

FEDERATION OF DISTRIBUTORS

JARVIS

Newsletter



Issue No. 3, March, 2000

Message from Vincent R. Volpe, President Jarvis Products



This month we are featuring two outstanding Jarvis distributors who visited our Middletown facility. One is Luis Fernando Moyano, owner of Artipac Chile, Jarvis' exclusive representative in that country. We were visited by Mr. Moyano at the AMI (American Meat Institute) Exhibition in Chicago, and we also welcomed him to our plant. The article featuring Fernando and Artipac appears on page 2.

The second distributor to visit us here in Middletown was Mr. & Mrs. Pierre Grosskreuz of Industrade in France, headquartered in Strasbourg. In addition to seeing our facility, the couple were also here to attend the AMI Exhibition. One of the main reasons they were attending the expo was to view our new Model JCK-1 Automatic Hog Splitter. It was delightful to see these people.

Industrade in France has been Jarvis' French representative since 1974. They sell and service Jarvis beef and poultry products in France, Germany, Poland, Hungary, and several other European countries. Besides Europe, the company also sells and services Jarvis equipment in North Africa and the Middle East.

Mrs. Fabianne Becker, proprietress of Industrade in France recently visited Jarvis' New Zealand facility with several of her French clients. They visited the South Island with Allan Lee, Manager of Jarvis Equipment NZ Ltd. The group was interested in seeing Jarvis' BV80 beef low voltage stimulator, the 425-16 sheep hock cutter and the 423-2 sheep neck cutter. Immediately after the inspection tour, Mrs. Becker and her clients took a couple of days off to visit Queenstown and Milford Sound on New Zealand's South Island.

Mrs. Becker thought the trip was beneficial to all. I extended my appreciation to her for taking the time to visit our New Zealand operation, and also including her clients.

I encourage all of our distributors to visit any Jarvis facility in which they or one of their clients (or future clients) have an interest, whether in the U.S.A. or any part of the world. Also, if any distributor has a personal request, I encourage you to forward the request to me.

We welcome all distributors who wish to drop by and pay us a visit. In our next issue we will mention several other distributors who also visited us when they attended the AMI Exhibition.



Mr. and Mrs. Pierre Grosskreuz visiting Jarvis' world headquarters in Middletown, Connecticut at the end of October, 1999 before attending the World Food Expo 1999 exhibition in Chicago.



Mr. Pierre Grosskreuz of Industrade in France, Jarvis' representative in France, in front of the new Automatic Hog Splitter, Model JCK-1 at World Food Expo 99.

L. Fernando Moyano of Artipac Chile Visits World Headquarters



Artipac Chile's logo

Luis Fernando Moyano, owner of Artipac Chile, visited Jarvis' world headquarters on November 1, 1999 after attending the AMI sponsored 1999 World Food Expo held at McCormick Place, Chicago, Illinois. Mr. Moyano spent the day touring the Middletown production facility and meeting with Vincent R. Volpe, President of Jarvis Products, and other company officials. After visiting Jarvis Products, Mr. Moyano returned to Chile.



Mr. Fernando Moyano, proprietor of Artipac Chile visiting the Middletown plant at the same time he was here in the country visiting the AMI Exhibition

L. Fernando Moyano founded Artipac Chile in 1976 as a family business. The company has 10 employees and is located in Santiago. The company has a 23-year tradition of excellent service and backing up every tool they sell. To improve service and to maintain a close customer relationship, a second satellite office is being considered for southern Chile, the country's prime beef producing region.

Artipac's relationship with Jarvis first started in 1984 when the company ordered several tools from Jarvis-Argentina. Today the company imports a wide variety of Jarvis products to service Chile's beef and pork producing industries, including JC IIIA dehiders, Buster V and Buster VI bandsaws, MG-1 beef brisket saws, SEC 180 and 1000FS circular breaking saws, SEC 400 carcass splitting circular saws and 700GB air powered brisket saws. Although beef and pork processing tools form the majority of Artipac's sales, there's a local demand for poultry equipment, namely the CPP turkey hock and neck cutter. Elabosadosa Super SA and Foigarific O'Higgins SA, Chile's two largest meat packing companies, buy the bulk of the Jarvis meat processing power tools, while small, independent processors are the market for poultry equipment.

Fernando's son is currently investigating another use of a Jarvis tool originally designed for making difficult poultry cuts. Chile is one of the world's largest salmon processors. In one plant, the Model 35 Airsnip is being evaluated as a quick and efficient method for removing fins and tails.

This was Mr. Moyano's first trip to the Middletown, Connecticut plant, and he was very impressed by Jarvis' quality control procedures. "In Chile, Jarvis is considered a first class tool manufacturer with a very well-known and established name regarding quality and service, controlling more than 80% of the local market", says Fernando. Because of the company's very good market position and reputation for quality, Mr. Moyano says "he is very proud to represent the Jarvis name in Chile".



Pictures from AMI's World Food Expo 99

In future issues of the newsletter we will feature some of the people who visited our booth at the AMI World Food Expo, held at Chicago's Mc Cormick Place October 25 through October 31, 1999. This picture shows our Canadian friends, Mr. and Mrs. Marini, visiting our booth.

Dwight Streater, Manager of Jarvis Canada with one of his excellent customers Mr. and Mrs. Walter Marini of M.G.I. Meat Packers, Kitchener, Ontario at World Food Expo 99.