

# FEDERATION OF DISTRIBUTORS

# JARVIS

# Newsletter



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## Jarvis Participates in Poultry Exhibit



Harry Chamberlain and Kevin Chamberlain, Jarvis Products' Poultry Division's General and Sales Managers demonstrate the operation of the new Airsnip 35-PA-2 air power assisted scissor.

Jarvis Products' Poultry Division participated in the annual IPE (International Poultry Exhibition) held January 19 - 21 in Atlanta, Georgia's World Congress Center. Manning our booth were Jarvis representatives Harry and Kevin Chamberlain and Mr. Vincent R. Volpe, President of Jarvis Products. Also represented in the Jarvis booth was Christian Sengler from Industrade in France, Jarvis' French distributor.

According to Kevin Chamberlain, attendance was higher than last year's show with attendees coming from the United States, Canada, Europe, Asia, Africa and especially South and Central America. Kevin Chamberlain thinks this year's higher attendance directly relates to the improved world economy. "There's more optimism concerning the future, and Poultry processors are now looking at equipment and preparing for the future" says Kevin.

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Jarvis' new Airsnip 35-PA-2 air power assisted scissor

Jarvis' new Model Airsnip 35-PA-2 air power assisted scissor was demonstrated for the first time and caused much interest. Processors were very curious about the tool's easy handling and excellent operating performance. The 35-PA-2 is designed for operator comfort. It allows the operator full blade movement control, producing more precise cuts. The 35-PA-2 also offers a much lower price than other power-assisted scissors in the market.

WLR Foods' Turkey Division was so impressed they arranged for a field test and evaluation during February 2000. The test evaluated the tool on thigh trimming and gizzard splitting operations. Some California processors also arranged for future field tests to evaluate the 35-PA-2's ability in trimming de-boned chicken thighs and splitting turkey gizzards. Booth visitors expressed interest in two other Jarvis products, the Model LKE-1 lung gun, and the Model VC poultry vent cutter. Poultry producers noted the lung gun's ergonomic lightweight design and air bleed trigger. With



Jarvis' LKE-1 Lung Gun

increased worldwide poultry plant automation, producers viewed Jarvis' vent cutter as an economical and labor saving addition to augment automated processing. If stationed immediately after an automated vent-opening machine, the Model VC can remove vents missed by the vent machine, doing the job on-line versus off-line at reprocessing stations.



Jarvis' VC Poultry Vent Cutter

## Scenes from Mr. Volpe's Mid-West Trip

In November, 1999 Vincent R. Volpe, President of Jarvis Products, took a trip to the American Mid-West to visit some of our customers and also to drop-in on our in-house servicemen at several locations. Shown below are some pictures taken on the trip:



Doug Bain, supervisor of Jarvis Service Company's Western District. Doug has three children and another one on the way. He is seen here in a typical setup in the Jarvis Service Company's room located at the Excel Plant in Fronia, Texas. Doug seems to be enjoying having his picture taken.



Serviceman Kurt Wolf, who covers the Colorado District as well as the Texas panhandle. Kurt is shown in front of the Monfort Company in Greeley, Colorado.



Roger Pena, a Jarvis in-house serviceman working at the Excel Packing Company in Fronia, Texas.



Supervisor Doug Bain with Wayne Desseau, Jarvis' second shift, in-house serviceman at the Excel Packing Company in Fort Morgan, Colorado.



A closeup picture of in-house serviceman Wayne Desseau. Wayne is in his office at the Excel Packing Company in Fort Morgan, Colorado.



J.D. Ruthardt, Jarvis' route serviceman, checking on Ralph Ruiz, Jarvis Service Company's first shift, in-house serviceman at the Excel Packing Company in Plainview, Texas.



Mr. Jeff Kayl, Chief Maintenance Engineer at the Monfort Packing Company in Greeley, Colorado. Mr. Kayl discussed a new Jarvis tool leasing arrangement with Doug Bain and Vincent Volpe.



Mr. Michael Chabot, Vice President and General Manager of the Excel Packing Company in Fort Morgan, Colorado, taking a few minutes to discuss current and future Jarvis in-house servicemen requirements with Vince Volpe.



Rodney Thim, Jarvis Service Company's first shift, in-house serviceman at the Excel Packing Company located in Fort Morgan, Colorado.



Joyce Dyer who works at the Enterprise Corporation in Greeley, Colorado; exclusive, single source supplier to the Monfort Packing Company.

