

Martin Werner - Laserworld

Von: Martin Werner
Gesendet: Sonntag, 13. August 2017 22:45
An: 'Calhoun, William'
Betreff: AW: Laserworld Status Update
Anlagen: Detail by Entity Name.pdf; 20170717_121634k.jpg; 20170717_121641k.jpg
Signiert von: mw@laserworld.com

Dear Mr. Calhoun,

Thanks for your email.

Immediately after we notified you, adjustments within the website www.laserworld.us have been done, Laserworld USA, Inc. has been removed from the website and ownership was transferred back to Laserworld in Switzerland. I've spoken with my staff last week and I was told that this was done this way because it was the fastest option considering the website served clients from other countries outside the USA, too. I've reviewed www.laserworld.us again and we're working now on taking the entire shop system offline within the upcoming week.

We've dissolved Laserworld USA, Inc. by 04/14/2017. Please refer to attached filing information. We've terminated the lease in Lake Mary in the same timeframe and I enclose pictures of the empty facility. Laserworld USA, Inc. holds no stock and there are also no transactions to any clients.

You have put all below mentioned foreign companies on an import alert and as we know from the past, shipments have been reliably stopped in US customs, so not sure how they shall still be able to send something?! However, for the avoidance of doubts, RTI and TARM are both not selling direct to clients, but only through Laserworld. We've discontinued our SwissLas product range and the cooperation with the financially independent OEM supplier "Gueller AG" in Switzerland ended.

Mr. Calhoun, I'm not the world's laser police. I don't know where US clients continue to source our products. It's also not my obligation to do so. The reality is that your country gets flooded by enormous amounts of directly sold laser products from China every single day. How shall it surprise me that among those many clients buying directly there are a few that source a product from Europe – from a brand that is in the rest of the world known as a market leader?

It's another fact that there is not a single true manufacturer of laser light show projectors on the whole US market. No matter who in the USA, everybody imports complete laser systems (or something very close to that). Is it illegal? I doubt it. Is it illegal for foreign companies to sell their laser systems to such US clients that willingly import products, have (or apply for) their own variances and bring products into US compliance? I doubt it strongly.

Given the complexity of US laser light show compliance the best protection against massive non-compliant laser imports would be to strengthen manufacturers with local presence in the USA. This helps more than anything else – in particular since I'm absolutely sure that any of these products put into commerce (including those offered by Laserworld) are by far more compliant than any directly imported ones from companies that never ever had contact with US regulations at all.

Your administration has tons of ways how to shut down every single laser light show business on the US market. It only depends on how certain regulations get enforced and while you might have reached your primary goal in regards to Laserworld, my personal opinion is that you missed out on a big chance!

In this context, you and I also know that the way things went in regards to Laserworld on your end in the course of the last years was simply not right at all, even further – my impression is that at the end of the day we were misled and financially harmed on purpose. Considering the full communication between Francis Oliveira, our CDRH Compliance Consultants / Lawyer and yourself, I would highly appreciate your cooperation in closing the CBP cases

of seized Laserworld shipments, so we can export the goods and entirely close this unlucky US endeavor for all times.

Thank you,

Martin Werner
CEO

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Von: Calhoun, William [mailto:William.Calhoun@fda.hhs.gov]

Gesendet: Donnerstag, 3. August 2017 16:42

An: Martin Werner <mw@laserworld.com>

Betreff: Laserworld Status Update

Dear Mr. Werner,

Following the inspection of the Laserworld facility in Lake Mary, FL, you informed us that Laserworld USA had closed for business and was being liquidated. It appears that the Laserworld USA website continues to function normally and we've received reports of Laserworld laser projectors being delivered to US customers in the past few weeks. Could you please clarify the status of the Laserworld website and if Laserworld products from any Laserworld affiliate (Laserworld USA, Laserworld AG, Tarm, RTI, Swisslas, etc) are being delivered to customers residing in the United States.

Regards,
William Calhoun

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