

# FEDERATION OF DISTRIBUTORS NEWSLETTER



Issue No. 29, November 2002



## Burt Brock Retires Over 46 Years Faithful Service !



Burt Brock, Jarvis Customer Service Representative, retired this September after working at Jarvis for over 46 years.

Burt started in 1956 with Jarvis Machine Tool, and transferred to the Meat Machinery division. In fact, Burt was one of the division's original employees, and was personally hired by Mr. Vincent Volpe, President of Jarvis Products. For many years, Burt personally handled customer information and equipment requests.

Vin Volpe says "Burt was an extremely dedicated and loyal employee. He handled his job with amazing professionalism and efficiency." Burt is legendary for his memory of Jarvis tool

components. Customers would contact him about a part ordered several years earlier, and Burt would remember the transaction and the particular part's description. Even under great stress, Burt never lost his cool, and was never rattled.

He did his job very well with great accuracy, and always ensured a customer's request was completely satisfied. Whatever the workload, Burt always made time to help out his work colleagues. As a fellow employee and a good friend, Burt will be greatly missed.



Besides taking it easy, Burt's retirement plans include extensive travel with his wife Marilyn.

If anyone wants to wish Burt a happy retirement, just drop us a line and we'll pass it on to him.

**Best of luck Burt. Good travels and much enjoyment from now on !**

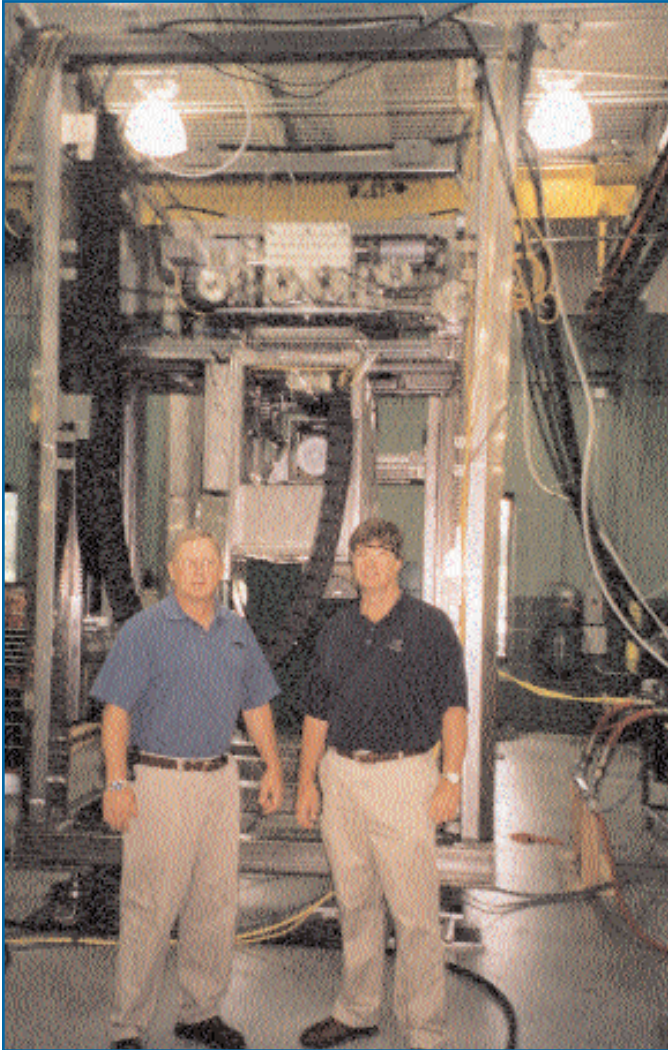
**P.S. We'll miss you !**





## Some Recent Visitors.....

Recently, we enjoyed the visit of some good friends (and a long-time Jarvis customer) to our Middletown headquarters. Mike Chabot, Excel Corporation's Vice President and General Manager, and Steve Mellinger, Excel's Vice President of Operations, dropped in to visit Jarvis President Vin Volpe and Vice President Peter Gwyther, and also to see the latest developments in meat production tool technology, especially the latest model of the new JCK-1 Automatic Hog Splitter. Excel Corporation was Jarvis' first customer to order this machine.



From left, Excel's Mike Chabot and Steve Mellinger being photographed with an almost completed Jarvis Model JCK-1 Automatic Hog Splitter. Excel Corporation was the JCK-1's first customer, and has four machines operating in two pork processing plants located in Illinois and Iowa.



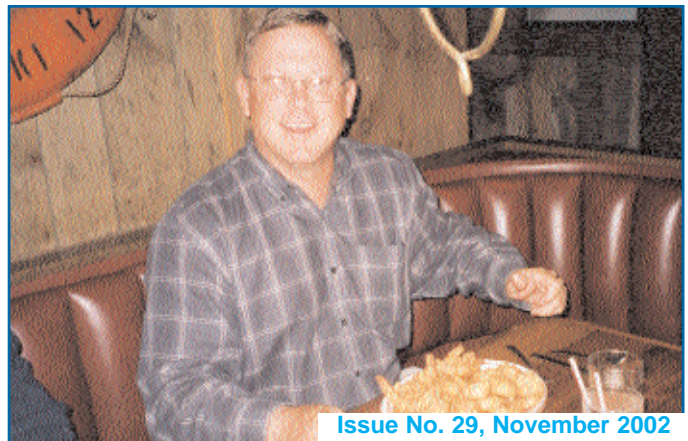
Mike Chabot, Excel Corporation's Vice President and General Manager, and Steve Mellinger, Excel's Vice President of Operations getting a tour of the Middletown production facility.



Mike Chabot and Steve Mellinger with Jarvis Quality Control Inspector Ron Turner.



Even for meat men, how can anybody visit New England and not enjoy a seafood dinner? Mike Chabot and Steve Mellinger joined Vin Volpe and Peter Gwyther in sampling freshly caught lobster and fried clams, two of the local delicious delicacies.



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## Think Jarvis and Seafood !



Most people in the industry think of Jarvis Products as one of the largest manufacturers of power tools for meat, pork and poultry processing. What isn't widely known, is that for many years Jarvis equipment has been successfully used for various seafood operations:

- In Japan, New Zealand and Chile, our Model CPP Cutter has proven to be a quick and efficient method for removing fish tails.
- New Zealand fisheries are using Jarvis' Model LKE-1 Vacuum Gun for proficiently removing salmon kidneys and bloodlines.
- Jarvis' pneumatic air scissors (Airsnip®) are being used in Alaska, Japan and Chile to remove crab legs, fish fins and tails.
- Jarvis' Model 404 and 464 Reciprocating Breaking Saws are used to efficiently cut off tuna tails.



Model 35PA-2 Airsnip® is ideally suited for removing fins, heads and tails.



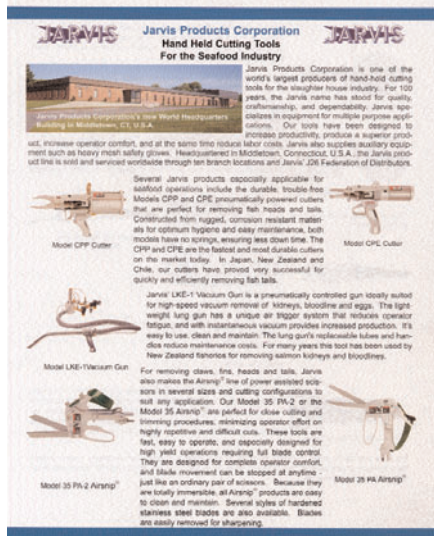
Model 464 Reciprocating Breaking Saw for efficiently cutting off heads and tails.



Model LKE-1 Vacuum Gun for removing salmon kidneys and bloodlines.

The seafood processing industry still remains a very large, untapped market for Jarvis tools. To spread the word about the proficiency and economy of Jarvis tool applications, Harry and Kevin Chamberlain, Managers of Jarvis' Poultry Division, have developed a marketing campaign to reach key people in the seafood processing industry, including plant managers, processing boat operators and supervisors of major wholesale and retail seafood operations (large supermarket and restaurant chains, etc.). As part of the campaign,

a new brochure was specially written describing several Jarvis products applicable for seafood operations, and mailed to several hundred potential customers.



Jarvis' new brochure especially written for the seafood industry.

Besides the direct mail approach, the Chamberlains will also be participating in some major upcoming seafood exhibitions, such as the Fish Expo & Work Boat Coast Northwest at Seattle's Washington State Convention and Trade Center, November 14-16, 2002 (Booth Number 634). Participation at some major international seafood shows is currently being evaluated.

Some operations performed in seafood processing plants are ideally suited for several types of Jarvis tools. Our tools can help these facilities increase production, provide a superior product, increase operator comfort and also reduce labor costs. For both distributors and Jarvis' subsidiaries, expanding business into the seafood market means potential new sales. This new seafood brochure is also available for J26 Distributors. If you would like copies, or for further information about this campaign, please contact Kevin or Harry Chamberlain at 860-347-7271, or by fax at 860 347-9905 / 860 347-6978. Email address is [jarvis.products.corp@snet.net](mailto:jarvis.products.corp@snet.net).



## Vin Volpe Announces the Creation of Jarvis Italia S.r.L. - Jarvis' Newest Wholly Owned Subsidiary !



Jarvis President Vin Volpe has announced the establishment of Jarvis Italia S.r.L., the newest addition to our corporate family. Mr. Volpe has been planning an Italian subsidiary for many years, and the establishment of Jarvis Italia fulfills a long-time company goal.



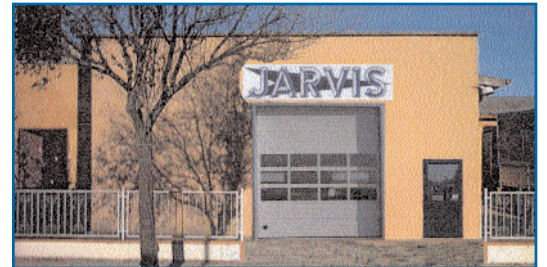
Republic of Italy



Fabrizio Foroni (on right), new Managing Director of Jarvis Italia S.r.L., being welcomed aboard by Mike Abdul, Jarvis' Operations Manager.

Situated in the Suzzara section of the northern Italian city of Mantua, our newest affiliate becomes Jarvis' latest wholly owned subsidiary. Jarvis Italia's main function is to service the requirements of the Italian meat processing industry.

Fabrizio Foroni has been named Managing Director of the new subsidiary, and has been essential in establishing the new branch location. Mr. Foroni has been involved with



Jarvis Italia's new building and warehouse facility in the Suzzara section of Mantua, Italy.

the Italian meat processing industry for many years, and is well-known among that industry. The new company's address is Jarvis Italia S.r.L., Via Volta 3A, 46029 Suzzara (MN) Italy. Jarvis Italia's telephone number is +39 340 7046106; fax number is +39 037 6507717; and the e-mail address is [jarvisitalia@libero.it](mailto:jarvisitalia@libero.it).

**Benvenuta Jarvis Italia !**

**New**

### From Jarvis Australia- Pesutekno Knife and Glove Sanitizer

Jarvis ANZ PTY Ltd., our Australian Subsidiary, is now selling the Pesutekno Knife and Glove Sanitizer.

Manufactured by a Finnish company, this machine offers an advanced and reliable method for washing and sanitizing knives and gloves. Offered in four different sizes holding from 20 to 42 racks, the Pesutekno can handle any processing plant's knife and glove sanitization requirements.

Special racks and individually numbered holders (each securing up to three knives, one steel and one mesh glove) makes machine loading and personal material identification easy. Besides advanced technology and better performance, the Pesutekno reduces washing times and prolongs the life of knives and gloves. It is also easy to operate, clean and maintain.



The Pesutekno sanitizer was exhibited by Jarvis Australia at the recent FOODPRO 2002 expo held in Sydney, Australia. If any distributor is interested in this machine, please contact Vincent Volpe, at 860 347-7271; Fax: 860 347-9905; E-mail: [jarvis.products.corp@snet.net](mailto:jarvis.products.corp@snet.net).



The Pesutekno sanitizer comes with special racks and numbered holders, securing up to three knives, one steel and one mesh glove.