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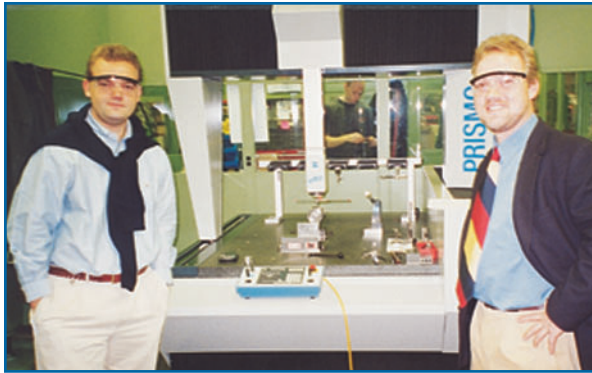
Newsletter



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Saldsieder Brothers of BOGIMA Visits World Headquarters



Michael and Peter Saldsieder of BOGIMA Portugal being given a tour of the Middletown facility. The Saldsieder brothers are Jarvis' representatives in Portugal.

Peter and Michael Saldsieder, Portuguese owners of BOGIMA visited Jarvis' world headquarters on November 2, 1999 after attending the AMI (American Meat Institute) sponsored 1999 World Food Expo held in Chicago, Illinois. Vincent R. Volpe, President of Jarvis Products Corporation, gave the brothers a personal tour of Jarvis' Middletown production facility. They also discussed new tool developments and business strategies with other company officials. After visiting Jarvis Products, the Saldsieder brothers traveled back to Portugal.

The Saldsieder brothers founded BOGIMA in 1995 as an importer of meat processing equipment. The company has 5 employees and is located just outside of Lisbon in Sao Joao da Talha. The company services Portugal, the Azores, and the Madeira Islands. The brothers are no strangers to the tool import business. Their father's company has been in a similar venture for over twenty years.

BOGIMA's association with Jarvis began in 1998 when the company took over the Jarvis account from another importer. Working with Jarvis-Germany, BOGIMA imports a wide variety of equipment, including several types of circular breaking saws, Buster V and VI bandsaws and SER 400 reciprocating breaking saws to serve Portugal's pork and beef packing plants. Model CPP turkey hock and neck cutters and PFI-1 picking finger installers are imported for the country's small but growing poultry processing industry. One of the main reasons why the Saldsieder brothers were eager to represent Jarvis was Jarvis' reputation for high quality. After touring the Middletown factory and reviewing future product developments, the brothers look forward to a long and fruitful relationship with Jarvis Products.

Three New Sales Catalog Sheets Available

Jarvis has just printed three new sales catalog sheets for the NBS-1 table neck bone saw, the SBR-1 beef brisket saw blade reconditioner and the 700GB hog brisket saw.

Models NBS-1 and SBR-1 are new products. The NBS-1 table neck bone saw is designed to be a more economical, efficient and quicker way to separate meat from neck bones. The SBR-1 beef brisket saw blade reconditioner perfectly sharpens blades for MG-1 / MG-1E beef brisket saws. Although the 700GB hog brisket saw has been in our inventory for some time, a sales catalog sheet hasn't been available until now. If you are interested in receiving any of these new sales catalog sheets, please contact us and specify the type(s) of sales sheets and the number required.

Jarvis Participates in VIV European Expo

Jarvis' Poultry Division participated in the VIV expo held November 16 through the 19, 1999 in Utrecht, the Netherlands. Representing Jarvis was Harry Chamberlain, Poultry Division's General Manager. Pierre Grosskreuz and Christian Sengler from Industrade in France, Jarvis' French representative, also helped man the Jarvis booth. Jon Jarvis, Jarvis Germany's General Manager, also attended the expo.

Attendance to this year's show was truly international. The Jarvis booth welcomed expo attendees from most of Western and Eastern Europe, the Middle East, Africa, and Southeast Asia. Poultry processors from many countries expressed interest in the VC vent cutter, the LKE-1 lung gun, and both models of the chicken and turkey hock and neck cutters (Models CPE and CPP). Interest in these particular tools can be attributed to their versatility, considering they can be used in both automated and non-automated poultry plants. In developing countries, poultry processors usually cannot afford the cost of a fully automated facility.

More Pictures from AMI's World Food Expo 99

Featured below are several more people who visited our booth at the AMI World Food Expo, held at Chicago's Mc Cormick Place October 25 through October 31, 1999.



Jari Ahlgren, Jarvis' representative in Finland and Pekka Mattila of HK Foods, Vantaa, Finland.



Julia M. Ortega (on left), Technical Director of ALPRO (Mexico) visiting the Jarvis Booth.



Visit by the Byrnes family - (r to L) John Byrnes, President of Packers Engineering and Equipment in Omaha, Nebraska, Terry Strawhecker, Tom Burns Jr, Tom Burns Sr.



Mr. John Wightman (far right), President of Edge Manufacturing, manufacturer of circular saw blades and band saw blades (associate company of Jarvis Products Corporation), being visited by Tania Carey and Shaun Frederick, Jarvis' latest food processing representatives in Australia.



Doug Bain (on left), Jarvis' Western Service Manager and Peter Gwyther, Vice President Jarvis Products, shown in a side view of Jarvis' new JCK-1 Automatic Hog Splitter.



A brief visit by the Jarvis servicemen located in the American Midwest headed by Greg Hanson (far right) and his crew of (r to L) Jeffrey Summers, Donnie Conz, Terry Aldag, Leslie Holmes and Tim Hanson.