## Division of Advertising Practices

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

January 26, 2010

Health From the Sun Products, Inc. Attn: Frederick C. Kulow, President 200 Research Drive, Unit 4 Wilmington, MA 01887

## WARNING LETTER

This letter is to advise you that the Division of Advertising Practices of the Federal Trade Commission ("FTC") has reviewed product packaging and advertising on the website <a href="https://www.healthfromthesun.com">www.healthfromthesun.com</a> for A+ Kids DHA Smart Squirts ("Smart Squirts"), a chewable soft gel product containing Omega-3 fatty acids that is intended for use by children. According to the supplement facts panel on your website, one serving of Smart Squirts contains 160 mg of docosahexaenoic acid and 40 mg of eicosapentaenoic acid.

The FTC staff has identified various express and implied claims on product packaging and in advertising for Smart Squirts representing that the product provides health benefits related to brain development and function in normal children. Some examples of these claims include:

- Consuming Smart Squirts improves, enhances, or supports concentration, attention, focus, and memory in children;
- Consuming Smart Squirts improves, enhances, or promotes cognitive function in children:
- Consuming Smart Squirts improves, enhances, or promotes intelligence, academic performance, and academic achievement in children;
- Consuming Smart Squirts improves, enhances, or supports visual acuity in children; and
- Consuming Smart Squirts will cause children to perform better in school.

In addition, the product's name (A+ Kids DHA Smart Squirts), in combination with the above claims, further coveys the net impression that Smart Squirts improves or promotes brain development, cognitive function, intelligence, and academic achievement in normal children.

Given the claims you are making, you should be aware of a recent law enforcement investigation we conducted into similar claims for another children's dietary supplement. Attached is a public closing letter related to an investigation that the FTC conducted of Northwest Natural Products, Inc. ("NNP") for possible violations of Sections 5 and 12 of the Federal Trade Commission Act, 15 U.S.C. §§ 45 and 52 ("FTC Act"). In particular, the FTC's investigation of NNP involved, among other things, the advertising and promotion of a

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children's gummy vitamin called L'il Critters Omega-3 Gummy Fish ("Gummy Fish"). Our inquiry focused on whether NNP had adequate substantiation for representations that Gummy Fish boosts, improves, or promotes brain function, brain development, intelligence, or academic achievement in children. In response to our inquiry, NNP quickly and voluntarily modified all marketing materials for Gummy Fish, including product packaging and labeling, to ensure compliance with the FTC Act. In addition, NNP discontinued the dissemination of print advertisements and website materials for Gummy Fish that contained the claims at issue. The attached closing letter describes in detail the marketing claims at issue in that investigation and the modifications that NNP made to ensure compliance with the FTC Act.

We strongly recommend that after reviewing the attached closing letter, you review your company's advertising, product packaging and labeling, and other promotional materials to ensure that you are not making any health-related claims for Smart Squirts or any other product without competent and reliable scientific evidence to support such claims. The above claims from your product packaging and website are merely illustrative, and are not intended to be an all-inclusive list. It is your responsibility to ensure that promotional materials for your products, including all product packaging and labeling, are in compliance with the FTC Act, in other words, that the health-related claims you make for your products are substantiated. For example, you might rely on well-conducted, clinical cause-and-effect studies demonstrating that the combination of Omega-3 fatty acids contained in Smart Squirts, in the same dosage as provided by one serving of the product, improves, enhances, or promotes cognitive function, intelligence, academic achievement, and brain development in normal children who are old enough to chew and consume Smart Squirts.

I also urge you to visit the FTC's website at www.ftc.gov/bcp/conline/pubs/buspubs/adfaqs.shtm, which provides relevant FTC guidance for businesses.

Please send an email to <a href="mailto:ddomond@ftc.gov">ddomond@ftc.gov</a> by February 8, 2010, describing any actions that you have taken or intend to take in response to this letter to ensure your company's compliance with the FTC Act. Please be advised that if you make health-related claims for products without competent and reliable scientific evidence to support such claims, the FTC may take action to enforce and seek redress for any violations of the FTC Act as the public interest may require.

Thank you for your attention to this matter. Please direct any inquiries concerning this letter to Devin Domond at <a href="mailto:domond@ftc.gov">domond@ftc.gov</a> or at (202) 326-2610.

Very truly yours,

Associate Director

Division of Advertising Practices

Mary K. Engle