Automatic Hog Splitter control panel.



# Jarvis has Some New Tools!

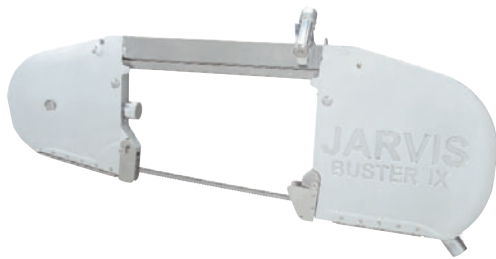
Jarvis Products has recently introduced several new products that have been designed to make meat processing faster, more efficient, and more economical.

These new products, plus the complete Jarvis line, will be displayed at the upcoming AMI sponsored World Wide Food Expo, October 26-29, at Chicago's McCormick Place.



## BS-1 Brain Sucker

The recently introduced BS-1 Brain Sucker Removal System quickly and effectively removes all material from the brain cavity. Besides efficiently removing material, using this tool avoids contaminating heads, and saves cheek meat. It also permits head de-boning on tables - without cross contamination. Using Jarvis' Brain Sucker eliminates the need to place corks in heads, avoiding any brain seepage. Constructed with all stainless material, it is lightweight (handle assembly weighs only 3.5 pounds), and easy to operate.



## Buster IX Bandsaw

Introduced last year, meat processors are finding that Jarvis' Buster IX Beef Splitting Saw - with an internal sanitizer - reduces the rate of organic material accumulation, prevents build-up of central nervous system proteins on the saw blade, and eliminates the need to immerse bandsaws for hot water sterilization. All stainless constructed, the Buster IX is designed to reduce missplits, extend blade life, and can split beef, pigs and horses.

## JET Superior Bandsaw Blade

Co-engineered with Edge Manufacturing, the brand new JET (Jarvis Engineering Technology) bandsaw blade offers operators significantly longer blade life (approximately double the life span) and accuracy.



## GHB-1 HOG BUNG BLADE GRINDER

Jarvis' GHB-1 grinder is perfect for sharpening hog or sow bung dropper blades used on Jarvis hog/sow bung dropper tools. It sharpens worn or badly damaged blades to original design specifications, and reduces the amount of material removed for longer blade life. Minimal operator training is required.



## USSS-2A & SPC/SHC-165G

Also being displayed at the AMI show is the new USSS-2A pneumatic non-penetrating stunner, and its support equipment. Also being shown are the two varieties of spinal cord removers (SPC-165G and SHC-165G) that grind away the spinal cord channel where BSE risk material exits, including the spinal cord, missplit and the meninges (spinal cord skin), minimizing the amount of central nervous system (CNS) tissue left in the channel. This process also removes prion material.



For more information about these tools, please contact Vincent Volpe at 860 347-7271; fax: 860 347-9905; e-mail: [jarvis.products.corp@snet.net](mailto:jarvis.products.corp@snet.net). Information plus technical specifications can be viewed at our website - [www.jarvisproducts.com](http://www.jarvisproducts.com).

# New Missouri Pork Processing Plant

Triumph Foods, a new, vertically integrated pork processing company, owned by Midwestern hog producers, is building a new \$130 million pork processing plant, (680,000 square feet or 63,000 square meters) in St. Joseph, Missouri. This is the first large-sized pork processing plant built in the U.S. in the last eight years - and it's using all Jarvis equipment.

Scheduled to open in October, 2005, it will incorporate the latest production, design, food safety, and quality control technologies, and will produce high quality pork products for the domestic market. Beginning with one shift, then expanding to a two shift schedule, the Triumph plant will

have the capability of processing 1100 hogs per hour, or over 8,000 hogs per day. Within a two year period, the plant will employ approximately 1,000 production line workers, and 200 management and clerical employees. Triumph Foods will also house its corporate and national operations headquarters at the new facility.

Located on fifty-six cleared acres that used to be St. Joseph's old meat packing district, the new facility's plant manager is Randy Fehlberg, who has a long-time business relationship with Jarvis Products.



Photo of Triumph Foods new St. Joseph, Missouri pork processing facility under construction. This is the largest pork processing plant (680,000 square feet) to be built in the U.S. in over eight years, and utilizes all Jarvis Products equipment. Besides processing operations, the site will house Triumph's corporate headquarters.

## Future Presidential Candidate Visits Jarvis Argentina

In June Ricardo Lopez Murphy, who is running for Argentina's national senate in the 2005 elections as the Center-Right Party candidate, visited Jarvis Argentina S.A.I.C., our Argentinian subsidiary. Señor Murphy wants to represent Buenos Aires province, the country's largest

electoral district and the location of Jarvis Argentina. Ricardo Lopez Murphy is a neoconservative economist, and has been involved in Argentinian politics for the past 20 years. If successful, Señor Murphy is planning to run for President of Argentina in 2007.



From left: Dick Thomas, Jarvis Argentina's Plant Manager, Ricardo Lopez Murphy, candidate for the national senate representing Buenos Aires province, and Henry Kelly, Jarvis Argentina's Vice President.



Senate candidate Ricardo Lopez Murphy discussing his proposed economic strategy for strengthening Argentina's economy and increasing foreign investment with Henry Kelly and several other Jarvis Argentina employees.

# Momence Packing Company Visitors

In July, four visitors representing the Momence Packing Company of Momence, Illinois, a division of Johnsonville Sausage L.L.C, visited Jarvis' Middletown headquarters. Representing Momence Packing were Dan Sambrooks, Operations Manager, Ed Petras, Maintenance Manager, Pat Garinger, Plant Coordinator, and Jitendra Shah, QA Coordinator. Besides seeing the latest Jarvis equipment, the group personally meet with Jarvis President Vincent Volpe to discuss equipment needs, and current conditions affecting the pork processing industry.

The Momence plant is a pork slaughtering and processing facility that handles approximately 165 sows per hour. Its parent company, Johnsonville Sausage, headquartered in Kohler, Wisconsin, is the largest U.S. producer of fresh sausage products, including bratwurst, Italian sausage, smoked, cooked, and fresh breakfast sausage links.

Besides Momence, Illinois, Johnstown Sausage operates two other processing plants in Watertown, Wisconsin and Holton, Kansas (Old Home Meats). All together, the three plants process approximately 4300 sows per day.



Representing Momence Packing are (from left), Dan Sambrooks, Operations Manager, Ed Petras, Maintenance Manager, Pat Garinger, Plant Coordinator, and Jitendra Shah, QA Manager.



Being photographed with Jarvis tool setter Lee Stevens (in front), are from left, Momence Packing Company's Ed Petras, Pat Garinger, Jitendra Shah, and Dan Sandberg.

## Jarvis Participates in 2005 China International Meat Industry Expo

Jarvis China, our newest subsidiary, participated in the 2005 China International Meat Industry Exhibition, held July 20-23 at the Beijing Exhibition Center. This is one of the largest meat industry and foodstuff exhibitions held in the People's Republic, with over 500 exhibitors showcasing the latest developments in meat, poultry and egg processing

technologies. Representing Jarvis Products were John W. Long, Jarvis China's new General Manager, Jarvis Australia's John Emmett (Assistant to the President), and the staff of Lenno Foodtech, Jarvis' China distributor, including General Manager Barry Han and Vice General Manager Joe Zhou.



From right, Jarvis Australia's John Emmett (Assistant to the President), and John W. Long, Jarvis China's new General Manager, in front of Leno Foodtech booth



Jarvis' John W. Long demonstrating Jarvis bandsaws, spring balancers, and other equipment at the Leno Foodtech booth.