

# FEDERATION OF DISTRIBUTORS NEWSLETTER

# JARVIS

Issue No. 54, July 2007



## IFFA 2007

## IFFA

### The World's Leading Meat Industry Trade Fair



For 50 years, Frankfurt, Germany's IFFA show has been one of the world's largest meat industry international trade exhibitions. Held every three years at the Messe Frankfurt Expo Center, the 2007 fair saw 913 exhibitors welcoming 61,500 attendees from Germany, several other European countries, the U.S., South America and Asia. In fact, one in two show visitors came from outside Germany. Famous for showcasing the latest meat processing (slaughter, cut-up and deboning) and packaging technologies, this year's show highlighted the latest

developments in automation equipment and robotics. Following the recent trend, more equipment purchasing is done right on the expo floor. Representing Jarvis was President Vincent R. Volpe, Vice President Peter Gwyther, Director of European Operations Jon Jarvis, MIS Director Giuseppe Pugliares and the Managing Directors of Jarvis' thirteen worldwide subsidiaries. The next IFFA expo will be held in Frankfurt during May 2010.



From left, Jarvis Germany's Ralf Riedel, Jarvis President Vincent Volpe, Jarvis New Zealand's Sean Dougherty, Industrade of France's Christian Sengler, and at far right, Jarvis' MIS Director, Giuseppe Pugliares.



Photos of Jarvis' new booth specially made for the IFFA 2007 expo. At center (top photo) is Jonathan Jarvis, Jarvis' Director of European Operations.



From left, Fabienne Becker, Chairman and Managing Director of Industrade of France, Jarvis' exclusive French distributor with Humberto Sandoval, Jarvis Mexico's General Manager.



From left, Ray Cronin, Jarvis Australia's Managing Director with President Vincent Volpe.



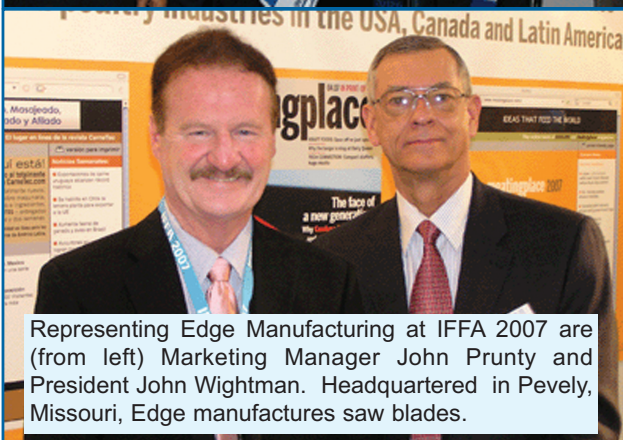
From left, Jarvis Vice President Peter Gwyther, Albert Quintano of Quicial, Jarvis' exclusive distributor in Spain, Daniel Capurro of Toral Enterprises, Jarvis' exclusive distributor in Uruguay, Jarvis Australia's John Emmett, Jarvis Argentina's Vice President Henry Kelly, Daniel Schocron of Refrin, Jarvis' distributor in Argentina, and Jarvis Brazil's Vice President and General Manager Miguel Gwyther.



Photographed with Mr. Volpe are representatives from Kibif, a major Indonesian abattoir and beef processing company located in Jakarta. From left, Didin Muhtadin, Steven R. Patty, Juan Permata Adoe (President of Kibif), and at far right, Budi Satria Adoe (Director of Kibif).



From left, Jarvis Brazil's Miguel Gwyther, Walter Murback, Bertin Ltda's Chief Engineer, Eudes Aparecido Andrade, Chief of Bertin's plant assembly division, Jose Luis Herrera and Silvio Sertorio from Bertin's R&D Department. Bertin is a major Brazilian meat processing company. The group was very interested in the application of robots in the company's four new beef processing plants.



Representing Edge Manufacturing at IFFA 2007 are (from left) Marketing Manager John Prunty and President John Wightman. Headquartered in Pevely, Missouri, Edge manufactures saw blades.



Taking time to have a brief meeting before greeting the next round of booth visitors are (from left) Jarvis Brazil's Miguel Gwyther, Jarvis South Africa's Ben Myburgh, Jarvis Australia's John Emmett, and Jarvis Japan's Madi Shirai. Standing next to Madi is Jarvis Canada's Dwight Streeter.



Jarvis Brazil's Miguel Gwyther having a conversation with Evandro Miessi Mente and his wife Zilda de Fatima Bertin Mente. Mr. Mente is the Industrial Director of the Bertin Ltda. group. Mrs. Mente is a member of the Bertin family, but isn't active in the business.

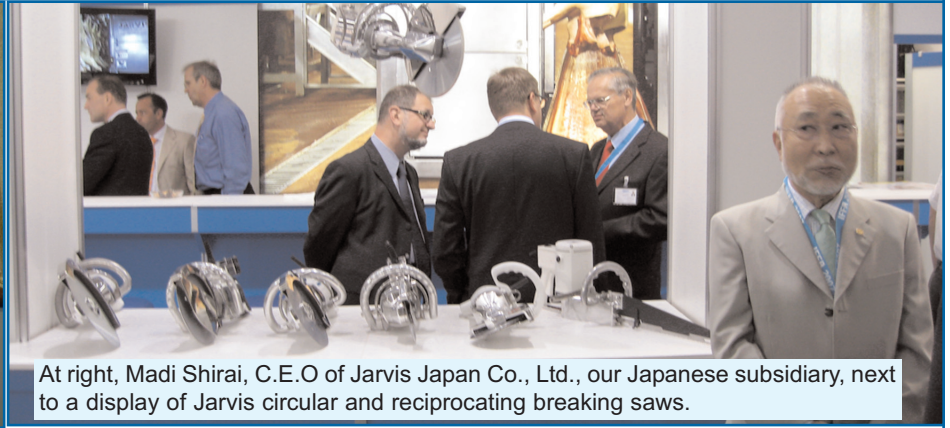


Jarvis Germany's Ralf Riedel pointing out the internal features of a Jarvis Buster IX Bandsaw to a group visiting the Jarvis booth.

## A Few More IFFA Pics



From left Jarvis Skandinaviens Tove Sorensen, the subsidiary's sales representative in Norway, and Managing Director Ola Olsson.



At right, Madi Shirai, C.E.O of Jarvis Japan Co., Ltd., our Japanese subsidiary, next to a display of Jarvis circular and reciprocating breaking saws.



## Jarvis la Argentina Participa en Tecno Fidta



Jarvis Argentina participated in the eighth edition of Tecno Fidta, South America's largest meat processing equipment and food preparation machinery exhibition. Over 15,000 visitors came to Buenos Aires' Centro Costa Salguero Show Center to view 300 booths that covered an exhibition area of almost 205,000 square feet (19,000 square meters), exhibiting the latest industry equipment and processing technologies. For this show, Jarvis Argentina used its new 50 square meter (538 square feet) booth to display Jarvis tools and other equipment sold

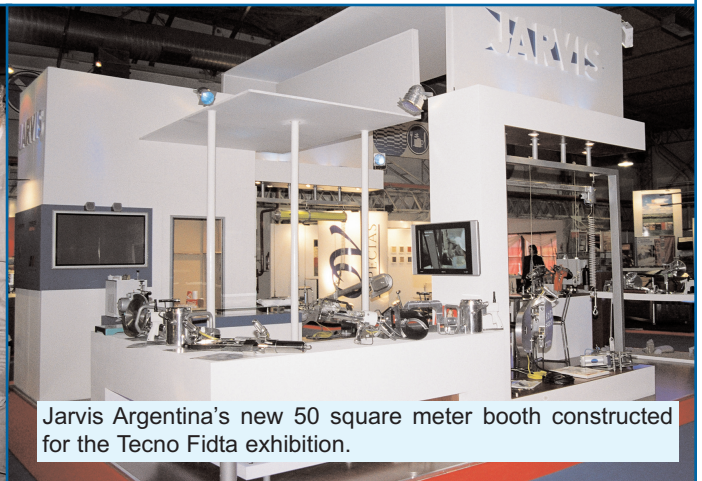


Buenos Aires' Centro Costa Salguero Show Center

and serviced by this subsidiary, such as automatic and manual clippers made by Tipper Tie U.S.A. and Tipper Tie Alpina of Switzerland. Representing Jarvis Argentina were Vice President Henry Kelly, Carlos Parrilla, Ruban DeJonge, and Alberto Meloni. Also providing sales assistance were Jaime Suria, Sales Manger of Marlen Research Corporation, Leonel Saballos, Export Manager of Tipper Tie, Stephan Chessini, Sales Manager of Tipper Tie Alpina, Natalia Miracolo, Sales Representative for Tipper Tie, and Toral in Uruguay's Daniel Capurro.



From left, Juan Estevez, booth visitor, Jarvis Argentina's Carlos Parrilla, Tipper Tie's Natalia Miracolo, Marlen Research Corporation's Jamie Suria, Jarvis Argentina's Mandy DeJonge, Henry Kelly and Alberto Meloni, and Toral in Uruguay's Daniel Capurro.



Jarvis Argentina's new 50 square meter booth constructed for the Tecno Fidta exhibition.



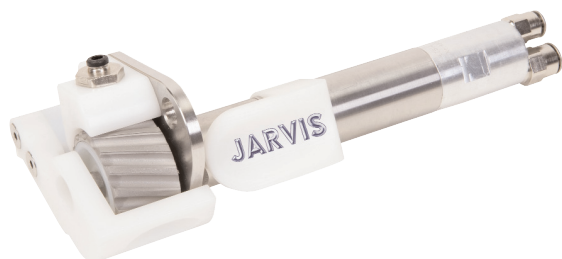
Henry Kelly, Jarvis Argentina's Vice President having a conversation with a booth visitor. Tipper Tie's Natalia Miracolo is at far left.



From left, Leonel Saballos, Tipper Tie's Export Manager, Jarvis Service Technician Carlos Parrilla, and Alberto Meloni, Head of Jarvis Argentina's Technical Services.

# New Products!

## Air Operated Salmon Pin Bone Puller



Model PB-1

Jarvis' new Air Operated Pin Bone Puller uses a unique mechanical picking action to gently remove pin bones from nearly all fresh/defrosted and smoked fillets. This air-powered tool is fast, efficient, reliable and labor saving - throughput is 6 fillets per minute. Designed for rugged use, the pin bone remover performs under the most difficult working conditions. A water supply adapter and air panel are also included.

## Battery Powered Salmon Pin Bone Puller



Jarvis' new cordless Battery Powered Pin Bone Puller is suitable for light production and lower volume fish processing facilities, and is perfect for fish markets and restaurant kitchens. This tool also gently removes pin bones without harming flesh. Effective on both farm-raised and wild salmon and trout, it easily outperforms pliers, and can handle up to 6 fillets per minute. Jarvis' PB-1 cordless model operates approximately one hour on a 15 minute charge.

For more information about these tools, please contact Kevin or Harry Chamberlain at 860-347-7271; fax: 860-347-9905; e-mail: [jarvis.products.corp@snet.net](mailto:jarvis.products.corp@snet.net); website: [www.jarvisproducts.com](http://www.jarvisproducts.com).

## Straight Blade Reconditioner



The new Model SBR-3 Straight Blade Reconditioner is ideal for sharpening blades for brisket, quartering and carcass splitting saws - or any reciprocating saw blade up to 2.5 inches (63 mm) in width. The SBR-3 sharpens worn, badly damaged, chipped or broken teeth blades to original design specifications, producing perfect blades every time. No other equipment is required. Precision blade reconditioning reduces operator fatigue, equipment wear, and provides longer blade life. For more information about this tool, please call Vincent Volpe at 860-347-7271, or by fax at 860-347-9905; e-mail: [jarvis.products.corp@snet.net](mailto:jarvis.products.corp@snet.net); website: [www.jarvisproducts.com](http://www.jarvisproducts.com).

## The Tale of the Russian Kangaroo

Story based on an article appearing on [www.meatprocess.com](http://www.meatprocess.com), written by Angela Drujinina.

The last issue of the Jarvis newsletter had an article about Russia becoming a new customer for Australian meat. Russia has a domestic meat shortage, and to meet increasing customer demands, the Russian meat processing industry is importing meat from outside the country. One of those meats is kangaroo, which has become widely popular with Russian consumers. So popular, that Russians now consume one third of all the kangaroo meat processed in Australia, making Russia the world's biggest kangaroo meat importer. Still, this isn't enough to meet Russian demands. Russian meat importers have asked Australia to ship at least 100 containers of kangaroo meat each month. At best, Australia can only supply 25 containers. What to do? The demand for kangaroo meat is so great that Russian producers have seriously considered raising the bouncing marsupial domestically. According to the Russian press,

farmers in the Ural region have studied the possibility of constructing kangaroo ranches. Some meat importers feel that rather than press Australia for more of this particular delicacy, or evaluate if this particular animal can survive in a colder climate, it might be a better idea to arrange more favorable trade deals for other Australian meats, such as beef, lamb and mutton. In fact Kyros, one of Russia's largest frozen food distributors, recently announced a new contract with Australian producers for the importation of a wide range of meat products. For now, Ivan the kangaroo maybe safe.



Российская кенгуру