

**BURSOR & FISHER, P.A.**  
Neal J. Deckant (State Bar No. 322946)  
1990 North California Blvd., Suite 940  
Walnut Creek, CA 94596  
Telephone: (925) 300-4455  
Facsimile: (925) 407-2700  
Email: ndeckant@bursor.com

*Attorney for Plaintiffs*

ELECTRONICALLY  
**FILED**

*Superior Court of California,  
County of San Francisco*

**01/17/2024**  
**Clerk of the Court**

BY: AUSTIN LAM  
Deputy Clerk

**SUPERIOR COURT OF THE STATE OF CALIFORNIA**  
**COUNTY OF SAN FRANCISCO**

MASON JULIAN and ALEXANDER TAT,  
individually and on behalf of all other persons  
similarly situated,

Plaintiffs,

v.

PURPLE INNOVATION, LLC,

Defendant.

Case No.: **CGC-24-611689**

**CLASS ACTION COMPLAINT**

**JURY TRIAL DEMANDED**

1 Plaintiffs Mason Julian and Alexander Tat (collectively, “Plaintiffs”) bring this action  
 2 individually and on behalf of all others similarly situated against Defendant Purple Innovation,  
 3 LLC (“Defendant” or “Purple”). Plaintiffs make the following allegations pursuant to the  
 4 investigation of their counsel and based upon information and belief, except as to the allegations  
 5 specifically pertaining to themselves, which are based on personal knowledge.

6 **NATURE OF THE ACTION**

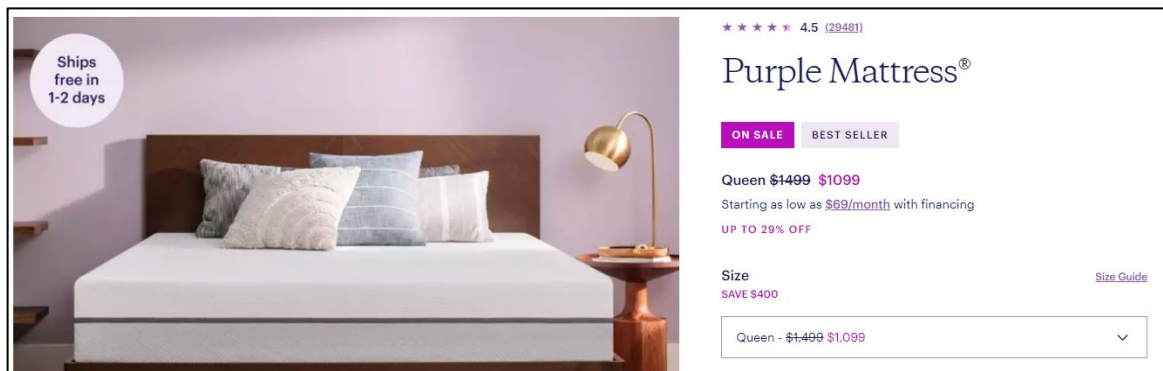
7 1. The online mattress market is booming. Online mattress sales generated nearly \$5.2  
 8 billion in 2021 alone.<sup>1</sup>

9 2. Defendant seeks to carve out its own share of this hypercompetitive market by  
 10 offering perpetual “sales” and discounted prices through its online e-commerce store.

11 3. It is no secret that consumers actively seek out bargains and discounted items when  
 12 making purchasing decisions. Retailers, including Defendant, are well aware of consumers’  
 13 susceptibility to such perceived bargains. Products perceived by consumers to be discounted,  
 14 however, are not always actual bargains. In an effort to give off the appearance of a bargain,  
 15 Defendant intentionally misleads consumers as to the quality and value of the merchandise  
 16 available on its website (the “Products”) through its deceptive sales tactics.

17 4. When consumers visit Defendant’s online store, they are shown purported “sale”  
 18 prices on Defendant’s Products, including its signature mattress:

19 **Figure 1:**



27 <sup>1</sup> [https://www.digitalcommerce360.com/article/mattress-ecommerce-](https://www.digitalcommerce360.com/article/mattress-ecommerce-sales/#:~:text=But%20mattress%20retailers%20are%20still,from%20%244.31%20billion%20in%202020.)  
 28 [sales/#:~:text=But%20mattress%20retailers%20are%20still,from%20%244.31%20billion%20in%202020.](https://www.digitalcommerce360.com/article/mattress-ecommerce-sales/#:~:text=But%20mattress%20retailers%20are%20still,from%20%244.31%20billion%20in%202020.)

1           5.       But Defendant’s purported “sales” are in reality anything but. Defendant never  
2 actually sells its Products at the advertised strike-through price. Such findings were confirmed  
3 through online archives documenting Defendant’s pricing and sale history.

4           6.       It is well established that false “reference” pricing violates state and federal law.  
5 Nonetheless, Defendant employs inflated, fictitious reference prices for the sole purpose of  
6 increasing its sales. Defendant engages in this deceptive practice to deceive consumers, including  
7 Plaintiffs, into believing they are receiving a bargain on their online purchases to induce them into  
8 making a purchase they otherwise would not have made.

9           7.       As a direct and proximate result of Defendant’s false and misleading sales practices,  
10 Plaintiffs and members of the Class, as defined herein, were induced into purchasing the Products  
11 under the false premise that they were of a higher grade, quality, or value than they actually were.

12           8.       Plaintiffs seek relief in this action individually, and on behalf of all purchasers of  
13 the Products for violations of the California Consumers Legal Remedies Act (“CLRA”), Civil  
14 Code §§ 1750, *et seq.*, Unfair Competition Law (“UCL”), Bus. & Prof. Code §§ 17200, *et seq.*,  
15 False Advertising Law (“FAL”), Bus. & Prof. Code §§ 17500, *et seq.*, fraud, and unjust  
16 enrichment. Through this action, Plaintiffs seek to enjoin Defendant from its false and deceptive  
17 sales practices, and Plaintiffs seek to obtain actual and statutory damages, restitution, injunctive  
18 relief, and reasonable attorneys’ costs and fees.

### **JURISDICTION AND VENUE**

19           9.       This Court has jurisdiction over this action pursuant to Cal. Code Civ. Proc. §  
20 410.10 and Cal. Bus. & Prof. Code §§ 17203-17204, 17604. This action is brought as a class  
21 action on behalf of Plaintiffs and Class members pursuant to Cal. Code Civ. Proc. § 382.

22           10.       This Court has personal jurisdiction over Defendant because events giving rise to  
23 the cause of action occurred as a result of Defendant’s purposely directed contacts with California.  
24 Defendant purposely sold the Products that gave rise to the cause of action in California.  
25 Defendant’s misrepresentations about the Products were purposely directed to this District and  
26 Plaintiffs viewed and relied upon these representations in this District. Further, Defendant  
27 conducts and transacts business in this District and contracts to supply goods within this District.  
28

1 11. Venue is proper in this Court pursuant to Cal. Code Civ. Proc. §§ 395 and 395.5  
2 because Plaintiff Julian resides in this District and a substantial portion of the events giving rise to  
3 the cause of action occurred in this District. Plaintiff Julian purchased the Products and suffered  
4 his primary injury in this District.

5 **PARTIES**

6 12. Plaintiff Mason Julian is an individual consumer who, at all times material hereto,  
7 was a citizen of California and resident of San Francisco, California.

8 13. Mr. Julian made a purchase from Defendant’s e-commerce website, including a  
9 queen-size Purple Mattress (the “Product”). Mr. Julian purchased the Product on or about June 3,  
10 2023, for a “sale” price of \$1,299.00. The Product Mr. Julian purchased displayed an original,  
11 strike-through price of \$1,399.00, representing a \$100.00 “discount.” Before purchasing the  
12 Product, Mr. Julian reviewed information about the Product, including Defendant’s representations  
13 that the Product was being offered at a discounted “sale” price, including but not limited to that the  
14 product was “on sale,” that there was a “% off,” that the original, non-sale strikethrough price of  
15 the Product was higher than the advertised price, and that Plaintiff Julian would “save \$X” from his  
16 purchase. When purchasing the Product, Mr. Julian also reviewed the accompanying labels,  
17 disclosures, warranties, and marketing materials, and understood them as representation and  
18 warranties by Defendant that the Product was ordinarily offered at a higher price.

19 14. Mr. Julian relied on Defendant’s false, misleading, and deceptive representations  
20 and warranties about the Product in making his decision to purchase the Product. Accordingly,  
21 these representations and warranties were part of the basis of the bargain, in that he would not have  
22 purchased the Product, or would not have paid as much for the Product, had he known Defendant’s  
23 representations were not true. Defendant’s representations about its Products are false and  
24 misleading because they induce consumers into believing that they are purchasing Products of a  
25 higher value and quality than they actually are.

26 15. Had Mr. Julian known the truth—that the representations he relied upon in making  
27 his purchase were false, misleading, and deceptive—he would not have purchased the Products or  
28 would have paid less for the Products. Mr. Julian did not receive the benefit of his bargain,

1 because Defendant's Products were not of the represented quality and value. Mr. Julian understood  
2 that his purchase involved a direct transaction between himself and Defendant, because the Product  
3 he purchased came with packaging, labeling, and other materials prepared by Defendant, including  
4 representations and warranties regarding the advertised claims.

5 16. Plaintiff Alexander Tat is an individual consumer who, at all times material hereto,  
6 was a citizen of California and resident of Milpitas, California.

7 17. Mr. Tat made a purchase from Defendant's e-commerce website, including a queen-  
8 size Purple Mattress (the "Product"). Mr. Tat purchased the Product on or about November 25,  
9 2023, for a "sale" price of \$1,079.00. The Product Mr. Tat purchased displayed an original, strike-  
10 through price of \$1,399.00, representing a \$320.00 "discount." Before purchasing the Product, Mr.  
11 Tat reviewed information about the Product, including Defendant's representations that the Product  
12 was being offered at a discounted "sale" price, including but not limited to that the product was "on  
13 sale," that there was a "% off," that the original, non-sale strikethrough price of the Product was  
14 higher than the advertised price, and that Plaintiff Tat would "save \$X" from his purchase. When  
15 purchasing the Product, Mr. Tat also reviewed the accompanying labels, disclosures, warranties,  
16 and marketing materials, and understood them as representation and warranties by Defendant that  
17 the Product was ordinarily offered at a higher price.

18 18. Mr. Tat relied on Defendant's false, misleading, and deceptive representations and  
19 warranties about the Product in making his decision to purchase the Product. Accordingly, these  
20 representations and warranties were part of the basis of the bargain, in that he would not have  
21 purchased the Product, or would not have paid as much for the Product, had he known Defendant's  
22 representations were not true. Defendant's representations about its Products are false and  
23 misleading because they induce consumers into believing that they are purchasing Products of a  
24 higher value and quality than they actually are.

25 19. Had Mr. Tat known the truth—that the representations he relied upon in making his  
26 purchase were false, misleading, and deceptive—he would not have purchased the Products or  
27 would have paid less for the Products. Mr. Tat did not receive the benefit of his bargain, because  
28 Defendant's Products were not of the represented quality and value. Mr. Tat understood that his

1 purchase involved a direct transaction between himself and Defendant, because the Product he  
2 purchased came with packaging, labeling, and other materials prepared by Defendant, including  
3 representations and warranties regarding the advertised claims.

4 20. Defendant Purple Innovation, LLC is a limited liability company with a principal  
5 place of business in Lehi, Utah. Defendant manufactures, markets, and advertises and distributes  
6 its Products throughout the United States, including California. Defendant manufactured,  
7 marketed, and sold the Products during the relevant Class Period. The planning and execution of  
8 the advertising, marketing, labeling, packaging, testing, and/or business operations concerning the  
9 Products were primarily or exclusively carried out by Defendant.

10 **FACTUAL BACKGROUND**

11 21. Defendant manufactures, markets, sells, and distributes its Products throughout the  
12 United States, including California, through its online e-commerce store.

13 **State And Federal Pricing Guidelines**

14 22. California law provides clear guidelines as to permissible and unlawful sales tactics:

15 For the purpose of this article the worth or value of any thing  
16 advertised is the prevailing market price, wholesale if the offer is at  
17 wholesale, retail if the offer is at retail, at the time of publication of  
18 such advertisement in the locality wherein the advertisement is  
19 published.

20 No price shall be advertised as a former price of any advertised thing,  
21 unless the alleged former price was the prevailing market price as  
22 above defined within three months next immediately preceding the  
23 publication of the advertisement or unless the date when the alleged  
24 former price did prevail is clearly, exactly and conspicuously stated  
25 in the advertisement.

26 Bus. & Prof. Code § 17501.

27 23. Additionally, California law expressly prohibits making false or misleading  
28 statements of fact “concerning reasons for, existence of, or amounts of price reductions.” *See* Cal.  
Civ. Code § 1770(a)(13).

29 24. The Federal Trade Commission (“FTC”) provides retailers with additional guidance  
as to permissible and unlawful sales tactics. *See* 16 C.F.R. § 233.

1           25.    The FTC provides the following guidance on former price comparisons:

2                   One of the most commonly used forms of bargain advertising is to  
3                   offer a reduction from the advertiser’s own former price for an  
4                   article. If the former price is the actual, bona fide price at which the  
5                   article was offered to the public on a regular basis for a reasonably  
6                   substantial period of time, it provides a legitimate basis for the  
7                   advertising of a price comparison. Where the former price is  
8                   genuine, the bargain being advertised is a true one. **If, on the other  
9                   hand, the former price being advertised is not bona fide but  
10                  fictitious - for example, where an artificial, inflated price was  
11                  established for the purpose of enabling the subsequent offer of a  
12                  large reduction - the “bargain” being advertised is a false one;  
13                  the purchaser is not receiving the unusual value he expects. In  
14                  such a case, the “reduced” price is, in reality, probably just the  
15                  seller’s regular price.**

16 C.F.R. § 233.1(a) (emphasis added).

17           26.    The FTC further provides that “[t]he advertiser should be especially careful [...] that  
18           the price is one at which the product was openly and actively offered for sale, for a reasonably  
19           substantial period of time, in the recent, regular course of his business, **honestly and in good faith  
20           - and, of course, not for the purpose of establishing a fictitious higher price on which a  
21           deceptive comparison might be based.**” 16 CFR § 233.1(b) (emphasis added).

22           27.    The FTC also provides retailers with guidance as to retail price comparison:

23                   Another commonly used form of bargain advertising is to offer goods  
24                   at prices lower than those being charged by others for the same  
25                   merchandise in the advertiser’s trade area (the area in which he does  
26                   business). This may be done either on a temporary or a permanent  
27                   basis, but in either case **the advertised higher price must be based  
28                   upon fact, and not be fictitious or misleading.** Whenever an  
29                   advertiser represents that he is selling below the prices being charged  
30                   in his area for a particular article, he should be reasonably certain  
31                   that the higher price he advertises does not appreciably exceed the  
32                   price at which substantial sales of the article are being made in the  
33                   area - that is, a sufficient number of sales so that a consumer would  
34                   consider a reduction from the price to represent a genuine bargain or  
35                   saving.

36 C.F.R. § 233.2(a) (emphasis added).

37           28.    Essentially, federal and state law provides that sales practices should be offered in  
38           good-faith and accurately reflect the price at which comparable products are sold in the market.

**Defendant’s Deceptive Sales Practices**

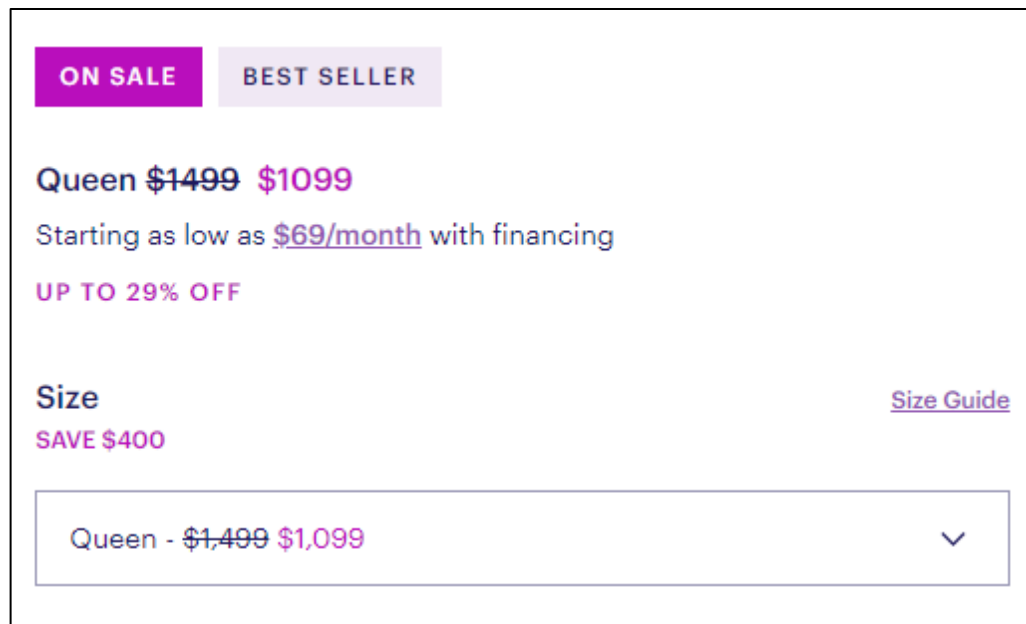
29. Defendant primarily sells its Products through its e-commerce website.

30. In an effort to increase sales, Defendant engages in a pervasive online marketing scheme to artificially inflate the prices of its Products for the sole purpose of marking them at a discounted “sale” price. Defendant is aware that consumers typically lack material information about a product and often rely on information from sellers when making purchasing decisions, especially when a products quality or value is difficult to discern.<sup>2</sup>

31. Defendant has multiple methods of deceiving consumers into believing that they are receiving a bargain on the mattresses they purchase through Defendant’s online store.

32. First, Defendant utilizes a fictitious strikethrough reference price accompanied by a purported “sav[ings]” percentage. Next to the fictitious reference price is a lower purported “sale” price. Defendant further warrants to consumers that they “save \$X” through their purchase and that such products are “on sale”:

**Figure 2:**



<sup>2</sup> *Information and Consumer Behavior*, Phillip Nelson, *Journal of Political Economy* 78, no. 2, p. 311-312 (1970) (“Not only do consumers lack full information about the price of goods, but their information is probably even poorer about the quality variation of products simply because the latter information is more difficult to obtain.”).





1           43.    Commonality: The questions of law and fact common to the Class Members which  
2 predominate over any questions which may affect individual Class Members include, but are not  
3 limited to:

- 4                   (a)    Whether Defendant is responsible for the conduct alleged herein which was  
5                            uniformly directed at all consumers who purchased the Products;  
6                   (b)    Whether Defendant’s misconduct set forth in this Complaint demonstrates  
7                            that Defendant engaged in unfair, fraudulent, or unlawful business practices  
8                            with respect to the advertising, marketing, and sale of the Products;  
9                   (c)    Whether Defendant made false and/or misleading statements concerning the  
10                           Products that were likely to deceive a reasonable consumer and/or the  
11                           public;  
12                   (d)    Whether Plaintiffs and the Class are entitled to injunctive relief; and  
13                   (e)    Whether Plaintiffs and the Class are entitled to money damages under the  
14                           same causes of action as the other Class Members.

15           44.    Typicality: Plaintiffs are members of the Class they seek to represent. Plaintiffs’  
16 claims are typical of the claims of each Class Member in that every member of the Class was  
17 susceptible to the same deceptive, misleading conduct and purchased the Defendant’s Products.  
18 Plaintiffs are entitled to relief under the same causes of action as the other Class Members.

19           45.    Adequacy: Plaintiffs are adequate Class representatives because their interests do  
20 not conflict with the interests of the Class members they seek to represent; their consumer fraud  
21 claims are common to all other members of the Class and they have a strong interest in vindicating  
22 their rights; they have retained counsel competent and experienced in complex class action  
23 litigation and they intend to vigorously prosecute this action. Plaintiffs have no interests which  
24 conflicts with those of the Class. The Class Members’ interests will be fairly and adequately  
25 protected by Plaintiffs and their counsel. Defendant has acted in a manner generally applicable to  
26 the Class, making relief appropriate with respect to Plaintiffs and the Class Members. The  
27 prosecution of separate actions by individual Class Members would create a risk of inconsistent  
28 and varying adjudications.





1           63. Plaintiffs bring this claim individually and on behalf of the members of the Class  
2 against Defendant.

3           64. California’s FAL, (Bus. & Prof. Code §§ 17500, *et seq.*) makes it “unlawful for any  
4 person to make or disseminate or cause to be made or disseminated before the public in this state,  
5 ... in any advertising device ... or in any other manner or means whatever, including over the  
6 Internet, any statement, concerning ... personal property or services, professional or otherwise, or  
7 performance or disposition thereof, which is untrue or misleading and which is known, or which by  
8 the exercise of reasonable care should be known, to be untrue or misleading.”

9           65. California’s FAL further provides that “no price shall be advertised as a former  
10 price of any advertised thing, unless the alleged former price was the prevailing market price ...  
11 within three months next immediately preceding the publication of the advertisement or unless the  
12 date when the alleged former price did prevail is clearly, exactly, and conspicuously stated in the  
13 advertisement.” *See* Cal. Bus. & Prof. Code § 17501.

14           66. Defendant violated California’s FAL by representing that its Products were “on  
15 sale” or “% off,” representing that consumers would “save \$X,” and displaying a strikethrough  
16 reference price. Defendant never offered the Products at the advertised strike-through price. Such  
17 a deceptive marketing practice misled consumers by creating a false impression that the Products  
18 were of a higher value and worth more than their actual worth.

19           67. Defendant’s actions in violation of § 17500 were false and misleading such that the  
20 general public was likely to be deceived.

21           68. As a direct and proximate result of these acts, consumers have been and are being  
22 harmed. Plaintiffs and members of the Class have suffered injury and actual out-of-pocket losses  
23 because: (a) Plaintiffs and members of the Class would not have purchased the Products if they had  
24 known the true facts regarding the value and prevailing market price of the Products; (b) Plaintiffs  
25 and members of the Class paid a price premium due to the misrepresentations about the Products;  
26 and (c) the Products did not have the promised quality or value.

27           69. Plaintiffs brings this action pursuant to § 17535 for injunctive relief to enjoin the  
28 practices described herein and to require Defendant to issue corrective and disclosures to

1 consumers. Plaintiffs and members of the Class are therefore entitled to: (a) an order requiring  
2 Defendant to cease the acts of unfair competition alleged herein; (b) full restitution of all monies  
3 paid to Defendant as a result of its deceptive practices; (c) interest at the highest rate allowable by  
4 law; and (d) the payment of Plaintiffs' attorneys' fees and costs.

5 **COUNT III**  
6 **Violation of Unfair Competition Law**  
7 **Business & Professions Code §§ 17200, et seq.**

8 70. Plaintiffs and Class Members reallege and incorporate by reference each allegation  
9 set forth above as if fully set forth herein.

10 71. Plaintiffs bring this claim individually and on behalf of the members of the Class  
11 against Defendant.

12 72. Defendant is subject to the UCL, Bus. & Prof. Code § 17200 *et seq.* The UCL  
13 provides, in pertinent part: "Unfair competition shall mean and include unlawful, unfair or  
14 fraudulent business practices and unfair, deceptive, untrue or misleading advertising ...." The  
15 UCL also provides for injunctive relief and restitution for violations.

16 73. "By proscribing any unlawful business practice, § 17200 borrows violations of other  
17 laws and treats them as unlawful practices that the UCL makes independently actionable." *Cel-*  
18 *Tech Communications, Inc. v. Los Angeles Cellular Telephone Co.*, 20 Cal. 4th 163, 180 (1999)  
19 (citations and internal quotation marks omitted).

20 74. Virtually any law or regulation—federal or state, statutory, or common law—can  
21 serve as a predicate for a UCL "unlawful" violation. *Klein v. Chevron U.S.A., Inc.*, 202 Cal. App.  
22 4th 1342, 1383 (2012).

23 75. Defendant has violated the UCL's "unlawful prong" as a result of its violations of  
24 the CLRA, FAL, and federal regulations as described herein.

25 76. Throughout the Class Period, Defendant committed acts of unfair competition, as  
26 defined by § 17200, by representing that its Products were "on sale" or "% off," representing that  
27 consumers would "save \$X," and displaying a strikethrough reference price. Defendant never sold  
28 its Products at the advertised strikethrough price. Such a deceptive marketing practice misled

1 consumers by creating a false impression that the Products were of a higher value and worth more  
2 than their actual worth.

3 77. As detailed above, the CLRA prohibits a business from “[a]dvertising goods or  
4 services with intent to not sell them as advertised.” Cal. Civ. Code § 1770(a)(9).

5 78. Further, the CLRA prohibits a business from “[m]aking false or misleading  
6 statements of fact concerning reasons for, existence of, or amounts of price reductions.” Cal. Civ.  
7 Code § 1770(a)(13).

8 79. California law also expressly prohibits false reference price schemes. Specifically,  
9 the FAL provides:

10 For the purpose of this article the worth or value of any thing  
11 advertised is the prevailing market price, wholesale if the offer is at  
12 wholesale, retail if the offer is at retail, at the time of publication of  
such advertisement in the locality wherein the advertisement is  
published.

13 No price shall be advertised as a former price of any advertised thing,  
14 unless the alleged former price was the prevailing market price as  
15 above defined within three months next immediately preceding the  
16 publication of the advertisement or unless the date when the alleged  
former price did prevail is clearly, exactly and conspicuously stated  
in the advertisement.

17 Bus. & Prof. Code § 17501.

18 80. Federal regulations also provide:

19 One of the most commonly used forms of bargain advertising is to  
20 offer a reduction from the advertiser’s own former price for an  
21 article. If the former price is the actual, bona fide price at which the  
22 article was offered to the public on a regular basis for a reasonably  
23 substantial period of time, it provides a legitimate basis for the  
24 advertising of a price comparison. Where the former price is  
25 genuine, the bargain being advertised is a true one. **If, on the other  
26 hand, the former price being advertised is not bona fide but  
27 fictitious - for example, where an artificial, inflated price was  
28 established for the purpose of enabling the subsequent offer of a  
large reduction - the “bargain” being advertised is a false one;  
the purchaser is not receiving the unusual value he expects. In  
such a case, the “reduced” price is, in reality, probably just the  
seller’s regular price.**

16 C.F.R. § 233.1(a) (emphasis added).

1           81.     The FTC further provides that “[t]he advertiser should be especially careful [...] that  
2 the price is one at which the product was openly and actively offered for sale, for a reasonably  
3 substantial period of time, in the recent, regular course of his business, **honestly and in good faith**  
4 **- and, of course, not for the purpose of establishing a fictitious higher price on which a**  
5 **deceptive comparison might be based.”** 16 C.F.R. § 233.1(b) (emphasis added).

6           82.     The FTC also provides retailers with guidance as to retail price comparison:

7                     Another commonly used form of bargain advertising is to offer goods  
8 at prices lower than those being charged by others for the same  
9 merchandise in the advertiser’s trade area (the area in which he does  
10 business). This may be done either on a temporary or a permanent  
11 basis, but in either case **the advertised higher price must be based**  
12 **upon fact, and not be fictitious or misleading.** Whenever an  
13 advertiser represents that he is selling below the prices being charged  
14 in his area for a particular article, he should be reasonably certain  
that the higher price he advertises does not appreciably exceed the  
price at which substantial sales of the article are being made in the  
area - that is, a sufficient number of sales so that a consumer would  
consider a reduction from the price to represent a genuine bargain or  
saving.

15 16 C.F.R. § 233.2(a) (emphasis added).

16           83.     As described herein, the alleged acts and practices resulted in violations of federal  
17 and state law.

18           84.     Defendant’s misrepresentations and other conduct, described herein, violated the  
19 “unfair prong” of the UCL because the conduct is substantially injuries to consumers, offends  
20 public policy, and is immoral, unethical, oppressive, and unscrupulous, as the gravity of the  
21 conduct outweighs any alleged benefits. Defendant’s conduct is unfair in that the harm to Plaintiffs  
22 and members of the California Subclass arising from Defendant’s conduct outweighs the utility, if  
23 any, of those practices.

24           85.     Defendant’s practices as described herein are of no benefit to consumers, who are  
25 tricked into believing that the Products are of a higher grade, quality, worth, and/or value than they  
26 actually are. Defendant’s practice of injecting misinformation into the marketplace about the value  
27 of its Products is unethical and unscrupulous, especially because consumers trust companies like  
28 Defendant to provide accurate information about their Products. Taking advantage of that trust,



1 Defendant misrepresents the value of its Products to increase its sales. Consumers reasonably  
2 believe that Defendant is an authority on the value of mattresses and therefore reasonably believe  
3 Defendant's representations that its Products are of a higher grade, quality, worth, and/or value  
4 than they actually are.

5 86. Defendant's conduct described herein violated the "fraudulent" prong of the UCL  
6 by representing that the Products were of a higher grade, quality, worth, and/or value, when in fact  
7 they were not.

8 87. Plaintiffs and members of the Class are not sophisticated experts with independent  
9 knowledge of the value of mattresses, and they acted reasonably when they purchased the Products  
10 based on their belief that Defendant's representations were true.

11 88. Defendant knew or should have known, through the exercise of reasonable care, that  
12 its representations about the Products were untrue and misleading.

13 89. As a direct and proximate result of these acts, consumers have been and are being  
14 harmed. Thus, Plaintiffs and members of the Class are entitled to preliminary and injunctive relief.

15 **COUNT IV**  
16 **Fraud**

17 90. Plaintiffs and Class Members reallege and incorporate by reference each allegation  
18 set forth above as if fully set forth herein.

19 91. Plaintiffs bring this claim individually and on behalf of the members of the Class  
20 against Defendant.

21 92. As discussed above, Defendant failed to disclose material facts about its sales  
22 practices, including that its "sale" prices were the normal prices at which the Products were  
23 typically sold, that its strikethrough prices were fictitious, and that these deceptive sales practices  
24 operated solely for the purpose of inducing consumers to make purchases they otherwise would not  
25 have made.

26 93. These omissions made by Defendant, as described above, upon which Plaintiffs and  
27 members of the Class reasonably and justifiably relied, were intended to and actually did induce  
28 Plaintiffs and members of the Class to purchase the Products.



- 1 (c) Entering preliminary and permanent injunctive relief against Defendant, directing  
2 Defendant to correct its sales practices and to comply with consumer protection  
3 statutes;
- 4 (d) Awarding monetary damages, including treble damages;
- 5 (e) Awarding punitive damages;
- 6 (f) Awarding Plaintiffs and Class Members their costs and expenses incurred in this  
7 action, including reasonable allowance of fees for Plaintiffs' attorneys and experts,  
8 and reimbursement of Plaintiffs' expenses; and
- 9 (g) Granting such other and further relief as the Court may deem just and proper.

10 **JURY DEMAND**

11 Plaintiffs hereby demand a trial by jury on all claims so triable.

12  
13 Dated: January 17, 2024

**BURSOR & FISHER, P.A.**

14 By:   
15 \_\_\_\_\_  
Neal J. Deckant

16 Neal J. Deckant (State Bar No. 322946)  
17 1990 North California Blvd., Suite 940  
Walnut Creek, CA 94596  
18 Telephone: (925) 300-4455  
Facsimile: (925) 407-2700  
19 Email: ndeckant@bursor.com

20 *Attorney for Plaintiffs*