



**International
Handels GmbH**

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COMPANY: FDA - Office of
Nutritional Products
ATTENTION: Mrs. Geraldine June
FAX NUMBER 001-202-205-4584-5295
PLS REPLY TO 011-43-2236-62741

DATE: 17/09/01
FROM: Walter Baumann
TOTAL PAGES: 1
COPY TO:

Subject: Introduction / Safe Handling Instructions

Dear Mrs. June!

Thank you for the reply on my voice message. I am trying since 7th of August to get in touch with your organization, at first I was sending a fax to Mrs. Lewis, secondly I resend all informations to Dr. Allan Anderson, but without success. Therefore, I am really thankful for your reply, I do also understand the circumstances, what the US-people is going through now, and I am really sorry about this.

Herewith I want to thank you in advance to have the chance to be in contact with and your organisation. We have received your name and address from Mr. Ken Klippen and Mr. Gene Gregory of the UEP (United Egg Producers), where we are proud members with.

Our company is a well established packaging producer of clear and see through eggpackaging since over 30 years. Right now we are fortunate to serve to partners in over 80 countries worldwide. Our unique packaging comes ususally with a colorful label applied.

Actually some of our US-customers informed me, that is possible upon request to put the Safe Handling Instructions on the Inside of the Eggpackaging! For this reason I kindly request an allowance to receive the option to offer our US-customers both ways.

Especially on the Specialty Eggpackaging, where we need to put on a lot of information, we do have sometimes some problems to find enough space for the Safe Handling Instructions.

Representing
Austria in the



International Egg Commission

UID Nr. ATU 36892608

UID Nr. DE 161257388

VB Wt. Neudorf Konto 411.9400.0000 BLZ 42750
SKVB Schoellerbank AG Konto 000-11/051005 BLZ 19200
Firmenbuch FN 52154y Landesgericht Wt. Neustadt
DVR-Nr. 0690821

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Our US-Partners are:

- Rose Acre Farms, IN
- Hamilton Farm Bureau, MI
- Pilgrims Pride, TX
- ISE Farms, NJ
- Hillandale Farms, FL
- Wilcox Farms, WA
- Cal-Maine, TX

Our economic burden is going this way, that we are a young company on the US-market, and it makes for us even harder to approach the clients in not having the option to put the Safe Handling Instructions on the inlid. Because some of the US-clients want to have this opportunity, and if we can not fulfill their needs we are not able to supply to them, and than we do have real problems. Right now we are talking about a sales volume of US\$ 300.000, -/year and the forecast for next year is approx. US\$ 800.000,-/year.

For more details, please

Call me: 011-43-2236/61928 **Send me fax:** 011-43-2236/62741 or
E-Mail me: walter.baumann@ovotherm.com

I hope for your understanding, thank you highly in advance for your cooperation, and remain

Sincerely,
BKS-Ovotherm International


Walter F. Baumann
Sales & Marketing

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Austria in the



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