```
WILLIAM E. KOVACIC
 1
   General Counsel
   GREGORY A. ASHE
   AMY M. LLOYD
   Federal Trade Commission
   600 Pennsylvania Ave., N.W., NJ-2122
   Washington, D.C. 20580
 4
    (202) 326-3719 (voice)
 5
    (202) 326-2558 (facsimile)
 6
   RAYMOND MCKOWN (Cal. Bar No. 150975)
   Federal Trade Commission
   Western Regional Office - Los Angeles
   10877 Wilshire Blvd, Suite 700
   Los Angeles, CA 90024
    (310) 824-4325
   Attorneys for Plaintiff
10
11
                      UNITED STATES DISTRICT COURT
                      CENTRAL DISTRICT OF CALIFORNIA
12
13
    FEDERAL TRADE COMMISSION,
                                           No. CV04-8013-AHM (JWJx)
14
              Plaintiff,
                                           AMENDED COMPLAINT FOR
15
                                           PERMANENT INJUNCTION AND
         V.
                                           OTHER EQUITABLE RELIEF
16
    FGH INTERNATIONAL CORPORATION,
    et al.,
17
              Defendants.
18
19
        Plaintiff, Federal Trade Commission ("FTC"), by its
20
   undersigned attorneys, for its complaint alleges:
21
              The FTC brings this action under Sections 13(b) and 19
22
   of the Federal Trade Commission Act ("FTC Act"), 15 U.S.C.
23
   §§ 53(b) and 57b, and the Telemarketing and Consumer Fraud and
24
   Abuse Prevention Act ("Telemarketing Act"), 15 U.S.C. § 6101 et
25
   seq., to secure preliminary and permanent injunctive relief,
26
   rescission of contracts, restitution, disgorgement of ill-gotten
```

gains, and other equitable relief against Defendants for engaging

in deceptive acts or practices in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), and for engaging in deceptive and abusive telemarketing acts or practices in violation of the FTC's Trade Regulation Rule entitled "Telemarketing Sales Rule" ("TSR"), 16 C.F.R. Part 310, as amended, in connection with the advertising, marketing and sale of instructional programs.

JURISDICTION AND VENUE

- 2. This Court has subject matter jurisdiction over Plaintiff's claims pursuant to 15 U.S.C. §§ 45(a), 53(b), 57b, 6102(c) and 6105(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).

THE PARTIES

- 4. Plaintiff **Federal Trade Commission** is an independent agency of the United States Government created by the FTC Act, 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 TSR, which prohibits deceptive or abusive telemarketing acts or practices. The FTC may initiate federal district court proceedings, through its attorneys, to enjoin violations of the FTC Act and the TSR, and to secure such other equitable relief, including rescission of contracts and restitution, and disgorgement of ill-gotten gains, as may be appropriate in each case. 15 U.S.C. §§ 53(b), 57b, and 6105(b).
- 5. Defendant **FGH International Corporation**("FGH USA") is a California company with its principal place of business in Van

Nuys, California. FGH USA has or had a mailing address at P.O. Box 4392, Panorama City, California. FGH USA transacts or has transacted business in this district.

- 6. Defendant **FGH International S.R.L.** ("FGH Peru") is a Peruvian company with its principal place of business in Lima, Peru. FGH Peru transacts or has transacted business in this district
- 7. Defendant Inti California, Inc. ("Inti") is a California company with its principal place of business in Van Nuys, California. Inti transacts or has transacted business in this district.
- 8. Defendant Jaime Jhonny Rojas Villanueva, a/k/a Jhonny Rojas, Franco Quintero Morales, and Franco Quintero, is a principal, owner, manager, or director of FGH USA, FGH Peru, and Inti. At all times material to this complaint, acting alone or in concert with others, he has formulated, directed, controlled or participated in the acts and practices set forth in this complaint. He resides in and transacts or has transacted business in this district.
- 9. Defendant Wilson Edgar Rojas Villanueva, a/k/a Wilson Rojas, is a principal, owner, manager, or director of FGH USA, FGH Peru, and Inti. At all times material to this complaint, acting alone or in concert with others, he has formulated, directed, controlled or participated in the acts and practices set forth in this complaint. He resides in and transacts or has transacted business in this district.

10. At all times relevant to this complaint, Defendants have operated as a common enterprise to advertise, market, and sell instructional programs.

COMMERCE

11. At all times relevant to this complaint, Defendants have maintained a substantial course of trade in or affecting commerce, as "commerce" is defined in Section 4 of the FTC Act, 15 U.S.C. § 44.

COURSE OF CONDUCT

- 12. Since at least September 2001, and continuing thereafter, Defendants have promoted and sold, via telemarketing, instructional programs, purportedly to teach consumers how to speak English or become an auto mechanic, to consumers throughout the United States, specifically targeting consumers whose first language is Spanish.
- 13. Defendants engage in outbound telemarketing (i.e., Defendants' telemarketers initiate calls to consumers).

 Defendants' telemarketers typically introduce themselves to a consumer as being affiliated with a federal or state government program. The telemarketers state that the consumer has been selected by the government as one of several Hispanics in his or her state to receive subsidized training (consisting of a series of videotapes, computer disks, and workbooks) to learn English or become an auto mechanic. The telemarketers explain that the consumer has been selected to receive the program at a discounted price, typically around \$500, with the government paying the remainder of the cost of the program. In many instances, the

telemarketers explain that the consumer can pay in installments, with the first installment (between \$150 and \$300) being paid as a Cash on Delivery ("COD") payment to Federal Express (who delivers the materials).

- 14. In most instances, regardless of whether the consumer agrees to purchase Defendants' program, a few days after the initial telephone call, Defendants send the consumer a letter stating that the materials will arrive via Federal Express COD on a specified date and the consumer is expected to remit the COD payment at the time of delivery. The materials consist of a series of videotapes, computer disks, and workbooks.
- 15. If a consumer refuses the Federal Express package or, prior to the material's arrival, calls Defendants to explain that he or she did not order the materials, Defendants attempt to intimidate the consumer into paying. Typically, shortly after the consumer calls or refuses the Federal Express package, Defendants' representatives, often purporting to be Defendants' attorney, call the consumer and threaten legal action if the requested amount is not paid. In some instances, Defendants' representatives threaten to report the consumer to immigration authorities for deportation if her or she does not pay the requested amount. In some instances, Defendants demand that the consumer pay the full amount of the program or, in some cases, a "discounted" price of around \$300. In other instances, they demand that the consumer pay a "cancellation fee" of around \$100. In many instances, consumers, fearing the threatened legal

action, submit to Defendants' demands and wire transfer the requested amount to Defendants.

- 16. Since at least October 17, 2003, Defendants have called, or have caused telemarketers to call, consumers' telephone numbers that are on the National Do Not Call Registry.
- 17. Defendants have not accessed the National Do Not Call Registry to download registered telephone numbers.
- 18. Since at least October 17, 2003, Defendants have called, or have caused telemarketers to call, telephone numbers in various area codes without first paying the annual fee for access to the telephone numbers within such area codes that are included in the National Do Not Call Registry.

THE FEDERAL TRADE COMMISSION ACT

19. Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), prohibits unfair or deceptive acts or practices in or affecting commerce. Misrepresentations or omissions of material fact constitute deceptive acts or practices prohibited by Section 5(a) of the FTC Act.

VIOLATIONS OF SECTION 5(a) OF THE FTC ACT COUNT ONE

20. In numerous instances, in connection with the sale, offering for sale, or distribution of instructional programs, Defendants represent, expressly or by implication, that (a) they are an agency of, or affiliated with, the Federal government or a state government and (b) consumers have been selected by the government to receive subsidized training to learn English or become an auto mechanic.

- 21. In truth and fact, (a) Defendants are not an agency of, or affiliated with, the Federal government or any state government and (b) consumers have not been selected by the government to receive subsidized training to learn English or become an auto mechanic.
- 22. Therefore, the representations set forth in paragraph 20 are false and misleading and constitute deceptive acts and practices in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).

COUNT TWO

- 23. In numerous instances, in connection with the sale, offering for sale, or distribution of instructional programs, Defendants have sent materials to consumers who did not order them, and demanded payment from those consumers.
- 24. Defendants' practices of demanding payment from consumers who did not order their materials causes or is likely to cause substantial injury to consumers that is not reasonably avoidable by consumers themselves and is not outweighed by countervailing benefits to consumers or competition.
- 25. Therefore Defendants' practices as alleged in paragraph 23, are unfair in violation of Section 5(a) of the FTC Act, 15 U.S.C. \$ 45(a).

THE FTC'S TELEMARKETING SALES RULE

26. In 1994, Congress directed the FTC to prescribe rules prohibiting abusive and deceptive telemarketing acts or practices pursuant to the Telemarketing Act, 15 U.S.C. §§ 6101-6108. On August 16, 1995, the FTC adopted the TSR, 16 C.F.R. Part 310,

which became effective on December 31, 1995. On January 29, 2003, the FTC amended the TSR by issuing a Statement of Basis and Purpose and the final amended TSR. 68 Fed. Reg. 4580, 4669. Except for specific provisions relating to the National Do Not Call Registry, the amended TSR became effective March 31, 2003.

- 27. Among other things, the amended TSR established a "do-not-call" registry, maintained by the FTC (the "National Do Not Call Registry"), of consumers who do not wish to receive certain types of telemarketing calls. Consumers register their telephone numbers on the National Do Not Call Registry without charge either through a toll-free telephone call or over the Internet at www.donotcall.gov.
- 28. Since September 2, 2003, sellers, telemarketers, and other permitted organizations have been able to access the National Do Not Call Registry over the Internet at www.telemarketing.donotcall.gov to download the registered numbers.
- 29. On or after December 31, 1995, the TSR prohibits telemarketers and sellers from misrepresenting, directly or by implication, their affiliation with, or endorsement by, any government or third-party organization. 16 C.F.R. \$ 310.3(a)(2)(vii).
- 30. On or after December 31, 1995, the TSR prohibits telemarketers and sellers from making any false or misleading statements to induce any person to pay for goods or services. 16 C.F.R.§ 310.3(a)(4).

- 31. On or after December 31, 1995, the TSR prohibits telemarketers and sellers from using threats or intimidation. 16 C.F.R. \S 310.4(a)(1).
- 32. On or after October 17, 2003, the amended TSR prohibits sellers and telemarketers from calling numbers on the National Do Not Call Registry. 16 C.F.R. \$ 310.4(b)(1)(iii)(B).
- 33. On or after October 17, 2003, the amended TSR prohibits sellers and telemarketers generally from calling any telephone number within a given area code unless the seller first has paid the annual fee for access to the telephone numbers within that area code that are included in the National Do Not Call Registry. 16 C.F.R. § 310.8(a) and (b).
- 34. Pursuant to Section 3(c) of the Telemarketing Act, 15 U.S.C. § 6102(c), and Section 18(d)(3) of the FTC Act, 15 U.S.C. § 57a(d)(3), violations of the TSR constitute unfair or deceptive acts or practices in or affecting commerce, in violation of Section 5(a) of the FTC Act, 15 U.S.C. § 45(a).
- 35. Defendants are "sellers" or "telemarketers" engaged in "telemarketing," as those terms are defined in the TSR, 16 C.F.R. \$\$ 310.2(z), (t) & (u).

VIOLATIONS OF THE TELEMARKETING SALES RULE COUNT THREE

36. In numerous instances, in the course of offering for sale and selling at-home instructional programs through telemarketing, Defendants have misrepresented, directly or by implication, their affiliation with, or endorsement by, a government entity.

37. Defendants have thereby violated Section
310.3(a)(2)(vii) of the Telemarketing Sales Rule,16 C.F.R. § 310.
3(a)(2)(vii).

COUNT FOUR

- 38. In numerous instances, in the course of offering for sale and selling at-home instructional programs through telemarketing, Defendants have made false or misleading statements, such as threats of legal action, to induce consumers to pay for goods.
- 39. Defendants have thereby violated Section 310.3(a)(4) of the Telemarketing Sales Rule, 16 C.F.R. § 310.3(a)(4).

COUNT FIVE

- 40. In numerous instances, in the course of offering for sale and selling at-home instructional programs through telemarketing, Defendants have used threats or intimidation to coerce consumers to pay Defendants.
- 41. Defendants have thereby violated Section 310.4(a)(1) of the Telemarketing Sales Rule, 16 C.F.R. \S 310.4(a)(1).

COUNT SIX

- 42. Since at least October 17, 2003, in numerous instances, in the course of offering for sale and selling instructional programs through telemarketing, Defendants have initiated, or caused others to initiate, an outbound telephone call to a person's telephone number on the National Do Not Call Registry.
- 43. Defendants have thereby violated Section
 310.4(b)(1)(iii)(B) of the Telemarketing Sales Rule. 16 C.F.R.
 § 310.4(b)(1)(iii)(B).

COUNT SEVEN

- 44. Since at least October 17, 2003, in numerous instances, in the course of offering for sale and selling instructional programs through telemarketing, Defendants have initiated, or caused others to initiate, an outbound telephone call to a telephone number within a given area code without the required annual fee having been paid for access to the telephone numbers within that area code that are included in the National Do Not Call Registry.
- 45. Defendants have thereby violated Section 310.8 of the Telemarketing Sales Rule. 16 C.F.R. § 310.8.

CONSUMER INJURY

46. Consumers throughout the United States have suffered, and continue to suffer, substantial monetary loss as a result of Defendants' unlawful acts and practices. In addition, Defendants have been unjustly enriched as a result of their unlawful acts and practices. Absent injunctive 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

- 47. Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), empowers this Court to grant a permanent injunction, rescission of contracts and restitution, disgorgement of ill-gotten gains, and other equitable relief to prevent and remedy any violations of any provision of law enforced by the FTC.
- 48. Section 19 of the FTC Act, 15 U.S.C. § 57b, and Section 6(b) of the Telemarketing Act, 15 U.S.C. § 6105(b), authorize

this Court to grant such relief as the Court finds necessary to redress injury to consumers or other persons resulting from Defendants' violations of the TSR, including the rescission of contracts and restitution, and disgorgement of ill-gotten gains.

PRAYER FOR RELIEF

WHEREFORE, Plaintiff, the Federal Trade Commission, pursuant to Sections 13(b) and 19 of the FTC Act, 15 U.S.C. §§ 53(b) and 57b, and the Court's own equitable powers, requests that this Court:

- (a) Award plaintiff such preliminary injunctive 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, including, but not limited to, temporary and preliminary injunctions and an order freezing assets;
- (b) Permanently enjoin Defendants from violating the FTC Act and the Telemarketing Sales Rule as alleged herein;
- (c) Award such equitable relief as the Court finds necessary to redress injury to consumers resulting from Defendants' violations of the FTC Act and the Telemarketing Sales Rule including, but not limited to, rescission of contracts and restitution, and disgorgement of ill-gotten gains by Defendants; and
- 24 //

- 25 //
- 26 //
- 27 //

24

25

26

27

28

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

Dated: December 7, 2004

Respectfully submitted,

WILLIAM E. KOVACIC General Counsel

/s/ Gregory A. Ashe

GREGORY A. ASHE AMY M. LLOYD Federal Trade Commission 600 Pennsylvania Ave., N.W., NJ2122 Washington, D.C. 20580 (202) 326-3719 (voice) (202) 326-2558 (facsimile)

RAYMOND MCKOWN (Cal. Bar No. 150975) Federal Trade Commission Western Regional Office 10877 Wilshire Blvd, Suite 700 Los Angeles, CA 90024 (310) 824-4325

Attorneys for Plaintiff