## M7M5rhoC UNITED STATES DISTRICT COURT 1 SOUTHERN DISTRICT OF NEW YORK 2 3 RHODE-NYC, LLC, 4 Plaintiff, 5 22 CV 5185 (LGS) ٧. 6 RHODEDEODATO CORP., et al., 7 Defendants. REMOTE PROCEEDING ----X 8 New York, N.Y. July 22, 2022 1:00 p.m. 9 10 Before: 11 HON. LORNA G. SCHOFIELD, 12 District Judge 13 **APPEARANCES** 14 **ORRICK HERRINGTON & SUTCLIFFE LLP** Attorneys for Plaintiff BY: ROCHELLE F. SWARTZ 15 LISA T. SIMPSON 16 **COOLEY LLP** 17 Attorneys for Defendants BY: MICHAEL G. RHODES 18 **REBECCA GIVNER-FORBES** 19 20 21 22 23 24 25

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(The Court and all parties appearing telephonically)

THE COURT: We are here in the case of RHODE-NYC, LLC v. Rhodedeodato Corp, et al., 22 Civ 5185. This conference is being held on the emergency application from plaintiff. I have looked at your letter, but why don't you speak for yourself and then I will hear from the defendant.

Ms. Simpson.

MS. SIMPSON: Yes. Thank you, your Honor.

So yes, shortly after we concluded our hearing vesterday it seems that defendants despite, on our call with the Court, suggesting that they were willing to work with us to provide some protections and keep them in place while we mediated, something to protect our client's mark from being overrun by defendants' mark, shortly thereafter decided to launch a documentary that they've been talking about in their social media for some time and they were going to launch it today at 3:00. Those announcements appeared mere hours after we finished our hearing. That documentary is titled "The Making of RHODE." It has been talked about quite a bit in the social media over the past two months. There was even an article in Forbes where Ms. Bieber talked about it saying that it is going to be "two and a half years of footage." She goes on to say I want people to lift the hood up and be part of it and see how it started. And then she says this is how I'm going to introduce everything to the world. And that is what's

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going to happen, your Honor. This will, again, be another exercise of defendants' rights that has the risk of superseding and overtaking my client's rights. Everything that will happen after this documentary is aired will confirm that it is defendants that own this mark and not my client, even though my client has superior rights on the mark.

We are concerned about this. Once I found out I reached out right away to the other side, Mr. Hughes, I expressed our concern. He indicated that he would look into it. I didn't hear back from him vesterday. I heard back from him this morning. The response was terse. It was basically we will not delay the video. My ask, your Honor, was not that they not ever show this video, it was simply that they put it off for the weeks that we had discussed to mediate the case. I know that they can do this because they were originally set to launch this video on June 28th, and in the morning they posted that the video was coming out and then, in the afternoon of June 28, they posted that they were not going to release the video any longer because they were adding more behind-the-scenes footage and that it would come out sometime in July. So I know that it can be stopped and I am asking the Court, in keeping with the discussion that we had at the hearing yesterday, to delay the release of this video so that we can have discussions without my client suffering the harm that will certainly ensue from this launch on YouTube which

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THE COURT: OK.

Mr. Rhodes.

MR. RHODES: Good morning, your Honor. First of all, let me express our apologies that Mr. Hughes is not here. He left this morning on a family vacation and is currently on a plane. I will be brief and I have a suggestion that I will make to the Court at the end.

The video is a marketing video, it is approximately 17 minutes long. I personally have reviewed it twice. It has absolutely nothing to do with the plaintiff's business. Its sole focus is how the skin care product line was developed, inspiration, and sort of chronicled the journey that Ms. Hailey Bieber was on in creating her skin care line. If anything, if anyone were to see it, it would alleviate any potential for confusion because it has absolutely nothing to do with clothing.

Secondly, and I know the Court is presumably aware of this, we read with interest this morning the PepsiCo opinion that came out and I would suggest that in light of that opinion and the current state of the record, that the motion for a preliminary injunction should be denied without prejudice at this time.

Thirdly, this current application is essentially a temporary restraining order request to preclude it as a prior

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restraint against us continuing to market and promote our products. There is no injunction in place. Now, I will say in respect and out of my personal deference to this Court, I reached the producer of the video overnight. Mr. Ratner is currently on his honeymoon in Italy. I reached him overnight, I managed to stop any dissemination of the video until we could have a hearing today. I think it is absolutely inappropriate that we are talking about enjoining the continuing marketing of our products which are currently in commerce and being sold but, nonetheless, out of respect for the Court I said hold the thing until we have the hearing. What I would suggest to the Court, if the Court would entertain this, is I will have a link to the video emailed to you immediately and to opposing counsel, and we should conclude this hearing and let you watch it and then you can decide whether or not you think that it should be subject to a temporary restraining order of the kind.

I would note, for the record, that at page 23 of the transcript of yesterday's proceedings the Court noted that in connection with any mediation it was not the Court's expectation that we were going to be abandoning our mark.

The state of affairs today is that we are in commerce, we have products that are being sold to thousands of customers. We are actively marketing and promoting those products. There is no injunction in place. And this is simply a specific form of injunction, a temporary restraining order because it is

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being done in emergency circumstances. I literally had to 2 leave a golf round with my colleague this morning to come 3 attend this hearing. Mr. Hughes is on a plane. And there is 4 no reason we should be doing this in this properly rushed 5 circumstances but, because I trust this Court, I am happy to 6 send you the video now, conclude the hearing, and let you issue 7 an order as you see appropriate. 8 THE COURT: OK. I appreciate that. 9 10 ruling now on the preliminary injunction but it is subject to

Here is what I propose to do. I am going to issue a my viewing the video. So, in other words, I won't put anything on the docket until I have viewed the video and if I keep my view then I will put something on the docket. And if I don't, I won't. So let me do that and bear with me. And, I am sorry to interfere with everyone's plans, I know it is a Friday and I know you have been working hard to prepare not only for our conference yesterday but I presumed and hoped that you would be doling that to see if there would be some way to a mediated result. But, it seems to me that because of this development and, likely, further development, it is probably not realistic to think that waiting a week is actually going to be useful.

So, plaintiff seeks an order preliminarily enjoining defendants from continuing to manufacture or sell its infringing RHODE, selling its RHODE products or using RHODE as a name or mark. "A party seeking a preliminary injunction must

show (1) irreparable harm; (2) either a likelihood of success
on the merits or both serious questions on the merits and a
balance of hardships decidedly favoring the moving party; and
(3) that a preliminary injunction is in the public interest."
N. Am. Soccer League, LLC v. U.S. Soccer Fed'n, Inc., 883 F.3d
32, 37 (2d Cir. 2018).
My holding is that plaintiff is not entitled to a

preliminary injunction because it has not demonstrated a likelihood of success on the merits on the federal trademark claim. And also, in the alternative and on the issue of the plaintiff showing both serious questions on the merits and the balance of hardships decidedly favoring plaintiff, my finding is that on the record the balance of hardships does not decidedly tip in favor of plaintiff.

So that is the summary of my ruling. Let me explain it. Bear with me.

So the first element of the federal trademark claim is that plaintiff has a valid mark that is entitled to protection.

That is undisputed. However, plaintiff's application falters on the second element, namely that "the defendants' actions are likely to cause confusion with that mark." See *Tiffany & Co.*v. Costco Wholesale Corp., 971 F.3d 74, 84 (2d Cir. 2020).

A plaintiff "must demonstrate that the defendant's actions are likely to cause confusion with that mark."

Tiffany, 971 F.3d at 84. Plaintiff's asserts infringement

based on a reverse confusion theory. Reverse confusion exists
where a junior user "selects a trademark that is likely to
cause consumers to believe, erroneously, that the goods
marketed by the senior user are produced by the junior user.
Lang v. Retirement Living Publication Co., 949 F.2d 576, 583
(2d Cir. 1991). "The reverse confusion theory protects the
mark of a senior user from being overwhelmed by a junior user,
typically, where the junior user is larger and better known and
consumers might conclude that the senior user is the
infringer." LVL XIII Brands, Inc. v. Louis Vuitton Malletier
S.A., 209 F. Supp. 3d 612, 666 (S.D.N.Y. 2016).

In determining whether or not there is a likelihood of confusion, Courts in the Second Circuit apply the eight factors from the so-called Polaroid test and they are:

(1) the strength of the trademark; (2) the degree of similarity between the mark and the defendant's allegedly imitative use; (3) the proximity of the products and their competitiveness with each other; (4) the likelihood that the plaintiff will "bridge the gap" by developing a product for sale in the defendant's market; (5) evidence of actual consumer confusion; (6) evidence that the defendant adopted the imitative term in bad faith; (7) the respect of quality of the product; and (8) the sophistication of the relevant population of consumers. And that is from the *Polaroid Electronics* case, 287 F.2d 492, 495 (2d Cir. 1961).

Six of these factors directly relate to the likelihood of confusion. The other two -- good faith and the quality of the defendant's products -- are more pertinent to other issues so let me start with the first factor which is the strength of the mark.

Both parties' mark consists of the same single word which is "RHODE" and this factor -- strength of the mark -- weighs in defendants' favor.

"The first pertinence of the strength of a mark has to do with likelihood of public confusion. The more unusual and distinctive a particular mark, the more likely the consumer will assume, upon seeing it essentially replicated, that the newly observed user is the same as or affiliated with the originally observed user." *Guthrie Healthcare Sys. v.*ContextMedia, Inc., 826 F.3d 27, 41 (2d Cir. 2016). A mark's "strength" is "crucial to the likelihood of confusion analysis" in a reverse confusion case because the plaintiff's well-known association with the claimed mark "makes it much more likely that consumers will assume wrongly that the plaintiff is somehow associated with the defendant's product or has authorized the use of its mark." Lois Sportswear U.S.A., Inc. v. Levi Strauss & Co., 799 F.2d 867, 873 (2d Cir. 1986).

The strength of a mark is based on either or both of two components: "(1) the degree to which the mark is inherently distinctive; and (2) the degree to which it has achieved public

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recognition in the marketplace, sometimes calls acquired strength." That's from *RiseandShine Corporation v. Pepsi Company*, that decision was issued just today by the Second Circuit, that is from page 9 and my page references from here are to the full opinion.

Inherently strong marks receive greater protection. Inherent distinctiveness is assessed using four categories of marks that create increasing distinctiveness and, therefore, protectability: (1) generic; (2) descriptive; (3) suggestive; and (4) arbitrary or fanciful. See Id. As relevant here, a descriptive mark is "one that tells something about a product, its quality, ingredients, or characteristics." Gruner + Jahr USA Pub., a Div. of Gruner + Jahr Printing & Pub. Co. v. Meredith Corp., 991 F.2d 1072, 1076 (2d Cir. 1993). "Descriptive marks are presumptively unprotectable but can acquire a degree of protection if they have acquired secondary meaning, i.e. an acquired public recognition of the mark identifying the source. RiseandShine at 11 and 12. A suggestive mark suggests the product, though it may take imagination to grasp its nature. Id. An arbitrary mark has an actual dictionary meaning, but that meaning does not describe the product, and a fanciful mark is a made-up name. See Id.

So plaintiff argues that its use of "RHODE" as a mark is arbitrary and fanciful because the mark neither describes nor suggests anything about the product, warranting the highest

degree of protection, but under Second Circuit law, plaintiff's
mark is in the category of descriptive because "RHODE" is a
personal name. As plaintiff's co-founders acknowledged, their
clothing brand adopted the name of a Greek mythological sea
nymph "Rhode" known as the Goddess of Rhodes, R-H-O-D-E-S. I
also note that the more common name Rhoda, R-H-O-D-A, is
another spelling of the same first name and Rhode is, in fact,
the middle name of the defendant Hailey Rhode Bieber. Both
surnames and first names are generally regarded as descriptive
terms which require a secondary meaning in order to be
protected, 815 Tonawanda Street Corp v. Fay's Drug Company, 842
F.2d 643, 648 (2d Cir. 1988), and that the plaintiff's mark
does not refer to a real individual does not warrant a
departure from this general rule. See <i>Tonawanda</i> , 842 F.2d
847-48 and Hello I Am Elliot, Inc. v. Sine, No. 19 Civ. 6905,
2020 WL 3619505, at *8 (S.D.N.Y. July 2, 2020).
Because the mark is descriptive, plaintiff must

Because the mark is descriptive, plaintiff must establish that it has a secondary meaning for it to be protectable. Put differently, because the mark is not arbitrary or fanciful, it is important to evaluate whether the mark has acquired distinctiveness in the market and that is determined by analyzing six factors: "advertising expenditures, consumer studies linking the market to a source, unsolicited media coverage of the product, failed success, attempts to plagiarize the mark, and the length and exclusivity

of the mark's use." *Car-Freshener Corp v. American Covers, LLC*, 980 F.3d 314, 329 (2d Cir. 2020). Like the entire Polaroid analysis, each factor does not have to be proved and no single factor is determinative.

We had some discussion yesterday about the constructive use date. The plaintiff is required to show that the mark established secondary meaning before the defendants' constructive use date. It is unclear from the record when that actually was. At the earliest it is February 6, 2020, the date defendants' filed their trademark application for RHODE, and at the latest it is mid-June 2022 when defendants' products entered the market. See *PaperCutter*, *Inc. v. Fay's Drug Co., Inc.*, 900 F.2d 558, 565, (2d Cir. 1990); *Saratoga Vichy Spring Co., Inc. v. Lehman*, 625 F.2d 1037, 1043, (2d Cir. 1980)).

In any event, I'm not going to resolve what the constructive use date is here. I think it is not entirely clear from the record and regardless of the date, it doesn't change my conclusion.

Based on the record before me, plaintiff has not shown that the mark RHODE has acquired a secondary meaning and acquired recognition in the market, that the mark identifies plaintiff as the source.

So, turning to the first factor, advertising, plaintiff has presented evidence that it spent more than \$1 million on brand advertising in 2021 and is on track to

spend about 30 percent more in 2022. The issue I have with that is that I can't tell whether these amounts are significant in the relevant market and I don't have, from the record, a basis for comparison.

Next, consumer study. Plaintiff did not present consumer studies supporting a finding of secondary meaning.

Third, unsolicited media coverage. Plaintiff submitted evidence of unsolicited media coverage. There are several articles but the articles themselves, I don't find, support a finding of secondary meaning.

Sales success. Plaintiff has achieved what it describes as considerable sales success measured in terms of revenues, growing the brand from \$100,000 in sales beginning in 2014 to \$9 million in 2021, and projected sales of approximately \$14.5 million for 2022 and \$20 million for 2023. So. So, based on those numbers, taken alone, it can be inferred that plaintiff has achieved some sales success but the issue I'm having is, again, I'm lacking context. The question here is whether the mark has established its own secondary meaning in the market as is evidenced by sales success, and so the relevant measure to me seems to be, as compared to the market as a whole to the underlying product. In other words, does the product garner a big enough market share to suggest that the mark has taken on its own secondary meaning -- and by market share I just mean in terms of revenue. I can't tell and

don't know if these are infinitesimally small numbers or if they are quite large and impressive numbers. I don't have that context in the record and so I don't have a basis to determine that.

The next factor, attempts to plagiarize the mark.

Plaintiff has not presented evidence of any such attempt.

Finally, length and exclusivity of the mark's use.

"The longer and more exclusive the trade use, the more likely it is that a mark has acquired secondary meaning, and Courts often point to five years of exclusive use of a mark as evidence of secondary meaning." RVC Floor Decor, Ltd. v. Floor and Decor Outlets of Am., Inc., 527 F. Supp. 3d 305, 318

Plaintiff has used its mark since 2014 but the evidence is mixed as to when or how long that use has been exclusive. Plaintiff asserts in its declaration that it is the only company using RHODE standing alone as a clothing brand. Defendants provide evidence that several entities use RHODE or RHODES for similar goods, and when I say "RHODES" it is R-H-O-D-E-S, including 10 for apparel and two more for footwear, and I am referring to and incorporating by reference the defendants' list of entities in their papers.

So, in sum, looking at these factors collectively, they do not -- well, first of all, let me say individually I don't think that any of them individually tips conclusively in favor of plaintiffs and taking them together does not change

the balance. So, based on the evidence at this time, my finding is that the mark is weak and the strength of the mark factor in the Polaroid does not favor a preliminary injunction, and specifically that plaintiff has not shown the likelihood of ultimately proving that its descriptive mark had acquired a secondary meaning at the relevant time.

So let me turn to the other Polaroid factors more quickly. The second is the similarity of the marks. It weighs in favor of plaintiff. This inquiry looks at "how the marks are presented in the marketplace." *Sports Authority, Inc.*, 89 F.3d at 962. Here the two marks consist solely of the single word "RHODE" although, as defendant argues, the brand aesthetic of each party is the virtual opposite from the other and the typefaces and colors used by each are distinct. One notable difference, in particular, is that between the two marks is that the plaintiff tends to use all capitals whereas defendants tend to use all lower case. In any event, I find that the similarity of the marks, that factor tips in plaintiff's favor.

The third factor is the proximity of the products and their competitiveness with each other. "The proximity factor can apply to both the subject matter of the commerce in which the two parties engage and the geographic areas in which they operate." *Guthrie*, 826 F.3d, 39. Market proximity looks at "whether and to what extent the two products compete with each other," considering "the nature of the products themselves and

the structure of the relevant market." *Cadbury Beverages, Inc., v. Cott Corporation*, 73 F.3d 474, 480 (2d Cir. 1996).

This factor favors the defendants. While in a general sense, cosmetics and women's clothing may be related products, they do not serve common functions, they do not compete, they don't share physical attributes, they are not inherently comparable.

The fourth factor is likelihood that plaintiff will bridge the gap by developing a product for sale in defendant's market. Plaintiff points to evidence that defendants intend to bridge the gap into clothing citing statement of Ms. Bieber. In her declaration she disclaimed any such intention and her counsel stated on the record and repeatedly represented to the Court that the defendants have no such intention. Ms. Bieber's declaration states "In the future, I may use HAILEY RHODE for a clothing label. I will not, however, use RHODE alone as a trademark for a clothing line in the United States."

At this stage, prior to any discovery, the record is too thin to support a finding that defendants intend to bridge the gap under the "RHODE" mark and this factor, therefore, favors neither party.

The fifth Polaroid factor is actual confusion. "It is black letter law that actual confusion need not be shown to prevail under the Lanham Act since actual confusion is very difficult to prove and the Act requires only a likelihood of confusion as to source." *Guthrie*, 826 F.3d at 45, *accord Reply* 

All Corp. v. Gimlet Media, LLC, 843 F. App'x 392, 397 (2d Cir. 2021). Nevertheless, "instances of actual confusion resulting from a junior user's use of a mark similar to a senior user's can be powerful evidence supporting a likelihood of confusion. Guthrie, 826 F.3d at 44. I would also note that evidence of actual confusion may also support a finding of secondary meaning. See McCarthy on Trademarks and Unfair Competition, Section 15:11 (5th ed).

Plaintiff presents anecdotal evidence purporting to show actual confusion. I find that this factor is neutral because the specific instances presented are problematic. Some do not reflect confusion about the source of plaintiff's product but, instead, reflect confusion about plaintiff's correct Instagram handle or perhaps contact information. Some do not reflect confusion but, instead, are simply inquiries or observations, or some predate the defendant's launch. And some, which are social media posts, I find, are inherently unreliable.

Let me just make a comment about that.

Unauthenticated social media messages are insufficient to support a finding of confusion. It is widely reported and well known that social media messages, in general, are often manipulated, sometimes generated by companies paid to generate traffic to an account, sometimes sent by fictitious senders, including bots, and sometimes containing insincere messages

created to sew division or some other purpose unrelated to the message.

So, for these reasons, I am finding that the actual confusion factor is neutral.

Bad faith is the sixth Polaroid factor and it is whether the defendant acted in bad faith in adopting the imitative term. As I mentioned, this factor, along with quality of the product, is not highly relevant to the likelihood of confusion analysis. See *Virgin Enterprises Ltd*. 335 F.3d at 151. Rather "a finding that a party acted in bad faith can affect the Court's choice of remedy or can tip the balance when questions are close." <u>Id.</u> Here, plaintiff asserts that defendants adopted the RHODE mark in bad faith after plaintiff denied defendants' request to purchase its marks. At this stage, before discovery, the record is too thin to support any finding of bad faith and therefore I find that this factor also favors neither party.

The seventh factor is quality of the product. This factor primarily affects the issue of harm to the senior user's reputation and is less pertinent to the likelihood of confusion. *Virgin Enterprises*, 335 F.3d at 151. I am considering this factor as neutral also.

Eighth, the buyer's sophistication. Plaintiff argues that online shoppers are less discerning because of the medium.

Defendants respond that consumers of expensive clothing brands

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are sophisticated and careful. I find this factor to be inconclusive on the current record.

So overall, where does that leave us? As the RiseandShine Court pointed out it is a weighing and balancing analysis. Examining all of the Polaroid factors as a whole, I find that plaintiff has not sustained its burden of showing sufficient likelihood of success on the merits to warrant a preliminary injunction. Only the degree of similarity between the parties' marks weighs in favor of plaintiff and that factor is undercut by the fact that the mark is weak without much evidence that plaintiff's mark has acquired distinctiveness through secondary meaning. The lack of competitive proximity between the parties' products also undercuts a finding of likelihood of success on the issue of confusion. To be clear, the fact that defendants are selling skin care products and plaintiffs are selling women's clothing is an important fact in my analysis. The remaining factors are neutral. Plaintiff may well be able to show confusion at some later point but now and on this record I find that it has not shown a likelihood of success on that issue.

I want to address balance of hardships because the standard of what needs to be shown at an injunction is in the alternative, and in lieu of showing likelihood of success on the merits, a plaintiff may prevail by a showing both serious questions on the merits and a balance of hardships decidedly

favoring plaintiff in order to obtain an injunction. See <i>N</i> .
Am. Soccer League, LLC v. U.S. Soccer Fed'n, Inc., 883 F.3d 32
37 (2d Cir. 2018). I'm not making a finding on whether the
plaintiff has shown serious questions on the merits because I
find that the balance of hardships aspect of the test has not
been shown.

"Courts must balance the competing claims of injury and must consider the effect of each party of the granting or withholding of the requested relief." *Winter v. Nat. Res. Def. Council, Inc.*, 555 U.S. 7, 24 (2008).

Here, plaintiff contends that it will continue to be harmed without injunctive relief as it will lose control of the RHODE identity and lose sales to confused consumers.

Defendants contend that they would incur substantial re-branding cost, lost sales, and harm to its goodwill if this Court issues the requested preliminary injunction enjoining defendants from continuing to manufacture or sell its infringing -- allegedly -- RHODE products or use RHODE as a name or mark. These hardships I find do not "decidedly" tilt in plaintiff's favor, particularly where defendants have disclaimed any intent to enter into the clothing market. See Benihana, Inc. v. Benihana of Tokyo, LLC, 784 F.3d 887, 897 (2d Cir. 2015).

Accordingly, for this alternative reason, the preliminary injunction is denied. The denial is without

prejudice. As I have said on the record before me, I have found what I found, I won't repeat it all, but it is without prejudice. It is also subject to my review of the video, as I have earlier said.

So we have a court reporter, there should be a transcript, and I will review the video. As soon as I have, I will issue an order. I will issue an order one way or the other.

So, we are adjourned. Thank you.

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