

FEDERATION OF DISTRIBUTORS NEWSLETTER

JARVIS

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Jarvis Represented at Moscow's ArgpProdMach Exhibition - One of Russia's Biggest Trade Shows !



For the first time, Jarvis Products Corporation participated in one of Russia's largest trade shows - the ArgpProdMach exhibition held in Moscow between October 7 - 11, 2002. This annual exhibition displays the latest developments in agriculture, food production/processing equipment and slaughterhouse machinery. The Russian meat processing industry is a new, huge market eager for western technology and improved meat packing methods. This expo provided Jarvis the opportunity to showcase the latest tool technologies. A team headed by Mr. Vincent R. Volpe, President of Jarvis Products, along with Swedish and Russian representatives from Jarvis Skandinavien AB, our Swedish subsidiary, demonstrated several new Jarvis tools and dispensed information to representatives of the Russian meat packing and food processing industries.



Jarvis President Vin Volpe personally greeting visitors at Jarvis' ArgpProdMach booth. In back are Bengt Sandberg, Jarvis Skandinavien AB's General Manager and Vladimir Ivkin, Jarvis' Administration and Contracts person in our new Kaliningrad, Russia office. Many expo attendees visited the Jarvis booth eager to see the latest in meat processing tool technology.

Being photographed in front of Moscow's Bejikon Meat Processing Plant are (from left) Vice Director Alexander Eliseev of KOH, a major Russian smoking equipment manufacturer, Vin Volpe, President of Jarvis Products, and Carl-Johan Öhman, Jarvis Skandinavien Service Technician. Since the fall of Communism, Bejikon is one of many, newly privately owned companies venturing into the ever expanding Russian processed meat and food market.





From left, Jarvis' Alexander Glukhov, Sales and Customer Liaison in the new Kaliningrad, Russia office, Jarvis President Vin Volpe, KOH's General Director Oleg Eliseev, and a group of customers who supply meat to McDonald's of Russia.



Side view of Jarvis' ArgProdMach booth showcasing many varieties of handheld power tools.



From left, Raisa Demina of Moscow's Bejikon Meat Processing Plant with KOH's General Director Oleg Eliseev. With over 3000 customers, Moscow based KOH has agreed to distribute Jarvis equipment throughout the Russian Republic.



Discussing current Russian meat processing tool requirements are (from left, back row) Jarvis' Alexander Glukhov, Jarvis President Vin Volpe, Carl-Johan Öhman, Jarvis Skandinavian Service Technician, and Raisa Demina of Moscow's Bejikon Meat Processing Plant.



From left, KOH's Alexander Eliseev, Vin Volpe, and Nataly Petrusenskova, Manager of Equipment at Mirror Line Food Industries (MIPPOP Ltd), Kiev, Ukrainian Republic.



Also exhibiting at the Jarvis booth was Suzanne Lasar, Marketing Director at IGB Systems, a manufacturer of meat processing equipment headquartered in Ayrshire, Scotland.



Getting their photo taken at the Jarvis booth are (from left) Jarvis' Alexander Glukhov, KOH's Alexander Eliseev, Carl-Johan Öhman, Bengt Sandberg and Vladimir Ivkin.



Also being photographed together are (from left) Bengt Sandberg, KOH's Oleg and Alexander Eliseev and Vin Volpe.



Jarvis Argentina Exhibits at TECNO FIDTA 2002



Jarvis Argentina, S.A.I.C., our Argentinian subsidiary, recently participated in TECNO FIDTA 2002, one of Latin America's largest meat processing equipment exhibitions. This year marked the sixth time this expo has been held, which took place at Buenos Aires' Centro Costa Salguero, September 24 - 27, 2002. This is an international show. American, European and South American manufacturers exhibited their latest food processing and slaughterhouse equipment to both Latin American and world-wide visitors. Besides showcasing Jarvis tools, our booth also exhibited other equipment sold and serviced by Jarvis Argentina, such as automatic and manual clippers made by Tipper Tie U.S.A. and Tipper Tie Alpina of Switzerland.



Carlos Motoya, Jarvis Argentina Serviceman responsible for Argentina's Cordoba Province being photographed in front of the Jarvis booth.



Photo of Jarvis' TECNO FIDTA 2002 booth.



From left, Mandy DeJonge, Jarvis Argentina's Sales Manger with Leonel Saballos, Tipper Tie's Latin American Sales Manager.



Tipper Tie's Leonel Saballos viewing both Jarvis and Tipper Tie Alpina tools being displayed in the Jarvis booth.



From left, Jarvis Argentina Vice President Henry Kelly with Jarvis Argentina Serviceman Carlos Motoya.



Alberto Meloni, Head of Jarvis Argentina's Technical Services (center) with the Refrin Company's Schochron Brothers. Refrin is a distribution company located in Buenos Aires.

Beating bruising

By Dr. Temple Grandin, Animal Science Dept., Colorado State University

The following article, written by Dr. Temple Grandin as part of her "*from the corral*" series, appeared in the September 2001 issue of MEAT&POULTRY Magazine, and is re-printed with the magazine's permission.

Bruises cost the cattle and the pork industry millions of dollars annually. A recent non-fed beef audit showed that 22 percent of cull cows have severe bruising. Even in fed beef, up to half of the carcasses will have bruises. Because it is impossible to determine the age of recent bruises, it can be difficult for plant managers to determine whether a bruise occurred inside or outside of the slaughter plant. The answer lies in looking for different patterns of bruising.

If a bruise is occurring in the plant, it will usually occur in the same location on cattle and can come from many different sources. In one beef plant, management started to notice bruises on the animals' left shoulders. They were occurring on cattle from many different feedlots, and they were gradually getting worse. The cause of the bruises was worn-out metal in the restrainer entrance. Cattle are very abrasive, and over a period of several years, they had worn through the metal side of the restrainer, creating a sharp edge. The first place to look for bruise-causing agents is around broken or damaged parts in the chutes, restrainer or stunning box.

Rough handling can also cause increases in bruising. Back bruises caused by slamming stunning box doors on cattle indicate rough handling. Some pork plants have eliminated back bruises caused by guillotine gates by cutting off the bottom of the metal door and replacing it with a curtain made from conveyor belting. The animals think the conveyor belting is solid and will not attempt to go through it. Tracking the causes of bruises that occur outside the plant will require a little more detective work. Employees have to observe many carcasses on the line to determine if a bruise is occurring only on cattle from a specific origin. For example, there maybe a severe bruise on the right loin of cattle from a particular feedlot. A trip to the feedlot may reveal a sharp metal strip protruding into the loading ramp.

One overlooked factor is the variable of truck drivers. Poor driving habits such as slamming on the brakes and sudden acceleration can increase bruising because cattle are thrown off balance. Check to make sure the driver is not the cause. Suspect a truck driver when some of the cattle from a feedlot have bruises, and other loads of cattle from the same feedlot have low levels of bruising. This may indicate that one driver is causing the bruises. Several feedlots have banned the use of electric prods for truck loading. This has resulted in less bruising and fewer dark cutters. Another cause of bruising is excessively wild cattle. Wild cattle that are not accustomed to people on foot will often have more bruises and dark cutters. Cattle should be exposed to people on foot long before they arrive at a packing plant. Although it is not possible to determine the age of a bruise that is under 24 hours old, it is possible to separate bruises into two categories: fresh bruises and bruises that are several days or weeks old. I was recently hired to consult with a plant that had severe bruising on cows. I took one look at the bruises and realized they were old. They had probably occurred at the many auctions the cows had gone through. Old bruises have clear yellow mucous. Fresh bruises do not have yellow mucous. The presence of yellow mucous indicated the bruises were most likely several days or weeks old.

In another plant, pork loins had bruise damage. The plant manager thought the bruises were caused by the stunner. The loin damage had yellow mucous on it and had occurred about a week prior, when the pigs were sorted. When I looked at the carcasses on the kill floor, I observed marks where the pigs had been beaten with metal gate rods. The marks were in the same location as the yellow mucous on the loins. Yellow mucous, which is an indicator of an old injury, can remain on carcasses for months. At a fed beef plant, I observed some faint traces of yellow mucous on the legs of animals at the point where the meat hooks are inserted. When I called the feedlot, I learned that these cattle had been severely abused during handling at a stocker operation prior to entering the feedlot. The manager told me many of the cattle fell down when they exited the squeeze chute. Tracking down the cause of bruises takes some time, but the reward is reduced losses and improved animal welfare.