

# FEDERATION OF DISTRIBUTORS NEWSLETTER



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## Jarvis' Second New Zealand Company!



Jarvis now has two companies operating in New Zealand; Jarvis Equipment NZ Ltd. for supplying and servicing hand tools, and Jarvis Engineering Technologies (N.Z.) Ltd. (JETCO) for innovating new, automatic meat processing machinery. JETCO, founded in 2005, specializes in the design and manufacture of machinery for sheep slaughter lines - automatic hock cutters, saws, and head droppers. The company is also involved in the manufacture, sales and distribution of hydraulically and pneumatically powered tools for such operations as horn/hock cutting, hot branding, stimulation, and brisket removal. Beside sheep machinery, JETCO has involvement in the design and implementation of beef electric stunning equipment.



JETCO's new Keeling Road headquarters in the Henderson section of Auckland, New Zealand.

Financial Controller Rosemary Allen. Besides manufacturing, Jarvis Engineering Technologies is also working closely with processors in the research and development of special equipment for meeting specific local meat industry needs. Based in Auckland, New Zealand's Henderson section, JETCO not only supplies local processors, but also exports equipment to Australia, Asia, the United States and Europe. **For**

**more information about JETCO, and their products, please contact Allan Lee at (+ 64) 9 836 3480; mobile: (+64) 021 959 137; fax: (+64) 9 836 3301; website: [www.jarvisengineering.com](http://www.jarvisengineering.com). The company's address is Jarvis Engineering Technologies (N.Z.) Ltd, Unit 1, 54 Keeling Road, Henderson, Auckland, 45-011, Te Atatu Peninsular, Auckland, 1008, New Zealand.** Good luck and best wishes to Jarvis' newest company.

Headed by General Manager Allan Lee, former manager of Jarvis Equipment NZ, the staff also includes Project Engineer Bruce Morgan, Office Manager Nancy Lee (Allan's wife), Electrical Engineer Grant Stempher, and



Office Manager Nancy Lee



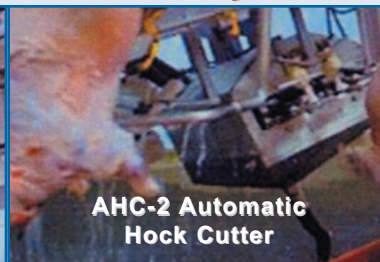
General Manager Allan Lee

Project Engineer Bruce Morgan

### Automatic Machinery for Sheep Slaughter Lines



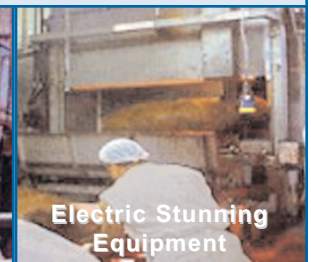
ASC-1 Automatic Hock Ringing Saw



AHC-2 Automatic Hock Cutter



AHD-1 Automatic Sheep Head Dropper



Electric Stunning Equipment



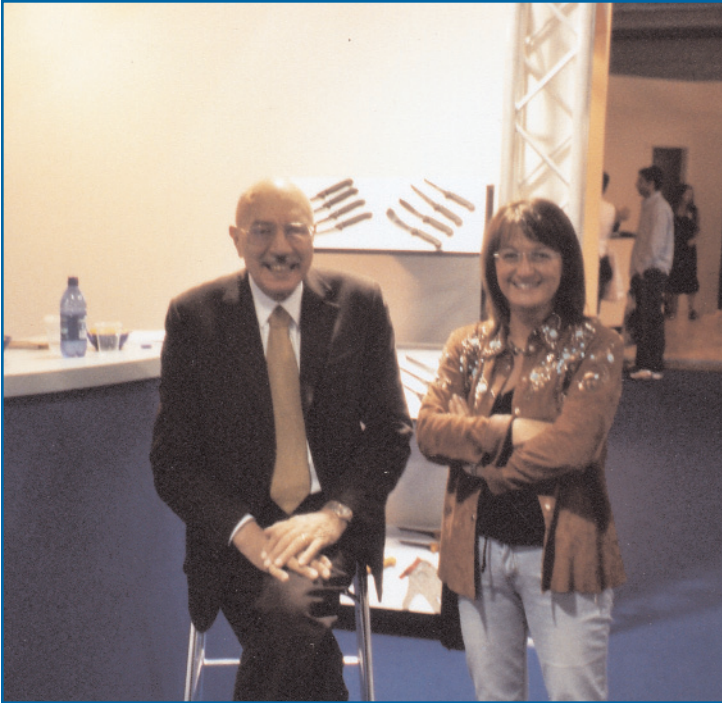
## Participating in Eurocarne

Jarvis Italia, our Italian subsidiary, participated in Eurocarne, an Italian meat industry exhibition held May 11-14, 2006 at Verona, Italy's Fiera di Verona Exhibition Grounds. Held triennially for the last 23 years, this show affords European manufacturers, suppliers, and distributors an opportunity to showcase a wide spectrum of new products and

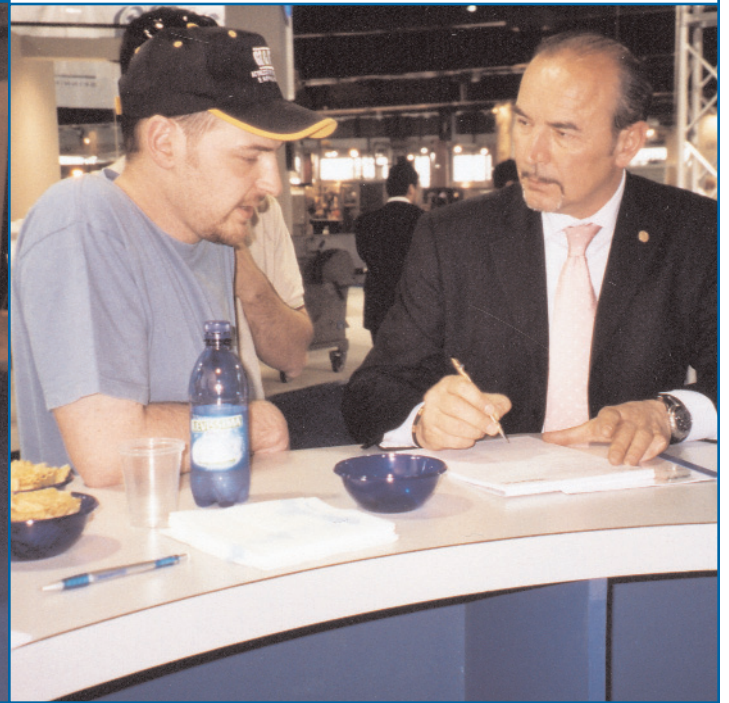


**Fiera di Verona Exhibition Grounds in Verona, Italy**

technologies. Covering more than 172,000 square feet (16,000 square meters) and with over 400 exhibitors from 18 countries, this year's show had over fifteen thousand visitors - of which 10% were non-Italian. Representing Jarvis were President Vincent R. Volpe, Fabrizio Foroni, Jarvis Italia's Managing Director, his wife Raffaella Foroni, and Donilo Berera of Berera Italia, an Italian distributor of Jarvis equipment.



From left, Donilo Berera of Berera Italia, an Italian distributor for Jarvis Products, and Raffaella Foroni, wife of Jarvis' Fabrizio Foroni, providing assistance to expo attendees visiting the Jarvis booth.



Fabrizio Foroni, Managing Director of Jarvis Italia, taking an order from a booth visitor.

## Visiting a Long Time Italian Customer



From left, Jarvis' Fabrizio Foroni with Dr. Antonio Morini, Purchasing Department, and Elis Gemma, Production Manager, employees of Ghinzelli Marino's pork processing plant in Viadana (Mantova), Italy. Ghinzelli Marino S.p.A. has been a long time Jarvis customer.

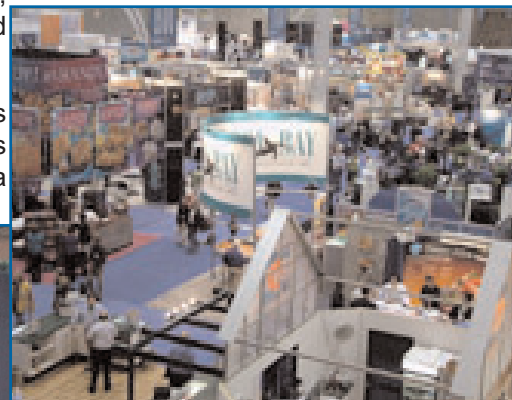
Ghinzelli Marino's processing facility in Viadana, Italy; one of several which produces Brendolan pork products. The Brendolan brand prosciutto ham is well renowned in Italy and Europe for its excellent quality.



For the second year, Jarvis' Seafood Processing Machinery Division participated in the 2006 International Boston Seafood show, held March 12-14 at Boston's Convention and Exhibition Center. This event is one of the world's largest seafood exhibitions, with over 600 exhibitors covering more than 166,000 square feet (15,422 square meters). Approximately 10,000 visitors attended the three-day expo, viewing the latest seafood processing equipment and technologies, and the newest seafood products. Besides attracting attendees from the United States and Canada, this event attracted visitors from many other countries, including Argentina, Brazil, Chile, China, Taiwan, India, Ireland, Peru, Iceland, New Zealand, and Australia



Boston Convention & Exhibition Center



Representing Jarvis was Jon Jarvis, Jarvis' Director of European Operations and Kevin Chamberlain, the division's Sales Manager. Also participating was Jan Söderlind, President of Trio FTC of Upplands Väsby, Sweden, a manufacturer of seafood pin bone removal and skinning equipment.



From left Jan Söderlind President of Trio FTC Sweden, Kevin Chamberlain, Jarvis' Seafood Processing Machinery Sales Manager, and Jon Jarvis, Jarvis' Director of European Operations. Shown on the table are several tools especially designed for pin bone and scaling procedures.



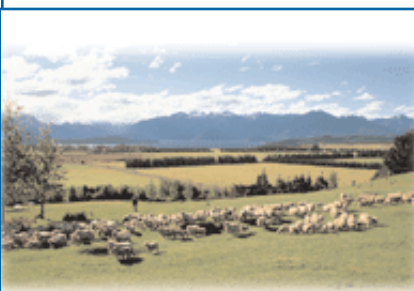
## Speaking of New Zealand....



As mentioned on the first page, Jarvis Engineering Technologies (N.Z.) serves New Zealand and its growing meat industry. With an area about the same size as the U.S. state of Colorado, this small country (the population is



approximately 4 million) of temperate climate and ample rainfall supports a herd of 49 million sheep (12 sheep for every



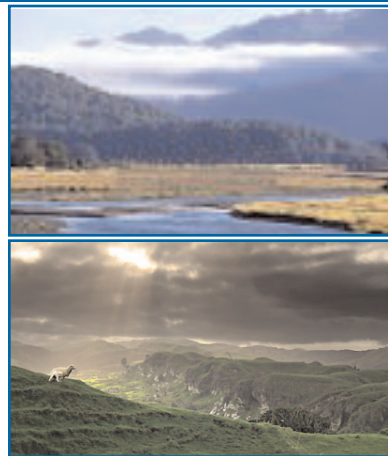
person), 10 million cattle, 1.8 million deer (New Zealand has the world's largest deer farming industry - 65% of the world's farmed deer population), and 160,000 goats.

Unlike other places, which feed their sheep a grain and

supplement diet, New Zealand sheep only graze on wide-open natural pastoral lands. Meat is the country's second largest food

export, and is shipped world-wide to over 70 countries, with the United Kingdom, United States and Germany being the three largest export customers.

Other interesting facts: New Zealand meat producers receive the lowest amount of government assistance than any other country in the developed world. Also, several of the country's largest meat processing companies (PPCS,





Beijing Lenno Trade Co., Ltd is Jarvis' exclusive distributor in the People's Republic of China (PRC). As an agency serving China's vast meat processing industry, Lenno strives to maintain three goals: 1) import the most modern, state-of the art processing equipment. 2) Introduce the latest meat processing techniques to plant operators and their employees. 3) Keep clients informed about the latest industry-wide trends, developments and achievements.



Lenno's Beijing office

Office staff of Lenno Foodtech, Jarvis' distributor in the People's Republic of China. From left, Kevin Luo (Shanghai office), Steven Zhang, Tony Shao (Shanghai office), Joe Zhou, Barry Han, Linna Chen, Alice Du and Anna Zhou.

Besides processing equipment, Lenno also supplies and services material handling systems and post processing items. Recently, to meet increasing business demands, Lenno opened a second office in Shanghai, China's largest city.

Lenno's Joe Zhou instructing plant employees on how to operate a Jarvis Buster saw.



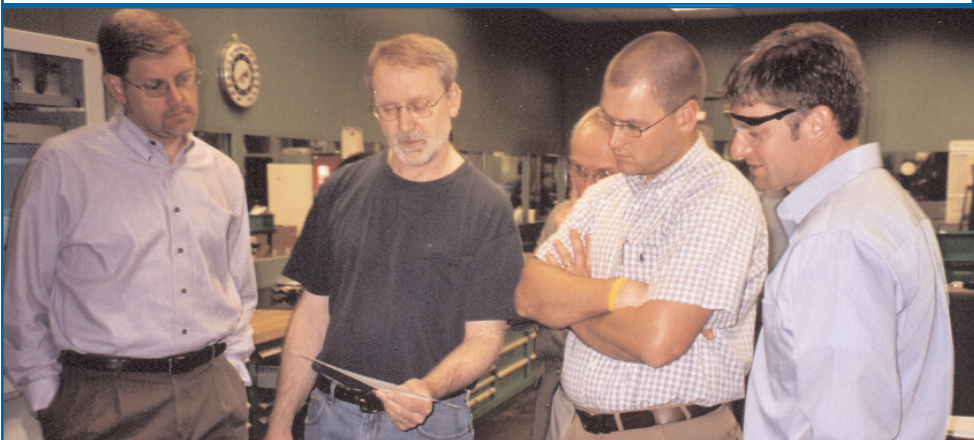
## Visitors from Cargill



Recently, four visitors from Cargill Corporation and its Excel division visited Jarvis' Middletown headquarters. Besides touring the production facilities, the group also met with Jarvis President Vincent Volpe, discussing current market conditions and future purchases of Jarvis equipment. Cargill is an international marketer, processor and distributor of agricultural and industrial products, and a provider of financial services. It's the U.S.'s second largest private corporation.

From left, Dwight Streeter, Manager of Jarvis Canada, and from Cargill - Tony Barnes, Business Unit Purchasing Manager, Meat Solutions Procurement, Dwayne Jakub, Senior Buyer, Corporate Purchasing, Mike Kennedy, Director of Purchasing (Excel), Dave McKenna, Senior Food Scientist, and Chuck Faltin, Jarvis' National Accounts Manager.

Excel Corporation is a wholly owned Cargill subsidiary, and one of the U.S.'s top red meat and pork meatpackers. Headquartered in Wichita, Kansas, it has over 20,000 employees worldwide. Four of Jarvis' automatic hog splitting machines have been successfully operating, for several years, at Excel's Beardstown, Illinois and Ottumwa, Iowa pork production plants.



Ron Turner, a Jarvis Quality Control Inspector (second from left) showing the Cargill visitors what quality inspection procedures must be performed before Jarvis parts are shipped to

Accompanying the Cargill visitors were Dwight Streeter, Manager of Jarvis Canada, and Chuck Faltin, Jarvis' National Accounts Manager.