

CERTIFICATE OF SERVICE

I HEREBY CERTIFY that a true and correct copy of the foregoing was mailed this 8th day of June, 2005, to: Kevin C. Kaplan, Esq., Daniel F. Blonsky, Esq. and David Zack, Esq., Burlington, Weil, Schwiep, Kaplan & Blonsky, P.A., Counsel for Plaintiff, Office in the Grove, Penthouse A, 2699 South Bayshore Drive, Miami, FL 33133.

By: 
Kenneth R. Hartmann

UNITED STATES DISTRICT COURT
FOR THE SOUTHERN DISTRICT OF FLORIDA

CASE NO: 05-80393-CIV-HURLEY/HOPKINS

COPY

STELOR PRODUCTIONS,

Plaintiff,

vs.

STEVEN SILVERS,

Defendant.

FEDERAL COURTHOUSE
FORT PIERCE, FLORIDA
MAY 23, 2005

The above-styled case came on for hearing before the Honorable Judge James Hopkins, Presiding Judge at the Fort Pierce Federal Courthouse, Fort Pierce, Florida the 23rd, day of May, 2005.

Thereupon, the following proceedings were had:

THE COURT: Calling Stelor Productions versus Steven Silvers. Counselors, please announce your appearances.

MR. KAPLAN: Good morning, Judge. Kevin Kaplan for the plaintiff, Stelor Productions, with me is Steven Esrig, who is the CEO of Stelor.

MR. HARTMANN: Your Honor, on behalf of Steven Silvers, Ken Hartman of Kojak, Broden, and Crawford in Miami. With me is Adam Rabin, co-counsel in the case. Mr. Silvers could not be here today, he is here in spirit.

THE COURT: And when you say Mr. Silvers can't be here today, what is his status?

MR. HARTMANN: He was traveling earlier, over the weekend. He got back late last night, and he had a doctor's appointment today. He is scheduled for major surgery, for a medical condition he has, coming up, so, he's in and out with the doctors right now.

THE COURT: And are you willing to proceed in his absence?

MR. HARTMANN: Yes, of course. We thought about getting a continuance, and then we said let's just go ahead and do it.

THE COURT: Very well.

MR. HARTMANN: Thank you, Your Honor.

THE COURT: I apologize for the delay this morning. The marshal's van broke down on the way to court this morning. This substantially delayed everything on the docket, but here we are. Are we ready to proceed today?

MR. KAPLAN: We are, Your Honor.

MR. HARTMANN: We're ready, Judge.

MR. RABIN: Yes, Your Honor.

THE COURT: Very well. Since it's, as I understand, the plaintiff's burden, you may proceed.

MR. KAPLAN: Thank you, Judge. May I please the court, thank you for scheduling us in on relatively short notice. We appreciate it. First up, Your Honor, I wanted to make sure you had the binder of material that I had delivered this morning. There have been some recent filings. The defendant's opposition was just served on us Friday afternoon.

THE COURT: I have this binder. Is that what you're referring to?

MR. KAPLAN: That is.

THE COURT: A binder with attachments?

MR. KAPLAN: That's correct, Judge. The binder includes a reply memo that we prepared over the weekend and filed this morning. It's behind tab four.

As well as a supplemental declaration from Mr. Esrig behind tab five. We also have copies of the cases, for convenience sake, that were cited in our initial motion behind tab three and in the reply, which I'll be referring to a little bit. Judge, this is the second suit between these parties. You may recall the first suit was pending in the fall and the early part of this year, before this court as well. There were a few hearings you presided over. That lawsuit was resolved. The parties entered into a written settlement agreement. The settlement agreement provided some framework for continuing on in the relationship, but, critically, it reaffirmed the license agreement that had been in effect between these same parties before. That settlement agreement's been under seal. It's also in the binder behind tab two. We're here today because the defendant, Mr. Silvers, has unilaterally, and without any notice whatsoever, declared a termination of the license agreement, and he's also gone ahead and engaged in self-help. We were advised of the termination, again, without any notice, by letter dated April 27th, from Mr. Hartmann's colleague, partner Gail McQuilkin. We immediately filed this lawsuit. It was filed May 4th. Subsequent to the

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1 date of filing of the suit, or starting at or about
2 that time, Mr. Silver has taken a series of actions,
3 that, essentially, seem to destroy the business of
4 Stelor. Without any opportunity for the court, or
5 anybody, to decide whether the termination of the
6 license agreement was valid. As Your Honor may recall
7 from the prior suit, the business that we're fighting
8 over revolves around a set of intellectual property.
9 It's a set of characters designed for children called
10 the Googles from Goo. It was created by the
11 defendant, Silvers, licensed to the plaintiff. We're
12 suing for the license agreement. Stelor, under the
13 agreement, is the exclusive licensee of all aspects of
14 that property. And the key to the property, and the
15 key to what Stelor has been doing since 2002, is the
16 web site of Googles.com. Stelor is about in a month
17 from now, June 21st at a major trade show in New York
18 City --

19 THE REPORTER: What was that date again?

20 MR. KAPLAN: June 21st. Stelor's about to unveil
21 the launch of the major development it's been working
22 on since 2002, and in which it's invested more than
23 four million dollars, substantial time, and effort.
24 The launch, Judge, the development is really two-fold.
25 First, it's a proprietary new technology, that

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1 Stelor's developed itself, it wouldn't be Mr. Silver's
2 property in any event, that makes this website and all
3 of it's content safe for kids. There's nothing like
4 that out there. It protects kids from pornography,
5 and predators, and all of the things that parents are
6 concerned about exposing their children to on the
7 internet. In addition, with the benefit of this new
8 feature, the site's also, the launch is gonna involve
9 a roll out of substantial new content for the site.
10 Stelor's developed about one hundred and sixty-five
11 characters, story lines, and related features. It's
12 gonna be a sophisticated, interactive website that's
13 safe for kids. The problem, Judge, the reason that
14 we're here today, on a preliminary injunction motion,
15 is because Mr. Silvers, who maintained the domain name
16 and the active passwords for that website, has shut it
17 down. He redirected the website. Stelor has no
18 further access to it. When the user opens it up, all
19 you see is page of unrelated advertising that's
20 attached to Mr. Esrig's declaration on tab A. And
21 without that website, Judge, Stelor cannot proceed
22 with it's launch. Not only is the website down, but
23 the proprietary feature that makes this website kid
24 safe, that's been seized by Mr. Silvers, too. It was
25 maintained along with the website in a secure place.

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1 at least Stelor thought it was secure, but that's now
2 been seized by Mr. Silvers as well. What we're asking
3 the court to do is to enter an injunction, put the
4 parties back in the place they were at the time this
5 lawsuit was filed, essentially, restore the status
6 quo, give Stelor access to their website back, and
7 allow them to proceed with what they need to do with
8 respect to this upcoming launch, without interference
9 from Mr. Silvers. We're prepared to have the court
10 address the underlying merits of the case on an
11 expedited basis. In fact, we're anticipating filing a
12 very early summary judgment motion because we think
13 that's how clear cut the issues are. We're not able
14 to file that until this week under the twenty day
15 requirement. I'd like to address the critical
16 elements of preliminary injunctive relief for purposes
17 of this case, and, really, I think it turns on two
18 things. Stelor's substantial likelihood of success on
19 the merits of the case. Indeed, even at the
20 heightened standard for injunctive relief applies as
21 the defendants have suggested, they claim we're asking
22 the court to mandate that Mr. Silvers take some
23 action. We're really not, we're just trying to
24 restore the status quo that Mr. Silvers, because of
25 his lightning speed actions after the filing of the

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1 suit was able to change, but we satisfy that
2 heightened standard as well. This record makes a
3 clear showing of Stelor's entitlement to relief, and
4 then, I'm also gonna focus on the irreparable harm
5 issue, which, as a matter of fact, the defendants
6 don't contest. They've got a legal argument, which
7 I'll address, based on a set of cases from the
8 southern district that were rejected by eleventh
9 circuit decision, and a Florida DCA opinion that was
10 expressly overruled by not one, but two Florida
11 supreme court decisions as recently as March of 2005.
12 but let me start with the substantial likelihood of
13 success on the merits, Judge. As a matter of law, the
14 termination is invalid. The termination, the license
15 agreement, itself, which is in my binder behind tab
16 1A, it was attached to a complaint. It's got an
17 express provision dealing with termination. It's
18 article 9, paragraph 9 of the agreement, and I'd just
19 like to read it quickly. Right to terminate on
20 notice, in bold. This agreement may be terminated by
21 either party upon sixty days written notice to the
22 other party. In the event of a breach of a material
23 provision of this agreement, provided that during the
24 sixty day period, the breaching party fails to cure
25 such default. Nothing could be clearer. There's no

1 ambiguity or uncertainty whatsoever, with respect to
 2 that provision. It requires sixty days written notice
 3 of termination with an opportunity to cure. And the
 4 reason for that is obvious. There's a lot of
 5 complexity and detail to this. It's a complicated
 6 relationship, and the parties need an opportunity, if
 7 one believes there's been a breach or a default, to
 8 try and resolve the issue themselves, and if not
 9 possible, to come into the court and ask for relief in
 10 that interim period before the agreement's terminated.
 11 And we're dealing with a termination here based on a
 12 failure to pay five thousand dollars, compared to a
 13 multi-million dollar intellectual property. A four
 14 million dollar, four year investment that Stelor's
 15 made, that's why that provision is so important.
 16 There's no dispute, the first letter that came since
 17 the prior lawsuit was dismissed, and since the written
 18 settlement agreement was entered into on January 28th,
 19 2005. The first letter was the April 27th letter
 20 advising of the default, and terminating the agreement
 21 effective immediately. In fact, a lot of the alleged
 22 defaults are only a matter of weeks old. They haven't
 23 even occurred within a sixty day period. Now, the
 24 settlement agreement critically withdrew a prior
 25 notice of termination that had been served, to the

1 extent, the defendant tries to travel under that prior
 2 notice, where he did comply with that notice provision
 3 in the agreement. They can't do that. They sent a
 4 letter back in November 2004. They then declared a
 5 termination about sixty days following that November
 6 notice letter, but, of course, the settlement
 7 agreement was entered into afterwards, and the lawsuit
 8 was dismissed with prejudice. The settlement
 9 agreement itself, behind tab 2, states expressly in
 10 paragraph 3, it's on page two of that agreement, that
 11 Silvers withdraws his notice of termination of the
 12 license agreement, and reaffirms his obligations under
 13 the license agreement. So, termination, prior
 14 termination, the notice letter, no longer effective,
 15 and all of Mr. Silver's obligations under the
 16 agreement are expressly reaffirmed including the
 17 obligation to provide sixty days advance notice,
 18 which, as I described, is critical to provide an
 19 opportunity to resolve and work out these issues
 20 before Stelor's multi-million dollar project, which is
 21 about to launch, crumbles to the ground as a result of
 22 a unilateral termination by Mr. Silvers. And if I
 23 could, Judge, I just want to emphasize that these
 24 provisions, notice provisions, are strictly enforced
 25 by the Florida courts. We cited in our reply, a case

1 called Florida Recycling, which is behind tab 23 of
 2 the binder, I know Your Honor is gonna get through our
 3 papers at some point, I understand you'll need to take
 4 this under advisement, but that case holds that these
 5 provisions are strictly enforced and must be applied
 6 by the courts, not satisfied here, and there's no
 7 basis for getting around that requirement. I'd like
 8 to just quickly, very quickly, address the claim to
 9 faults, and there's been some change. By the time we
 10 got the opposition papers, their list of alleged
 11 defaults, has rolled on beyond what was in the
 12 original termination letter, and again, that's not
 13 right. They gotta provide notice of the defaults, and
 14 they can't continue to create a rolling list of
 15 defaults into the future as we litigate the issue.
 16 The first thing they contend is that Stelor,
 17 previously a corporation, converted to a limited
 18 liability company, and that they didn't consent to
 19 that, so it's somehow invalid and vesticates the
 20 license agreement. Judge, in the settlement
 21 agreement, in paragraph 9, a provision entitled LLC
 22 acknowledgement, it states that the parties
 23 acknowledge that Stelor Inc., a Delaware C
 24 Corporation, is in the process of converting to a
 25 Delaware LLC. It provides that any options granted to

1 Silvers will be converted to unity interests in the
 2 LLC. This is just an example, Your Honor, of the
 3 defendant's clear disregard for the express terms of
 4 this agreement, and they shouldn't be allowed to do
 5 that. The LLC conversion was just completed in March,
 6 mid March. Stelor's working on the papers, they
 7 haven't been provided to anybody, and as soon as
 8 they're ready, they were intended, and expected, to be
 9 provided to Mr. Silvers. They also claim that you
 10 refuse to respond to their request for a date to
 11 conduct an audit of Stelor. They're allowed to do
 12 that, they've got to provide thirty days notice under
 13 the license agreement, and they had asked, but Mr.
 14 Silver's counsel, Gail McQuilkin, told us in early
 15 April that she was gonna defer the request for an
 16 audit. The reason, Your Honor, was we were working
 17 jointly to prepare a lawsuit against Google Inc. that
 18 came after the Googles.com website, in which we were
 19 gonna bring together, although it's Stelor's right to
 20 do that alone under the agreement. I'm gonna come to
 21 what they've done. They filed their lawsuit their
 22 selves, on May 4th, it's pending before Judge
 23 Reisenham (phonetic), and we want to address that in
 24 our injunction as well, but in the meantime, Ms.
 25 McQuilkin said don't worry about the audit, we'll get

1 to it later. On April 26th, Your Honor, one week
 2 before we got the notice of termination, she advised
 3 us again, by e-mail, that she wanted to conduct the
 4 audit, and a copy of the e-mail is attached to Mr.
 5 Esrig's declaration behind tab 5 of the binder, behind
 6 exhibit H. In that e-mail, to me, she says the
 7 auditor is preparing a letter that will outline the
 8 documents and records he needs available to do the
 9 audit, and she asks for dates in the next two weeks,
 10 not even a two week period that expired before the
 11 default letter. Critically, of course, we needed that
 12 letter to know what the auditor wanted, what we needed
 13 to make available, and it never came. They also
 14 complain about an allegedly missed April royalty
 15 payment, and as we, as exhibit G to Mr. Esrig's
 16 declaration, an e-mail from Gail McQuilkin confirms in
 17 item five, they got a check for April, but it was made
 18 out to Steven Silvers individually as opposed to a
 19 company he wanted it to be made out to, so they asked
 20 us to recut it, which we did, and tendered it to them
 21 at the end of April, and they refused to accept it.
 22 Similarly, they complain there's no insurance for
 23 Stelor, product liability insurance, that's in Mr.
 24 Silvers's affidavit. The certificates are attached to
 25 Mr. Esrig's affidavit that show that insurance has

1 been in force continually, and is still in force now,
 2 at the time of the purported termination. Product
 3 samples. They claim we didn't provide product
 4 samples. Ms. McQuilkin, after the settlement
 5 agreement, came to Stelor's offices in Maryland in
 6 February and reviewed those samples herself, took
 7 some, but not all, back with her, and, again, I
 8 advised them by e-mail dated April 26th, before the
 9 termination, that they could come to my office, I had
 10 the samples available for them to look at again, and
 11 that's behind tab I, exhibit I, in Mr. Esrig's
 12 declaration. Royalty information was provided timely,
 13 it's got to be done on a quarterly basis. The first
 14 quarter for 2005 just ended. We provided it within
 15 thirty days as we're required to do, and they object
 16 to that as well. To the extent they want to rely on
 17 letter agreement, Judge, that was entered into at the
 18 same time as a license agreement, it alleged breaches
 19 of that. That's expired by it's own terms, it's
 20 attached as exhibit B to our complaint. It had a
 21 thirty month term, which expired in November of 2004
 22 by my calculation. I think it's clear from this
 23 argument, and from this record, and, again, Mr.
 24 Silvers isn't here to contest it, and his affidavit,
 25 his declaration doesn't effectively contest these

1 points. They didn't comply with the express notice
 2 requirement, and we're gonna prevail on all of the
 3 alleged breaches. As a matter of law, based on the
 4 notice issue, Stelor is likely to prevail on the
 5 merits of the case. Unfortunately, if we litigate
 6 this over the course of the next succeeding months,
 7 Stelor's also gonna suffer irreparable harm. If it
 8 can't proceed with the launch, and it cannot proceed
 9 with the launch unless an injunction is entered and we
 10 get the website back, Stelor will lose it's business.
 11 It's been working for four years on this launch. The
 12 launch is the culmination of all of Stelor's efforts.
 13 It does not have the financial and other resources to
 14 stay alive if the launch doesn't proceed. A little
 15 demonstrative exhibit if I can approach, I'm not sure
 16 Your Honor can see from there. That's what the booth
 17 will look like at the upcoming trade show. A hundred
 18 thousand dollars have been spent on the development of
 19 this. It's a twenty foot by twenty-six foot booth.
 20 It's extremely effective and important. It's got the
 21 website all over it. Judge, the reason that the
 22 website is so critical --

23 THE COURT: Can I take a look at it?

24 MR. KAPLAN: Sure. The reason the website is so
 25 critical is because the site itself has been up for

1 about seven years, and it enjoys a steady and
 2 substantial volume of traffic. There are tens of
 3 thousands of kids on that website everyday, Judge, and
 4 in fact, Stelor's got six hundred thousand registered
 5 users from that site already. They need to have that
 6 foundation in order to make this launch successful.
 7 THE COURT: How many registered users?
 8 MR. KAPLAN: Six hundred thousand, and, again,
 9 that's all confirmed by Mr. Esrig's declaration. You
 10 can't just start from scratch with a new website that
 11 nobody knows about. That's a recipe for disaster of
 12 this launch. They need to have that website, along
 13 with the property, the proprietary technology that
 14 makes the website safe that is tied to it. Now, as I
 15 said before, none of this showing of irreparable harm
 16 is disputed by defendant Silvers as a matter of fact.
 17 There's nothing in Mr. Silvers's declaration that says
 18 that's not right, you're not gonna suffer this harm.
 19 There's nothing in their papers that contests it on
 20 the facts, they make a legal argument. In fact, Mr.
 21 Silvers, himself, recognized in a letter that's
 22 attached as exhibit C to Mr. Esrig's declaration,
 23 that if he were to engage in this kind of self help
 24 and shut the website down before a court
 25 determination, he would cause irreparable harm to

1 Stelor. He says, he cites his authority that includes
 2 shutting down the Googles.com website, and then he
 3 assures Stelor, in the following paragraph, that with
 4 the exception of a material breach by Stelor, and
 5 ruled as such by a court of confidant jurisdiction, as
 6 required in our existing agreement, at such time, and
 7 only at such time, shall I then determine what would
 8 be in the best interest of my intellectual property,
 9 and he emphasizes, at the bottom of that paragraph,
 10 this shall once and for all alleviate any fear or
 11 concern by you or the board that I would do something
 12 intentionally to harm my domain. He knows what he is
 13 doing, Judge. He is intentionally and irreparably
 14 trying to harm Stelor, to put them out of business.
 15 Now, their argument is okay, maybe the termination's
 16 invalid, maybe it's not, we think it is valid, but
 17 Stelor's only recourse is to litigate this issue in
 18 front of the court over the succeeding months and
 19 maybe get damages at the ned of the day, but in the
 20 meantime, Stelor's got to stand by and watch it's
 21 business burn to the ground. Judge, that's not the
 22 law in this circuit, and it's not the law in Florida.
 23 They relied primarily on a line of cases involving
 24 Burger King franchises. They cite a case called
 25 Burger King v. Hall. It's a district court decision

1 from Judge Kiho (phonetic) in the early nineties.
 2 But, critically, there's a case out of the eleventh
 3 circuit called McDonald's v. Robertson, that's behind
 4 tab 32 in our binder, cited in our initial motion and
 5 in our reply that specifically rejects the district
 6 court's decision in Burger King, to the extent, that
 7 decision says the validity of the termination is
 8 irrelevant to th issue for injunction, and there's no
 9 irreparable harm. The McDonald's court makes clear
 10 that that question is relevant and it required that a
 11 showing, relating to the validity or not of that
 12 termination, be made before the court and decided in
 13 connection with an injunction motion, and that court
 14 also made clear that the loss of a business in the
 15 mean time, and not even a total loss of the business,
 16 but just of ceratin customers and good will and damage
 17 to reputation, as long as it couldn't be quantified or
 18 measured, was irreparable harm requiring an
 19 injunction. That court expressly disagreed with the
 20 Burger King cases on which they relied, and those
 21 Burger King cases are entirely distinguishable on
 22 their facts. In those situations either the franchise
 23 agreement had expressly expired by it's own terms, and
 24 a franchise, in effect, tried to hold over, and that's
 25 not the situation here, or the franchisee clearly had

1 failed to make royalty payments, and not just one or
 2 two missed payments, but failed to make payments for a
 3 year. In one of the cases three years, and the other
 4 case, and that's a vastly different situation than
 5 here, where we've showed our high likelihood of
 6 success on merits. There's a case out of the second
 7 circuit, as well, called Tom Doherty v. Sevan
 8 (phonetic), behind tab 41 in our binder, 1995 case,
 9 that couldn't be more on point, Judge. In fact, it's
 10 a more extreme injunction than we're seeking. That
 11 case about the Power Rangers, I never really watched
 12 that, but my kids do a little bit. A publisher had an
 13 option, from a creator of children's characters, to
 14 publish children's books. Both of the entities at the
 15 time the option was entered into were relatively
 16 unknown so it made sense ot everybody, and then the
 17 creator came up with this Power Rangers character that
 18 was a tremendous success. He tried to license it to
 19 other people, not to the publisher, for vast sums of
 20 money, and the second circuit, on a preliminary
 21 injunction motion, Your Honor, required the license to
 22 be provided to the publisher and held that the creator
 23 could not license the property to anybody else, on a
 24 preliminary injunction motion. They cite that case
 25 with approval in their papers, Judge. Clearly, what

1 we're seeking here is much less extreme than the
 2 relief the court authorized in the Tom Doherty case.
 3 An eighth circuit case, Ferry v. Morse (phonetic),
 4 also cited in our, Ferry Morse also cited in our
 5 papers, issues an injunction requiring a supplier to
 6 provide corn seed to a distributor, and that case
 7 critically says that order essentially is required to
 8 maintain the status quo because the distributor
 9 relationship had been ongoing even though it requires
 10 seed to be provided. That's all we're seeking here.
 11 We want to maintain the status quo of this
 12 relationship, and move forward. Now, they also cite a
 13 Florida case, Florida Power Corp. v. Belair
 14 (phonetic), cited by the second DCA 2002, it's tab 22
 15 in my binder. They are, the lower court issued an
 16 injunction holding a franchise agreement, Florida
 17 Power Corporation was providing electricity in certain
 18 cities. The agreement expired by it's terms, and the
 19 lower court enjoined the continuation of that
 20 agreement while the parties tried to work things out
 21 in the interim. The injunction was overturned by the
 22 appellate court. That's the case they cite, and in
 23 March of 2005, the Florida Supreme Court reinstated
 24 the injunction, and held that it was appropriate. In
 25 fact, it's not one, but two Florida Supreme Court

1 decisions, the '05 case involving that decision, and
 2 also in 2004 decision related to a different city.
 3 The '04 decision says we disapprove Belair to the
 4 extent that it provides the courts cannot extend the
 5 terms of expired franchise agreements that cover an
 6 interim period during which a holdover utility and the
 7 local government resolved the status of their
 8 relationship going before, going forward. As
 9 explained above, the conduct and interaction of the
 10 parties and balance of equities involved may render
 11 such action necessary and proper. To exclude such a
 12 remedy within the reach of the courts would upset the
 13 balance of the relationship. That's exactly the
 14 situation here, although, less extreme because the
 15 license agreement has not expired by it's own terms.
 16 It's been invalidly terminated by Mr. Silvers.

17 THE COURT: What's your view of what the
 18 controlling law is on this issue? Is it federal law
 19 or state law on this issue?

20 MR. KAPLAN: I think that's a valid point. I
 21 think it's federal law, Judge. I think it's the
 22 McDonald v. Robertson case. We didn't find any case
 23 law that really squarely addressed that issue, we
 24 would have cited it to you, but even if you look at
 25 the Florida cases, that Supreme Court decision in

1 Belair, I think directly supports the issue of
 2 injunctive relief here. they don't even address that,
 3 but there's no doubt that it supports the issue of
 4 some injunctive relief here. There's no --

5 THE COURT: Why do you think that the federal law
 6 in McDonald is the controlling law? Even if there is
 7 no difference between Florida law and federal law, why
 8 do you think that federal law controls this issue?

9 MR. KAPLAN: I think it's a procedural issue.
 10 The standards to be applied in connection with issuing
 11 injunctive relief. My analysis is it's a procedural
 12 issue, and we've also got an eleventh circuit case,
 13 McDonald v. Robertson, right on point, that I think
 14 this works. If not obligated to follow, at least is
 15 very persuasive authority. Certainly some of the
 16 legal issues, like the validity of the termination,
 17 are a matter of Florida law, and I cited the one
 18 Florida case, there's a couple others cited in our
 19 reply that clearly mandate that notice provision,
 20 express notice provision. The balance of harms,
 21 there's no harm whatsoever to Mr. Silvers for moving
 22 forward. Let's be clear, he hasn't had, he hasn't
 23 done anything with this intellectual property, at
 24 least since 2002, when the license agreement was
 25 entered into. Requiring him to keep his hands off for

1 a few additional months while this issue is litigated
 2 by the court, have to have it expedited, imposes no
 3 harm to him whatsoever. On the contrary, he stands to
 4 profit. If the launch is successful, and Stelor
 5 firmly believes it will be, then Mr. Silvers has got
 6 an interest in royalties. He'll handsomely profit
 7 from that. Beyond that, just a few days ago I got an
 8 e-mail from Ms. McQuilkin advising how happy Mr.
 9 Silvers was with the project and the impending launch,
 10 it's tabbed exhibit B to Mr. Sarig's declaration, and
 11 I've adapted it because, as I say, there were a bunch
 12 of communications relating to this Google lawsuit that
 13 we were gonna bring. She says I agree this has gotten
 14 silly, the issue is going back and forth about the
 15 license agreement, and I'm sure the board, Stelor's
 16 board, would rather focus it's discussions on the
 17 upcoming Launch and trade show, and then she
 18 continues, with respect to her client, he really is
 19 very happy with the project and excited about the
 20 launch and upcoming show. He knows the success of the
 21 project is a result of the work and investment made by
 22 everyone over there. He's got no issue with the
 23 project or it's moving forward, and there's not one
 24 word mentioned in the termination letter about the
 25 content for the launch, the other unfounded issues

1 that I ticked off a moment ago. Now, lastly, Judge, I
 2 need to address the Google action. On May 4th, the
 3 same day we filed our lawsuit, Mr. Silvers and the
 4 same lawyers filed an action against Google Inc. The
 5 big search engine company that's got a website. Now,
 6 this is, again, specifically covered in all of the
 7 agreements. The license agreement gives Stelor the
 8 exclusive right to protect the intellectual property
 9 and take all action, and the settlement agreement,
 10 critically, in paragraph eighteen, provides that any
 11 action with respect to Google Inc. is gonna be done
 12 jointly, and not only that, it says if either party
 13 does anything unilaterally, with respect to Google
 14 Inc, that warrants immediate injunctive relief. The
 15 parties hereby agree, there's no adequate remedy of
 16 law in the event that either party negotiates or
 17 settles the dispute with Google Inc. without the other
 18 party. The breach of that will create irreparable
 19 harm and injunctive relief will be necessary to
 20 maintain the rights of the non-reaching party. Judge,
 21 not only have they been in communication with Google
 22 Inc., they filed a lawsuit that's all right to bring,
 23 and the cases make clear, there's a case called
 24 American Express, out of the eleventh circuit,
 25 Machrovich (phonetic), that's behind tab 45, that

1 makes clear that the parties express agreement
 2 authorizing injunctive relief if an event occurs, and
 3 to be strictly enforced by the court. The court does
 4 that in this case, the Machrovich case. So, we're
 5 requesting injunctive relief with respect to the
 6 Google Inc lawsuit as well, and we want Your Honor to
 7 order Mr. Silvers to dismiss that lawsuit without
 8 prejudice so we can resolve this dispute, and we can
 9 have the opportunity to proceed with that lawsuit as
 10 is our right to do. Again, the showing of irreparable
 11 harm, expressly recognized by the agreement, and our
 12 extreme likelihood of success on the merits supports
 13 the injunction we request both to restore the website
 14 and the proprietary content, the technology we've
 15 developed to make the site for kids safe, and to
 16 require, to bar any further interference with the
 17 license agreement and the impending launch, to require
 18 the dismissal without prejudice of the Google Inc.
 19 action. Unless Your Honor has any questions, that's
 20 my argument. I would note that Mr. Esrig is here
 21 today, he's available to testify. I think our case is
 22 clearly supported by the declarations. Your Honor
 23 indicated that can you can rely on those in the order
 24 and also McDonald v. Robertson case makes that clear.
 25 I would like to conclude by showing Your Honor, if you

1 permit me, a thirty second trailer that provides a
 2 description of the feature that Stelor is about to
 3 unveil. If Your Honor would permit me, it's on that
 4 laptop. Any objections?
 5 THE COURT: No objections. I just ask that, let
 6 me ask the other side, also, if they have any
 7 objections to the showing of the demonstrative exhibit
 8 to the court, and does either side have any objections
 9 to being placed in evidence.
 10 MR. HARTMANN: No objection to that, Your Honor.
 11 We're gonna use demonstrative exhibits as well, and I
 12 don't have any problem with placing what they've shown
 13 so far into evidence. I can't speak for Mr. Kaplan as
 14 to whether or not he has any problem with my stuff,
 15 but I assume you're willing to put it evidence.
 16 MR. KAPLAN: I'd be happy to address any problem
 17 with their stuff as it comes, and we move that into
 18 evidence, the only issue is that we just need to make
 19 arrangements to get a copy submitted to the court, if
 20 that's okay.
 21 THE COURT: I can admit it, and you can make me
 22 in custody of it.
 23 MR. KAPLAN: Great. There's also a plan, a floor
 24 plan of the booth, that I might as well show to Your
 25 Honor as well. I'll hand it to your bailiff. What do

1 you want to mark them as?
 2 THE COURT: I'll mark them as exhibits one and
 3 two for purposes of our injunction motion, as the
 4 floor plan being exhibit two.
 5 MR. KAPLAN: I've mentioned, as well, that the
 6 real estate for this show is very valuable. Stelor is
 7 next to Dream Works, Disney, and Nickelodeon. Judge,
 8 we're talking some of the hottest kid's properties
 9 here so it's going to be substantial exposure,
 10 substantial opportunity, in connection with this
 11 launch, that just isn't gonna be able to be recreated
 12 in the future. Judge, could Mr. Esrig approach with
 13 the laptop?
 14 THE COURT: Yes. Does the other side want to --
 15 MR. HARTMANN: Yes.
 16 THE COURT: --view this at the same time? Put it
 17 up here. Do you want to make that as an exhibit?
 18 MR. KAPLAN: Yes, please, Judge. Exhibit three.
 19 THE COURT: Any objections?
 20 MR. HARTMANN: No objections, Your Honor.
 21 THE COURT: You can also keep custody of that.
 22 MR. KAPLAN: Thank you, Judge.
 23 MR. HARTMANN: Can I proceed?
 24 THE COURT: Yes. Do you want to tender Mr. Esrig
 25 for cross-examination?

1 MR. KAPLAN: I'm happy to do whatever the court
 2 pleases. He's here, I had advised Mr. Hartmann that
 3 Mr. Esrig would be here. Mr. Hartmann had advised me
 4 that he intended to call no one, but I'd be happy to
 5 have Mr. Esrig be cross-examined if Mr. Hartmann's
 6 going to decide to do that notwithstanding his prior
 7 representation that he wouldn't.
 8 MR. HARTMANN: If I wanted to call him, your
 9 Honor, I would have called him. I don't think it's
 10 necessary to cross-examine Mr. Esrig. I think that
 11 the record that we have is what we're traveling on.
 12 THE COURT: Very well.
 13 MR. HARTMANN: We're content to do that. I want
 14 to go back just a little bit and give you a little bit
 15 of historical overview because I think the court needs
 16 to understand. We laid it out a little bit in our
 17 brief and Mr. Silvers's declaration, but it all
 18 started with this book, Googles from Goo, which Mr.
 19 Silvers wrote when he was incarcerated in an effort to
 20 keep connected with his family members. It kind of
 21 blossomed in there, so when his conviction was
 22 overturned and he found himself out, he pursued this,
 23 and his family pursued this, and they published a
 24 book. They started selling books, and they started to
 25 develop a line of products and so on. This is one of

1 the stuffed animals. This is one of the Googles.
 2 It's a family of characters. It started out with four
 3 of them. I actually have a picture of Mr. Silver
 4 surrounded by the Googles, and I left it in Miami,
 5 probably just as well because he doesn't have as much
 6 hair as he has in the picture, and I don't want to
 7 mislead the court. I think the one thing we all agree
 8 on in this room, we had a rocky relationship, we've
 9 been here, this is our second time. Everybody agrees
 10 that this is what they call sticky. Kids love this
 11 stuff, and if there were a trial of this case down the
 12 road, the jury's gonna see a video tape of a live show
 13 with the Googles up there, and I don't know if the
 14 court, like me, got pulled into the Barney phenomenon,
 15 and had to go catch a Barney concert and hang out with
 16 the kids and watch that stuff, but there's an
 17 attraction there that's so indefinable, and the kids
 18 sort of storm the stage at the end of this concert
 19 just to touch the Googles, it's almost like Beatle
 20 mania among the younger crowd. So I'd like to put
 21 these into evidence so the court can see them or look
 22 at them, if you don't mind.

23 THE COURT: Defense exhibit one and two.

24 MR. KAPLAN: The only objection that I have is,
 25 let me get it on the record, that is not a Stelor

1 figure. It was something that was created --

2 MR. HARTMANN: Let me clarify. Exhibit one would
 3 be, defense, the book. Exhibit two would be the
 4 stuffed figure which is not a Stelor Productions
 5 licensed product. This was done by a prior licensee.
 6 In fact, Mr. Silvers had a prior licensee, and it was
 7 in July or June of 2002 that the license agreement
 8 with Stelor took effect. Now, I just want to talk a
 9 little bit, Your Honor, about what a license
 10 relationship is because some of the cases that are
 11 cited are dealing with buying and selling widgets,
 12 and, you know, there are contract issues in those
 13 cases, and we cited those, but the reason we cited the
 14 Burger King cases is that the licensor/licensee
 15 relationship is not just your basic commercial
 16 relationship. What you have in this case, Stelor was
 17 our exclusive licensee. Our guy gave him his Googles
 18 IP, his intellectual property, his trademarks, his
 19 copyrights, all this. He said you guys are the guys.
 20 You go and develop it, and you make me money. It's
 21 almost like I'm renting this to you, as long as you
 22 live with your license agreement, as long as you
 23 comply with that, then you have the exclusive rights
 24 to use and exploit this. I own it. You don't own
 25 anything, and that's what the license agreement says,

1 but it's not really a completely even relationship
 2 because the licensor can give the license or he can
 3 take it away, and that's what you see in all the
 4 franchises. So Burger King affirms a franchisee,
 5 there's a license that's involved, intricately
 6 involved in that. The owner of that Burger King
 7 restaurant down the street has a license to use those
 8 Burger King trademarks, and when the franchise was
 9 terminated, the license was terminated as well, and
 10 that's what's being litigated in the Burger King case,
 11 but the licensee's use depends upon them complying
 12 with the terms of the license agreement. That's an
 13 absolutely essential factor. It's not like a normal
 14 type of agreement where you have the normal type of
 15 breach issues. If the licensee does not comply with
 16 the license agreement, then it's expressly
 17 contemplated in the agreement that the license can be
 18 terminated. And I have a little note before you with
 19 a lot smaller subjects but it would help me, and I
 20 think help the court because I'm gonna run through
 21 some of these materials, as well. They're all things
 22 that are attached to the affidavits or pleas. I have
 23 provided a copy already to Mr. Kaplan.

24 THE COURT: Did you say this is already in the
 25 court file?

1 MR. HARTMANN: Yes. Those are copies of things
 2 that are already in the court file with respect to
 3 exhibits to declarations or attachments to our
 4 pleadings. Now, as you can see there, paragraph nine,
 5 it has the express format for here's what would be the
 6 basis for a termination, and then paragraph ten it has
 7 certain post termination rights, it's really almost
 8 like a prenuptial agreement, it's like a marriage. In
 9 a way, this relationship is like a marriage, and it's
 10 an agreement that says here's the basis for one of us
 11 getting a divorce, that's paragraph nine. Then
 12 paragraph ten is, if one us gets a divorce, because of
 13 paragraph nine, paragraph ten applies and the governs
 14 what happens post termination. That is important
 15 information, Your Honor, because that gives Stelor a
 16 six month period to sell off their existing inventory
 17 of licensed product, and they can use the Googles IP.
 18 We would have been in here on an injunction stopping
 19 them, like Burger King does when they terminate
 20 people, right away, asking the court on our behalf to
 21 enter a preliminary injunction, but we didn't do that
 22 because they do have limited rights to use the IP in
 23 this post termination period. That's there as a
 24 safeguard because the parties contemplate going into
 25 this that termination is a specific possibility. Now

1 what you see in the cases that were cited by Mr.
 2 Kaplan, you don't find that those are based on
 3 terminated contracts, generally speaking. The cases I
 4 see had to be supportive of our position. In a lot of
 5 those cases, in the Saven case, for example, that the
 6 agreement existed, there was an agreement for the
 7 right to publish this book. Nobody terminated that
 8 agreement. So, it's different. The rule of law that
 9 we're citing is specifically based on when you have a
 10 terminated agreement, can the terminnee compel specific
 11 performance and undo the termination. That's really
 12 what they're trying to do, Judge. It's not a status
 13 quo, it's a mandatory injunction. They want to undo
 14 what's already happened, go back, and they want to
 15 define the status quo as April 27th, it's not. It's
 16 May 23rd. I mean, what we really have, Your Honor, is
 17 this was a license relationship, but on April 27th
 18 this is what happened. It was terminated. The
 19 parties got a divorce, and what they're asking you to
 20 do by this injunction, is Scotch tape us back
 21 together, and the courts say that doesn't work. What
 22 works is to take this claim, when they're traveling on
 23 a wrongful termination claim, you don't tape them back
 24 together. You go ahead, you have a trial, and you
 25 determine if there was in fact a wrongful termination,

1 and then you assess damages against the party who
 2 wrongfully terminated, if that's the case. That's
 3 where the Burger King cases are particularly
 4 instructive because we could have been Burger King
 5 suing them fro a preliminary injunction because they
 6 are using our marks. If you, the website that they
 7 claim was shut down, go back to chambers, Your Honor,
 8 and punch in StelorProductions.com, you'll go right to
 9 the website. It's the same website that was running
 10 through our domain name. It's just you get there a
 11 different way now. Their website's functional.
 12 Everything that they were doing before, they're doing.
 13 What they lost was one of the doors to that domain, to
 14 their website, and that's the Googles.com domain name,
 15 which our client registered. Now, what's interesting
 16 about that, they're complaining to the court that that
 17 is locked down and shut down, etcetera, etcetera.
 18 What happened was Stelor sent a copy of this lawsuit
 19 to the registrar for that domain name, and that's what
 20 locked it down. We've been trying to get it unlocked.
 21 We can't. We'll probably be back there next week
 22 asking the court to enter an order against someone
 23 called Go Daddy to unlock this thing because right
 24 now, no one's using it. It sitting there. They
 25 refuse to undo it. The issue --

1 THE COURT: Can you run that last point by me
 2 again?
 3 MR. HARTMANN: Well, it is confusing, i didn't
 4 understand some of the things that Mr. Kaplan said.
 5 When you have a domain name, you register it with the
 6 registrar. In this case, the registrar is called Go
 7 Daddy. When you register the domain name, when you
 8 register it you have an owner, who basically has
 9 control over it, and then you can have an
 10 administrative contact that the owner can designate
 11 and say that person can go in there and point it to
 12 whatever direction they want. That's really what the
 13 key is here. Prior to termination, when you went to
 14 Googles.com, it pointed to the Stelor website. After
 15 the termination, Mr. Silvers pointed it away from the
 16 Stelor website. They filed a lawsuit. They provided
 17 the lawsuit to Go Daddy. So Go Daddy knows. Go Daddy
 18 shut down the domain name. Now, when you go there,
 19 you get an advertisement for Go Daddy. That's not
 20 what we want. That's not what they want. They're the
 21 ones who caused this administrative lock down as it's
 22 called, and we're trying to get Go Daddy to release it
 23 to anybody, but right now, no one can use it because
 24 of the administrative rules that the registrar,
 25 itself, has. But, Judge, I listened to a lot of talk

1 about Mr. Silvers breached this and Mr. Silvers
 2 breached that, and honestly this case is not about
 3 whether Mr. Silvers breached anything. This is about
 4 whether or not he validly terminated the license
 5 agreement. I think Mr. Kaplan said that, and I think
 6 that because that's what this case is about, under the
 7 case law, their remedy is damages and not injunctive
 8 relief, and I see that throughout the cases, even the
 9 ones that they cite. In other words, when you're
 10 trying to require specific performance of a terminated
 11 agreement, that's different than trying to require
 12 specific performance of an existing agreement. In the
 13 FLA case, it looked like th court was full. We're
 14 trying to work this out, we haven't agreed to a
 15 renewal yet, but we're working on it. There were
 16 extraordinary circumstances for the court to go ahead
 17 and enter an injunction while they did that. We're
 18 not trying to work anything out here, Judge. This is
 19 a divorce, and I'm gonna go through the reasons why
 20 that divorce occurred, and, you know, Mr. Silvers was
 21 justified. It may appear that we're being arrogant
 22 because we're saying hey, we can cut you off and you
 23 can't do anything to stop us. You just have to sue us
 24 for damages. We can hit you. You can't hit back.
 25 You just have to sue for damages. This is not

1 something that was done arrogantly. It was done with
 2 careful consideration. Mr. silvers invested three
 3 years with Stelor. This is his dream, this project.
 4 He's put enormous energy into it. In fact, the first
 5 lawsuit was based on the fact that he had too much
 6 energy and was bothering them too much. Mr. Esrig
 7 testified that he called a hundred times a day and was
 8 driving him crazy. The real issue is whether the
 9 court, by means of an injunction, can un-terminate the
 10 agreement, and stick us back together and coerce us to
 11 coexist. I mean, this is like a marriage and they're
 12 asking the court to tell the husband to go home and
 13 have conjugal relations with your wife. You can't do
 14 that. you can't coerce people to do that kin do thing.
 15 So, that's why the courts say, no, if you did it
 16 wrong, if you didn't go by the rules, you have a claim
 17 for damages. Now, there's some threshold issues I'm
 18 not gonna spend a lot of time on. They addressed them
 19 in the binder we saw there. I still think the
 20 pleadings are defective in terms of subject matter
 21 jurisdiction and that there are standing issues, we're
 22 gonna file a motion to dismiss in that regard. So,
 23 I'd like to use my time today on more substantive
 24 issues. Now, Mr. Kaplan conceded that they probably
 25 have to meet a higher standard, and that standard is

1 that it's a clear and convincing probability that
 2 they're likely to prevail. Judge, they're not gonna
 3 be able to meet that standard. The list of breaches
 4 of this agreement goes on and on and on. What I've
 5 done, what I'm gonna do now, in the next few minutes,
 6 I'm gonna go over the breaches that were subject to
 7 the notice of termination, were breach of either the
 8 license or the letter agreement, and then were
 9 reconfirmed, supposed to be cured in the settlement
 10 agreement, and weren't. Their brief does have other
 11 breaches for which notice wasn't given, and which
 12 weren't directly in the settlement agreement.
 13 Frankly, we did that to show the court, but this is
 14 just a pattern of a licensee that despite having what
 15 you'd think would be high motivation to live up to
 16 it's obligations under the license agreement, and all
 17 the other agreements, either can't or won't. We're
 18 mystified as to why they would jerk our guy around for
 19 five thousand bucks. It's crazy, isn't it? If they
 20 really have this going. If it's not all smoke and
 21 mirrors, which we don't know. The list of breaches
 22 here, Judge, goes on and on and on. Let me start with
 23 the options. That's in the letter agreement. When
 24 the license agreement was entered into in June of
 25 2002, that's tab A, the parties entered into a letter

1 agreement we call it, it's like a consulting
 2 agreement, and in that, they agreed to compensate Mr.
 3 Silvers by, among other things, giving him options in
 4 the corporation's stock. In fact, the agreement says,
 5 they shall provide an option agreement, not a promise
 6 that you'll get options someday, that's what the
 7 contract says, they are supposed to provide him with a
 8 written, enforceable agreement that says you have
 9 these options. All right? Now, they've reached that,
 10 they never did it. June 2002, that was in the notice,
 11 they were told you're in default, get this together.
 12 They didn't. So we terminated them. I'm gonna come
 13 back to all the notices you sent back. In the
 14 settlement agreement, they, again, said yes, we will
 15 get this done. We will get you th option agreement,
 16 and to this day, we don't have it. The settlement
 17 agreement was entered into in January. We terminated
 18 them on April 27th. Judge, how much longer do we have
 19 to go and wait before we give up and say this is
 20 enough. We need a divorce. Compensation goes to the
 21 heart of any kind of agreement here. That's number
 22 one, that was, you can get into a fight as to well,
 23 they had a good excuse for it, and in fact, Mr
 24 Kaplan's cure letter, which I think is tab 7 in the
 25 notebook, there's still more excuses, well we moved to

1 the LLC and that was only so and so. Just recently,
 2 we went to the Secretary of State in Delaware, that
 3 LLC ahs been there since June '02. So, you know,
 4 enough is enough. They promised back in June '02 they
 5 better figure out how to comply with that agreement or
 6 they run the risk of termination. Now, what's
 7 particularly incredible about the letter agreement is,
 8 tab B, in paragraph 1C it says, if they don't pay me,
 9 pursuant to the agreement above, the options, if they
 10 don't compensate me with that, I can terminate the
 11 license agreement. That's what the letter agreement
 12 says, and there are no notice of --
 13 MR. KAPLAN: You can do that, just, anytime.
 14 MR. HARTMANN: There's no protections there.
 15 Now, license agreement has protections. It has a six
 16 month safety net to recoup their investment by using
 17 the IP, but there's no such provision in the letter
 18 agreement. So, we've had three years of excuses form
 19 Stelor, since June '02, it's now almost June '05. We
 20 don't have an option agreement. What's my client
 21 supposed to do, Judge? How patient is he supposed to
 22 be? At what point can he draw the line? We gave them
 23 notice back in November. They're in breach. They
 24 didn't even have to on that particular issue. The
 25 other key, I think most important, is the audit. The

1 audit is probably the most material provision in any
 2 license agreement because you're relying on the
 3 licensee to go out and develop your stuff, sell it,
 4 and pay you a royalty on it. That's supposed to be a
 5 money tree for you. They're supposed to pick off your
 6 percentage of the trees and send it over and you put
 7 them in the bank. But if you're in the blind, how do
 8 you know that what they're doing's confident, and how
 9 do you know that they're being fair and paying you
 10 what they should pay you? So you have an audit. We
 11 requested an audit again back in November, several
 12 months ago. First they said no, you're not entitled
 13 to an audit, then maybe you are, then we got questions
 14 about well, what's the scope of the audit. And we
 15 said gee, take a look at the license agreement. It
 16 specifically defines the scope of the audit, and
 17 that's the problem. Stelor doesn't look at the
 18 license agreement, they don't give it any respect.
 19 The e-mails that we attached reflect that we asked for
 20 a date for that audit, five, six times, Judge. We'd
 21 get responses, well how about this. Never, ever did
 22 we get a date, and even the cure letter that we got,
 23 tab 7, Mr. Kaplan's law firm says by the way, we're
 24 waiting for you to send us a letter before we give you
 25 a date for the audit, well, come on. We've been

1 waiting for months and months and months. We need to
 2 have a date. We can't go do this unless you give us a
 3 date. In fact, I think Mr. Kaplan's firm's letter
 4 says, specifically, tab 7 there, as soon as you give
 5 us a list of what documents you want to look at then
 6 we'll cooperate. It's, like, another condition. It's
 7 an if. Judge, they're obligated to do this. They
 8 don't get to impose conditions on us. We're tired of
 9 getting conditions. Our client has had enough of
 10 these people. He's waited a long time. He's given
 11 them a lot of rope, they keep hanging themselves.
 12 Another critical breach, and you know, Your Honor, I
 13 think that these things all are things that are going
 14 to go to trial. I think that the proper thing to do
 15 here is deny the injunction and have a trial and let
 16 the jury sort out who's right or wrong in this, and by
 17 the way, we'll offer right now, let's expedite the
 18 trial. Let's have a trial in six months, two or three
 19 months of discovery, have one month of experts if
 20 necessary and let's go to trial, let's do it. My
 21 client's more than happy to do that. To put the
 22 context of the audit into perspective you need to know
 23 about the merchandising that we've discovered, and
 24 that particularly relates to I-Tunes (phonetic) and
 25 Cafe Press (phonetic). There's also the website,

1 which is a form of merchandising because those six
 2 hundred thousand registered users, they have
 3 commercial value, and we don't know whether that's
 4 been monetized, and those ten thousand kids on the
 5 domain name everyday, those are people who come to
 6 that website. That's extremely valuable. My client
 7 can convert that in a short period of time to six
 8 figure income with very little sweat. Just having
 9 that traffic, your website is extremely valuable in
 10 today's internet industry. So, I don't know what
 11 they've done to monetize that. Probably nothing, and
 12 that's a problem, that they've done nothing to
 13 monetize that, but that's another story. In terms of
 14 the contents, my client learned that they were selling
 15 these times on Cafe Press, and you can go to
 16 CafePress.com and you can get your Googles hat, you
 17 can get your Googles coffee mug, and I'll put this
 18 into evidence after, you know, doing some
 19 housekeeping, Your Honor, but you can see that on the
 20 Googles coffee mug, that's got all the Googles
 21 characters. Those are Steve Silver's characters.
 22 Those are his original rendering of those characters.
 23 It's got the website on there. Here's a nice baseball
 24 shirt, same thing. Here is a mouse pad, one of my
 25 favorites, the mouse pad. This is Mr. Silvers's

1 rendering of a spaceship. now, what is particularly
 2 interesting, and if you look at the declaration we
 3 filed with Kevin LeBossier (phonetic) on the exhibits
 4 to that, the website specifically says, I meant to
 5 bring you a notebook, but this is exhibit B to the
 6 LeBossier declaration. Two interesting things about
 7 that. On the second page there, it specifically says
 8 form Stelor Productions. Now, Mr. Earig filed a
 9 declaration saying it's unauthorized, it's
 10 counterfeit, something like that, but when you look at
 11 that it sure appears that Stelor Productions provided
 12 them with the artwork to put on this merchandise.
 13 They didn't create some kind of corporate espionage to
 14 get it. It's been out there since 2004. We spent
 15 about eighty-five bucks on this merchandise, the money
 16 has to go somewhere. Never has it showed up on a
 17 royalty statement and we can't get an audit to figure
 18 it out because they won't give us a date. I think
 19 even more compelling, Your Honor, is the I-Tunes
 20 merchandising, and that's in the Kevin Lebossier
 21 declaration along with the web pages, and what you
 22 have is you have about thirty songs. I mentioned
 23 before that the Googles started out with this live
 24 show. It was thirty songs. I think fifteen are in
 25 English, fifteen in Spanish, there's a Cd in each

1 language. You can go to I-Tunes, you can search, you
 2 find these songs, and you can download them, and you
 3 pay, or you can buy the Cd, and you pay, and if you
 4 look in our notebook, we have nine, we have the
 5 I-Tunes stuff. You'll see that the success of those
 6 songs has been substantial. They're in the top seller
 7 list in the UK and the Netherlands. We have
 8 information that it's a top five song in Spain, and we
 9 also provide in the notebook a receipt that was
 10 provided to Mr. Silver, showing that somebody
 11 purchased, somebody downloaded those songs from
 12 I-Tunes in August of '04. We never knew about that.
 13 We never got paid a royalty on that. We never got a
 14 sale reported to us, and that takes me to the issue of
 15 the royalty statements, and this is another key
 16 material provision that is in the license agreement,
 17 which is also in the settlement agreement, which they
 18 were provided with notice on. The royalty statement's
 19 very specific, Judge. Take you to a paragraph of the
 20 agreement, tab A, paragraph three lays out the
 21 requirement for a royalty statement. It says you've
 22 got to give us the details on how many units there
 23 are, where they are, what the product numbers are, and
 24 even if there's no sales, you have to report all this
 25 stuff because you have tell us what countries the

1 activity is going on. Now, if you go to our tab ten
 2 in the notebook, you're going to see what Stalor calls
 3 a royalty statement, Judge. It's a joke. Mr. Esrig,
 4 I think in July of 2004, signed all the royalty
 5 statements for 2002 and 2003. Then in November of
 6 2003, he signed the royalty statements for the last
 7 quarter of 2003, even though it wasn't even over yet.
 8 These are nonconforming royalty statements. They are
 9 in breach of the agreement. They don't provide the
 10 type of information that they have to. I don't know
 11 whether they're lazy, or they don't care, or they
 12 can't do it, or they can't do it, I don't know, but
 13 Mr. Silvers has had enough. Since June 2002 they
 14 haven't given one conforming royalty statement, and
 15 the agreement specifically says in paragraph three,
 16 tab 1, even if there's not a sale, you've got to tell
 17 us. If Mr. Esrig is out there giving this stuff away
 18 he's got to tell us about it, and he hasn't done it.
 19 Now, what's interesting about the cure letter as we
 20 call it, that was sent from Mr. Kaplan's firm on April
 21 29th, they enclose a royalty statement for the first
 22 quarter of '05. Again, it's not conforming, does not
 23 address the information that they're required to in
 24 the agreement. It does not list the countries, and
 25 it's not certified as it's required to be under the

1 agreement. We also have the problem of you won't find
 2 a royalty statement at all there for the last two
 3 quarters of 2004. Now, if we're gonna hear from Mr.
 4 Kaplan in rebuttal, or something from Mr. Esrig that
 5 we weren't selling this stuff, we were just giving it
 6 away. Judge, we want a divorce. They can't just go
 7 out there and give our stuff away, that's not the
 8 deal. In fact, under the agreement, they have a
 9 specific obligation to exploit and utilize that value
 10 of the IP with commercial reasonable standards.
 11 Giving stuff away is not commercial and reasonable.
 12 Now, we talked about the samples. Yes, we go two of
 13 the CDSA. That's about it. We haven't got any other
 14 samples of any other merchandise, and we haven't had
 15 samples like you just saw. That is basically a sample
 16 of the Googles IP that you just saw, the trailer.
 17 That's a method by which the Googles IP is being used
 18 to promote and sell licensed product. We're entitled
 19 to see that. We're entitled to be provided with the
 20 samples. In the letter we got, the cure letter, after
 21 the termination, it was still if you withdraw the
 22 termination notice then we'll let you come over and
 23 see the samples. Another condition. Conditions,
 24 conditions. Judge, they're not allowed to impose
 25 conditions on us. They have an absolute obligation to

1 do this stuff. They haven't done it. They haven't
 2 done it since June '02. Frankly, they should have
 3 been terminated long ago. I want to talk about the
 4 notice issue because they're making a big deal of
 5 that, and the interplay between the three agreements.
 6 Keep in mind, we have a license agreement and a letter
 7 agreement in June 2002. We were hear in the first
 8 lawsuit because the parties disputed about who was
 9 doing what, and there were lawsuits, and we filed a
 10 counter claim, and then we had to settle. It's in the
 11 notebook here, Judge, we've gone by the book in
 12 terminating them. Under the license agreement, while,
 13 before the suit was filed, I think, certainly while it
 14 was pending, we gave them a notice of termination,
 15 it's tab 4, it's not hidden purpose. We gave them a
 16 notice of breach, and this is what paragraph nine of
 17 the license agreement says, you really have to look at
 18 that, Your Honor. It says that if we believe they're
 19 breaching, we have to give them notice and they have
 20 sixty days to cure. In tab 4 that's what we did, and
 21 it was November '04. They did not cure. So then we
 22 went to step two, and we gave them a notice of
 23 termination. That's the next step. When we reached
 24 the settlement agreement, Mr. Silvers withdrew the
 25 notice of termination, without prejudice, of course,

1 but he never withdrew the notice of breach. That was
 2 still there. It was still active. They were still on
 3 notice that they needed to cure, and, frankly, what
 4 the settlement agreement's about, Judge, it's kind of
 5 giving them extra time to cure this stuff because if
 6 you look in the settlement agreement, you'll see in
 7 the whereas clause, and certain provisions there, it
 8 specifically talks about as long as the license
 9 agreement is in effect it contemplates that there
 10 would be a termination if Stelor does not comply with
 11 the settlement, and it talks about if Stelor complies
 12 with every provision of the settlement agreement,
 13 then, the breaches shall be cured. Well, nobody was
 14 saying they were cured because notice of breach was
 15 still alive. It was still out there. It was
 16 specifically not withdrawn by Mr. Silver so we would
 17 not have to reinvent the wheel on the sixty day
 18 notice. Now, it's a also very important to note that
 19 what they're asking you to do is reinvent the wheel.
 20 They're asking you to put in a provision, in the
 21 settlement agreement, that has a sixty day notice of
 22 cure provision. It ain't there, Judge. The parties
 23 didn't discuss it, it wasn't agreed to. There are
 24 some time tables for them to do things, and everything
 25 else will be a reasonable time. A reasonable time

1 went by, they didn't get these things done. It was
 2 time to terminate those. The idea, really here, was
 3 Stelor had another chance to cure their breaches under
 4 the two agreements, the license agreement and the
 5 letter agreement, and that's all codified, if you
 6 will, in the settlement agreement, and as long as they
 7 comply with those provisions in the settlement
 8 agreement, that would be deemed a cure, but they
 9 didn't comply. So, they never cured. We don't have
 10 to go and start another sixty day notice, Judge. We
 11 didn't agree to that. It's not in any of the
 12 documents that you've seen in front of you. They just
 13 want to add this, they want you to add that provision
 14 to the settlement agreement, obviously, because it
 15 helps them. Now, the one other area that's in the
 16 settlement agreement that's new, that wasn't in the
 17 license agreement or the letter agreement. It's a new
 18 breach, if you will, and that is Stelor's obligation
 19 to pay advance royalties to Mr. Silvers. The deal
 20 there was they were gonna pay six thousand dollars a
 21 month for advance royalties, to be credited against
 22 future royalties that he would be paid by Stelor. As
 23 reflected in the declaration, they were late all the
 24 time, and Mr. Kaplan's right, they did send a check to
 25 the wrong party on one occasion.

1 THE COURT: Let me interrupt you for a moment,
 2 Mr. Hartmann, so I can understand this. As I
 3 understand it, it's your contention that the
 4 settlement agreement, paragraph three, wherein Silvers
 5 withdraws his notice of termination of the license
 6 agreement, and reaffirms his obligations under the
 7 license agreement, but that does not pertain to
 8 November 12th, 2004 that you're characterizing his
 9 notice of breach.

10 MR. HARTMANN: That's correct. That's what the
 11 license agreement characterizes it and that's what the
 12 letter says. If you look at it, it says notice of
 13 breach.

14 MR. KAPLAN: Your Honor?

15 THE COURT: It says in the letter, according to
 16 your tab 4, that Mr. Silvers will exercise his right
 17 to terminate unless Stelor cures the following
 18 breaches within sixty days, and, to your contention,
 19 that's not a notice of terminating him?

20 MR. HARTMANN: No, no. You've got to go to
 21 paragraph nine. It's a two step process. Step one is
 22 tab 4. You're in breach, you have sixty days to cure.

23 THE COURT: What's the paragraph in the license
 24 agreement?

25 MR. HARTMANN: Paragraph nine. They're Roman

1 Numerals, Judge.

2 THE COURT: Right, so--Where's the January 12th?

3 MR. HARTMANN: That's tab 5 in our notebook.
 4 That's after they failed to cure, within sixty days,
 5 we sent the termination notice. Certainly, the
 6 license was operative between tab 5, tab 4 and tab 5
 7 letters, because they had the right to cure within the
 8 sixty days. If they did everything was honky-dory.
 9 It's, the --

10 THE COURT: So, is it your position, let me see
 11 if I understand your position. It's your position
 12 that settlement agreement return the situation to the
 13 position it was on on January 12th, which is, sixty
 14 days had elapsed from the notice of breach, but no
 15 notice of termination letter had been issued. So,
 16 that in the wake of this settlement agreement, the
 17 only thing that was necessary to terminate at that
 18 point was, on no notice, to issue the termination
 19 letter?

20 MR. HARTMANN: No. What was necessary was for
 21 Stelor to breach the settlement agreement.

22 THE COURT: But your pretension is that the
 23 breach letter had already been sent on November 12th?

24 MR. HARTMANN: The notice of breach that was
 25 required before, yes. Cure period, it had already

1 expired.

2 THE COURT: So, the settlement agreement, in
3 effect, meant that there was no cure period, the cure
4 period had already lapsed, and so the parties returned
5 to the situation that existed on January 12th? That
6 is, notice of breach had been delivered, sixty days
7 had lapsed, and therefore, there is no remaining time
8 on which to allow the plaintiff to cure any defects
9 because the sixty day period had already passed.

10 MR. HARTMANN: No, Your Honor. The settlement
11 agreement, let's start out with the whereas clause,
12 and you'll see exactly what I'm talking about. In the
13 whereas clause, it's on the first page, tab 3 of the
14 settlement agreement, says quote, "Whereas, Silvers,
15 on January 13th, sent a notice of termination of the
16 license." That's the same term that's used in
17 paragraph three, a notice of termination in January.
18 That's what he would do.

19 THE COURT: I fully understand.

20 MR. HARTMANN: You don't understand?

21 THE COURT: I fully understand.

22 MR. HARTMANN: Okay. Now, if you go down, it
23 says whereas the parties intent. At the full
24 performance by each party under this obligation that's
25 under this agreement.

1 THE COURT: Where are you reading?

2 MR. HARTMANN: The whereas clause, second from
3 the bottom, on page one, tab 3 of the settlement. This
4 was the deal, as long as they were performing under
5 the settlement, that would constitute a cure, and when
6 they fully performed under the settlement agreement,
7 it would be cured. So it's the breaches of the
8 settlement agreement that allowed us the right to
9 terminate them. And I think that the governor, to the
10 extent that you're concerned that there's no governor.
11 We can kind of unilaterally pull the trigger on him.
12 There is a provision here, I'll find it in a second,
13 where the parties were limited in the sense that they
14 had to work in good faith. There's a complaints
15 department. We also set up channels so that the
16 parties can talk directly because that was a bone of
17 contention, but, I mean, as reference here somewhere,
18 the idea is that the parties had, 'cause if in
19 Florida, you don't have that obligation anyway, and
20 that is the obligation of good faith--So, the parties
21 accepted, but they had to operate in good faith, and
22 you know, they did, for a time. Very last page, page
23 ten. I mean, the position, Your Honor, is that my
24 client can't sit around forever waiting, waiting,
25 waiting. We've been waiting since June '02, and we

1 waited since the settlement agreement. We had a
2 notice for the audit, things like that, out there
3 since November. We've had a notice of breach out
4 there since November and we're still dealing with the
5 same problem. At what point is the court gonna say
6 no, Mr. Silvers, you're gonna have to say four weeks,
7 two days, and six hours more you have to wait, and
8 where do you draw the line here? We were reasonable
9 here. We gave it a lot of thought. You know, we just
10 decided, the client decided, let's get a divorce.
11 Let's go on, let's do it ourselves, see what we can do
12 ourselves. Enough is enough. As for some of the
13 irreparable harm issues raised, the reason we didn't
14 address that in the brief is that in the Burger King
15 cases, and the like cases, remedy to have is damages,
16 and whenever you have a remedy of damages, you don't
17 have irreparable harm. I just want to address some of
18 the things. First of all, go back to your chambers,
19 type in StelorProductions.com. You'll see their
20 website. That's the same website they've always had.
21 The sam website you would get if we had our domain
22 name open, and you went to Googles.com, you went
23 immediately to their website.

24 THE COURT: I don't think I'm permitted to do
25 that. I can only review evidence that's in the

1 record.

2 MR. HARTMANN: Okay. I just didn't understand
3 what they were saying when they said they were shut
4 down. They're perfectly capable of doing business.
5 This technology they have is perfectly capable of
6 being utilized some other way than using our Googles
7 IP. If they have six hundred thousand registered
8 users, they're perfectly capable of using that
9 information to generate some kind of business, it's
10 just not gonna be with our little guys, our little
11 characters. We don't want them to have them anymore.
12 We're entitled to get them back and see what we can do
13 with them ourselves. They do have their safety net,
14 under the agreement, paragraph ten, where they're
15 allowed fro six months to use that intellectual
16 property to the extent that they are the certain
17 requirements they have, which they haven't met, yet,
18 but the to the extent that they're continuing to
19 modify their project, that's why we didn't sue them,
20 and ask the court to shut down from going to the trade
21 show. We're trying to figure out, you know, what they
22 can do within the parameters of these post termination
23 protections that they have. That's specifically there
24 to help them avoid irreparable harm. On the
25 irreparable harm issue, you know, if we sue Google,

1 that's irreparable harm, Judge. You've got to look at
 2 the settlement agreements specifically on that because
 3 Mr. Kaplan just misquoted that. What the agreement
 4 specifically says, paragraph eighteen, tab three of my
 5 notebook, "The parties hereby agree that there is
 6 adequate remedy of law in the event that either party
 7 negotiates or settles the disputes with Google Inc.
 8 without the other party." The disputes, the disputes,
 9 when you look at the settlement agreement, have to do
 10 with PTO proceedings, patent trademark office
 11 proceedings, that Stelor filed against Google, Google
 12 filed against my client, there was a bunch of mess up
 13 there, everybody was suing everybody, and I think all
 14 those cases have gone away. In fact, we have a
 15 problem with that because the opposition, apparently,
 16 was dismissed, you know, Stelor was supposed to be
 17 handling that, and the opposition was dismissed. We
 18 didn't put them on notice of that so I'm not traveling
 19 on that today, and I'm a little bit unsure about how
 20 it was dismissed, and the circumstances there. I
 21 don't want to hang our head on that, but this, Your
 22 Honor, talks about attempt to negotiate with Google
 23 Inc. My client's not negotiating with Google, my
 24 client's suing. We're trying to protect our turf.
 25 What happened is Google Inc. filed a trademark

1 registry seeking to go into using their marks for
 2 class sixteen, which includes children's books, just
 3 like that one up there, and we say that's our turf.
 4 You cannot take your Google Inc. trademark and tread
 5 on our turf, and we're filing, filed a lawsuit to
 6 protect our turf. That was paragraph eighteen that
 7 Mr. Kaplan told you supported you granting an
 8 injunction in this case. It's absolutely inapplicable
 9 to this Google Inc. lawsuit. This refers to the
 10 disputes, which are referenced to throughout the
 11 agreement as the PTO proceedings, and it refers to the
 12 negotiation for settling of those disputes which is
 13 not what a lawsuit's about. We have filed a lawsuit.
 14 We're not negotiating. We're not settling. If that
 15 point in time ever comes, whether or not Stelor has an
 16 interest in that will be an issue to be resolved, but
 17 for purposes of the injunction, nobody's agreed to
 18 have an injunctive relief based on filing a lawsuit
 19 against Google Inc. and to ask this court to keep us
 20 from filing a lawsuit sounds extraordinary. Judge, I
 21 know you've been very generous with your time and have
 22 already missed lunch. I think the case could be
 23 resolved based on the legal parameters of the Burger
 24 King case and the State of Florida cases. I think the
 25 difference between the cases they're citing and saying

1 those reversed them and that disproved the cases. I
 2 looked at them in the notebook they handed me this
 3 morning. Form what I could see in those cases, it was
 4 not like our case. those cases did not involve a
 5 terminated agreement. In fact, the McDonald's case,
 6 McDonald's was the plaintiff and McDonald's got an
 7 injunction against the defendant using the McDonald's
 8 trademarks. So, I don't understand how that reverses
 9 the Burger King case. Now, Mr. Silver hasn't seen a
 10 dollar in three years. He's bent over backwards. He
 11 hasn't seen samples. He hasn't had-- He hasn't had a
 12 fair royalty statement that supports the settlement,
 13 he didn't get his option agreement. He hasn't gotten
 14 all the stuff he bargained for back in 2002. Here we
 15 are 2005, it's time, Judge, you know, they're
 16 divorced, and don't think the court can order them to
 17 get back into bed together. It's not going to happen.
 18 I don't think that's why the case law is the way it
 19 is. It recognizes the futility of doing all that.
 20 Now, you know, we can go back and forth into total
 21 quagmire, as to who's right and who's wrong on this
 22 contract. I think because what they're trying to do
 23 is go back and recreate the status quo of a few weeks
 24 ago. That's a mandatory injunction. They're trying
 25 to make us do something that we wouldn't otherwise do.

1 They're not trying to prevent us from doing something.
 2 We already did it. They're trying to make us do
 3 something. They have a heightened standard, and with
 4 all this he said, she said, breach of contract, oh, we
 5 promise to give you the option agreement, oh, we would
 6 have given you the audit if you had given us a list.
 7 They have an excuse for everything. For you to enter
 8 a preliminary injunction based on that kind of
 9 equivocal, and I do believe it's equivocal, I think
 10 that we were thinking about moving for a continuance
 11 to take discovery on this issue so we could firm it
 12 up, but we decided to go ahead with it. I think there
 13 is some urgency here, but was Mr. Silvers right when
 14 he terminated them? Are they going to prove today,
 15 based on this record, that by clear and convincing
 16 probability of likelihood of success, and I just don't
 17 see that. There's two sides to the story, and at the
 18 worst situation it's a close call, but, frankly, we
 19 think we have the far better side of that, and we're
 20 confident about going to trial. We think it is an
 21 issue for trial, and we would ask that the court
 22 expedite that trial, and let's get it done. Thank
 23 you, and any questions if you want to go ahead and
 24 ask. I know I don't have to invite you.
 25 THE COURT: On to reply.

1 MR. KAPLAN: Thank you, Your Honor. I think the
2 divorce analogy that Mr. Hartmann kept using is very
3 apt, but a spouse ripping up a paper doesn't make a
4 couple divorce. My understanding is that you have to
5 have a court order before any divorce is effective,
6 and that's exactly what they're trying to avoid here,
7 any court determination about the validity of their
8 termination before they can seize the property and put
9 Stelor out of business they've engaged in self help,
10 they've taken unilateral action as if their
11 declaration of a default of a termination means that
12 the agreement is terminated, it's not. The argument
13 begs the question, Your Honor has to assess the
14 validity of the termination, and I think Your Honor is
15 characterization of their position on the notice issue
16 was exactly on point. If you accept their
17 characterization, parties were in breach at the time
18 the settlement agreement was entered into, and they
19 could terminate at any time, if we made one slip-up,
20 if we forgot to send a check, if a check got lost in
21 the mail, any of the numerous uncertainties or
22 confusions that could have occurred over what Mr.
23 Hartmann admits is a complicated agreement, quagmire,
24 as he put it, where two parties have a history of a
25 pretentious relationship, that can't be the case.

1 Even if they're gonna take that position, and even if
2 Your Honor could ignore the express provisions of the
3 settlement agreement, which would draw the notice of
4 termination and go one step further. It would draw
5 the notice, and Mr. Silvers reaffirms his obligations
6 under the license agreement, having reaffirmed his
7 obligations under the license agreement, he can't take
8 the position that there was still a breach, that he
9 still was released from performing certain
10 obligations, including the critical obligation of
11 notice, and if they're gonna make that then certainly
12 there's a waiver under these facts of a prior notice
13 of termination, and I cited those cases in footnote
14 four of my reply. It's like a mortgage where the
15 lender issues a default notice, and then there's a
16 resolution and a reinstatement, those case are all
17 clear that the lender can't bend willy-nilly,
18 foreclose based on a prior default. They gotta issue
19 a new default, re accelerate, and that's clearly what
20 is required here, too. There's nothing in that
21 settlement agreement that contemplates, this is Mr.
22 Hartmann's phrase, that there would still be a
23 termination under the prior letters if the breaches
24 were not cured. I think he's taking a highly
25 technical position about what the notice of

1 termination is under the license agreement. Referring
2 back to the license agreement, the notice of
3 termination is sixty days written notice to the party
4 that the termination will occur. The notice of
5 termination is the November letter. That is what was
6 withdrawn under the settlement, and not only that,
7 remember the lawsuit, the prior lawsuit modified the
8 express language of the settlement agreement and
9 refers to the January 13th notice of termination and
10 does not, is silent on the November 12th notice of
11 breach letter. He points to the general whereas
12 clause in the beginning of the agreement. Those
13 whereas clauses also make clear that the parties wish
14 to resolve all of the foregoing disputes, and remember
15 this was accompanied by a mutual dismissal with
16 prejudice of the lawsuit raising all of these claims.
17 They counter-claimed the prior lawsuit, so there's a
18 dismissal with prejudice that's got res judicata
19 effect over them trying to raise all of these prior
20 breaches as well. Then there's --

21 THE COURT: Where's that dismissal with prejudice
22 one?

23 MR. KAPLAN: It's attached to Mr. Esrig's
24 declaration. I apologize, I misspoke, it's a
25 dismissal without prejudice. It is without prejudice.

1 MR. HARTMANN: Settlement agreement, paragraph
2 twenty.

3 MR. KAPLAN: And the dismissals are attached
4 behind exhibit D, but clearly, Judge, if they were
5 gonna leave this open, they would have kept the
6 lawsuit alive for the court to continue to monitor and
7 enforce the settlement which wasn't done. And again,
8 the express provision in paragraph three of the
9 settlement makes clear that Silvers withdraws his
10 notice of termination with the license agreement. It
11 doesn't refer to a specific date, November 12th or the
12 January 3rd letter, that's in the general provision of
13 the whereas clause. It refers to the notice of
14 termination of the license agreement.

15 THE COURT: Where are you getting this?

16 MR. KAPLAN: I'm getting to paragraph three of
17 the settlement agreement, which is behind tab two in
18 my binder, you're looking at his binder. He withdrew.
19 The whereas clause of the settlement agreement only
20 speaks to the January 13th notice of termination, and
21 where the paragraph three of that settlement agreement
22 he's silent on a date. You would think that the
23 reference again, to the notice of termination would
24 pertain to January 13th, previously referred to notice
25 of termination. It's characterized the same way. Two

1 points, Judge, any uncertainty about that is clearly
2 addressed by the next phrase of paragraph three, Mr.
3 Silvers reaffirms his obligations under the license
4 agreement, not subject to compliance with this
5 agreement, there's no paradox there. He unilaterally,
6 he entirely, and without reservation, reaffirms his
7 obligations under the license agreement.

8 THE COURT: That's, at best, ambiguous as to
9 whether or not he needs to provide another sixty day
10 notice of breach.

11 MR. KAPLAN: I don't admit that, Judge, and the
12 reason I don't admit it is because when you refer back
13 to the license agreement and article nine, which is
14 the termination provision. That provision makes clear
15 what a notice of termination is, it includes the sixty
16 day period. So, by definition under the license
17 agreement, if the notice of termination is withdrawn,
18 the notice can only be retriggered by providing that
19 sixty day notice in writing with an opportunity to
20 cure, and that's exhibit A to our complaint, page four
21 of the license agreement, article nine.

22 THE COURT: It appears that we are dancing on the
23 head of the term notice, and it appears me that the
24 license agreement when it speaks to the term notice,
25 talks about what you are now characterizing as notice

1 of breach. It seems unfortunate that the settlement
2 agreement talks about notice of settlement, excuse me,
3 notice of termination, and the express context of what
4 you are now saying is not notice of breach, that is
5 January 13th letter. Let me restate that for everyone
6 so we can be very clear on what I'm saying. I'm
7 saying that it's unfortunate that the settlement
8 agreement talks about January 13th letter being notice
9 of termination. What you're now saying, and what the
10 license agreement in paragraph nine seems to reflect,
11 is that the January 13th letter is not the notice of
12 termination called for in the license agreement,
13 rather, it is a, the January 13th letter seems to be
14 more a termination letter with the notice of
15 termination being November 12th letter.

16 MR. KAPLAN: Judge, I think there's one thing
17 that also supports our position, too. The January 13th
18 letter expressly references the November 12th 2004
19 letter, and I think it's clear that it's a, you have
20 to accept their position, it's a two part project.

21 THE COURT: Would you run that by me again?

22 MR. KAPLAN: Yeah. The January 13th 2005 letter,
23 it's exhibit, it's attached exhibit C to the
24 complaint, the April 27th 2005 letter.

25 THE COURT: Is that in any of the tabs? Is the

1 January 13th letter in your binder?

2 MR. KAPLAN: Yeah. That's tab five in the silver
3 binder. That letter, in the first paragraph, that's
4 the last sentence, references the November 12th 2004
5 letter, recognizes that that's a critical part of the
6 termination process.

7 THE COURT: That again, talks about notice of
8 breach.

9 MR. KAPLAN: But if you look at the November 12th
10 letter, it talks about termination, that's tab --

11 THE COURT: I agree with you. I agree with you,
12 in some regards, sadly, the terminology that was used
13 in the settlement agreement, there is argument on the
14 other side that it specifically says the January 13th
15 letter is withdrawn, the notice of settlement, excuse
16 me, it says that the January 13th letter is a notice
17 of termination, and then it goes on to say that the
18 notice of termination is withdrawn, but it doesn't
19 talk about what really is the notice of termination
20 letter, which is the November 12th letter.

21 MR. KAPLAN: But it does say, in that same
22 provision, that Silvers reaffirms his obligations
23 under the license agreement.

24 THE COURT: I understand that. That strikes me
25 as being very ambiguous.

1 MR. HARTMANN: Judge, let me verify that if I can
2 on behalf of Silvers, he did because he sent out, he
3 did live up to his obligation because he had already
4 put them on notice. That's what he was obligated to
5 do, and he did that back in November. And I think he
6 court is on to something with paragraph nine A, where
7 the letter that goes out is a notice to the other
8 party in event of breach, and that's the November
9 letter. Notice in the event of breach. That's why we
10 called it in the index of breach letter. The January
11 letter was, frankly, they were terminated at the end
12 of sixty days. We sent them a letter as a formality
13 and a courtesy, but it's not required under the
14 agreement to send them a second letter in sixty days.

15 THE COURT: Well, that's an interesting point,
16 and let me talk about that point for a moment. If
17 yours says that at the end of sixty days that it was
18 terminated and no letter was required to actually
19 terminate it, then your settlement agreement
20 reinstated, actually did nothing because you're saying
21 that at the end of the sixty day period, which had
22 already expired by the time a settlement agreement was
23 reached, that means that the settlement agreement
24 restored the situation to a termination situation.

25 MR. KAPLAN: A pre-termination situation,

1 correct?

2 THE COURT: No, not pre-termination. By your
3 statement, you're saying that it restored it to a
4 termination statement because sixty days had expired.

5 MR. KAPLAN: Judge, in the settlement agreement,
6 excuse me, simply states that the settlement complies
7 with their obligations under the settlement agreement
8 that had reached their need to be cured. So it's
9 specifically saying that we're gonna suspend that
10 termination, and see if you guys can comply with the
11 settlement, and if you don't, then it's gonna be
12 termination mode again, but if you do, it won't be.
13 That's the deal that the parties had gotten.

14 THE COURT: It doesn't say that, and besides, it
15 ain't gonna say that.

16 MR. KAPLAN: It doesn't say that it's gonna be
17 terminated. The settlement agreement doesn't, there's
18 no reference to termination in the settlement
19 agreement. If you don't comply with an obligation in
20 this agreement, it's gonna be terminated effective
21 immediately without notice.

22 MR. HARTMANN: They wanted --

23 MR. KAPLAN: Wait a minute, don't interrupt.
24 It's my rebuttal. Let's assume, Judge, that the
25 settlement agreement didn't say anything about

1 withdrawing the prior termination letters, either of
2 them, it's silent about that. It does reaffirm
3 Silvers's obligations under the license agreement.
4 They can't, there's no way they could come before this
5 court and say that by entering into that settlement we
6 didn't waive the prior termination. That we continued
7 to accept Stelor's performance under this settlement
8 agreement for three months, moving forward, we did all
9 of those things that we've outlined in our
10 declaration. They can't say that we did all that and
11 had the right, if they slipped up in any way, to
12 terminate them immediately without notice. At the
13 minimum, if there's a good faith obligation, which
14 they reference, you've got to apply some reasonable
15 notice provision in there. That comes right out of
16 their own Burger King cases. This, the situation that
17 we're in now, clearly, isn't warranted under any of
18 these agreements, and it's not a situation where he
19 has to sit around forever and wait, like Mr. Hartmann
20 argues. It's a sixty day notice provision under the
21 license agreement. That's the most he has to sit
22 around. We're dealing with a multimillion dollar
23 property here, Judge. They can't legitimately, even
24 if you do find there's an ambiguity, we've got prevail
25 on a waiver argument under these circumstances, look

1 at the cases. There's clearly a likelihood of success
2 on that, and I don't think, again, I think that the
3 settlement agreement clearly reaffirms Silvers's
4 obligations under the license agreement. By doing
5 that, he reaffirms his obligation to provide notice.
6 You can't, this court, with Silvers having reaffirmed
7 his obligation without exception under the license
8 agreement, how can we go back and pick and choose,
9 which of the provisions under the license agreement
10 were in effect or not in effect? We can't. It's got
11 to be all of the provisions in the license agreement
12 including the notice provision. That's the only way
13 to give effect to that phrase in the settlement
14 agreement, and especially since the defaults that
15 they're talking about, at least the ones in their
16 April 27th letter, occurred in April, therefore
17 occurred after the period that the settlement
18 agreement was entered into. Those aren't covered by
19 the prior notice of default, even if it was in effect.
20 They can't rely on those. It's not a rolling default
21 period. If they're going to try and assert new
22 defaults, which is what they do in that April letter,
23 and you can look at it, it's exhibit C to the
24 complaint. The first thing is failed to provide
25 interest in the LLC. That didn't happen until March

1 2005. In reference to paragraph nine of the
2 settlement agreement, failed to pay monthly
3 installments on royalty advances, under paragraph ten
4 A of the settlement agreement, and, again, they
5 accepted payments in April and before as we
6 documented. Failed to pay April 1st monthly advance
7 on royalties for insurance coverage. Failed to
8 cooperate in the audit. Judge, I showed you th e-mail
9 from Gail McQuilkin, renewing the request for an audit
10 at the end of April. There's no breach there anyhow,
11 and with respect to the sample of licensed products,
12 again, Ms. McQuilkin was at Stelor's offices in
13 February of '05. So these are all post settlement
14 agreement defaults, and even if that prior letter
15 stayed in effect, and I don't think it did, it doesn't
16 cover the defaults they're traveling under now. It's
17 a new set of defaults, so they've got to provide
18 notice of those new defaults, and, again, I don't want
19 to lose sight of the fact here, that we provided
20 evidence in this record with respect to each and
21 everyone of these alleged defaults. They're totally
22 unfounded. There's no factual basis for these
23 defaults even if you find that they didn't have to
24 provide any notice and can terminate the agreement
25 effective immediately. So, we're gonna prevail even

1 if we get into the specifics of the defaults, just
 2 their disregarding the paragraphs of the agreements or
 3 record evidence, which we really have. The insurance,
 4 we provided the certificates. The April 1st payment,
 5 I showed you the e-mail acknowledging that it was
 6 sent. The insurance coverage issue, Silvers is
 7 required to document for us what he spends every month
 8 for insurance, health insurance, and we have fifteen
 9 days to provide him the reimbursement, and we never
 10 got that from him. So there's no, these are a bunch
 11 of trumped up defaults. Ms. McQuilkin in her e-mail,
 12 which I referenced, said they were silly. There's no
 13 substance to any of this, and there's no notice
 14 either. Silvers made a blanket reaffirmation of all
 15 of his obligations under the license agreement. If he
 16 wants raise a new set of defaults, then he's got
 17 provide notice of them, and he hasn't done that.
 18 Unless, until he satisfies that requirement, you can't
 19 put their whole company out of business, jeopardize
 20 the whole launch, and again, Mr. Hartmann admitted
 21 that they haven't contested the fact of irreparable
 22 harm, only the law. If they wanted to start it they
 23 should have come in here and sought an injunction
 24 under McDonald's case. That's what they should have
 25 done, but they didn't. They're trying to prevent any

1 judicial scrutiny of the problem here, and an
 2 expedited trial, six months isn't expedited. Six
 3 months from now Stelor's out of business. One month
 4 from now Stelor's out of business. These are narrow
 5 issues, if there's any doubt in Your Honor's mind,
 6 consolidate this preliminary injunction hearing with
 7 the final trial and let's set it thirty days down the
 8 road or shorter. We'll engage in expedited discovery.
 9 There's probably two witnesses, Mr. Esrig and Mr.
 10 Silvers, and let's get the thing tried, but there's no
 11 notice here. There's a clear requirement under the
 12 contracts and if you only look at the defaults alleged
 13 in the April letter, and that's the basis for this
 14 termination, there's no notice of any of those, and
 15 they're not covered by the prior default letter even
 16 if Your Honor's gonna conclude it somehow remained in
 17 effect, which I don't think they can legitimately take
 18 that position based on the agreement and based on
 19 their conduct after the agreement was entered into.
 20 THE COURT: One minute until I respond, one
 21 minute.
 22 MR. HARTMANN: If you look at tab four, which is
 23 the November notice of breach letter, and tab six,
 24 which is the second termination letter, you will find
 25 that those letters have, as a basis for termination,

1 the option, the agreement that we didn't get, the
 2 audit that we never got, the royalty reports that we
 3 complained about, the samples that we complained
 4 about, and you won't find in the first letter anything
 5 about the royalty advances because that happened later
 6 in the settlement, but we are not creating a whole new
 7 world of defaults, in fact, we put things into brief
 8 as I confessed, Your Honor, to show an overarching
 9 pattern by Stelor, but you heard me argue today about
 10 the points that violate the settlement agreement, that
 11 are in those default, in the notice letters, the
 12 termination, it's all there. We're not making new
 13 demands. Now, the final termination letter has extra
 14 things that we're not traveling on today. The
 15 insurance, it looks like they had it all the time,
 16 they just didn't tell us. The document they gave us
 17 showed us that they got insurance, and I didn't get up
 18 here and argue that that was a breach, and whether or
 19 not that was in the termination letter, it wasn't in
 20 the notice letter because we're not relying on that,
 21 we're relying on the key provisions, which are not
 22 technical they're material provisions, audit, royalty
 23 statements, option agreement, which is compensation,
 24 samples, those are key provisions to any
 25 licensor/licensee relationship. Now, Judge, we had,

1 you know, I think we had a duty when we entered in the
 2 settlement agreement to allow Stelor reasonable time
 3 to cure those breaches, I mean, I don't think we ever
 4 trying to say aha, gotcha the day after the settlement
 5 agreement had been terminated, but we didn't have to
 6 go back and do a notice of breach which is what the
 7 agreement requires. I mean, we're required to comply
 8 with the agreements, Silvers verified he would do
 9 that, he had already done that. There wasn't anything
 10 more to do. They're really trying to get you to draft
 11 a new provision in the settlement agreement that says,
 12 if you want to sue us, or you want to terminate us
 13 based on a breach in the settlement, you have to give
 14 us notice and sixty days to cure. That ain't in the
 15 agreement, Judge, and the reason is we never would
 16 agree to that. Now, maybe we would have agreed to
 17 some other provision, but they didn't ask, and we
 18 wanted the stuff to get done quick and we're on them a
 19 lot, we're asking them for this, we're asking them for
 20 that. it didn't get done, so that's where we're at.
 21 Thank you. Judge.
 22 MR. KAPLAN: Judge, if I could just make one
 23 quick point? Hold them to the terms of the April 27th
 24 letter. Now, I ask, Your Honor, to look at Mr.
 25 Esrig's declaration, paragraph twenty-eight, in

1 detail, why each of those alleged defaults is
 2 unfounded. Mr. Esrig's here, if there's any question
 3 he'll testify about that as well. It's all laid out
 4 in that declaration. We're not asking you to put a
 5 new provision in the settlement, we're asking you to
 6 enforce the express provisions in the license
 7 agreement that Mr. Silvers reaffirmed, and I'm happy
 8 to put Mr. Esrig right now, and we'll over each of
 9 those breaches and tell you why they didn't occur, but
 10 I know Your Honor's got that in the declaration, even
 11 if you haven't had a chance to read it yet. I hope
 12 you'll take the matter under advisement, and you have
 13 an opportunity to do that.

14 THE COURT: Very well.

15 MR. BAILIFF: As recording keeping, housekeeping
 16 matters, we have two offered exhibits that I didn't
 17 get. The mug and the shirt.

18 MR. HARTMANN: Your Honor, I don't feel compelled
 19 to make these part of the record. Demonstrative
 20 exhibits are to demonstrate things and they don't
 21 necessarily have to be evidence, I mean, it's up to
 22 the court. Do you want them?

23 MR. KAPLAN: I think they were used as
 24 demonstrative, that's more appropriate.

25 THE COURT: Any objection to taking them all

1 back?

2 MR. KAPLAN: I just want to make sure the court
 3 understands our position on that that Stelor didn't
 4 authorize Cafe Press to sell these products. We
 5 didn't know about it. We didn't authorize it. Judge,
 6 if you please, I had prepared a draft for court
 7 recommendation. If Your Honor would permit me I'd
 8 like to submit it to you as well.

9 THE COURT: Sure.

10 MR. KAPLAN: We would like to submit a purposed R
 11 and R. Thank You, Your Honor.

12 MR. HARTMANN: Thank you, Judge.

13 (Thereupon, the hearing concluded.)

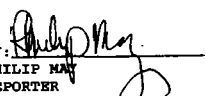
1 CERTIFICATE

2 STATE OF FLORIDA)
) SS.
 3 COUNTY OF ST. LUCIE)

4 I, PHILIP MAY, A NOTARY PUBLIC AND REPORTER OF
 5 THE STATE OF FLORIDA, DO HEREBY CERTIFY THAT THE
 6 FOREGOING IS A TRUE AND ACCURATE TRANSCRIPT OF THE
 HEARING AS REPORTED BY AND BEFORE ME AT THE TIME,
 PLACE AND THE DATE HEREIN BEFORE FORTH.

7 I DO FURTHER CERTIFY THAT I AM NEITHER A RELATIVE
 8 NOR EMPLOYEE NOR ATTORNEY NOR COUNSEL OF ANY OF THE
 9 PARTIES TO THIS ACTION, AND THAT I AM NEITHER A
 RELATIVE NOR EMPLOYEE OF SUCH ATTORNEY OR COUNSEL, AND
 10 THAT I AM NOT FINANCIALLY INTERESTED IN THE ACTION.

11 WITNESS MY HAND AND OFFICIAL SEAL IN THE CITY OF
 12 FORT LAUDERDALE, COUNTY OF BROWARD, STATE OF FLORIDA,
 THIS 1ST, DAY OF JUNE, 2005.

13
 14
 15 BY: 
 16 PHILIP MAY
 17 REPORTER

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