

FEDERATION OF DISTRIBUTORS

JARVIS

Newsletter



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Jarvis' Poultry Division 2000 Tradeshow Agenda



In 2000 Jarvis' Poultry Division will participate in three international exhibitions: the British Poultry Fair, VIV Yutav in Istanbul, Turkey, and the World Poultry Congress held in Montreal, Canada. The

British Poultry Fair will be held May 10 and May 11 in Stoneleigh, England and concentrates on the poultry markets in Great Britain and the Republic of Ireland. VIV Yutav is held June 1 through June 3 in Istanbul, Turkey and focuses on the Eurasian, Middle Eastern, North African and Mediterranean markets. August 22 through August 25 is when the World Poultry Congress is held in Montreal, Canada, and has a global focus. The last time Jarvis participated in this show was 1988 in Nagoya, Japan.

Jarvis' new Model Airsnip 35-PA-2 air powered-assisted scissor will be showcased at the Stoneleigh, Istanbul and Montreal expos. The tool's easy handling, precision cutting power and excellent operating performance will be demonstrated. Besides the tool's production and economic attributes, emphasis will be placed on the 35-PA-2's much lower sales price; a price lower than similar tools currently in the marketplace.

Various economic and market related conditions determine the demand for our poultry products. The Jarvis line of poultry tools is commonly used in turkey, duck and fowl (egg layers) production where automation hasn't been fully successful. Our tools are also very well suited for processors in developing countries, or small processors competing in developed economies. In fully automated processing plants, there's a market for hand tools to augment certain on-line tasks, such as vent cutting and muscle trimming, etc.

Designing tools around operator safety and comfort is a strong selling point. Worldwide, poultry producers are impressed by the Model LKE-1 lung gun's ergonomic lightweight design, and the fact that it doesn't have a mechanical trigger. Where inspectors or product needs require a specific cut, a full line of power-assisted scissors can be used in various trimming (cutting) and "American style" de-boning operations. Cuts done by our power-assisted tools are much easier on the operator than those attempted with a knife. For tougher cuts on duck or turkey necks, wings and tails, our Model CPE and Model CPP turkey hock and neck cutters are the perfect tools. For all operations, our Model PFI-1 picking finger installer is extremely helpful when installing new fingers into feather picking machines. The PFI-1 design also offers the operator ergonomic benefits resulting in increased operator efficiency. On the drawing board are plans for the production of a picking finger removal tool. When available, this tool will also become another labor saving device, helping to ease the strain of accomplishing this labor-intensive task by hand.

By participating in these international shows, Jarvis' poultry products will be demonstrated to approximately 75,000 tradeshow visitors, or more positively, 75,000 potential customers. We encourage our distributors to inform their customers (and potential customers) to attend these expos to see the latest developments in Jarvis technology.

Scenes from Mr. Volpe's New Zealand and Australian Trip



In December, 1999 Vincent R. Volpe, President of Jarvis Products, took a trip to New Zealand and Australia to inspect Jarvis' operations in those two countries and to visit several key customers. Shown below are some pictures taken on this trip:



Jarvis ANZ PTY Ltd located in Brookvale, New South Wales, Australia.



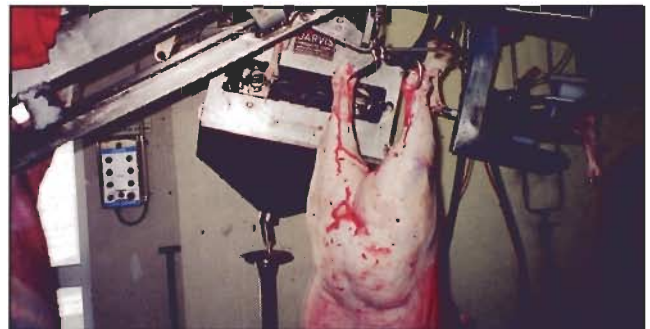
Food Processing Equipment (FPE) located in Adelaide, Australia. FPE is Jarvis' exclusive distributor in the state of South Australia.



These are pictures of Jarvis' New Zealand plant in Auckland, New Zealand.



John Bates, Chief Engineer at the Alliance Group Ltd's Sockburn plant, located in Christchurch, New Zealand.



Jarvis New Zealand's latest dual sheep leg cutter operating at the Primary Producers Co-operative Society Ltd's (PPCS) Sockburn plant in Christchurch, New Zealand.



Jarvis New Zealand's latest Sheep Head Cutter operating in the Alliance Group's Sockburn plant in Christchurch, New Zealand.

