WILLIAM BLUMENTHAL General Counsel

KENNETH H. ABBE (Cal. Bar No. 172416)

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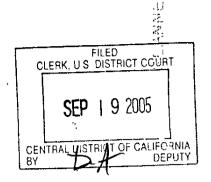
Federal Trade Commission

10877 Wilshire Blvd., Suite 700

Los Angeles, CA 90024

(310) 824-4343; Fax (310) 824-4380 Send

Attorneys for Plaintiff FEDERAL TRADE COMMISSION **Priority** Enter Closed JS-5/JS-6 JS-2/JS-3 Scan Only



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UNITED STATES DISTRICT COURT CENTRAL DISTRICT OF CALIFORNIA WESTERN DIVISION

ÉÉDERAL TRADE COMMISSION Plaintiff,

ν.

LA GRANA, LLC, et al.,

Defendants.

CV05-6823 ADG

Case No.

STIPULATED FINAL JUDGMENT FOR PERMANENT INJUNCTION AND OTHER EQUITABLE RELIEF

WHEREAS Plaintiff, the Federal Trade Commission ("Commission" or "FTC"), has commenced this action by filing the Complaint herein; Defendants La Grana, LLC, La Grana, Inc., Losini, LLC, Carlos Iñiquez, and Claudia Iñiguez have waived service of the Summons and Complaint; the parties have been represented by the attorneys whose names appear hereafter; and the parties have agreed to settlement of this action upon the following terms and conditions, without adjudication of any issue

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of fact or law and without Defendants admitting liability for any of the matters alleged in the Complaint;

THEREFORE, upon stipulation of Plaintiff and Defendants, it is hereby ORDERED, ADJUDGED, and DECREED as follows:

FINDINGS

- A. This Court has jurisdiction over the subject matter of this case and jurisdiction over all parties.
- B. Venue in the Central District of California is proper under 15 U.S.C. § 53(b) and 28 U.S.C. § 1391(b).
- C. The activities of Defendants are in or affecting commerce, as defined in the FTC Act, 15 U.S.C. § 44.
- D. The Complaint states a claim upon which relief can be granted against the Defendants 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).
- E. Defendants have not admitted to liability as to the charges in the Complaint, and their consent to entry of this permanent injunction shall not be interpreted to constitute an admission that they have engaged in any violations of any law or regulations.
- F. Defendants waive all rights to seek judicial review or otherwise challenge or contest the validity of this Order.

 Defendants also waive any claim that they may hold under the Equal Access to Justice Act, 28 U.S.C. § 2412 (as amended),

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concerning the prosecution of this action to the date of this Order.

- G. Defendants enter into this Order freely and without coercion, and acknowledge that they understand the provisions of this Order and are prepared to abide by its terms.
- H. Each party shall bear its own costs and attorneys' fees.
 - I. Entry of this Order is in the public interest.

DEFINITIONS

For purposes of this Order, the following definitions shall apply:

- A. "Assisting others" means knowingly providing any of the following goods or services to another person or entity:
 - a. performing customer service functions, including, but not limited to, receiving or responding to consumer complaints;
 - b. formulating or providing, or arranging for the formulation or provision of, any telephone sales script or any other marketing material;
 - c. providing names of, or assisting in the generation of, potential customers; or
 - d. performing marketing services of any kind.
- B. "Commerce" shall mean as defined in Section 4 of the Federal Trade Commission Act, 15 U.S.C. § 44.

- C. "Competent and reliable scientific evidence" shall mean tests, analyses, research, studies, or other evidence based on the expertise of professionals in the relevant area, that have been conducted and evaluated in an objective manner by persons qualified to do so, using procedures generally accepted in the profession to yield accurate and reliable results.
- D. "Corporate Defendants" shall mean: La Grana, LLC; La Grana, Inc.; and Losini, LLC; and each of them; by whatever names they may be known.
- E. Unless otherwise specified, "Defendants" shall mean:
 La Grana, LLC; La Grana, Inc.; Losini, LLC; Carlos Iñiguez; and
 Claudia Iñiguez; and each of them; by whatever names they may be
 known.
 - F. "Endorsement" means as defined in 16 C.F.R. § 255.0(b).
- G. "Food," "drug," and "device" shall mean as "food,"
 "drug," and "device," are defined in Section 15 of the Federal
 Trade Commission Act, 15 U.S.C. § 55.
- H. "FTC" or "Commission" shall mean the Federal Trade Commission.
- I. "Material" means likely to affect a person's choice of, or conduct regarding, goods or services.
- J. "Weight loss product" shall mean any product, program, or service designed, used, or purported to produce weight loss, reduction or elimination of fat, slimming, or caloric deficit; or to prevent weight gain, in a user of the product, program, or

service.

J. The terms "and" and "or" in this Order shall be construed conjunctively or disjunctively as necessary, to make the applicable phrase or sentence inclusive rather than exclusive.

ORDER

I.

PROHIBITED REPRESENTATIONS

IT IS THEREFORE ORDERED that Defendants, and their officers, agents, servants, employees, and representatives, and all persons and entities in active concert or participation with them who receive actual notice of this Order by personal service or otherwise, whether acting directly or through any corporation, subsidiary, division, or other entity, in connection with the manufacturing, labeling, advertising, promotion, offering for sale, sale, or distribution of any weight loss product, including but not limited to the Svelt Body Complete or Imagen Enlínea package, in or affecting commerce, are hereby permanently enjoined from representing, or assisting others in representing, in any manner, expressly or by implication, including through the use of endorsements or a trade name, that:

- A. such product causes rapid and substantial weight loss without the need to reduce caloric intake or to increase exercise;
- B. such product causes rapid and substantial weight loss

by	blocking	the	absorption	of	fat;	or
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C. the Svelt Body Complete or Imagen Enlinea package, or any similar product, causes permanent weight loss.

II.

REPRESENTATIONS PROHIBITED UNLESS TRUE AND SUBSTANTIATED

IT IS FURTHER ORDERED that Defendants, and their officers, agents, servants, employees, and representatives, and all persons and entities in active concert or participation with them who receive actual notice of this Order by personal service or otherwise, whether acting directly or through any corporation, subsidiary, division, or other entity, in connection with the manufacturing, labeling, advertising, promotion, offering for sale, sale, or distribution of any health-related service or program, weight loss product, dietary supplement, food, drug, or device, in or affecting commerce, are hereby permanently enjoined from making, or assisting others in making, any representation, expressly or by implication, including through the use of endorsements or a trade name:

- A. That any such product or service:
 - 1. causes weight loss;
 - causes permanent weight loss;
 - 3. converts fat into fiber or eliminates fat from the body, or any part of the body, or prevents fat from being absorbed by the body;
 - 4. burns calories or causes weight loss 24 hours a

day; or

B. About the health benefits, performance, efficacy, safety or side effects of such product or service; unless, at the time the representation is made, the representation is true, and they possess and rely upon competent and reliable scientific evidence that substantiates the representation.

III.

FOOD AND DRUG REGULATIONS

IT IS FURTHER ORDERED that nothing in this Order shall prohibit Defendants from making any representation for any drug that is permitted in the labeling for such drug under any tentative final or final standard promulgated by the Food and Drug Administration ("FDA"), or under any new drug application approved by the FDA. Nothing in this Order shall prohibit Defendants from making any representation for any product that is specifically permitted in labeling for such product by regulations promulgated by the FDA pursuant to the Nutrition Labeling and Education Act of 1990.

IV.

PROHIBITED MISREPRESENTATIONS

advertising, marketing, promoting, offering for sale, or sale of any product or service, Defendants, and their agents, servants, employees, and all other persons or entities in active concert or

participation with them who receive actual notice of this Order 1 2 3 4 5 6 7 8 9

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by personal service or otherwise, whether acting directly or through any corporation, limited liability company, subsidiary, division, or other device, are hereby permanently restrained and enjoined from misrepresenting, or assisting others in misrepresenting, expressly or by implication, any fact material to a consumer's decision to buy or accept the product or service, including but not limited to representations of authenticity, identity, origin, or that music collections on compact discs will contain songs by the original artists as advertised.

v.

SUSPENDED JUDGMENT

IT IS FURTHER ORDERED that judgment is hereby entered against Defendants in the amount of \$1,800,000 (one million eight hundred thousand dollars), provided, however, that all of this amount except for the value of the assets described in Subparagraph VI.A., below, shall be suspended subject to the conditions set forth in Paragraph VII of this Order.

VI.

MONETARY PAYMENT AND CONSUMER RESTITUTION

IT IS FURTHER ORDERED that:

As partial satisfaction of the monetary judgment ordered in Paragraph V, above, Defendants shall within thirty (30) days of entry of this Order, pay and transfer to the Federal Trade Commission \$231,000 (two hundred thirty-one

- B. Time is of the essence. In the event Defendants fail to make any payment in accordance with the deadlines set forth above, and fail to make the required payment within seven (7) calendar days after receiving notice of such failure, the amount of Defendants' monetary liability shall be determined in accordance with Section VII of this Order below.
- C. The Commission's agreement to and the Court's approval of this Order are expressly premised upon representations of Defendants that they owe federal and state income taxes for the tax year 2004 (hereinafter referred to as "owed taxes"), and that the total of the owed taxes is \$100,906.00. In the event that the amount paid by the Defendants in final satisfaction of the owed taxes is less than \$100,906.00, Defendants shall pay to the Commission the difference between \$100,906.00 and the amount actually paid. Defendants, unless they already have done so, shall provide to the Commission copies of all instruments used to pay such owed taxes, including without limitation copies of all tax returns, amended tax returns, and checks paid to or received

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- D. All funds paid pursuant to this Paragraph shall be deposited into a fund administered by the Commission or its agent to be used for equitable relief, including but not limited to consumer redress and any attendant expenses for the administration of any redress fund. In the event that direct redress to consumers is wholly or partially impracticable or funds remain after redress is completed, the Commission may apply any remaining funds for such other equitable relief (including consumer information remedies) as it determines to be reasonably related to the Defendants' practices alleged in the Complaint. Any funds not used for such equitable relief shall be deposited to the Treasury as disgorgement. The Commission shall have full and sole discretion to:
 - Determine the criteria for participation by individual claimants in any consumer redress program implemented pursuant to this Order;
 - Determine the manner and timing of any notices to be given to consumers regarding the existence and

terms of such programs; and

- 3. Delegate any and all tasks connected with such redress program to any individual, partnerships, or corporations; and pay reasonable fees, salaries, and expenses incurred thereby from the payments made pursuant to this Order;
- E. Defendants expressly waive their right to litigate the issue of disgorgement. Defendants acknowledge and agree that all money paid pursuant to this Order is irrevocably paid to the Commission for purposes of settlement between Plaintiff and Defendants; and
- F. Defendants shall have no right to challenge the Commission's choice of remedies under this Paragraph.

VII.

TERMINATION OF SUSPENSION

IT IS FURTHER ORDERED that the Commission's agreement to, and the Court's approval of, this Order is expressly premised upon (a) the truthfulness, accuracy, and completeness of Defendants' financial condition, as represented in Defendants' financial statements dated July 5, 2005, including attachments, and in any other documents submitted by Defendants, and (b) timely payment pursuant to Section VI of this Order, above. Said financial statements and documents contain material information upon which the Commission relied in negotiating and agreeing to the terms of this Order. If, upon motion by the Commission to

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the Court, the Court finds that Defendants (a) failed to disclose any asset with a value in excess of \$1,000, materially misrepresented the value of any asset, or made any other material misrepresentation or omission in their above-referenced financial statements and information, or (b) failed to make timely payment to the FTC pursuant to Section VI of this Order above, the suspension of the monetary judgment will be terminated and the entire judgment amount of \$1,800,000, representing the approximate amount of consumer injury, will become immediately due and payable, less any payments already made. For purposes of this Paragraph, and any subsequent proceedings to enforce payment, including but not limited to a non-dischargeability complaint filed in a bankruptcy proceeding, Defendants waive any right to contest any of the allegations set forth in the Complaint filed in this matter or the \$1,800,000 judgment referenced in Paragraph V, above.

VIII.

CUSTOMER LISTS

IT IS FURTHER ORDERED that Defendants, and their officers, agents, servants, employees, and attorneys, and all other persons or entities in active concert or participation with any of them who receive actual notice of this Order by personal service or otherwise, are permanently restrained and enjoined from selling, renting, leasing, transferring, or otherwise disclosing the name, address, telephone number, credit card number, bank account

number, e-mail address, or other identifying information of any person who paid any money to any of the Defendants, at any time prior to entry of this order, in connection with the advertising, promotion, offering for sale or sale of weight loss products or the music collection on compact discs called "Colección Caliente" or "Hot Collection." Provided, however, that such identifying information may be disclosed to a law enforcement agency or as required by any law, regulation, or court order.

IX.

MONITORING COMPLIANCE OF SALES PERSONNEL

IT IS FURTHER ORDERED that Defendants, in connection with any business where Defendants are the majority owners of the business or directly or indirectly manage or control the business, are hereby permanently restrained and enjoined from:

A. Failing to take reasonable steps sufficient to monitor and ensure that all employees and independent contractors engaged in sales or other customer service functions comply with Paragraphs I-II and IV of this Order. Such steps shall include adequate monitoring of sales presentations or other calls with customers, and shall also include, at a minimum, the following:

(1) listening to the oral representations made by persons engaged in sales or other customer service functions; (2) establishing a procedure for receiving and responding to consumer complaints; and (3) ascertaining the number and nature of consumer complaints regarding transactions in which each employee or independent

contractor is involved; <u>provided</u> that this Paragraph does not authorize or require Defendants to take any steps that violate any federal, state, or local laws;

- B. Failing to investigate promptly and fully any consumer complaint to which this Paragraph applies; and
- C. Failing to take corrective action with respect to any sales person whom Defendants determine is not complying with this Order, which may include training, disciplining, and/or terminating such sales person.

х.

COMPLIANCE MONITORING

IT IS FURTHER ORDERED that, for the purpose of monitoring and investigating compliance with any provision of this Order,

- A. Within ten (10) days of receipt of written notice from a representative of the Commission, each of the Defendants shall submit additional written reports, sworn to under penalty of perjury; produce documents for inspection and copying; appear for deposition; and/or provide entry during normal business hours to any business location in any of the Defendants' possession or direct or indirect control to inspect the business operation; provided that Defendants, after attempting to resolve a dispute without court action and for good cause shown, may file a motion with this Court seeking an order including one or more of the protections as set forth in Fed. R. Civ. P. 26(c).
 - B. In addition, the Commission is authorized to monitor

- obtaining discovery from any person, without further leave of court, using the procedures prescribed by Fed. R. Civ. P. 30, 31, 33, 34, 36, and 45;
- 2. posing as consumers and suppliers to: any of the Defendants, any of the Defendants' employees, or any other entity managed or controlled in whole or in part by any of the Defendants, without the necessity of identification or prior notice; and
- C. Each of the Defendants shall permit representatives of the Commission to interview any employer, consultant, independent contractor, representative, agent, or employee who has agreed to such an interview, relating in any way to any conduct subject to this Order. The person interviewed may have counsel present.

Provided, however, that nothing in this Order shall limit the Commission's lawful use of compulsory process, pursuant to Sections 9 and 20 of the FTC Act, 15 U.S.C. §§ 49, 57b-1, to obtain any documentary material, tangible things, testimony, or information relevant to unfair or deceptive acts or practices in or affecting commerce (within the meaning of 15 U.S.C.

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23 § 45(a)(1)).
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COMPLIANCE REPORTING BY DEFENDANTS

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IT IS FURTHER ORDERED that, in order that compliance with the provisions of this Order may be monitored:

- A. For a period of five (5) years from the date of entry of this Order:
 - 1. Carlos Iñiguez and Claudia Iñiguez shall each notify the Commission of the following:
 - (a) Any changes in his or her residence, mailing addresses, and telephone numbers, within ten (10) days of the date of such change;
 - (b) Any changes in his or her employment status (including self-employment), and any change in his or her ownership in any business entity, within ten (10) days of the date of such change. Such notice shall include the name and address of each business that he or she is affiliated with, employed by, creates or forms, or performs services for; a statement of the nature of the business; and a statement of his or her duties and responsibilities in connection with the business or employment;
 - (c) Any changes in his or her name or use of any aliases or fictitious names; and

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Defendants shall notify the Commission of any changes in corporate structure of the Corporate Defendants or any business entity that Carlos Iñiquez or Claudia Iñiquez directly or indirectly controls, or has an ownership interest in, that may affect compliance obligations arising under this Order, including but not limited to a dissolution, assignment, sale, merger, or other action that would result in the emergence of a successor entity; the creation or dissolution of a subsidiary, parent, or affiliate that engages in any acts or practices subject to this Order; the filing of a bankruptcy petition; or a change in the corporate name or address, at least thirty (30) days prior to such change, provided that, with respect to any proposed change in the corporation about which the Defendants learn less than thirty (30) days prior to the date such action is to take place, Defendants shall notify the Commission as soon as is practicable after obtaining such knowledge.

B. Sixty (60) days after the date of entry of this Order, each of the Defendants shall provide a written report to the FTC, sworn to under penalty of perjury, setting forth in detail the manner and form in which they have complied and are complying

- 1. For Carlos Iñiguez and Claudia Iñiguez:
 - (a) His or her then-current residence address, mailing addresses, and telephone numbers;
 - (b) His or her then-current employment and business addresses and telephone numbers, a description of the business activities of each such employer or business, and his or her title and responsibilities, for each such employer or business; and
 - (c) Any other changes required to be reported under Subparagraph A of this Paragraph XI.
- 2. For all Defendants:
 - (a) A copy of each acknowledgment of receipt of this Order, obtained pursuant to Paragraph XII, below; and
 - (b) Any other changes required to be reported under Subparagraph A of this Paragraph XI.
- C. For the purposes of this Order, Defendants shall, unless otherwise directed by the Commission's authorized representatives, mail all written notifications to the FTC to:
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D. For purposes of the compliance reporting and monitoring required by this Order, the Commission is authorized to communicate directly with Defendants.

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XII.

RECORD KEEPING PROVISIONS

IT IS FURTHER ORDERED that, for a period of eight (8) years from the date of entry of this Order, Defendants and their agents, employees, officers, corporations, successors, and assigns, and those persons in active concert or participation with any of them who receive actual notice of this Order by personal service or otherwise, in connection with any business where Carlos Iñiguez or Claudia Iñiguez is the majority owner of the business or directly or indirectly manages or controls the business, are hereby restrained and enjoined from failing to create and retain the following records:

- A. Accounting records that reflect the cost of goods or services sold, revenues generated, and the disbursement of such revenues;
- B. Personnel records accurately reflecting: the name, address, and telephone number of each person employed in any capacity by such business, including as an

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- C. Customer files containing the names, addresses, phone numbers, dollar amounts paid, quantity of items or services purchased, and description of items or services purchased, to the extent such information is obtained in the ordinary course of business;
- D. Complaints and refund requests (whether received directly, indirectly or through any third party) and any responses to those complaints or requests; and
- E. Copies of all sales scripts, training materials, advertisements, or other marketing materials;
- F. All records and documents necessary to demonstrate full compliance with each provision of this Order, including but not limited to, copies of acknowledgments of receipt of this Order, required by Paragraph XIII, below, and all reports submitted to the FTC pursuant to Paragraph XI, above.

XIII.

DISTRIBUTION OF ORDER BY DEFENDANTS

IT IS FURTHER ORDERED that, for a period of five (5) years from the date of entry of this Order, Defendants shall deliver copies of this Order as directed below:

- A. Each of the Corporate Defendants must deliver a copy of this Order to all of its principals, officers, directors, and managers. Each of the Corporate Defendants also must deliver copies of this Order to all of its employees, agents, and representatives who engage in conduct related to the subject matter of the Order. For current personnel, delivery shall be within five (5) days of service of this Order upon Corporate Defendants. For new personnel, delivery shall occur prior to them assuming their responsibilities.
- B. For any business that Carlos Iñiguez or Claudia Iñiguez controls, directly or indirectly, or in which Carlos Iñiguez or Claudia Iñiguez has a majority ownership interest, he or she must deliver a copy of this Order to all principals, officers, directors, and managers of that business. He or she must also deliver copies of this Order to all employees, agents, and representatives of that business who engage in conduct related to the subject matter of the Order. For current personnel, delivery shall be within five (5) days of service of this Order upon Carlos Iñiguez and Claudia Iñiguez. For new personnel, delivery shall occur prior to them assuming their responsibilities.
- C. For any business where Carlos Iñiguez or Claudia

 Iñiguez is not a controlling person of a business but

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otherwise engages in conduct related to the subject matter of this Order, he or she must deliver a copy of this Order to all principals and managers of such business before engaging in such conduct.

Carlos Iñiquez and Claudia Iñiguez must secure a signed D. and dated statement acknowledging receipt of the Order, within thirty days of delivery, from all persons receiving a copy of the Order pursuant to this Paragraph XIII.

XIV.

ACKNOWLEDGMENT OF RECEIPT OF ORDER BY DEFENDANTS

IT IS FURTHER ORDERED that each of the Defendants, within five (5) business days of receipt of this Order as entered by the Court, must submit to the Commission a truthful sworn statement acknowledging receipt of this Order.

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xv.

RETENTION OF JURISDICTION

IT IS FURTHER ORDERED that this Court shall retain jurisdiction of this matter for purposes of construction, modification and enforcement of this Order.

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7	Dated: Sept. 16, 2005	1 Attalla		
8	, 200	Kenneth H. Abbe		
		Jennifer M. Brennan		
9		Attorneys for Plaintiff		
		Federal Trade Commission		

of La Grana, LLC, La Grana, Inc., and Losini, LLC

Dated: _____, 2005

Claudia Iñiguez, individually and as an Officer or Director of La Grana, LLC and Losini, LLC

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APPROVED AS TO FORM:

Dated: , 2005

20 Dated: _____, 2005

John H. Hemann, Esq.

21 Attorney for Defendants

IT IS SO ORDERED, this $\frac{19}{2}$ day of $\frac{1}{2}$, 2005, at $\frac{1}{2}$ m.

United States District Court Judge

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XV.

RETENTION OF JURISDICTION

IT IS FURTHER ORDERED that this Court shall retain jurisdiction of this matter for purposes of construction, modification and enforcement of this Order.

SO STIPULATED:

2005 Dated:

Kenneth H. Abbc Jennifer M. Brennan Attorneys for Plaintiff Federal Trade Commission

Carlos Iniquez, individually and as an Officer or Director of La Grana, Ling, La Grana,

Inc., and losinil LLC

ndividually Claudia (higuez, and as an Officer or Director of La Grana, LLC and Losini,

APPROVED AS TO FORM:

Dated: July 20

H. Homann, Esq. (SASON 5. MILLS)

Attorney for Defendants

IT IS SO ORDERED, this ____ day of _____, 2005, at ____.m.

United States District Court Judge