



Pictures of movie promotions where the Gibson Les Paul® and Gibson SG® where prominently featured.

The above two pictures of actor Jack black are from The School of Rock movie released in 2003. Marketed toward teens, the movie had total U.S. box office sales of over \$81 million (according to www.the numbers.com). The Gibson Les Paul® and Gibson Flying V® were also in the movie trailer.

The picture on the left is a promotion for the movie This is Spinal Tap, released in 1984. This is Spinal Tap was ranked the #1 cult classic in the 2003 Entertainment Weekly Magazine, Issue #711. The pictured 1959 Les Paul® is featured throughout the movie, along with the Gibson SG® and Gibson Flying V®. This is Spinal Tap is likely the place that WowWee got the idea to turn the amplifier up to volume 11 on their paperjamz.com home page.

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DECLARATION OF ANDREA E, BATES

- I, Andrea E. Bates, declare as follows:
- 1. Unless otherwise stated as based upon information and belief, he facts set forth in this declaration are personally known to me and I have first knowledge of these facts. If called upon to testify during court of this action, I could, and I would competently testify thereto under oath. I am over 18 and a party to this action.
- 2. I am an attorney licensed to practice law before the courts in the State of California and the federal Central District of California. I am a partner in the law firm of Bates & Bates, LLC, which is counsel of record for Plaintiff GIBSON GUITAR CORP, (hereinafter "Gibson"), a Delaware corporation. As one of the attorneys in this case, I participate in the filing and retrieval of documents for this case. I also supervise associate attorneys and staff in those activities,
- 3. As an attorney for Gibson, I have met with personnel of the company as well as reviewing records of the company in regards to trademark issues, among others. I, or personnel of my firm who are under my supervision, have also reviewed and obtained records from the United States Patent and Trademark Office in regards to Gibson's Registered Trademarks.
- 4. I have reviewed the Defendant WowWee's Memorandum in Opposition to Plaintiff's Motion for Preliminary Injunction along with the accompanying Declarations and Exhibits.
- 5. Attached hereto as Exhibit A, is a screen print of Defendant Amazon.com's website which includes the Hasbro Power Tour guitar and the J Reynolds 1/2 size LP guitar under the "Toys and Games" category, both displaying the a trademark design in question that has been licensed by Gibson.

- 6. Attached hereto as Exhibit B, are screen shots of paperjamzstore.com which is still active, despite supposed efforts of WowWee to have it "shut down," and using Gibson word marks to describe the Paper Jamz guitars. The "Amazon.com associate" website now links the advertisements to Defendant Kmart.
- 7. Attached hereto as Exhibit C, are screen shots of paperguitar.co.uk., previously unmentioned, that contains use of Gibson® word marks to describe the Paper Jamz guitars. The website contains links to Defendants' Amazon.com and Toys"R"Us European websites. Upon information and belief, the Paper Jamz guitars can be purchased on the European websites and shipped to the United States. I have been unable to locate the owner of this website and, at this time, am unable to prove an affiliation with Defendant WowWee other than the obvious benefit WowWee receives from the advertising using the Gibson® word marks.
- 8. Attached hereto as Exhibit D, are screen shots of www.wow-wee-paper-jamz-guitar.com which is still active, despite supposed efforts of WowWee to have it "shut down," and using Gibson® word marks to describe the Paper Jamz guitars. The link to Amazon.com has been removed. WowWee obviously benefits from this advertising in the form of more Paper Jamz guitar sales.
- 9. Attached hereto as Exhibit E, are print advertisements from the Gibson Pure® advertising campaign, specifically designed to create an association with the consumer between the famous body shape designs and Gibson. These advertisements were run in musician magazines as well as magazines targeted towards the general public.
- 10. Attached hereto as Exhibit F, are print advertisements specifically designed to create an association with the consumer between the famous Les Paul Headstock Design® and the Bell-Shaped Truss Rod Cover®.

public, not solely guitar players. Attached hereto as **Exhibit G**, contains a Time® magazine article from 2003 where the Les Paul Body Shape® is prominently featured. According to Timewarner.com, Time magazine is the world's largest weekly magazine with a United States audience of 20 million. Also included is an article by modernguitars.com showing the inventor and musician Les Paul receiving the National Medal of Arts from George W. Bush in 2007.

12. Attached hereto as **Exhibit H**, are other examples of Gibson body shape designs being prominently displayed to the general public.

I declare under penalty of perjury under the laws of the United States of America, the States of Georgia and California that the foregoing is true and correct.

Executed on December 11, 2010 at Atlanta, Georgia.

Andrea E. Bates, Esq.

Declarant

Exhibit 7

Dec. 10. 2010 12:48PM

I have testified as an expert witness in previous litigation and am getting paid \$100 per hour for my expert testimony by Gibson.

2. Unless otherwise stated as based upon information and belief, the facts set forth in this declaration are personally known to me and I have first knowledge of these facts. If called upon to testify during court of this action, I could, and I would competently testify thereto under oath. I am over 18.

Professional Background and Expertise

- 3. I have worked at Gruhn Guitars from 1987-93 as a writer, researcher and salesman, and from 2005-present as writer, researcher and sales manager. Gruhn Guitars specializes in vintage guitars, including electric solid body Gibsons such as Les Pauls, Flying Vs, Explorers, and SGs. Gruhn Guitars has also, at various times, been an authorized dealer of new instruments made by Gibson, Fender, PRS, Martin, Taylor, and others. In my work at Gruhn Guitars, I have had daily contact with customers who are wishing to buy or sell guitars.
- 4. During my tenures with Gruhn Guitars, I co-authored (with George Gruhn) three books: Gruhn's Guide to Vintage Guitars, Acoustic Guitars and Other Fretted Instruments, and Electric Guitars and Busses.
- 5. From 1993-98, I worked at Gibson Guitar Corp. in the position of historian and writer, during which time I wrote the books Gibson Guitars: 100 Years of an American Icon and Epiphone: The Complete History. I worked again at Gibson from 2001-05 in the position of editorial director and historian.
- 6. I have also written books on the Ovation guitar company, the Martin guitar company, and Gibson electric guitars, and I have contributed to numerous other books and periodicals on the subject of guitars and guitar companies. I wrote and performed the voiceovers for the Quest for

Volume exhibit at the Experience Museum Project in Scattle. I have appraised instrument collections for the Country Music Foundation, Gibson Guitar Corp., and many private individuals.

Materials Reviewed

7. I have reviewed Gibson's Ex Parte Application. I have also reviewed the Declaration of Jolyon Dantzig in Opposition to Plaintiff's Application for a Preliminary Injunction and the 55 attached Exhibits depicting guitars on the web with supposedly similar designs.

Summary of Opinions

- 8. My professional opinion is as follows:
- 9. Functionality of a "cutaway" design. The cutting away of a part of the body of a guitar to provide greater access to the upper register of the fret board does indeed represent a functional design. However, in a solid body guitar design, the shape of the "horn(s)" (or upper bouts of the body), and the shape of the body itself are non-functional, so long as the body and neck maintain sufficient rigidity to support the string tension. As illustrated by the variety of solid body electric guitar shapes, a solid body electric guitar can have virtually any shape. The recording artist Les Paul built one of the first electric solid body guitars in 1941 using a 4" x 4" piece of pine as the body. The recording artist Bo Diddley was well-known for playing guitars with a rectangular body. The recording artist Prince is well-known for his distinctive "cloud" guitar with a severely clongated body horn. A cutaway feature is only one element of the body design, and the presence of a cutaway feature does not relegate all solid body guitars to one generic design group.
- 10. Functionality of a truss rod cover. The truss rod cover on a guitar is functional in the sense that it keeps debris out of the cavity through which the adjustable truss rod is accessed. However, not all guitars have an adjustable truss rod, and not all of those that do have the adjustment accessible at the headstock. Clearly, the cover of a truss rod cavity is not critical to the performance of a guitar and

is not functional in that context. The truss rod cover can be of any shape, so long as it covers the cavity. Although the truss rod cover may have some function, the actual shape of the truss rod cover is a design and cosmetic.

- 11. Functionality of a headstock. The headstock of a guitar is functional in the sense that it anchors the tuners. However, within the limits of functionality, the shape of the headstock is a cosmetic feature.
- 12. Value of a unique body shape. The major American guitar makers have recognized the value in the marketplace of unique body shapes and other cosmetic features, and they have historically designed those features to be different from those of other makers, so that consumers can identify the maker by the shape of the guitar, the shape of the truss rod cover or the shape of the headstock. The Les Paul, Flying V, Explorer and SG, for example, are body shapes that consumers recognize as Gibson's designs. Other cosmetic features, such as Gibson's "dove-wing" peg head shape (in use since circa 1907) and Gibson's bell-shaped truss rod cover (in use since 1922), are recognized by consumers as Gibson features.
- 13. Association with musicians. The value of a unique body shape is enhanced in the marketplace by the association of certain body shapes with famous musicians or musical genres. The Les Paul, for example, was used prominently by Jimmy Page (of Led Zeppelin), Duane Allman, Billy Gibbons (of ZZ Top) and the Les Paul body shape has become an icon for classic rock music. The Flying V was used by Jimi Hendrix and, along with the Explorer, has a strong association with heavy metal music. The SG was used by Angus Young (of AC/DC), Tony Iommi (of Black Sabbath) and Pete Townshend (of The Who), and has an association with the music of those artists.
- 14. How consumers buy guitars. From the first commercially successful electric solid body guitar, the Fender Esquire of 1950, virtually all electric solid body guitars have had some sort of a cutaway

Walter Carter Declarant

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Exhibit 8

DECLARATION OF EDWIN WILSON IN SUPPORT OF PLAINTIFF'S APPLICATION FOR A PRELIMINARY INJUNCTION

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DECLARATION OF EDWIN WILSON

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I, Edwin Wilson, declare as follows:

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. I am an employee of Gibson Guitar Co. ("Gibson") and have been asked by counsel for

Gibson to provide my professional opinion about use and functionality of the guitar body shape designs, the bell-shaped truss rod cover, and headstock designs used on the Gibson Les Paul[®], Gibson Explorer[®], Gibson Flying V[®], and Gibson SG[®] guitars (collectively "Gibson Design Marks"). I have not testified as an expert witness in previous litigation and am not getting paid for my expert testimony by Gibson, other than my salary as an employee.

2. Unless otherwise stated as based upon information and belief, the facts set forth in this declaration are personally known to me and I have first knowledge of these facts. If called upon to testify during court of this action, I could, and I would competently testify thereto under oath. I am over 18.

Professional Background and Expertise

- 3. I have been in the business of repair and restoration, consulting, buying, selling, designing, recreating and custom-building guitars for 31 years.
- 4. From 1980 to 1985, I owned my own guitar repair business. My repair business focused on repair and restoration on vintage (older) guitars as well as trading in the vintage guitar market. I would also authenticate vintage guitars.
- 5. I started working for Gibson in 1985. My title at Gibson is the Historic Program Manager and Engineering.
- 6. In my 26 year tenure at Gibson. I have continued to repair and restore guitars with the majority of my time devoted to consulting on vintage/artist recreations, managing our Aged guitar

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department, verification of guitars, raw materials acquisition, tooling and designing elements for the Gibson Custom Division.

I have worked directly with and build both new design guitars as well as recreations of famous artist guitars for several famous musicians including, but not limited to Jimmy Page, Eric Clapton, Jeff Beck, Ace Frehley, Paul Stanley, Randy Rhoads, Gary Rossington, Allen Collins, Peter Green, Gary Moore, John Lennon, Johnny Winters, Neal Schon, Lenny Kravitz, Elliot Easton, Joe Perry, K.K. Downing, Glenn Tipton, Tak Matsumoto, Pete Townshend, and Slash as well as many others.

Opinions

My professional opinion is as follows: 8.

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- I am informed by counsel that a trademark, according to the law, can only be held as generic if the relevant consumer associates the trademark as describing the product rather than identifying the source of manufacture. Using this assumption, there is no possibility that any of the Gibson Design Marks are generic.
- These guitar shapes and appointments are unequivocally Gibson in design and all aspects 10. related to the design; from the shape of the bodies and headstocks, to the shape of the components such as the truss rod cover, pickguards, knob layout, pickups, tallpiece and bridge. There is no doubt that consumers recognize all of these designs as being manufactured by Gibson.
- To look at a guitar shaped like a Les Paul®, Flying V®, Explorer®, or SG® regardless of any 11. other aspect such as a different trade name on the guitar, only draws the conclusion that the guitars were made or licensed by Gibson. These designs were created by Gibson over 50 years ago and that is where the Gibson association to the designs began; from guitarists to music fans.

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- Originals of guitars displaying the Les Paul Body Shape Design®, the Flying V Body Shape 12. Design[®], the SG Body Shape Design[®], and Explorer Body Shape Design[®] range from \$25,000 to over \$500,000 due to the fact that they are distinctive and recognizable as Gibson Guitars. Some Gibson Guitars bearing these designs have even become priceless from the roles that they have played in music history. For example, John Lennon's Les Paul that he played at one of his last concerts on August 30, 1972 in Madison Square Garden (Exhibit A).
- In my professional opinion, the reason anyone would try to use the association with Gibson 13. Design Marks on instruments of any form is because they are unique, distinct, famous, and have such strongly recognizable qualities to the public.
- 14. Counsel has informed me that a design that is functional cannot serve as a trademark. I have been told to assume a design is functional if the product feature is essential to the use or purpose of the article or if it affects the cost or quality of the article, other than reputation.
- Despite what Mr. Dantzig claims, the Les Paul Body Design® and the SG Body Design® are 15. not functional. Reaching the higher frets is ubiquitous to any design of a solid-body guitar and protecting Gibson's Les Paul Body Design® and the SG Body Design® trademarks would certainly not put a competitor at a disadvantage. When these guitars were designed, the design was meant to compete with other guitar manufacturers in the marketplace. There is no functionality to the shape of any of these guitars.
- The shapes of all of the Gibson Design Marks serve no purpose in the functioning of the guitar other than showing the guitars are distinctly Gibson. The geometry was generated was so Gibson could compete with Fender without copying its guitar designs.

A functional part of the guitar at that time would be a bridge that you could individually 17. adjust the string intonation with. Again, the Gibson Design Marks do not serve any utilitarian purpose and therefore are not functional in design.

Conclusion

The Gibson Design Marks have earned their reputation through numerous examples of 18. playing a part in music history. It would be hard for me to believe that anyone who has been interested in music over the last 50 years would not recognize them for what they are: Gibson quality.

There are no functionality aspects in the design of any of the Gibson Design Marks, but rather 19. they were designed to identify a Gibson Guitar.

I declare under penalty of perjury that the foregoing is true and correct.

Executed on December !! , 2010 in Nashville, Tennessee.

Edwin Wilson Declarant

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EXHIBIT A

A Look at Gibson's John Lennon Les Paul Junior

THE MAKING OF A LEGEND'S LEGENDARY GULTAR

Doe Bosso | 08.01.2007



"I can make a guitar speak. I can make it howl and move. I was rhythm guitarist. It's an important job." – – John Lennon

Whenever John Lennon played a Gibson, it became more than a guitar. It transformed into a powerful Instrument of change. Whether issuing a desperate cry for "Helo!" with his Gibson J-160E acoustic (a guitar he originally nicked from George Harrison), Inciting political activism in <u>"Revolution"</u> on his prized Epiphone E230TD Casino (a guitar famously employed during the rooftop session of the Beatles' Apple headquarters), or during one of his last public appearances, at which he played his customized Gibson Les Paul Junior, Lennon's choice of guitars were an essential extension of his unique personality and creativity.

In 1999, Epiphone created two limited-editions John Lennon Casino models, the Epiphone John Lennon "65" Casino (in Vintage Sunburst) and the Epiphone John Lennon "Revolution" Casino (stripped to its natural finish). Both quitars were immediate hits with players and Beatles' fans alike. And in 2002, Gibson Montana introduced the Gibson John Lennon 3:160E Reace Model, a limited edition replica of the 1962 guitar that Lennon used faithfully while recording, in movies, and for live performances.

The Gibson Custom Shop has now added to the prestigious line of John Lennon Gibsons, the Gibson John Leanon Les Paul, a faithful reproduction of the modified 1950s Les Paul Junior Lennon played at his unforgettable performance on August 30, 1972 at New York City's Madison Square Garden to benefit the One to One Organization, a group that helped children with learning disabilities.

When Lennon bought the single-cutaway Gibson Les Paul Junior, it was still in its original factory condition— Tobacco Sunburst finish, single P-90 pickup, wraparound tall piece, and Kluson tuners—but he wanted it modified. As he told New York guitar luthler Ron DeMarino, he wanted a "humberdincker" pickup in itobviously referring to a humbucker. (Somewhat surprisingly, the songwriter and musician who had helped usher in a cultural renaissance was blissfully unaware of many guitar specifics.) "I'm a rhythmer," he would say. "I don't know anything about these things." Instead of a humbucker, however, DeMarino installed a Charlie Christian pickup in the neck position. First used on the Gibson ES-150 in 1936, the Charlie Christian pickup, with its narrow string-sensing blade, was noted for its clear and powerful sound. Other changes to the guitar included removing the wraparound tailpiece, plugging the holes, and installing a Gibson tune-omatic bridge with a stop tailpiece.

Lennon was delighted with the results, but he had one final request: Sand off the Sunburst finish. When Lennon played the guitar at Madison Square Garden, the guitar's body was bare wood mahogany.

"It is such a special guitar," says Edwin Wilson, Gibson Custom's Historic Program Manager, who personally oversaw every aspect of the Gibson John Lennon Les Paul. "Of course, any guitar the Beatles played is of significance. But because this was such a high-profile concert for John, his return to the stage after several years, the guitar is especially notable. Beyond that, there's the

"It's a superb instrument," says Edwin Wilson, "It plays like a dream and it sounds incredible. Not only that, but when you hold it, you feel like you own a piece of history."

modifications he made to it—in and of themselves, these made this guitar an obvious choice to reproduce."

Once Yoko Ono gave her enthusiastic endorsement of the project, Wilson flew to the John Lennon Museum in Japan, where the original instrument is on display, to inspect the guitar and document its unique

characteristics. "The museum's curator laid it out for me," says Wilson, "and I went about taking pictures and recording various measurements. Yoko had a couple of stipulations: I couldn't remove or loosen the strings, and I had to wear cotton gloves when handling the guitar."

Wilson recalls being overcome with a sense of awe when holding the original guitar. "I've held a lot of special guitars in my time," he says, "but this one was played by John Lennon himself at Madison Square Garden. Come on-who even gets close to a guitar like that every day?"

Among the peculiarities of the original Les Paul Junior, Wilson noted, were the frets: They were in unusually good shape. "Pre '57, Gibson made very thin frets, so if you had a very heavy fretting technique, or if you bent strings a lot, you'd have a lot of wear and tear. Nothing like that existed on the Lennon original. That leads me to believe that he played with a very light touch with his fretting hand. Another factor could be the extremely light gauge strings he used -. 009s, I believe; they were very thin. It's funny: John performed with such force, but I think it came from his entire body; he didn't beat his strings to death." (It should be noted that the John Lennon Les Paul is strung with a set of .010s. "That's our one change," says Wilson. "Most players prefer a little heavier gauge.")

While Inspecting the original, Wilson was allowed to remove the back plate and section in front that covers the pickup magnets and toggle switch. Photos were taken so that the guitar builders at the Custom Shop could accurately reproduce the pickup wiring. According to Wilson, Including the Charile Christian pickup was a "have to." Being that it was a unique modification that Lennon himself insisted on, to reproduce the guitar In any other fashion, in Wilson's words, "would've run counter to the spirit of Lennon's wishes."

After performing at Madison Square Garden, Lennon had his original Les Paul Junior refinished in Cherry, and the John Lennon Les Paul is representative of this alteration. "Getting the color to be exact is a real science," says Wilson. "A lot of research and development goes into the aging process of what we do. We use a variety of tools and stains, not to mention a special buffing process. Plus, we have a special glaze that changes the patina of the color-it literally makes the gultar look old!" Various dents and dings have been scrupulously recreated; chief among them are Lennon's scratch marks between the Charlie Christian pickup and the top cutaway. "It's such a distinctive mark," says Wilson. "You look at it and think, Now, how would that ever happen? But that's what separates John Lennon from everybody else. He had his own style of playing."

Included in the purchase of the Gibson John Lennon Les Paul Is a Custom Shop case, a certificate of authenticity, a custom care kit, and a signed Lennon print by famed artist Allison Lector.

"The bottom line is very simple," says Wilson. "It's a superb instrument. It plays like a dream and it sounds incredible. Not only that, but when you hold it, you feel like you own a piece of history."

FEATUREO GULTAR

John Lengon Inspired By Series



Exhibit 9

- 1	
1	ANDREA E. BATES, ESQ, SBN 192491
2	Abates@Bates-Bates.com
3	MICHAEL A. BOSWELL, ESQ. SBN 198994 MBoswell@Bates-Bates.com
4	BATES & BATES, LLC
5	964 DeKalb Avenue, Suite 101
6	Atlanta, Georgia 30307 Phone (866)701-0404 and (562) 360-2097
	Fax (404)963-6231
7	Attamazya fan
8	Attorneys for Plaintiff
9	GIBSON GUITAR CORP.,
10	
11	UNITED STATES DISTRICT COURT
12	CENTRAL DISTRICT OF CALIFORNIA
13	GIBSON GUITAR CORP., a Delaware) Case No. CV10-8884 RGK (RZx)
4	corporation,)
15) DECLARATION OF MIKE McGUIRE Plaintiff,) IN SUPPORT OF PLAINTIFF'S
6) IN SUPPORT OF PLAINTIFF'S) REQUEST FOR A PRELIMINARY
	vs.) INJUNCTION
17	WOWWEE USA, INC., et. al.
18	Judge: Judge R. Gary Klausner
9	Defendants, }
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21	DECLARATION OF MIKE McGUIRE
22	I, Mike McGuire, declare as follows:
23	1, White Wiedune, declare as follows.
24	1. I am an employee of Gibson Guitar Corp. ("Gibson"), and have been asked by
25	its counsel to provide my professional opinion about use and functionality of the guitar
26	ation of the provide my professional opinion about use and functionality of the gards
27	body shape designs, the bell-shaped truss rod cover, and headstock designs used on the
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,0	- 1 - DECLARATION OF MIKE McGUIRE IN SUPPORT OF PLAINTIFF'S PRELIMINARY
	INJUNCTION

Gibson Les Paul[®], Gibson Explorer[®], Gibson Flying V[®], and Gibson SG[®] guitars (collectively "Gibson Design Marks").

2. Unless otherwise stated as based upon information and belief, the facts set forth in this declaration are personally known to me and I have first knowledge of these facts. If called upon to testify during court of this action, I could, and I would competently testify thereto under oath. I am over 18.

Professional Background and Expertise

- I began teaching guitar at The Music World at the age of 15 and opened my first music retail store in 1969 located in North Hollywood, California which operated until 1993. I began building custom instruments by hand in 1977 for such notables as Larry Carlton, Lee Ritenour, Steve Lukather and Tommy Tedesco under the name Valley Arts Guitars. During this time I procured patents for neck joints and truss rods. Also, during this period I served as a guitar design consultant for the Samick Corporation, who built guitars for Washburn, Ibanez, Fender, Epiphone, etc. in Korea.
- 4. I served as an expert witness for Grover/Jackson for a lawsuit in the mid1980's.
- 5. In October of 1993, I was hired by Gibson Guitar to start the Custom Shop and have served as Operations Manager for the last 17 years.
- 6. During my tenure at Gibson I have lectured at the Rock-N-Roll Hall of Fame and built guitars for the most famous artists in the world (Jimmy Page, Billy Gibbons, Eric Clapton, Jeff Beck, The John Lennon Estate, The Jimi Hendrix Estate).

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