| 1 2 | SUMMER STEPHAN District Attorney, County of San Diego STEPHEN M. SPINELLA, SBN 144732  | Exempt from fees Pursuant<br>to Govt. Code § 6103 |
|-----|--|---|
| 3   | Deputy District Attorney<br>330 West Broadway, Suite 750                               |   |
| 4   | San Diego, CA 92101<br>Telephone: (619) 515-8160                                       |   |
| 5   | E-mail: steve.spinella@sdcda.org   |   |
| 6   | Attorneys for People of the State of California (Additional Counsel on following page) |   |
| 7   |  |   |
| 8   | SUPERIOR COURT OF THE STA  | ATE OF CALIFORNIA                                 |
| 9   | COUNTY OF SAN  | DIEGO   |
| 10  |  |   |
| 11  | THE PEOPLE OF THE STATE OF CALIFORNIA,   | Civil Case No:                                    |
| 12  | Plaintiff,   | COMPLAINT FOR INJUNCTION,                         |
| 13  | v.   | RESTITUTION, CIVIL PENALTIES, AND OTHER           |
| 14  | PACIFIC MAGAZINE BILLING LP, a California limited partnership;                         | EQUITABLE RELIEF                                  |
| 15  | PACIFIC MAGAZINE BILLING, INC., a California corporation;                              |   |
| 16  | GRAVITY RESOURCES, INC., a California corporation;                                     |   |
| 17  | TURKEY RANCH PRODUCTIONS, INC., a California corporation;                              |   |
| 18  | TALBOT WOLF, LLC., a California limited liability company; and                         |   |
| 19  | STEVEN VANDE VEGTE, an individual,   |   |
| 20  | Defendants.  |   |
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COMPLAINT

| 1   | TIDDITIONAL COCNSELTORY EMINITY, THE                                   | TEOTEE OF THE STATE OF CAER ORIVIA                                    |
|-----|--|---|
| 2   | ROB BONTA  | LORI FRUGOLI  |
| 2   | Attorney General of California   | District Attorney, County of Marin                                    |
| 3   | MICHAEL E. ELISOFON, SBN 240707<br>Supervising Deputy Attorney General | MICHAEL WEAR, SBN 241352  |
|     | HUNTER H.A. LANDERHOLM, SBN  | Deputy District Attorney  |
| 4   | 294698   | 3501 Civic Center Drive, Room 145                                     |
| _   | Deputy Attorney General  | San Rafael, CA 94903  |
| 5   | 1515 Clay St Ste 2000  | Telephone: (415) 473-3072   |
| 6   | Oakland, CA 94612-1492<br>Telephone: 510-879-0094                      | E-mail: Mike.Wear@marincounty.org                                     |
|     | E-mail: Michael.Elisofon@doj.ca.gov                                    |   |
| 7   | Hunter.Landerholm@doj.ca.gov   | BROOKE JENKINS  |
| 8   |  | District Attorney of San Francisco                                    |
| 0   | LIBGLILA IONES DICKSON   | MATTHEW BELTRAMO, SBN 184796  |
| 9   | URSULA JONES DICKSON   | Assistant District Attorney   |
|     | District Attorney, County of Alameda                                   | 350 Rhode Island Street<br>North Building, Suite 400N                 |
| 10  | ANDRES H. PEREZ, SBN 186219  | San Francisco, CA 94103   |
| 1.1 | Assistant District Attorney  | Telephone: (628) 652-4000   |
| 11  | Consumer Justice Bureau  | E-mail: Matthew.Beltramo@sfgov.org                                    |
| 12  | 7677 Oakport Street, Suite 650   |   |
| 12  | Oakland, CA 94621  | CARLA RODRIGUEZ   |
| 13  | Telephone: (510) 383-8600  | CARLA RODRIGUEZ   |
|     | E-mail: Andres.Perez@acgov.org   | District Attorney, County of Sonoma<br>MATTHEW T. CHEEVER, SBN 191783 |
| 14  |  | Chief Deputy District Attorney  |
| 15  | NATHAN J. HOCHMAN  | JESSICA WASHINGTON, SBN 282863  |
| 10  | District Attorney, Los Angeles County                                  | Deputy District Attorney  |
| 16  | GINA SATRIANO, SBN 161653  | 2300 County Center Dr., Suite B-170                                   |
|     | Assistant Head Deputy District Attorney                                | Santa Rosa, CA 95403  |
| 17  | LOUIS MORIN, SBN 251553  | Telephone: (707) 565-3161   |
| 18  | Deputy District Attorney   | Jessica.Washington@sonoma-county.org                                  |
| 10  | Los Angeles County District Attorney's Office                          |   |
| 19  | 211 West Temple Street, Fl. 10   |   |
| •   | Los Angeles, CA. 90012-4455  |   |
| 20  | Telephone: (213) 257-2460  |   |
| 21  | Email: Gsatriano@da.lacounty.gov                                       |   |
| 21  | Lmorin@da.lacounty.gov   |   |
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The People of the State of California (hereinafter "Plaintiff" or "the People"), by and through Rob Bonta, Attorney General; Ursula Jones Dickson, District Attorney of Alameda County; Nathan J. Hochman, District Attorney of Los Angeles County; Lori E. Frugoli, District Attorney of Marin County; Summer Stephan, District Attorney of San Diego County; Brooke Jenkins, District Attorney of San Francisco; and Carla Rodriguez, District Attorney of Sonoma County, allege on information and belief the following:

# **JURISDICTION AND VENUE**

- 1. This Court has subject matter jurisdiction over this action, among other things, pursuant to Business and Professions Code sections 17203, 17204, 17206, 17535, 17536, and Article 6, section 10 of the California Constitution.
- 2. This Court has jurisdiction over Defendants named above and further identified below pursuant to Code of Civil Procedure section 410.10 because the causes of action alleged herein arise out of business activities that occurred throughout the State of California, including the counties of Alameda, Los Angeles, Marin, San Diego, San Francisco, and Sonoma.
- 3. Venue is proper in this Court because the violations of law herein alleged occurred within San Diego County and throughout the State of California.

# **PLAINTIFF**

4. Plaintiff, the People, are represented by and through the Attorney General and the District Attorneys listed above. The Attorney General and each of the District Attorneys have authority to bring this case on behalf of the People pursuant to the Unfair Competition Law (Bus. & Prof. Code section 17200 et seq.) and False Advertising Law (Bus. & Prof. Code section 17500 et seq.).

#### **DEFENDANTS**

- 5. Defendant PACIFIC MAGAZINE BILLING LP is now, and at all times relevant to the claims in this Complaint was, a California limited partnership that owned and/or operated a magazine subscription solicitation business, located in Escondido, California.
- 6. Defendant PACIFIC MAGAZINE BILLING, INC., is now, and at all times relevant to the claims in this Complaint was, a California corporation located in San Marcos, California,

which managed the operations and was a general partner of PACIFIC MAGAZINE BILLING LP.

- 7. Defendant GRAVITY RESOURCES, INC., is now, and at all times relevant to the claims in this Complaint was, a California corporation located in San Marcos, California, and a limited partner of PACIFIC MAGAZINE BILLING LP.
- 8. Defendant TURKEY RANCH PRODUCTIONS, INC., is now, and at all times relevant to the claims in this Complaint was, a California corporation located in San Marcos, California, and a limited partner of PACIFIC MAGAZINE BILLING LP.
- 9. Defendant TALBOT WOLF, LLC, is now, and at all times relevant to the claims in this Complaint was, a California limited liability company located in San Marcos, California, and a limited partner of PACIFIC MAGAZINE BILLING LP.
- 10. Defendant STEVEN VANDE VEGTE, is now, and at all times relevant to the claims in this Complaint was, an individual, residing in San Diego, California who oversaw and managed the operations of PACIFIC MAGAZINE LP, and was the sole officer, shareholder, and director of PACIFIC MAGAZINE INC.
- 11. Whenever reference is made in this Complaint to any of Defendants, individually or collectively, unless otherwise specified, such allegation or allegations shall be deemed to mean the act of each Defendant acting jointly and severally with the others. Further whenever reference is made in this Complaint to any acts of Defendants, such reference shall be deemed to mean that each of Defendants' officers, employees, agents, or representatives did ratify or authorize such acts while actively engaged in the management, direction, or control of the affairs of said Defendants or while acting within the scope and course of their duties.
- 12. Each of the Defendants, even if not personally committing the below-listed predicate violations and therefore violating the law and set forth herein, aided and abetted the other Defendants by giving them substantial assistance and encouragement, all while knowing that the others' conduct was unlawful.

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13. This case pertains to deceptive mailers sent by Defendants to consumers in California soliciting the sale of magazine subscriptions and renewals in the guise of a bill or invoice for payment.

14. Under California Civil Code section 1716, it is unlawful to send a solicitation for payment of money that reasonably could be considered a bill, invoice, or statement of account due, but is in fact a solicitation for an order, unless the solicitation bears on its face either a disclaimer prescribed by federal law (discussed below) or the following:

THIS IS NOT A BILL. THIS IS A SOLICITATION. YOU ARE UNDER NO OBLIGATION TO PAY THE AMOUNT STATED ABOVE UNLESS YOU ACCEPT THIS OFFER.

In addition to other requirements, the disclaimer must be displayed in "conspicuous boldface capital letters of a color prominently contrasting" with its background and "be at least as large, bold, and conspicuous as any other print on the face of the solicitation but no smaller than 30-point type."

15. Under federal law, specifically 39 U.S.C. 3001(d), any mailer which "is in the form of, and reasonably could be interpreted or construed as, a bill, invoice, or statement of account due," but that is in fact "a solicitation for the order by the addressee of goods or services, or both," constitutes "nonmailable matter" unless it "bears on its face, in conspicuous and legible type in contrast by typography, layout, or color with other printing on its face, in accordance with regulations which the Postal Service shall prescribe ... the following notice:

'This is a solicitation for the order of goods or services, or both, and not a bill, invoice, or statement of account due. You are under no obligation to make any payments on account of this offer unless you accept this offer.'"

In lieu of the disclaimer above, there may be a "a notice to the same effect in words which the Postal Service may prescribe."

16. Under U.S. Postal Service Rule 9.1.1, "any otherwise mailable matter that reasonably could be considered a bill, invoice, or statement of account due, but is in fact a

solicitation for an order, is nonmailable" unless it bears a conspicuous disclaimer that either complies with 39 U.S.C. 3001, subdivision (d)(2)(A), set forth above, or states the following:

THIS IS NOT A BILL. THIS IS A SOLICITATION. YOU ARE UNDER NO OBLIGATION TO PAY THE AMOUNT STATED ABOVE UNLESS YOU ACCEPT THIS OFFER.

Among other requirements, the disclaimer "must be displayed in conspicuous boldface capital letters of a color prominently contrasting with the background against which it appears, including all other print on the face of the solicitation and that are at least as large, bold, and conspicuous as any other print on the face of the solicitation, but not smaller than 30-point type."

# FACTUAL BACKGROUND

- 17. As described above, both California and federal law impose strict requirements on mailers that reasonably could be construed to be bills or invoices. Among other things, such mailers must bear a conspicuous disclaimer alerting recipients (in statutorily prescribed language) that what they are looking at is actually an offer, not a statement of account due.
- 18. Defendants violated these laws. They sent out millions of mailers to California consumers 1 -- including those consumers with existing magazine subscriptions -- that reasonably could be considered a bill, invoice, or statement of account due, but that did not bear the disclaimers referenced above. Among other things, these mailers referenced specific magazine publications (e.g., "People") and prominently featured deceptive action-language, such as "Notice of Renewal/New Order Offer." They contained framed boxes mimicking an invoice for payment, and displayed a price, the magazine name, length of the subscription, and what appeared to be an invoice number.

<sup>&</sup>lt;sup>1</sup> As well as consumers nationwide.

| Offer   | Number  | Please Respond By              |                                      |  |   |                                   | NEW ORDER OFFER  |
|---|---|--------------------------------|--------------------------------------|--|---|-----------------------------------|--|
| Offer Number Please Respond By 112-101 March 26, 2022 |   |                                |                                      |  |   | Return with your payment          |  |
| Year(s)   |   |                                |                                      | Price  | Make Check Pavable to: Choose Payment Option  | Choose Payment Option             |  |
| 1   | 54  | PEOPLE Total A                 |                                      | \$89.00 "PMB" PACIFIC MAGA2 PO BOX 1 SAN MARCOS 760-304-1 \$89.00 Payment is Due | "PMB" PACIFIC MAGAZINE BILLING LLC<br>PO BOX 1985<br>SAN MARCOS CA 92079  | (1985<br>S CA 92079               | Total Amount Installment \$89.00 \$44.50   |
|   |   |                                | Total Amount                         |  | 760-304-1134  |                                   | 112-101  |
|   |   |                                | Installment                          |  | Payment is Due in 30 days<br>when choosing installment payment  | der C'ou                          | PEOPLE - 1 YEARS   |
|   |   |                                |                                      |  |   | on Here                           | Check here if continuing Bill me later No Thank You Make Check Payable he  "Phan" Pacific: Magazinif fill ING I LC   |
|   |   | THIS IS AN OPPER FROM AN INDEP | ENDENT COMPANY.                      | NOT A BILL. F  | LBASE RETAIN THIS PORTION.  |                                   | atate name or address changes above  |
| mail you a price quote. No one will ever call.        |   |                                | The offer<br>obligation<br>enjoy all | n to eithe<br>the bene<br>we are   | er buy or continue at this time or<br>fits of having our company ma   | any t                             | ns<br>oill or invoice and you are under no<br>time in the future. However, you can<br>all of your magazine subscriptions<br>arkets 100's of the most popular   |
|   |   |                                |                                      |  | Guarante  | e                                 |  |
|   | refund 1<br>processi<br>weeks fo<br>immedia<br>label on |                                |                                      |  | our payment. However, once of apply plus our costs to submoder to begin. If choosing instance in the rest upon receipt of second in | we h<br>it you<br>ilmen<br>nstall | t yet been processed we will gladly<br>ave processed your order a \$9.00<br>ur order, Please allow six to twelve<br>it payment, we will submit 1 year<br>ment. If continuing, please read the<br>date and mark the front of this |
|   |   |                                | promotio                             | your ma  | accordingly.  | tion                              | date and mark the front of this  |
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NOTICE OF RENEWAL/

20. This mailer, and those like it, were deceptive in that they would appear to the reasonable consumer to be bills, invoices, or statements of account, when in fact they were solicitations to purchase a magazine subscription. Moreover, as reflected in the images above, although the mailer contained disclaimer-like language in small print at the bottom of the front side (e.g., "THIS IS AN OFFER FROM AN INDEPENDENT COMPANY, NOT A BILL") and in the "Terms and Conditions" on the back, these disclaimers, such as they were, did not comply with California or federal law, either in size, location, appearance, or content.

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(Misleading Statements in Violation of Business and Professions Code §17500)

- 21. Plaintiff re-alleges and incorporates herein by reference Paragraphs 1 through 20, inclusive, of this Complaint as though fully set forth herein.
- 22. Beginning at an exact date unknown to Plaintiff, but commencing no later than three years prior to the filing of this Complaint, plus additional time tolled by agreement of the parties, Defendants, with the intent to induce members of the public to purchase goods, made or caused to be made, statements about those goods that were untrue or misleading or had the capacity, likelihood, or tendency to deceive or confuse the public, and that were known or by the exercise of reasonable care should have been known to be untrue or misleading or having the capacity, likelihood, or tendency to deceive or confuse the public, in violation of Business and Professions Code section 17500.
- 23. The unlawful conduct, acts, and omissions of Defendants in violation of section 17500 of the Business and Professions Code, as set forth herein, demonstrate the necessity and legal basis for injunctive relief, restitution, and civil penalties under sections 17535 and 17536 of the Business and Professions Code.

## SECOND CAUSE OF ACTION

(Unfair Competition in Violation of Business and Professions Code §17200)

- 24. The People re-allege and incorporate herein by reference Paragraphs 1 through 23, inclusive, of this Complaint as though fully set forth herein.
- 25. Beginning at an exact date unknown to Plaintiff, but commencing no later than four years prior to the filing of this Complaint, plus the additional time tolled by agreement of the parties, Defendants engaged in unlawful conduct within the meaning of Business and Professions Code section 17200, including but not limited to the following:
  - A. Violating Business and Professions Code section 17500, as set forth in the First Cause of Action, by making untrue or misleading statements in connection with the sale or offering for sale of goods to the public in California;

- B. Violating California Civil Code section 1716, by soliciting payment of money by another by means of a written statement or invoice, or any writing that reasonably could be considered a bill, invoice, or statement of account due, but is in fact a solicitation for an order, and not including the disclaimer language required by that statute;
- C. Violating 39 U.S.C. 3001(d) by sending nonmailable mail that reasonably could be interpreted or construed as, a bill, invoice, or statement of account due; but constitutes, in fact, a solicitation for the order by the addressee of goods or services, or both; and that did not bear on its face, in conspicuous and legible type in contrast by typography, layout, or color with other printing on its face, in accordance with regulations which the Postal Service shall prescribe either the following notice: "This is a solicitation for the order of goods or services, or both, and not a bill, invoice, or statement of account due. You are under no obligation to make any payments on account of this offer unless you accept this offer", or in lieu thereof, a notice to the same effect in words which the Postal Service may prescribe as alleged in paragraph 16, above;
- D. Violating United States Postal Rule 9.1.1 by sending mailers that reasonably could be considered bills, invoices, or statements of account due, but were in fact solicitations for an order, and that did not contain the disclaimers required by that rule.
- 26. The unlawful conduct as set forth herein demonstrate the necessity and legal basis for injunctive relief, restitution and civil penalties under sections 17203 and 17206 of the Business and Professions Code.

# **PRAYER**

WHEREFORE, the People pray for relief as follows:

A. That pursuant to Business and Professions Code sections 17203 and 17535, Defendants and their officers, directors, employees, agents, representatives, successors and assignees, and all persons, corporations or other entities acting in concert or participation with