

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

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What is Happening Down Under - 2007 Trip to Australia & New Zealand



During March and April, Jarvis President Vincent R. Volpe visited the Jarvis subsidiaries in Australia and New Zealand. Besides meeting with Jarvis Australia's Managing Director Ray Cronin and Jarvis New Zealand's General Manager Sean Dougherty, he had the opportunity to see long-time, local meat industry contacts and personal friends. World demand for Australian and New Zealand meat products is increasing, especially in Europe and Asia (Japan remains Australia's biggest export customer).

New markets in South Africa and Russia have opened. Famous for producing natural, grass-fed sheep and cattle, New Zealand's meat industry is a major source of that country's export revenue. With an estimated cattle herd of 27 million, Australia has established a reputation for safe and high-quality beef, exporting 65% of its total production - some 13,895,000 tons yearly. Australia has two different beef cattle productions. In the North - Queensland, Northern Territory and

Western Australia - cattle are raised on large cattle stations, and graze on open-range grasslands. In southern Australia - New South Wales and Victoria - cattle are raised on smaller farms and are grain fed. Cattle from southern Australia are generally younger and smaller in size, and are used for the domestic and Japanese markets. Australia, while famous for its pasture-feed cattle, has seen the use of feedlots dramatically increase during the last two decades.



AFFCO's processing plant in Manawatu, New Zealand.



Ann Nuku, AFFCO's Manawatu Plant Manager and Sean Dougherty, General Manager of Jarvis Equipment NZ Ltd, our New Zealand subsidiary.

AFFCO and Jarvis - A Long and Proud Relationship

In New Zealand, AFFCO is one of the country's leading meat companies, and a long-time Jarvis customer. Established in 1904, the company processes and exports more than 150,000 tons of meat products to 74 countries. The company operates ten processing plants throughout New Zealand - nine on the North Island, one on the South Island. AFFCO is the only meat company listed on the New Zealand Stock Exchange. Many of its shareholders are farmers who provide the company's slaughterhouses with its supply of cattle, lambs, sheep and goats. Besides meat products, AFFCO's Allied Products division also produces premium hides, pelts, calf skins, high-quality protein meals, tallow,

casings, slip wool and pharmaceutical blood serums. Hides are used for furnishings, car upholstery, footwear and leather accessories. Pelts and calf skins are transformed into quality leather garments, such as handbags, ladies boots and belts. Natural lamb and sheep casings are sought after by European buyers for sausage production. AFFCO produced wool is sent to the world's carpet industry. Meat and bone meal are made into poultry feed. Tallow is used in the making of soaps and cosmetics. Due to their high purity and disease-free status, AFFCO produced bovine blood serums are used in the manufacture of therapeutics, vaccines, diagnostics, and international research projects.



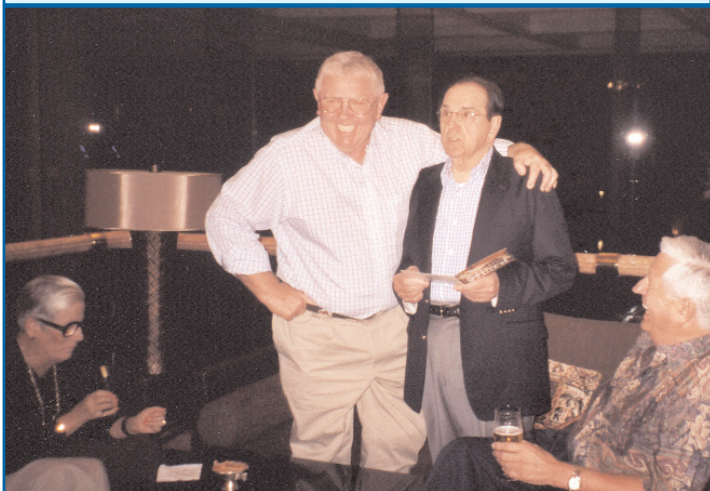
More Australia & New Zealand



Stacey Redshaw, Purchasing Department, AFFCO Manawatu, proudly wearing his Jarvis cap.



From left, Jarvis President Vincent Volpe, Marilyn Hansen, friend of Jarvis' Sean Dougherty, and Sean Dougherty. Background is the harbor of Wellington, New Zealand.



Old Australian friends of Mr. Volpe; from left, Robin Newton, Neville Newton, CEO of Southern Foods, located in New South Wales, Mr. Volpe, and Max Notley.



Mr. Volpe with old friend Lois Notley, wife of Max Notley. Janette Cronin, wife of Jarvis Australia's Ray Cronin is in the background.

Meet the People of Jarvis Australia & New Zealand



Jarvis New Zealand's Beth Taylor, Accountant



Jarvis New Zealand's Karen Brown, Office Administrator and Receptionist.



Jarvis Australia's Raymond and Janette Cronin. Ray is Managing Director of our Australian subsidiary, where Janette is also employed. Which one is the boss?



Jarvis Australia's Sean McDonnell, workshop fitter trainee, cutting his birthday cake.



Visitors From China 欢迎光临



A very important delegation representing Hongda Cattle Development Company, Chinese government officials, representatives of Lianoning Province, and private business leaders recently visited Jarvis' Headquarters in Middletown. Accompanying the group was John W. Long, Jarvis China's General Manager, and Barry Han, General Manager of Lenno Foodtech, Jarvis' China distributor. As mentioned in the last newsletter, Liaoning Hongda Cattle Development Company recently opened a new beef processing plant in Lingyuan City, Lianoning Province, China. The plant has all Jarvis equipment. The group met with Jarvis President Vincent Volpe, and discussed the immediate

and future needs of the fast-growing Chinese meat processing industry, and increasingly demanding Chinese customers. Wanting to see the latest industry technologies and equipment, besides visiting Middletown, the group also visited Washington D.C., Chicago, Illinois and Omaha, Nebraska, where they met the city's mayor. The group included Song Yong, Chairman of the Chaoyang Chamber of Commerce and Lianoning Province's Party Secretary, Song Zhen, Director of Chaoyang Municipal Bureau of Foreign Trade and Economic Cooperation, Song Jiulin, Chairman of the Lingyuan City Chamber of Commerce, Li Zhenqing, Chairman of the Longcheng District's Chamber of Commerce, Li Derang,

Chairman of the Shuangta District's Chamber of Commerce, Cao Yimin, Vice Director of the Administrative Commission of Chaoyang's Economic and Technological Zone, Wang Jianhua, President of Liaoning Hongda Cattle Development Company Ltd., Feng Jianhua, Vice General Manager of the Liaoning Hongda Cattle Development Company Ltd., Hou Wen, Vice General Manager of Chaoyang Yixing Livestock Farming and Science Development Company Ltd., Yao Xiuye, President of Chaoyang Longda Winery Company Ltd., and Liang Wei, Interpreter for Chaoyang Municipal Bureau of Foreign Trade and Economic Cooperation.



Hou Wen, Vice General Manager, Chaoyang Yixing Livestock Farming & Science Development Co. Ltd

Yao Xiuye, President, Chaoyang Longda Winery Co.

Song Yong, Chairman, Chaoyang Chamber of Commerce & Lianoning Province's Party Secretary

Song Jiulin, Chairman, Lingyuan City Chamber of Commerce.

Li Zhenqing, Chairman, Longcheng District Chamber of Commerce

Feng Jianhua, Vice General Manager, Liaoning Hongda Cattle Development Co. Ltd.

Cao Yimin, Vice Director, Administrative Commission, Chaoyang Economic & Technological Zone

Song Zhen, Director, Chaoyang Municipal Bureau of Foreign Trade & Economic Cooperation

Barry Han, General Manager, Lenno Foodtech

Vincent R. Volpe, President, Jarvis Products Corp

Li Derang, Chairman, Shuangta District Chamber of Commerce

Wang Jianhua, President, Liaoning Hongda Cattle Development Co. Ltd

Liang Wei, Interpreter, Chaoyang Municipal Bureau of Foreign Trade & Economic Cooperation



From left, John W. Long, Manager of Jarvis China, Yao Xiuye, Barry Han and Hou Wen.



From left, Cao Yimin, Song Zhen, Song Yong, and Song Jiulin.



From left, Song Jiulin, Li Zhenqing, Wang Jianhua and Li Derang.



From left, Barry Han, Hou Wen and Feng Jianhua.

Romania & Bucharest's IndAGRA Exhibition



Crainic Prodimpex SRL, Jarvis' new Romanian distributor, participated in the 2006 IndAGRA Exhibition held November 8-12 at Bucharest's Romexpo center. Representing Crainic Prodimpex were owner Guillianio Rizzotti and Manager Ana-Maria Man. Ralf Riedel, Manager of Jarvis GmbH, our German subsidiary, represented Jarvis Products. IndAGRA is an international exhibition covering 248,000 square feet (23,000 square meters), with over 35,000 attendees. The 2006 expo had 475 exhibitors, from Romania and 25 other countries, exhibiting the latest agricultural and food industry products and equipment. Romania's meat processing industry is growing. After the fall of Communism, the local industry began to privatize and technically upgrade. Currently, to meet local consumption demands, processed meat products are imported from European Union (EU) countries and the United States. With help from the EU, the Romanian government is sponsoring a program to improve local beef quality by introducing specialized beef production breeds, improving farm feed and pasteurization techniques, and introducing a national



From left, Ana-Maria Man, Manager of Crainic Prodimpex SRL, Guillianio Rizzotti, owner of Crainic Prodimpex SRL, Jarvis' new Romanian distributor, and an unidentified expo attendee.

standard of carcass grades and standards. U.S. based Smithfield Foods has purchased an existing pork processing plant in the western part of the country. Besides completely modernizing the facility, Smithfield is also building and populating hog production farms that will eventually supply high-quality hogs to their

slaughterhouse. This will be a big boost for increasing local pork production. By 2012, Smithfield Romania expects to raise and slaughter 4 million hogs a year. Pork products, from this plant, will be used for local consumption as well as for export.



Bill Creitz Joins the Jarvis Team



William H. Creitz has joined Jarvis' Fruit and Vegetable Processing Division as its National Sales Manager, responsible for all sales of Kronen GmbH equipment in the United States. Bill has been active in the food processing industry for over 40 years. He started his career as an operating engineer at a large frozen and canned food processor. Bill later joined FMC Corporation as a territorial sales representative before forming his own sales representative company, which he operated for 25 years. After a brief retirement, which included owning and operating his own restaurant in up-state New York, Bill decided he missed seeing old friends and traveling around the country. He decided to get back into the food processing industry. Bill Creitz's extensive knowledge of "the industry" has been invaluable in helping Jarvis better understand the

specific requirements of individual products, the conditions processors face in bringing their products to market, and preparing food for large institutions. Bill, it's good to have you on board!



Bill Creitz, Jarvis' new National Sales Manager for our Fruit and Vegetable Processing Division. Photo taken at Chicago's Pack Expo International.

Correction to Karan Beef Article:

In the last newsletter, the size of Karan's feed mill (the world's largest) should have read **162,000 square feet / 15,000 square meters.**

