

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

Issue No. 24, April 2002



Jarvis GmbH - Our First European Subsidiary



Recently, Vincent Volpe, President of Jarvis Products, visited Jarvis GmbH, our German subsidiary. Established in 1991 by Jon Jarvis, Jarvis' current Director of European Operations, Jarvis GmbH was Jarvis' first European Subsidiary. The company has been in its current Buchholz, Germany headquarters (located near Hamburg) since 1995. Besides Germany, Jarvis GmbH sells and services equipment in Finland, Portugal, Switzerland, Austria, Poland, Czech Republic, Slovak Republic, Hungary, Romania,



Jarvis GmbH's building in Buchholz, Germany, just outside Hamburg. From this location all of Germany and Europe are serviced.



Mechanic Klaus-Peter Doerks repairing a Buster 6-ST saw.

Turkey, Greece, the Balkans, and the Baltic states.

Jarvis GmbH has established local European distributors for marketing Jarvis equipment. Products are distributed through Gjema of Finland, Flury in Switzerland, Metron in Greece, Tremmel in Austria, ORS in the Czech



Ralf Riedel, Jarvis GmbH's General Manager.

Republic, Darimex in Romania, TEK-MAK in Turkey, Technex in Poland and Nematekas in Lithuania. Besides continued expansion into new markets, Jarvis GmbH's future plans include the introduction of electrical beef stunning into the German meat processing industry.

Memorial to Pennie Davis

Pennie Davis, past president and owner of Greater Omaha Packing Company of Omaha, Nebraska passed away on March 29, 2002 after suffering a heart attack. Beside being president of the company, Mr. Davis was also on the executive board of the American Meat Institute (AMI). His son Henry succeeded him as company president in the mid 1980s.



Pennie Davis on right being photographed with his son Henry.

Mr. Davis' relationship with Jarvis Products dates back to 1956, when he was one of the first beef producers to purchase a then very new Jarvis product - our pneumatically powered dehider. Mr. Davis was also instrumental in the development of another Jarvis product - our carcass splitting line of bandsaws. His recommendations eventually lead to the use of proper guides to strengthen and prolong the life of bandsaw blades. This change helped Jarvis to become the number one seller of bandsaw type products, and completely dominate the market. Besides being a long-time Jarvis customer, Mr. Davis was a very good friend of Mr. Volpe. As a friend and business colleague he will be greatly missed.



Visiting South Africa and Jarvis Products Corp. R.S.A.



Earlier this year, Mr. Volpe visited Jarvis Products Corporation RSA (PTY) Ltd, our South African subsidiary located near Johannesburg. As part of his trip, he also visited the Karan Beef Company, OKK Foods, Sams Meats, Bull Brand, Southern Star, Pyramid and Red Meat Abattoirs - all long-time Jarvis equipment users. Mr. Volpe wanted to personally discuss current market conditions with several old friends and business associates, and to observe first hand how Jarvis tools are being used to improve meat processing and kill floor operations in Africa.



Aerial view of the Bull Brand meat processing facility, one of South Africa's largest and most outstanding beef packers.



The Bull Brand sign and logo on one of its trucks.



From left, Ben Myburgh, General Manager of Jarvis South Africa, Habbes Kruger, Sams Meats' Human Relations man, Vin Volpe and Lou Campher, Managing Director of Sams Meats.



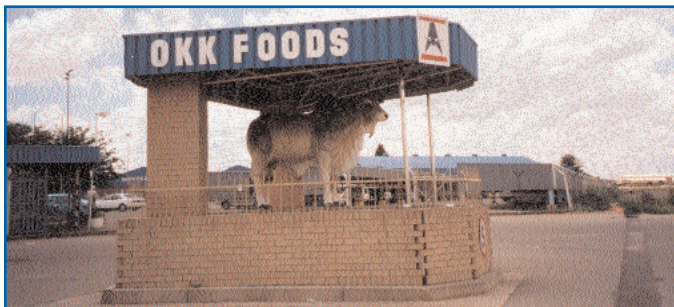
Ben Myburgh with Charles DeBeer, Engineer at Sams' processing plant. Sams is a major South African meat processor and Jarvis tool user.



From left, Malherbe Van Wyck Production Manager and Willie Maritzat, Maintenance Fitter at OKK Foods, another South African meat processor.



Ostrich grazing lot at OKK Foods. Ostrich meat is becoming very popular in South Africa. Besides having a delicate taste, the meat is low in fat.



Company sign and cattle statue at OKK plant's main entrance.



Sign welcoming visitors to the Karan Beef Company, located in Balfour, R.S.A.

More South Africa...



Ivor Karan, owner of Karan Beef in his office.



Karan Beef's handsome headquarters building in Balfour, R.S.A.



Pictures of Karan Beef's feed mill and feed lot holding 80,000 head of cattle. This feed facility is one of the largest in Africa.



From left, Dr. Gerhard Neethling, Red Meat's General Manager, Jarvis' Ben Myburgh and Piet Engelbrecht, Red Meat Abattoir 's Chief Trainer. Red Meat Abattoir is also a long-time Jarvis customer.



Sarel Myburgh, Jarvis South Africa's controller reviewing orders with General Manager Ben Myburgh.



C.J. Van Stratten



Adri Weingartz



Louis Matthysen



A. S. Ferreira



Renier Burger

Jarvis Participates in AMI's 2002 Animal Handling and Stunning Conference.

For the first time, Jarvis Products Corporation participated in the American Meat Institute's (AMI) annual Animal Handling and Stunning Conference held February 21 through 22 in Kansas City, Missouri. Jarvis was represented by Tommy Fulgham, Meat Machinery Division's Sales Manager and Greg Hanson, Mid-Western Service Supervisor. Besides Jarvis' participation, this year's conference was noteworthy due to its main speaker, Dr. Temple Grandin, operator of Grandin Livestock Systems and recognized industry expert in animal driving, handling and humane stunning procedures, and the first public display of Jarvis' new Model USSS-1 Pneumatic Stunner (USSS means "United States Super Stunner"). This tool is unique because it is the first stunner actually designed for humane stunning procedures, it is air operated with no air injection going into the animal, and is easy for operators to handle due to no recoil or kick back. Besides the USSS-1, Jarvis also showcased the new Model AST-101 Pneumatic Stunner Tester, specially designed for testing and calibrating our new USSS-1 stunner.



From left, Greg Hanson, Jarvis' Mid Western Service Supervisor, with Bryan Kleczka, Slaughter Manager at American Food Group, Green Bay, Wisconsin.



Shown with noted animal handling expert Dr. Temple Grandin (on right) is Michele Atwood, Sales Manager at *Meat & Poultry* magazine. Michele handles the Jarvis account and was also a tremendous help at the conference.



From left, Tommy Fulgham, Jarvis Sales Manager, with Jerry Karczewski, VP of Operations at Taylor Packing Co., Wyalusing, Pennsylvania. Mr. Karczewski is also AMI's Animal Welfare Committee Chairman.



From left, Greg Hanson with Frank Howell, Vice President of Operations at Odom Tennessee Pride, Little Rock, Arkansas.

New Sales Literature Available

PNEUMATIC STUNNER
Model USSS-1

NEW NEW NEW



U.S. Patent No. 6,135,871


The Jarvis Model USSS-1 - pneumatically operated high speed captive bulb stunner for cattle.

- One shot humane stunning procedure. Flies only once - no multiple firing.
- Better stunning for improved meat quality.
- Air operated with no air injection into animal.
- Two hand control for safer operation.
- Easy to handle and safe to operate - no recoil or kick back.
- Easy to repair and clean.
- High strength construction.
- Lightweight - tool only weighs 30 pounds (13.6 kg).

JARVIS

HUMANE - SAFE - EFFICIENT

PNEUMATIC STUNNER TESTER
Model AST-101



The Jarvis Model AST-101 - tester tool for Jarvis' Model USSS-1 pneumatic stunner.

- Fast, accurate tool for testing and calibrating Jarvis' USSS-1 pneumatic stunner.
- Safe and precise method for testing stunner.
- Durable construction ensures long service life.
- Economical and simple to operate.
- Lightweight, easy to assemble and store.

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LIGHTWEIGHT - ECONOMICAL - ACCURATE

New sales sheets for the USSS-1 Pneumatic Stunner and AST-101 Pneumatic Stunner Tester are now available. If you wish to order any of these new sales catalog sheets, or want more information about these products, please contact Vincent Volpe at 860 347-7271 (Fax: 860 347-9905; E-mail: jarvis.products.corp@snet.net). Please specify type(s) and number desired.

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