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UNITED STATES DISTRICT COURT SOUTHERN DISTRICT OF NEW YORK	
X	
	
CAPITOL RECORDS, LLC,	
Plaintiff,	
V.	12 CV 95 (RJS)
REDIGI INC.,	
Defendant.	
x	
- x	New York, N.Y.
	February 6, 2012
	3:30 p.m.
_	
Before:	
HON. RICHARD J.	SULLIVAN,
	District Judge
APPEARANC	CES
COWAN, LIEBOWITZ & LATMAN	
Attorneys for Plaintiff	
BY: RICHARD MANDEL	
JONATHAN KING	
RAY BECKERMAN, PC	
Attorneys for Defendant BY: RAY BECKERMAN	
M. TY ROGERS	
11 11 100210	

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1	(In	open	court,	case	called,	appearances	noted)

- 2 THE COURT: All right. Mr. Rogers, good afternoon to
- 3 you, and I should note that the docket sheet has you at
- 4 Vandenberg & Feliu.
- 5 MR. ROGERS: That was my former firm. I changed
- 6 everything in the Southern District system. I'm surprised. I
- 7 will look into that.
- 8 THE COURT: Check into it. Maybe you didn't make a
- 9 copy of it when they moved it over. That was a little
- 10 copyright joke.
- 11 Good afternoon. And I gather we have some others in
- 12 the gallery interested in the subject or more than just a
- 13 passing interest in the subject.
- 14 We're here on I guess two potential motions. I have
- 15 the motion of plaintiff's for a preliminary injunction. So I
- 16 got the opening brief that was dated January 6 as well as --
- 17 I'm sorry, the complaint is January 6, the answer is
- 18 January 19, and I have the opening brief January 26, the
- 19 reply -- excuse me, the response January 27, it's date of
- 20 docketing, then the reply brief February 1st. I also have
- 21 premotion letters related to defendant's contemplated motion
- for a summary judgment, so I have a January 19 letter from
- 23 Mr. Rogers and a January 24 and letter in response by
- Mr. Mandel.
- So that's what I have got. I have got something from SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 counsel from Google that I have already dealt with, but nothing
- 2 else from the parties. Right?
- 3 MR. MANDEL: That's correct, your Honor.
- 4 THE COURT: I find this to be a fascinating issue. We
- 5 raised a lot of technical and statutory issues that make this
- 6 kind of a niche case, as far as I'm concerned.
- 7 So I have read the papers, and I read them carefully,
- 8 but I'm happy to hear further argument, particularly since
- 9 defendants have not had a chance to respond to the reply
- 10 papers, which I guess fine tune some of the arguments that were
- 11 made in the opening brief. I'm curious to have a little oral
- 12 argument now.
- So it's plaintiff's motion, so we'll start with
- 14 plaintiffs. And I think there's no dispute as to what the
- 15 standard is here. I think we ought to start with irreparable
- harm, because it seems to me that this is the kind of thing
- 17 that money should take care of.
- 18 Mr. Mandel?
- 19 MR. MANDEL: Your Honor, we don't think that money
- 20 really will adequately address the injury here, and I think
- 21 there obviously was a long history for many years where
- 22 irreparable harm was presumed in copyright cases.
- 23 Now obviously in Salinger the Second Circuit said that
- is no longer the case, reading the Supreme Court's opinion in
- 25 Ebay. But at the same time, they were careful to point out as

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- 1 a empirical matter it still well may be that most copyright
- 2 plaintiffs will be able to establish irreparable harm. Justice
- 3 Roberts' current opinion in Ebay where he talks about we're not
- 4 writing on a blank slate now, obviously years of history can be
- 5 worth a lot of logic. And I think that really is the case
- 6 here. There is irreparable injury, and for a number of
- 7 reasons.
- 8 First of all, with respect to monetary damages, I
- 9 think there's a real concern whether this defendant would be in
- 10 a position to provide the kind of judgment that Capitol is
- 11 entitled to.
- 12 THE COURT: Why? Because they're pretty new?
- 13 MR. MANDEL: Not just that, in response to the
- 14 preliminary injunction motion they essentially said that an
- 15 injunction would put them out of business. And so it seems to
- me that they're really saying their business model, which they
- 17 decided to go forward on knowing -- they had to know that there
- 18 was significant risk when they went forward with that business
- 19 model, and they're saying if they're wrong, they're out of
- 20 business.
- 21 THE COURT: That's not the same as saying you're
- judgment proof, is it?
- 23 MR. MANDEL: I think there's a question if there's
- 24 added business. The idea of a beta start up company that has
- just been in testing mode that goes into it knowing there's a

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- 1 serious legal question and saying that they'll be out of
- 2 business if they're not allowed to do this, I think there's
- 3 real question to whether we get a statutory damage award for
- 4 hundreds of recordings that could add up to million of dollars,
- 5 there is no way they would be able to compensate us for that.
- 6 THE COURT: But that sounds like speculation more than
- 7 anything. You just are surmising because they're a start up,
- 8 because an injunction in their own mind would potentially
- 9 threaten the existence of a company whose entire reason for
- 10 existence is this technology that they're touting, that this
- 11 must mean they're judgment proof.
- 12 MR. MANDEL: I don't think it must mean, but I think
- 13 it raises a serious question about it such that I think Capitol
- 14 shouldn't be in a position to be forced to take that risk.
- 15 Because when you really look at the respective hardships here,
- 16 the defendant went forward with a business plan where, we
- 17 submit -- and this obviously ties back to the likelihood of
- 18 success -- we submit there is really no colorable offense or
- 19 reason that they are able to do the things that they are doing
- 20 here.
- 21 And the reality of the situation is that they had to
- 22 know that, and they took the risk. And what Capitol is saying
- is our most valuable asset is our copyrights. Why should we
- 24 have to put that at risk while they're in testing mode getting
- 25 an opinion as to whether what they do is valid? Wouldn't the

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- 1 better thing to do here be to establish that you have some
- 2 possibility of actually having a real defense here?
- 3 THE COURT: That's sort of setting the standard for a
- 4 preliminary injunction on its head. It says we'll presume a
- 5 preliminary injunction until they can establish they have a
- 6 likelihood of success in defending.
- 7 MR. MANDEL: I'm speaking to the balance of hardships.
- 8 THE COURT: I'm asking about irreparable harm.
- 9 MR. MANDEL: So beyond just the money damage question,
- 10 I think there is also irreparable injury here in the sense that
- 11 this is being touted and promoted to the public as legal in
- 12 their Web site. They're saying this is a legal alternative.
- 13 The whole idea of using a digit marketplace is something that
- 14 we submit is something that is not legally cognizable. And
- 15 being out there and creating this confusion in the public mind
- and opening up this Pandora's box inviting people to infringe
- in a similar manner, saying well, if I take steps to delete my
- 18 copy after I do this, I can do this wonderful sale, there's a
- 19 real risk that essentially the infringement is going to be very
- 20 widespread and Capitol will lose control of its assets, its
- 21 copyrights, its most valuable assets.
- 22 THE COURT: Dangerous legal theory is a basis for
- 23 establishing irreparable harm?
- 24 MR. MANDEL: Untenable legal theory that has no
- 25 support. And that, we submit, ties back to whether we

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1 established that we're right, but we think it's pretty clear

- 2 it's not legally supportable. And to be able to create
- 3 confusion in the public mind this is something that is legal,
- 4 that people have the right to duplicate their files, and as
- 5 long as after they submit it --
- 6 THE COURT: But do you have authority for this
- 7 proposition? Public market confusion is people will think this
- 8 is Pepsi, for crying out loud, and it's not Pepsi. People will
- 9 think this is a legally defensible theory that they're
- 10 operating under, and I can't think that's a case of irreparable
- 11 harm.
- 12 MR. MANDEL: We haven't had a lot of case law since
- 13 Salinger. We have decades of experience where it was routinely
- 14 presumed there was irreparable harm once likelihood of success
- 15 was established in a copyright case. There hasn't been a lot
- of fleshing out of the legal standard. You have the history of
- 17 a copyright context, given the nature of the injury, the loss
- 18 of control of your property rights.
- 19 The fact that essentially the statutory scheme is
- 20 being turned on its head, instead of having a right to exclude
- 21 people from making reproductions and from using your
- 22 copyrighted material, you are sort of turning it the other way
- 23 and setting up almost a compulsory licensing scheme or some
- 24 kind of statutory exception that's not there. So we do think
- 25 that that is unfair and not what is intended in the copyright

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- area, because this is intangible property that is very
- 2 difficult to control, and it has a tremendous value that is not
- 3 easy to quantify.
- 4 THE COURT: I'm sorry to interrupt you. That's one of
- 5 the benefits of having the robe is I'm able to do that. And
- 6 since I'm the fact finder, or at least the decision maker here,
- 7 I apologize. So everybody, I will interrupt you from time to
- 8 time, not maliciously, but because I have a short attention
- 9 span.
- 10 So my question is even outside of the copyright area,
- 11 irreparable harm has to be established for a preliminary
- 12 injunction. Are you aware of any other authority in which the
- dangerousness of a legal theory is advanced as a basis for
- 14 establishing irreparable harm?
- 15 MR. MANDEL: I'm not, but I guess I wouldn't say it's
- the dangerousness of the legal theory, what I will say it's the
- 17 unsupportable contention there's right to do something that
- 18 there is clearly not a right to do. It's misinformation to the
- 19 public about the applicable statutory scheme. There's
- 20 misinformation about the contributions that are supposedly made
- 21 to the record labels and to the music community and all of
- those things that we think do fall into place in terms of
- 23 establishing irreparable harm combined with just the loss of
- 24 control and the difficulty of quantifying the damage when your
- 25 intangible property right that you have a right to generally

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1 exclude others from using is basically being cast aside and

- 2 you're told well, you will stand here and take it at face
- 3 value, that at the end of this, money will be enough.
- 4 THE COURT: But you're saying that lost sales would
- 5 not be the measure, there are certain people you would not sell
- 6 to under any circumstances.
- 7 MR. MANDEL: No, I'm saying the danger here goes
- 8 beyond the specific lost sales that may quantifiable. There
- 9 may be other infringements that are being encouraged by the
- 10 activity. There is misinformation being communicated to the
- 11 public.
- 12 THE COURT: But the encouragement of other
- infringement, is that anywhere cited as a basis for
- 14 establishing irreparable harm? I haven't seen it.
- 15 MR. MANDEL: I haven't seen it either, but as I said,
- 16 copyright plaintiffs have not had a long period of time where
- 17 they have actually been required to prove much. It's been
- 18 presumed for decades in this circuit and elsewhere that
- 19 irreparable harm is almost assumed. And I think what the
- 20 Supreme Court said is OK, fine, that has changed, and you can
- 21 no longer rely on that presumption, but we're also not writing
- on a clean slate here. There's a reason why that presumption
- 23 existed for 30 years, and it is because of recognizing the
- 24 nature of the kind of injury that's at play when you deal with
- 25 copyrighted intellectual property.

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- 1 THE COURT: But here we're talking about lost sales
- 2 for which they're getting 39 cents a song and you or your
- 3 licensees would be getting a buck and a quarter. That seems to
- 4 me pretty easy to quantify and pretty easy to establish damages
- 5 on, and a money judgment should take care of the whole thing.
- 6 MR. MANDEL: Potentially, assuming there is money to
- 7 withstand a judgment, notwithstanding that they're a data
- 8 company that would be out of business by virtue of a decision
- 9 that their business model doesn't work.
- 10 THE COURT: But then it's your burden to establish
- 11 that they don't have the wherewithal to withstand the judgment,
- 12 not their obligation to prove they can, right?
- 13 MR. MANDEL: We think there's significant risk there,
- 14 that you have to look at it in context. And I think there is
- 15 also a risk that the marketplace in general -- that there will
- 16 be harm beyond that not just from their service but from other
- 17 people who will infringe.
- 18 I have said what I have to say. I don't know that I
- 19 can add anything to it. But we do believe that the strong
- 20 tradition in copyright cases of granting and presuming
- 21 irreparable harm flows from a natural recognition of the nature
- 22 of that right, and we think that continues to be at play even
- 23 more when you're dealing with a defendant that has no real
- 24 basis to do what it's doing under the law.
- THE COURT: All right. Let's take these one element SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 at a time. So I'm happy to hear -- who is going to carry the
- 2 ball for the defense, Mr. Rogers or Mr. Beckerman?
- 3 MR. BECKERMAN: I will.
- 4 THE COURT: Let's talk about irreparable harm. If
- 5 they win, as they seem confident they're going to, are you
- 6 going to be -- is there any prospect of your client having any
- 7 assets from which to pay a money judgment?
- 8 MR. BECKERMAN: I haven't asked them that.
- 9 THE COURT: All right. Why not? You don't want to
- 10 know the answer or you don't think it's relevant?
- 11 MR. BECKERMAN: The question is whether the plaintiff
- 12 will be made whole of an award by money judgment. And I have
- 13 asked them -- we put in our papers that they keep very careful
- 14 records of every single transaction, so there won't be any
- problem in computing the amount of damages.
- 16 THE COURT: But that's not my question. My question
- is, assuming you're right about quantifying the damages, if
- 18 there's going to be any prospect of them recovering on the
- 19 damages. Because if the answer is "not a chance," it seems to
- 20 me that might be pretty significant for establishing
- 21 irreparable harm. Don't you think?
- 22 MR. BECKERMAN: I have no idea. The plaintiff has the
- 23 burden of proving that and hasn't shown that. If that were to
- 24 be a basis for preliminary injunction, then why even come to
- court when you're a small company that doesn't have the kind of

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1 money the plaintiff does?

- 2 THE COURT: It's not --
- 3 MR. BECKERMAN: What is interesting is everything that
- 4 Mr. Mandel is saying is based on his statements that we
- 5 obviously don't have a defensible legal model. But yet, if it
- 6 were so clear we didn't have a defensible legal model, it's
- 7 unclear to me why he hasn't been able to make out a case of
- 8 copyright infringement.
- 9 THE COURT: I'm not sure that I follow you. We keep
- 10 moving from the element I want to focus on. But what are you
- 11 talking about that he hasn't made out a case?
- 12 MR. BECKERMAN: He brings up in the discussion of
- 13 irreparable harm that we have an indefensible legal model, but
- 14 he hasn't been able to show any instance of copyright
- 15 infringement. There isn't any part of our process that
- 16 infringes anyone's copyrights.
- 17 And his papers are a moving target. They say -- they
- 18 keep attacking uploads without their permission and downloads
- 19 without their permission, then saying they're not attacking the
- 20 uploads and downloads, they're attacking the sale.
- 21 THE COURT: I don't think that's a fair
- 22 characterization of his papers. I think he's saying the
- 23 uploading and downloading that you seem to concede in your
- 24 papers require the kind of copying that the Copyright Act
- 25 prohibits.

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1 That's your point, right, Mr. Mandel?

- 2 MR. MANDEL: Yes, your Honor.
- 3 THE COURT: So that's what he's saying. Whether he is
- 4 right is another story, but that's what he's saying.
- 5 MR. BECKERMAN: The uploading and downloading are --
- 6 if they did not have all the verification technology, it will
- 7 still be protected as a fair use. Uploading to a cloud and
- 8 downloading is a quintessential fair use. And they claimed --
- 9 after Google raised that concern, they claim they're not
- 10 raising that issue, even though they repeatedly state in their
- 11 motion papers that they repeatedly attacked the uploads and
- downloads.
- 13 Now then on the site itself they falsely claim that
- 14 there's a copy made, but there is no copy made. The sale
- 15 transaction which take place is done without copying, it's done
- 16 with the exact file that's uploaded. The record locator is
- 17 simply pointed one, the sale transaction takes place, and the
- 18 concomitant transaction, the actual file stays exactly where it
- 19 is, it is not changed, and it is not copied, it's simply owned
- 20 by someone else.
- 21 THE COURT: Well, what you said, page 9 of your
- 22 opposition brief, the only copying which takes place in the
- 23 ReDigi service occurs when a user uploads user files to the
- 24 ReDigi cloud, thereby storing copies thereof in the user's
- 25 personal Cloud locker, thereby placing copies of files on his

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- 1 or her computer.
- 2 MR. BECKERMAN: It's a single file, unique file. It's
- 3 the same unique file, cannot be uploaded twice. Plus, it is
- 4 not even permitted to be maintained on the user's computer on
- 5 attached devices. The software requires it. So there's a
- 6 single instance of a file, and after that single instance is in
- 7 their cloud locker and has passed all the verification tests,
- 8 at the client level and then at the sever level, then it's
- 9 something which is accepted into the cloud locker.
- 10 THE COURT: All right. Again, I want to stay focused
- 11 for now on the irreparable harm.
- 12 So you're not sure whether your client has the ability
- 13 to pay a money judgment because you haven't asked. But you're
- 14 suggesting it's plaintiff's burden, and they haven't proven
- 15 that your client can't. Right? That's your basic argument for
- 16 irreparable harm.
- 17 MR. BECKERMAN: I have not asked any client whether,
- 18 if the plaintiffs were to get a large money judgment, whether
- 19 they will be able to pay it or not. I have collected judgments
- 20 in many cases where the defendant did not have money to pay a
- 21 judgment, but nevertheless assets or income or other items were
- 22 found.
- 23 THE COURT: But you don't know one way or the other.
- 24 With respect to the argument that there are other
- harms that result that can't be compensated for by a money

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- judgment, your response to that?
- 2 MR. BECKERMAN: What are they? There's absolutely
- 3 nothing. This is just about money. It's just about the desire
- 4 to suppress competition. It's got -- there's nothing in their
- 5 papers about anything but money. The shareholders of Capitol
- 6 Records are going to go to bed crying at night? It's absurd.
- 7 Capitol Records will go out of business? It's ridiculous.
- 8 THE COURT: I don't think that's the suggestion. I
- 9 don't think anybody suggested Capitol Records is going to go
- 10 out of business. I think the concern is whether or not they
- 11 will be able to collect on a money judgment or whether there is
- 12 a violation of the Copyright Act that can't be otherwise
- 13 compensated for.
- MR. BECKERMAN: Which they have shown none, no
- 15 violation of the Copyright Act. They have made up facts which,
- if they were true, would be copyright violations, but they're
- 17 non-existent facts they made up. Many of them were facts they
- 18 themselves could easily verify but they chose not to and put in
- 19 no evidence by an investigator or anyone like that who would
- 20 claim to have witnessed the contract infringement. Instead,
- 21 they have two declarations of attorneys based on peeking at the
- Web site.
- 23 THE COURT: All right. You indicate and you have an
- 24 affidavit to that effect, that your client keeps track of every
- 25 sale they make, and so it's very easy to ascertain the number

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- 1 of sales.
- MR. BECKERMAN: That's correct, your Honor.
- 3 THE COURT: No question about that in your mind,
- 4 right?
- 5 MR. BECKERMAN: There is no question about that.
- 6 THE COURT: OK.
- 7 MR. BECKERMAN: And they keep records of other things,
- 8 too. They keep records of every single unique file that passes
- 9 through.
- 10 THE COURT: Every unique file that passes through,
- 11 what does that mean?
- 12 MR. BECKERMAN: Every file that passes through the
- 13 marketplace. So not only is there a record of the buying count
- 14 and selling count, there's also a record of the exact file,
- 15 because their software is designed to ensure that that file
- 16 never gets sold there again except by the authorized -- the
- 17 true owner.
- 18 THE COURT: Well, all right. I think we're drifting
- 19 into a different element.
- 20 With respect to irreparable harm, I think you said
- 21 what you plan to say, right?
- MR. BECKERMAN: Yes, your Honor.
- 23 THE COURT: Is there anything that you want to say in
- 24 response?
- MR. MANDEL: Very quickly, your Honor.

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- 1 First of all, with respect to precedent, Salinger
- 2 itself talks about marketplace confusion, so there is some
- 3 precedent. That language actually appears in Salinger, which
- 4 is a copyright case.
- 5 THE COURT: But that's the confusion that somebody
- 6 will think JD Salinger wrote the darn thing when it is Norah
- 7 Jones that recorded the album.
- 8 MR. MANDEL: There's a recognition there can be other
- 9 types of confusion that take place in a copyright context that
- 10 could bear on whether it's irreparable harm or not. That's not
- 11 traditionally a copyright interest, the idea of who wrote the
- 12 work is really more in the nature of a trademark kind of
- injury, but yet in the copyright context they find that's
- 14 potentially irreparable harm, irreparable injury. It may be
- 15 somewhat new, because there frankly isn't a lot of law that
- 16 employs Salinger and looked at what a copyright owner has to
- 17 show, but it's not as if there is no idea for the support that
- 18 that type of injury, that could be irreparable harm.
- 19 THE COURT: But the injury that you are talking about
- 20 is the same injury that flows from them defending this suit,
- 21 right? You're saying that's a dangerous thing to be saying
- 22 this is legal. Whether they say it on their Web site or say it
- 23 in their answer, that is going to perhaps embolden or mislead
- 24 someone to violate copyright law. That strikes me as nutty,
- 25 for irreparable harm, for defending the suit or bringing --

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- 1 MR. MANDEL: Obviously if your Honor didn't find it
- 2 likely to establish success on the merits, that wouldn't be the
- 3 case, but I think that we'll obviously talk about that. But I
- 4 think once you look at it and make a determination it is likely
- 5 that we're going to succeed on the merits, I don't think it's
- 6 crazy at all that somebody should be able to encourage people
- 7 to infringe by engaging in a model that finds no statutory
- 8 support and that is unlikely to ever be successful in a
- 9 courtroom.
- 10 THE COURT: It seems to me this is really an argument
- 11 that likelihood of success on the merits equals irreparable
- 12 harm, when has already been rejected.
- 13 MR. MANDEL: But the other point on irreparable harm
- 14 in terms of monetary -- whether they could satisfy a judgment,
- 15 obviously it's difficult for us to satisfy that burden going in
- 16 without any discovery, without an opportunity to know how the
- 17 copy is capitalized. And now Mr. Beckerman is saying today "I
- didn't ask," so he's not in a position to make any
- 19 representations to the Court.
- 20 We would suggest that if that really needs to be
- 21 shown, that maybe we be given an opportunity for some expedited
- 22 discovery to find out exactly what the level of capitalization
- 23 here is and what the likelihood is that they really are going
- 24 to be able to satisfy a potential substantial judgment. If
- 25 that is something -- that's something we couldn't obviously in

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- 1 our moving papers at this juncture possibly have met the burden
- on, but there's enough suggestion just in the response
- 3 saying -- and I think their quote in The New York Times, "If we
- 4 can't do this, we're out of business," the idea that they will
- 5 leave money around to satisfy a big judgment I think is a lot
- for us to take at face value. So we would like an opportunity
- 7 maybe to have some expedited discovery on that point.
- 8 THE COURT: But it seems to me that since this is the
- 9 service they provide, to be enjoined from providing this
- 10 service would almost by definition put them out of business,
- 11 wouldn't it? It's not like they make colas and record players
- 12 and airplane engines as well so that business continues.
- 13 MR. MANDEL: They have told us they do storage. They
- 14 tried to make the whole defense be about storage. So
- 15 presumably they could still do that. But beyond that, this
- 16 motion only deals with Capitol's recordings, it's not going to
- 17 enjoin them from selling the other labels' recordings. And
- 18 what the other labels decide to do or what deals they may or
- 19 may not be able to strike with the other labels is entirely
- 20 open. But it's certainly not the case by not being able to
- 21 distribute Capitol's recordings they're out of business.
- They're out of the business of during the pendency of this
- 23 trial, until trial, of distributing Capitol's recordings. So
- 24 it is more limited.
- 25 THE COURT: OK. So irreparable harm, I think I have SOUTHERN DISTRICT REPORTERS, P.C.

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- heard what I'm going to hear.
- 2 Let's now talk about likelihood of success on the
- 3 merits, which is what I think everybody really wants to talk
- 4 about.
- 5 MR. MANDEL: In terms of likelihood of success, first
- 6 of all, as your Honor pointed to, we think the admission at
- 7 page 9 of their brief that basically copying take place to
- 8 upload to the cloud and download to the locker is really almost
- 9 dispositive here. It's an admission there is an act of
- 10 reproduction. That is in violation certainly of the prima
- 11 facie right of the copyright owner under 106 to have exclusive
- 12 rights and not to have others reproduce it. And the question
- 13 becomes: Is there some defense that would allow that
- 14 reproduction to take place?
- 15 THE COURT: They have offered two, fair use of
- 16 essential step doctrine.
- 17 MR. MANDEL: But when you actually look at the
- 18 argument on them, they're arguing defending a case that we
- 19 never brought. This case was brought because there's an online
- 20 supposed resale market for digital music, and that's what
- 21 sparked the complaint, and that's what we thought we made clear
- 22 in our papers. To the extent there was any confusion, I think
- 23 in our reply papers we certainly made it clear beyond question
- as to what the nature of the injury that we're talking about
- 25 here is. So the question is: Is there a defense? And when

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- 1 you look at fair use, their whole defense on fair use basically
- 2 presupposes that we're challenging just the mere act of
- 3 storage.
- 4 THE COURT: That's my question to you. So if someone
- 5 just decided to store digital recordings that they purchased
- 6 through iTunes, they wanted to store it in a cloud, that
- 7 requires copying, according to your papers. Right?
- 8 MR. MANDEL: Yes. And that's not what we're
- 9 challenging here.
- 10 THE COURT: But why not? So what is the difference
- 11 between what is going on here that you are challenging and the
- 12 hypothetical I just supposed?
- 13 MR. MANDEL: Because what is really going on, what
- 14 their entire Web site talks about, their Facebook page,
- 15 everything, is a resale market, the ability not to store it,
- but to sell it. It's stored in the cloud for the purpose of
- 17 resale.
- 18 THE COURT: But well, it's stored in the cloud, and
- 19 the process of storage requires a copying. And that process
- 20 you're saying -- I think you're conceding is not a violation of
- 21 the Copyright Act.
- 22 MR. MANDEL: For purposes of this case, we're not
- 23 making that claim. We're not challenging that. What we're
- 24 saying is that you can't subdivide what they're doing. And
- they're really saying essentially user A starts out, and he can

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- 1 start the copy. So his is fair use. User B, who bought the
- 2 file, they can download it because they're taking it from the
- 3 cloud to their computer. But at the end of the day, what has
- 4 really happened is that file has been distributed, has been
- 5 transmitted from the first user to the second.
- 6 THE COURT: No question. So I have my little iPod
- 7 player right here and I have all the great Bee Gees hits, and I
- 8 decided I'm moving out of the '70s and want to get progressive,
- 9 so I sell to my law clerk my iPod with all my favorite Bee Gees
- 10 songs.
- 11 MR. MANDEL: That's fine, because you transferred the
- 12 material object in which the copies are affixed, and that would
- 13 be a first sale. And you're not making another copy, you're
- 14 giving them -- your iPod happens to be preloaded with sound
- 15 recordings, and that's fine.
- 16 THE COURT: But now I'm more technically advanced, so
- 17 I have it actually stored in a cloud that allows me to listen
- 18 to the same great numbers through just through different
- 19 technology, but you're saying I can't transfer any of those
- 20 wonderful songs to her.
- 21 MR. MANDEL: That's correct, and that's the statutory
- 22 scheme. And it's really because the first sale doctrine is
- 23 based on the notion of the actual copy, you can't make a
- 24 reproduction.
- THE COURT: And that's a statutory language question,

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- or is it a licensing contractual question?
- 2 MR. MANDEL: It's interpretation. We cite to the
- 3 Copyright Office Report of 2001, which we think has some very
- 4 interesting discussion of this whole issue. And if you look at
- 5 the origins, it set out a very clear distinction between
- 6 reproduction and distribution, and the idea was there's a
- 7 recognition that physical property, that you have a right
- 8 generally to dispose of that, but not to reproduce it and
- 9 dispose of a copy.
- 10 And so it's not just a technical distinction, it is a
- 11 distinction on which the entire doctrine turns. And basically,
- 12 what we're saying about the reproduction is you can't stand
- 13 there and pretend that the reproduction is just about space
- 14 shifting if the whole purpose that you're encouraging and the
- 15 whole business model that you developed is focused on idea of
- 16 selling that recording.
- 17 THE COURT: But what if I stored it in the cloud when
- 18 I still liked Bee Gee's and decided to sell it later when I
- 19 decided I don't and I want to recoup some of the investment,
- 20 you're saying that's violation?
- 21 MR. MANDEL: And their technology talks about actually
- 22 checking something that makes it available for resale, so I
- 23 think users have the opportunity to actually use their
- 24 technology, decide when they're offering it for resale. And
- we're saying certainly the point that you do that, you can't

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- 1 really say anymore it's just about storage because what you're
- doing is you're distributing it.
- 3 THE COURT: But it was about storage at the time I
- 4 copied it into the cloud, right? It is a hypothetical.
- 5 MR. MANDEL: Hypothetically it could have been about
- 6 that, but if you look at the business model --
- 7 THE COURT: This is -- indulge me on my hypothetical.
- 8 Are you saying the outcome is different in if I chose to store
- 9 these things, in fact did store them for my own use for a year,
- 10 and after a year I decided to move to a new decade and sell my
- 11 collection?
- 12 MR. MANDEL: I think it is different, and the reason
- 13 it's different is maybe it will be the case that Congress will
- 14 decide that there's enough reliability in the technology that
- 15 they have developed and that others may develop that they're
- 16 willing to extend the first sale doctrine in a way that it can
- 17 apply in this digital environment and someone can have a
- 18 broader right to distribute it, but it's not there now.
- 19 THE COURT: So that's my point. My point is you're
- 20 saying the statutory language is where I ought to go and where
- 21 I ought to stop, because the statutory language would prohibit
- 22 what going is on here, even though if I had the CDs or the
- 23 iPod, I could go to the flea market and sell the darn thing.
- MR. MANDEL: That's right. We say the statutory
- 25 language, but also the history of the first sale, it's the

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- 1 clear interpretation of first sale that says that you can't
- 2 make a copy in the context of first sale. All those things
- 3 together, which the copyright office was looking when they
- 4 opined on the question, all together saying to us maybe someday
- 5 maybe there should be a new digital right. They haven't done
- 6 that now, and under existing law there is certainly not that
- 7 right.
- 8 THE COURT: What about your response to the opposition
- 9 brief which talks about pointers, sometimes like in some ways
- 10 the language being utilized in the technology being described
- 11 to differ between the parties so they're almost talking past
- 12 each other, so talking about a pointer, we're not copying,
- 13 we're allowing somebody else to, in essence, have the click
- 14 rights to something that is in the cloud?
- 15 MR. MANDEL: I think once again what they try do is
- 16 break this process down and then OK, pointer, so there's no
- 17 copying made, so it's just space shifting here, just space
- 18 shifting here. But as we said in our reply papers, it shifted
- 19 from one user to another.
- 20 THE COURT: But that happens in flea markets all the
- 21 time, and that's a time honored right. But if we're
- 22 interpreting a statute that predates the technology, why would
- 23 we interpret it in such a way as to prevent the first purchaser
- 24 from ever being able to have rights in that or the ability to
- 25 resell it? Why would we take that away if we have two choices,

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1 you get to make a sale like a flea market owner or --

- 2 MR. MANDEL: I think in the first instance we would
- 3 say that decision would be for Congress to make. I think the
- 4 Copyright Office went on after, it said there is no digital
- first sale, it then analyzed should the Copyright Act be
- 6 amended to provide. They decided -- their determination was
- 7 no, it shouldn't be. But ultimately whether it should or
- 8 shouldn't be is a congressional question. We say it doesn't
- 9 satisfy it right now, and right now I think that's a function
- 10 of the statutory language and history.
- 11 THE COURT: I have the statute right here in front of
- me. What provision are you referring to?
- MR. MANDEL: Section 109.
- 14 THE COURT: What part of it?
- 15 MR. MANDEL: 109(a), I believe it is, talks about the
- 16 right to -- let me take the statute.
- 17 Notwithstanding the provisions of 106(3), the owner of
- 18 a particular copy or phonorecord lawfully made under this title
- is entitled, without the authority of the copyright owner, to
- 20 sell or otherwise dispose of the possession of that copy or
- 21 phonorecord.
- 22 So the whole idea of first sale I think is borne out
- 23 in all the cases that interpreted it, as well as that it's the
- 24 particular material object, and the example that your Honor
- 25 gave is really a good example that illustrated that. If you

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- 1 have the iPod and you distribute the iPod the recordings are
- on, then you have distributed that particular copy.
- 3 If you make a copy and then put it up somewhere else
- 4 in order to distribute it, it isn't that particular copy
- 5 anymore that you're distributing. And that is basically the
- 6 whole essence of the first sale doctrine is that it didn't
- 7 include the right to reproduction any more than if I had a book
- 8 or CD that I could photocopy, give the copy to my friend, and
- 9 then decide I don't want this book anymore, I'm going to throw
- 10 the book in the garbage. That wouldn't be covered by the first
- 11 sale doctrine, and neither is this. It's logically no
- 12 different.
- 13 THE COURT: But in terms on definition of copies, 101,
- 14 copies are material objects.
- 15 MR. MANDEL: It turns on the definition of copies and
- 16 the notion of that particular copy, because what 109 is really
- 17 saying is that you have a right to dispose of the particular
- 18 copy if lawfully made.
- 19 And that's another issue. We don't think it's
- 20 lawfully made because if the copy was made for the purpose of
- 21 distributing it, it's not lawfully made. You don't have a
- 22 right to make a copy and distribute it to somebody else. So
- that's another problem under 109, and I think they try to
- 24 confuse this. And I understand the hypotheticals are
- 25 interesting in terms of if I store it today and a year from now SOUTHERN DISTRICT REPORTERS, P.C.

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1 I sell it, but the real marketplace model as presented and

- 2 promoted as going to make them money is not by a kind of
- differentiation, it's about: Hey, sell your digital music.
- 4 It's happening essentially together. And that there may be
- 5 some people that decide to store it there and not sell, that's
- 6 not what the business model is about. That's what
- 7 distinguishes them from any other places where they could store
- 8 them. What distinguishes them is they're telling people you
- 9 should sell it because you could put it up there, you earn
- 10 credits to distribute it, you can sell it to somebody else.
- 11 And that's their business model, and it turns on reproduction,
- 12 which is not allowed under the cases and statute.
- 13 And also it's not a lawfully made copy because it's
- 14 not lawfully made. If it's for purposes of distribution, you
- don't have a right to copy a copyrighted work to distribute it
- to somebody else, even if you decided to throw away your work.
- 17 That's my example with the book. I could photocopy my book. I
- 18 can't give the photocopy to my friend even if I throw my book
- 19 in the garbage. And functionally, it may seem like I should be
- able to do that.
- 21 THE COURT: You can give the book.
- MR. MANDEL: I could give the book.
- THE COURT: And you could sell the book.
- MR. MANDEL: I could sell the book.
- 25 THE COURT: Basically you're saying the technology

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- 1 created a real great windfall to publishers because they get to
- 2 shut down secondary markets that previously existed before
- 3 technology, right?
- 4 MR. MANDEL: I don't think so, because I think if
- 5 you're going to get into the policy question, which I'm kind of
- 6 avoiding because what I'm saying is the statute speaks to this,
- 7 it's Congress's province to make those judgments. But if you
- 8 want to look at the policy point of view, there is enormous
- 9 risk that the copyright owner is being subjected to here. The
- 10 fact that it's the lead-in for my computer, what assurance do I
- 11 have that before I have done that I haven't downloaded it onto
- 12 some other device, that I don't reconnect that computer and I
- listen to -- continue to listen to the music?
- 14 THE COURT: But that aside, there's always been a
- 15 desire, frankly, to shoot down the swap meets and shut down the
- 16 secondary markets for CDs and records.
- 17 MR. MANDEL: Because oftentimes that marketplace is
- 18 selling infringing copies and there's illegal bootleg copies.
- 19 Nobody is saying we want to shut down the right to an album,
- 20 legitimate CD that I purchased to resell, but not to make
- 21 copies and distribute en masse copies it. That is something
- that is a concern to the record company.
- 23 THE COURT: So you're OK with people selling their old
- 24 records and selling their old CDs?
- MR. MANDEL: Absolutely.

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- 1 THE COURT: So if somebody like defendants come up
- 2 with a way to really verify that the copy has been deleted, you
- 3 would be OK with telling Congress, sure, we think that
- 4 previously owned, preowned digital audio files should be able
- 5 to be sold?
- 6 MR. MANDEL: I can't speak to what my client would say
- 7 in that legislative discussion.
- 8 THE COURT: I would be willing to take a hunch.
- 9 MR. MANDEL: But my point is they shouldn't have to
- 10 take that gamble because, first of all, if the technology is
- 11 proven to that extent, then Congress can enact that protection.
- 12 We have a real question, because even Mr. Ossenmacher agrees in
- 13 The Times article if people want to get around it, they will
- 14 get around it. That's obvious you can do that, you just
- download it to a different device not synced to the computer,
- 16 and bingo, you have got around it.
- 17 So it's cold comfort to say to my client, don't worry,
- 18 this is all going to work great and nothing is going to happen,
- 19 because we know that there's a long history here where people
- 20 want to infringe. We have seen a lot of case law, Napster and
- 21 all these cases that have come up going to Supreme Court.
- 22 There's a lot of effort to sell infringing copies, and asking
- 23 my client against that backdrop and decades of litigation and
- 24 experience to take it at face value that people are going to do
- 25 the right thing, I don't think that's something that they have

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- 1 to do, and certainly not something Congress said they have to
- 2 do. If Congress makes that judgment, fine, but they haven't
- 3 made that judgment yet.
- 4 THE COURT: But yours is a legal argument, and it's
- 5 not a licensing of contract argument, it's a statutory
- 6 interpretation argument.
- 7 MR. MANDEL: I believe that's correct.
- 8 THE COURT: So it doesn't turn on whether or not the
- 9 conditions of buying the audio file were such that the seller
- 10 made the buyer promise they won't resell.
- 11 MR. MANDEL: I don't think that's really critical to
- 12 it, no.
- 13 And should I move on to the essential step doctrine?
- 14 THE COURT: Yeah, let's do that, too.
- 15 MR. MANDEL: So in terms of fair use, I want to say --
- I won't go through it, but if you look at the four factors,
- 17 which they haven't briefed, all they cited is a case under the
- 18 digital recording act, not even a fair use case involving the
- 19 MP3 case, and they haven't gone through the four factors.
- 20 We think the cases that looked, like the MP3.com and
- 21 Napster decision, when they analyzed fair use in the context of
- 22 what is really going on is basically copying to be able to
- 23 distribute digital files, they have really given this defense
- 24 short thrift, and we don't think it works here by pretending
- 25 the service is something other than what it is and redefining

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- 1 it into component parts. And fair use is an equitable
- 2 doctrine, it's a rule of reason. It would be the wrong
- 3 approach for the Court to close its eyes to the reality of what
- 4 is taking place and do this kind of formalistic dissection
- 5 without really looking at the end result, so we think fair use
- 6 is not even colorable here.
- 7 In terms of the essential step, which is really the
- 8 other step that they assert in terms of reproduction, basically
- 9 in the first instance we don't even think this is a computer
- 10 program under the statutory definition, a set of instructions
- 11 to carry out a result. But even if it is, the case law that we
- 12 cited is very clear that 117 of the Copyright Act is all about
- internal use, and the statutory language there says for no
- other purpose, it has to be essential to the use and for no
- other purpose.
- And the purpose here again is to make a distribution,
- 17 to be able to transmit to to somebody else. That's the
- 18 quintessential example of what you can't do under 117. Because
- 19 117 is a limited exception that recognizes when you buy a piece
- 20 of software, in order to use it, you have to technically make a
- 21 copy. When I put it in my computer, by definition a copy is
- 22 made into my hard drive, if it didn't do that, I couldn't use
- the program.
- 24 That really has no bearing on what is going on here,
- where it's not essential to make the copy to use it, it's only

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- 1 essential if you want to distribute it to somebody else, which
- 2 you have no legal right to do. So the essential step under all
- 3 the cases that we cited clearly doesn't fall into protecting
- 4 this kind of use, and I don't believe they even cited a case to
- 5 the contrary.
- 6 So really the defenses I think are really weak on the
- 7 law. When you really look at the case law, they have basically
- 8 nothing. They're arguing a lot of policy but neither fair use
- 9 or essential step work here, and in the end, what we're left
- 10 with is that they are wishing that there were a right to do
- 11 something that they don't have a right to do under the law.
- 12 THE COURT: All right. But for essential step, I mean
- 13 you just conceded, I think, that making a copy is necessary to
- 14 be able to access and listen to the audio file you purchased,
- 15 right?
- MR. MANDEL: Yes.
- 17 THE COURT: So if you have -- I have twins girls, if
- 18 one of them buys the Bee Gees and the other buys the Beatles
- 19 and says great, we'll share, we have got one computer, we'll
- 20 just share and each listen to the other's purchased files, is
- 21 that a violation then of the copyright law?
- MR. MANDEL: No, because it's the same computer and
- they have each downloaded a particular file that they're
- 24 listening to. You can play anything that you want on your
- 25 computer. The language of 117 says it's essential to the use SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 and for no other purpose, and the case law is very clear when
- 2 it talks about "for no other purpose" is for internal use, not
- 3 for an ability to make distributions.
- 4 THE COURT: But if the enterprising one to says the
- 5 lazy one, "I will charge you five bucks and you can listen to
- 6 the Bee Gees," is she all the sudden going to show up in a
- 7 copyright case?
- 8 MR. MANDEL: I think there's a lot of hypothetical
- 9 examples, but what is going on, the marketplace reality is
- 10 about setting up a mechanism by which people can sell to anyone
- 11 out there in the world. And I don't think we're concerned
- 12 about your sister or anything like that. And in that case, I
- don't think that anybody is transmitting it to another computer
- anyway, if they're using the same computer.
- 15 So the real question is when you set up a business
- 16 model that is based on distribution and reproduction, how does
- 17 that fall within 117? And it clearly doesn't. And we don't
- 18 think it's a computer program, but if it is under the case law,
- 19 it is clear under the statutory language that it is not
- 20 protected by the essential step doctrine.
- 21 I don't know if you want me to move on to other than
- 22 reproduction. We have kind of talked about distribution.
- 23 THE COURT: Covers the arts, that sort of thing?
- 24 MR. MANDEL: I meant distribution I think we have
- already touched upon, so we have talked about reproduction and

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- 1 distribution.
- 2 The only point I want to make on distribution that we
- 3 didn't cover, we talked about the defense of first sale, but
- 4 didn't talk about the question of whether it's actually a
- 5 distribution. They seem to say well, it's not a distribution
- 6 because you're not distributing copies. And we think if you
- 7 look at the precedents, basically they made clear courts have
- 8 not hesitated to say when you transmit electronic files that is
- 9 a distribution. In fact, the Supreme Court in Tasini said the
- 10 sale of copyrighted articles through LexisNexis is a
- 11 distribution.
- 12 And as practical matter, if you look at the
- 13 consequences of that, it would be devastating, it would be open
- 14 season on copyrighted works if you essentially were saying put
- 15 it up on the internet, transmit to anyone you want, you're not
- 16 distributing. That can't be right, and courts had no trouble
- 17 saying that's not right, there is a violation of distribution
- 18 right under the precedents.
- 19 What they try and say is well, if there's a violation
- 20 of distribution rights, there must be a first sale defense.
- 21 But that's not the case, because the point is the first sale
- 22 talks about that particular copy, and that material object is
- 23 not what is being sold, there's a reproduction there.
- 24 THE COURT: That's your point about material versus a
- 25 non-material copy.

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1 MR. MANDEL: Correct. And I don't know if you want me

- 2 to briefly address performance and display as well.
- 3 THE COURT: I think I get it from the papers.
- 4 MR. MANDEL: I don't think that I need to say much
- 5 more. I think I said in my reply papers, again, the cases talk
- 6 very clearly about streaming clips to people who are interested
- 7 purchasers. That's what their tutorial says on the Web site
- 8 they do. That is not the same as going to my locker and
- 9 stream. That would not be a public performance, and we didn't
- 10 challenge that. So again, we're talking at cross purposes.
- 11 We're not addressing the same thing.
- 12 THE COURT: So a link you have no trouble with.
- 13 MR. MANDEL: I think what I'm saying is that the
- 14 individual person in their locker who may own a file we are not
- 15 challenging their right to play it, but what we're saying is
- when you stream to interested purchasers anything in these
- 17 clips for the purpose of enticing them to make a purchase
- 18 that's not legally authorized in the first place, that is a
- 19 violation. That is a public performance.
- 20 THE COURT: All right. But again, let's get back to
- 21 my analogue world of my Bee Gees recordings CD. If I went a
- flea market and allowed people to listen to my recording, CD,
- 23 before purchasing, is that a violation? Is that a performance?
- 24 MR. MANDEL: Is that a public performance? That might
- 25 be if you're playing it in a public setting.

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- 1 THE COURT: I have a CD player right there with a set
- 2 of headphones to listen to see if it's damaged or not damaged
- 3 or see if the --
- 4 MR. MANDEL: It's certainly not what is going on in
- 5 this case, I think.
- 6 THE COURT: But why not? It seems to me that to
- 7 perform a work means to recite, render, play, dance or act it,
- 8 directly or by means of any device or process.
- 9 MR. MANDEL: It may be that that's a public
- 10 performance, and maybe we could get into an argument whether
- 11 that's a fair use purpose of legitimate sale. The truth is,
- 12 here it's not.
- 13 THE COURT: Here it would be furtherance of a sale.
- 14 MR. MANDEL: Not an authorized sale for all the
- 15 reasons we already discussed.
- 16 THE COURT: So it comes back to, I think, your
- 17 interpretation of the Copyright Act and --
- 18 MR. MANDEL: It's connected to that. And I think they
- 19 rely on a license that says that you can't use their clips for
- 20 purposes of encouraging infringement, which is exactly what we
- 21 say is going on here because they're doing it to interest
- 22 people and make purchases that are not legally permitted.
- 23 The last point to round out liability, just to briefly
- 24 mention the DMCA, I think they make a half-hearted defense
- here, but they don't even really say that they fall under the

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- 1 requirements of the statute, they just say our notice was
- 2 defective. Of course, there's no requirement that you even
- 3 give a notice, so it's kind of -- I don't understand their
- 4 argument.
- 5 There are three things they're required to show that.
- 6 They haven't attempted to show that they can satisfy all three
- 7 of those things to claim a DMCA immunity. And clearly and most
- 8 directly, they can't establish that they don't have a right and
- 9 ability to control, and that they don't profit from the
- 10 infringing activity because they take a piece of every sale.
- 11 That's a direct financial benefit. And they said they have a
- 12 right and ability to control, because that's the whole purpose
- 13 of their verification engine is to decide prescreen whether it
- 14 will be offered or not.
- 15 The problem with their verification is it's based on
- an erroneous legal principal that seems to assume they're
- 17 entitled to make a distribution they're not entitled to make,
- 18 but they clearly have the ability to control it, by their own
- 19 admission, and clearly financially benefit. And perhaps for
- 20 that reason they haven't even argued that they fall within the
- 21 DMCA immunity in their papers, and they don't under the clear
- 22 language of the statute.
- 23 So that's all I have to say on likelihood of success
- 24 on merits.
- THE COURT: OK. Mr. Beckerman.

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- 1 MR. BECKERMAN: Your Honor, could I start off by
- 2 addressing a hypothetical? Because I want to make sure that
- 3 the hypothetical that you asked Mr. Mandel --
- 4 THE COURT: I don't know why she likes the Bee Gees,
- 5 she just likes them. Why do you like them so much?
- 6 MR. BECKERMAN: The hypothetical that your Honor
- 7 addressed to Mr. Mandel about in the flea market letting people
- 8 listen to it. That can't go on. No one can listen to what's
- 9 in the cloud locker except the user, and it would have to --
- 10 THE COURT: But you indicated it's a link to some
- 11 other authorized site.
- 12 MR. BECKERMAN: There are links to the download site
- 13 with the 30 second clips like they have on iTunes where you
- 14 sample it.
- THE COURT: But who authorized it?
- MR. BECKERMAN: Well, this is licensed by Ridio, and
- 17 Ridio is a licensee of plaintiff. And we don't stream anything
- 18 there, we just have the links to audio under our license with
- 19 Ridio. Similarly, the artwork is just links that are provided
- 20 by Ridio pursuant to the license agreement pursuant to their
- 21 agreement with plaintiff.
- 22 So I just want to make that clear that that's the only
- 23 public streaming that goes on, and it's pursuant to license.
- 24 And it's not on the site at all.
- 25 THE COURT: It's not on the site. It's not in the SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 cloud, you mean?
- 2 MR. BECKERMAN: It's not on the ReDigi cloud at all,
- 3 it's just linked.
- 4 THE COURT: I understand that from the papers, which
- 5 is why I think that's kind of beside the point. Did you not
- 6 understand that, Mr. Mandel, or was that your understanding as
- 7 well?
- 8 MR. MANDEL: That's my understanding of what they have
- 9 said.
- 10 THE COURT: You're not sure it's true.
- 11 MR. BECKERMAN: It wasn't clear to me why Mr. Mandel
- 12 keeps talking about fair use and essential step, because we
- 13 only recognized those in connection with the upload and
- downloading of the storage locker, which he doesn't challenge.
- 15 He's only challenging the -- we never said the fair use
- doctrine or the essential step defense has any bearing on the
- 17 used digital marketplace. The used digital marketplace is
- 18 completely lawful for completely other reasons. It doesn't
- 19 involve any kind of copying.
- 20 THE COURT: Well, let me stop you there. What you're
- 21 saying is there's copying done to get the audio file in the
- 22 cloud, but there's no copying after that.
- 23 MR. BECKERMAN: No copying on the site at all. The
- 24 upload and the download --
- 25 THE COURT: I'm not sure that's a distinction that

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- 1 necessarily matters, no copying on the site, but if you're
- 2 enabling or assisting someone else in copying someplace else,
- 3 then you could be held liable for the infringement, right? At
- 4 least conceivably.
- 5 MR. BECKERMAN: I will just concede the uploading and
- 6 downloading is copying, but arguably it's not even a copy under
- 7 Cartoon Network, but I won't -- I'm not making that point.
- 8 THE COURT: But just so I'm clear, because in using
- 9 Bee Gee's analogies, my technology may be as dated as my
- 10 musical tastes, but you're conceding copying is necessary to
- 11 upload into the cloud and copying is also necessary for the
- 12 purchaser to listen, right?
- 13 MR. BECKERMAN: For the purchaser, the purchaser after
- 14 he purchased it?
- 15 THE COURT: Yeah. Is there a copying that is
- 16 necessary after that or not?
- 17 MR. BECKERMAN: There will be a copy in RAM, no doubt.
- 18 THE COURT: OK.
- 19 MR. BECKERMAN: But the actual sale transaction
- 20 involves no copying. And Mr. Mandel has falsely stated --
- 21 well, the papers falsely allege in a number of places that
- there are copies floating around on the site, which is
- 23 completely false. And the sale is effective without any
- 24 copying whatsoever, it's just a change in the record locator.
- 25 And there are various grounds, neither of which is fair use or SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 essential step, for a finding that to be lawful. The Court
- 2 could find it on alternative grounds, either that under the
- distribution section, 106, the MP3 files are not material
- 4 objects, as plaintiffs themselves concede in their papers, or
- 5 your Honor could say well, even if they were material objects,
- 6 well, the definition is exactly the same for the first sale
- 7 exception.
- 8 So in this particular case I don't even need to decide
- 9 the material objects in question, because in this particular
- 10 case I have a very clear application of the first sale
- 11 doctrine, because this particular copy has changed ownership
- 12 without any reproductions being made. So it clearly fits
- 13 within the first sale doctrine.
- 14 THE COURT: Well, I mean I think what you're arguing
- is it's sort of a tandem application of essential step and fair
- 16 use, right?
- 17 MR. BECKERMAN: No, they have nothing to do with the
- 18 sale.
- 19 THE COURT: Well, the copying is necessary to get into
- 20 the cloud all together, right, and so what Mr. Mandel is saying
- 21 as long as it's for one's own personal use, that's OK, but if
- 22 it's going really for the purpose of a distribution, that's not
- 23 OK.
- MR. BECKERMAN: Well, purposes are going to be
- 25 individual to every person. Like with the Bee Gees, you decide

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- 1 you wanted to move into the modern age, you put them there, you
- 2 were thinking you don't want these cluttering up your computer
- 3 any more, you played a few just for the heck of it to see if it
- 4 works and say, you know, you maybe I acted too hasty, and you
- 5 store them there for a year and then you decided to take them
- 6 back. Mr. Mandel is trying to ask you to disregard what
- 7 actually happens. The actual physical event that is occurring,
- 8 he's asking you to avoid -- to pay no attention to that
- 9 technology, disregard that.
- 10 THE COURT: I think there may be a dispute to what the
- 11 technology is, which I think is foreshadowing what we're going
- 12 to be talking about with your contemplated motion for summary
- 13 judgment, because maybe there's some factual disputes that have
- 14 to be resolved first.
- 15 MR. BECKERMAN: There has to be some evidence on this
- 16 side and some evidence on that side. There can't be some
- 17 evidence on this side and some lawyer speculating as to what he
- 18 thinks may be going on.
- 19 THE COURT: We haven't had any discovery, so there's
- 20 no evidence on any side at this point.
- 21 MR. BECKERMAN: He should not have brought a lawsuit
- 22 without evidence of a copyright infringement. If there were a
- 23 copyright infringement, it would have been a small matter for
- 24 an investigator to open up an account -- and this is what they
- do all the time, in fact they probably did. I think it is

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- 1 interesting they made a preliminary injunction motion and there
- 2 was no investigation. But maybe there was a investigator and
- 3 they didn't like the information he brought back to them. How
- 4 could you bring a lawsuit without an investigator?
- If the investigator could show that some law was being
- 6 violated, that a copy was being made, contrary to what we said,
- 7 if he could show there is public performance or if he could
- 8 show there was unlawful copies littering the place -- the
- 9 likely claim is it is completely fabricated by the attorneys --
- 10 where is that evidence? There has to be some threshold for
- bringing a lawsuit instead of terrorizing people in the first
- 12 place.
- 13 THE COURT: I think we're getting ahead of ourselves
- 14 here. I was suggesting that the summary judgment motion seems
- 15 to be premature because we have had no discovery at all, and at
- this stage of a case, nobody is expected to be basically
- 17 attaching affidavits and asking the Court to resolve disputed
- 18 issues of fact.
- 19 MR. BECKERMAN: I have a very strict policy, if Court
- tells me a motion is premature, I don't make it.
- 21 THE COURT: But right now we're talking about the
- 22 preliminary injunction motion, and it seems to me what
- 23 Mr. Mandel is saying is that there is a copying, and it's
- 24 copying for the purpose of a sale. And you're suggesting there
- is a copying, but it's a necessary first step for the purchaser

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- 1 to listen, but the sale itself doesn't involve any copying.
- 2 That's really what -- I think each of is characterizing what
- 3 goes on here slightly differently. It also happens to coincide
- 4 with legal theories, not surprisingly, perhaps.
- 5 But what Mr. Mandel said a moment ago is if you had a
- 6 book and you made copies in the book for your own use, that
- 7 would be one thing, but if you sold the photocopies of the book
- 8 to somebody else, that would be an infringement. Do you agree
- 9 with that?
- 10 MR. BECKERMAN: If you sold copies of the book, that
- 11 would be an infringement.
- 12 THE COURT: Right. So I think it's --
- 13 MR. BECKERMAN: I wasn't sure if it's OK to make --
- 14 THE COURT: I said it's a matter of which analogy one
- 15 chooses for this different and unique technology.
- MR. BECKERMAN: We're not selling a copy of the file,
- 17 we're selling the actual file.
- 18 THE COURT: I think what you're suggesting is you're
- 19 selling access to a file, right, that's in a cloud, and the
- 20 process of putting it in the cloud is an essential step for the
- 21 user. The first user and the process of accessing it in the
- 22 cloud, which might entail a copy, is a necessary step for the
- 23 purchaser to listen, but they're essential. Is that really
- what you're arguing?
- MR. BECKERMAN: We don't access a separate thing, we SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 sell title. One of the reasons that we started out this
- 2 business model with iTunes is because iTunes sells the title to
- 3 the MP3.
- 4 THE COURT: But if I had a whole bunch of books in my
- 5 library and I decided who needs this, I could hang stuff on my
- 6 walls if I didn't have these book cases, so I'm going digitize
- 7 every book in my library and I could put it in the cloud, are
- 8 you suggesting that I could never sell those books, the digital
- 9 versions of those books to someone else?
- MR. BECKERMAN: No.
- 11 THE COURT: No? Why not? What's the difference?
- 12 MR. BECKERMAN: Well, in this case, we have gone --
- 13 we're doing something which is lawful and which they don't
- 14 challenge, which is enable people to store it.
- 15 Secondly, we have --
- 16 THE COURT: But can I interrupt you? Are you
- 17 suggesting that the first step of digitizing my books and
- 18 storing in a cloud would in of itself be a violation of
- 19 Copyright Act, for my own use?
- 20 MR. BECKERMAN: I'm not aware of a precedent for it,
- 21 but I would imagine it would probably be a fair use just like
- the fair use of an MP3 file.
- 23 THE COURT: But you're suggesting selling it from the
- 24 cloud would be an infringement, right?
- 25 MR. BECKERMAN: Well, you still have the book in your SOUTHERN DISTRICT REPORTERS, P.C.

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1 book case.

- THE COURT: I have got rid of all the books.
- 3 MR. BECKERMAN: Well, a ReDigi user --
- 4 THE COURT: I had a bonfire.
- 5 MR. BECKERMAN: Well, you had it.
- 6 THE COURT: I had digitized all my books, put them in
- 7 my cloud, and then burned all my books and put up paneling so I
- 8 didn't need the book cases. Are you saying -- you're not
- 9 disputing that I could go look at my digital books without
- 10 violating the Copyright Act, right? You're saying I can do
- 11 that? You think about that.
- 12 Mr. Mandel, can I do that?
- MR. MANDEL: No.
- 14 THE COURT: You're saying I can't do that. But I
- 15 could make photocopies and leave them -- I could make a copy of
- 16 the chapters or things that I want to use for my term paper.
- 17 MR. MANDEL: I don't think there's a case that
- 18 actually addressed it. I think you would have to look
- 19 factually at each situation. Arguably it would be a fair use
- 20 if you were making the copies for your own personal use.
- 21 THE COURT: Yeah, my own personal use.
- 22 Do you know what real estate costs in Manhattan? I
- don't want books all over the place.
- MR. MANDEL: I think the problem here -- I don't think
- 25 we actually do have a factual dispute. Their papers

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- 1 acknowledge that a copy is made. What I really don't
- 2 understand is there is no copying in the resale, but you
- 3 couldn't have a resale without the copy. That's the point.
- 4 There would be no marketplace. There would be no possible
- 5 resale but for the copy, because you wouldn't be able to take
- 6 the pointer and point it from A to B. So it seems to me to be
- 7 a very formalistic and not appropriate way to look at it,
- 8 particularly where you've gone out and marketed your whole
- 9 service as being based on a marketplace, that's how you make
- 10 your money, you take a cut of sales.
- 11 Now for legal purposes, we're saying it's just
- 12 storage, I'm just storing it, and there's no copying. Well, if
- there's no copying, you wouldn't be able to have a marketplace.
- 14 Of course there's copying. We don't think fair use or any of
- 15 these defenses you can look at in that kind of isolated way
- 16 where you don't actually look at what is happening.
- 17 On these facts before the Court, based on what
- 18 defendant has done and how the marketplace is set up, how it's
- 19 trying to make money, clearly the copying is being done for an
- 20 improper purpose. And they're trying to kind of put themselves
- 21 in some other clothing because maybe that would be a fair use,
- 22 but that's not what we have here.
- 23 THE COURT: I'm curious about the consistent
- 24 application of law in different hypotheticals. It's certainly
- instructive for me. So I know you don't want to indulge me in

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- 1 these, but it seems to me if a pure storage cloud marketed
- 2 itself for that purpose to a user who has got scads of digital
- 3 recordings, then that user were to try and they bequeath their
- 4 access to their files to somebody else, could they do that?
- 5 MR. MANDEL: I don't know. I would have to think
- 6 about that.
- 7 THE COURT: Well, we're on Mr. Beckerman's time now
- 8 anyway, so I wanted to give him a chance to think about my
- 9 hypothetical.
- 10 MR. BECKERMAN: I'm not a hundred percent sure that
- 11 digitization of a book is -- I don't know that it's not a
- 12 violation of reproduction right. I really am just not up to
- 13 speed on that issue.
- 14 THE COURT: OK.
- 15 MR. BECKERMAN: I don't know. The difference between
- 16 a book and these iTunes files is that each iTunes file has very
- 17 specific unique identifier. So even if a million different
- 18 copies are bought of the same song, every single unique file
- 19 has an a different identifier; it has a different purchase
- 20 date, it has a different purchaser, and it has the UITS, in the
- 21 later versions of it, which is a unique encrypted code, which
- is going to be different for every single one. So there is
- only -- there can only be one of that unique file.
- 24 There can be multiple instances of it with unlawful
- copying or even with lawful copying, but we have gone the extra

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- 1 mile by having software which searches your computer and any
- 2 attached devices and any devices which come later at any future
- 3 time, all which have are designed to prevent you from having
- 4 any additional copies of that file. I think it's doing a
- 5 tremendous service to the recording industry because it's
- 6 telling people that have related copies that's not the same.
- 7 They might think it's the same, but it's not the same because
- 8 they can't resell it. Whereas, this can be resold, it has a
- 9 market value.
- 10 THE COURT: I think I understand that point.
- 11 Did you want to respond to any other points of
- 12 Mr. Mandel?
- 13 MR. MANDEL: If I could briefly.
- 14 THE COURT: I'm asking Mr. Beckerman if he wants to
- 15 respond to points you made.
- MR. BECKERMAN: He's talking about us making
- 17 half-hearted defenses. The thing is, we had 20 pages and we
- 18 had about six and a half days to put it all together. I could
- 19 write a brief on this. It seems to me, to all us of us,
- 20 sophisticated lawyers, that this was an obvious DMCA case. But
- 21 we chose to emphasize the things that say this isn't legal. If
- 22 they had given a proper DMCA notice --
- So Mr. Mandel, shoot me, I'm sorry, but --
- 24 THE COURT: Don't do that, that would be illegal, I
- 25 could tell you. As a former criminal lawyer, I know.

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1 MR. BECKERMAN: As far as essential step and fair use,

- 2 Mr. Mandel says we are using fair use as a defense on
- 3 distribution, which we didn't, as opposed to spending more time
- 4 in our brief on these subjects. Why should we? Their own
- 5 lawyer stood up before the United States Supreme Court and says
- 6 space shifting is OK. Why should I make a big deal? Why
- 7 should I analyze all the factors?
- 8 THE COURT: Because I think the issue -- well,
- 9 Mr. Mandel can respond to his own --
- 10 MR. BECKERMAN: I am speaking to an incredibly hot
- 11 bench, so I don't feel I need to go repeat everything in my
- 12 papers.
- 13 THE COURT: Hot I think is sort of -- warm, warm and
- 14 inviting, like a nice bath.
- 15 MR. BECKERMAN: If your Honor has any questions, I
- 16 have nothing further.
- 17 THE COURT: I may have some other questions after
- 18 hearing from Mr. Mandel.
- 19 Did you want to respond?
- 20 MR. MANDEL: Briefly. First of all, I want to clarify
- 21 in terms of there being a violation, we did put in evidence in
- 22 the declaration. We attached an exhibit of the recordings that
- 23 we found on the ReDigi site offered for sale. We did ourselves
- 24 download and verify they were our recordings. I didn't think
- 25 what was what the dispute was about.

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1 They set up their marketplace to be able to sell

- 2 lawfully purchased copies. I don't understand them to be
- 3 disputing that Capitol's recordings have been made available
- 4 and have been offered for sale. And in fact they have been.
- 5 As we said in our papers, we gave a hundred -- more than a
- 6 hundred examples of our recording that we own copyrights for
- 7 that were up there in the cloud that are available for sale.
- 8 And in fact our people -- Capitol downloaded them and verified
- 9 they were the song. They didn't come back -- and they say they
- 10 have all these recordings, they didn't say that wasn't Capitol
- 11 recordings, we never had Capitol's recordings up there. I
- 12 don't think there's a serious -- they say there's no proof of a
- 13 violation, but that's a very clear. The issue is a legal
- 14 issue.
- 15 And I understand the hypotheticals are very
- interesting, and we have been doing it ourselves all week, and
- 17 they're hard, and they're informative, and I do appreciate why
- 18 the Court is doing it and pushing us. But at the end of the
- 19 day, I do want to return to what really is at issue here,
- 20 because that's ultimately what we're deciding. And I just
- 21 return to the same thing, you can't set up a business model
- 22 that is effectively going to make money from distribution of
- 23 digital files which could not take place without a
- 24 reproduction -- by their own admission, there's a necessary
- 25 step in order to do that -- and then turn around and defend it

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- 1 by some well, you know that's just space shifting, even though
- 2 we assume that most of what takes place on the site is sales.
- 3 That's what they're in business to do, that's what they're
- 4 doing to make money. That's what they advertised. Yes, there
- 5 may be an isolated case of someone who decides to store up
- there and doesn't do anything, but that's not what they're in
- 7 business for. That's not what most people are going to do.
- 8 In fact, what should be enjoined is the sale, and it
- 9 seems like they have the mechanism because their own system
- 10 says you have to click a button to offer it for sale. Well, as
- 11 far as Capitol is concerned, with respect to its recordings,
- 12 that button should not be available. People should not be able
- 13 to go up in the cloud and click a button and say I'm selling
- 14 stuff that they don't have a right to sell that they reproduce.
- 15 So from our perspective, while the hypotheticals are
- interesting, while the technology may be new, the principles
- 17 are pretty clear, and we think it's a pretty clear violation in
- 18 terms of summary judgment. I don't think there's going to be
- 19 many factually disputed issues. Obviously, we think there's a
- 20 likelihood of success on the merits. By definition, summary
- 21 judgment is going to be inappropriate for the defendant.
- 22 THE COURT: I guess the other factors which I think
- 23 you touched on, Mr. Mandel, with respect to a preliminary
- 24 injunction or balancing of the equities and public interest, so
- I think you've hit each of those. If you wanted to elaborate

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- in any way, I will give you a minute.
- 2 MR. MANDEL: I will say briefly I think with balance
- 3 of hardships we cited a couple of cases, particularly in our
- 4 reply brief, that I think are worth taking a look at. One of
- 5 them quotes a Southern District case where they're talking
- 6 about balance of hardships. We're not going to worry about the
- 7 hardship when you're engaging in an activity that you shouldn't
- 8 have been doing in the first place and roll out in testing mode
- 9 a service that basically is based on something that cannot be
- 10 justified under existing law. You have taken your risk and
- 11 that is something that you should have to bear the risk on.
- 12 You can't turn around and say it can be a real hardship.
- 13 In terms of public interest, we say the public
- 14 interest in upholding the statutory scheme that has clearly
- 15 defined principles for what is and isn't appropriate is
- 16 obviously served by an injunction.
- 17 THE COURT: Mr. Beckerman, do you want to respond?
- MR. BECKERMAN: Well --
- 19 THE COURT: Those two, the balance of equities and the
- 20 public interest.
- 21 MR. BECKERMAN: It's obvious that this is not about
- 22 public interest on Mr. Mandel's part, it's about the private
- 23 interest of the corporation. And it's very obvious that the
- 24 public is better off with competition, with new companies
- developing, new technologies, and relying on old principals of

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- 1 law and working hard to avoid copyright infringement and to
- 2 prevent copyright infringement to make sure their site can't be
- 3 used for infringement.
- 4 THE COURT: Or that whose site can't be?
- 5 MR. BECKERMAN: ReDigi's site cannot be used for
- 6 copyright infringement. Their software on the client
- 7 application. There is software on the server. All of these
- 8 are meant to create a one-to-one relationship of the unique
- 9 file, so that it makes copyright infringement impossible. If
- 10 you are using the ReDigi system, there's no way it can be used
- 11 to infringe copyright.
- 12 THE COURT: If you copied a file onto some other
- device, you're saying that ReDigi's software, its server is
- 14 able to determine that so that the seller can't have saved the
- original someplace else?
- MR. BECKERMAN: ReDigi does not have super powers to
- 17 monitor the entire universe, it has the power to make sure that
- 18 its software and its site cannot possibly be used for copyright
- 19 infringement. If someone wants to commit a copyright
- 20 infringement not using the ReDigi system, ReDigi can't stop
- 21 them. But if they ever plug in the device that has that song
- 22 on it, the ReDigi system will find it -- not that song, that
- 23 unique file, if there's a copy of that unique file on there.
- 24 THE COURT: In the cloud.
- MR. BECKERMAN: No, on the client's application, too.

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- 1 THE COURT: Well, if I have two computers and I have
- 2 downloaded a bunch of audio files from iTunes on the computer,
- 3 then I burn copies to a CD or to another computer, and then I
- 4 try sell -- upload into the cloud and then sell what was on the
- 5 computer A, are you telling me that your software is going to
- 6 be able to tell you that hey, wait a minute, that guy burned a
- 7 copy?
- 8 MR. BECKERMAN: Absolutely.
- 9 THE COURT: Absolutely on the sever level?
- 10 MR. BECKERMAN: The software searches the entire
- 11 sever, and if there's any unique file that has ever gone
- 12 through their marketplace and is in the hands of someone who is
- 13 not the actual purchaser, they will pick it up and they will
- 14 force that account to cancel.
- 15 THE COURT: Is that your understanding, Mr. Mandel?
- MR. MANDEL: No. Because I think in the hypothetical
- 17 we're assuming you don't load to a device -- that you never
- 18 connect back to the computer. As far as ReDigi is concerned,
- 19 it may seem all perfectly fine because it's not showing up that
- 20 you have made a copy and it's been deleted from the computer
- 21 that you reconnected to ReDigi, but it's sitting on another
- 22 computer has never been connected to ReDigi.
- 23 THE COURT: That's what I don't know.
- MR. MANDEL: I don't know how it could.
- 25 MR. BECKERMAN: I said we cannot police everything, we SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 can only police the ReDigi system. And there's no way that
- 2 that file could ever be sold on the ReDigi marketplace because
- 3 they have a record of every single unique file that went
- 4 through that sale process.
- 5 THE COURT: But I don't -- maybe the principal concern
- 6 is not somebody selling multiple times the same audio file, the
- 7 concern is somebody selling all their audio files but keeping
- 8 the same audio files so they have retained and sold at the same
- 9 time.
- 10 MR. BECKERMAN: If they never plugged in the other
- 11 computer, and if they did it with software that wasn't ReDigi
- 12 software and never plugged into the ReDigi software, then yes,
- 13 how would they ever know about it?
- 14 THE COURT: But that's their principal concern, it
- will be Napster with an in-between step, right?
- MR. MANDEL: Yes.
- 17 MR. BECKERMAN: It's the same with CDs, it's the same
- 18 with audio cassettes, people can infringe copyright, but ReDigi
- 19 has nothing to do with it. ReDigi prevents it. If you use
- 20 ReDigi software and plug in a storage device that has the song
- 21 that's gone through -- a file that's gone through there before,
- 22 it will pick that up on the client level, and then there's a
- 23 server-wide search and rejects it. It calls it a violation,
- 24 and it will not accept it into the cloud.
- 25 THE COURT: Along those lines then, Mr. Mandel, if you SOUTHERN DISTRICT REPORTERS, P.C.

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own any CDs and I download them, I copy them all, in turn

- 2 convert them to digital files that I put in a cloud or don't
- 3 put in a cloud, I put them somewhere else and sell my CDs, is
- 4 that a copyright infringement?
- 5 MR. MANDEL: No, technically you could do that. You
- 6 may be committing an infringement by making the copy possibly
- 7 because --
- 8 THE COURT: That's what I'm asking.
- 9 MR. MANDEL: You're asking if a copy is --
- 10 THE COURT: Is making the copy an infringement?
- 11 MR. MANDEL: I think if you're making it for purposes
- 12 of being able to keep something that you are actually trying to
- 13 sell but keeping, I think it will be a violation. But I think
- 14 that the problem in the digital area is particular because of
- 15 the ease with which these files can be reproduced because the
- 16 whole history of that. We're dealing with the decades of cases
- 17 that in this area the problem is particularly acute, and I
- 18 think that the risk we're taking in the kind of hypotheticals
- 19 is too great to bear that risk, and certainly where the law has
- 20 not at this point set up any defense that allows it. If
- 21 Congress is comfortable that the technology is so good or the
- 22 right to do this is so important, it can recognize it, but it's
- 23 not there at this point, and we think there are real questions
- 24 about the technology, because there are ways around it so
- easily.

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- 1 THE COURT: OK. You wanted to say something?
- 2 MR. BECKERMAN: Just what he says is absolutely
- 3 correct, which why they should be embracing the defendant
- 4 instead of suing them. They want to make sure they get a piece
- 5 of the action. There's a moving declaration for Mr. McMullan
- 6 that says well, ReDigi software, they say they do this and they
- 7 say they do that, but that can't be possible because we have
- 8 been trying for ten years to do that, so it's a ludicrous
- 9 statement on their part. But the thing is ReDigi is doing
- 10 something that they should have been doing and actually helps
- 11 their industry. So all this nonsense about the irreparable
- 12 harm is just that.
- 13 THE COURT: I'm not sure I have to get into whether or
- 14 not something helps the industry or not, but it is interesting.
- 15 I'm going to -- why don't we take a break for a minute
- 16 five minutes or so. I'm going to think about what you said and
- 17 decide whether I want to rule now or whether I want to reserve.
- 18 So let's take five, you can use the restroom, get a drink of
- 19 water, and the court reporter may take a drink of water because
- the poor man has been working every minute. So thanks.
- 21 (Recess taken)
- 22 THE COURT: I think I'm prepared to rule. We have had
- 23 almost a couple of hours of argument.
- 24 I want to thank the parties for their papers and also
- 25 for the argument. It was very helpful. Obviously a lot of

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1 time and preparation went into it, and it's always appreciated

- 2 by me. I rely on lawyers who educate me and help me get
- 3 focused on the issues, so I thank those who spoke and those who
- 4 were involved in the preparation, and that might be more than
- 5 the lawyers at the tables.
- 6 I think there's no doubt what the standard is here.
- 7 The standard, which I think each of you has quoted to me, is
- 8 the eBay v. MercExchange case from the Supreme Court. After
- 9 that case the Second Circuit sort of revised its own standard
- 10 but said there's really no difference between that standard and
- 11 the Supreme Court standard, and I think that's true.
- 12 The key issues really are irreparable harm and
- 13 likelihood of success on the merits, or short of that,
- 14 whether -- this was the point made in plaintiff's papers --
- 15 even if there's not likelihood of success on the merits, that
- 16 there is a close or a serious question on a balance of
- 17 hardships that tips in favor of the moving party. And then the
- 18 other issues that we talked about include the balance of
- 19 equities and the public interest.
- 20 In this case, I think the lack of irreparable harm is
- 21 one that really is the issue that causes me to deny the motion.
- 22 It seems to me that money damages should be able to take care
- 23 of all of this. The Second Circuit in Salinger made very clear
- 24 what the standard is, and the fact is that this is an
- 25 extraordinary remedy, and so a Court will have to consider

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- 1 whether or not monetary damages are inadequate to compensate
- 2 for the injury alleged.
- 3 In assessing that, the Court has to look to whether
- 4 market confusion exists or whether there's a prospect of
- 5 difficulty in proving the loss of sales due to infringement. I
- 6 think with respect to market confusion, I really don't think
- 7 that the market confusion being argued by plaintiffs here is
- 8 what is at the heart of demonstrating irreparable harm. The
- 9 fact that defendants have espoused a legal theory or defense
- 10 both in their papers to the Court and on their Web site and in
- 11 public pronouncements doesn't really equate to the kind of
- 12 market confusion that the Second Circuit was talking about in
- 13 Salinger.
- 14 With respect to the difficult prospect of plaintiff
- 15 proving loss of sales due to infringement, I think the
- 16 defendant clearly argues that it keeps careful records, and
- 17 that if it were found to be infringing on plaintiff's
- 18 copyrights, there would be a record from which to calculate
- 19 damages. I have seen nothing to refute that, and I'm persuaded
- 20 that's the case. So I think there has not been a showing of
- 21 irreparable harm that would merit the extraordinary relief
- 22 sought here.
- 23 I think likelihood of success on the merits is
- 24 something that plaintiffs have demonstrated. I should bear in
- 25 mind or at least repeat what the lawyers already know, which is

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- 1 that that doesn't mean that I'm finding that the plaintiffs
- 2 would win in this case, it's just that they have demonstrated
- 3 that there are arguments that on their face look to be
- 4 compelling or potentially persuasive arguments. They have
- 5 certainly done a good job of articulating those based on the
- 6 statute, which I think covers that element.
- 7 The balance of equities I think is kind of a push. I
- 8 think each side has interests that would be affected by the
- 9 ruling on a preliminary injunction, and each interest is a
- 10 significant one. By virtue of the size of the defendant, if
- 11 the Court were to begin a preliminary injunction, that would
- 12 have a devastating impact on the company. By the same token,
- 13 the plaintiffs have an interest that its copyrights are
- 14 protected and enforced. So I think each has a strong interest
- in the preliminary injunction that's being sought.
- And as to the public interest, I think obviously the
- 17 public has an interest in seeing copyright law enforced. On
- 18 the other hand, that copyright law includes recognitions of
- 19 things like legitimate secondary markets and the ability of
- 20 owners to resell their items.
- 21 So I think we've had a preview of what the arguments
- 22 are on those fronts, and I think ultimately that's where this
- 23 case will be resolved. I'm not resolving it today. I'm not
- 24 going to grant the preliminary injunction. As I said, there
- hasn't been irreparable harm established.

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- 1 But I do think with limited discovery we should be
- 2 able to get this teed up for summary judgment or a trial
- 3 perhaps even on stipulated facts if the parties can get there,
- 4 then we should try to resolve this as quickly as possible.
- 5 There's no reason why the courts have to be slow and have to be
- 6 cumbersome or costly, for that matter. If it is the case that
- 7 parties really are in agreement about most of the facts that
- 8 are pertinent to this case, I think stipulating to those facts,
- 9 identifying where there may be some disputes factually, that
- 10 should then be the focus of discovery and will be an efficient
- 11 use of time.
- 12 So what I will do -- well, let me move to the second
- 13 contemplated motion, the motion for summary judgment. I think
- 14 that's premature at this point because it's not clear to me
- that there are wholly undisputed facts.
- Now the parties seem to push back on me a little for
- 17 that one to suggest there are maybe fewer disputed facts than I
- 18 imagine. If that's the case, let's get it teed up quickly, but
- 19 for now, I think it would be premature to make that motion.
- 20 But I say that without prejudice to either side coming back to
- 21 me soon with premotion letters saying now we're ready to go,
- 22 and explaining what the disputes left are.
- MR. BECKERMAN: For the record, we withdraw.
- 24 THE COURT: The letter? You don't have to do that.
- There's no offense taken. I don't mean to suggest that.

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- 1 That's just the way I see it.
- 2 So what I was going to propose is that I give the
- 3 parties maybe a week or ten days to confer and get back to me
- 4 with a discovery schedule that should track in general terms my
- 5 contemplated case management plan. It's on the Web site, take
- a look. And that's not designed to be set in stone, it's not a
- 7 one-size-fits-all approach, it's the generally accepted version
- 8 that I use. If there are things about this case that are
- 9 unique and that should require a tailoring of the case
- 10 management plan, I'm open to that. I mean I think courts have
- 11 to be practical and responsive and ultimately concerned about
- 12 the efficient resolution of disputes.
- 13 So take a look at it, and then if there are things
- 14 that you agree should be tweaked, let me know that, and if you
- 15 think there are things about which you disagree, where one of
- 16 you thinks that a tweaking will be in order and another thinks
- 17 that tweaking would be counter productive, set that out in a
- 18 letter that explains your positions.
- 19 But do you think ten days is enough time?
- MR. MANDEL: Yes.
- 21 MR. BECKERMAN: Your Honor, Ty and I have three days
- of arbitration during the next five or six days, so I would
- 23 appreciate if we could possibly have a little longer time in
- 24 which to do that.
- 25 THE COURT: I don't think it will take too long. Do SOUTHERN DISTRICT REPORTERS, P.C.

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- 1 take a look at my template. It's basically saying when you're
- 2 going to do interrogatories and document requests, when you're
- 3 going to do depositions, when you're going to wrap up fact
- discovery, and whether you'll have experts and when you'll
- 5 finish that up. So take a look at it. I don't think it's too
- 6 onerous. It will require a little bit of communication between
- 7 the parties. By design it requires that. So if you're
- 8 completely engaged in something else that might make it hard
- 9 for you, does two weeks make a difference?
- 10 MR. MANDEL: That's fine, your Honor.
- 11 THE COURT: Two weeks from today is the 20th, that's a
- 12 Court holiday. But what I'm asking you to do is send me, via
- 13 email to my chamber's email address, the case management plan,
- 14 proposed case management plan, and any correspondence that
- 15 requires me to resolve any disputes. So I'll be here, and what
- 16 you send me through email I will get in real-time. So that's
- fine, so we don't need to worry about the Court holiday.
- 18 Is there anything else we should cover today?
- 19 MR. MANDEL: I don't think so, your Honor.
- 20 THE COURT: Mr. Beckerman?
- MR. BECKERMAN: No, thank you, your Honor.
- 22 THE COURT: Let me again thank you. I found it very
- 23 interesting and very well argued, so maybe that's why I kept
- 24 you all as long as I did. I like to see good lawyers plying
- 25 their trade. I will issue a very short order that just

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1	memorializes the result here, but mostly just rely on what I
2	said on the record.
3	If you need a copy of the transcript, you can take
4	that up with the court reporter now or later through Web site
5	MR. MANDEL: Thank you, your Honor.
6	MR. BECKERMAN: Thank you, your Honor.
7	THE COURT: Thanks very much, have a good day.
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