

# FEDERATION OF DISTRIBUTORS NEWSLETTER

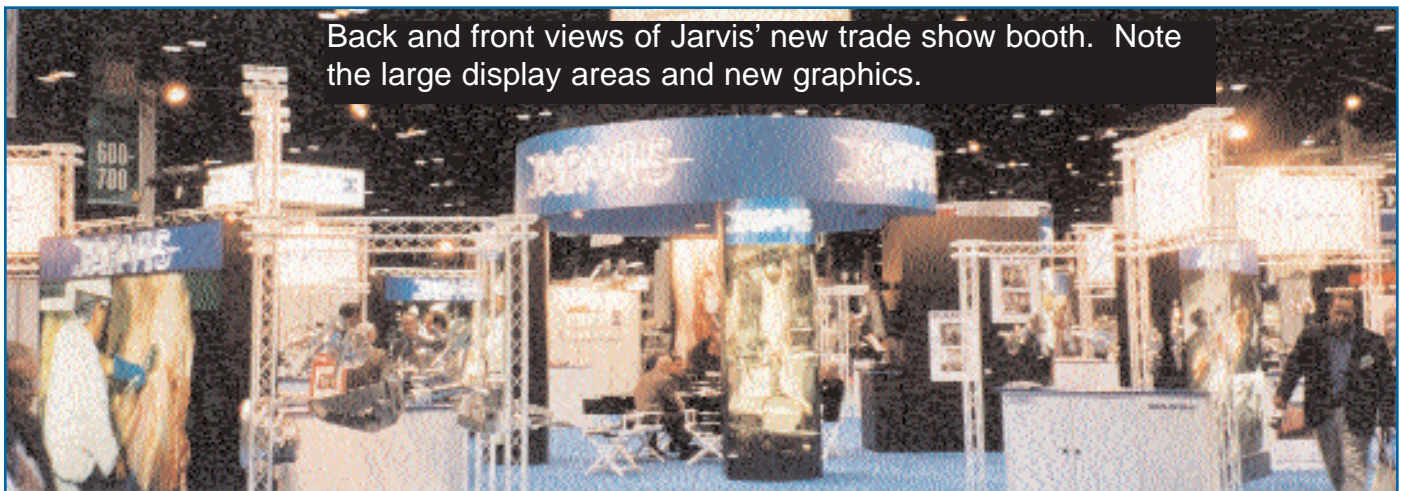
# JARVIS

Issue No. 22, January, 2002



## World Wide Food Expo - 2001

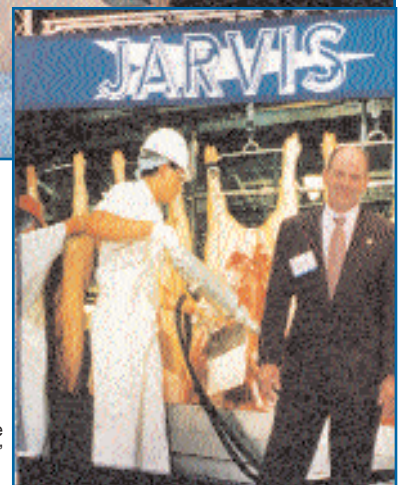
The semi-annual AMI World Food Expo was held at Chicago's Mc Cormick Place October 18 through October 21, 2001. For the meat processing industry, the AMI show is one of the largest trade shows, and represents a chance to display the latest equipment and technologies. Visitors from all over the globe attend this event. For Jarvis, this marked the first use of our new trade show booth displaying several new tools. Featured on this and the next page are pictures of old friends who attended this event and also visited our booth.



Back and front views of Jarvis' new trade show booth. Note the large display areas and new graphics.



From left, Mr Vincent R. Volpe, President of Jarvis Products with Henry Davis, President Greater Omaha Packers, Angelo Fili of Greater Omaha Packers, and Greg Hanson, Jarvis' Mid-Western Service Supervisor.



Doug Bain, Jarvis' Western Service Manager next to poster displaying Jarvis' LLP-1 Leaf Lard Puller.





Representing Edge Manufacturing are (from left) John Prunty, Marketing Manager, Ed Kelly, Sales Manager and Phillippe Robledo, Manager of Process Control.



From left, Jeff Summers, Jarvis Service Manager with Tom Byrnes Jr. of Packers Engineering and Equipment in Davenport, Iowa. Accompanying Tom is Sally Pressman, his fiancée.



Banss, a German company that manufactures turnkey slaughter houses, also exhibited at the Jarvis booth. Representing Banss are (from left) Volker Engelbach, Wolfram Froehlich, and Hermann Briel.



From left, Roy Anderson, Vice President of Export Sales for Rosens Meat Group, Phoenix, Arizona, Steve Cortinas, Plant Manager of Dakota Premium's processing facility in St Paul, Minnesota and Greg Hanson.



Dwight Streeter, Vice President and General Manager of Jarvis Canada with Dr. Temple Grandin, recognized industry expert in animal handling and humane stunning procedures.



From left, Tommy Fulgham, Jarvis' Sales and Marketing Manager, Bob Alex, President of Portion Control, IBP Corporate, and Peter Gwyther, Jarvis Vice President.



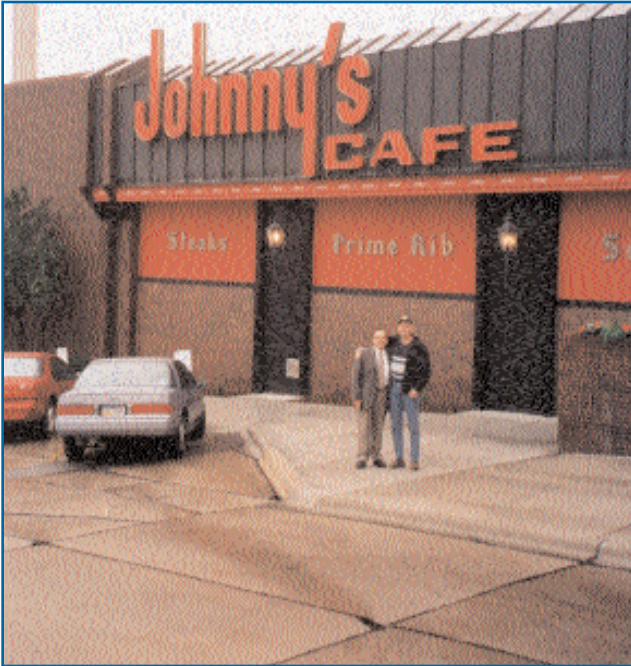
Terry O. Loseke, Jarvis' Automatic Equipment Manager with customers.



From left, Francisco Trejo, meat equipment distributor from El Monte, California with John Wightman, President of Edge Manufacturing.



## A Visit to Omaha.....and to Johnny's Cafe



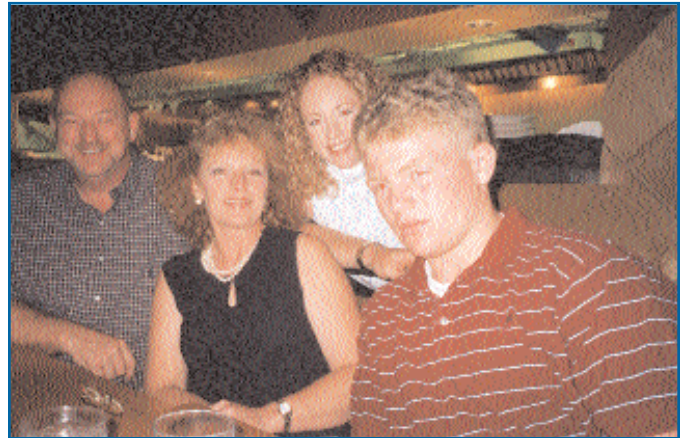
Mr. Volpe being photographed in front of Johnny's Cafe with Conagra's Stan Wells, a long time friend.

During August 2001, Mr. Vincent R. Volpe, President of Jarvis Products Corporation, journeyed to Omaha, Nebraska to visit several longtime customers, and also to see Greg Hanson, supervisor of all Jarvis Mid-Western servicemen. While in Omaha, Mr. Volpe, Greg and Stan Wells, Vice President and General Manager of Conagra's Omaha processing plant lunched at Omaha's famous Johnny's Cafe.

Johnny's Cafe is an Omaha landmark and tradition. Founded in 1922 by Frank J. Kawa, a Polish immigrant, it was the city's original steak house. Beginning as only a seven seat eatery located near the stockyards, by the late 1950's Johnny's had a reputation of serving cattlemen, and their families, from dawn to dusk. Presently, the third generation of the Kawa family is operating the restaurant. Steaks, ribs, sweet breads and even chicken fried steak are on the menu, but no prairie oysters.



On display in the restaurant's lobby is the original 1955 painting of Johnny's Cafe painted by Bill Hammon, a famous water color artist.



Starting from the left, Greg Hanson, Jarvis' Mid-Western Service Supervisor with his wife Julie, daughter Kelly and son Drew.



Photographed at his desk is Stan Wells, Vice President and General Manager of Conagra's Omaha processing plant. Stan Wells is an old friend of Mr. Volpe, and Conagra is a long-time Jarvis customer.



Greg Hanson with Stan Wells in Johnny's Cafe relaxing before lunch. Greg's technicians have been servicing and repairing Jarvis equipment in Conagra's Omaha plant for many years.





## Jarvis' Romanian Representative Visits Headquarters



During August, 2001 representatives from DARIMEX, Jarvis' Romanian representative visited our world headquarters' building and factory facility. Representing DARIMEX were Joop Schouten, the company's owner and Managing Director, and Nelu Cincea, Manager of the DARIMEX facility in Arad, Romania. Besides getting a tour of the Middletown plant, the trip's purpose was to discuss current Romanian marketing and sales opportunities with Mr. Volpe and Jon Jarvis, Jarvis' Director of European Operations.



From left, Joop Schouten, DARIMEX's owner and Managing Director, Nelu Cincea, Manager of DARIMEX's facility in Arad, Romania and Paul Trombly, Jarvis Manufacturing Technician.

DARIMEX has represented Jarvis since 1993. The chief products sold are Jarvis' bung dropper, band-saws and breaking saws.



## Jarvis Skandinavien AB Participates in Denmark's FoodTech Herning 2001 Exhibition



Jarvis Skandinavien AB, our newest subsidiary, participated in Denmark's FoodTech Herning 2001 exhibition, which was held October 30 through November 1. This exhibition demonstrates the latest in Scandinavian food technology. As a full supplier of equipment for the Scandinavian meat industry, Jarvis Skandinavien AB demonstrated its products in a new, colorful booth. During the exhibition's three days, the Jarvis staff made contact with many interesting attendees and long-time Jarvis customers.



Jarvis Skandinavien's new, colorful booth with ample display area. The FoodTech expo is one of the largest and best attended in Scandinavia.



Lass Brøndum Nielsen, Jarvis' sales representative in Denmark, having a conversation with expo attendees.



Being looked over by the big boss himself (Mr. Volpe on the monitor) is Bengt Sandberg, Jarvis Skandinavien's General Manager, with Alessandro Menozzi from Grasselli, Italy. Mr. Menozzi is Nordic Sales Manager for an Italian company.