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# UNITED STATES DISTRICT COURT FOR THE DISTRICT OF NEW JERSEY

FEDERAL TRADE COMMISSION, 600 Pennsylvania Avenue, NW, Washington, DC 20580,	)	
Plaintiff,	) )	Hon.
V.	)	Civil Action No.
ROBERT CHINERY, JR., 2231 Landmark Place, Manasquan, NJ 08736, TRACY A. CHINERY, 2231 Landmark Place, Manasquan, NJ 08736, RTC RESEARCH & DEVELOPMENT, LLC, 2231 Landmark Place, Manasquan, NJ 08736,	) ) )	
Defendants.	) ) )	

## COMPLAINT FOR INJUNCTIVE AND OTHER EQUITABLE RELIEF

Plaintiff, the Federal Trade Commission ("FTC" or "Commission"), for its Complaint

alleges:

1. Plaintiff FTC brings this action under Section 13(b) of the Federal Trade Commission Act ("FTC Act"), 15 U.S.C. § 53(b), to secure injunctive relief, rescission, restitution, disgorgement, and other equitable relief against Defendants for engaging in deceptive acts or practices and false advertising in connection with the advertising, marketing, and sale of Xenadrine EFX (also known as Xenadrine-EFX and Xenadrine<sup>®</sup>-EFX<sup>™</sup>), a purported weight loss product, in violation of Sections 5(a) and 12 of the FTC Act, 15 U.S.C. §§ 45(a) and 52.

#### JURISDICTION AND VENUE

This Court has jurisdiction over this matter pursuant to 15 U.S.C. §§ 45(a), 52,
 53(b) and 28 U.S.C. §§ 1331, 1337(a), and 1345.

3. Venue in this District is proper under 15 U.S.C. § 53(b) and 28 U.S.C. § 1391(b) and (c).

#### **PLAINTIFF**

4. Plaintiff, the Federal Trade Commission, is an independent agency of the United States Government created by statute. 15 U.S.C. §§ 41-58. The Commission enforces Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), which prohibits unfair or deceptive acts or practices in or affecting commerce. 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. The Commission, through its own attorneys, may initiate federal district court proceedings to enjoin violations of the FTC Act and to secure such equitable relief as may be appropriate in each case. 15 U.S.C. § 53(b).

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#### DEFENDANTS

5. Defendant RTC Research & Development, LLC ("RTC") is a New Jersey limited liability company with its principal office or place of business at 2231 Landmark Place, Manasquan, NJ 08736. At times material to this Complaint, RTC purported that it owned the intellectual property rights for Xenadrine EFX. At times material to this Complaint, acting alone or in concert with others, RTC has advertised, marketed, distributed, and/or sold Xenadrine EFX to consumers throughout the United States. RTC transacts or has transacted business in the District of New Jersey.

6. Defendant Robert Chinery, Jr. ("Robert Chinery") is President and sole shareholder of Nutraquest, Inc., previously named Cytodyne Technologies, Inc. ("Nutraquest"), which has filed a petition for bankruptcy and is not a named defendant. At times material to this Complaint, Robert Chinery was the President of RTC and also had a twelve and one-half percent ownership interest in Cytodyne, LLC, previously named Everrich, LLC ("Cytodyne, LLC") through another limited liability company. At times material to this Complaint, acting individually or in concert with others, Robert Chinery has formulated, directed, participated in, or had authority to control the policies, acts, or practices of Nutraquest and RTC, including the acts or practices alleged in this Complaint. Robert Chinery resides and transacts or has transacted business in the District of New Jersey.

7. Defendant Tracy A. Chinery ("Tracy Chinery") was, at times material to this Complaint, the Secretary and the Vice-President of Nutraquest. At times material to this Complaint, Tracy Chinery was the Managing Member of and had an eighty percent ownership interest in RTC, and was the trustee of trusts that owned the remaining twenty percent. At times material to this Complaint, acting individually or in concert with others, Tracy Chinery has formulated, directed, participated in, or had authority to control the policies, acts, or practices of Nutraquest and RTC, including the acts or practices alleged in this Complaint. Tracy Chinery resides and transacts or has transacted business in the District of New Jersey.

8. Defendants Robert Chinery, Tracy Chinery, and RTC have operated a common business enterprise while engaging in the deceptive acts and practices alleged below and are therefore jointly and severally liable for said acts and practices.

#### **COMMERCE**

9. The acts and practices of Defendants alleged in this Complaint have been in or affecting commerce, as "commerce" is defined in Section 4 of the FTC Act, 15 U.S.C. § 44.

### **DEFENDANTS' COURSE OF BUSINESS**

10. Defendants Robert Chinery, Tracy Chinery, and RTC and non-defendant Nutraquest have labeled, advertised, offered for sale, sold, and distributed purported weight loss products to the public. These products include Xenadrine EFX, a dietary supplement marketed since at least 2002. Nutraquest asserts that, in January 2002, it acquired from RTC a license to market and sell Xenadrine EFX.

11. Xenadrine EFX is a tablet containing, among other ingredients, green tea extract, yerba mate, and bitter orange. A 120-tablet bottle of Xenadrine EFX – a one-month supply – sold for approximately \$40. In 2002, sales of Xenadrine EFX exceeded \$72 million. From January through May 2003, sales of Xenadrine EFX exceeded \$28 million.

12. Nutraquest and Defendant Robert Chinery commissioned several studies of Xenadrine EFX that measured the weight of study subjects over periods ranging from two weeks to ten weeks. None of these studies show substantial weight loss caused by Xenadrine EFX. According to one of these studies, subjects taking Xenadrine EFX on average lost only 1.5 pounds over ten weeks, while the control group taking a placebo instead of Xenadrine EFX lost on average 2.5 pounds over the same time period.

13. In May 2003, Defendant Robert Chinery, together with others, established Cytodyne, LLC. In May 2003, the purported license between Nutraquest and Defendant RTC was terminated. Cytodyne, LLC then entered into a licensing agreement with RTC and took over the marketing and sale of Xenadrine EFX. The license between Cytodyne, LLC and RTC includes a clause that requires Cytodyne, LLC to disclose Xenadrine EFX advertising to RTC and gives RTC the right to disapprove the advertising. Since May 2003, Cytodyne, LLC has labeled, advertised, offered for sale, sold, and distributed Xenadrine EFX to the public. From June 2003 through mid-August 2004, sales of Xenadrine EFX exceeded \$61 million. During that latter period, Cytodyne, LLC made royalty payments to RTC of over \$6 million.

14. Defendants have advertised Xenadrine EFX through nationally disseminated television advertisements, magazine advertisements, and the <u>www.cytodyne.com</u> and <u>www.xenadrine.com</u> websites. Magazine advertisements for Xenadrine EFX have appeared in *People, TV Guide, Cosmopolitan, Glamour, Let's Live, Men's Fitness, Women's World*, and other publications. The product was available for purchase from retail stores, over the Internet, and through direct sales.

15. To induce consumers to purchase Xenadrine EFX, Defendants Robert Chinery, Tracy Chinery, and RTC have disseminated or caused to be disseminated advertisements for Xenadrine EFX, including but not necessarily limited to the attached Exhibits A through J. These advertisements contain the following statements and depictions, among others:

Nutraquest Advertisements

#### a. Introducing the most advanced fat-loss formula ever created!

## **Clinically Proven to Deliver Dramatic Results – Fast!**

New Xenadrine-EFX has only been available for a very short time, and already it's the fastest growing fat-burning supplement on the market. The reason is simple. It's [sic] revolutionary new thermogenic formula burns body-fat faster than any other product on the market today! . . . Look at Bobby Aldridge. He's just one of thousands of Americans who are quickly finding out how well this amazing supplement can change their lives. . . . This new entry represents an entirely new level of effectiveness and the next generation in weight-loss technology.

In fact, in a recent landmark university study, Xenadrine-EFX exhibited such extraordinary effects on metabolism and caloric expenditure that even the researchers were shocked! And in recent case studies, every participant dropped body-fat at a record pace, up to 20 pounds in only 14 days! Nothing, not even the most powerful ephedrine-based products can match those results. This one-of-a-kind super supplement also enhances mental focus, provides powerful antioxidant activity and suppresses appetite. You simply cannot find a faster, more effective way to take the weight off.

. . .

Bobby Aldridge Lost 56 Pounds In 12 Weeks With Xenadrine EFX!

• • •

The Guaranteed Easiest & Fastest Way to Take the Weight Off!

Exhibit A (magazine advertisement)

b. "It's True! I lost 16 Pounds in Just 2 Weeks. Unbelievable!" – Lauren Berry

#### A Better Body In Just Two Weeks!

The extraordinary power of new Xenadrine-EFX is proving to be the key to a better body for thousands of people all across America. Lauren lost an incredible 16 pounds in just two weeks while dramatically increasing her energy levels. With Xenadrine-EFX, the results aren't just "unbelievable," they're a scientific fact.

You see, Xenadrine-EFX is the only diet supplement of its kind that's

clinically proven to deliver dramatic results – <u>without ephedrine</u>. It doesn't matter if you've got 16 pounds to lose, like Lauren, or 50, or 100. Xenadrine's advanced, thermogenic formula accelerates your body's metabolism so you'll see rapid reductions in weight and incredible increases in your energy levels. You'll start seeing the results almost immediately. Guaranteed!

Exhibit B (magazine advertisement)

c. Darlene After Losing 19 Pounds in <u>14 Days!</u>

Lauren After Losing 16 Pounds in <u>14 Days</u>!

Matt After Losing 15 Pounds in 10 Days!

Beth After Losing 15 pounds in <u>14 Days</u>!

## Losing Weight Just Got A Whole Lot Easier... and Faster, Too! Thanks to Revolutionary New Xenadrine-EFX!

If you want to know how to lose those extra pounds really fast, we've got the answer. Xenadrine-EFX.

Nothing works like Xenadrine! That's because Xenadrine-EFX is clinically proven to deliver dramatic results fast. New Xenadrine-EFX is so effective, you'll start seeing and feeling the results immediately. And even more amazing is the fact that it produces these results without the use of ephedrine.

It's the advanced thermogenic formula that makes Xenadrine-EFX dramatically different from virtually any other diet product. Because it literally "cranks up" your body's metabolism for rapid reductions in body fat and an incredible boost in your energy level. In fact, new Xenadrine-EFX is so effective at increasing metabolism that it was recently tested head-to-head in an independent clinical study against two leading ephedrine-based diet products and it significantly outperformed them both. You really have to experience the incredible difference for yourself to believe it.

Yes! Losing weight really can be fast and easy. With New Xenadrine-EFX. The most advanced weight loss supplement in the world!

Exhibit C (magazine advertisement)

d.	Announcer:	"If this is the year that you're going to lose weight, do it		
		with Xenadrine EFX."		
	Video:	Woman #1 next to a "Before" picture of herself and		
		superscript: "Lost 101 Pounds!"		

Woman #1:	"I'll never look like that again."		
Video:	Man #1 next to a "Before" picture of himself and		
	superscript "Lost 75 Pounds!"		
Man #1:	"Xenadrine means business."		
Announcer:	"Xenadrine EFX is the first diet supplement of its kind.		
	Clinically proven to deliver dramatic results without ephedrine."		
Video:	Bottle of "Xenadrine EFX" and superscript: "CLINICALLY PROVEN! EPHEDRINE FREE! DRAMATIC RESULTS!"		
Video:	Man #2 next to a "Before" picture of himself and superscript: "Lost 37 Pounds!"		
Man #2:	"Believe me, this stuff really works."		
Video:	Woman #2 next to a "Before" picture of herself and superscript: "Lost 100 Pounds!"		
Woman #2:	"I can't believe that was me."		
Video:	Woman #3 next to a "Before" picture of herself and superscript: "Lost 78 Pounds!"		
Woman #3:	"How's this for results?"		
Announcer:	"Xenadrine EFX, the guaranteed easiest and fastest way to take off the weight."		
Video:	Woman #4 next to a "Before" picture of herself and superscript: "Lost 124 Pounds!"		
Woman #4:	"Finally something that works."		

Exhibit D (thirty-second television advertisement)

# Cytodyne, LLC Advertisements

e. *Misty Lee Lost 25 Pounds Faster And Easier Than She Ever Dreamed Possible With Xenadrine-EFX!* 

. . .

John Murphy lost 37 Pounds in just weeks!

Kelly Kinney lost 101 Pounds!

Holli Whitacre lost over 100 Pounds!

# All of these people just discovered the most incredible weight loss product in the world...and it shows!

There's safety in numbers. That's why it's nice to know that there are

millions of people around the world happily counting the pounds they've lost with revolutionary new Xenadrine-EFX.

What makes us different than all the rest? Xenadrine-EFX really works! It's been clinically proven to help you burn fat safely and effectively, without ephedrine. Our incredibly advanced thermogenic formula literally "revs up" your body's metabolism for rapid reductions in body-fat and an incredible boost to your energy levels.

Amazingly, Xenadrine-EFX's unique formula of advanced thermogenic compounds actually triggers unprecedented results without the use of ephedrine. In fact, it's the only product of its kind proven *more effective* than ephedrine-based fat burners in head-to-head clinical testing. Best of all, you'll start to see and feel the difference almost overnight and even without strict dieting or exercise! It's about time you discovered the most incredible weight loss product in the world. Clinically proven Xenadrine-EFX. The Guaranteed Easiest and Fastest Way To Take Off the Weight!

Video:	Claudette Garza with a photograph labeled "Before
	Claudette Garza lost 22 Pounds!"
Announcer 1:	"Xenadrine EFX, the world's number one diet
	supplement presents swimsuit season."
Video:	Joey Anderson with a photograph labeled "Before
	Joey Anderson lost 55 Pounds!"
Announcer 2:	"Slip into something sleek and sexy, and start strutting your stuff."
Video:	Hazel Nelson with a photograph labeled "Before
	Hazel Nelson lost 25 Pounds!"
Announcer 1:	"Xenadrine EFX can help make it happen, fast and
	easy."
Video:	Dan Tedtman with a photograph labeled "Before Dan
	Tedtman lost <b>35 pounds!</b> "
Announcer 2:	"These real people are living proof of Xenadrine
	EFX's unsurpassed thermogenic power."
Video:	Alexis Graham with a photograph labeled "Before
	Alexis Graham lost <b>113 pounds!</b> "
Announcer 2:	"Increase your metabolism and get dramatic results
	without ephedra."
Video:	Bottle of Xenadrine EFX with "CLINICALLY
	TESTED" on its label and superscript "FAST!
	EASY! EPHEDRA-FREE!"
Announcer 1:	"So come on, start turning some heads with
	Xenadrine EFX. Number one in the world because it

Exhibit E (two-page magazine advertisement)

f.

Video:

really works." Robert Hale with a photograph labeled "*Before* Robert Hale lost **85 pounds!**"

### Exhibit F (thirty-second television advertisement)

g. The Shape Of Things To Come ...With Xenadrine-EFX.

Melissa lost	Patrick lost	Kelly Lost	Jennifer Lost
45 Pounds!	64 Pounds!	110 Pounds!	52 Pounds!

Melissa, Patrick, Kelly and Jennifer are happier than ever before – because they all lost incredible amounts of weight, and kept it off, with Xenadrine-EFX.

"If it wasn't for Xenadrine-EFX, I wouldn't have lost my weight as quickly and as easily as I did." says Melissa. And Patrick agrees. "I've used plenty of products in the past to help with weight loss and improve my energy levels, and Xenadrine-EFX has far surpassed anything I've ever used. I'm a new person thanks to Xenadrine-EFX."

These are just a few of the thousands of people who have achieved real weight loss success with Xenadrine-EFX. Its thermogenic, ephedra-free formula increases metabolism and reduces calories which helped them achieve significant decreases in body fat levels. In fact, the Xenadrine-EFX formula was clinically tested against two leading ephedra-based thermogenic supplements and outperformed them both for the boosting of metabolism and resulting caloric expenditure. [footnotes with citations omitted]

# Xenadrine-EFX Real People. Real Science. Real Success.

Exhibit G (magazine advertisement)

h. Losing Weight Was The Best Thing I Ever Did For Myself!

## Jennifer Lost An Incredible 52 Pounds And Kept It Off With Xenadrine-EFX!

"One day, standing in front of my open closet, I started to cry. None of my clothes fit anymore." That's when Jennifer made up her mind to do something about it. She started using Xenadrine-EFX, lost 52 pounds, and has kept off the

weight.

. . .

"Sure I'd tried other diets, but with Xenadrine-EFX, it was like the pounds just started disappearing," she says. "And it didn't make me feel jittery like the stuff I'd used in the past."

What makes Xenadrine-EFX so different from other diet supplements is the thermogenic, ephedra-free formula that increases your metabolism and helps control your appetite, which helped Jennifer achieve significant decreases in body fat levels. In fact, the Xenadrine-EFX formula was clinically tested against two leading ephedra-based thermogenic supplements and outperformed them both in boosting metabolism and resulting caloric expenditures. [footnotes with citations omitted]

If Jennifer can do it, so can you. With Xenadrine-EFX. The #1 diet supplement in the world because it works!

### Xenadrine-EFX

Real People. Real Science. Real Success.

Exhibit H (magazine advertisement)

# i. "I lost 100 pounds and I owe it all to Xenadrine-EFX. If I can do it, you can too!"

Holli Whitacre

"I look in the mirror and I still can't believe that it's me!" Holli says today. "I'm 100 pounds lighter and I feel 100% healthier! I love what Xenadrine-EFX has done for me."

Xenadrine-EFX worked for Holli and it will work for you. This amazing weight loss technology attacks body fat by increasing your metabolism better than any other product on the market today. Its unique formula combines a new generation of advanced thermogenic components that work together to stimulate significant increases to your metabolism and subsequently burn calories. Simply stated, Xenadrine-EFX helps you to burn fat more quickly.

And here's more good news. Xenadrine-EFX doesn't contain ephedra. In fact, it is the only thermogenic diet product that has been proven in head to head clinical studies to be more effective than ephedra-based fat burners. Scientifically designed to burn fat and maintain muscle, this revolutionary formula has quickly become the #1 diet supplement in America.

Xenadrine-EFX is the fastest and easiest way to dramatic and long term weight loss. Put Xenadrine-EFX to work for you and discover the unprecedented fat burning power of the next generation in weight-loss technology! Exhibit I (magazine advertisement translated from the original Spanish to English)

# j. "It was marvelous to lose 20 lbs. It's even better not to gain them back with Xenadrine-EFX."

Over a year ago, Claudette lost more than 20 pounds thanks to Xenadrine-EFX, and she feels happier than ever. As she, herself, says: "In a few weeks, I went down four clothing sizes. It's a fact: Xenadrine-EFX changed my life forever!"

But what really makes Claudette's story so incredible is that she has managed to keep the weight off for more than a year... with the help of Xeandrine-EFX, a sensible diet, and regular exercise.

What makes Xenadrine-EFX so effective is its exclusive ephedra-free thermogenic formula, which helps to speed up your metabolism and control your appetite. In fact, the Xenadrine-EFX formula has been clinically proven in comparison with two thermogenic ephedra-based supplements, and in both cases, it had better results in stimulating the metabolism and burning calories. [footnotes with citations omitted]

Xenadrine-EFX: The most popular diet supplement worldwide, because it works!

Xenadrine-EFX Real People. Real Science. Real Success.

Exhibit J (magazine advertisement translated from the original Spanish to English)

## THE FTC ACT

16. Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), prohibits unfair or deceptive acts

or practices in or affecting commerce. Section 12(a) of the FTC Act, 15 U.S.C. § 52(a), prohibits

the dissemination of any false advertisement in or affecting commerce for the purpose of

inducing, or which is likely to induce, the purchase of food, drugs, devices, services, or cosmetics.

For the purposes of Section 12 of the FTC Act, 15 U.S.C. § 52, Xenadrine EFX is either a "food"

or "drug" as defined in Section 15(b) and (c) of the FTC Act, 15 U.S.C. §§ 55(b), (c). As set forth below, the Defendants have engaged and/or are continuing to engage in such unlawful practices in connection with the advertising, marketing, and sale of Xenadrine EFX.

## UNFAIR OR DECEPTIVE ACTS OR PRACTICES IN VIOLATION OF THE FTC ACT

#### COUNT ONE

#### **Deceptive Representations Regarding Xenadrine EFX's Efficacy and Clinical Proof**

17. Through the means described in Paragraph 15, Defendants have represented, expressly or by implication, that:

- a. Xenadrine EFX causes rapid and substantial weight loss;
- b. Xenadrine EFX causes rapid and substantial fat loss;
- c. Xenadrine EFX enables users to lose as much as fifteen pounds in ten days;
- d. Xenadrine EFX causes rapid and substantial weight loss without the need to reduce caloric intake or increase physical activity;
- e. Xenadrine EFX causes permanent or long-term weight loss;
- f. Xenadrine EFX is clinically proven to cause rapid and substantial weight loss;
- g. Xenadrine EFX is clinically proven to be more effective than leading ephedrine-based diet products;
- h. A clinical test that purportedly proves that Xenadrine EFX is more effective than leading ephedrine-based diet products was independent; and
- i. Xenadrine EFX is clinically proven to cause virtually all users to

experience rapid and substantial weight and fat loss, including as much as twenty pounds in fourteen days.

18. The representations set forth in Paragraph 17 are false or were not substantiated at the time the representations were made.

19. Therefore, the making of the representations set forth in Paragraph 17 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 FTC Act, 15 U.S.C. §§ 45(a) and 52.

#### COUNT TWO

#### **Consumer Endorsement Claims**

20. Through the means described in Paragraph 15, Defendants have represented, expressly or by implication, that persons who appeared in Xenadrine EFX advertisements achieved the weight loss reported in those ads solely through the use of Xenadrine EFX.

21. The representation set forth in Paragraph 20 is false. Persons who appeared in the Xenadrine EFX advertisements engaged in rigorous diet and/or exercise programs in order to lose weight, and some were provided with a personal trainer.

22. Therefore, the making of the representation set forth in Paragraph 20 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 FTC Act, 15 U.S.C. §§ 45(a) and 52.

## **COUNT THREE**

#### **Deceptive Representation Regarding Endorsers**

23. Through the means described in Paragraph 15, Defendants have presented testimonials for Xenadrine EFX by consumer endorsers who purportedly lost weight in the ordinary course of using the product. Defendants have failed to disclose that Defendants paid the

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endorsers from \$1,000 to \$20,000 in connection with their endorsing Xenadrine EFX. This fact would be material to consumers in their purchase or use decisions regarding Xenadrine EFX. Therefore, the failure to disclose this fact, in light of the representation made, constitutes a deceptive practice, and the making of false advertisements, in or affecting commerce, in violation of Sections 5(a) and 12 of the FTC Act, 15 U.S.C. §§ 45(a) and 52.

#### **INJURY**

24. Consumers throughout the United States have suffered and continue to suffer substantial monetary loss as a result of Defendants' unlawful acts or practices. In addition, the Defendants have been unjustly enriched as a result of their unlawful practices. Absent relief by this Court, Defendants are likely to continue to injure consumers, reap unjust enrichment, and harm the public interest.

#### THIS COURT'S POWER TO GRANT RELIEF

25. Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), empowers this Court to grant injunctive and such other relief as the Court may deem appropriate to halt and redress violations of the FTC Act. The Court, in the exercise of its equitable jurisdiction, may award other ancillary relief, including, but not limited to, rescission of contracts and restitution, and the disgorgement of ill-gotten gains, caused by Defendants' law violations.

## **PRAYER FOR RELIEF**

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

1. Enjoin Defendants permanently from violating Sections 5 and 12 of the FTC Act, in connection with the advertising or sale of food, drugs, dietary supplements, devices, cosmetics, or other products, services or programs;

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2. Award such equitable relief as the Court finds necessary to redress injury to consumers resulting from Defendants' violations of Sections 5(a) and 12 of the FTC Act, including, but not limited to, rescission of contracts and restitution, and the disgorgement of ill-gotten gains; and

3. Award Plaintiff the costs of bringing this action and any other equitable relief the relief as the Court may determine to be just and proper.

Dated: July 11, 2005

Respectfully submitted,

WILLIAM BLUMENTHAL General Counsel

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