

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

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Expanding in South America Expansão em América do Sul El ampliarse en Suramérica



Land being cleared for Jarvis Argentina's new building in Buenos Aires.



Land being cleared for Jarvis do Brasil's future home in Sao Paulo.

Due to increasing world demand for Argentinian and Brazilian meat products, both Jarvis Brazil and Jarvis Argentina are constructing new 32,000 square feet (3,000 square meters) facilities to meet rising equipment needs and expanding maintenance requirements. Recently, Vincent Volpe, President of Jarvis Products Corporation visited both countries to personally see and review building progress and completion schedules with Miguel Gwyther, Jarvis do Brasil's Vice President and General Manager, and Henry Kelly, Jarvis Argentina's Vice President.



Joe

Hilda

Vin

Lucas

Miguel

Accompanying Mr. Volpe on his South American trip was Giuseppe (Joe) Pugliares (far left), Jarvis' MIS Director. Having their photo taken with Joe and Vincent Volpe are Miguel Gwyther, his wife Hilda, and son Lucas. Miguel Gwyther has operated Jarvis do Brasil since its establishment in 1972.



Exposición de Carnes 2007- la Mas grande de Mexico



Monterrey's
CINTERMEX

The 23rd edition of Exposición de Carnes 2007 was held February 22-24 at Monterrey's Cintermex convention center. Held biennially, it is Mexico's largest meat industry trade show (and one of Latin America's major exhibitions). More than 300 Mexican and international companies showcased the latest industry

products and services over an area that covered 162,000 square feet (15,000 square meters). Representing Jarvis de Mexico, our Mexican subsidiary, were General Manager Humberto Sandoval and several district service representatives. Giuseppe Pugliares, Jarvis' MIS Director, represented Corporate Headquarters. Compared to past expositions, the 2007 show marked the attendance of more visitors originating outside of Mexico.



Humberto in Action!

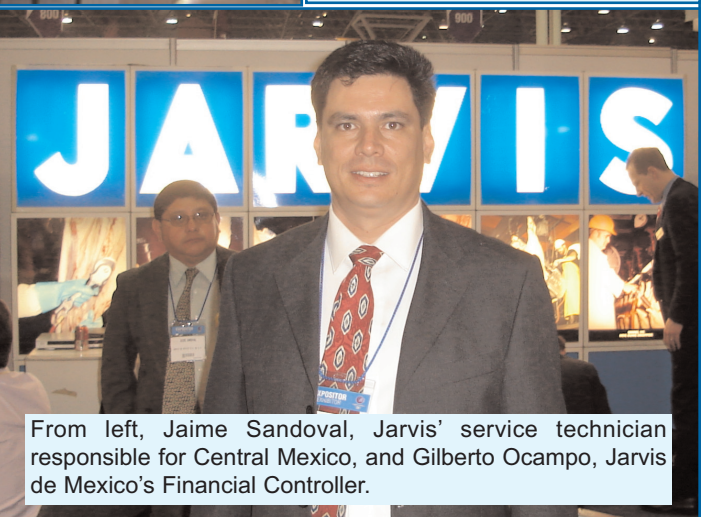
Jarvis de Mexico technician Ignacio Luna (far left) and General Manager Humberto Sandoval (standing, white shirt) meeting with a delegation from Frigorifico Y Empacadora de Tabasco, a major Mexican meat processor. Frigorifico purchased a SPC-165G spinal cord remover, a SPC-165GTAIL for removing spinal cord material from the tail bone area, and the CV-1 steam vacuum system. Representing Frigorifico were Cutting-Deboning Area Manager Eduardo Alvarez (checkered shirt), Production Manager Juan Alberto Amaro (seated, white shirt), and General Director and Treasurer Pedro Palomeque, (far lower right) who is also a good friend of Jarvis President Vincent Volpe.



Humberto Sandoval shaking hands with Jarvis customer Hugo Moctezuma, owner of Alimentos Carnicos de Guerrero. Alimentos has a daily slaughter rate of 100 beef head and 150 hogs. At far right are Jorge Lebrun (brown suit), Jarvis' distributor in the state of Sonora, and Marco Maldonado (brown shirt), Maintenance Manager of Alpro-Norson's processing plant, a long-time Jarvis customer.



Two of Jarvis de Mexico's five service technicians. From left, Enrique Chapa, responsible for North Central Mexico, and Ignacio Luna who services Jarvis' customers located on Mexico's Gulf Coast.



From left, Jaime Sandoval, Jarvis' service technician responsible for Central Mexico, and Gilberto Ocampo, Jarvis de Mexico's Financial Controller.



The 33rd annual Japan Meat Industry Fair was held April 18-20 at Tokyo's International Exhibition Center (Tokyo Big Sight). Representing Jarvis Products was Noboru Morimoto, President of our distributor Hanshin Commercial Company, Ltd. located in the city of Osaka.



Tokyo's International Exhibition Center

Accompanying Mr. Morimoto was his son Takashi. This year, over 28,000 visitors saw 79 exhibitors showcasing the latest meat processing machinery and associated equipment. The entire exhibit covered an area of 38,000 square feet (3,500 square meters).



From left, Noboru Morimoto, President of Hanshin Commercial Company, Ltd., and son Takashi Morimoto. Hanshin Commercial is a Jarvis Japanese distributor headquartered in Osaka.



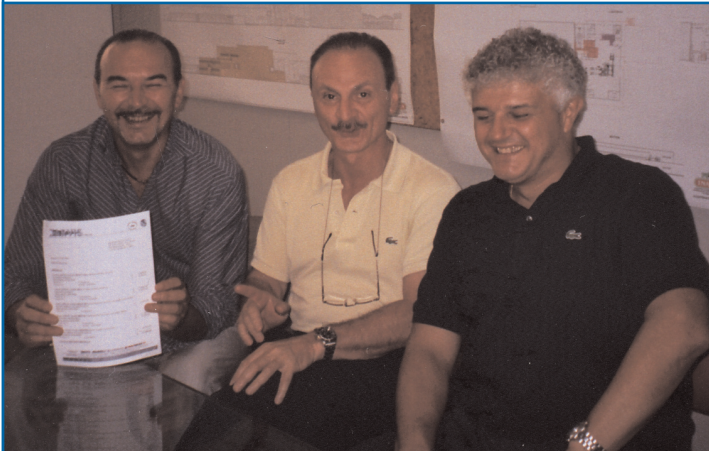
Visita dei due Clienti Italiani (Visiting Two Italian Customers)



In June, Mr. Volpe traveled to Italy to visit Fabrizio Foroni, Jarvis Italia's Managing Director, and to see friends and colleagues associated with the Italian meat industry. INALCA and UNIPEG are two Italian meat processors visited by Mr. Volpe. Famous for its Montana brand of meat products, INALCA is regarded as an innovative leader in implementing new industrial processes that increase production and product quality.

Headquartered in Castelvetro, INALCA has six processing plants in Italy, two plants in Russia, and is a partner in a plant operating in Angola. Using the most modern technologies, the Italian plants have the ability to process 555,000 heads annually, and the capability to produce over 40,000 tons of hamburger meat. Last year, the company earned revenues exceeding \$1,273,000,000 U.S. dollars. Thirty-two percent of their

products are exported to the European Union, Eastern Europe, and Africa. Located in Pegognaga, UNIPEG has two processing plants, the other being in Reggio Emilia. In 2006, UNIPEG processed more than 400,000 heads, and produced a weekly average of 800 tons of meat products. 2006 revenues exceeded \$546,000,000 U.S. dollars, making UNIPEG Italy's second largest meat processor.



From left, Jarvis Italia's Fabrizio Foroni, Roberto Clerici, INALCA's Group Technical Director, and Piero Giusti, a well known Italian industrial designer. Photo taken at INALCA's Castelvetro headquarters.



From left, Vin Volpe with Stefano Scacchetti, consultant engineer and data processing expert. Photo taken at UNIPEG's headquarters and main processing plant in Pegognaga.



Left, INALCA's Castelvetro facility.



Right, UNIPEG's Pegognaga plant and offices.



Recently, a delegation from Wichita, Kansas based Cargill Meat Solutions visited Middletown to view the latest robots being offered by Jarvis. This delegation included Bill Rupp, President of Cargill Meat Solutions, Mike Chabot, Vice President and General Manager of Cargill's Fort Morgan, Colorado processing plant, Alex Cordon, Cargill Information Systems Division, Dan Groskurth based out of Cargill's Minneapolis,

Minnesota national headquarters, Mike Kennedy, Vice President of Cargill's Advanced Information Management Strategies Division, Gary Knopic, Cargill Information Technologist, Steve Mellinger, Vice President of Cargill's North American Operations, and Dan Schnitker, General Manger of Cargill's Dodge City processing facility. Jarvis Products is now selling six-axis robots for all meat processing operations,

including head dropping, hock cutting, brisket sawing and forequartering. These robots adapt existing Jarvis hand tools to successfully perform these procedures. With eight U.S. and two Canadian plants, Cargill Meat Solutions is North America's second largest beef processor, processing more than 7.6 million cattle yearly. Worldwide, the company has facilities in 66 countries.



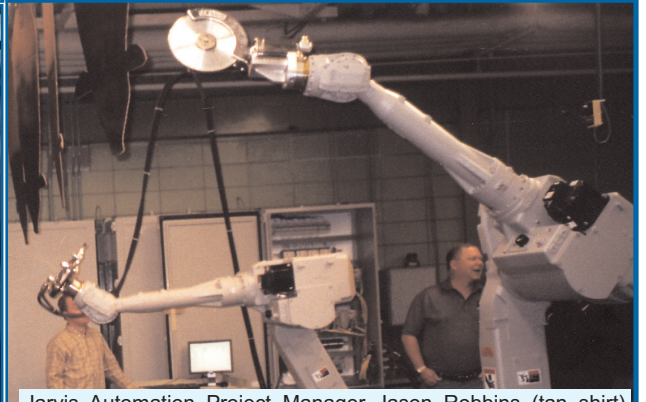
From left, Cargill's Gary Knopic, Mike Kennedy and Bill Rupp standing next to Jarvis President Vincent Volpe . In back is Jarvis CNC Machinist Maurice Pelletier.



From left, Dan Driscoll, Jarvis' Manager of Automation Engineering describing robot technicalities to Cargill's Dan Groskurth and Alex Gordon.



The Cargill delegation watching a demonstration of a Jarvis robot. From left, Mike Chabot, Dan Schnitker, Steve Mellinger, Dan Groskurth and Alex Gordon.



Jarvis Automation Project Manager Jason Robbins (tan shirt) adjusting the controls of a robot (with attached Model 1000-FS saw) being demonstrated to Cargill's Mike Chabot. Other robot is equipped with a Jarvis 30CL Hock Cutter.



Jarvis in Norway



Tove Sørensen, Jarvis Skandinavien's sales representative in Norway.

Tove Sørensen, Jarvis Skandinavien's sales representative in Norway, was interviewed by *Khtøt Bransjen*, the Norwegian

Jarvis showing rapid growth in Norwegian market

Jarvis Skandinavien AB is currently focusing greater efforts towards the Norwegian market, which the company feels offers great potential. In Norway, sales of Jarvis slaughter related equipment have increased 50% since last year. Last October, Jarvis equipped the new Prima Jaeren Slakt Slaughterhouse. Presently, Jarvis is also negotiating another large contract with an un-named meat processor. Another challenge is showing Norwegian sheep processors how Jarvis equipment and technology can optimize sheep line productivity and efficiency. Tove Sørensen says, "regardless of the problem, Jarvis is always available to provide

meat industry magazine, for an article that appeared in a recent issue. This is an English translation of that article.

competent technical insight". Tove mentioned another area where Jarvis aims high - innovation. An example is Jarvis' fully automatic hog splitter that splits 650 carcasses per hour. She says, "Jarvis is trying to convince slaughterhouses that using automatic splitters is a great improvement. Other reasons for using automatic hog splitting are a better work environment - this machine means less noise, and straight, very precise cuts right down the middle of the hog's carcass". Jarvis Skandinavien AB is a subsidiary of U.S. based Jarvis Products Corporation. Including its Scandinavian branch, the company has 13 world-wide affiliates and its J26 distributor network.