

**SETTLEMENT AGREEMENT  
BETWEEN TAMAR KALOUSTIAN AND HARD EIGHT NUTRITION, LLC**

**1. INTRODUCTION**

**1.1 The Parties.** This Settlement Agreement is entered into by and between Tamar Kaloustian ("Kaloustian") and Hard Eight Nutrition, LLC ("Hard Eight"). Together, Kaloustian and Hard Eight are collectively referred to as the "Parties." Kaloustian is an individual that resides in the State of California, and seeks to promote awareness of exposures to toxic chemicals and to improve human health by reducing or eliminating hazardous substances contained in consumer products. Kaloustian alleges that Hard Eight is a person in the course of doing business for purposes of the Safe Drinking Water and Toxic Enforcement Act of 1986, Health & Safety Code § 25249.6, et seq. ("Proposition 65").

**1.2 General Allegations.** Kaloustian alleges that Hard Eight has exposed individuals to the chemical lead from its sales of Psyllium Husk Powder without first providing users and consumers of the product with a clear and reasonable health hazard exposure warning as required pursuant to Proposition 65. Lead is listed pursuant to Proposition 65 as a chemical known to the State of California to cause cancer and reproductive toxicity.

**1.3 Product Description.** The products covered by this Settlement Agreement are bulksupplements.com - Psyllium Husk Powder (the "Products") that have been imported, distributed, offered for sale and/or sold in California by Hard Eight Nutrition, LLC, that contain lead.

**1.4 Notice of Violation.** On March 21, 2018, Kaloustian served Hard Eight, and various public enforcement agencies with a document entitled "60-Day Notice of Violations: California Health & Safety Code § 25249.6, et seq." (the "Notice"). The Notice provided Hard Eight and such others, including public enforcers, with notice that alleged that Hard Eight was in violation of California Health & Safety Code § 25249.6, for failing to warn California consumers and customers that use of the Product will expose them to lead.

**1.5 No Admission.** Hard Eight denies the material factual and legal allegations contained in the Notice and maintains that, to the best of its knowledge, all products that are or have been sold and distributed in California, including the Product, have been and are in compliance with all laws. Nothing in this Settlement Agreement shall be construed as an admission by Hard Eight of any fact, finding, issue of law, or violation of law; nor shall compliance with this Settlement Agreement constitute or be construed as an admission by Hard Eight of any fact, finding, conclusion, issue of law or violation of law, such being specifically denied by Hard Eight. However, § 1.5 of this Agreement shall not diminish or otherwise affect the obligations, responsibilities and duties under this Settlement Agreement. Notwithstanding the allegations in the Notice, Hard Eight maintains that it has not knowingly manufactured, or caused to be manufactured, the Product for sale in California in violation of Proposition 65.

**1.6 Effective Date.** For purposes of this Settlement Agreement, the term “Effective Date” shall mean the date this Agreement is last executed by the Parties.

## **2. INJUNCTIVE RELIEF: WARNINGS**

**2.1 Reformulation of Products.** As of the Effective Date, and continuing thereafter, Product that Hard Eight directly manufactures, imports, distributes, sells, or offers for sale in California shall either: (a) be Reformulated Products pursuant to § 2.2, below; or (b) be labeled with a clear and reasonable exposure warning pursuant to §§ 2.3 and 2.4, below. For purposes of this Settlement Agreement, a “Reformulated Product” is a Product that is in compliance with the standard set forth in § 2.2, below. The warning requirement set forth in §§ 2.3 and 2.4 shall not apply to any Reformulated Product.

**2.2 Reformulation Standard.** “Reformulated Product” shall mean Product that contain concentrations of lead less than or equal to 0.5 micrograms per serving, per day, when analyzed pursuant to U.S. Environmental Protection Agency testing methodologies 3051M and EPA6020 ~~or other methodology utilized by federal or state government agencies for the purpose of~~ determining the lead content in food.

**2.3 Clear and Reasonable Warning.** As of the Effective Date, and continuing thereafter, a clear and reasonable exposure warning as set forth in this §§ 2.3 and 2.4 must be provided for all Product that Hard Eight manufacturers, imports, distributes, sells, or offers for sale in California that is not a Reformulated Product. There shall be no obligation for Hard Eight to provide an exposure warning for Product that entered the stream of commerce prior to the Effective Date. The warning shall consist of either the **Warning** or **Alternative Warning** described in §§ 2.3(a) or (b), respectively:

(a) **Warning.** The “Warning” shall consist of the statement:

**WARNING:** Consuming this product can expose you to chemicals including [lead] which is known to the State of California to cause [cancer and] birth defects or other reproductive harm. For more information go to [www.P65Warnings.ca.gov/food](http://www.P65Warnings.ca.gov/food).

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(b) **Alternative Warning:** Hard Eight Nutrition, LLC may, but is not required to, use the alternative short-form warning as set forth in this § 2.3(b) (“**Alternative Warning**”) as follows:

**⚠ WARNING:** Cancer and Reproductive Harm - [www.P65Warnings.ca.gov](http://www.P65Warnings.ca.gov).

**2.4 A Warning or Alternative Warning** provided pursuant to § 2.3 must print the word “**WARNING:**” in all capital letters and in bold font, followed by a colon. The warning shall be affixed to or printed on the Product’s packaging or labeling, or on a placard, shelf tag, sign or electronic device or automatic process, providing that the warning is displayed with such conspicuousness, as compared with other words, statements, or designs as to render it likely to be read and understood by an ordinary individual under customary conditions of purchase or use. A warning may be contained in the same section of the packaging, labeling, or instruction booklet that states other safety warnings, if any, concerning the use of the Product and shall be at least the same size as those other safety warnings.

Hard Eight shall use the phrase “cancer and” in the warning if Hard Eight has reason to believe that the daily lead exposure level is greater than 15 micrograms of lead or if Hard Eight has reason to believe that another Proposition 65 chemical is present which may require a cancer warning.

**2.5 Compliance with Warning Regulations.** Hard Eight shall be deemed to be in compliance with this Settlement Agreement by either adhering to §§ 2.3 and 2.4 of this Settlement Agreement or by complying with warning requirements adopted by the State of California’s Office of Environmental Health Hazard Assessment (“OEHHA”) after the Effective Date.

**3. PENALTIES PURSUANT TO HEALTH & SAFETY CODE § 25249.7(b)**

In settlement of all the claims referred to in this Settlement Agreement, Hard Eight shall pay \$1,000.00 as a Civil Penalty in accordance with this Section. The Civil Penalty payment shall be allocated in accordance with California Health & Safety Code § 25249.12(c) (1) and (d), with 75% of the funds remitted to OEHHA and the remaining 25% of the penalty remitted to Kaloustian. The Civil Penalty payment(s) shall be delivered to the addresses identified in § 3.2, below.

**3.1 Civil Penalty.** Within twenty (20) days of the Effective Date, Hard Eight shall issue two separate checks for the Civil Penalty payment to (a) “OEHHA” in the amount of \$750.00; and to (b) “KJT Law Group, LLP, in Trust for Tamar Kaloustian” in the amount of \$250.00. The Civil Penalty payment(s) shall be delivered to the addresses identified in § 3.2, below.

**3.2 Payment Procedures.**

(a) **Issuance of Payments.** Payments shall be delivered as follows:

(i.) All payments owed to Kaloustian, pursuant to § 3.1 shall be

delivered to the following payment address:

Caspar Jivalagian, Esq.  
KJT Law Group, LLP  
230 N. Maryland Avenue, Suite 306  
Glendale, CA 91206

(ii.) All payments owed to OEHHA (EIN: 68-0284486), pursuant to § 3.1 shall be delivered directly to OEHHA (Memo Line "Prop 65 Penalties") at the following addresses:

For United States Postal Service Delivery:

Mike Gyurics  
Fiscal Operations Branch Chief  
Office of Environmental Health Hazard Assessment  
P.O. Box 4010  
Sacramento, CA 95812-4010

For Non-United States Postal Service Delivery:

Mike Gyurics  
Fiscal Operations Branch Chief  
Office of Environmental Health Hazard Assessment  
1001 I Street  
Sacramento, CA 95814

(b) **Copy of Payments to OEHHA.** Hard Eight agrees to provide Kaloustian's counsel with a copy of the checks payable to OEHHA, simultaneous with its penalty payments to Kaloustian, to be delivered to the address provided in § 3.2(a)(i), as proof of payment to OEHHA.

(c) **Tax Documentation.** Hard Eight agrees to provide a completed IRS 1099 for its payments to, and Kaloustian agrees to provide IRS W-9 forms for, each of the following payees under this Settlement Agreement:

(i.) "Tamar Kaloustian" whose address and tax identification number shall be provided within five (5) days after this Settlement Agreement is fully executed by the Parties;

(ii.) "KJT Law Group, LLP" (EIN: 46-5637353) at the address provided in Section 3.2(a)(i); and

(iii.) "Office of Environmental Health Hazard Assessment" 1001 I Street, Sacramento, CA 95814.

#### **4. REIMBURSEMENT OF FEES AND COSTS**

The Parties acknowledge that Kaloustian and her counsel offered to reach preliminary agreement on the material terms of this dispute before reaching terms on the amount of fees and costs to be reimbursed to them. The Parties thereafter reached an accord on the compensation due to Kaloustian and her counsel under general contract principles and the private attorney general doctrine and principles codified at California Code of Civil Procedure § 1021.5, for all work performed through the mutual execution of this agreement. Under these legal principles, Hard Eight shall reimburse Kaloustian's counsel for fees and costs incurred as a result of investigating and bringing this matter to Hard Eight's attention, and negotiating a settlement in the public interest. Within ten (10) days of the Effective Date, Hard Eight shall issue a check payable to "KJT Law Group, LLP" in the amount of \$9,000.00 for delivery to the address identified in § 3.2(a) (i), above.

## **5. RELEASE OF ALL CLAIMS**

### **5.1 Release of Hard Eight Nutrition, LLC and Downstream Customers and Entities.**

This Settlement Agreement is a full, final and binding resolution between Kaloustian, acting on her own behalf, and Hard Eight, of any violation of Proposition 65 that was or could have been asserted by Kaloustian or on behalf of her past and current agents, representatives, attorneys, successors, and/or assigns ("Releasers") for failure to provide warnings for alleged exposures to listed Proposition 65 chemicals in the Product, and Releasers hereby release any such claims against Hard Eight and its owners, parents, subsidiaries, affiliated entities, shareholders, marketplaces, directors, officers, partners, members, managers, agents, employees, representatives, attorneys, successors and assignees of each of them, and each entity to whom Hard Eight directly or indirectly distributes or sells the Products, including but not limited to, downstream distributors, wholesalers, customers, retailers, including, but not limited to Hard Eight, and its respective owners, subsidiaries, affiliates and parents, franchisees, cooperative members and licensees, and the shareholders, directors, officers, partners, members, managers, agents, representatives, employees, attorney, successors and assigns of each of them (collectively, the "Releasees"), from all

claims for violations of Proposition 65 through the Effective Date based on their failure to warn about alleged exposure to the chemical lead from use of the Product.

In further consideration of the promises and agreements herein contained, and for the payments to be made pursuant to §§ 3 and 4 above, Kaloustian, on behalf of herself, her past and current agents, representatives, attorneys, successors and/or assignees, hereby covenants not to sue and waives any right to institute, participate in, directly or indirectly, any form of legal action and releases all claims that she may have, including without limitation, all actions and causes of action in law and in equity, all obligations, expenses (including without limitation all attorneys' fees, expert fees, and investigation fees, and costs), damages, losses, liabilities and demands against any of the Releasees of any nature, character, or kind, whether known or unknown, suspected or unsuspected, limited to and arising out of the alleged or actual exposure to lead in the Product.

**5.2 Hard Eight Nutrition, LLC's Release of Kaloustian.** Hard Eight, on behalf of itself, its past and current agents, representatives, attorneys, successors and/or assignees, hereby waives any and all claims against Kaloustian, her attorneys and other representatives, for any and all actions taken or statements made (or those that could have been taken or made) by Kaloustian and/or her attorneys and other representatives, whether in the course of investigating claims or otherwise seeking to enforce Proposition 65 against it in this matter or with respect to the Product.

**5.3 California Civil Code § 1542.** It is possible that other claims not known to the Parties arising out of the facts alleged in the Notice and relating to the Product will develop or be discovered. Kaloustian on behalf of herself only, on one hand, and Hard Eight, on the other hand, acknowledge that this Agreement is expressly intended to cover and include all such claims up through the Effective Date, including all rights of action therefor. The Parties acknowledge that the claims released in §§ 5.1 and 5.2, above, may include unknown claims, and nevertheless waive California Civil Code § 1542 as to any such unknown claims. California Civil Code § 1542 reads as follows:

**A GENERAL RELEASE DOES NOT EXTEND TO CLAIMS THAT THE CREDITOR OR RELEASING PARTY DOES NOT KNOW OR SUSPECT TO EXIST IN HIS OR HER FAVOR AT THE TIME OF EXECUTING THE RELEASE AND THAT, IF KNOWN BY HIM OR HER, WOULD HAVE**

**MATERIALLY AFFECTED HIS OR HER SETTLEMENT WITH THE DEBTOR OR RELEASED PARTY.**

Kaloustian and Hard Eight each acknowledge and understand the significance and consequences of this specific waiver of California Civil Code section 1542.

**5.4. Deemed Compliance with Proposition 65.** Compliance by Hard Eight with this Settlement Agreement constitutes compliance with Proposition 65 with respect to exposure to lead from use of the Product.

**5.5. Public Benefit.** It is Hard Eight's understanding that the commitments it has agreed to herein, and actions to be taken by Hard Eight under this Settlement Agreement, would confer a significant benefit to the general public, as set forth in Code of Civil Procedure section 1021.5 and Cal. Admin. Code tit. 11, § 3201. As such, it is the intent of Hard Eight that to the extent any other private party initiates an action alleging a violation of Proposition 65 with respect to Hard Eight's failure to provide a warning concerning exposure to lead prior to use of the Product it has manufactured, distributed, sold, or offered for sale in California, or will manufacture, distribute, sell, or offer for sale in California, such private party action would not confer a significant benefit on the general public as to the Product addressed in this Settlement Agreement, provided that Hard Eight is in material compliance with this Settlement Agreement.

**6. SEVERABILITY**

If, subsequent to the execution of this Settlement Agreement, any of the provisions of this Settlement Agreement are deemed by a court to be unenforceable, the validity of the enforceable provisions remaining shall not be adversely affected but only to the extent the deletion of the provision deemed unenforceable does not materially affect, or otherwise result in the effect of the Settlement Agreement being contrary to the intent of the Parties in entering into this Settlement Agreement.

**7. GOVERNING LAW**

The terms of this Settlement Agreement shall be governed by the law of the State of California and apply within the State of California. In the event that Proposition 65 is repealed or is otherwise rendered inapplicable or limited by reason of law generally, or as to the Product, Hard



Eight shall provide written notice to Kaloustian of any asserted change in the law, and shall have no further obligations pursuant to this Settlement Agreement with respect to, and to the extent that, a Product is so affected.

## **8. NOTICES**

Unless specified herein, all correspondence and notices required to be provided pursuant to this Settlement Agreement shall be in writing and personally delivered or sent by: (i) first-class (registered or certified mail) return receipt requested; or (ii) overnight or two-day courier on any party by the other party to the following addresses:

For Hard Eight Nutrition, LLC:

Tim Swickard, Esq. and Willis Wagner, Esq.  
Greenburg Traurig, LLP  
1201 K Street, Suite 1100  
Sacramento, CA 95814

For Tamar Kaloustian:

Caspar Jivalagian, Esq.  
KJT Law Group, LLP  
230 N. Maryland Avenue, Suite 306  
Glendale, CA 91206

Either party, from time to time, may specify in writing to the other party a change of address to which all notices and other communications shall be sent.

## **9. COUNTERPARTS: SIGNATURES**

This Settlement Agreement may be executed in counterparts and by facsimile or .pdf signature, each of which shall be deemed an original, and all of which, when taken together, shall constitute one and the same document.

## **10. COMPLIANCE WITH HEALTH & SAFETY CODE § 25249.7(f)**

Kaloustian agrees to comply with the reporting requirements referenced in Health & Safety Code section 25249.7(f).

## **11. MODIFICATION**

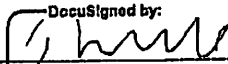
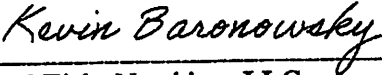
This Settlement Agreement may be modified only by a written agreement of the Parties.

**12. ENTIRE AGREEMENT**

This Settlement Agreement contains the sole and entire agreement of the Parties and any and all prior negotiations and understandings related hereto shall be deemed to have been merged within it. No representations or terms of agreement other than those contained herein exist or have been made by any Party with respect to the other Party or the subject matter hereof.

**13. AUTHORIZATION**

The undersigned are authorized to execute this Settlement Agreement and have read, understood and agree to all of the terms and conditions contained of this Settlement Agreement.

<b>AGREED TO:</b> 3/13/2019	<b>AGREED TO:</b> 3/27/2019
Date: _____	Date: _____
By:  _____	By:  _____
Tamar Keroustan	Hard Eight Nutrition, LLC