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Attorneys for Plaintiff FEDERAL TRADE COMMISSION

UNITED STATES DISTRICT COURT CENTRAL DISTRICT OF CALIFORNIA

FEDERAL TRADE COMMISSION

Plaintiff, •

V

ULTRALIFE FITNESS, INC., dba
Pure Health Laboratories, Pure
Health Labs, and UltraBurn PM;
and TRU GENIX LABORATORIES,
LLC, dba eFitness Clubhouse,
eCurves Glubhouse;

NEIL P. WARDLE; PACE MANNION; CHRISTOPHER J. WARDLE,

CV 08-07655

COMPLAINT FOR INJUNCTIVE AND OTHER EQUITABLE RELIEF

Plaintiff, the Federal Trade Commission, through its undersigned attorneys, alleges as follows:

1. Plaintiff brings this action under Sections 5(a),
12, and 13(b) of the Federal Trade Commission Act ("FTC Act"),
15 U.S.C. §§ 45(a), 52, and 53(b), and the Electronic Fund
Transfer Act ("EFTA"), 15 U.S.C. § 1693 - 1693r, to secure
permanent injunctive relief, rescission of contracts and
restitution, disgorgement of ill-gotten gains, and other

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equitable relief from Defendants for engaging in acts or practices that violate Sections 5(a) and 12 of the FTC Act, 15 U.S.C. §§ 45(a) and 52, Section 907(a) of the EFTA, 15 U.S.C. § 1693e(a), and Section 205.10(b) of Regulation E, 12 C.F.R. § 205.10(b).

## JURISDICTION AND VENUE

- 2. This Court has subject matter jurisdiction over the Federal Trade Commission's claims pursuant to 15 U.S.C. §§ 45(a), 52, 53(b), and 28 U.S.C. §§ 1331, 1337(a) and 1345.
- 3. Venue in the Central District of California is proper under 15 U.S.C. § 53(b) and 28 U.S.C. § 1391(b) and (c).

#### PLAINTIFF

4. Plaintiff, Federal Trade Commission ("FTC" or "Commission") is an independent agency of the United States government created by statute, 15 U.S.C. §§ 41 et seq. The FTC enforces the FTC Act, which prohibits unfair or deceptive acts or practices in or affecting commerce. The FTC also enforces the EFTA, which regulates the rights, liabilities, and responsibilities of participants in electronic fund transfer systems. The FTC may initiate federal district court proceedings, through its own attorneys, to enjoin violations of the FTC Act, and the EFTA, and to secure such other equitable relief, including rescission of contracts, restitution, and disgorgement of ill-gotten gains, as may be appropriate in each case. 15 U.S.C. §§ 45(a) and 53b.

#### DEFENDANTS

- 5. Defendant Ultralife Fitness, Inc., is a Utah corporation whose principal place of business is 857 West South Jordan Parkway, South Jordan, Utah 84095. Ultralife Fitness, Inc., does business as Pure Health Laboratories, Pure Health Labs, and UltraBurn PM. Ultralife Fitness, Inc., has engaged in the marketing of a hoodia weight loss dietary supplement, online fitness programs, and exercise devices. Ultralife Fitness, Inc., transacts or has transacted business in this district and throughout the United States.
- 6. Tru Genix Laboratories, LLC, is a Utah limited liability company whose principal place of business is 857 West South Jordan Parkway, South Jordan, Utah 84095. Tru Genix Laboratories, LLC, has done business as eFitness Clubhouse, and eCurves Clubhouse. Tru Genix Laboratories, LLC, has engaged in the marketing of a hoodia weight loss dietary supplement, and online fitness programs. Tru Genix Laboratories, LLC, transacts or has transacted business in this district and throughout the United States.
- 7. Defendant Neil P. Wardle is a director and incorporator of Ultralife Fitness, Inc., and a member and the registered agent for Tru Genix Laboratories, LLC. At all times material to this Complaint, acting alone or in concert with others, he has formulated, directed, controlled, and/or participated in the acts and practices of Ultralife Fitness, Inc., and Tru Genix Laboratories, LLC. Neil P. Wardle transacts or has transacted business in this district.

8. Defendant Pace Mannion was the vice president of Ultralife Fitness, Inc. At all times material to this Complaint, acting alone or in concert with others, he formulated, directed, controlled, and/or participated in the acts and practices of Ultralife Fitness, Inc., and Tru Genix Laboratories, LLC. Pace Mannion transacts or has transacted business in this district.

- 9. Defendant Christopher J. Wardle is the chief financial officer of Ultralife Fitness, Inc., and a member of Tru Genix Laboratories, LLC. Christopher J. Wardle is the brother of Defendant Neil P. Wardle. At all times material to this Complaint, acting alone or in concert with others, he has formulated, directed, controlled, and/or participated in the acts and practices of Ultralife Fitness, Inc., and Tru Genix Laboratories, LLC. Christopher J. Wardle transacts or has transacted business in this district.
- 10. Defendants Ultralife Fitness, Inc., Tru Genix
  Laboratories, LLC, Neil P. Wardle, Pace Mannion, and
  Christopher J. Wardle have operated as a common enterprise to
  advertise, market, promote, offer to sell, sell, or distribute
  weight loss dietary supplements, online fitness programs, and
  exercise devices.

#### COMMERCE

11. At all times material to this Complaint, Defendants' course of business, including the acts and practices alleged herein, have been and are in or affecting commerce, as "commerce" is defined in Section 4 of the FTC Act, 15 U.S.C. \$ 44.

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- 12. Since at least February 2005, Defendants advertised, marketed, promoted, offered to sell, sold or distributed weight loss dietary supplements, online fitness programs, or exercise devices through Internet banner and search engine ads, Internet sites, email solicitations, and inbound telemarketing calls. Defendants' advertisements most often offered consumers the opportunity to obtain a free supply of the weight loss dietary supplement hoodia as long as the consumer paid a modest shipping and handling fee, usually in the \$4-\$8 range. Defendants requested consumers' financial account information ostensibly to collect the shipping and handling fees.
- 13. However, consumers who agreed to receive the free supplement subsequently learned, commonly after they discovered an unfamiliar charge on their account statements, that Defendants had enrolled them into hoodia and fitness continuity programs at about, respectively, \$50 and \$30 per month, and then used the financial account information to collect the monthly fees.
- 14. Defendants marketed their offer through Internet banner and email solicitations, which commonly linked to websites Defendants used in their promotions, principally: www.ultraburnpm.com, www.trugenixhoodia.com, www.purehealthhoodia.com, www.purehealthlabs.com, www.purehealthlabs.com, www.purehealthlabs.com, www.purehealthlabs.com,
- 15. One email solicitation, for example, stated the following:

The Diet Pill Recommended By Doctors. Hoodia Curbs Your Appetite And Burns Fat Quickly And Naturally!... YES! WE GUARANTEE YOU WILL LOSE THE WEIGHT AND KEEP IT OFF! TruGenix Hoodia will begin working the first day...while you do nothing, the ingredients begin absorbing into your body and you will start to lose your appetite. Request your FREE bottle of TruGenix Hoodia and to show you our commitment to helping you achieve your weight loss goals we will provide you with: A personalized diet plan; Exercise tips; Body Mass Index calculator; and more ALL FOR FREE. Fill out the form to receive your FREE bottle today and our limited time fitness offer! [link to website].

16. Defendants' websites spelled out the offers in more detail. For example, the websites' home and landing pages typically emphasized the weight reducing qualities of the dietary supplement and stated that while the cost of a bottle of the hoodia dietary supplement was \$49.95, for a limited time, the company would give the consumer a free sample. The following are examples of such advertising:

UltraBurn PM (with Hoodia), as seen on TV. Lose
Weight While You Sleep. Lose up to 10 pounds in 15
days by claiming your FREE 15 Day Trial Order!
UltraBurn PM will work for you! Get Your FREE 15 Day
Supply (Limited Quantity). Limited Time Offer -

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Yours FREE. UltraBurn PM Normally \$49.95, Today FREE!

Here is why UltraBurn PM is so effective:... Apple Cider - Kick start your metabolism to burn more fat. PM Blend without stimulants so it is safe and effective to take at night. Burn's [sic] the Fat while you sleep.

. . . .

For people in a hurry the Night Time Fat Burner can be just what is needed.... Three capsules are excellent for keeping [sic] improving your health while you are sleeping. No additional effort is required. [www.ultraburnpm.com].

Pure Health Laboratories Hoodia, Get Your 14 Day Supply Bottle For Free! The Diet Pill That's Shaping The Nation. Start Losing Weight Now Quickly and Naturally. Try It Free. Take the First Step. Order Your FREE Trial Today. Instantly Starts Working. Recommended by Doctors. 100% Natural, No Side Effects. Best Selling Product. #1 Diet Product in America. ORDER NOW.

Pure Health Labs Hoodia is effective 24 hours a day. It works during the day and while you sleep at night. The ingredients begin absorbing into your system and you will wake feeling thinner [&] healthier....

[www.bodygymfitness.com/z/ph3/?cy=9&pr=29&af=56&ad=72 and www.purehealthlabs.com].

TruGenix Hoodia. Originally \$49.95. You can get it FREE For a limited time only! The Diet Pill Recommended by Doctors. Hoodia Curbs Your Appetite and Burns Fat Quickly and Naturally! Fill out the form below and receive your Free Bottle.

. . . .

TruGenix Hoodia will begin working the first day...while you do nothing...you will start to lose your appetite.

. . .

Ultraburn PM...raises metabolism.

[http://trugenix.com]

Ultralife PM. The Ultimate Night Time Fat Burner. As Seen On TV. Start Losing Weight Tonight!
Ultralife PM was \$49.95, Now FREE! (for a limited time!). Yes, please send me my 30 day supply of Ultralife PM for FREE!

UltraLife-PM is the ORIGINAL night time Fat Burner!
Our methods have been used for years by people
wanting to loss [sic] weight and they do it while
they sleep. Now the same doctor recommended Fat
Burner can be yours for free! [www.pmburner.com]

17. The initial website order pages asked consumers to disclose their name, email address, phone number, and postal address in order to receive the free sample. Typically, no fees or costs were mentioned on these order pages. These pages also instructed consumers to click on a "Next Page" or "Order Now" button to proceed to the second step of the ordering process.

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The second step included an oversized print 18. statement, such as "Your 15 day supply of UltraBurn PM is FREE, you just pay \$4.87 for shipping." In smaller print, the second step stated: "Here's What You'll be Getting! Your 15 day supply of UltraBurn PM is FREE, you just pay \$6.95 [sic] for shipping. We're so confident of your success that we'll even refund your shipping charges if you don't lose weight!" In still smaller print the second step stated: "Product Selection: The product you have selected to purchase is UltraBurn PM 30. UltraBurnPM. Your credit card will be billed: \$4.87. Your IP is: [redacted]. Charges will appear from UltraLaboratories, Inc." Defendants then asked for consumers' credit card information, but they also accepted debit card information. Typically, just below the request for account information was the statement "I agree to the Terms and Conditions," accompanied by a check off box. The "Terms and Conditions" phrase was a web link to the "Terms and Conditions" section of the website. Following the link was a "Send My Free Trial" button, which the consumer used to complete the transaction.

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19. The "Terms and Conditions" section of the website, when printed, usually consisted of eleven 8.5 inch by 11 inch pages of dense text through which consumers had to navigate to determine the actual terms and conditions that Defendants wished to impose upon them. The section typically stated that by ordering the dietary supplement, the customer agreed to a "14 Day Free Trial" (as opposed to accepting a "free sample") of the dietary supplement that required the purchase of a two or three month supply at about \$49 a month, unless the consumer canceled within the trial period. Defendants did not disclose that the consumer would be enrolled into a continuity program for the dietary supplement and would be billed this amount on a monthly basis. In instances where Defendants debited the consumer's bank account, Defendants did not obtain a writing signed or similarly authenticated authorization from the consumer for the recurring debits. Defendants continued to bill the consumer's credit card account or debit the consumer's bank account beyond the two or three months if the consumer failed to cancel within the trial period.

20. Several paragraphs below the statement recited in paragraph 19, the Terms and Conditions section also typically stated that the consumer had agreed to become a member of Defendants' online fitness continuity program, e.g., eCurvesClubhouse.com or eFitnessClubhouse.com at approximately \$30 per month unless the consumer canceled. In instances where Defendants debited the consumer's bank account, Defendants did not obtain a writing signed or similarly authenticated authorization from the consumer for the

recurring debits. Defendants continued to debit the consumer's bank account or bill the consumer's credit card account if the consumer failed to cancel. Additionally, the Terms and Conditions section also typically stated that if the consumer initiated a chargeback, Defendants would impose a \$30 chargeback fee, refer the account to collections, and impose another \$150 fee if the collection account was sent to an attorney.

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- 21. Through most of the life of the offer, Defendants' websites did not adequately disclose the material terms of the continuity plans or their substantial charges. Prior to mid-2006, Defendants' continuity plans and their charges were disclosed, if at all, only in the Terms and Conditions section, which consumers could reach only through inconspicuous web links. The size, location, and prominence of the links were not commensurate with the importance of the material information that consumers needed in order to make an informed decision whether to participate in Defendants' offers. These defects rendered the notices ineffective and inadequate.
- 22. Absent an injunction against such practices, there is a substantial likelihood that Defendants will return to their former marketing methods to increase sales and revenue.
- 23. Also, in numerous instances, Defendants breached the terms of their continuity plans. Defendants did not allow consumers to obtain, try, or use the weight loss dietary supplement for the promised trial period before Defendants withdrew money from, or assessed fees against, consumers'

accounts. Defendants withdrew funds or assessed fees: (a) before consumers obtained the dietary supplement from Defendants; (b) after consumers obtained the dietary supplement from Defendants but before the trial period ended; or (c) in situations where consumers never obtained the dietary supplement from Defendants.

- 24. Defendants also promoted their continuity plan offers through inbound telephone calls with consumers who called Defendants in response to their Internet banner and email advertisements. During these telephone calls, Defendants' representatives made the same "free trial" representations that were made on the websites' home, landing, and order pages. Moreover, salespersons routinely represented that, unless consumers authorized them, no fees beyond the shipping and handling charges would be imposed and no additional products would be sent. However, the sales representatives failed to disclose that consumers would be enrolled in the dietary supplement and online fitness continuity programs and that corresponding charges would be assessed.
- 25. Due to Defendants' misrepresentations and inadequate disclosures, in numerous instances consumers were unaware that Defendants imposed fees against consumers' accounts in excess of the shipping and handling charges. In numerous instances, while routinely reviewing their credit and checking account statements, consumers found the unauthorized continuity plan charges or withdrawals.

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- Like their continuity plan terms, Defendants' cancellation and refund policy terms were not clearly and conspicuously disclosed. The only location of these disclosures on Defendants' websites was on the "Terms and Conditions" pages. Those pages represented that consumers could cancel their continuity plan enrollment only by sending a letter by certified mail or by cancelling online within the free trial periods, and that attempted cancellations by email or voicemail would not be accepted. Additionally, Defendants' telemarketers routinely failed to clearly and conspicuously disclose information about cancellations or refunds.
- 27. Consumers who attempted to obtain refunds for the unauthorized charges and cancel the enrollments met several obstacles. Numerous consumers had a difficult time reaching Defendants. Once contact with a customer service representative ("CSR") was made and consumers requested refunds for unauthorized and unrecognized charges, they were routinely told the request for a free sample also enrolled them into a dietary supplement continuity program, which the unrecognized charges covered. Also, in many instances consumers were not informed that obtaining the free sample also constituted enrollment into a fitness club continuity If consumers persisted in complaining about the program. unrecognized charges, CSRs often agreed to cancel the enrollment (in one of the continuity programs), but declined to issue a refund. Many consumers questioned the CSR and specifically asked if all programs and pending charges had been canceled. CSRs often confirmed the blanket cancellation

and absence of pending charges. However, contrary to that representation, in many instances additional continuity plan charges were made to consumers' accounts.

- 28. Defendants also used other tactics to prevent cancellations. For example, when consumers followed a CSR's instructions to use a particular method to cancel, e.g., by website, consumers later found that their requests were denied. Many consumers who attempted to cancel over the Internet found they needed login identifiers or passwords that they had not received from Defendants. In addition, CSRs frequently refused to accept telephone cancellation requests.
- 29. The result of these actions by Defendants was that a large number of cancellations were either delayed or were never processed, which resulted in unauthorized charges.

### THE FEDERAL TRADE COMMISSION ACT

30. Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), provides that "unfair or deceptive acts or practices in or affecting commerce, are hereby unlawful." The Commission also enforces Section 12 of the FTC Act, 15 U.S.C. § 52, which prohibits false advertisements for food, drugs, devices, services or cosmetics in or affecting commerce.

## VIOLATIONS OF THE FTC ACT

## COUNT I-Failure to Disclose Material Terms of Continuity Plans

31. In numerous instances since February 2005, in connection with the advertisement, marketing, promotion, offering for sale, sale, or distribution of dietary supplements, online fitness programs, and other products, Defendants represented, expressly or by implication, that

consumers could order a "free" or "trial" sample and would incur only a small cost (e.g., \$4.97) for shipping and handling.

- 32. Defendants failed to disclose or disclose adequately to consumers the material terms and conditions of the offer for a "free" or "trial" sample, including:
- (a) that consumers who ordered the free or trial sample would be enrolled in one or more continuity programs for one or more products;
- (b) that consumers' checking or credit account information would be used to debit their bank accounts or bill their credit card accounts to pay the continuity plans' fees;
  - (c) the cost of additional shipments;
- continuity program to avoid further shipments and charges; and
  - (e) the means consumers had to use to cancel..
- 33. In light of the representation set forth in Paragraph 31, Defendants' failure to disclose or to disclose adequately the material information set forth in Paragraph 32 constitutes a deceptive act or practice in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

# COUNT II-Misrepresentations of Material Facts

34. In numerous instances since February 2005, in connection with the advertisement, marketing, promotion, offering for sale, sale, or distribution of dietary supplements, online fitness programs, and other products, Defendants represented, expressly or by implication, that:

- (b) they would honor consumers' requests to cancel their memberships in Defendants' continuity programs.
- 35. In truth and in fact, in numerous instances Defendants:
- (a) withdrew money from and assessed fees against consumers' financial accounts for amounts other than shipping and handling prior to allowing consumers to obtain and use Defendants' dietary supplements for the stated trial period; and
- (b) did not honor consumers' requests to cancel their memberships in Defendants' continuity programs.
- 36. Therefore, the making of the representations set forth in Paragraph 34 constitutes deceptive practices in violation of Sections 5(a) of the FTC Act, 15 U.S.C. § 45(a).

## COUNT III-Unauthorized Billing

37. In numerous instances since February 2005, in connection with the advertisement, marketing, promotion, offering for sale, sale, or distribution of dietary supplements, online fitness programs, and other products, Defendants caused charges to be submitted for payment to financial institutions without obtaining the express informed consent of consumers.

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- 38. Defendants' practice of causing charges to be submitted for payment to financial institutions without obtaining the consumers' express informed consent caused or was likely to cause substantial injury to consumers that was not reasonably avoidable by consumers themselves and was not outweighed by countervailing benefits to consumers or competition.
- 39. Therefore, Defendants' practice as alleged in Paragraph 37 is unfair in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

## COUNT IV-False and Deceptive Weight-loss Claims

- 40. In numerous instances since February 2005, in connection with the advertisement, marketing, promotion, offering for sale, sale, or distribution of TruGenix Hoodia, Ultralife PM, Pure Health Laboratories Hoodia, and UltraBurn PM (with Hoodia), Defendants represented, expressly or by implication, that:
- (a) TruGenix Hoodia, Ultralife PM, Pure Health Laboratories Hoodia, and UltraBurn PM (with Hoodia) cause substantial weight loss with no additional effort, including reducing caloric intake or increasing physical activity, required;
- (b) TruGenix Hoodia, Ultralife PM, Pure Health
  Laboratories Hoodia, and UltraBurn PM (with Hoodia) cause long
  term or permanent weight loss;
- (c) UltraBurn PM (with Hoodia) enables users to lose 10 pounds in 15 days;

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- (d) TruGenix Hoodia, Ultralife PM, Pure Health Laboratories Hoodia, and UltraBurn PM (with Hoodia) cause fat loss;
- (e) Ultralife PM, Pure Health Laboratories Hoodia, and UltraBurn PM (with Hoodia) raise a user's metabolism enough to cause significant weight loss; and
- (f) TruGenix Hoodia, Ultralife PM, Pure Health Laboratories Hoodia, and UltraBurn PM (with Hoodia) curb the user's appetite enough to cause significant weight loss.
- 41. The representations set forth in Paragraph 40 were false or were not substantiated at the time the representations were made. Among other things, there are no reliable scientific studies of Defendants' weight-loss products, or the ingredients in those products, to support the effects claimed in Defendants' advertising. Therefore, the making of the representations set forth in Paragraph 40, above, constitutes a deceptive practice, and the making of false advertisements, in or affecting commerce, in violation of Sections 5(a) and 12 of the Federal Trade Commission Act, 15 U.S.C. §§ 45(a) and 52.

# THE ELECTRONIC FUND TRANSFER ACT AND REGULATION E

- 42. Section 907(a) of the EFTA, 15 U.S.C. § 1693e(a), provides that a "preauthorized electronic fund transfer from a consumer's account may be authorized by the consumer only in writing, and a copy of such authorization shall be provided to the consumer when made."
  - 43. Section 205.10(b) of Regulation E, 12 C.F.R.

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§ 205.10(b), provides that "[p]reauthorized electronic fund transfers from a consumer's account may be authorized only by a writing signed or similarly authenticated by the consumer. The person that obtains the authorization shall provide a copy to the consumer."

# COUNT V-Violations of the Electronic Fund Transfer Act and Regulation E

- 44. In numerous instances since February 2005, in connection with the advertisement, marketing, promotion, offering for sale, sale, or distribution of dietary supplements, online fitness programs, and other products, Defendants debited consumers' bank accounts on a recurring basis without obtaining a writing signed or similarly authenticated authorization from consumers for preauthorized electronic fund transfers from the accounts, thereby violating Section 907(a) of the EFTA, 15 U.S.C. § 1693e(a), and Section 205.10(b) of Regulation E, 12 C.F.R. § 205.10(b).
- 45. Pursuant to the EFTA, 15 U.S.C. § 1693o(c), every violation of the EFTA and Regulation E constitutes a violation of the FTC Act.
- 46. By engaging in violations of the EFTA and Regulation E as alleged in Paragraph 44, Defendants have engaged in violations of the FTC Act.

#### CONSUMER INJURY

47. Numerous consumers throughout the United States have suffered substantial monetary loss as a result of Defendants' unlawful acts or practices. In addition, Defendants have been unjustly enriched as a result of their unlawful practices.

Absent injunctive relief by this Court, Defendants are likely to continue to injure consumers, reap unjust enrichment, and harm the public interest.

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### THIS COURT'S POWER TO GRANT RELIEF

48. Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), empowers this Court to grant injunctive and other ancillary relief, including rescission of contracts and restitution, and the disgorgement of ill-gotten gains, to prevent and remedy violations of any provision of law enforced by the Commission.

## PRAYER FOR INJUNCTIVE AND MONETARY RELIEF

WHEREFORE, Plaintiff, pursuant to Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), and the Court's own equitable powers, requests that the Court:

- 1. Award Plaintiff such preliminary and ancillary relief as may be necessary to avert the likelihood of consumer injury during the pendency of this action and to preserve the possibility of effective final relief;
- 2. Enter a permanent injunction to prevent future violations of the FTC Act, the EFTA, and Regulation E;
- 3. Award such relief as the Court finds necessary to redress injury to consumers resulting from Defendants' violations of the FTC Act, the EFTA and Regulation E, including but not limited to, rescission or reformation of contracts, restitution, the refund of monies paid, and the disgorgement of ill-gotten monies; and

1	4. Award Plaintiff the costs of bringing this action, as
2	well as such other and additional relief as the Court may
3	determine to be just and proper.
4	Dated: Nov. 17, 2008 Respectfully submitted,
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7	Keepmoul & McKeen
8	Raymond E. McKown Attorney for Plaintiff Federal Trade Commission
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