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FROM AN ARTICLE BY DEON ROBERTS, THE HAMMOND STAR (NEWSPAPER)

..."It's amazing to me that this is happening," Cox said. "I didn't think anybody was still doing it," Adams said. Clark said the surge suppression industry as a whole began dropping the energy saving claims around the late 1970s and early 1980s, when studies trying to disprove the theory began to pop up adding, "If these people are operating in your neck of the woods, it tells you there's problem with law enforcement."

Action has been taken in the past against companies making similar claims. In 1993, the FTC charged Solar Sales Inc., a Fort Lauderdale, Fla., company, with falsely claiming that its surge suppressors saved customers 20 percent on their energy bills. A consent judgment prohibited the company from making those claims in the future unless Solar Sales can provide "competent and reliable evidence to substantiate them." Florida was once a hot bed for companies who made a fortune off of elderly, and often naive, customers who were wooed by the promises of savings, Clark said. If a salesman is good enough and his pitch polished enough, he could milk many unsuspecting customers. Even some professionals in engineering firms would have a hard time resisting the appealing claims. "It has all the earmarks of a pyramid sales scheme," Clark said, then added that the number of companies still making the claims are few and far between. "I take a real dim view of people misrepresenting products."...

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Federal Trade Commission report web sites:

[www.ftc.gov/opa/2002/04/energysurf2002.htm](http://www.ftc.gov/opa/2002/04/energysurf2002.htm)

[www.ftc.gov/opa/predawn/F93/solarsale8.htm](http://www.ftc.gov/opa/predawn/F93/solarsale8.htm)