

# FEDERATION OF DISTRIBUTORS

# JARVIS

# Newsletter



Issue No. 16, February 2001

## A New Year's Message From Vincent R. Volpe



I want to wish all Jarvis J26 Distributors and their employees a happy new year and a new century. The 20th Century saw Jarvis Products grow from a small manufacturing firm to a major worldwide operation, offering all types of products for efficient and economical meat and poultry production.

With the introduction of several new products, namely the Model JCK-1 Automatic Hog Splitter, our sales potential for the coming year shows great promise. Jarvis' main goal is to provide high quality, long lasting tools that solve and satisfy our customer's processing demands. May this new year be one of growth and accomplishment.

## The IPA 2000 MATIC Show in Paris, France

Between November 21 and 24, Jarvis Products along with Industrade of France, Jarvis' French distributor, participated in the IPA 2000 MATIC expo held at the Paris Nord Villepinte Exhibition Center. This is one of the major shows that Jarvis participates. Manufacturers from around the world demonstrate their latest products to European, Middle Eastern and African customers. Besides seeing old friends and business acquaintances, these expositions are an ideal way for determining customer requirements and industry trends. For Jarvis, an additional satisfaction is being lauded on the performance of our tools, especially the way they stand-up to demanding workplace environments. This page and page 2 show several pictures taken at the MATIC show:



Jarvis Booth at MATIC Show

## More From the IPA 2000 MATIC Show in Paris



Mr. Vincent R. Volpe, President Jarvis Products with Jon Jarvis, Jarvis' Director of European Operations.



Jon Jarvis with Dominique Kielwasser, demonstrating a Buster VII Bandsaw to a potential customer.



Fabienne Becker, Chairman and Managing Director of Industrade of France, Jarvis' French distributor.



Dominique Kielwasser, Jarvis' in-house interpreter with Heinz Ulmer, Manager of Edge Europe.



From left, Heinz Ulmer, Manager of Edge Europe, Jon Jarvis, Christian Sengler and Christian Matter of Industrade of France and Armin Kreis of BVS Germany.



Danilo Berera of Berera Italia, Jarvis' exclusive Italian distributor.



From Left, Beat Flury, Jarvis' Swiss J26 Distributor, Danilo Berera of Berera Italia, Graziano Roncali of Italy, and Heinz Ulmer, Manager of Edge Europe.



From left, Ralf Riedel, Manager of Jarvis Germany, Jon Jarvis, Beat Flury, our Swiss J26 Distributor, and Brian Nott of Brighter Ltd. UK, manufacturer of Endeavour trimmers, a product sold by several Jarvis distributors.

## Award Given in South Africa

Recently an award was presented to the 1000th person in South Africa purchasing a Jarvis Dehider. Receiving the award was Mr. Edwin Claasen, owner of the EAC Group of Abattoirs, headquartered in Wolwehoek, Republic of South Africa (RSA).

Shown in this picture is Ben Myburgh, General Manager of Jarvis Products Corporation, South Africa, Piet Snyman, EAC Group's Financial Manager and Edwin Claasen receiving the award.



Ben Myburgh, General Manager of Jarvis Products Corporation RSA (on left), Piet Snyman, EAC's Financial Manager (middle) and Edwin Claasen, owner of the EAC Group of Abattoirs (far right).

## Jarvis Introduces the Model PFC-1 Picking Finger Cutter for Poultry



Jarvis' new Model PFC-1 Picking Finger Cutter.

Jarvis Products Corporation has developed a new tool for poultry processors, the Model PFC-1 Finger Cutter. The PFC-1 is an air powered finger cutter specifically designed to remove worn picking fingers quickly and easily with little effort. It is fast, powerful, extremely maneuverable, and completely eliminates the dangerous use of knives and razor blades.

Designed for operator comfort, it is lightweight at only five-and-a-half pounds (2.5 kg) and measures only eight inches (302 mm) in length. There is no operator fatigue due to the tool's light trigger pull action. A sturdy, durable design

requires little maintenance, and the PFC-1's stainless steel and aluminum construction guarantees long service life with no oxidation. Also available, is Jarvis' Model PFI-1 Picking Finger Installer. For more information about this new product, contact Kevin or Harry Chamberlain by phone (1-860-347-7271) or by fax (1-860-347-9905).



Jarvis' PFC-1 Picking Finger Cutter doing its job.

## I Dream of Sydney

In December 2000, Mr. Volpe traveled to Australia (next story). While in Sydney, he shot several pictures of the harbor, including the famous Sydney Opera House. Remember, it is Summer down under - no snow, sleet, freezing rain or short, dreary winter days.





## Down Under.....A Trip to Australia and New Zealand



During December 2000, Mr. Volpe made his annual trip to visit Jarvis operations in New Zealand and Australia. In New Zealand, Mr. Volpe visited the AFFCO plant in Rangiuuru, the PPCS sheep processing facility and Canterbury Frozen Meat Company in Canterbury, and PPCS' venison processing plant in Islington. In Australia, Mr. Volpe was particularly interested in the use of Jarvis' Model CV-1 vacuum system for extracting the blood line from salmon at the Aquatas fish factory located in Margate, Tasmania. These are several pictures taken during his trip:



AFFCO plant in Rangiuuru, New Zealand



From left, Ippy Hill, Plant Manager at the Canterbury Frozen Meat Company, Allan Lee, Jarvis' New Zealand Manager and William (Taffy) Williams, the plant's Production Supervisor.



PPCS venison processing plant in Islington. PPCS operates the world's three largest venison processing facilities.



PPCS' sheep processing plant in Canterbury, New Zealand.



Pictures of the new Jarvis' head dropper for sheep in action.



Pictures of the new Jarvis' leg shearing machine for sheep.



Picture of the vacuum tank setup at Aquatas' Margate, Tasmania plant. Built to customer specifications, the system has a 15 hp lobe vacuum pump, an 80 gallon cyclone type stainless steel tank and four lung gun type wands.



Using Jarvis' CV-1 to extract salmon blood lines at the Aquatas Tasmania fish processing plant in Margate, Tasmania.



Nozzle head adapted for the CV-1 for salmon. Aquatas processes over one hundred tons of salmon per week. The new CV-1 vacuum system will allow them to double their production.

Please contact Allan Lee for information about the new Jarvis head dropper and leg shearer for sheep. Allan's phone number is (+64) 9 278 -2619, and fax number is (+64) 9 278 -1561. For more information about using the CV-1 vacuum system for salmon, please contact Paul Gwyther in Australia at (+61) 2 9938-3088. Paul's fax number is (+61) 2 9905-4841.