



UNITED STATES OF AMERICA  
FEDERAL TRADE COMMISSION  
WASHINGTON, D.C. 20580

Bureau of Consumer Protection  
Division of Enforcement

Julia Solomon Ensor  
Attorney

Email: jensor@ftc.gov  
Direct Dial: (202) 326-2377

March 22, 2017

**VIA FEDEX**

Mr. Anthony Dean Sala  
CEO  
Suntactics, Inc.  
1430 Koll Circle  
Suite 107  
San Jose, CA 95112

Dear Mr. Sala:

We received your submissions on behalf of Suntactics, Inc. (“Suntactics”). During our review, we raised concerns that certain marketing materials may have overstated the extent to which Suntactics’ solar charger products – which include imported solar cells and other key components – are made in the United States.

As discussed, the FTC’s Enforcement Policy Statement on U.S. Origin Claims (“Policy Statement”) states that unqualified “Made in USA” claims likely suggest to consumers that products are “all or virtually all” made in the United States.<sup>1</sup> The Commission may analyze a number of different factors to determine whether a product is “all or virtually all” made in the United States, including the proportion of the product’s total manufacturing costs attributable to U.S. parts and processing, how far removed any foreign content is from the finished product, and the importance of the foreign content or processing to the overall function of the product.

The Commission has noted that “[w]here a product is not all or virtually all made in the United States, any claim of U.S. origin should be adequately qualified to avoid consumer deception about the presence or amount of foreign content. In order to be effective, any qualifications or disclosures should be sufficiently clear, prominent, and understandable to prevent deception. Clarity of language, prominence of type size and style, proximity to the claim being qualified, and an absence of contrary claims that could undercut the effectiveness of the qualification will maximize the likelihood that the qualifications and disclosures are

---

<sup>1</sup> Federal Trade Commission, *Issuance of Enforcement Policy Statement on “Made in USA” and Other US Origin Claims*, 62 Fed. Reg. 63756, 63768 (Dec. 2, 1997).

appropriately clear and prominent.”<sup>2</sup>

In this case, although Suntactics acknowledged its products incorporated imported parts in some sections of its website, in many other places, Suntactics made broad, unqualified “Made in USA” or “Manufactured in the USA” claims for its chargers. Accordingly, to avoid deceiving consumers, Suntactics implemented a remedial action plan to clarify its representations by clearly and prominently qualifying all of its U.S.-origin claims on marketing materials and product labels.

Based on your actions and other factors, the staff has decided not to pursue this investigation any further. This action should not be construed as a determination that there was no violation of Section 5 of the Federal Trade Commission Act, 15 U.S.C. § 45. The Commission reserves the right to take such further action as the public interest may require. If you have any questions, you can reach me at (202) 326-2377.

Sincerely,



Julia Solomon Ensor  
Staff Attorney

---

<sup>2</sup> *Id.* at 63769.