

FEDERATION OF DISTRIBUTORS NEWSLETTER



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Germany's Tönnies Fleisch Purchases Five Automatic Hog Splitters !!!

Germany's Tönnies Fleisch, one of Europe's largest meat processing companies (also Europe's largest privately owned quality meat producer), became the first European processor to purchase Jarvis' Model JCK-1 Automatic Hog Splitter. The company purchased five machines! Since October, one machine has been successfully operating at Tönnies Fleisch's Rheda-Wiedenbrück facility.



Action Photo of Automatic Hog Splitter

processing plant. Besides these operations, Tönnies Fleisch operates other slaughterhouses, cutting plants and cold storage facilities throughout Germany, and is highly regarded for its pork and beef convenience products. Other companies in the U.S. and overseas have expressed interest in Jarvis' Automatic Hog Splitter. As mentioned in earlier newsletters, this

Two more automatic hog splitters are scheduled to be installed at this plant. Eventually, two other machines will be installed and running at the company's Weißenfels'

machine has been performing successfully for several years at pork production plants located in Illinois and Iowa, U.S.A.



Photo of Tönnies Fleisch's production plant in Rheda-Wiedenbrück, Germany, where Jarvis' Automatic Hog Splitter has been operating successfully since October, 2005. Two more automatic hog splitter machines will be installed at this facility.



Loading dock at Tönnies Fleisch's Rheda-Wiedenbrück production plant.



From left, Frank Duffe, Tönnies Fleisch's Production Manager, Vincent R. Volpe, President Jarvis Products Corporation, and Paul Vacker, Tönnies Fleisch's Chief Mechanic. Photo taken at Tönnies Fleisch's Rheda-Wiedenbrück production facility where the first Jarvis Automatic Hog Splitter was installed.



Brazil's Tecnocarne 2005



Jarvis do Brasil, our Brazilian subsidiary, participated in Tecnocarne 2005, Brazil's largest meat processing industry trade show. Held biennially, this year marks the seventh time this event has occurred, and took place August 23-25 at Sao Paulo's Centro de Exposicoes Imigrantes (Center of Immigrant Expositions). This year's show had more than 600 exhibitors, representing companies from Brazil, Denmark, France, Germany, Holland, Ukraine, United States, Argentina, Switzerland and New Zealand, showcasing their products and services. More than 30,000 visitors attended the expo to view (and purchase) the latest developments in slaughtering, processing and packing equipment.

With more than 170 million cattle, Brazil has one of the world's largest beef herds, and it annually produces approximately 17 million tons of beef, pork and poultry products. In 2003, exports of meat and poultry products earned the country over \$4.1 billion dollars (U.S.), making it one of the world's largest exporters of such items.

Besides representatives from Jarvis do Brasil, Henry Kelly, Jarvis Argentina's Vice President, was there to greet booth visitors.



Jarvis booth at Tecnocarne 2005



Jarvis Argentina's Vice President Henry Kelly (in center, seated at table) with Mr. and Mrs. Felipe Acuña Vergara, owners of Frigolucque J. A, a Paraguayan meat processing company.



From right, André Trama, Jarvis do Brasil's Marketing Manager, with Marcos Hoffman, Purchasing Manager for the Friboi Group, operators of a very modern Brazilian slaughterhouse (frigorífico) and meat processing facility. Visitor wearing green sweater is unidentified.



From left, Roberto Rivelino, General Manager of the Vale Grande Group, a Brazilian meat processor, with Eduardo Martins Ribero, Jarvis do Brasil's Technical Manager.

Chuck Faltin Hired as Jarvis' New National Accounts Manager

Chuck Faltin is Jarvis' new National Accounts Manager operating out of our Omaha, Nebraska office. He is responsible for handling direct, liaison duties between Jarvis and the upper management of our major U.S. and Canadian accounts, including Tyson, Smithfield, Hormel, Cyborg, Premium Standard Farms, and Swift. Besides direct contact with U.S. and Canadian plants, this new position's territory also includes anyplace in the world where major meat processing plants are operating, such as Tyson's expanding facilities in China and Argentina.



Chuck Faltin, Jarvis' new National Accounts Manager

a U.S. Army Captain in the Vietnam War, flying OB-1 Mohawk reconnaissance aircraft over Vietnam and Laos.

His meat industry career began in 1970 when he started at Wilson Certified Foods in Omaha, Nebraska. At Wilson, he worked for Gene Leman who eventually became Senior Group President of Tyson Fresh Meats. Chuck then worked at IBP in Omaha as a purchasing agent. Prior to joining Jarvis, Chuck was Regional Vice President for Precision Industries in Omaha, where he was responsible for handling the Tyson account.

Chuck feels that Jarvis greatly helps its customers in a fast changing market by providing superior equipment, better personnel training, and increased economy through decreased product costs. By these methods, it's quite possible for Jarvis to achieve (and maintain) a goal of 100% market share in sales of slaughter floor and boning room equipment. A native of Howells, Nebraska, Chuck is a graduate of the University of Nebraska. He also served as

Chuck Faltin has known Jarvis President Vin Volpe for over 37 years. Due to his past experience with Jarvis equipment, the company, and its employees, Chuck had for many years wanted to join the Jarvis organization. With his many years of experience, plus his personal contacts within the major processors, Chuck Faltin is a valuable addition to the Jarvis family. Welcome aboard!



Visitors from Argentina's Beltrán Group



From left, Mario Beltrán, owner of the Beltrán Group, a major Argentinean beef processor, Jarvis Vice President Peter Gwyther, Ricardo Schiavoni, President of Natilla S.A., and Hernán Obarrio, Manager of Frigorífico Tinacher.

During a June 2005 visit, a delegation representing the Beltrán Group of Córdoba, Argentina toured Jarvis' Middletown facility and met personally with several Jarvis employees, including Jarvis Vice President Peter Gwyther. The Jarvis visit was part of a U.S. tour visiting American meat packing plants to observe the latest processing methods, technologies and equipment. The Beltrán Group owns and operates ten beef packing plants in Córdoba (Argentina's second largest city), and is a long-time Jarvis customer. Besides the domestic market, Beltrán exports processed meat products to the EC market. In addition to owner Mario Beltrán, the group also included, Ricardo Schiavoni, President of Natilla S.A, a Beltrán subsidiary, and Hernán Obarrio, Manager of Frigorífico Tinacher, another Beltrán subsidiary

Located 435 miles (700 kilometers) northwest of Buenos Aires, Cordoba is a city of 1.2 million residents, and is an important rail and manufacturing center, doing a large trade in meat products (including beef packing and canning), wool, fruit, and vegetables.

Coming soon - a New Spring Balancers Sales Brochure

A new, four-page, Jarvis spring balancers sales brochure will soon be available. This brochure will show the many different types of spring balancers currently being offered. Both English and metric specifications are listed. If interested in receiving copies of this new sales brochure, please contact Vin Volpe at (860) 347-7271; fax: (860) 347-9905; e-mail: jarvis.products.corp@snet.net. When ordering, please specify the quantity of desired sales brochures.



The Robots are Here!!

First shown at the recent AMI/WWFE expo in Chicago, Jarvis Products is now selling industrial robots for various kill floor operations. Several robot models are easily adaptable for controlling Jarvis tools used for both pork pre-cutting and slaughterline procedures, where they can be utilized for front hock and aitch bone cutting operations. Robotic machines have also successfully removed pork-bungs, and opened pork bellies and breasts.

Designed to be user-friendly, these robots are easily changeable, fast, reliable and simple to maintain. Main axes are lifetime lubricated, and an oil change is only necessary after 20,000



Industrial robots coupled with Jarvis' 30CL-1 Beef Hock Cutter. In normal operation, these robots have a plastic protective covering.

hours of operation. Average service life is 10 to 15 years. All moving parts are covered for protection, and arms can be fully extended - even at maximum speed. Operating programs for controlling these robots are available in several languages, including English, German, Spanish and French.

For more information about this new Jarvis machine, please contact Vincent Volpe at (860) 347-7271; fax: (860) 347-9905; e-mail: jarvis.products.corp@snet.net.



MACQUIP's David Service Marks 20th Year

David Service, a maintenance technician and equipment tester at MACQUIP, Jarvis' United Kingdom and Northern Ireland distributor, celebrated his twentieth year with the company. Initially employed to sharpen Jarvis dehider blades, David is now responsible for repairing Jarvis tools in-house, or at customer locations. He is also responsible for testing all Jarvis equipment before being brought to customers.

Stephen McConnell, MACQUIP's Managing Director, marked the occasion by presenting David with a laptop computer, that was chosen with the help of David's wife Dorothy. David now joins an elite group of eight MACQUIP employees who have been with the company for at least twenty years.



Baseball - Sweet Revenge a Year Later

What a difference a year can make. Last year, Jarvis President Vincent Volpe, a devoted New York Yankees fan had to endure a photograph with hardcore Boston Red Sox fans Wayne Burgess and Jim Reeve when Boston won the World Series after an 86 year wait. To get to the Series the Red Sox beat the Yankees four games to three in the American League Playoffs. In 2005, the Yankees beat out the Red Sox to win the American League's Eastern Division. The Red Sox won the wild card, which meant they were eligible for post-season play in the pennant playoff

series. The curse of Babe Ruth struck again; the Red Sox lost to the Chicago White Sox in three straight games (in a five game series). The Yankees did a little better. They made it a five game playoff series, but managed to lose to the California Angels. Eventually, the White Sox beat the Angels, and then beat the National League's Houston Astros in the World Series. Even with the early Yankee exit, Mr. Volpe could still take a victory picture with Wayne and Jim. It isn't the World Series, but for a Yankees fan any sort of revenge is so sweet!

