

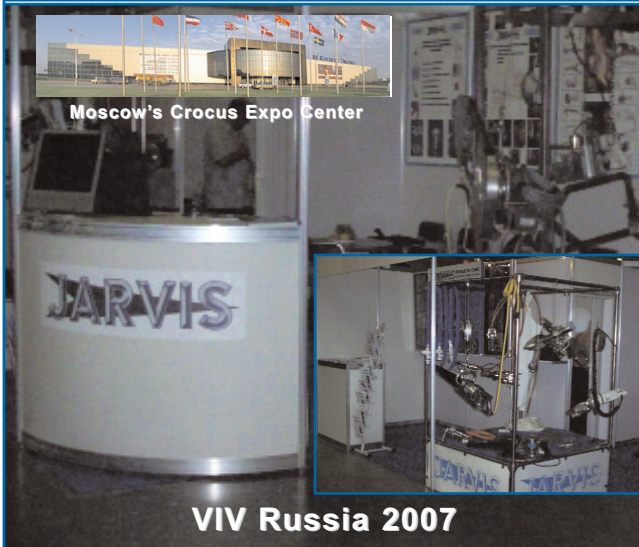
FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

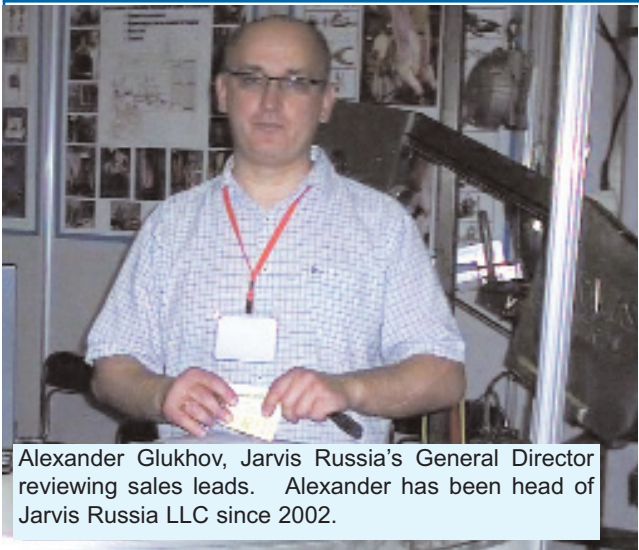
Issue No. 56, October 2007



Trade Shows and New Markets



As Jarvis continues to expand into new markets, our participation in regional trade fairs has greatly increased, and has taken on more importance. Our first participation in a Russian trade fair was the October 2002 AGROPRODMASH expo, that country's largest meat industry exhibition. Starting in 2005, Jarvis has been participating in the Russian VIV exhibitions, which concentrate on that country's poultry industry. VIV Russia 2007 occurred May 21-23 at Moscow's Crocus Expo Center. Besides the staff of Jarvis Russia, Harry Chamberlain, Jarvis' Poultry Division Manager was there to provide technical and sales support. In addition to these Russian shows, emphasis has been placed on increased subsidiary and distributor trade show participation in such areas as Eastern Europe, China, and Southeast Asia. Although extremely well known to most of the world's meat processing industries, there are still some major geographical areas where the Jarvis name isn't that familiar. Our task is to acquaint these areas with the Jarvis name, our products, and our excellent reputation for quality and durability.



Alexander Glukhov, Jarvis Russia's General Director reviewing sales leads. Alexander has been head of Jarvis Russia LLC since 2002.



Nainys Mindaugas, Jarvis Russia's Service Engineer, demonstrating Jarvis equipment to three booth visitors.



Expo attendees visiting the Jarvis booth. VIV Russia 2007 had 202 international and 122 Russian exhibitors showcasing products and services to 6,645 expo attendees, a 23% increase compared to the 2005 attendance.



On left, Jarvis' Harry Chamberlain providing technical expertise to a question asked by a booth visitor.



TECNOCARNE 2007



Over 25,000 visitors attended TecnoCarne 2007, Brazil's largest meat industry fair, held August 21-23 at Sao Paulo's Immigrant Expositions Center. Jarvis do Brasil was there, along with 650 exhibitors showcasing the latest equipment and industry processes. Last year, Brazil produced over 16 million tons of processed meats, and exported over 4 billion dollars (U.S) worth of meat products.

From left, Henry Kelly, Vice President of Jarvis Argentina, Jarvis' Argentinian subsidiary, and Daniel Capurro, President and Director of Toral Enterprises, Jarvis distributor in Uruguay. Background is a large photo of Jarvis' Automatic Hog Splitter.



Jarvis do Brasil's Eduardo Martins (Technical Manager) and Andre Trama (Marketing Manager) showing several booth visitors Jarvis' line of circular saws. On the video screen is Jarvis President Vincent R. Volpe (*the boss*).

Andre

Eduardo



Jarvis do Brasil's Eduardo Martins with Hamilton Perdigao da Fontoura representing Perdigao, one of Latin America's largest food processing companies, and one of Brazil's largest poultry and pork processors. In Brazil, the company has 20 industrial facilities employing more than 39,000 employees. Perdigao products are sold under the Perdix brand in over 100 countries.



Darcival

Jarvis do Brasil's Serviceman Darcival Pereira dos Santos trying to close a deal for a EHS-1 Horn Removal Saw and a SEC 280-04 Circular Breaking Saw.



Jarvis Products Corporation has participated in the annual International Poultry Exhibition (IPE) since its conception in 1966. The 2007 expo, which occurred earlier this year, had 945 exhibitors filling 670,000 square feet (64,750 square meters) of display area in Atlanta, Georgia's World Congress center. More than 20,000 attendees visited this exhibition. This year's show saw an increase in

international visitors. Out of the 20,000 attendees, almost 4,000 (one in five!) traveled from a total of 93 countries across the globe to attend this event. This increase in worldwide visitors is no surprise to Jarvis' Poultry Division, since a large part of their equipment sales are from Latin American, African and Asian customers. Representing Jarvis' Poultry Division were Harry and Kevin Chamberlain.



From left Jarvis' Poultry Sales Manager Kevin Chamberlain with Andrew Gill, President of Chicken Stop, a poultry processing company based in Barbados, West Indies.



Jarvis' Poultry Division Manager Harry Chamberlain (far right) with Egyptian expo attendees visiting the Jarvis booth.



Kevin Chamberlain being interviewed by a Russian reporter (man in middle) covering the IPE. With the reporter is his German interpreter.



Brazilian expo visitors inquiring about Jarvis' poultry equipment. Brazil has one of the world's largest and expanding poultry processing industries.



Kevin having a conversation with B&B Poultry's Mark Fisher. Located in Norma, New Jersey, B&B is a chicken processor and long-time Jarvis customer. Their processed poultry is used in a wide variety of products.



Juan Chiarella (on left) of Gainesville, Georgia based FJC International, a Jarvis distributor selling in Latin America, with a South American expo attendee.



Jarvis' Salmon Pin Bone Removers Provide New Sales Opportunities



As mentioned in a previous newsletter, Jarvis is now manufacturing the Model PB-1 Salmon Pin Bone Remover in both pneumatic and cordless versions. For both our subsidiaries and distributors, these new tools provide an excellent sales opportunity. New, previously untouched markets exist for marketing these tools. The pneumatic PB-1, with its speed and torque controls to optimize performance for individual species and conditions, is ideal for large volume fish processing production facilities, including local fish distribution centers. The battery powered version, operating approximately one hour per charge, is ideal for fish markets, supermarkets, hotel and restaurant kitchens. Both models include an optional water flush setup.

Some key selling points that would greatly interest potential customers are:

- Jarvis' Salmon Pin Bone Removers gently remove pin bones without harming any flesh on the fish.
- Both the pneumatic and cordless models easily outperform handheld pliers.
- Each remover can handle up to six salmon fillets a

minute, and are appropriate for salmon, trout or any other fish where pliers are currently being used.

- Both tools are suitable for fresh (through rigor) defrosted or smoked fish.
- Both tools are lightweight (each weighs less than two pounds/0.9 kilogram), and can be easily handled by any operator.
- Both tools are economical to operate, with very little operator training required (short training video supplied with tool). Also, a Jarvis sales representative can demonstrate the tool's easy operation and effectiveness.
- Both models are backed by Jarvis' industry-wide reputation for outstanding service.

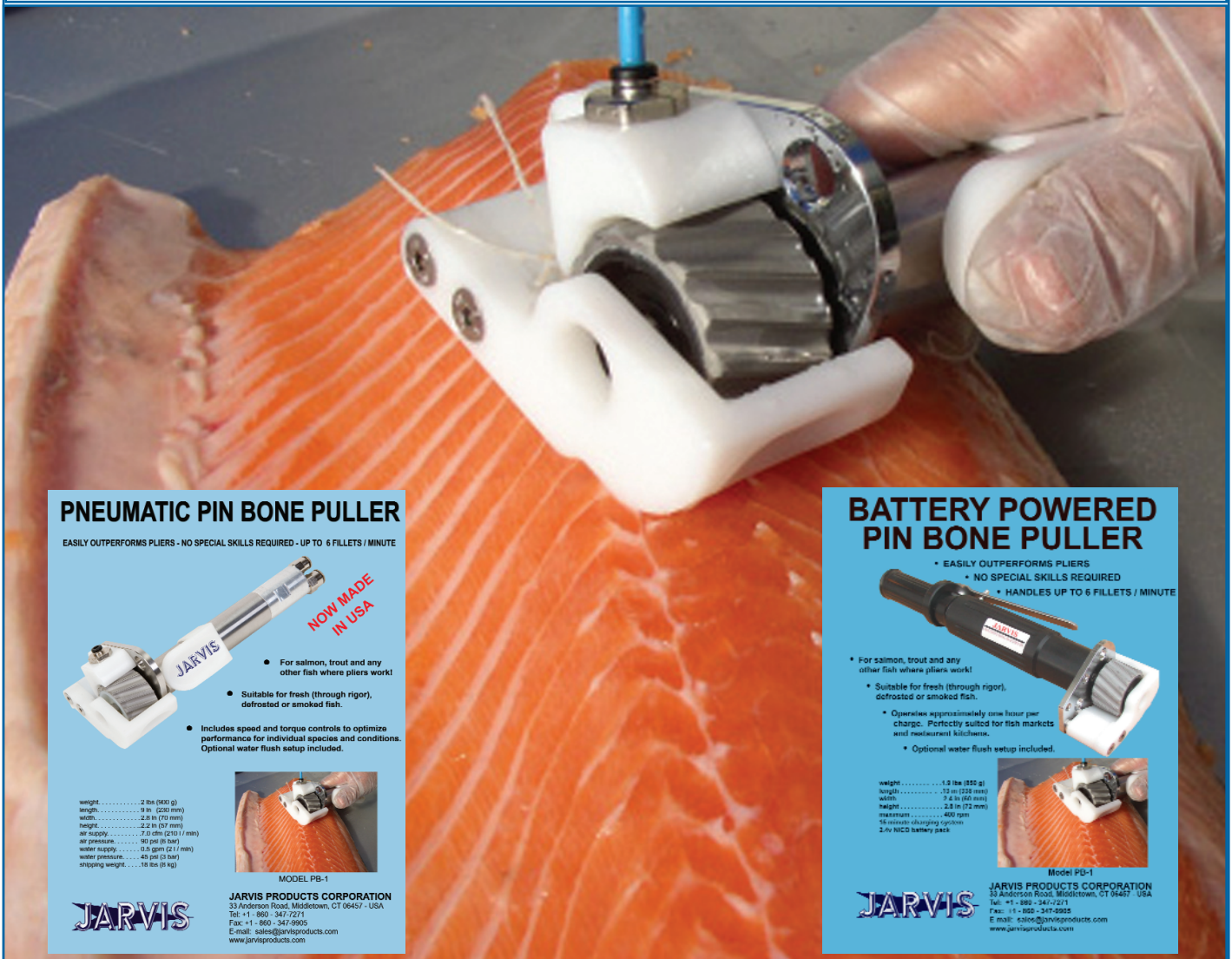
Sales sheets are available for each model. For more information and/or technical specifics about these products, please contact Harry or Kevin Chamberlain at:

Tel: 860 347-7271

Fax: 860 347-9905

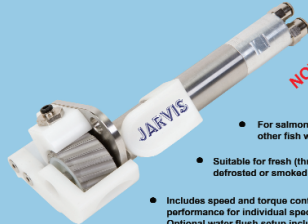
E-mail: jarvis.products.corp@snet.net

Website: www.jarvisproducts.com.



PNEUMATIC PIN BONE PULLER

EASILY OUTPERFORMS PLIERS - NO SPECIAL SKILLS REQUIRED - UP TO 6 FILLETS / MINUTE



NOW MADE IN USA

- For salmon, trout and any other fish where pliers work!
- Suitable for fresh (through rigor), defrosted or smoked fish.
- Includes speed and torque controls to optimize performance for individual species and conditions. Optional water flush setup included.

weight 2 lbs (907 g)
length 9 in (229 mm)
width 2.8 in (71 mm)
height 2.2 in (57 mm)
air supply 7.0 cfm (210 l / min)
air pressure 80 psi (5.5 bar)
water supply 0.5 gpm (2 l / min)
water pressure 40 psi (2.7 bar)
shipping weight 18 lbs (8 kg)



MODEL PB-1

JARVIS

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BATTERY POWERED PIN BONE PULLER

- EASILY OUTPERFORMS PLIERS
- NO SPECIAL SKILLS REQUIRED
- HANDLES UP TO 6 FILLETS / MINUTE



- For salmon, trout and any other fish where pliers work!
- Suitable for fresh (through rigor), defrosted or smoked fish.
- Operates approximately one hour per charge. Perfectly suited for fish markets and restaurant kitchens.
- Optional water flush setup included.

weight 1.2 lbs (550 g)
length 12 in (305 mm)
width 2.8 in (70 mm)
height 2.8 in (72 mm)
measures 450 psi
15 minute charging option
2 hr NiCd battery pack



Model PB-1

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