	Case 2:08-cv-05300-VAP-OP Document 1 Filed 08/13/08 Page 1 of 58	
1 2 3 4 5 6	WILLIAM BLUMENTHAL General Counsel CHRISTINE J. LEE (CA Bar No. 211462) THEODORE H. HOPPOCK GREGORY W. FORTSCH Federal Trade Commission 600 Pennsylvania Avenue NW, NJ-3212 Washington, DC 20580 Phone: 202-326-2095 (Lee), -3087 (Hoppock), -3617 (Fortsch) Fax: 202-326-3259	FILED
7 8 9 10	STACY RENE PROCTER (Local Counsel) CA Bar No. 221078 Federal Trade Commission 10877 Wilshire Boulevard, Suite 700 Los Angeles, CA 90024 Phone: (310) 824-4366 Fax: (310) 824-4380	
11 12 13	Attorneys for Plaintiff Federal Trade Commission UNITED STATES DISTRICT COURT CENTRAL DISTRICT OF CALIFORNIA	
14 15 16	Plaintiff, CV 08 - 05300 PA	
17 18 19 20 21 22	AIRBORNE, INC., also d/b/a KNIGHT- MCDOWELL LABS; AIRBORNE HOLDINGS, INC.; VICTORIA KNIGHT- MCDOWELL, also d/b/a AIRBORNE, INC., also d/b/a KNIGHT-MCDOWELL LABS; and THOMAS JOHN MCDOWELL, a/k/a RIDER MCDOWELL, also d/b/a AIRBORNE, INC., also d/b/a KNIGHT MCDOWELL LABS	
23 24	Defendants.	
24 25 26	Plaintiff, the Federal Trade Commission ("FTC"), through its undersigned attorneys,	

1	1. Plaintiff FTC brings this action under Section 13(b) of the Federal Trade
2	Commission Act ("FTC Act"), 15 U.S.C. § 53(b), to secure a permanent injunction,
3	rescission or reformation of contracts, restitution, the refund of monies paid, disgorgement of
4	ill-gotten monies, and other equitable relief against Defendants for engaging in deceptive
5	acts or practices in connection with the advertising, marketing, and sale of the dietary
6	supplements Airborne Effervescent Health Formula ("Airborne Original"), Airborne On-
7	The-Go, Airborne Nighttime, Airborne Jr., and Airborne Power Pixies (all products,
8	collectively, "Airborne Products"), which purport to prevent, treat, or cure colds and flu, in
9	violation of Sections 5(a) and 12 of the FTC Act, 15 U.S.C. §§ 45(a) and 52.
10	JURISDICTION AND VENUE
11	2. This Court has jurisdiction over this matter pursuant to 15 U.S.C. §§ 45(a),
12	52, and 53(b), and 28 U.S.C. §§ 1331, 1337(a) and 1345.
13	3. Venue in this District is proper under 15 U.S.C. § 53(b) and 28 U.S.C.
14	§§ 1391(b) and (c).
14 15	§§ 1391(b) and (c). THE PARTIES
15	THE PARTIES
15 16	THE PARTIES4.Plaintiff, the Federal Trade Commission, is an independent agency of the
15 16 17	THE PARTIES4.Plaintiff, the Federal Trade Commission, is an independent agency of theUnited States Government created by statute. See 15 U.S.C. §§ 41-58. The FTC enforces
15 16 17 18	THE PARTIES4.Plaintiff, the Federal Trade Commission, is an independent agency of theUnited States Government created by statute. See 15 U.S.C. §§ 41-58. The FTC enforcesSection 5(a) of the FTC Act, 15 U.S.C. § 45(a), which prohibits unfair or deceptive acts or
15 16 17 18 19	THE PARTIES4.Plaintiff, the Federal Trade Commission, is an independent agency of theUnited States Government created by statute. See 15 U.S.C. §§ 41-58. The FTC enforcesSection 5(a) of the FTC Act, 15 U.S.C. § 45(a), which prohibits unfair or deceptive acts orpractices in or affecting commerce. The FTC also enforces Section 12 of the FTC Act, 15
15 16 17 18 19 20	THE PARTIES4. Plaintiff, the Federal Trade Commission, is an independent agency of theUnited States Government created by statute. See 15 U.S.C. §§ 41-58. The FTC enforcesSection 5(a) of the FTC Act, 15 U.S.C. § 45(a), which prohibits unfair or deceptive acts orpractices in or affecting commerce. The FTC also enforces Section 12 of the FTC Act, 15U.S.C. § 52, which prohibits false advertisements for foods, drugs, devices, services, or
<ol> <li>15</li> <li>16</li> <li>17</li> <li>18</li> <li>19</li> <li>20</li> <li>21</li> </ol>	THE PARTIES4.Plaintiff, the Federal Trade Commission, is an independent agency of theUnited States Government created by statute. See 15 U.S.C. §§ 41-58. The FTC enforcesSection 5(a) of the FTC Act, 15 U.S.C. § 45(a), which prohibits unfair or deceptive acts orpractices in or affecting commerce. The FTC also enforces Section 12 of the FTC Act, 15U.S.C. § 52, which prohibits false advertisements for foods, drugs, devices, services, orcosmetics in or affecting commerce. The FTC, through its own attorneys, may initiate
<ol> <li>15</li> <li>16</li> <li>17</li> <li>18</li> <li>19</li> <li>20</li> <li>21</li> <li>22</li> </ol>	THE PARTIES4.Plaintiff, the Federal Trade Commission, is an independent agency of theUnited States Government created by statute. See 15 U.S.C. §§ 41-58. The FTC enforcesSection 5(a) of the FTC Act, 15 U.S.C. § 45(a), which prohibits unfair or deceptive acts orpractices in or affecting commerce. The FTC also enforces Section 12 of the FTC Act, 15U.S.C. § 52, which prohibits false advertisements for foods, drugs, devices, services, orcosmetics in or affecting commerce. The FTC, through its own attorneys, may initiatefederal district court proceedings to enjoin violations of the FTC Act and to secure such other
<ol> <li>15</li> <li>16</li> <li>17</li> <li>18</li> <li>19</li> <li>20</li> <li>21</li> <li>22</li> <li>23</li> </ol>	<b>THE PARTIES</b> 4. Plaintiff, the Federal Trade Commission, is an independent agency of the United States Government created by statute. <i>See</i> 15 U.S.C. §§ 41-58. The FTC 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 FTC also enforces Section 12 of the FTC Act, 15 U.S.C. § 52, which prohibits false advertisements for foods, drugs, devices, services, or cosmetics in or affecting commerce. The FTC, through its own attorneys, may initiate federal district court proceedings to enjoin violations of the FTC Act and to secure such other equitable relief, including rescission of contracts, restitution, the refund of monies paid, and
<ol> <li>15</li> <li>16</li> <li>17</li> <li>18</li> <li>19</li> <li>20</li> <li>21</li> <li>22</li> <li>23</li> <li>24</li> </ol>	<b>THE PARTIES</b> 4. Plaintiff, the Federal Trade Commission, is an independent agency of the United States Government created by statute. <i>See</i> 15 U.S.C. §§ 41-58. The FTC 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 FTC also enforces Section 12 of the FTC Act, 15 U.S.C. § 52, which prohibits false advertisements for foods, drugs, devices, services, or cosmetics in or affecting commerce. The FTC, through its own attorneys, may initiate federal district court proceedings to enjoin violations of the FTC Act and to secure such other equitable relief, including rescission of contracts, restitution, the refund of monies paid, and disgorgement of ill-gotten monies, as may be appropriate in each case. 15 U.S.C. § 53(b).

business at 26811 South Bay Drive, Suite 300, Bonita Springs, FL, 34134. Airborne Health
 also maintains an office location at 100 Clock Tower, Suite 120, Carmel, CA, 93923. Since
 December 2005, acting alone or in concert with others, Airborne Health has manufactured,
 marketed, distributed, and sold the Airborne Products to consumers throughout the United
 States. Airborne Health transacts or has transacted business in the Central District of
 California.

7 6. Defendant Airborne Holdings, Inc. ("Airborne Holdings") is a Delaware 8 corporation with its principal place of business at Summit Partners, 222 Berkeley St., 18th 9 Floor, Boston MA, 02116. Airborne Holdings is the sole owner of Airborne Health. In May 10 2005, Airborne Acquisition Company, a California corporation and wholly owned subsidiary 11 of Airborne Holdings, merged with and into Airborne, Inc., also d/b/a Knight-McDowell 12 Labs ("Airborne, Inc."), a California corporation with its principal place of business in 13 Carmel, California. As a result of this merger, Airborne Holdings became the parent 14 company of Airborne, Inc. In December 2005, Airborne Holdings merged Airborne, Inc. with and into Airborne Health, Inc., which continued to use the name "Airborne, Inc." as a 15 16 fictitious business name. Since May 2005, acting alone or in concert with others, Airborne 17 Holdings has manufactured, marketed, distributed, and sold the Airborne Products to 18 consumers throughout the United States or has caused the Airborne Products to be 19 manufactured, marketed, distributed, and sold to consumers throughout the United States. 20 Airborne Holdings transacts or has transacted business in the Central District of California.

7. Defendant Victoria Knight-McDowell, also d/b/a Airborne, Inc., also d/b/a
 Knight-McDowell Labs ("Knight-McDowell"), is purportedly the creator of Airborne
 Original and is the former co-owner, President, and Secretary of Airborne, Inc. She currently
 resides in Pacific Grove, CA, and is a minority owner and Board Member of Airborne
 Holdings. At all times relevant to this Complaint, acting alone or in concert with others,
 Knight-McDowell has formulated, directed, controlled, or participated in the policies, acts,

or practices set forth herein. Knight-McDowell transacts or has transacted business in the Central District of California.

8. Defendant Thomas John McDowell, also d/b/a Airborne, Inc., also d/b/a
 Knight-McDowell Labs ("McDowell"), is Knight-McDowell's husband and is the former co owner and CEO of Airborne, Inc. He currently resides in Pacific Grove, CA, and is a
 minority owner of Airborne Holdings. At all times relevant to this Complaint, acting alone
 or in concert with others, McDowell has formulated, directed, controlled, or participated in
 the various acts and practices set forth herein. McDowell transacts or has transacted business
 in the Central District of California.

#### 10

1

2

#### **COMMERCE**

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

13

12

11

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

14 10. Since 1997 and continuing thereafter, Defendants Knight-McDowell and
15 McDowell (collectively, "Individual Defendants") have advertised, promoted, offered for
16 sale, sold, and distributed Airborne Original to the public, with national distribution
17 beginning in approximately 2000.

18 11. Since May 2005 and continuing thereafter, Defendant Airborne Holdings has
19 advertised, promoted, offered for sale, sold, and distributed Airborne Original and the other
20 Airborne Products to the public.

21 12. Since December 2005 and continuing thereafter, Defendant Airborne Health
22 has advertised, promoted, offered for sale, sold, and distributed Airborne Original and the
23 other Airborne Products to the public.

24 13. Airborne Effervescent Health Formula ("Airborne Original") is a dietary
25 supplement containing 17 herbs and nutrients. Its ingredients include vitamin A, vitamin C,
26 vitamin E, riboflavin, zinc, ginger, echinacea, amino acids, and electrolytes. The original

formula is an orange-flavored effervescent tablet sold in plastic tubes of ten tablets, with directions to drop a tablet into a glass of water, let dissolve, and drink. Airborne Original is currently available in three flavors: Orange, Lemon-Lime, and Pink Grapefruit.

1

2

3

4 14. Additional Airborne Products include Airborne Jr. (a grape-flavored 5 effervescent tablet containing 17 herbs and nutrients in approximately half the dosage of Airborne Original, intended for use by children between the ages of 4 and 10), Airborne 6 7 Nighttime (an apple cider-flavored effervescent tablet based on the same formula as 8 Airborne Original, with added herbs to purportedly promote soothing and relaxation), 9 Airborne On-the-Go (a lemon-lime-flavored powder that can be poured into a water bottle), 10 and Airborne Power Pixies (a cherry-flavored powder containing 15 herbs and nutrients that 11 is poured directly onto the tongue, intended for use by children between the ages of 4 and 12 12).

13 15. Suggested retail prices for the Airborne Products range from approximately
\$6.99 to \$8.99. The Airborne Products are available at a wide range of retail stores,
including Trader Joe's, Walgreens, CVS, Wal-Mart, and Costco, as well as online at
www.airbornehealth.com. Sales of Airborne Products from inception through mid-2005
exceeded \$80 million, and sales of Airborne Products from mid-2005 through mid-2007
exceeded \$300 million.

19 16. To induce consumers to purchase the Airborne Products, Defendants 20 advertised and promoted Airborne Original and the other Airborne Products through radio 21 and television advertisements on shows such as Rush Limbaugh, Dr. Laura Schlesinger, 22 Oprah, Wheel of Fortune, and Jeopardy; print advertisements in national publications such as 23 Prevention, People, National Enquirer, USA Today, and in-flight magazines; celebrity 24 endorsements from persons such as Howard Stern and Barry Williams; and promotional 25 events and sponsorships such as "The Airborne Lounge" at the Sundance Film Festival and a 26 promotional booth at the International Consumer Electronics Show.

17. 1 Individual Defendants disseminated or caused to be disseminated 2 advertisements, product labels, and other promotional material, including, but not limited to, 3 the attached Exhibits A through E, containing, among other things, the following statements 4 or depictions: 5 Radio Advertisement (Exhibit A) a. 6 (Sneezing.) 7 *<u>Female Announcer</u>*: Are these hideous sounds familiar to you, dear friend? Then why haven't you tried Airborne, the amazing new 8 product created by a school teacher who was sick of catching colds in class. First came the wheel, then canned food and the Internet. Now, 9 Airborne. Do you get a sore throat every time you turn around, catch colds at the office or on airplanes? Well, then your ship's come in, baby. Just listen to our fan mail. "Airborne got rid of my cold in one 10 hour," writes David Mars. "A miracle cold buster," says Tommy 11 Greico (*ph*). So, next time you feel a cold coming on, take Airborne. Yeah! 12 <u>Victoria Knight-McDowell</u>: Hi, this is Victoria Knight-McDowell. I'm a second grade teacher and I developed the dietary supplement, 13 Airborne, because I was sick of catching colds in class. When you feel that first cold symptom, won't you please give Airborne a try? 14 Thank you. 15 b. Radio Advertisement (Exhibit B) 16 *Female Announcer*: Here at Airborne Command Headquarters, we get 17 hundreds of letters, some worthy of Chaucer, some not. But one thing they all agree on, they all love Airborne, the wonderful product 18 created by a school teacher who was sick of catching colds in class. Now, what kind of kook writes in to praise a product you ask? Hey, man, we're talking Airborne, the effervescent health formula that you 19 drop in water and it tastes great. "Airborne is a miracle cold remedy," writes Julie Winn (ph). "Finally a cure for the common cold," says 20 Alec McMyrtle (*ph*). Do these sound like kooks to you? Of course 21 not. So, take Airborne, it's really good. Yeah! 22 <u>Victoria Knight-McDowell</u>: Hi, this is Victoria Knight-McDowell. I'm a second grade teacher and I developed the dietary supplement, 23 Airborne, because I was sick of catching colds in class. When you feel that first cold symptom, won't you please give Airborne a try? 24 Thank you. 25 26 6

	Case 2:08-cv-05300-VAP-OP Do	ocument 1	Filed 08/13/08	Page 7 of 58
1	c. Radio Advertisem	ent (Exhibit C	C)	
2				natural cold remedy
3		y a second gra	ade teacher who v	vas sick of catching
4	<u>Female Announce</u> statement. A seco			's a pretty amazing
5		U		•
6		ptom, just dro	op one effervescer	nt Airborne tablet in range flavor tastes
7	great! Each Airbo seven herbal extra	orne tablet con	ntains 17 natural i	ngredients including
8		clinically pro	oven to fight cold	symptoms and has
9	according to Walg	reen's. Now	who uses Airborn	ne? Everyone.
10		celebrities lik	ke Kevin Costner	and Sarah Jessica
11		afford to cate	h a cold uses Airl	borne. Airborne is
12	available at Duane and Trader Joe's.			
13	d. Sell Sheet (Exhibit	t D)		
14	Sick of Catching	Colds??		
15	·		<b>y that works!!"</b> th Jr., Charlotte, N	NC
16 17	Introducing Airb			
18		unique natura	l formula of <u>seve</u>	<u>n</u> Herbal Extracts,
19	fighting protection	<ol> <li>Plus if take</li> </ol>	n at the first sign	offers guaranteed cold of a cold symptom,
20	AIRBORNE® als	so acts as a pro	eventative in crov	
21	airplanes, offices a germs that cause c	olds and sick	ness! And its nat	
22	component helps f	-	•	
23	"A Miracle Cold		Grieco, Northbroo	ok, IL
24	e. Airborne Original	Packaging (E	Exhibit E)	
25		1		
26				germs, and cartoon in airplane seated
		7		

	Case 2:08-cv-05300-VAP-OP Document 1 Filed 08/13/08 Page 8 of 58
1	nort to a woman couching into har hand, and in front of a man
1	next to a woman coughing into her hand, and in front of a man blowing his nose.]
2	#1 Best Seller in the USA! Take <b>Airborne</b>
3	Effervescent Dietary Supplement
4	CREATED BY A SCHOOL TEACHER! FOR USE IN:
5	►Airplanes ►Offices
	► Schools
6	►Restaurants ►Health Clubs
7	► Theaters
8	Top Panel:
9	Take at the <u><i>FIRST</i></u> sign of a cold symptom* or before entering crowded environme[remainder cut-off by
10	graphic on package]
	Side Panel:
11	DIRECTIONS: AT THE <u><b>FIRST</b></u> SIGN OF A COLD SYMPTOM, SIMPLY DROP (1) AIRBORNE TABLET IN A
12	SMALL AMOUNT OF PLAIN WATER, LET DISSOLVE (ABOUT 1 MINUTE) and DRINK.* REPEAT <u>EVERY</u>
13	THREE HOURS AS NECESSARY EFFERVESCENT
14	TECHNOLOGY OFFERS 100% IMMEDIATE ABSORPTION! TAKE AT THE FIRST SIGN OF COLD SYMPTOM OR
15	IN CROWDED PLACES*
	Back Panel:
16	[Graphic: Cartoon of a man in a tie next to a water cooler with two germs hovering overhead; he sneezes into a
17	handkerchief ("Ah-choo!") while a woman and several other
18	workers in cubicles view the germs with consternation. A cartoon of a man in a suit and tie on an airplane seated next to
19	a woman coughing into her hand, and in front of a man blowing his nose; several germs hover directly overhead.]
20	AIRBORNE Effervescent Health Formula
	Take at the <i>FIRST</i> sign of a cold symptom or before entering crowded environments, like airplanes, offices and schools.*
21	AIRBORNE was developed by a school teacher who was sick of getting sick in the classroom.* It can be taken 2 ways: at the
22	first sign of a cold symptom, or before entering crowded
23	environments, like airplanes and offices.* Airborne's unique natural formula contains 17 herbs and nutrients, including
24	ginger for nausea!
	Bottom Panel:
25	[Graphic: photograph of Victoria Knight-McDowell holding a package of Airborne Original]
26	"Thank you for using Airborne! I created Airborne because,
	8

	Case 2:08-cv-05300-VAP-OP Document 1 Filed 08/13/08 Page 9 of 58
1	as a teacher dealing with young children, I was sick of catching
2	colds in the classroom."* –Victoria Knight-McDowell,
3	2nd grade teacher & developer of <b>Airborne</b> formula
4	[All asterisks on package apparently refer to a small text box at the bottom of the back panel asserting, in fine print: "*These statements
5 6	have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease."]
0 7	18. Defendants Airborne Health and Airborne Holdings (collectively, "Corporate
8	Defendants") created, prepared, disseminated, or caused to be disseminated advertisements,
9	product labels, and other promotional material, some featuring Defendant Knight-McDowell,
10	including, but not limited to, the attached Exhibits F1 through K, containing, among other
11	things, the following statements or depictions:
12	a. Storyboard and Television Advertisement (Exhibits F1 and F2)
13 14	("GERM" breathes on child's apple.) <u>GERM</u> : There you go.
15	("GERM" sneezes in water fountain.) <u>GERM</u> : Did you see that?
16 17	("GERM" spits on hands to cross monkey bars.) <u>GERM</u> : Careful, it's slippery.
18	("GERM" getting off bus with child.)
19	<u>Male Announcer</u> : At the end of the day, germs and viruses come home, too. And they love to meet parents.
20	("GERM" eating snack and dipping it in mother's and child's
21	milk.) <u>GERM</u> : And one, two, three, in the mouth.
22	ON SCREEN: Created by a school teacher.
23	<u>Male Announcer</u> : Take Airborne, the immune-boosting tablet that helps your body fight germs
24	b. Storyboard and Television Advertisement (Exhibits G1 and G2)
25	("GERM" sits on bus.) GERM: Hello.
26	
	9

	Case 2:08-cv-05	300-VAP-OP Document 1 Filed 08/13/08 Page 10 of 58
1 2 3 4 5 6 7 8 9 10		<ul> <li>("GERM" sneezes on money.) GERM: Oh, do you have change?</li> <li>("GERM" picking up bagels off plate and sniffing them.) GERM: Oh, yes, these look good. Would you like cinnamon or blueberry.</li> <li>("GERM" getting in minivan and sneezing on basketball.) <u>Kids</u>: Ewwww.</li> <li>ON SCREEN: Use only as directed. These statements have not been evaluated by the FDA. This product is not intended to diagnose, treat, cure or prevent any disease.</li> <li><u>Male Announcer</u>: When germs wear you down all day, take Airborne Nighttime.</li> <li>ON SCREEN: Created by a school teacher. <u>Male Announcer</u>: All the immune-boosting benefits plus natural herbs that can help you get a good night's rest and stay healthy. Have you taken your Airborne?</li> </ul>
11 12	с.	Radio Advertisement (Exhibit H)
13		(School bell ringing.)
14		<u>Female Teacher</u> : Good morning, everyone.
15		<u>Children</u> : Good morning.
16		<u>Female Teacher</u> : Welcome back to school. I'm your new teacher,
17		Ms. Filifant. And, now, I'd like to know your names.
18		Female Child: I'm ah, ah, ah, (sneezing) Amanda.
19		<u>Female Child</u> : I'm (sniffling) Kayla.
20		<u><i>Male Child</i></u> : I'm (coughing) Corey. I brought you this apple. It's supposed to keep the doctor away. (Coughing).
21		<u>Female Teacher</u> : Why thank you, Corey.
22		<u>Victoria Knight-Mcdowell</u> : The vacation from school germs is
23		officially over. Hi, I'm Victoria Knight-McDowell, the school teacher who created Airborne, the original germ-fighting, immune-boosting
24		tablet that can help you and your family fight those back-to-school germs. Only Airborne has fast effervescent action with 17 natural
25		ingredients and Airborne comes in great-tasting flavors, orange, lemon lime and grape Airborne, Jr.
26		
		10

	Case 2:08-cv-05300-VAP-OP Document 1 Filed 08/13/08 Page 11 of 58
1	<u>Female Teacher</u> : Oh, don't forget to take home your germs – I mean, homework. (Sneezing). Great, just great.
2 3	Victoria Knight-Mcdowell: Be sure to put Airborne on your back-to- school list.
4	d. Advertisement from USA Today (Exhibit I)
5	[Graphic: Cartoon of a man in a suit and tie on an airplane looking
6	at germs hovering overhead; he is seated next to a woman coughing into her hand, and in front of a man blowing his nose. Photograph of a package of Airborne Original.]
7	GERMS TRAVEL OVER THE HOLIDAYS, TOO.
8 9	TAKE AIRBORNE TO BOOST YOUR IMMUNE SYSTEM AND HELP YOU STAY HEALTHY.
10	e. Advertisement appearing in Budget Travel, National Geographic
11	Traveler, and Travel + Leisure (Exhibit J)
12	The germs from 17A are
13	now arriving in 2B.
14	[Graphic: a man in a middle seat on a airplane, sneezing without
15	covering his mouth and nose; a heavy shower of mucus sprays out in front of him and onto the displeased passengers on either side of him.]
16	If you could see germs, you'd know they're a force to be
17 18	reckoned with. And you'd take Airborne to defend yourself. Airborne is the original effervescent immune-boosting tablet that helps your body fight airborne germs. It's the only one created by a schoolteacher and trusted by millions.
19	[Graphic: photograph of a carton and tube of Original Airborne.]
20	airbornehealth.com
21	f. Airborne Original Packaging (Exhibit K)
22	Front Panels:
23	[Graphic: several cartoon multicolored germs, and cartoon illustration of a man in a suit and tie on an airplane seated
24	next to a woman coughing into her hand, and in front of a man blowing his nose.]
25	#1 Best Seller in the USA!
26	Zesty Orange Dietary Supplement CREATED BY A SCHOOL TEACHER!
	11

	Case 2:08-cv-05300-VAP-OP Document 1 Filed 08/13/08 Page 12 of 58
1	FOR USE IN:
2	►Airplanes ►Offices
3	►Schools ►Restaurants
4	<ul><li>▶Health Clubs</li><li>▶Theaters</li></ul>
5	Top Panel:
6	The original immune-boosting tablet*
7	Side Panel: DIRECTIONS: SIMPLY DROP (1) AIRBORNE TABLET
8	IN A SMALL AMOUNT OF PLAIN WATER, LET DISSOLVE (ABOUT 1 MINUTE) and DRINK. REPEAT
9	EVERY THREE HOURS AS NECESSARY EFFERVESCENT TECHNOLOGY OFFERS 100%
10	IMMEDIATE ABSORPTION!
11	<b>Back Panel</b> : [Graphic: Cartoon of a man in a tie next to a water cooler
12	with two germs hovering overhead; he sneezes into a handkerchief ("Ah-choo!") while a woman and several other
13	workers in cubicles view the germs with consternation. A cartoon of a man in a suit and tie on an airplane seated next to
14	a woman coughing into her hand, and in front of a man blowing his nose; several germs hover directly overhead.]
15	AIRBORNE Effervescent Health Formula
16	Take AIRBORNE to boost your immune system. A healthy immune system helps your body fight germs. Take before
17	entering crowded environments, like airplanes, offices and schools.*
18	AIRBORNE was developed by a school teacher to boost her immune system, so that it could help her body fight against
19	germs that abound in the classroom. Airborne's unique natural formula contains 17 herbs and nutrients, including ginger for
20	nausea!
21	<b>Bottom Panel</b> : [Graphic: photograph of Victoria Knight-McDowell holding a
22	package of Airborne Original]
23	"Thank you for using Airborne! I created Airborne because, as a teacher I needed help supporting my immune system,
24	especially in the classroom."* –Victoria Knight-McDowell,
25	2nd grade teacher & developer of Airborne formula
26	[All asterisks on package apparently refer to a small text box at the bottom of the back panel asserting, in fine print: "*These statements
	12

have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease."]

#### **DEFENDANTS' VIOLATIONS OF THE FTC ACT**

19. 4 Section 5(a) of the FTC Act, 15 U.S.C. § 45(a), prohibits unfair or deceptive 5 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 6 7 purpose of inducing, or which is likely to induce, the purchase of food, drugs, devices, 8 services, or cosmetics. For the purposes of Section 12 of the FTC Act, 15 U.S.C. § 52, the 9 Airborne Products are "foods" or "drugs" pursuant to Sections 15(b) and (c) of the FTC Act, 15 U.S.C. §§ 55(b) and (c). As set forth below, Defendants have engaged and are continuing 10 11 to engage in such unlawful practices in connection with the marketing and sale of the 12 Airborne Products. 13 14 COUNT ONE **Unsubstantiated Prevention and Treatment Claims** 15 (All Defendants) 16 20. Through the means described in Paragraphs 17 and 18, including the 17 statements and depictions contained in the advertisements attached as Exhibits A through K, 18 among others, Defendants have represented, expressly or by implication, that the Airborne 19 Products: 20 Reduce the risk of or prevent colds, sickness, or infection; a.

- c. Reduce the severity or duration of a cold; and
- d. Protect against colds, sickness, or infection in crowded places such as airplanes, offices, or schools.

25 26

21

22

23

24

1

2

3

21. The representations set forth in Paragraph 20 were not substantiated at the
 time the representations were made. Therefore, the making of the representations set forth in
 Paragraph 20 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.

#### <u>COUNT TWO</u> False Establishment Claims (Individual Defendants)

8 22. Through the means described in Paragraph 17, including the statements and
9 depictions contained in the advertisements attached as Exhibits C and D, among others,
10 Individual Defendants have represented, expressly or by implication, that clinical studies
11 prove that Airborne Original reduces the severity and duration of colds.

12 23. The representation set forth in Paragraph 22 is false. Therefore, the making of
13 the representation in Paragraph 22 constitutes a deceptive practice, and the making of a false
14 advertisement, in or affecting commerce, in violation of Sections 5(a) and 12 of the FTC Act,
15 U.S.C. §§ 45(a) and 52.

#### 16

6

7

### **CONSUMER INJURY**

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

### 22

## THIS COURT'S POWER TO GRANT RELIEF

23 25. Section 13(b) of the FTC Act, 15 U.S.C. § 53(b), empowers this Court to
24 grant injunctive and such other relief as the Court may deem appropriate to halt and redress
25 violations of the FTC Act. The Court, in the exercise of its equitable jurisdiction, may award
26 other ancillary relief, including, but not limited to, rescission or reformation of contracts,

restitution, the refund of monies paid, and the disgorgement of ill-gotten monies caused by Defendants' law violations.

### PRAYER FOR RELIEF

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

1. Enter a permanent injunction to prevent future violations of the FTC Act by Defendants;

2. Award such relief as the Court finds necessary to redress injury to consumers resulting from Defendants' violations of the FTC Act, including, but not limited to, rescission or reformation of contracts, restitution, the refund of monies paid, and the disgorgement of ill-gotten monies from Defendants and, to the extent necessary, from Relief Defendants; and 

Award Plaintiff the costs of bringing this action, as well as such other and 3. additional relief as the Court may determine to be just and proper. Respectfully Submitted, WILLIAM BLUMENTHAL General Counsel Dated: Angust 13, 2008 CHRISTINE J. LEE THEODORE H. HOPPOCK GREGORY W. FORTSCH 600 Pennsylvania Avenue NW, NJ-3212 Washington, DC 20580 Tel: 202-326-2095 (Lee) Fax: 202-326-3259 Attorneys for Plaintiff Federal Trade Commission 

OFFICIAL TRANSCRIPT PROCEEDING FEDERAL TRADE COMMISSION MATTER NO. 0723183 TITLE AIRBORNE HEALTH, INC. DATE RECORDED: DATE UNKNOWN TRANSCRIBED: AUGUST 27, 2007 1 THROUGH 5 PAGES COMMERCIAL -- AIRBORNE AI-FTC0191811 

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

# For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1	FEDERAL TRADE COMMISSION
2	
3	In the Matter of: )
4	Airborne Health, Inc. ) Matter No. 0723183
5	)
6	)
7	Date Unknown
8	
9	
10	
11	
12	The following transcript was produced from a
13	CD-ROM provided to For The Record, Inc. on August 27,
14	2007.
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1	PROCEEDINGS
2	
3	COMMERCIAL - AIRBORNE
4	(Sneezing).
5	FEMALE ANNOUNCER: Are these hideous sounds
6	familiar to you, dear friend? Then why haven't you tried
7	Airborne, the amazing new product created by a school
8	teacher who was sick of catching colds in class.
9	First came the wheel, then canned food and the
10	Internet. Now, Airborne.
11	Do you get a sore throat every time you turn
12	around, catch colds at the office or on airplanes? Well,
13	then your ship's come in, baby. Just listen to our fan
14	mail.
15	Airborne got rid of my cold in one hour, writes
16	David Mars.
17	A miracle cold buster, says Tommy Greico.
18	So, next time you feel a cold coming on, take
19	Airborne.
20	Yeah!
21	VICTORIA KNIGHT-McDOWELL: Hi, this is Victoria
22	Knight-McDowell. I'm a second grade teacher and I
23	developed the dietary supplement, Airborne, because I was
24	sick of catching colds in class.
25	When you feel that first cold symptom, won't

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1	you please give Airborne a try? Thank you.
2	(The commercial was concluded.)
3	
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1 CERTIFICATION OF TYPIST 2 3 MATTER NUMBER: 0723183 4 CASE TITLE: AIRBORNE HEALTH, INC. 5 TAPING DATE: DATE UNKNOWN 6 TRANSCRIPTION DATE: AUGUST 27, 2007 7 8 I HEREBY CERTIFY that the transcript contained 9 herein is a full and accurate transcript of the tapes 10 transcribed by me on the above cause before the FEDERAL 11 TRADE COMMISSION to the best of my knowledge and belief. 12 13 DATED: AUGUST 27, 2007 14 15 16 ELIZABETH M. FARRELL 17 CERTIFICATION OF PROOFREADER 18 19 20 I HEREBY CERTIFY that I proofread the transcript for 21 accuracy in spelling, hyphenation, punctuation and 22 format. 23 24 25 WANDA J. RAVER

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

OFFICIAL TRANSCRIPT PROCEEDING FEDERAL TRADE COMMISSION MATTER NO. 0723183 TITLE AIRBORNE HEALTH, INC. DATE RECORDED: DATE UNKNOWN TRANSCRIBED: AUGUST 27, 2007 1 THROUGH 4 PAGES COMMERCIAL -- AIRBORNE AI-FTC0191813 

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

# EXHIBIT B

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

# EXHIBIT B

1	FEDERAL TRADE COMMISSION
2	
3	In the Matter of: )
4	Airborne Health, Inc. ) Matter No. 0723183
5	)
6	)
7	Date Unknown
8	
9	
10	
11	
12	The following transcript was produced from a
13	CD-ROM provided to For The Record, Inc. on August 27,
14	2007.
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1	PROCEEDINGS
2	
3	COMMERCIAL - AIRBORNE
4	FEMALE ANNOUNCER: Here at Airborne Command
5	Headquarters, we get hundreds of letters, some worthy of
6	Chaucer, some not. But one thing they all agree on, they
7	all love Airborne, the wonderful product created by a
8	school teacher who was sick of catching colds in class.
9	Now, what kind of kook writes in to praise a
10	product you ask? Hey, man, we're talking Airborne, the
11	effervescent health formula that you drop in water and it
12	tastes great.
13	Airborne is a miracle cold remedy, writes Julie
14	Winn.
15	Finally a cure for the common cold, says Alec
16	McMyrtle.
17	Do these sound like kooks to you? Of course
18	not. So, take Airborne, it's really good. Yeah!
19	VICTORIA KNIGHT-McDOWELL: Hi, this is Victoria
20	Knight-McDowell. I'm a second grade teacher and I
21	developed the dietary supplement, Airborne, because I was
22	sick of catching colds in class.
23	When you feel that first cold symptom, won't
24	you please give Airborne a try? Thank you.
25	(The commercial was concluded.)
	For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

### EXHIBIT B 26

1	CERTIFICATION OF TYPIST
2	
3	MATTER NUMBER: 0723183
4	CASE TITLE: AIRBORNE HEALTH, INC.
5	TAPING DATE: DATE UNKNOWN
6	TRANSCRIPTION DATE: <u>AUGUST 27, 2007</u>
7	
8	I HEREBY CERTIFY that the transcript contained
9	herein is a full and accurate transcript of the tapes
10	transcribed by me on the above cause before the FEDERAL
11	TRADE COMMISSION to the best of my knowledge and belief.
12	
13	DATED: AUGUST 27, 2007
14	
15	
16	ELIZABETH M. FARRELL
17	
18	CERTIFICATION OF PROOFREADER
19	
20	I HEREBY CERTIFY that I proofread the transcript for
21	accuracy in spelling, hyphenation, punctuation and
22	format.
23	
24	
25	WANDA J. RAVER
	For The Record Inc

(301) 870-8025 - www.ftrinc.net - (800) 921-5555

OFFICIAL TRANSCRIPT PROCEEDING FEDERAL TRADE COMMISSION MATTER NO. 0723183 TITLE AIRBORNE HEALTH, INC. DATE RECORDED: DATE UNKNOWN TRANSCRIBED: AUGUST 27, 2007 1 THROUGH 5 PAGES COMMERCIAL -- AIRBORNE AI-FTC0191769 

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1	FEDERAL TRADE COMMISSION
2	
3	In the Matter of: )
4	Airborne Health, Inc. ) Matter No. 0723183
5	)
6	)
7	Date Unknown
8	
9	
10	
11	
12	The following transcript was produced from a
13	CD-ROM provided to For The Record, Inc. on August 27,
14	2007.
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1 PROCEEDINGS 2 COMMERCIAL - AIRBORNE 3 4 (Music playing.) MALE ANNOUNCER: Airborne is a natural cold 5 6 remedy that was created by a second grade teacher who was 7 sick and catching colds in class. 8 FEMALE ANNOUNCER: I think that's a pretty 9 amazing statement. A second grade teacher invented a 10 cold remedy. 11 MALE ANNOUNCER: If you take Airborne at the 12 first sign of a cold symptom, just drop one effervescent 13 Airborne tablet in water. Let it dissolve in your drink. 14 Its natural orange flavor tastes great. Each Airborne 15 tablet contains 17 natural ingredients including seven 16 herbal extracts, antioxidants, electrolytes and amino 17 acids. Airborne has been clinically proven to fight cold symptoms and has become the number one selling natural 18 19 cold remedy in America, according to Walgreen's. 20 Now, who uses Airborne? Everyone. Business 21 people, students, senior citizens, homemakers, frequent 22 flyers, Hollywood celebrities like Kevin Costner and Sara 23 Jessica Parker, and you know they know what they're 24 doing. Actually, anyone who can't afford to catch a cold 25 uses Airborne. Airborne is available at Duane Reed, For The Record, Inc.

#### EXHIBIT C 31

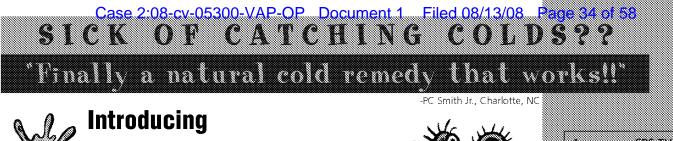
(301) 870-8025 - www.ftrinc.net - (800) 921-5555

1	Walgreen's, Rite Aid, CVS, Brooks, and Trader Joe's.	lsk
2	for clinically proven Airborne.	
3	(The commercial was concluded.)	
4		
5		
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1 CERTIFICATION OF TYPIST 2 3 MATTER NUMBER: 0723183 4 CASE TITLE: AIRBORNE HEALTH, INC. 5 TAPING DATE: DATE UNKNOWN 6 TRANSCRIPTION DATE: AUGUST 27, 2007 7 8 I HEREBY CERTIFY that the transcript contained 9 herein is a full and accurate transcript of the tapes 10 transcribed by me on the above cause before the FEDERAL 11 TRADE COMMISSION to the best of my knowledge and belief. 12 13 DATED: AUGUST 27, 2007 14 15 16 ELIZABETH M. FARRELL 17 CERTIFICATION OF PROOFREADER 18 19 20 I HEREBY CERTIFY that I proofread the transcript for 21 accuracy in spelling, hyphenation, punctuation and 22 format. 23 24 25 WANDA J. RAVER For The Record, Inc.

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555



As seen on CBS TV, CNN. Featured in the National Enquirer, INC. Magazine, Forbes, Prevention.

# **EFFERVESCENT HEALTH FORMULA** Take at First Sign of a Cold Symptom or as a Preventative

RBORN

- AIRBORNE'S<sup>®</sup> unique natural formula of <u>seven</u> Herbal Extracts, Antioxidants, Electrolytes, and Amino Acids, offers guaranteed cold fighting protection. Plus if taken at the first sign of a cold symptom, its herbal formulation is clinically proven to nip most colds in the bud. AIRBORNE<sup>®</sup> also acts a a preventative in crowded places like airplanes, offices and schools which can be spawning grounds for germs that cause colds and sickness! And its natural ginger component helps fight nausea!
- Simply drop one AIRBORNE® effervescent tablet in water, dissolve, and drink. Its natural orange flavor tastes great! Drink cold or in hot water to sooth the throat!!

# "A Miracle Cold Buster!"

# **CROSS-MERCHANDISE COUGH/COLD & TRAVEL HEALTH**



# LARGE MARKET

Americans catch an average of 4 colds a year. A recent government survey identified the common cold as the number one health complaint. The FAA estimates 600 MILLION PEOPLE pass through American airports each year. Statistics cite "unhealthy air" as the leading concern of airline customers. Workers in our highly technological society spend close to 90% of their time indoors. The EPA estimates that exposure to airborne germs may be as much as nine times greater indoors than outdoors! For use in airplanes, offices, schools, hospitals, restaurants and any crowded environment.

### SALES SUPPORT FROM A HUGE PR & ADVERTISING PROGRAM!

- Spot Radio in Key distribution markets.
- · Four Color Print Ads in most major publications.
- National Publicity Campaign.
- In-Store Product Sampling, Signage, and Promotions.
- Used by Hollywood celebrities and pro sports teams
- like the San Francisco 49ers and New York Giants.



**D** NEXT TIME, <u>PLOP</u> THE AIRBORNE !

CONSUMER & RETAIL BENEFITS:

- High profit margin from a proven best seller
- Year-round cell through
   Proventul herbal formula
   Access proventative
- Absorbed in seconds uplike conventional supplements
- No Artificial Colors, Reserved on Preserved ons
- Refreshing orange function adduction and orders great in high or order uncert
- 100% Constantined)

Knight-McDowell Labs P.O. Box 2884 Carmet, CA 93921 Tele, 1-631,626,4407 FAX, 1-631,620-8992

EXHIBIT D 34





GERM GUY: Careful it's slippery!

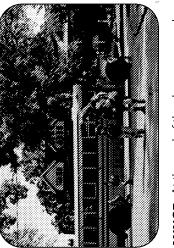
GERM GUY: (Sneezes) Did you see that?



**ANNCR:** Take Airborne, the immune-boosting tablet that helps your body fight germs.



GERM GUY: There ya go.



**ANNCR:** At the end of the day, germs and viruses come home, too...

GERM GUY: One. Two. Three, in the mouth!

and they love to meet parents.



GERM GUY: Mmmm!

ANNCR: Save now at Airbornecoupon.com

OFFICIAL TRANSCRIPT PROCEEDING FEDERAL TRADE COMMISSION MATTER NO. 0723183 TITLE AIRBORNE HEALTH, INC. DATE RECORDED: DATE UNKNOWN TRANSCRIBED: AUGUST 27, 2007 1 THROUGH 5 PAGES TV COMMERCIAL -- AIRBORNE AI-FTC0056161 

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1	FEDERAL TRADE COMMISSION
2	
3	In the Matter of: )
4	Airborne Health, Inc. ) Matter No. 0723183
5	)
6	)
7	Date Unknown
8	
9	
10	
11	
12	The following transcript was produced from a
13	CD-ROM provided to For The Record, Inc. on August 27,
14	2007.
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

3 1 PROCEEDINGS 2 TV COMMERCIAL - AIRBORNE 3 4 ("GERM" breathes on child's apple.) 5 GERM: There you go. ("GERM" sneezes in water fountain.) 6 7 GERM: Did you see that? 8 ("GERM" spits on hands to cross monkey bars.) 9 GERM: Careful, it's slippery. 10 ("GERM" getting off bus with child.) 11 MALE ANNOUNCER: At the end of the day, germs 12 and viruses come home, too. And they love to meet 13 parents. 14 ("GERM" eating snack and dipping it in mother's 15 and child's milk.) 16 GERM: And one, two, three, in the mouth. 17 ON SCREEN: Created by a school teacher. MALE ANNOUNCER: Take Airborne, the immune-18 19 boosting tablet that helps your body fight germs. 20 ON SCREEN: Save \$3.00 AirborneCoupon.com 1 - 800 - 800 - 800021 22 MALE ANNOUNCER: Save now at AirborneCoupon. 23 com. 24 ("GERM" eating.) 25 GERM: Mmmm.

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

1 CERTIFICATION OF TYPIST 2 3 MATTER NUMBER: 0723183 4 CASE TITLE: AIRBORNE HEALTH, INC. 5 TAPING DATE: DATE UNKNOWN 6 TRANSCRIPTION DATE: AUGUST 27, 2007 7 8 I HEREBY CERTIFY that the transcript contained 9 herein is a full and accurate transcript of the tapes 10 transcribed by me on the above cause before the FEDERAL 11 TRADE COMMISSION to the best of my knowledge and belief. 12 13 DATED: AUGUST 27, 2007 14 15 16 ELIZABETH M. FARRELL 17 CERTIFICATION OF PROOFREADER 18 19 20 I HEREBY CERTIFY that I proofread the transcript for 21 accuracy in spelling, hyphenation, punctuation and 22 format. 23 24 25 WANDA J. RAVER

08 November 2000



GERM GUY: These look good, huh? Would you like uh, cinnamon or blueberry?

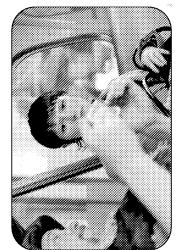


...take Airborne Nighttime. All the immune-boosting benefits...





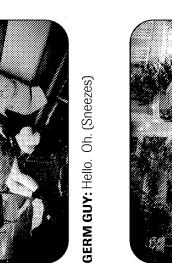
ANNCR: Have you taken your Airborne? GERM GUY: Hello?



GERM GUY: Do you have change?



ANNCR: When germs wear you down all day... GERM GUY, KIDS: Ew.



MOM: Hey guys. GERM GUY: (Laughs) (sneezes)



...plus natural herbs that can help you get a good night's rest and stay healthy.

OFFICIAL TRANSCRIPT PROCEEDING FEDERAL TRADE COMMISSION MATTER NO. 0723183 TITLE AIRBORNE HEALTH, INC. DATE RECORDED: DATE UNKNOWN TRANSCRIBED: AUGUST 27, 2007 1 THROUGH 5 PAGES TV COMMERCIAL -- AIRBORNE AI-FTC0056153 

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

## EXHIBIT G2

1	FEDERAL TRADE COMMISSION	
2	<u>i n d e x</u>	
3		
4	COMMERCIAL:	PAGE:
5	Airborne TV Commercial	3
6		
7		
8		
9		
10		
11		
12		
13		
14		
15		
16		
17		
18		
19		
20		
21		
22		
23		
24		
25		

1	FEDERAL TRADE COMMISSION
2	
3	In the Matter of: )
4	Airborne Health, Inc. ) Matter No. 0723183
5	)
6	)
7	Date Unknown
8	
9	
10	
11	
12	The following transcript was produced from a
13	CD-ROM provided to For The Record, Inc. on August 27,
14	2007.
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

#### EXHIBIT G2 46

1 PROCEEDINGS 2 TV COMMERCIAL - AIRBORNE 3 4 ("GERM" sits on bus.) 5 GERM: Hello. ("GERM" sneezes on money.) 6 7 GERM: Oh, do you have change? ("GERM" picking up bagels off plate and 8 sniffing them.) 9 10 Oh, yes, these look good. Would you GERM: 11 like cinnamon or blueberry. 12 ("GERM" getting in minivan and sneezing on 13 basketball.) 14 KIDS: Ewwww. 15 ON SCREEN: Use only as directed. These 16 statements have not been evaluated by the FDA. This 17 product is not intended to diagnose, treat, cure or 18 prevent any disease. 19 MALE ANNOUNCER: When germs wear you down all 20 day, take Airborne Nighttime. ON SCREEN: Created by a school teacher. 21 22 MALE ANNOUNCER: All the immune-boosting 23 benefits plus natural herbs that can help you get a good 24 night's rest and stay healthy. 25 Have you taken your Airborne?

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

## EXHIBIT G2

1	("GERM" climbing into bedroom window.)
2	GERM: Hello.
3	(The commercial was concluded.)
4	
5	
6	
7	
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

1 CERTIFICATION OF TYPIST 2 3 MATTER NUMBER: 0723183 4 CASE TITLE: AIRBORNE HEALTH, INC. 5 TAPING DATE: DATE UNKNOWN 6 TRANSCRIPTION DATE: AUGUST 27, 2007 7 8 I HEREBY CERTIFY that the transcript contained 9 herein is a full and accurate transcript of the tapes 10 transcribed by me on the above cause before the FEDERAL 11 TRADE COMMISSION to the best of my knowledge and belief. 12 13 DATED: AUGUST 27, 2007 14 15 16 ELIZABETH M. FARRELL 17 CERTIFICATION OF PROOFREADER 18 19 20 I HEREBY CERTIFY that I proofread the transcript for 21 accuracy in spelling, hyphenation, punctuation and 22 format. 23 24 25 WANDA J. RAVER

OFFICIAL TRANSCRIPT PROCEEDING FEDERAL TRADE COMMISSION MATTER NO. 0723183 TITLE AIRBORNE HEALTH, INC. DATE RECORDED: DATE UNKNOWN TRANSCRIBED: AUGUST 27, 2007 1 THROUGH 5 PAGES COMMERCIAL -- AIRBORNE AI-FTC0216277 

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

### EXHIBIT H

> For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

### EXHIBIT H

1	FEDERAL TRADE COMMISSION
2	
3	In the Matter of: )
4	Airborne Health, Inc. ) Matter No. 0723183
5	)
6	)
7	Date Unknown
8	
9	
10	
11	
12	The following transcript was produced from a
13	CD-ROM provided to For The Record, Inc. on August 27,
14	2007.
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

1	PROCEEDINGS
2	
3	COMMERCIAL - AIRBORNE
4	(School bell ringing.)
5	FEMALE TEACHER: Good morning, everyone.
6	CHILDREN: Good morning.
7	FEMALE TEACHER: Welcome back to school. I'm
8	your new teacher, Ms. Filifant. And, now, I'd like to
9	know your names.
10	FEMALE CHILD: I'm ah, ah, ah, (sneezing)
11	Amanda.
12	FEMALE CHILD: I'm (sniffling) Kayla.
13	MALE CHILD: I'm (coughing) Corey. I brought
14	you this apple. It's supposed to keep the doctor away.
15	(Coughing).
16	FEMALE TEACHER: Why thank you, Corey.
17	VICTORIA KNIGHT-McDOWELL: The vacation from
18	school germs is officially over. Hi, I'm Victoria
19	Knight-McDowell, the school teacher who created Airborne,
20	the original germ-fighting, immune-boosting tablet that
21	can help you and your family fight those back-to-school
22	germs.
23	Only Airborne has fast effervescent action with
24	17 natural ingredients and Airborne comes in great-
25	tasting flavors, orange, lemon lime and grape Airborne,
	For The Record, Inc. (301) 870-8025 - www.ftrinc.net - (800) 921-5555

#### EXHIBIT H 53

	4
1	Jr.
2	FEMALE TEACHER: Oh, don't forget to take home
3	your germs I mean, homework. (Sneezing). Great, just
4	great.
5	VICTORIA KNIGHT-McDOWELL: Be sure to put
6	Airborne on your back-to-school list.
7	(The commercial was concluded.)
8	
9	
10	
11	
12	
13	
14	
15	
16	
17	
18	
19	
20	
21	
22	
23	
24	
25	

1 CERTIFICATION OF TYPIST 2 3 MATTER NUMBER: 0723183 4 CASE TITLE: AIRBORNE HEALTH, INC. 5 TAPING DATE: DATE UNKNOWN 6 TRANSCRIPTION DATE: AUGUST 27, 2007 7 8 I HEREBY CERTIFY that the transcript contained 9 herein is a full and accurate transcript of the tapes 10 transcribed by me on the above cause before the FEDERAL 11 TRADE COMMISSION to the best of my knowledge and belief. 12 13 DATED: AUGUST 27, 2007 14 15 16 ELIZABETH M. FARRELL 17 CERTIFICATION OF PROOFREADER 18 19 20 I HEREBY CERTIFY that I proofread the transcript for 21 accuracy in spelling, hyphenation, punctuation and 22 format. 23 24 25 WANDA J. RAVER







If you could see germs, you'd know they're a force to be reckoned with. And you'd take Airborne to defend yourself. Airborne is the original effervescent immune-boosting tablet that helps your body fight airborne germs. It's the only one created by a schoolteacher and trusted by millions.



airbornehealth.com

