

**ATTORNEY GENERAL  
DEPARTMENT OF JUSTICE**

33 CAPITOL STREET  
CONCORD, NEW HAMPSHIRE 03301-6397

GORDON J. MACDONALD  
ATTORNEY GENERAL



ANN M. RICE  
DEPUTY ATTORNEY GENERAL

October 31, 2017

**RECEIVED**  
OCT 31 2017  
BY: .....

Superintendent Brian Balke  
SAU 19  
11 School Street  
Goffstown, NH 03045-1908

Re: Unsolicited Drug Awareness Folders

Dear Mr. Balke:

The Attorney General's Office is currently investigating several incidences of New Hampshire school districts receiving unsolicited promotional folders from a Florida corporation. The Florida company produces these folders without the prior consent of the school districts, after soliciting and generating advertising revenue from local businesses. The folders are then mailed to the school district without prior consent of that district, and, in many instances, school office personnel are tricked into signing a form that the company later represents as consent to receive the folders. The folders present drug awareness information and quick-reference academic facts and tables. The front of the folders displays the name and mascot of the school. The folders also feature printed advertisements from local businesses, some of which report being confused as to the sponsorship of the folders and the actual recipient of the advertisement revenue. Many local businesses buy advertising assuming that the school district will benefit financially. No funds generated from these solicitations go the school district.

The Attorney General's Office is investigating whether this company and its sales agents have used deceptive representations about their relationship with New Hampshire schools to obtain advertisement sales from local businesses.

The company uses an "acceptance of delivery" form with the first shipment of folders to each school, which requires a signature on delivery. Many of these forms appear to have been signed by school office personnel as a package delivery receipt. The forms attempt to bind the school to accept delivery and distribute the folders to all students. The company states that these documents are their "contracts" with the school district.

The business advertisements are obtained through the company's network of sales agents who solicit local businesses face-to-face. In some instances, businesses have reported that the sales agents have falsely represented that they are soliciting sales on behalf of the school, that purchases are tax deductible donations, and that half of the money goes to the school. We know of no instance when this solicitation campaign was, in fact, approved by a school district.

The Florida corporation uses a variety of tradenames and identities to conduct business. The list of business names include:

National Campus Professionals, Inc.  
American Youth Group, Inc.  
Campus American Youth Group, Inc.  
American Youth Corp, Inc.  
Student Relations, Inc.  
Campus Sports, Inc.  
National Coast to Coast Distributors, Inc.  
Folders of America, Inc.  
NCP Scholastic  
TCB Professionals  
Students of America

As a part of our investigation, we are reaching out to all of the school districts in the state to determine if any have received these materials. We have enclosed copies of a folder and an acceptance of delivery form for your reference. If any school in your district has received any such materials, please contact either myself at the contact information listed below or Investigator Calice Ducey at 271-2066.

We suggest that you share this alert with your staff and caution them about signing forms without careful scrutiny of the contents.

We appreciate your cooperation and assistance in this investigation. Please do not hesitate to contact me if you have any questions.

Sincerely,



John W. Garrigan  
Assistant Attorney General  
Consumer Protection & Antitrust Bureau  
(603) 271-1252  
john.garrigan@doj.nh.gov

JWG/  
Enclosure

*calice.ducey@doj.nh.gov*

# GRIZZLIES

*"Helping to Create a Happy, Healthy, Drug Free Community"*



## HOWES PHARMACY

Hours of Operation  
Mon - Fri 9am-6pm  
Saturday 8am-1pm

**603-497-4771**

[www.howespharmacy.com](http://www.howespharmacy.com)

39 Main Street  
Goffstown, NH 03045

*Serving With Pride Since 1949*

## Slawsby Insurance Agency, Inc.

A Member of The Minuteman Group

• Auto • Home • Life • All Lines of Insurance • Health • Business •



*Proudly Serving the  
Goffstown Community*

152 South Mast St., Goffstown NH

Local (603) 429-1776

[www.minutemangroup.com](http://www.minutemangroup.com)



Call Us Today at 603-429-1776 for a  
Free No Obligation Review of Your Insurance Program

ATTENTION: The generosity & thoughtfulness of these local merchants have made this folder available to our students.  
Please stop in and say thank you!

AMERICAN YOUTH GROUP, INC. © 2011 Folder Division - 1-800-424-8900 - A national organization dedicated to promote the enrichment of academics and sports through the creation and distribution of various specialty products...  
e.g. folders, calendars, book covers, merchandise, etc. Unauthorized use of the folder or the material herein and hereon, or interference with related contractual arrangements involving the folder, is a violation of Federal and State laws.

**FREE  
TAKE ONE**



# GOFFSTOWN HIGH SCHOOL

*Promoting High Standards of Excellence and Achievement*

MyCentury21Advantage.com



**(603) 621-7000**



**Community  
starts with  
neighbors  
who care.**

**Deb Chabot, Agent**  
35 Main Street  
Goffstown, NH 03045  
Bus: 603-384-1384  
deb.chabot.t2ct@statefarm.com

**That's what our town is made of.**  
State Farm® has a long heritage  
of helping out in the community.  
That's why I'm proud to support  
Goffstown High School.  
**Get to a better State®.**



1201375

State Farm, Bloomington, IL



**THE AMERICAN YOUTH GROUP, INC.**  
**"LEADING YOU THROUGH THE 21ST CENTURY"**