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7 UNITED STATES DISTRICT COURT
8 SOUTHERN DISTRICT OF CALIFORNIA
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10 CLAYTON DEL THIBODEAU, Pro Se,
11 Plaintiff,
12 v.
13 ADT SECURITY SERVICES, a/k/a/
14 ADT HOLDINGS, INC.,
15 Defendant.

Case No.: 3:16-cv-02680-GPC-AGS

**ORDER GRANTING IN PART AND
DENYING IN PART DEFENDANT'S
AMENDED MOTION FOR
PARTIAL SUMMARY JUDGMENT**

[DKT. NO. 49.]

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17 Before the Court is Defendant ADT LLC's, d/b/a ADT Security Services
18 ("Defendant" or "ADT") Amended Motion for Partial Summary Judgment filed on
19 September 21, 2017.¹ Dkt. No. 49. On November 30, 2017, Plaintiff Clayton Del
20 Thibodeau, proceeding pro se, filed a Response in Opposition concurrently with the
21 Declaration of Clayton Del Thibodeau, a Separate Statement of Material Facts, and a
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23 ¹ Defendant originally filed their Motion on September 1, 2017. Dkt. No. 38. Defendant filed an
24 Amended Motion for Summary Judgment to correct a filing error on September 5, 2017. Dkt. No. 40.
25 On September 20, 2017, Plaintiff filed a Motion to Quash ADT's Motion. Dkt. No. 47. The Court
26 directed Defendant to either file an opposition brief as to the Motion to Quash or to re-serve Plaintiff
27 pursuant to *Magnuson v. VideoYesteryear*, 85 F.3d 1424 (9th Cir. 1996) and Federal Rule of Civil
28 Procedure 5(b)(2)(C). Dkt. No. 48. Defendant elected to properly re-serve Plaintiff and did so on
September 21, 2017. Dkt. No. 49.

1 Compendium of Evidence. Dkt. No. 62.² On December 15, 2017, Defendant filed a
2 Reply and Objections to Plaintiff’s Evidence.³ Dkt. No. 63. The Court deems this
3 motion suitable for disposition without oral argument pursuant to Civil Local Rule
4 7.1(d)(1).

5 Having reviewed Defendant’s motion and the applicable law, and for the reasons
6 set forth below, the Court **GRANTS IN PART AND DENIES IN PART** Defendant’s
7 Motion for Partial Summary Judgment.

8 **I. BACKGROUND**

9 Defendant ADT is a corporation that provides residential and business electronic
10 security systems, fire protection, and other related alarm monitoring services. Cole Decl.
11 ¶ 2. Plaintiff worked for Defendant as a Residential High Volume Sales Representative
12 from September 9, 2014 through October 2, 2015. Thibodeau Decl. ¶ 2. Plaintiff was
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15 ² Plaintiff initially filed an opposition on September 18, 2017. Dkt. No. 45. In its reply, Defendant
16 pointed out that Plaintiff had violated the local rules by exceeding page limits and had further failed to
17 include sworn affidavits or declarations necessary to support his opposition to summary judgment. Dkt.
18 No. 56. As a result, pursuant to Federal Rule 56(e)(4), the Court issued an order providing a *Rand*
19 notice to Plaintiff instructing plaintiff of the requirements to oppose summary judgment, struck from the
20 record the Dkt. No. 45 opposition, and ordered plaintiff to file an amended opposition. Dkt. No. 57. On
21 November 9, 2017, likely before Plaintiff received the Court’s order, Plaintiff filed an Amended
22 Opposition from Plaintiff that largely challenged the assertions made in Defendant’s Reply. As a result,
23 the Court restated the *Rand* notice and directed Plaintiff to file a further Amended Opposition by
24 December 1, 2017. Dkt. No. 60. Accordingly, the operative filings for this instant motion are Dkt. No.
25 49 (ADT’s Amended Motion for Partial Summary Judgment) and Dkt. No. 62 (Plaintiff’s Amended
26 Opposition).

27 ³ The Court has considered Defendant’s Objections to Plaintiff’s Evidence in making this ruling. To the
28 extent that any objected-to-evidence is relevant and relied on by the court herein, the court overrules any
asserted objections to that evidence. With regard to Defendant’s personal knowledge and authenticity
objections, the Court is satisfied that Plaintiff’s exhibits could be submitted in admissible form. *See*
Foreword Magazine, Inc. v. OverDrive, Inc., 2011 5169384, at *1-2 (W.D. Mich. Oct. 31, 2011)
(holding that 2010 amendments to Rule 56(e) eliminated unequivocal requirement that documents
supporting summary judgment must be authenticated and that the pertinent question is not whether a
document “has not” been submitted in admissible form, but whether it “cannot be.”). With regard to
Defendant’s hearsay objections, the Court observes that nearly all exhibits presented by Thibodeau
likely qualify for the business records exception to hearsay under Federal Rule of Evidence 803(6).

1 based out of ADT's San Diego Office, which had territorial responsibility for both San
2 Diego and Imperial County. *Id.* ¶¶ 3, 125. High Volume Sales Representatives at ADT
3 are tasked with securing new sales of portfolio package sales and upgrades to new ADT
4 residential customers. Thibodeau Decl. ¶¶ 83, 84, 126, 127. High Volume Sales
5 Representatives are further responsible for tracking the customer's order to completion,
6 ensuring that installation is in accordance with the customer's order, and that the
7 customer is 100% satisfied. Cole Decl. ¶ 7; Thibodeau Decl. ¶ 85. Thibodeau's
8 responsibilities included scheduled appointments with prospective customers, call nights,
9 canvassing in the neighborhood, meetings with residential developers, community
10 promotion events, and travel. Thibodeau Depo. at 44:7-25; 62:19-24. On at least some
11 days, plaintiff spent 100 percent of his day doing sales and solicitation-related activities.
12 Thibodeau Depo. at 181:8-182:3.

13 ADT had a written policy of issuing a sales quota to High Volume Sales
14 Representatives. Cole Decl. ¶ 8; Thibodeau Decl. ¶¶ 86-87. Plaintiff was required to sell
15 192 units a year with the expectation of selling 4 units weekly or 16 units per month, and
16 was expected to perform at 100% of the quota. Cole Decl. ¶¶ 7-8. The quota of 192
17 units was contained within a written Sales Compensation Plan that Plaintiff was provided
18 and signed upon his hiring on September 10, 2014. Cole Decl. ¶¶ 7, 9; Thibodeau Decl. ¶¶
19 86-87. Plaintiff received a written warning on July 1, 2015 for failing to meet sales goals
20 for the month of June. Cole Decl. ¶ 11, Ex. C. On September 29, 2015, Plaintiff was
21 given a written warning for failure to meet sales goals in August and September of 2015.
22 *Id.* ¶ 14, Ex. F. Plaintiff resigned from employment with Defendant on October 2, 2016.
23 Thibodeau Depo. 43:4-6; Cole Decl. ¶ 14.

24 Plaintiff's Amended Complaint alleges nine causes of action: (1) violation of
25 California's Unfair Competition Law; (2) whistleblower retaliation; (3) violation of
26 Defendant's fiduciary duty to Plaintiff through the unauthorized distribution of
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1 information related to Plaintiff’s customers; (4) failure to adequately reimburse Plaintiff
2 for expenses he incurred while using his personal vehicle for work; (5) failure to pay
3 overtime; (6) failure to provide rest days; (7) failure to provide wage statements; (8)
4 denial of timely access to employee file; and (9) failure to display a list of employees’
5 rights and responsibilities. Dkt. No. 14. ADT seeks partial summary judgment as to all
6 causes of action, except for the Eighth Cause of Action for denial of timely access to
7 employee file.

8 **II. LEGAL STANDARD**

9 Federal Rule of Civil Procedure 56 empowers the Court to enter summary judgment
10 on factually unsupported claims or defenses, and thereby “secure the just, speedy and
11 inexpensive determination of every action.” *Celotex Corp. v. Catrett*, 477 U.S. 317, 325,
12 327 (1986). Summary judgment is appropriate if the “pleadings, depositions, answers to
13 interrogatories, and admissions on file, together with the affidavits, if any, show that there
14 is no genuine issue as to any material fact and that the moving party is entitled to judgment
15 as a matter of law.” Fed. R. Civ. P. 56(c). A fact is material when it affects the outcome
16 of the case. *Anderson v. Liberty Lobby, Inc.*, 477 U.S. 242, 248 (1986).

17 The moving party bears the initial burden of demonstrating the absence of any
18 genuine issues of material fact. *Celotex*, 477 U.S. at 323. The moving party can satisfy
19 this burden by demonstrating that the nonmoving party failed to make a showing sufficient
20 to establish an element of his or her claim on which that party will bear the burden of proof
21 at trial. *Id.* at 322–23. If the moving party fails to bear the initial burden, summary
22 judgment must be denied and the court need not consider the nonmoving party’s evidence.
23 *Adickes v. S.H. Kress & Co.*, 398 U.S. 144, 159–60 (1970).

24 Once the moving party has satisfied this burden, the nonmoving party cannot rest on
25 the mere allegations or denials of his pleading, but must “go beyond the pleadings and by
26 her own affidavits, or by the ‘depositions, answers to interrogatories, and admissions on
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1 file' designate 'specific facts showing that there is a genuine issue for trial.'" *Celotex*, 477
2 U.S. at 324. If the non-moving party fails to make a sufficient showing of an element of
3 its case, the moving party is entitled to judgment as a matter of law. *Id.* at 325. "Where
4 the record taken as a whole could not lead a rational trier of fact to find for the nonmoving
5 party, there is no 'genuine issue for trial.'" *Matsushita Elec. Indus. Co. v. Zenith Radio*
6 *Corp.*, 475 U.S. 574, 587 (1986) (quoting *First National Bank of Arizona v. Cities Service*
7 *Co.*, 391 U.S. 253, 289 (1968)). In making this determination, the court must "view[] the
8 evidence in the light most favorable to the nonmoving party." *Fontana v. Haskin*, 262 F.3d
9 871, 876 (9th Cir. 2001). The Court does not engage in credibility determinations,
10 weighing of evidence, or drawing of legitimate inferences from the facts; these functions
11 are for the trier of fact. *Anderson*, 477 U.S. at 255.

12 In addition, courts "liberally construe[]" documents filed pro se, *Erickson v. Pardus*,
13 551 U.S. 89, 94 (2007), affording pro se plaintiffs benefit of the doubt. *Thompson*, 295
14 F.3d at 895; *see also Davis v. Silva*, 511 F.3d 1005, 1009 n.4 (9th Cir. 2008) ("[T]he Court
15 has held pro se pleadings to a less stringent standard than briefs by counsel and reads pro
16 se pleadings generously, 'however inartfully pleaded.'"). However, the Ninth Circuit has
17 declined to ensure that district courts advise pro se litigants of rule requirements. *See*
18 *Jacobsen v. Filler*, 790 F.2d 1362, 1364-67 (9th Cir. 1986) ("Pro se litigants in the ordinary
19 civil case should not be treated more favorably than parties with attorneys of record . . . it
20 is not for the trial court to inject itself into the adversary process on behalf of one class of
21 litigant").

22 **III. DISCUSSION**

23 **A. California's Unfair Competition Law ("UCL") – First Cause of Action**

24 Plaintiff's first cause of action raises claims under California's Unfair Competition
25 Law. Amended Compl. at 5. "[T]o state a claim for a violation of the [California UCL], a
26 plaintiff must allege that the defendant committed a business act that is either fraudulent,
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1 unlawful, or unfair.” *Levine v. Blue Shield of Cal.*, 189 Cal. App. 4th 1117, 1136 (2010).
2 Each adjective captures a “separate and distinct theory of liability.” *Rubio v. Capital One*
3 *Bank*, 613 F.3d 1195, 1203 (9th Cir. 2010) (internal marks omitted).

4 Defendant argues that Plaintiff has not yet “established any law, policy, or other
5 authority that his unfair business practices claims are based on.” Reply at 5. Pointing to
6 the “unfair” prong of the UCL, Defendant argues that Plaintiff has failed to show a
7 violation “tethered to a legislatively declared policy.” *Id.* However, Plaintiff’s UCL is
8 not based on the “unfair” prong, but rather on the “unlawful” prong of the UCL. *See,*
9 *e.g.*, Amended Compl. (“Plaintiff suffered injury by refusing to participate in Defendant’s
10 *unlawful* schemes”). Violations of the California Labor Code can support UCL claims
11 under the “unlawful” prong. *See, e.g., Sullivan v. Oracle Corp.*, 254 P.3d 237, 247 (Cal.
12 2011) (“Failure to pay legally required overtime compensation falls within the UCL’s
13 definition of an ‘unlawful . . . business act or practice.’”)

14 The Court finds in its analysis below that genuine issues of material fact exist as to
15 Plaintiff’s Labor Code claim regarding vehicle reimbursement. Accordingly, the Court
16 will allow plaintiff’s Section 17200 claim to proceed on this limited basis.⁴ *See Harris v.*
17 *Vector Mktg. Corp.*, 656 F. Supp. 2d 1128, 1147 (N.D. Cal. 2009) (allowing UCL claim to
18 proceed where genuine issues of material fact existed as to employment law claim).
19 However, the Court will not allow a UCL claim based on the failure to receive wage
20 statements to proceed as this claim does not involve economic injury. *See* Dkt. No. 25 at
21 10-11 (discussing *McKenzie v. Federal Express Corp.*, 765 F. Supp. 2d 1222, 1237 (C.D.
22 Cal. 2011) (right to receive wage statements was an intangible non-economic injury)).
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25 ⁴ Defendants also argue that Plaintiff has failed to allege statutory standing under California Business
26 and Professions Code § 17204. This Court previously found that Plaintiff had adequately pled standing
27 as related to a variety of labor code violations, including out-of-pocket expenses, reimbursement
28 requests, and a failure to compensate Defendant for excess hours worked. Dkt. No. 9.

1 **B. Whistleblower Retaliation – Second Cause of Action**

2 Plaintiff’s second cause of action asserts a claim for whistleblower retaliation.
3 Amended Compl. at 12. California Labor Code Section 1102.5 is a whistleblower statute,
4 the purpose of which is to encourage workplace whistle-blowers to report unlawful facts
5 without fear of retaliation. *Soukup v. Law Offices of Herbert Hafif*, 39 Cal. 4th 260, 287
6 (2006). The statute reflects a “broad public policy interest in encouraging workplace
7 whistleblowers to report unlawful acts without fearing retaliation.” *Green v. Ralee Eng.*
8 *Co.*, 19 Cal. 4th 66, 77 (1998).

9 Courts analyzing claims under Section 1102.5 apply the *McDonnell-Douglas* burden
10 shifting framework. *Ferretti v. Pfizer Inc.*, No. 11-cv-04486, 2013 WL 140088, at *8 (N.D.
11 Cal. Jan. 10, 2013); *Canupp v. Children’s Receiving Home of Sacramento*, 181 F. Supp.
12 3d 767, 789 (E.D. Cal. Apr. 20, 2016). Under this framework, the plaintiff must first
13 establish a prima facie case, which requires that plaintiff show that “(1) he or she engaged
14 in a protected activity; (2) his employer subjected him to an adverse employment action;
15 and (3) there is a causal link between the two.” *Patten v. Grant Joint Union High Sch.*
16 *Dist.*, 134 Cal. App. 4th 1378, 1384 (2005). If a plaintiff successfully establishes their
17 prima facie case, the “burden of production, but not persuasion, shifts to the employer to
18 articulate some legitimate, nondiscriminatory reason for the challenged action.” *Chuang*
19 *v. Univ. of Cal. Davis*, 225 F.3d 1115, 1123-24 (9th Cir. 2000).

20 **1. Protected Activity**

21 Plaintiff alleges that he reported ADT wrongdoing to five separate persons above
22 him. On July 22, 2015, Thibodeau sent a letter to Kurt Miller, Regional General Manager
23 of California alerting him to management practices being practiced in San Diego that were
24 “immoral, unethical, and unlawful.” Cole Decl. ¶ 12, Ex. D. Tricia Cole completed a
25 “Conversation Record” where she took notes regarding interviews she conducted with
26 Plaintiff on July 28 and August 12, 2015. Cole Decl. ¶ 13, Ex. E.

1 Thibodeau challenges several allegedly illegal activities such as the (1) sales agent
2 practice of crumpling paper over a telephone mouthpiece when the agent mentioned the
3 name ADT; (2) the use of the “billboard approach” where ADT sales representatives would
4 offer a free security system in exchange for placing an ADT sign in the homeowner’s yards,
5 and omitting any mention of the need to sign up for a two-year monitoring agreement to
6 get the “free” security system; (3) an alleged ADT practice where ADT would provide
7 ADT Dealers with Thibodeau’s “leads.” Thibodeau Decl. ¶¶ 14-17. Mr. Thibodeau
8 complained to Sales Manager Robert Harris about the use of the “billboard approach” and
9 was granted permission to make corrections in his approach to “remove its illegal
10 elements.” *Id.* ¶ 17.

11 Defendant argues that Thibodeau has not established that he has engaged in a
12 “protected activity” as he has never reported his complaints of illegal activity to any
13 governmental agencies, filed any complaint in court, participated in company or
14 governmental investigations, served as a witness, spoken to the government, or put into
15 writing his complaints.

16 Section 1102.5(b) requires the disclosure of a violation of a state or federal
17 regulation or local, state, or federal rule or regulation, not merely improper conduct. *See*
18 *Patten v. Grant Joint Union High School Dist.*, 134 Cal. App. 4th 1378, 1384-85 (2005).
19 Beginning in 2014, this disclosure could be made to either a “government or law
20 enforcement agency” or to “a person with authority over the employee” or “to another
21 employee who has authority to investigate, discover, or correct the violation. . .”⁵
22 Plaintiff must demonstrate a “reasonably based suspicion of illegal activity.” *Love v.*
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25 ⁵ 2013 amendments added “internal” disclosure as a category of people to whom the disclosure could be
26 made. Prior to this, the statute only accounted for statements made to government or law enforcement
27 agencies. *See* Cal. Labor Code § 1102.5; *Robles v. Agreserves, Inc.*, 158 F. Supp. 3d 952, 1008 (E.D.
28 Cal. 2016) (“Under the 2013 version of § 1102.5, only complaints or reports made to a governmental
agency are protected; complaints or reports made “internally” to the employer are not protected.”).

1 *Motion Indus., Inc.*, 309 F. Supp. 2d 1128, 1135 (N.D. Cal. 2004) (concluding that
2 plaintiff lacked foundation for the reasonableness of his belief by failing to cite to “any
3 statute, rule, or regulation that may have been violated by the disclosed conduct.”).

4 Plaintiff has not adequately articulated how ADT’s behaviors violated any local,
5 state, or federal statutes. Exhibits D-G attached to the Declaration of Tricia Cole reveal
6 that Plaintiff complained about a series of employment related grievances, but has never
7 alleged any violations of particular local, state, or federal statutes.

8 Specifically, Thibodeau asserts that he complained about an instruction from Paul
9 Singh to crumple paper while leaving a telephone message in order to increase call backs.
10 Thibodeau Decl. ¶ 14; Amended Compl., Ex. 8. However, Plaintiff has failed to identify
11 the superior to whom he complained about Singh’s paper crumpling instruction.
12 Moreover, Thibodeau has wholly failed to identify any federal or state law that was
13 violated by this practice. Accordingly, this alleged complaint cannot be the basis of a
14 protected activity claim. *See* Thibodeau Decl. ¶ 14.

15 Next, with regard to the use of the “billboard approach,” Thibodeau describes this
16 practice as one he learned at a Dealer Klatch as a way to “get in the door.” *Id.* ¶ 15. The
17 practice involved telling home owners that ADT would “give them a free security system
18 if they would let us place an ADT sign in their yards, like a mini billboard.” *Id.* ¶ 16.
19 The salesperson would withhold the fact that the customer was required to sign-up for a
20 two year monitoring agreement in order to get the “free” system. *Id.* ¶ 17. The two-year
21 requirement was only revealed after the salesperson was already in the home where it was
22 harder for customers to say no. *Id.* ¶ 17.

23 This unethical means to enter the house—which was reported to his Sales Manager
24 Robert Harris—is one Thibodeau has pointed out as a potentially misleading sales
25 technique, but he has not identified how this sales activity violated consumer protection
26 statutes or other such laws. *See id.* ¶ 17. The Court observes that this technique, while
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1 initially misleading, provides pre-sales disclosures and ample room for consumer choice.
2 Moreover, the statute requires that the plaintiff must have a legal foundation for a
3 reasonable suspicion of illegal activity, not merely a suspicion of “improper conduct.”
4 *See Patten*, 134 Cal. App. 4th at 1384-85.

5 Finally, with regard to Mr. Singh providing company leads to dealers instead of his
6 sales representatives, plaintiff has not identified how this employment grievance violated
7 any laws. *See Thibodeau Decl.* ¶¶ 18-32. For example, even if the Court accepted the
8 truth of Plaintiff’s assertions, it is entirely possible that leads were provided to ADT
9 dealers in an entirely legal manner. Because he has failed to provide a legal foundation
10 for his suspicions of illegal activity, Plaintiff has failed to show that he reported a
11 reasonably based suspicion of illegal activity sufficient to constitute a protected activity.
12 *See Fitzgerald v. El Dorado Cty.*, 94 F. Supp. 3d 1155, 1172 (E.D. Cal. 2015) (“To have
13 a reasonably based suspicion of illegal activity, the employee must be able to point to
14 some legal foundation for his suspicion—some statute, rule or regulation which may have
15 been violated by the conduct he disclosed.”).

16 Accordingly, plaintiff has failed to meet his burden to show that he engaged in any
17 protected activity, and thus has failed to establish a prima facie case of whistleblower
18 discrimination. *Love v. Motion Industries, Inc.*, 309 F. Supp. 2d 1128, 1134 (N.D. Cal.
19 2004) (“Plaintiff’s disclosure does not meet the standard for protected activity under
20 Section 1102.5(b), because the disclosed activity does not violate any federal or state
21 statute, rule, or regulation.”); *Greer v. Lockheed Martin Corp.*, 855 F. Supp. 2d 979, 989
22 (N.D. Cal. 2012) (“The protection afforded whistle-blowers under Section 1102.5 is not
23 extended to general complaints made about the work environment.”).

24 **2. Adverse Employment Actions and Causation**

25 Had plaintiff shown he engaged in a protected activity, plaintiff would be able to
26 show both adverse employment actions and causation. In *Patten v. Grant Joint Union*
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1 *High School Dist.*, 134 Cal. App. 4th 1378, 1388 (2005), the Court of Appeal held that
2 the definition of “adverse employment action” under FEHA as defined in *Yanowitz v.*
3 *L’Oreal USA, Inc.*, 36 Cal. 4th 1028 (2005), should also apply in the context of Section
4 1102.5. Under that definition, an action is an “adverse employment action” when it
5 “materially affects the terms and conditions of employment.” This test encompasses not
6 only “ultimate employment decisions,” but also the “entire spectrum of employment
7 actions that are reasonably likely to adversely and materially affect an employee’s job
8 performance or opportunity for advancement in his or her career.” *Patten*, 134 Cal. App.
9 4th at 1387. However, “[m]inor or relatively trivial adverse actions by employers or
10 fellow employees that, from an objective perspective, are reasonably likely to do no more
11 than anger or upset an employee do not materially affect the terms or conditions of
12 employment.” *Id.*

13 Plaintiff argues that he was subjected to several forms of adverse employment
14 actions, including that ADT retaliated against Plaintiff by (1) issuing a series of written
15 warnings; (2) denying Plaintiff a promotion;⁶ (3) denying Plaintiff a transfer;⁷ (4)
16 overwhelming Plaintiff with non-unit, non-SG, and non-commissionable activities; (5)
17 assigning him low-yield appointments; (6) circumventing his resignation by delaying
18 payment of monies owed and (7) singling Plaintiff out as pre-text for whistleblower
19 retaliation. Opp. at 10-13. Under the *Patten* test, several of ADT’s activities—such as
20 the issuance of warnings, denial of promotions, denial of transfer, and denial of good
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22 ⁶ In late June 2015, San Diego Residential High Volume Sales Manager Robert Harris left his
23 employment, creating an opening for a management position that Thibodeau applied for. *Id.* at 104. At
24 his deposition, Plaintiff admitted that the candidate selected for the position, Brian Auerbach, had more
25 sales-related and supervisory experience than he did. Thibodeau Depo. at 258:21-259:23.

26 ⁷ On or about August 2015, Plaintiff requested a transfer out of the San Diego area. The transfer request
27 was denied on September 15, 2015 because Thibodeau was ineligible for a transfer as he had a written
28 warning in his file and thus was not in good standing. Ex. 11-12. Despite the policy, Peter Beatty
granted Thibodeau approval for a transfer, but also informed him that it could take a year or more for a
transfer opportunity to arise. Thibodeau Decl. ¶ 103.

1 work—likely constitute “adverse employment actions” because these actions could have
2 “materially affect[ed]” plaintiff’s “job performance or opportunity for advancement” in
3 his career. *Patten*, 134 Cal. App. 4th at 1387.

4 Assuming arguendo that Plaintiff had established a protected activity, Plaintiff has
5 arguably established a “causal link.” Claims of whistleblower harassment and retaliatory
6 termination may not succeed where a plaintiff “cannot demonstrate the required nexus
7 between his reporting of alleged statutory violations and his allegedly adverse treatment
8 by [the employer].” *Turner v. Anheuser–Busch, Inc.*, 7 Cal. 4th 1238, 1258 (1994). The
9 alleged adverse employment actions took place after Thibodeau revealed the dealer issues
10 to Mr. Harris (June 2015) and after he complained about the Billboard approach (April
11 2015). Thibodeau Decl. ¶¶ 17; 25. For example, Thibodeau asserted that he received
12 several warnings in July and September of 2015, a relatively short period of time after he
13 would have reported wrongdoing. *See Morgan v. Regents of the University of California*,
14 88 Cal. App. 4th 52, 69 (2000) (causal link may be established by circumstantial
15 evidence such as proximity in time between protected activity and alleged retaliation).

16 Nonetheless, the Court concludes that Thibodeau cannot show a prima facie case
17 of whistleblower discrimination because he has not articulated facts indicating that he
18 engaged in a protected activity.

19 **3. Employer’s Legitimate Nondiscriminatory Reason for the** 20 **Challenged Action**

21 While the Court need not reach the employer’s legitimate nondiscriminatory reason
22 for the challenged action, the Court observes that Defendant has presented adequate, non-
23 pretextual reasons for some of its potential adverse employment actions. For example,
24 Plaintiff was denied a transfer because he was not in good standing due to a written
25 warning, and because he was regularly not meeting his quotas. *See, e.g.*, Thibodeau Depo.
26 at 264:11-25. Further, Plaintiff was denied a promotion because he was not qualified for
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1 the position, in comparison to the candidate ultimately hired. *See id.* at 258:21-259:23.

2 Plaintiff has not adequately demonstrated that these legitimate nondiscriminatory
3 reasons are pretext. *See McRae v. Dep't of Corrections & Rehab.*, 142 Cal. App. 4th 377,
4 389 (2006) (Plaintiff must demonstrate “specific” and “substantial” evidence of pretext and
5 cannot establish this burden by simply showing that ADT’s actions were “wrong, mistaken,
6 or unwise.”). Mere repetition of the claim that these actions were pretext is not specific
7 and substantial evidence of pretext. *See, e.g.*, Opp. 10-14. Moreover, Plaintiff’s own
8 evidence suggests that other members of ADT’s workforce—including James Brady—
9 were denied transfers because of written warnings, suggesting that ADT’s explanations are
10 not pretext. *See Brady Decl.* ¶ 8 (“The Custom Home Division Sales Manager said he
11 wanted me on his team. A few days after I applied for the position, I was issued a written
12 warning and told that because of the written warning I could not transfer to the Custom
13 Home Division.”).

14 Accordingly, the Court will **GRANT** summary judgment as to Plaintiff’s Second
15 Cause of Action.

16 **C. Distribution of Customer Information – Third Cause of Action**

17 Plaintiff’s Third Cause of Action alleges that Defendant ADT distributed and
18 threatened to distribute the personal and private information of its customers and
19 prospective customers to third-party vendors. Amended Compl. at 20.

20 The Court will grant summary judgment because (1) Plaintiff has not demonstrated
21 Article III standing and (2) Plaintiff has not articulated any legal claim supported by
22 evidence. To satisfy the “injury in fact” requirement of standing, plaintiffs must allege an
23 imminent threat of concrete injury, and must distinguish themselves from the public at
24 large by demonstrating that the alleged injury “affect[s] [them] in a personal and individual
25 way.” *Defenders of Wildlife v. Lujan*, 504 U.S. 555, 560 n.1 (1992); *Warth v. Seldin*, 422
26 U.S. 490, 498 (1975) (“[T]he threshold question in every federal case ... is whether the
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1 plaintiff has alleged such a personal stake in the outcome of the controversy as to warrant
2 his invocation of the federal-court jurisdiction and to justify exercise of the court's remedial
3 powers on his behalf.”). As Thibodeau is not an ADT customer, he lacks standing to bring
4 a claim on behalf of customers and prospective customers because he is not affected by
5 any injury in a “personal and individual way.” *See Defenders of Wildlife*, 504 U.S. at 560
6 n.1. In his motion for summary judgment, Thibodeau has pivoted from the allegations in
7 the complaint and apparently seeks to also include the “personal information of Plaintiff”
8 in his claim.⁸ Plaintiff argues—without any basis in law—that he “owned” the information
9 contained in Plaintiff’s customers’ signed contracts, until ADT “accepted” the systems
10 sold. The Court is not persuaded that Thibodeau had any particularized injury from any
11 alleged violation of ADT customers’ privacy. Further, Plaintiff has not articulated a viable
12 legal claim under which this claim may be brought. Plaintiff has cited no statutes or other
13 authority indicating a private right of action—for a non-customer—on this cause of action.
14 Accordingly, the Court will **GRANT** Summary Judgment as to Plaintiff’s Third Cause of
15 Action.

16 **D. Vehicle Cost Reimbursements – Fourth Cause of Action**

17 Plaintiff’s fourth cause of action seeks relief for ADT’s alleged failure to properly
18 indemnify him through vehicle cost reimbursements pursuant to California Labor Code
19 section 2802(a). Amended Compl. at 21. Under this section, an employer must indemnify
20 its employees for “all necessary expenditures or losses incurred by the employee in direct
21 consequence of the discharge of his or her duties . . .” Cal. Labor Code § 2802(a). The
22 purpose of the Section is to “prevent employers from passing their operating expenses on
23 to their employees.” *Gattuso v. Harte-Hanks Shoppers, Inc.*, 42 Cal. 4th 554, 562 (2007).
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25 ⁸ Raising factual allegations for the first time on summary judgment is insufficient to present the claim
26 to the district court. *See Navajo Nation v. U.S. Forest Serv.*, 535 F.3d 1058, 1080 (9th Cir. 2008)
27 (citations omitted); *Wasco Prods., Inc. v. Southwall Techs., Inc.*, 435 F.3d 989, 992 (9th Cir. 2006)
28 (“Simply put, summary judgment is not a procedural second chance to flesh out inadequate pleadings.”).

1 The California Supreme Court has held that an employer is obliged by Section 2802 to
2 indemnify its outside sales representatives for automobile expenses actually and
3 necessarily incurred in performing employment-related tasks. *Id.* at 567.

4 ADT reimburses its California Sales Representatives through the Runzheimer Plan
5 of Vehicle Standard Costs (“Runzheimer”). Perlman Decl. ¶ 2-3. This system includes a
6 “fixed rate” of reimbursement, coupled with a “variable rate” of reimbursement. Perlman
7 Decl. ¶ 4. The fixed rate is based on the costs associated with owning a vehicle such as
8 insurance or license and registration. *Id.* The Runzheimer system’s variable rate is based
9 on fuel prices, recommended maintenance, and normal tire wear. *Id.* Employees
10 enrolled in Runzheimer automatically receive the fixed rate monthly allowance but per-
11 mile reimbursement is dependent on an employee logging miles into the system, for
12 which an email reminder would go out if they did not complete this trip information on a
13 timely basis. *Id.* ¶ 5, 6. Plaintiff stopped submitting reimbursement requests in early
14 2015, but continued to be paid the fixed rate reimbursement despite his failure to
15 complete mileage time entries. Thibodeau Depo. 146:22-147:1-5; 181:8-14; Perlman
16 Decl. ¶ 7, Ex. I. Plaintiff was aware of the Company’s policy of requiring logging
17 mileage to be reimbursed. Thibodeau Depo. 147:25-148-9.

18 ADT asserts that Thibodeau does not have a palpable Section 2802 claim because
19 he was reimbursed for all mileage submitted during his employment, and further still
20 received a fixed mileage reimbursement rate despite his failure to submit reimbursement
21 requests. Defendant asserts that Plaintiff received a reasonable reimbursement rate based
22 on the calculations in the Runzheimer system. MSJ at 28-29. Plaintiff raises a plethora
23 of issues with the Runzheimer system including low reimbursement rates, inaccurate
24 calculations, and the program’s requirement to purchase a new vehicle.

25 Defendant primary argument raises what other Courts have deemed the
26 “Exhaustion Defense”—the argument that an employer has no duty to indemnify
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1 pursuant to § 2802 until an employee first makes a request for reimbursement with the
2 employer. *See Stuart v. Radioshack*, 259 F.R.D. 200, 202 (N.D. Cal. Aug. 28, 2009).

3 In *Stuart v. RadioShack*, 641 F. Supp. 2d 901, 904 (N.D. Cal. 2009), the Court held
4 that for purposes of § 2802(a):

5 “before an employer’s duty to reimburse is triggered, it must either know or
6 have reason to know that the employee has incurred an expense. Once the
7 employer has such knowledge, then it has the duty to exercise due diligence
8 and take any and all reasonable steps to ensure that the employee is paid for
9 the expense.”

10 The Court in *RadioShack* later observed that California law “does not necessarily require
11 reimbursement where there has been no request,” and that “from a practical standpoint, it
12 makes sense that the employee provide some request for and information about
13 reimbursement.” *Stuart v. Radioshack*, 2009 WL 281941, at *16-17 (N.D. Cal. Feb. 5,
14 2009).⁹ However, the Court further observed that “if the employer made it futile for the
15 employee to make a claim (e.g., because the employer actively discouraged employees
16 from making reimbursement claims), then the employee would have a § 2802 claim even
17 if he or she had never formally made a claim.” *Id.* at *17. *See also Melgar v. CSk Auto,*
18 *Inc.*, 2015 WL 9303977, at *5 (N.D. Cal. 2015) (noting that “the Court rejected
19 Radioshack’s contention that an employer could not be held liable for violating § 2802
20 unless the employee had first made a request for reimbursement”).

21 Here, plaintiff states that the Runzheimer system involved “laborious submission
22 requirements.” *Opp.* at 30. An arduous software system could arguably have made it
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25 ⁹ In follow-up rulings, Judge Chen found that RadioShack could not assert a waiver defense to a Section
26 2802 claim. *Stuart v. Radioshack Corp.*, 259 F.R.D. 200 (N.D. Cal. 2009) (citing Cal. Labor Code §
27 2804). Similarly, the Court found that laches and estoppel were not applicable defenses to that § 2802
28 claim. *Id.* at 201. *See also Melgar*, 2015 WL 9303977, at *6.

1 “futile” for Plaintiff to have made a reimbursement claim. Further, Plaintiff argues that
2 the Runzheimer program required, as a condition for reimbursement, the purchase of a
3 new vehicle to qualify for reimbursement.¹⁰ Moreover, unlike in *Radioshack*, ADT—
4 based on the nature of Thibodeau’s work and past mileage reimbursement requests—had
5 actual and constructive notice that its High Volume Sales Representatives would
6 regularly require reimbursement for the use of private vehicles in the course of their
7 employment. *See Hammitt v. Lumber Liquidators, Inc.*, 19 F. Supp. 3d 989, 1000-01
8 (S.D. Cal. 2014) (Curiel, J.) (finding that defendant was not liable for failure to reimburse
9 plaintiff because there was no evidence defendant knew or had reason to know that
10 Plaintiff had incurred business-related expenses); *Radioshack*, 641 F. Supp. 2d at 903
11 (test focuses on whether “an employer either knows or has reason to know that the
12 employee has incurred a reimbursable expense.”).

13 The Court concludes that there is a genuine dispute of material fact whether
14 Plaintiff was adequately reimbursed for his actual expenses under Section 2802 of the
15 California Labor Code. Thibodeau raised significant issues with the ADT reimbursement
16 system including (1) a low per mile rate of reimbursement; (2) inaccurate mileage
17 calculation; (3) insufficient depreciation; (4) the use of a “standard” vehicle rather than
18 the operating costs of plaintiff’s “actual vehicle”; (5) arduous mileage submission
19 processes; (6) the requirement to purchase a new vehicle in order to qualify for
20 reimbursement. Thibodeau Decl. ¶¶ 73-82. He asserts that he spent as much as \$20 to
21 \$30 per appointment and spent additionally on other vehicle expenses for which he was
22 not properly reimbursed. Thibodeau Decl. ¶ 51. Meanwhile, Defendant has merely
23 presented evidence of the existence of the Runzheimer’s system and included as evidence
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25 ¹⁰ ADT submitted the Declaration of Howard Perlman, Vice President of Total Rewards, who described
26 how the Runzheimer program worked, but did not rebut Thibodeau’s issues with the system, including,
27 for example, the requirement to purchase a new vehicle to qualify for reimbursement *See* Perlman Decl.
28 ¶ 1-7.

1 a possibly inaccurate statement of the Runzheimer policy—dated March 6, 2017, long
2 after Thibodeau resigned from ADT—that includes methodologies that may not have
3 been relevant at the time of Thibodeau’s employment. *See* Ex. H (Runzheimer program
4 description dated March 6, 2017 discussing *inter alia* that Plaintiff could use Equo app to
5 simplify mileage reporting). Defendants have not shown that the Runzheimer program
6 was a reasonable estimate of Plaintiff’s “necessary expenditures . . . incurred by the
7 employee in direct consequence of the discharge of his or her duties.” *See Gattuso*, 42
8 Cal. 4th at 570. At a minimum, Plaintiff may be entitled to additional variable expenses
9 for which he did not request reimbursement.

10 Given the statutory preference for reimbursement, a genuine issue of material fact
11 remains as to whether Thibodeau has been adequately reimbursed to the fullest extent
12 allowed under Section 2802. *See Melgar*, 2015 WL 9303977, at *10 (policy to pay
13 reimbursement “only if the employee first made a request for reimbursement” was a
14 “potentially unlawful policy under the Court’s *Stuart* analysis.”); *Gattuso*, 42 Cal. 4th. at
15 569 (“If the employee can show that the reimbursement amount that the employer has
16 paid is less than the actual expenses that the employee has necessarily incurred for work-
17 required automobile use . . . the employer must make up the difference.”); Cal. Labor
18 Code § 2802(a) (“An employer *shall* indemnify. . .”). Accordingly, the Court will **DENY**
19 Defendant’s Motion for Summary Judgment on Plaintiff’s Fourth Cause of Action.

20 **E. Overtime and the “Outside Salesperson” Exemption – Fifth Cause of**
21 **Action**

22 Plaintiff’s Fifth Cause of Action alleges that ADT caused Thibodeau to work more
23 than 8 hours a day and more than 40 hours a week during the course of his employment.
24 Amended Compl. at 26. Under California law, an employer’s obligation to pay overtime
25 is governed by the California Labor Code and by wage orders promulgated by the Industrial
26 Welfare Commission (“IWC”). The IWC is the “state agency empowered to formulate
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1 regulations (known as wage orders) governing minimum wages, maximum hours, and
2 overtime pay in the State of California.” *Ramirez v. Yosemite Water Co.*, 20 Cal. 4th 785,
3 795 (1999). The wage orders remain in effect despite the legislature’s defunding of the
4 IWC in 2004. *Murphy v. Kenneth Cole Prods., Inc.*, 40 Cal. 4th 1094, 1102 n.4 (2007).
5 Wage Order 4-2001 applies to professional, technical, clerical, mechanical, and other
6 similar occupations but has a clear exemption for outside salespersons. Cal. Code Regs.
7 tit. 8, § 11040(1)(C) (“The provisions of this order shall not apply to outside
8 salespersons.”). Part 4, Chapter 1 of the California Labor Code opens by stating that the
9 “provisions of this chapter . . . shall not include any individual employed as an outside
10 salesman.” Cal. Labor Code § 1171. Wage Order 4-2001 defines an outside salesperson
11 as one “who customarily and regularly works more than half the working time away from
12 the employer’s place of business selling tangible or intangible items or obtaining orders or
13 contracts for products, services or use of facilities.” Wage Order No. 4-2001. California
14 takes a “purely quantitative approach” that focuses on whether the employee spends more
15 than half of the workday engaged in sales activities outside the office. *Duran v. U.S. Bank*
16 *Nat. Ass’n*, 59 Cal. 4th 1, 26 (2014). The exemption requires scrutiny of both the job
17 description and an employee’s own work habits. *Id.* The trial court must inquire “first and
18 foremost, how the employee *actually* spends his or her time.” *Id.* (emphasis in original).

19 Under California law, exemptions from statutory mandatory overtime provisions are
20 narrowly construed. *Nordquist v. McGraw-Hill Broadcasting Co.*, 32 Cal. App. 4th 555,
21 562 (1995). The assertion of an exemption from the overtime laws is an affirmative defense
22 and the employer bears the burden of proving the employee’s exemption. *Nordquist*, 32
23 Cal. App. 4th at 562. Determining whether an employee is an exempt outside salesperson
24 is “a mixed question of law and fact.” *Ramirez*, 20 Cal. 4th at 794.

25 In *Duran v. U.S. Bank Nat. Association*, 59 Cal. 4th 1, 53 (2014), Justice Liu,
26 concurring in the decision, stated that *Ramirez* “did not say that the test boils down to
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1 whether a particular employee actually spends more than 50 percent of his or her working
2 hours on outside sales.” Rather, he asserted that the test established in *Ramirez* emphasizes
3 what the “*realistic* requirements of the job” are. While the primary consideration is “how
4 the employee actually spends his or her time,” *Ramirez* also states that it would “[not] be
5 wholly satisfactory” to rely solely on the “average actual hours the employee spent on sales
6 activity.” *Id.* Accordingly, the Court is entitled to rely, in part, on the realistic requirements
7 of the job as articulated by an employer’s realistic expectations. Both the actual hours
8 Thibodeau spent on sales activity and the employer’s expectations support the conclusion
9 that there is no genuine dispute as to any material fact that Thibodeau was properly
10 classified as an “outside salesperson” by ADT.

11 Federal courts in the Ninth Circuit have found it permissible to look to federal law
12 to determine whether an employee was an outside salesperson under California law. This
13 is particularly important because courts have observed that there is a “dearth of California
14 cases addressing what it means to ‘sell.’” *Brody v. AstraZeneca Pharm., LP*, No. CV06-
15 6862ABCMANX, 2008 WL 6953957, at *5 (C.D. Cal. June 11, 2008).¹¹ The Court in
16 *Nielsen v. DeVry, Inc.*, 302 F. Supp. 2d 747, 756-58 (W.D. Mich. 2003) identified several
17 factors that an array of federal courts had found probative of an employee’s status as an
18 outside salesperson including that: (1) “[T]he job was advertised as a sales position and the
19 employee was recruited based on sales experience and abilities”; (2) “Specialized sales
20 training”; (3) “Compensation based wholly or in significant part on commissions”; (4)
21 “Independently soliciting new business”; (5) “[R]eceiving little or no direct or constant
22 supervision in carrying out daily work tasks.” *See also Brody*, 2008 WL 6953957 at *6
23 (applying factors to California “outside salesperson” exemption); *Barnick v. Wyeth*, 522 F.
24 Supp. 2d 1257, 1262 (C.D. Cal. 2007) (same).

26 ¹¹ Federal courts have also determined that there is no difference between federal and state law regarding
27 the qualitative issue of what kind of activity constitutes “selling.” *Brody*, 2008 WL 6953957, at *6.

1 The Court concludes that Thibodeau was properly classified as an “outside
2 salesperson” based on: (1) the Federal *Nielsen* factors; (2) Plaintiff’s actual time spent on
3 the job; and (3) Defendant’s realistic expectations.

4 First, the vast majority of the *Nielsen* factors suggest that Plaintiff’s role as a “High
5 Volume Sales Representative” was an outside salesperson engaged in sales. Plaintiff
6 participated in specialized sales training. Thibodeau Decl. ¶¶ 7, 8 (stating that he could not
7 participate in selling ADT systems unless he returned from sales training in Florida). ADT
8 paid Thibodeau commissions on sales. *Id.* ¶ 62. Plaintiff independently solicited new
9 business. *Id.* ¶ 88 (claiming he hit self-generated (“SG”) performance numbers three times
10 in January, May, and June of 2015). Further, plaintiff appears to have received little
11 supervision in carrying out daily tasks. *Id.* ¶ 94 (“ADT did virtually nothing to assist Sales
12 Reps, including me, to meet our sales quotas”). Moreover, Plaintiff’s sales activities appear
13 directed at persuading particular customers to purchase products. *See Dailey v. Just Energy*
14 *Mktg. Corp.*, 2015 WL 4498430, at *3 (N.D. Cal. July 23, 2015) (An employee is clearly
15 engaged in sales activity and not general promotion of a product if he or she “directs his
16 efforts at persuading a particular customer to purchase a product and is compensated on
17 the basis of his success in doing so.”).

18 Second, Plaintiff’s time records support the conclusion that he spent more than fifty
19 percent of his “actual” time on sales related activities. Defendant objects to Thibodeau’s
20 time calendar on the basis of authentication and because Plaintiff has not indicated that the
21 time entries on the calendar are in any way accurate. Dkt. No. 63-1 at 4. Plaintiff argues—
22 based on the calendar and a summary he prepared of these time records—that 80% of his
23 time was spent in activities unrelated to “selling” and that only 20% of his activities
24 constituted sales-related activities. *Opp.* at 19.

25 Providing Plaintiff the benefit of the doubt, the Court has reviewed these records and
26 concludes that these records actually provide substantial support for Defendant’s
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1 contention that Thibodeau spent the majority of his time engaged in outside sales and sales-
2 related activities. In making this determination, the Court concludes that time spent
3 preparing for sales,¹² travel time,¹³ appointments with customers, time spent canvassing
4 neighborhoods and knocking on doors, meetings with residential developers, time spent
5 dealing with paperwork, and customer installations¹⁴ constitute time engaged in the act of
6 "selling." See Ex. 7. Further, the Court includes in its determination time spent at
7 Plaintiff's home for sales preparation activities since these activities did not take place at
8 the San Diego office. See, e.g., Ex. 7 (April 28 entry re: "Prep"; May 8 entry re:
9 "prospecting emails"). The Court does *not* include in its determination, *inter alia*, time
10 spent generally promoting ADT,¹⁵ personal administrative time, and time spent for sales
11 calls/meetings in the San Diego office.¹⁶

12 For example, Plaintiff's time log for May 20, 2015, involved 1.5 hours of Builder
13 Calls, Travel to Temecula, personal administrative issues, and at least 3.5 hours of
14

15 ¹² Time spent on sales-related activities has been judicially interpreted to constitute time spent selling for
16 purposes of the outside salesperson exemption. See *Pablo v. Servicemaster Glob. Holdings, Inc.*, No. C
17 08-03894 SI, 2011 WL 4413897, at *3 n.2 (N.D. Cal. Sept. 22, 2011) ("The test also includes
18 consideration of activities spent incidental to sales—such as preparation, travel time, and paperwork.");
19 *Ramirez*, 20 Cal. 4th at 801; *Henninghan v. Insphere Insurance Solutions, Inc.*, 38 F. Supp. 3d 1083,
20 1106 (N.D. Cal. 2014).

21 ¹³ Plaintiff disputes that travel time does not constitute time spent selling. This position is mistaken. See
22 *Ramirez*, 20 Cal. 4th at 802 ("[i]f a salesperson must travel one hour to destination A in order to attempt
23 a sale, then surely the most reasonable interpretation of the wage order is to count the hour of travel time
24 as time spent 'selling.'").

25 ¹⁴ The Court concludes that time spent supporting customer installations in this particular context
26 constitutes time spent "selling" as it is necessarily a part of efforts directed at persuading particular
27 customers to purchase a product and to consummate that specific sale. This is particularly true in light
28 of the fact that the ADT compensation plan does not pay commissions until "the installation is
complete." See Ex. 9; *Dailey*, 2015 WL 4498430, at *3; *Nielsen*, 302 F. Supp. 2d. at 759.

¹⁵ Time spent generally promoting the ADT brand is not time spent "selling." See *Delgado v. Ortho-
McNeil, Inc.*, 2009 WL 2781525, at *3 (C.D. Cal. Feb. 6, 2009), *aff'd*, 476 Fed. App'x 133 (9th Cir.
2012) ("For example, a manufacturer's representative who visits shops to put up displays and posters,
rearrange merchandise, or remove spoiled stock is performing promotional work, not sales work.").

¹⁶ See *Ramirez*, 20 Cal. 4th at 789 (requiring sales activities to take place "outside the workplace").

1 appointments, and a further travel time of one hour. All told, while Plaintiff claims only
2 three hours of this time is exempt, it is clear that the vast majority of plaintiff's working
3 day—i.e. more than 50%—consisted of sales-related activities such as calls and travel to
4 the sales calls. *See* Ex. 7 at 36; Ex. 8 at 43. *See also* Ex. 7 at 37 (May 30, 2015 where
5 almost all non-personal calendar entries involved installations, travel, or sales
6 appointments).¹⁷ Accordingly, the Court concludes—on the basis of these time records—
7 that Thibodeau spent more than fifty percent of his actual time engaged in sales and sales-
8 related activities and was properly identified by ADT as an exempt “outside salesperson.”

9 Finally, ADT's “realistic expectations” further support a finding that Thibodeau's
10 role was that of an outside salesperson. *See Duran*, 59 Cal. 4th at 53. The ADT
11 Compensation Plan describes Plaintiff's role as being “responsible for securing profitable
12 package sales and upgrades to new ADT Residential customers through company provided
13 leads as well as self-generated lead efforts.” Ex. A at ADT000166. Thus, ADT's realistic
14 expectation for High Volume Sales Representatives was centered on sales. Moreover,
15 another federal court has classified a similar sales position at ADT as an exempt outside
16 salesperson. *See Garnett v. ADT LLC*, 139 F. Supp. 3d 1121, 1123, 1131 n.2 (E.D. Cal.
17 2015) (finding ADT commission sales representative was likely an “outside salesperson”
18 due to her job responsibilities and frequent travel to residences away from the employer's
19 place of business).

20 Accordingly, there is no genuine dispute of material fact that Plaintiff spent a
21 majority of his time on sales-related activities. Plaintiff was properly classified as
22 “exempt” as an outside salesperson, and is therefore not entitled to overtime payments
23

24 ¹⁷ To the extent that plaintiff's time records could be read to support the notion that plaintiff spent less
25 than fifty percent of his time engaged in outside sales, the Court observes that the reliability of these
26 records is somewhat questionable. For example, plaintiff's purported summary of his time does not
27 always accurately reflect the time entries on the salesforce calendar. *Compare* Ex. 8 (May 13th entry
28 states that 5:00-9:00 PM was entirely customer care) with Ex. 7 (May 13th entry shows personal
administrative time, a “triage” visit, and travel time between 5:00-9:00 PM).

1 under California law. The Court will **GRANT** summary judgment on Plaintiff’s Fifth
2 Cause of Action.

3 **F. Rest Days – Sixth Cause of Action**

4 **1. Exhaustion of Administrative Remedies – Labor Code Section 522**

5 Plaintiff’s Sixth Cause of Action alleges that Plaintiff worked more than six days in
6 seven in violation of California Labor Code Section 552. Amended Compl. at 29. The
7 Court finds that Plaintiff cannot proceed on this cause of action because he has failed to
8 exhaust administrative remedies under the PAGA.

9 California Labor Code Section 552 states that no employer of labor shall cause his
10 employees to work more than six days in seven. Defendant argues that Thibodeau has
11 failed to exhaust administrative remedies pursuant to Section 2699 of the California Labor
12 Code. Thibodeau responds in his Opposition that his complaint is not filed under the
13 PAGA and that this is not a PAGA case. Opp. at 27. The Court agrees with Defendant’s
14 view and accordingly will grant summary judgment on this basis to Defendant.

15 The proper vehicle for bringing a claim under Section 552 is through the California
16 Private Attorney Generals Act as enacted in Section 2699.3—Requirements for Aggrieved
17 Employee to Commence a Civil Action. This Act “permits a civil action ‘by an aggrieved
18 employee on behalf of himself or herself and other current or former employees’ to recover
19 civil penalties for violations of other provisions of the Labor Code.” *Amalgamated Transit*
20 *Union, Local 1756 v. Superior Court*, 46 Cal. 4th 993 (2009) (quoting Cal. Lab. Code §
21 2699(a)). Before bringing a civil action for statutory penalties, an employee must comply
22 with Labor Code section 2699.3(a) requiring the employee to give written notice of the
23 alleged Labor Code violation to both the employer and the Labor and Workforce
24 Development Agency, and the notice must describe facts and theories supporting the
25 violation. If the agency notifies the employee and the employer that it does not intend to
26 investigate . . . or if the agency fails to respond within 33 days, the employee may then
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1 bring a civil action against the employer. Cal Labor Code § 2699.3(a)(2)(A). Section
2 2699.5 enumerates the sections of the Labor Code that are subject to an administrative
3 exhaustion requirement. *See* Cal. Labor Code § 2699.5. Section 552 is included in this
4 list. *See id.*

5 Here, Plaintiff has not presented evidence showing that he provided written notice
6 to the Labor and Workforce Development Agency. Naouchi Decl. ¶ 4 (“At no time has
7 Plaintiff served my office or ADT with a copy of a complaint or correspondence filed with
8 the California Labor Workforce Development Agency, related to his employment with
9 ADT.”). As a result, he has failed to exhaust his administrative remedies and cannot bring
10 his claim under Section 552. *See Caliber Bodyworks, Inc. v. Superior Court*, 134 Cal. App.
11 4th 365, 383 (2005) (“Under the plain language of the Act, plaintiffs cannot pursue civil
12 penalties for those violations without complying with the pre-filing notice and exhaustion
13 requirements of section 2699.3, subdivision (a).”); *Mendoza v. Nordstrom, Inc.*, 865 F.3d
14 1261 (9th Cir. 2017) (aggrieved employees seeking remedies under Section 551 and 552
15 must “exhaust claims administratively before bringing a PAGA action of their own.”).
16 Accordingly, the Court **GRANTS** Summary Judgment to Defendant on Plaintiff’s Sixth
17 Cause of Action.

18 **G. Wage Statements – Seventh Cause of Action**

19 Plaintiff’s Seventh Cause of Action alleges a failure to provide Plaintiff with wage
20 statements as required by California law. Amended Compl. at 30. California Labor Code
21 § 226(a) requires employers to provide accurate itemized wage statements to employees
22 that provide nine pieces of information. A claim for damages requires proof of: (1) a
23 violation of § 226(a); (2) that is “knowing and intentional”; and (3) a resulting injury. *See*
24 *Derum v. Saks & Co.*, 95 F. Supp. 3d 1221, 1225 (S.D. Cal. 2015).

25 An electronic wage statement can satisfy an employer’s obligations under § 226(a)
26 under certain circumstances. *Derum v. Saks & Co.*, 95 F. Supp. 3d 1221, 1226 (S.D. Cal.
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1 2015). In 2006, the California Department of Labor Standards Enforcement (“DLSE”)
2 issued an opinion letter approving a plan to implement an electronic wage-statement
3 system, subject to certain conditions. The letter, which is non-binding but nevertheless
4 persuasive,¹⁸ allows electronic wage statements so long as employees retain the ability to
5 easily access the information and convert the electronic statements into hard copies at no
6 expense to the employee. In *Apodaca v. Costco Wholesale Corp.*, 2012 WL 12336225, at
7 *2 (C.D. Cal. 2012), the Court relied on the DLSE interpretation to find that a genuine
8 factual dispute existed as to whether an employee could easily access the wage statements
9 and easily convert the statements into hard copies.¹⁹

10 Defendant ADT initially provided wage statements in paper form, then in January
11 2015 began providing provided the wage statements on an electronic basis. Cole Decl. ¶
12 6. Plaintiff argues that ADT “deliberately and maliciously failed to provide Plaintiff with
13 wage statements.” Opp. at 23. It is true that Plaintiff was aware that electronic paystubs
14 were available on the ADT electronic system and made only a single attempt to access his
15 electronic paystub. *See* Thibodeau Depo. at 267:1-15 (“I only tried once.”). However, he
16 subsequently replied to ADT’s email describing his problem with electronic access and
17 made a request to receive printed wage statements. Thibodeau Decl. ¶¶ 35-37; Ex. 13. A
18 few days later, Thibodeau states that his sales manager Robert Harris “pressured” plaintiff
19 to “sign a document reversing [his] request to receive printed wage statements.” *Id.* ¶ 38.
20 ADT subsequently never informed Thibodeau of any progress regarding his inability to
21 access wage statements electronically. *Id.* ¶ 40.

22 These facts are supported by the Declaration of Robert Harris, a fellow high volume
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25 ¹⁸ DLSE interpretations of California statutes are “entitled to [the court’s] consideration and respect.”
Murphy v. Kenneth Cole Prods., Inc., 40 Cal. 4th 1094, 1105 n.7 (2007).

26 ¹⁹ In a subsequent bench trial, the Court eventually found that the employee, Apodaca, could easily
27 access her wage statements and consequently the provision of electronic wage statements did not violate
28 Section 226(a). *Apodaca v. Costco Wholesale Corp.*, 2014 WL 2533427 (C.D. Cal. June 5, 2014).

1 sales representative and later Sales Manager for ADT who recalled “Mr. Thibodeau
2 report[ing] difficulties accessing his statements on-line and I recall that he requested by
3 email that he receive printed wage statements. Additionally, I recall receiving instruction
4 by email from an ADT Department I cannot recall, to have Mr. Thibodeau sign a document
5 releasing ADT from having to provide him with Printed wage statements. I have no
6 knowledge regarding where Mr. Thibodeau’s email request or the signed release may have
7 ended up.” Harris Decl. ¶ 5.²⁰

8 Given the apparent difficulties Mr. Thibodeau faced in requesting and receiving a
9 printed wage statement and the fact that Defendant has not rebutted these facts, a genuine
10 issue of material fact exists as to whether Defendant knowingly and intentionally denied
11 Plaintiff’s right to “easily access the wage statements and easily convert the statements into
12 hard copies.” *See Apodaca*, 2012 WL 12336225, at *2.²¹

13 Accordingly, the Court will **DENY** Plaintiff’s Motion for Summary Judgment as to
14 Plaintiff’s Seventh Cause of Action.

15 **H. Employee Rights Postings – Ninth Cause of Action**

16 Plaintiff’s Ninth Cause of Action alleges that Defendant ADT failed to prominently
17 display a list of employees’ rights and responsibilities under whistleblower laws pursuant
18 to Labor Code Section 1102.8. Amended Compl. at 33. Defendant asserts that ADT
19 ensured that all required postings were posted in a conspicuous and accessible area in the
20 San Diego office. Plaintiff agreed that the posters were initially placed in a conspicuous
21 hallway. Thibodeau Depo. at 121:1-17. During a renovation period, the posters were
22 moved elsewhere. *Id.* at 121:11-21; Smith Decl. ¶ 3. The Court need not resolve whether
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25 ²⁰ These statements suggest a genuine dispute of material fact as to whether Costco *knowingly and*
26 *intentionally* violated Section 552. *See Apodaca*, 2012 WL 12336225, at *3 (citing penalty provisions
under Cal. Labor Code Section 226(e)).

27 ²¹ The failure to obtain a hard copy of wage statements from a payroll clerk constitutes a sufficient
28 injury. *See Apodaca*, 2012 WL 12336225, at *3.

1 a genuine dispute of material fact exists as Plaintiff’s claim fails as a matter of law because
2 there is no private cause of action under Labor Code Section 1102.8.

3 California Labor Code Section 1102.8 requires that employers prominently display
4 in lettering larger than 14 point font a list of employees’ rights and responsibilities under
5 California’s whistleblower laws, including a whistleblower hotline telephone number. Cal.
6 Labor Code § 1102.8.

7 The Court concludes that no private cause of action under Labor Code Section
8 1102.8 exists. “If the Legislature intends to create a private cause of action, we generally
9 assume it will do so ‘directly[,] . . . in clear, understandable, unmistakable terms’ *Vikco*
10 *Ins. Services, Inc. v. Ohio Indemnity Co.*, 70 Cal. App. 4th 55, 62-63 (1999) (citing *Moradi-*
11 *Shalal v. Fireman's Fund Ins. Cos.*, 46 Cal. 3d 287, 294-95 (1988)). No case cited in either
12 WestlawNext or LexisAdvance appears to have ever successfully brought or analyzed a
13 private claim under 1102.8. In addition, the PAGA specifically states that “no action shall
14 be brought under this part for any violation of a posting, notice, agency reporting, or filing
15 requirement of this code,” strongly suggesting that no private right of action exists as to
16 this claim. Cal. Labor Code § 2699(2).²²

17 Finally, nothing in the legislative history of Section 1102.8 indicates that the
18 legislature intended to create a private right of action. In the Legislative Counsel’s Digest
19 for the 2003 Bill SB 777, discussion regarding Section 1102.8 is clearly separated from the
20 provisions involving Section 1102.5 which does include a private right of action. *See* 2003
21 Cal. Legis. Serv. Ch. 484 (S.B. 777) (legislative history regarding Section 1102.8 limited
22 to an isolated paragraph stating that “[t]his bill would also require an employer to display,
23 as specified, a list of an employee's rights under whistleblower laws, including the
24 telephone number of the hotline created by the bill.”).

25
26 ²² Further evidence that section 1102.8 does not include a private right of action is found in the fact that
27 it is not included in section 2699.5, the section which sets out the requirements for aggrieved employees
28 to commence a PAGA civil action under the labor code law.

1 Accordingly, because there is “no clear, understandable, and unmistakable”
2 indication that the legislature intended to create a private right of action, the Court will find
3 that no private right lies with Section 1102.8. *See Ruiz v. Paladin Grp., Inc.*, No. CV 03-
4 6018-GHK(RZX), 2003 WL 22992077, at *2 (C.D. Cal. Sept. 29, 2003) (finding no private
5 right of action arises under Cal. Labor Code § 558); *Vikco*, 70 Cal. App. 4th at 62 (1999)
6 (“[A] private right of action exists only if the language of the statute or its legislative history
7 clearly indicates the Legislature intended to create such a right to sue for damages”). The
8 Court will **GRANT** Defendant’s Motion for Summary Judgment as to Plaintiff’s Ninth
9 Cause of Action.

10 CONCLUSION

11 For the foregoing reasons, the Court will:

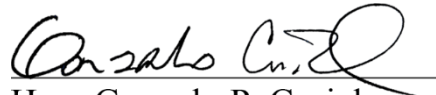
- 12 • **GRANT** Defendant’s Motion for Partial Summary Judgment as to:
 - 13 ○ Plaintiff’s Second Cause of Action re: Whistleblower Retaliation
 - 14 ○ Plaintiff’s Third Cause of Action re: Distribution of Customer Information
 - 15 ○ Plaintiff’s Fifth Cause of Action re: Overtime Pay
 - 16 ○ Plaintiff’s Sixth Cause of Action re: Rest Days
 - 17 ○ Plaintiff’s Ninth Cause of Action re: Failure to Post Whistleblower Laws
- 18 • **DENY** Defendant’s Motion for Partial Summary Judgment as to
 - 19 ○ Plaintiff’s First Cause of Action re: the Unfair Competition Law
 - 20 ○ Plaintiff’s Fourth Cause of Action re: Vehicle Cost Reimbursements
 - 21 ○ Plaintiff’s Seventh Cause of Action re: Wage Statements

22
23 Accordingly, what remains in this case are Plaintiff’s First, Fourth, Seventh, and Eighth²³
24 Causes of Action.

25
26 ²³ Defendant’s Motion for Partial Summary Judgment did not seek summary judgment as to Plaintiff’s
27 Eighth Cause of Action involving Timely Access to Thibodeau’s Employee File.

1 **IT IS SO ORDERED.**

2 Dated: January 31, 2018

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4 Hon. Gonzalo P. Curiel
5 United States District Judge
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