

PUBLIC REDACTED



UNITED STATES OF AMERICA
BEFORE THE FEDERAL TRADE COMMISSION

COMMISSIONERS: Maureen K. Ohlhausen, Acting Chairman
Terrell McSweeney

ORIGINAL

_____)
In the Matter of)
)
Otto Bock Health Care)
North America, Inc.,)
a corporation,)
)
Respondent.)
_____)

DOCKET 9378

MOTION FOR IN CAMERA TREATMENT

Pursuant to Rule 3.45 of the Federal Trade Commission's Rules of Practice, 16 C.F.R. Sect 3.45(b), non-party Scheck & Sireess Prosthetics Inc., ("Scheck") respectfully submits this motion for in camera treatment of certain competitively-sensitive, confidential Deposition Testimony/Document. This Deposition Testimony/Document was produced in response to a third party subpoena in this matter to Mr. Michael H. Oros, President and CEO of Scheck & Sireess Inc., and the Federal Trade Commission and Otto Bock Health Care North America, Inc., ("Otto Bock") have now notified Mr. Oros that they intend to introduce this Deposition Testimony/Document that is the subject of this motion into evidence at the administrative trial in this matter. See Letter from the Federal Trade Commission dated May 25, 2018 (attached as Exhibit A); Letter from Counsel for Otto Bock, dated May 29, 2018 (attached as Exhibit B).

The specific subject matter (Identified in Exhibit C) of Mr. Oros' Deposition Testimony, (attached as Exhibit D) for which Scheck is seeking in camera treatment is confidential information, such that if it were to become part of the public record, Scheck would be seriously harmed in its ability to compete in the Orthotics and Prosthetics Industry. For the reasons discussed in this motion, Scheck requests that this Court afford Mr. Oros' Deposition Testimony/Document in camera treatment indefinitely. In support of this motion, Scheck relies on the Affidavit of Michael H. Oros ("Oros Declaration") attached as Exhibit E.

I. Information for which Protection is Sought

Scheck seeks *in camera* treatment of the specific information as delineated in Exhibit C in the following Deposition Testimony/Document, copy of which is attached as Exhibit D.

Exhibit No.	Description	Date	BegBates	EndBates
X-1007	Deposition Transcript of Michael Oros (Scheck & Siress)	3/29/2018	RX-1007- 00001	RX-1007- 00094

II. Michael Oros' Deposition Testimony/Document contains Secret Information and Material Such That Disclosure Would Result in Serious Injury

Material may be given *in camera* treatment when its "public disclosure will likely result in clearly defined, serious injury to the person, partnership, or corporation requesting" such treatment 16 C.F.R. Sect 3.45(b). The petitioner for *in camera* treatment demonstrates serious injury by showing that the documents are secret and that they are material to the business. *In re General Foods Corp.*, 95 F.T.C. 352, 355 (1980). Courts generally attempt "to protect confidential business information from unnecessary airing." *HP. Hood & Sons, Inc.*, 58 F.T.C. 1184, 1188 (1961).

In considering both secrecy and materiality, the Court may consider: (1) the extent to which the information is known outside of the business; (2) the extent to which it is known by employees and others involved in the business; (3) the extent of measures taken to guard the secrecy of the information; (4) the value of the information to the business and its competitors; (5) the amount of effort or money expended in developing the information; and (6) the ease or difficulty with which the information could be acquired or duplicated by others. *In re Bristol Myers Co.*, 90 F.T.C. 455, 456-457 (1977).

Michael Oros' Deposition Testimony/Document contains both secrets and material information to Scheck's business as discussed in detail in the Oros' Declaration, Exhibit E. The information at issue is of competitive significance to Scheck such as specific reimbursement rates for private insurance contracts relative to Medicare reimbursement as well as our procurement costs for specific devices from competing manufacturers.

Such information would not be known outside of the business. Scheck, as a provider of Orthotics and Prosthetic devices, Scheck relies on its relationships with its suppliers and its negotiations with them to remain competitive. Because of the confidential nature of the information and its materiality to Scheck's business, *in camera* treatment is appropriate.

Further, disclosure of the Confidential Testimony will result in the loss of a business advantage to Scheck. See *In re Dura Lube Corp.*, 1999 FTC LEXIS 255 at *7 (Dec. 23, 1999) ("The likely loss of business advantages is a good example of a 'clearly defined, serious injury.'" *In re General Foods Corp.*,

1980 WL 338991 at *3). The Deposition Testimony/Document at issue is material to Scheck's negotiations with its suppliers and reimbursement from payers. Making such testimony public will result in loss of any business advantage Scheck has with any competitors.

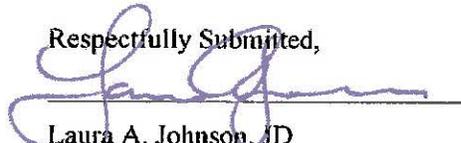
Scheck's status as a third-party is highly relevant and should be taken into consideration in the treatment of this testimony. The Commission has held that "[t]here can be no question that the confidential records of businesses involved in Commission proceedings should be protected insofar as possible." *HP. Hood & Sons*, 58 F.T.C. at 1186. This is especially so in the case of a third-party, which deserves "special solicitude" in its request for in camera treatment for its confidential business information. See *In re Kaiser Aluminum & Chem. Corp.*, 103 FTC 500, 500 (1984) ("As a policy matter, extensions of confidential or in camera treatment in appropriate cases involving third party bystanders encourages cooperation with future adjudicative discovery requests."). Scheck's third-party status should be given deference in favor of granting *in camera* status to Mr. Oros' Deposition Testimony as requested.

III. Conclusion

For the reasons set forth above and in the accompanying Oros Declaration, Scheck respectfully requests that this Court grant permanent *in camera* treatment for the Confidential Information included in the Michael Oros Deposition Testimony/Document.

Dated: June 4, 2018

Respectfully Submitted,



Laura A. Johnson, JD
Director of Corporate Compliance
Scheck & Siress Prosthetics Inc.
1 S 376 Summit Avenue, Court E
Oakbrook Terrace, IL 60181
Phone (630) 953-7246
Laurie.johnson@scheckandsiress.com

STATEMENT REGARDING MEET AND CONFER

The undersigned certifies that counsel for Non-party Scheck & Siress Prosthetics Inc. ("Scheck") notified counsel for the parties via email on or about May 7, 2018 that it would be seeking in camera treatment of the Deposition Testimony/Document. Both counsel for the Federal Trade Commission and Otto Bock Healthcare of North America Inc. indicated that they would not object to Scheck's motion.

Dated: June 7, 2018

Respectfully Submitted,

A handwritten signature in purple ink, appearing to read "Laura A. Johnson", is written over a horizontal line.

Laura A. Johnson, JD
Director of Corporate Compliance
Scheck & Siress Prosthetics Inc.
1 S 376 Summit Avenue, Court E
Oakbrook Terrace, IL 60181
Phone (630) 953-7246
Laurie.johnson@scheckandsiress.com

CERTIFICATE OF SERVICE

I, Laura A. Johnson, declare under penalty of perjury under the laws of the State of Illinois that the following is true and correct. On June 8, 2018, I caused to be served the following documents on the parties listed below by the manner indicated:

- NON-PARTY SCHECK'S MOTION FOR IN CAMERA REVIEW
- NOTICE OF APPEARANCE
- [PROPOSED] ORDER

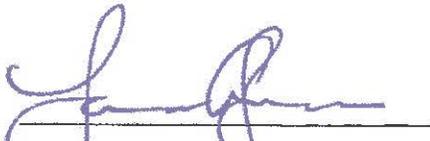
The Office of the Secretary: (Electronic filing)
Donald S. Clark
Office of the Secretary
Federal Trade Commission
600 Pennsylvania Avenue, N.W., Room H-172
Washington, D.C. 20580

The Office of the Administrative Law Judge (via overnight delivery and electronic mail (public version only))
D. Michael Chappell
Chief Administrative Law Judge
Federal Trade Commission
600 Pennsylvania Avenue, N.W., Room H-106
Washington, D.C. 20580

Federal Trade Commission- Washington, D.C. (via overnight delivery and electronic mail (public version only-excluding Deposition Transcript))
Catherine Sanchez
Federal Trade Commission
400 Seventh Street SW
Washington, D.C. 20024

Counsel for Otto Bock Health Care North America Inc. (via overnight delivery and electronic mail (public version only-excluding Deposition Transcript))
Sean S. Zabaneh
Duane Morris LLP
30 South 17th Street
Philadelphia, PA 19103-4196

Dated: June 7, 2018



Laura A. Johnson, JD
Director of Corporate Compliance
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Oakbrook Terrace, IL 60181
Phone (630) 953-7246
Laurie.johnson@scheckandsiress.com

UNITED STATES OF AMERICA
BEFORE THE FEDERAL TRADE COMMISSION

COMMISSIONERS: Maureen K. Ohlhausen, Acting Chairman
Terrell McSweeney

_____)
In the Matter of)
)
Otto Bock Health Care)
North America, Inc.,)
a corporation,)
)
Respondent.)
_____)

DOCKET 9378

[PROPOSED] ORDER

Upon consideration of Non-Party Scheck & Siress Prosthetics Inc. ("Scheck's") Motion for In Camera Treatment, it is HEREBY ORDERED that the following Deposition Testimony/ Document is to be provided permanent In Camera treatment for the specific information detailed below from the date of this Order:

Exhibit No.	Description	Date	BegBates	EndBates
X-1007	Deposition Transcript of Michael Oros (Scheck & Siress)	3/29/2018	RX-1007- 00001	RX-1007- 00094

Page 109 Row 12 Q: What is the average reimbursement for MPK receives from private insurers?
MHO Answer: Row 17 -25 (Continue Page 110 Row 1-6)

Page 110 Q: 'What's the average cost to S & S for an MPK?
MHO Answer: Rows 24-25

Page 111 Row 11 Q: "And so the \$14000 average you gave me..."
MHO Answer: Row 14

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Page 111 Row 19 Q: "What's the average cost to Scheck & Siress for a MPK?"
MHO Answer: Rows 21-25

Page 141 Row 25 Q: "Go il. And among the four manufacturers that are on your list..."
MHO Answer: Row 11-25

Page 158 Row 10 Q: "Can you give me an estimate of what the cost to acquire a C-4 is?"
MHO Answer: Row 5

Page 158 Row 5 Q: "What's the cost to acquire a Plie 3?"
MHO Answer: Row 7-8

Page 158 Row 5 Q: "What's the cost to acquire a Rheo?"
MHO Answer: Row 11-15

Page 183 Row 16-18 Q: "Could you give me the range of 17 reimbursements for K3 patients...?"
MHO Answer: Row 20-22

Page 187 Row 24 "So if you are spending \$1400 to procure....?"
MHO Answer: Page 188 Row 4-5

Page 232 Row 3 What were the circumstances of that meeting?
MHO Answer Rows 5-11

ORDERED:

D. Michael Chappell
Chief Administrative Law Judge

Date: _____

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EXHIBIT A



Bureau of Competition
Mergers I Division

UNITED STATES OF AMERICA
Federal Trade Commission
WASHINGTON, D.C. 20580

May 25, 2018

VIA EMAIL

Michael Oros
Scheck & Siress
15376 Summit Avenue, Court E
Oakbrook Terrace, IL 60181

RE: *In the Matter of Otto Bock HealthCare North America, Inc.*, Federal Trade
Commission Dkt. No. 9378

Dear Mr. Oros:

By this letter we are providing formal notice, pursuant to Rule 3.45(b) of the Commission's Rules of Practice, 16 C.F.R. § 3.45(b), that Complaint Counsel intend to offer the documents and testimony referenced in the enclosed Attachment A into evidence in the administrative trial in the above-captioned matter. The administrative trial is scheduled to begin on July 10, 2018. All exhibits admitted into evidence become part of the public record unless *in camera* status is granted by Administrative Law Judge D. Michael Chappell.

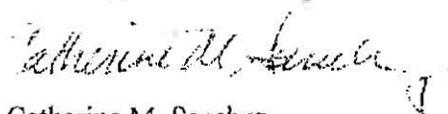
For documents or testimony which include sensitive or confidential information that you do not want on the public record, you must file a motion seeking *in camera* status or other confidentiality protections pursuant to 16 C.F.R. §§ 3.45, 4.10(g). Judge Chappell may order that materials, whether admitted or rejected as evidence, be placed *in camera* only after finding that their public disclosure will likely result in a clearly defined, serious injury to the person, partnership, or corporation requesting *in camera* treatment.

Motions for *in camera* treatment for evidence to be introduced at trial must meet the strict standards set forth in 16 C.F.R. § 3.45 and explained in *In re 1-800 Contacts, Inc.*, 2017 FTC LEXIS 55 (April 4, 2017); *In re Jerk, LLC*, 2015 FTC LEXIS 39 (Feb. 23, 2015); and *In re Basic Research, Inc.*, 2006 FTC LEXIS 14 (Jan. 25, 2006). Motions also must be supported by a declaration or affidavit by a person qualified to explain the confidential nature of the documents. *In re 1-800 Contacts, Inc.*, 2017 FTC LEXIS 55 (April 4, 2017); *In re North Texas Specialty Physicians*, 2004 FTC LEXIS 66 (April 23, 2004). You must also provide one copy of the documents for which *in camera* treatment is sought to the Administrative Law Judge.

Please be aware that under the current Scheduling Order dated April 26, 2018, the deadline for filing motions seeking *in camera* status is June 11, 2018.

If you have any questions, please feel free to contact me at (202) 326-3326.

Sincerely,



Catherine M. Sanchez
Counsel Supporting the Complaint

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EXHIBIT B

NEW YORK
LONDON
SINGAPORE
PHILADELPHIA
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WASHINGTON, DC
SAN FRANCISCO
SILICON VALLEY
SAN DIEGO
LOS ANGELES
TAIWAN
BOSTON
HOUSTON
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MYANMAR
OMAN
A GLOBAL REPRESENTATIVE OFFICE
OF DUANE MORRIS
ALLIANCES IN MEXICO
AND SRI LANKA

May 29, 2018

VIA EMAIL AND OVERNIGHT COURIER

Michael Oros
Scheck and Siress
376 Summit Avenue
Oakbrook Terrace, Illinois 60181
michael.oros@scheckandsiress.com

Re: In the Matter of Otto Bock HealthCare North America, Inc., Federal Trade Commission Dkt. No. 9378

Dear Mr. Oros,

By this letter, we are providing formal notice, pursuant to Rule 3.45(b) of the Federal Trade Commission's Rules of Practice, 16 C.F.R. § 3.45(b), that Respondent Counsel intend to offer the documents and testimony referenced in the enclosed Attachment A into evidence in the administrative trial in the above-captioned matter. The administrative trial is scheduled to begin on July 10, 2018. All exhibits admitted into evidence become part of the public record unless *in camera* status is granted by Administrative Law Judge D. Michael Chappell.

For documents or testimony which include sensitive or confidential information that you do not want on the public record, you must file a motion seeking *in camera* status or other confidentiality protections pursuant to 16 C.F.R §§ 3.45, 4.10(g). Judge Chappell may order that materials, whether admitted or rejected as evidence, be placed *in camera* only after finding that their public disclosure will likely result in a clearly defined, serious injury to the person, partnership, or corporation requesting *in camera* treatment.

Motions for *in camera* treatment for evidence to be introduced at trial must meet the strict standards set forth in 16 C.F.R. § 3.45 and explained in *In re 1-800 Contacts, Inc.*, 2017 FTC LEXIS 55 (April 4, 2017); *In re Jerk, LLC*, 2015 FTC LEXIS 39 (Feb. 23, 2015); and *In re Basic Research, Inc.*, 2006 FTC LEXIS 14 (Jan. 25, 2006). Motions also must be supported by a declaration or affidavit by a person qualified to explain the confidential nature of the documents.

DUANE MORRIS LLP

30 SOUTH 17TH STREET PHILADELPHIA, PA 19103-0196

PHONE: +1 215 979 1000 FAX: +1 215 979 1020

Duane Morris

May 29, 2018

Page 2

In re 1-800 Contacts, Inc., 2017 FTC LEXIS 55 (April 4, 2017); *in re North Texas Specialty Physicians*, 2004 FTC LEXIS 66 (April 23, 2004). You must also provide one copy of the documents for which *in camera* treatment is sought to the Administrative Law Judge.

Please be aware that under the current Scheduling Order dated April 26, 2018, the deadline for filing motions seeking *in camera* status is June 11, 2018.

If you have any questions, please feel free to contact me at 215-979-1149.

Very truly yours,

/s/ Sean S. Zabaneh

Sean S. Zabaneh

TAL

Enclosures

cc: Sean P. McConnell
Sarah O'Laughlin Kulik

Attachment A

PUBLIC EXHIBIT

Exhibit No.	Description	Date	BegBates	EndBates
RX-1007	Deposition Transcript of Michael Oros (Scheck & Siress)	3/29/2018	RX-1007-00001	RX-1007-00094

PUBLIC REDACTED

EXHIBIT C

PUBLIC REDACTED

EXHIBIT C

LINE ITEMS FOR WHICH SCHECK IS SEEKING IN CAMERA REVIEW

Page 109 Row 12 Q: What is the average reimbursement for MPK receives from private insurers?

MHO Answer: Row 17 -25 (Continue Page 110 Row 1-6)

Page 110 Q: 'What's the average cost to S & S for an MPK?

MHO Answer: Rows 24-25

Page 110 Row 19 Q: What's the average cost to Scheck & Siress for a MPK?

MHO Answer: Rows 21-25

Page 111 Row 11 Q: "And so the \$14000 average you gave me..."

MHO Answer: Row 14

Page 141 Row 25 Q: "Go it. And among the four manufacturers that are on your list..."

MHO Answer: Row 11-25

Page 158 Row 1Q: "Can you give me an estimate of what the cost to acquire a C-4 is"?

MHO Answer: Row 5

Page 158 Row 5 Q: "What's the cost to acquire a Plie 3'?"

MHO Answer: Row 7-8

Page 158 Row 5 Q: "What's the cost to acquire a Rheo"?

MHO Answer: Row 11-15

Page 183 Row 16-18 Q: "Could you give me the range of 17 reimbursements for K3 patients...?"

MHO Answer: Row 20-22

Page 187 Row 24 "So if you are spending \$1400 to procure...?"

MHO Answer: Page 188 Row 4-5

Page 232 Row 3 What were the circumstances of that meeting?

MHO Answer Rows 5-11

PUBLIC REDACTED

EXHIBIT D

[REDACTED IN ITS ENTIRETY]

PUBLIC REDACTED

EXHIBIT E

UNITED STATES OF AMERICA
BEFORE THE FEDERAL TRADE COMMISSION

COMMISSIONERS: Maureen K. Ohlhausen, Acting Chairman
Terrell McSweeney

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In the Matter of)
)
Otto Bock Health Care)
North America, Inc.,)
a corporation,)
)
Respondent.)
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DOCKET 9378

DECLARATION OF MICHAEL H. OROS IN SUPPORT OF NON-PARTY SCHECK &
SIRESS PROSTHETICS INC.'S MOTION FOR IN CAMERA TREATMENT

1. Michael H. Oros, hereby declare as follows:

1. I am the President and Chief Executive Officer of Scheck & Siress Prosthetics Inc. ("Sheck"). I make this declaration in support of Non-Party Scheck's Motion for In Camera Treatment (the "Motion"). I have personal knowledge of the matters stated herein and, if called upon to do so, could competently testify about them.

2. I have reviewed and am familiar with the Deposition Testimony/Document produced in the above-captioned matter in response to a subpoena and civil investigative demand from the Federal Trade Commission. As President and Chief Executive Officer at Scheck, I am familiar with the type of information contained in the documents at issue and its competitive significance to Scheck. Based on my review of my testimony and my knowledge of our business,

I submit that the disclosure of this document to the public and to competitors of Scheck would cause serious competitive injury to Scheck.

3. Scheck is deemed a Supplier of orthotic and prosthetic devices and as such is only reimbursed for the product that we deliver to the patient. Licensed Prosthetists and Orthotists are not separately paid for their time. Therefore, the negotiated acquisition price of items and subsequent reimbursement costs are very important in our industry and should be kept confidential. Release of this private information would cause detrimental harm to our business advantage.

4. The FTC and Otto Bock have informed Scheck that it intends to use Mr. Oros' Deposition Testimony Deposition Transcript at the administrative hearing in this matter. As described in the Motion, Scheck seeks permanent in camera protection of the following line items from the Deposition Testimony Document:

Exhibit No.	Description	Date	BegBates	EndBates
X-1007	Deposition Transcript of Michael Oros (Scheck & Siress)	3/29/2018	RX-1007-00001	RX-1007-00094

LINE ITEMS FOR WHICH SCHECK IS SEEKING IN CAMERA REVIEW

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MHO Answer: Rows 24-25

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MHO Answer: Row 14

Page 111 Row 19 Q: What's the average cost to Scheck & Siress for a MPK?
MHO Answer: Rows 21-25

Page 142 Row 11-14
MHO Answer "Obviously we pay more for C-4...."

Page 158 Row 1Q: "Can you give me an estimate of what the cost to acquire a C-4 is?"
MHO Answer: Row 5

Page 158 Row 5 Q: "What's the cost to acquire a Plie 3?"
MHO Answer: Row 7-8

Page 158 Row 5 Q: "What's the cost to acquire a Rheo?"
MHO Answer: Row 11-15

Page 183 Row 16-18 Q: "Could you give me the range of 17 reimbursements for K3 patients...?"
MHO Answer: Row 20-22

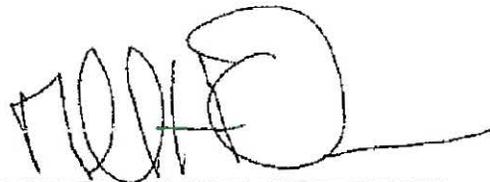
Page 187 Row 24 "So if you are spending 51400 to procure...?"
MHO Answer: Page 188 Row 4-5

Page 232 Row 3 What were the circumstances of that meeting?
MHO Answer Rows 5-11

5. The questions and answers as indicated above (Also EXHIBIT C) relate to negotiated prices for prosthetic components and reimbursement rates that give Scheek a competitive advantage in the industry. The negotiated contracts and pricing have taken much effort and time to procure and are of a highly sensitive nature and not available to the general public. Making this information available to its competitors would be harmful to Scheek and its ability to compete.

6. These negotiated prices and contract discounts and reimbursements which are the subject matter of the Confidential Information contained in the Deposition Testimony Document will continue to remain in effect for undetermined length of time, therefore, indefinite protection from public disclosure is appropriate.

I declare under penalty of perjury that the foregoing is true and correct. Executed June 7, 2018 at Oakbrook Terrace, Illinois.



Michael H. Oros

Notice of Electronic Service

I hereby certify that on June 12, 2018, I filed an electronic copy of the foregoing Non Party Scheck & Siress Motion for Indefinite In Camera Treatment, with:

D. Michael Chappell
Chief Administrative Law Judge
600 Pennsylvania Ave., NW
Suite 110
Washington, DC, 20580

Donald Clark
600 Pennsylvania Ave., NW
Suite 172
Washington, DC, 20580

I hereby certify that on June 12, 2018, I served via E-Service an electronic copy of the foregoing Non Party Scheck & Siress Motion for Indefinite In Camera Treatment, upon:

Steven Lavender
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Federal Trade Commission
slavender@ftc.gov
Complaint

William Cooke
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Complaint

Yan Gao
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Respondent

Laurie Johnson
Attorney