

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

Issue No. 49, July 2006



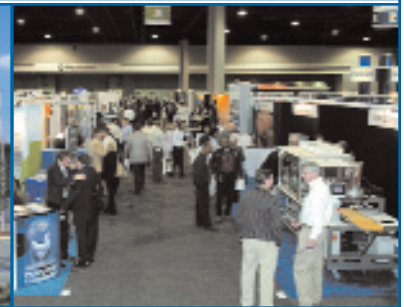
International Poultry Exhibition (IPE)



For the 40th consecutive year, Jarvis Products Corporation has participated in the IPE, the poultry and egg industry's largest trade show. Sponsored by the U.S. Poultry and Egg Association, this year's show was held January 25-27 at Atlanta, Georgia's World Congress Center. IPE 2006 drew 18,019 attendees from the United States and 93 countries, and had 820 exhibitors displaying the latest products serving the poultry industry. Canada, Mexico, Brazil, Colombia, and the United Kingdom sent the largest number of foreign attendees.



Atlanta, Georgia's World Congress Center



Trade show attendees viewing several of the 820 exhibitors.

Jarvis was represented by Poultry Manager Harry Chamberlain and Poultry Sales Manager Kevin Chamberlain. Also assisting in the booth was Christian Sengler, representing Industrade of France, Jarvis' exclusive French distributor.



Harry Chamberlain, Jarvis' Poultry Manager, answering questions from an inquisitive booth visitor.



Right side view of Jarvis' Poultry Booth.



Kevin Chamberlain with Industrade of France's Christian Sengler.



From left, Jose Arenas of APACA CA, Jarvis' Poultry equipment distributor in Venezuela, with Kevin Chamberlain, Jarvis' Poultry Sales Manager.



During January, Jarvis President Vincent Volpe made his annual trip to New Zealand and Australia to visit our local subsidiaries, review operations with Managing Director Ray Cronin (Jarvis Australia) and General Manager Sean Dougherty (Jarvis NZ), and visit long-time friends in the local meat processing industry. In 2006, Australian beef production was 20,230,000 tones, making the beef industry the country's largest agricultural enterprise. Approximately 66% is exported, primarily to Japan and the U.S.

One advantage when the boss visits downunder is dinner and entertainment. On this trip, it was an evening spent on the Kookaburra River Queen boat docked on the Brisbane River. Photographed, using Brisbane's Story bridge as background, are (from left) Jarvis Service Engineer Darren Davy, Sales and Service Representative Damian Adock, Project Engineer Grahame Coker, Jarvis President Vin Volpe, Managing Director Ray Cronin, and Service Engineers Sean Greentree and Geoff Lawrence.



Anuga FoodTec 2006



Jarvis GmbH, our German subsidiary, participated in Anuga FoodTec 2006, held April 4 to 7 at Cologne, Germany's exhibition center. Occupying 110,000 square yards (92,000 square meters) of floor space, the triennial Anuga FoodTec is one of Europe's largest food industry trade shows. Both manufacturers and suppliers displayed the latest innovations in food industry machinery and processing. An estimated 35,000



Jarvis' booth at Anuga FoodTec 2006

visitors viewed over 1,000 exhibitor displays.

Representing Jarvis GmbH were Manager Ralf Riedel and Service Technician Joachim Rentzsch. Also providing technical assistance were Industrade of France's Christian Sengler and Christian Matter, and Edge Germany's Heinz Ulmer.



From left, French Distributor Industrade of France's Christian Matter and Christian Sengler with Jarvis GmbH's Manager Ralf Riedel, being photographed with a new Buster IX bandsaw.



From left, and behind desk is Edge Germany's Heinz Ulmer. Standing in front of a Buster IX saw are Industrade of France's Christian Matter and Christian Sengler. In back of the saw is Jarvis GmbH's Joachim Rentzsch.

AMI's 2006 Stunner Conference

The American Meat Institute's (AMI) fifth annual Animal Care & Handling (Stunner) Conference was held February 23 and 24 at Kansas City's Sheraton Overland Park Convention Center. Two hundred and fifty six attendees from the U.S. and Canada participated in this event, which included seminars, workshops, and several notable



Sheraton Overland Park Convention Center

speakers from the meat processing industry and American universities. There was also an exhibition hall where Jarvis had the opportunity to exhibit its latest stunning equipment. Representing Jarvis were Western District Manager Doug Bain and Eastern District Manager Greg Hanson.



From left, Jarvis' Greg Hanson, Dave Crost, Publisher of Meat&Poultry magazine, one of the sponsors of this conference, and Jarvis' Doug Bain.



Conference attendees enjoying a break after attending morning and afternoon seminars and workshops.

Chuck & Gale Faltin Visit Headquarters



Chuck Faltin, Jarvis' new National Accounts Manager and his wife Gale recently visited the Middletown headquarters. Besides meeting Mr. Volpe, they also received a tour of the plant.

As seen in this photo, Chuck and Gale are being shown how dehider blades are machined by Richard Gervasi, a Jarvis lapper and Krosshone operator. Richard is a machinist knowledgeable in the special machining operations necessary for manufacturing dehider blades.

New Tools for Removing Spinal Cord Material in the Tail Bone Area!



SPC 165GTAIL



SHC 165GTAIL

TAIL BONE SPINAL CORD REMOVERS

Models SPC 165GTAIL & SHC 165GTAIL



U.S. Patent
6,860,486
6/25/05
European Patent No.
EP 1,940,313 B1

NEW!

JARVIS

- Patented tool design specifically for tail bone area of beef and pork.
- New blade design's exceed 7 mm (0.28 inch) thickness.
- Connects to a vacuum system that collects and traps spinal cord material for disposal.
- Suitable for both beef and pork.
- Pneumatically and hydraulically operated.
- USDA and CF approved.



Jarvis has just introduced two new spinal cord removers for specifically removing material in the tail bone area. These pneumatically and hydraulically powered tools incorporate the latest technology (including a 7mm blade) for removing tail bone material - a requirement of fast food buyers. USDA and CE approved, these tools are suitable for both beef and pork. A sales sheet, providing technical details for both tools, is now available. To order copies, or to know more about performance capabilities, contact Vincent Volpe: 860 347-7271, fax: 860 347-9905, e-mail: jarvis.products.corp@snet.net. If requesting copies, please specify the desired amount.



Besuch bei Deutschland



In May, Jarvis President Vin Volpe traveled to Germany. The trip had two purposes: 1) to visit Jarvis GmbH, our German subsidiary, to review their building's expansion progress with Manager Ralf Riedel; and 2) visit Tönnies Fleisch's Rheda-Wiedenbrück facility to talk with company officials, and personally see how our automatic hog splitters are performing.

As mentioned in an earlier newsletter, Germany's Tönnies Fleisch became the first European processor to purchase Jarvis'



Clemens Tönnies, President of Tönnies Fleisch with Vin Volpe.

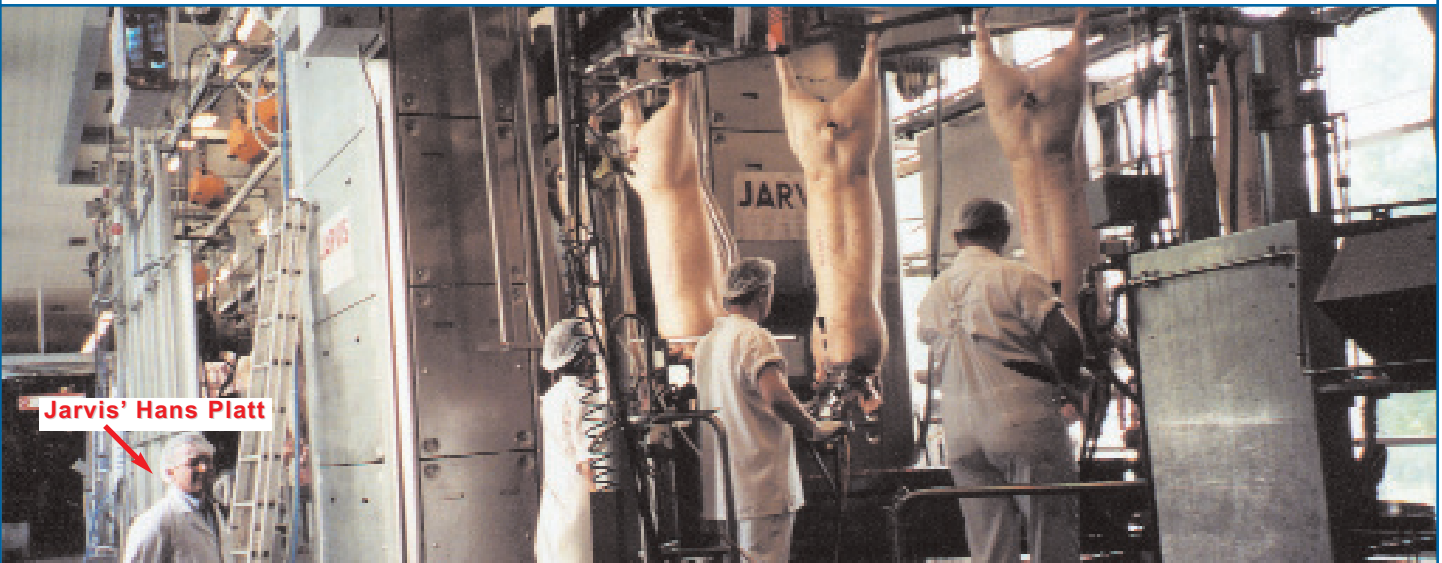
Automatic Hog Splitter - purchasing five machines. Currently, three of these machines are operating successfully at the Rheda-Wiedenbrück plant. Jarvis has hired Automation Control Specialist Hans Platt to ensure that the machines are fully operational, and performing to specifications. He's also trouble-shooting any initial installation and startup problems. As planned, two additional Automatic Hog Splitters will be installed at the company's Weißenfels' processing plant.



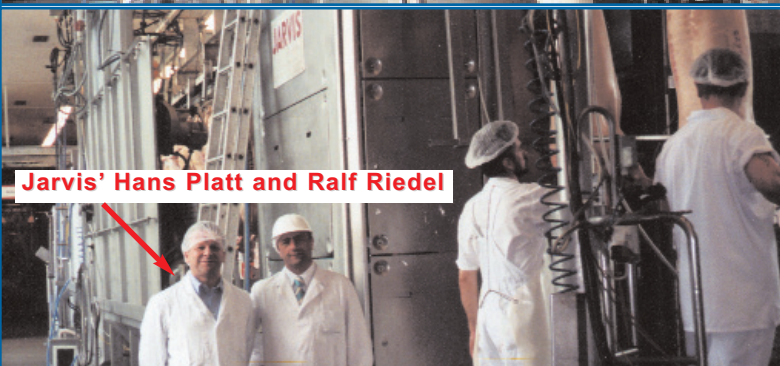
Ralf Riedel, Manager of Jarvis GmbH, our German subsidiary, taking orders while in the stockroom.



Tönnies Fleisch's production plant in Rheda-Wiedenbrück, Germany. This facility is now operating three Jarvis Automatic Hog Splitters.



Jarvis' Hans Platt



Jarvis' Hans Platt and Ralf Riedel



Hans Platt (seen on right next to a hog splitter controller box), a Jarvis Automation Control Specialist, is assigned full time to the Rheda-Wiedenbrück plant to ensure smooth, continuous operating performance of the three Automatic Hog Splitters.

Jarvis' Hans Platt ensuring that the plant's three Automatic Hog Splitters are running smoothly, and always perfectly splitting hog carcasses.