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14 UNITED STATES DISTRICT COURT
 15 NORTHERN DISTRICT OF CALIFORNIA
 16 SAN FRANCISCO DIVISION

18 TASH HEPTING, GREGORY HICKS,
 19 CAROLYN JEWEL and ERIK KNUTZEN
 on Behalf of Themselves and All Others
 20 Similarly Situated,

21 Plaintiffs,

22 vs.

23 AT&T CORP., AT&T INC. and DOES 1-20,
 inclusive,

24 Defendants.
 25

No. C-06-0672-VRW

**DEFENDANT AT&T CORP.'S
 MEMORANDUM IN OPPOSITION
 TO MOTION FOR LEAVE TO
 INTERVENE AND MOTION TO
 UNSEAL DOCUMENTS [DKT. 133]**

Courtroom: 6, 17th Floor
 Judge: Hon. Vaughn R. Walker
 Hearing: June 23, 2006
 Time: 9:30 a.m.

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1 **I. INTRODUCTION.**

2 Defendant **AT&T CORP.** (“AT&T”) hereby opposes the Motion for Leave to
3 Intervene and Motion to Unseal Documents (“Motion to Unseal”) (Dkt. 133) filed by the
4 *San Francisco Chronicle*, the *Los Angeles Times*, the Associated Press, the *San Jose*
5 *Mercury News*, Bloomberg News and *USA Today* (collectively, the “Press”).

6 The Press should not be allowed to intervene. Its motion does not cite the standards
7 for intervention or explain how the Press might meet those standards. There is no need for
8 the Press to intervene. The Electronic Frontier Foundation, the Center for Constitutional
9 Rights and the American Civil Liberties Union already champion its interests. The Press
10 adds nothing to the mix. Its papers say nothing that the parties and the existing *amici* have
11 not already said.

12 The Press asks the Court to reconsider the very issues it decided at the May 17
13 hearing. Without citing new facts or new law suggesting why that ruling should be
14 overturned, the Press asserts that all sealed information, including classified submissions of
15 the government, must be disclosed to the public. As the Court noted during the May 17
16 hearing, “the best course of action is to preserve the status quo.” Yet, the Press summarily
17 dismisses AT&T’s property rights and the protection of national security, and improperly
18 asks the Court to reconsider its well-reasoned ruling. In so doing, the Press acts as though
19 this issue had not already been the subject of eight briefs by the parties and *amici*, and an
20 order of the Court. Having followed the matter closely but stayed out of the fray until an
21 hour before the May 17 hearing, the Press’s insistence—in papers filed two days after that
22 hearing—that the Court “promptly” unseal all documents rings hollow.

23 Long on platitudes and sound-bite jurisprudence, the Motion to Unseal brushes
24 aside AT&T’s legitimate interest in protecting its trade secrets and the security of its
25 network—as if they were somehow unworthy of standing in the way of a scoop. But the
26 case law takes the opposite attitude, recognizing that the protection of trade secrets is a
27 “compelling reason” not to unseal court records.

28 The Motion to Unseal should be denied.

1 **II. FACTUAL AND PROCEDURAL BACKGROUND.**

2 Plaintiffs filed this action on January 31, 2006. Dkt. 1. On April 5, 2006, plaintiffs
3 filed under seal their Amended Motion for Preliminary Injunction (“Preliminary Injunction
4 Motion,” Dkt. 30). With it, plaintiffs filed, again under seal, the declarations of Mark Klein
5 (“Klein Declaration,” Dkt. 31) and J. Scott Marcus (“Marcus Declaration,” Dkt. 32).
6 Attached to the Klein Declaration were certain AT&T documents that contain proprietary
7 and trade secret information (the “Klein Documents”). (Dkts. 30-32 and the Klein
8 Documents are collectively referred to as the “Sealed Documents.”).

9 Over the next several weeks, the parties and *amici* filed no fewer than eight briefs
10 debating whether the Sealed Documents should remain under seal.¹ On May 17, 2006, the
11 Court held a lengthy hearing on the Sealed Documents. An hour before the hearing began,
12 the Press moved to have all sealed records unsealed. Dkt. 129. Counsel for the Press
13 appeared at the May 17 hearing and attempted to argue the sealing issues. Transcript of
14 May 17, 2006 Hearing (“Tr.,” Dkt. 138), at 3. Coming even later to the party was Wired
15 News, which appeared for the first time at the hearing, without filing a motion. *Id.*

16 At the hearing, the Court noted that “the best course of action is to preserve the
17 status quo” and ordered that “plaintiffs, plaintiffs’ counsel and their consultants not further
18 disclose [the Klein] documents to anyone or any entity without further order of the Court.”
19 Tr. 27-28. Following the hearing the Court ordered that “[a]ll papers heretofore filed or
20 lodged under seal shall remain under seal pending further order of court. Counsel for
21 plaintiffs and AT&T are directed to confer and to submit by May 25, 2006, jointly agreed-
22 upon redacted versions of the Preliminary Injunction Motion (Doc #30) and the Klein

23

24 ¹ On April 10, AT&T filed its Motion to Compel Return of Confidential Documents. Dkt.
25 41. Plaintiffs filed their opposition on May 1 (Dkt. 99) and AT&T filed its reply on
26 May 5 (Dkt. 117). On April 12, AT&T filed its Memorandum in Support of Filing
27 Documents Under Seal. Dkt. 51. Plaintiffs filed their opposition on April 17 (Dkt. 61)
28 and AT&T filed its reply on April 21 (Dkt. 71). In addition, the Center for Constitutional
Rights and the American Civil Liberties Union filed a brief as *amici curiae* seeking to
unseal the Klein Documents on April 24, 2006. Dkt. 77. AT&T filed a brief in response
to *amici* on April 28, 2006. Dkt. 84. These matters were argued May 17.

1 Declaration (Doc #31).” Civil Minute Order dated May 17, 2006 (Dkt. 130; “Minute
2 Order”). The Court declined to hear the Press at that time, ruling that “[t]he court will
3 entertain motions to intervene only on written application therefor with appropriate notice
4 and service on all parties” Dkt. 130, at 2 (emphasis added).

5 Two days later, on May 19, 2006, the Press filed the Motion to Unseal, Dkt. 133.
6 The Press set this motion to be heard on June 23, the time the Court set for hearing
7 Defendants’ and the government’s motions to dismiss.

8 On May 22, 2006, proposed intervenor *USA Today* published copies of materials
9 that it claimed may be “the same as those at the heart of the lawsuit against AT&T.”
10 Declaration of Bruce A. Ericson filed herewith (“Ericson Decl.”), ¶ 2, Ex. A. *USA Today*
11 did so despite the Court’s order that “[a]ll papers heretofore filed or lodged under seal shall
12 remain under seal pending further order of court.” Minute Order at 1.

13 Meanwhile, pursuant to the Minute Order, Plaintiffs and AT&T met and conferred,
14 and reached agreement on redacting the text of the Klein Declaration and the Preliminary
15 Injunction Memorandum. Accordingly, on May 25, plaintiffs filed lightly redacted versions
16 of each (Dkt. 147, 149), mooting in some part the relief the Press seeks.

17 **III. ARGUMENT.**

18 **A. The Press should not be granted leave to intervene.**

19 Courts permit intervention by the press when nobody else has the interest or the
20 means to speak against sealing court documents. But that is not the case here. Plaintiffs
21 (represented by the Electronic Frontier Foundation, “EFF”), and the existing *amici* (the
22 Center for Constitutional Rights and the American Civil Liberties Union, “Amici”), have
23 already argued long and hard against sealing. Whatever else might be said about their
24 arguments, they have not lacked for vigor. Nothing would be served by piling on new
25 intervenors to argue against sealing—particularly when all they seek to do is reargue
26 matters already decided, without even a pretense of offering a fresh point of view.

27 Perhaps because they have nothing new or different to say, the Press neither
28 identifies the applicable standards for intervention, nor explains how it might satisfy those

1 standards. The Press does not even state whether intervention is sought as of right under
2 Fed. R. Civ. P. 24(a) or by permission under Fed. R. Civ. P. 24(b). AT&T should not be
3 required to guess at the basis—if any—for the Press’s motion. Because the Press has not
4 explained why it is entitled under Rule 24 to intervene, its motion for intervention should be
5 denied. *See United States v. Western Processing Co., Inc.*, 133 F.R.D. 157, 158-59 (W.D.
6 Wash. 1990), in which the court denied a newspaper’s motion to intervene as of right and
7 declined to grant permissive intervention because the newspaper “has not demonstrated any
8 basis upon which intervention should be granted.”

9 Where intervention is allowed, typically it is because the existing parties do not
10 adequately represent the proposed intervenor’s interests. Inadequate representation of the
11 proposed intervenor’s interests is one of the essential elements of intervention of right, and
12 a relevant consideration in permissive intervention. Fed. R. Civ. P. 24(a)(2), (b)(2). Of all
13 the cases cited by the Press in their discussion of intervention, only one case actually
14 discusses intervention. That case is *San Jose Mercury News, Inc. v. United States District*
15 *Court*, 187 F.3d 1096 (9th Cir. 1999). It held that permissive intervention was appropriate
16 where neither party would adequately protect the interests of the intervening newspaper.
17 *Id.* at 1101. But such is not the case here. EFF and Amici continue to oppose AT&T’s
18 efforts to keep the Sealed Documents under seal. Like the Press, EFF’s goals include
19 “defending free speech, privacy . . . on behalf of consumers and the general public.”
20 Ericson Decl. ¶ 3, Ex. B (“About EFF,” available at <http://www.eff.org/about/>). Thus,
21 intervention of right is unavailable because the Press has failed to show it has a sufficiently
22 independent interest; and permissive intervention would unduly burden the proceedings
23 because the Press is merely rearguing points previously raised by EFF and Amici.²

24 If the Press were to be permitted to intervene, it would become a party to this case.

25 _____
26 ² *Cf. Avirgan v. Hull*, 118 F.R.D. 257, 258 n.2 (D.D.C. 1987) (permitting intervention
27 where the intervenor “articulated . . . interests of the press . . . sufficiently independent of
28 plaintiff”); *Andrews v. Norton*, 385 F. Supp. 672, 681 n.4 (D. Conn. 1974) (denying
motions for intervention because “[n]one of the proposed intervenors present factual or
legal issues different from those of the named plaintiffs”).

1 As such, it would be expected to obey this Court's orders. That is a duty the Press seems
2 unwilling to assume. The Court, on May 17, ordered the parties not to disclose matters
3 under seal. Dkt. 130. Within a week, proposed intervenor *USA Today* published excerpts
4 from confidential AT&T documents that it said might be "the same as those at the heart of
5 the lawsuit against AT&T." Ericson Decl. ¶ 2, Ex. A. It did so despite knowing of this
6 Court's order and of AT&T's contention that the Sealed Documents contain AT&T's trade
7 secrets whose disclosure would jeopardize the security of its network.

8 Even if the requirements of Rule 24(b) are satisfied, the Court has discretion to deny
9 permissive intervention.³ Where, as here, proposed intervenors are manifestly unwilling to
10 abide by the Court's orders and maintain documents under seal, the Court should deny the
11 Press's motion to intervene.⁴

12 "[T]he First Amendment does not prohibit courts from incidentally enjoining speech
13 in order to protect a legitimate property right." *DVD Copy Control Ass'n, Inc. v. Bunner*,
14 31 Cal. 4th 864, 881 (2003). "[T]he protection of trade secrets and the benefits to research
15 and development derived from the government's recognition of this property right *depend*
16 on the judiciary's power to enjoin disclosures by those who know or have reason to know
17 of their misappropriation." *Id.* (emphasis in original). The Press's disregard for AT&T's
18 property rights justifies denial of permissive intervention.

19 A better solution here than intervention would be to allow the Press to participate as
20 *amici*.⁵ On this record, the Press has not made out a case for intervention, and there is

22 ³ *Stringfellow v. Concerned Neighbors in Action*, 480 U.S. 370, 382 n.1 (1987). (Brennan, J.
23 concurring).

24 ⁴ *Cf. Edmonson v. State of Nebraska ex rel. Meyer*, 383 F.2d 123, 128 (8th Cir. 1967)
25 (affirming discretionary denial of permissive intervention in part because the intervention
"had the earmarks of a sham" and holding that "[w]hen improper motive in seeking
intervention appears, the trial court should be wary to grant the request").

26 ⁵ *See, e.g., People ex rel. Lockyer v. U.S. Dep't of Agr.*, No. 05-3508, 2006 U.S. Dist.
27 LEXIS 20147, 2006 WL 889327, at *4 (N.D. Cal. Mar. 31, 2006); *Beverly Hills Fed.*
Savings and Loan Ass'n v. Fed. Home Loan Bank Board, 33 F.R.D. 292, 294 (S.D. Cal.
1962) (denying a motion to intervene for failure to show that the proposed intervenor's
interests will not be adequately represented, but granting *amicus* status to proposed

(continued...)

1 much mischief that intervention could cause. If the Court allows intervention, the Press
2 will be given a number of means of protracting this litigation, including “initiating legal
3 proceedings, filing pleadings, [and] otherwise participating and assuming control of the
4 controversy in a total adversarial fashion.”⁶ Affording the Press the right to intervene, even
5 if limited to the sealing of documents, may unnecessarily protract these proceedings by
6 forcing the parties to respond, as AT&T is here, to additional motions and perhaps future
7 interlocutory appeals.⁷ The case for intervention here is undermined by this potential for
8 delay on matters unrelated to the merits of this case. The Press’s motion to intervene
9 should therefore be denied.

10 **B. The Press has not provided any good reason why the Court should reverse its**
11 **decision of May 17 and disclose AT&T’s trade secrets.**

12 **1. The Press seeks reconsideration of matters already argued and decided.**

13 The Press devotes a mere footnote to the most important question raised by its
14 belatedly filed Motion to Unseal: why should the Court reconsider the sealing order it
15 rendered after careful consideration of eight briefs, extended oral argument, and its own
16 review of the documents at issue? *See* Motion to Unseal at 6 n.4. The Press dodges this
17 question by pretending that the Court never really ruled at the May 17 hearing:

18 AT&T may argue that this Court has already made such findings in its May
19 17, 2006 Civil Minute Order. We respectfully disagree. This Court’s
20 comments at argument simply evinced a desire to preserve the *status quo*
21 until a further hearing could be held, and the media had not yet had a chance
22 to weigh in (its hastily-filed brief was E-filed an hour before the hearing).
23 This Court’s order simply said that papers previously lodged under seal
24 “shall remain under seal *pending further order of court.*”

22 *Id.* (emphasis in Motion to Unseal). Thus, according to the Press, the Court’s ruling was
23 mere “comments at argument . . . evince[ing] [the Court’s] desire[s].” In fact, the Court

24 _____
25 (...continued)
26 intervenor).

26 ⁶ *United States v. State of Michigan*, 940 F.2d 143, 165 (6th Cir. 1991) (distinguishing the
rights of amici curiae from intervenors).

27 ⁷ *See Moten v. Bricklayers, Masons and Plasters Int’l Union of Am.*, 543 F.2d 224, 227
28 (D.C. Cir. 1976), cited in *State of Michigan*, 940 F.2d at 165.

1 issued a ruling—concluding that the documents at issue should remain under seal. To the
2 extent that the Court couched its conclusions as to the trade secret or proprietary status of
3 the Sealed Documents in qualified or tentative terms, it appeared to do so because it was
4 about to tell the parties to meet and confer about redacting confidential material in the Klein
5 Declaration and the Preliminary Injunction Motion and then publicly filing the remainder of
6 their contents. Tr. 63:13-65:2; Minute Order (Dkt. 130) at 1.⁸ As noted above, the parties
7 met and conferred, reached agreement and recently filed lightly redacted versions of the
8 Klein Declaration and the Preliminary Injunction Motion. In short, the process worked.

9 The Press has been covering this case with active interest at least since plaintiffs
10 filed their Preliminary Injunction Motion.⁹ Nonetheless, the Press did not move to
11 intervene until an hour before the May 17 hearing on the sealing issues. Dkt. 129. This
12 was well after the issues had been fully briefed by the parties and Amici. See fn. 1 above.
13 Then, having been rebuffed by the Court at the hearing, the Press filed this motion
14 (Dkt. 133), which is virtually identical to its previous motion (Dkt. 129), after the Court had
15 already ruled on the sealing issues.

16 The Press offers no explanation for its dilatory conduct. Rather, it proclaims that as
17 of the May 17 hearing, “the media had not yet had a chance to weigh in.” Motion to Unseal

18 ⁸ See Tr. 27:1-8 (“[I]t is quite possible that those documents contain significant trade
19 secret or proprietary information properly belonging to one or the other of the AT&T
20 entities. . . . [The Court] believes that there is a strong possibility that those claims are
legitimate claims of trade secret and proprietary information.”).

21 ⁹ See, e.g., Declaration of Bruce A. Ericson in Support of Motion of Defendant AT&T
Corp. to Compel Return of Confidential Documents (Dkt. 43-1; “Ericson Sealing Decl.”),
22 ¶ 26, Ex. K (*San Francisco Chronicle*, “Court Filings May Reveal Role of AT&T in
Federal Net Spying,” April 8, 2006); Ericson Decl. ¶ 4, Ex. C (*San Francisco Chronicle*,
23 “U.S. Moves to Quash Privacy Suit Against AT&T,” April 29, 2006); Ericson Decl. ¶ 5,
Ex. D (*San Francisco Chronicle*, “U.S. Opens Assault on Wiretap Suit - AT&T Is
24 Accused of Aiding Surveillance,” May 16, 2006); Ericson Decl. ¶ 6, Ex. E (*San
Francisco Chronicle*, “AT&T Loses Bid for a Closed Court - At Issue Are Papers the
Company Calls Trade Secrets,” May 17, 2006); Ericson Decl. ¶ 7, Ex. F (*San Francisco
Chronicle*, “AT&T Documents to Stay Sealed,” May 17, 2006); Ericson Decl. ¶ 8, Ex. G
25 (*USA Today*, “Judge Issues Split Decision in AT&T Privacy Lawsuit,” May 17, 2006);
Ericson Decl. ¶ 9, Ex. H (*USA Today* (from Associated Press), “Judge Seals Documents
26 in NSA Spying Suit,” May 17, 2006); Ericson Sealing Declaration ¶ 24, Ex. I (*New York
Times*, “Court Filings Tell of Internet Spying,” April 7, 2006); Ericson Sealing Decl. ¶ 25,
27 Ex. J (Wired News, “Ex-AT&T Worker Tells of NSA Op,” April 7, 2006).
28

1 at 6. But between March 31 and May 17, the Press had had an opportunity to “weigh in”—
2 it just didn’t do so. Now it asks the Court to be heard, to reconsider the Court’s ruling and
3 to unseal the documents “promptly.” Motion to Unseal at 6-7. But the Press does not
4 explain why the Court should credit its current claims of urgency when it contentedly sat on
5 the sidelines for over two months while the parties and Amici fought over, and the Court
6 ruled on, the issues raised by plaintiffs’ motion to unseal.

7 The Press attempts to put the burden once again on AT&T to explain why the
8 Sealed Documents should remain sealed. Perhaps initially AT&T had the burden of
9 establishing that its interests justified the sealing orders it sought. But AT&T met that
10 burden, and the Court agreed to maintain the status quo by keeping the Sealed Documents
11 under seal. The Press would require AT&T repeatedly to justify sealing the same set of
12 documents, time after time. But the Press does not and cannot marshal legal authority for
13 imposing the labor of Sisyphus on AT&T. It is the Press that must carry the burden of
14 explaining why the Court should reconsider its rulings. *See* Civ. L.R. 7-9 (requiring for a
15 motion for reconsideration both leave of court and a showing of either a material change of
16 law or facts or a failure of the Court to consider facts or law that were presented to it). The
17 Press makes no such showing.

18 **2. The Press misconstrues the law applicable to sealing.**

19 The Press repeatedly quotes from but misconstrues the Ninth Circuit’s decision in
20 *Kamakana v. City and County of Honolulu*, No. 04-15241, 2006 U.S. App. LEXIS 12101,
21 2006 WL 1329926 (9th Cir. May 17, 2006) . Far from helping the Press, that case confirms
22 that the protection of trade secrets is a “compelling reason” to seal court records: “In
23 general, ‘compelling reasons’ sufficient to outweigh the public’s interest in disclosure and
24 justify sealing court records exist when such ‘court files might have become a vehicle for
25 improper purposes,’ such as the . . . release [of] trade secrets.” 2006 WL .1329926, at *4
26 (citing *Nixon v. Warner Communications, Inc.*, 435 U.S. 589 (1978)). At issue in
27 *Kamakana* were not trade secrets—let alone state secrets—but a policeman’s claims of
28 retaliation by a police department for his whistle-blowing with respect to municipal

1 corruption. The parties seeking to seal records there lost the appeal either because they
2 made a wholly conclusory showing (City of Honolulu) or because the information they
3 sought to seal was information that they themselves had already released to the public
4 (United States). *Id.* at *6-*10.

5 The *Kamakana* court also drew a sharp distinction between papers filed in
6 connection with dispositive motions and papers filed in connection with other motions,
7 holding that a “compelling reasons” standard applies to dispositive motions, but only a
8 “good cause” standard applies to other motions. *Id.* at *5. The Press asserts that this
9 distinction helps them, but that puts the cart before the horse. The proceedings in
10 *Kamakana* occurred *after* the district court had ruled on the dispositive motions—indeed,
11 after the case had settled. (The same is true of *Foltz v. State Farm Mut. Auto. Ins. Co.*,
12 331 F.3d 1122 (9th Cir. 2003) and *Phillips v. General Motors Corp.*, 307 F.3d 1206 (9th
13 Cir. 2002).) In contrast, here we have no idea which motions the Court will reach, and
14 which it will not. The Press, for example, is keen to see the papers filed under seal in
15 support of the Preliminary Injunction Motion. But that motion has been put off indefinitely
16 (Dkt. 130), and if the case goes away on a motion to dismiss, the Court will never reach
17 it.¹⁰ To label the Preliminary Injunction Motion “dispositive” and therefore subject to the
18 “compelling interest” test is to engage in wishful thinking. Perhaps someday it will have
19 that status; today it does not.

20 The Press cites several cases for the proposition that “[t]he Ninth Circuit and
21 California courts have consistently rejected ‘trade secret’ and similar claims advanced by
22 corporate defendants who sought to seal documents.” Motion to Unseal at 4. But none of
23 these cases holds, or even suggests, that there is not a “compelling interest” in protecting
24 trade secrets, as the Press erroneously claims. Instead, all are distinguishable because the
25 information sought to be sealed in those cases did not rise to the level of a trade secret and

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27 ¹⁰Most of the other papers the Press is keen to see were filed in connection with non-
28 dispositive motions.

1 because the parties' other grounds for sealing were particularly weak.

2 In *Foltz*, 331 F.3d at 1127, 1137, for example, the issue was the use of fraudulent
3 medical reviews to deny personal injury coverage under automobile insurance policies.
4 "Most of the material in the sealed record [was] composed of depositions of doctors and
5 [California Institute of Medical Research & Technology] employees regarding CMR's
6 relationship with State Farm, CMR's boilerplate medical reports, and the forgery of
7 doctors' signatures on the reports." *Id.* at 1137. State Farm had not identified where in the
8 documents anything confidential could be found. The forging of doctor's signatures might
9 have been embarrassing, but it is hardly a trade secret or a state secret.

10 In *State of California ex rel. Lockyer v. Safeway, Inc.*, 355 F. Supp. 2d 1111, 1125
11 (C.D. Cal. 2004), the material sought to be unsealed was a contract among several grocery
12 store chains (the "Mutual Strike Assistance Agreement") detailing how they would work
13 together to combat a strike by the grocery clerks' union. The district court found that "[a]ll
14 of the provisions in the MSAA identified by Defendants as confidential, other than the
15 revenue sharing formula, are either obvious, already disclosed by Defendants, or otherwise
16 public knowledge." *Id.* at 1120. The court found no reason to seal the revenue sharing
17 formula because defendants had made no showing that disclosure of it would harm them.
18 An agreement about how to deal with a strike, itself long over, is not exactly a trade secret
19 or a state secret.

20 The Press's other cases were decided under state law and have limited, if any,
21 relevance here. In *Huffy Corp. v. Superior Court*, 112 Cal. App. 4th 97, 105-06 (2003), a
22 party sought to seal a settlement agreement, its sources of payments and admissions that it
23 may have violated federal and state pollution laws—hardly interests that the law protects;
24 the court, in ruling against sealing, returned all the documents to the petitioner and gave it
25 the option of not filing them at all rather than having them be unsealed. *Id.* at 109-10. In
26 *Universal City Studios, Inc. v. Superior Court*, 110 Cal. App. 4th 1273, 1284 (2003), the
27 effort to seal failed because the documents consisted of a settlement agreement and
28 financial information, much of which the petitioner itself had publicly filed in another

1 lawsuit. And in *In re Providian Credit Card Cases*, 96 Cal. App. 4th 292, 305, 309 (2002),
2 the defendants sought to seal telemarketing scripts and a marketing memo. The court said:
3 “The scripts are sales pitches, and once they have been used, sales pitches are not treated as
4 trade secrets.” *Id.* at 305. The court found that the memo was not confidential because the
5 defendants had not marked it confidential.¹¹

6 **3. The Press has not undermined AT&T’s trade secrets or its interest in**
7 **protecting the security of its network.**

8 The Press moves to unseal every document sealed in this case. The Press does not
9 attempt to explain why any particular document should be unsealed. Indeed, it fails to
10 mention by name most of the documents it sets its sights on.

11 Ignoring the Court’s ruling that AT&T’s interests in its trade secrets and the security
12 of its network merited sealing (Tr. 27:1-8), the Press contends that the Sealed Documents
13 do not contain trade secrets. Motion to Unseal at 7-8. The Press argues that AT&T has
14 merely offered “conclusory” assertions that the Sealed Documents contain trade secrets. *Id.*
15 at 7. The Press has not actually seen AT&T’s submissions on sealing because they were
16 also filed under seal. Therefore, the Press has no basis for asserting that these submissions
17 were conclusory. As the Court is aware, AT&T’s submissions were highly detailed.

18 It has been said that the “legal definition of chutzpah . . . is a young man, convicted
19 of murdering his parents, who argues for mercy on the ground that he is an orphan.”¹² In
20 an argument of this sort, the Press argues that the Sealed Documents do not contain trade
21 secrets because “the general contents of the Klein Declaration and exhibits have been

22 ¹¹ Despite having never seen AT&T’s submissions, the Press compares AT&T’s
23 submissions in support of sealing to those at issue in *Providian*, which had no “helpful
24 specifics” other than a “single paragraph of [their] declaration[s] devoted to the scripts
25 [which states] that ‘no customer’ on whom a given script was used ‘would hear more than
26 a fragment of the script based on that individual’s characteristics and responses.’” 96 Cal.
27 App. 4th at 305. Unlike the declarations at issue in *Providian*, the sealed declaration of
28 James W. Russell in Support of AT&T’s Motion to Compel Return of Confidential
Documents (Dkt. 42) (“Confidential Russell Declaration”) provides pages of specific
information as to why AT&T’s confidential documents must remain sealed.

¹² *Harbor Insurance Co. v. Schnabel Foundation Co.*, 946 F.2d 930, 937 n.5 (D.C. Cir.
1991).

1 publicly disclosed”—namely, by leaks in the press. Motion to Unseal at 8.

2 Chutzpah aside, the Press is in no position to make such a claim because it does not
3 know what it has not seen, or whether what it has seen is accurate. The isolated pieces of
4 information that the Press and other members of the media have leaked to the public are not
5 the same as the material that remains under seal.¹³ Despite the leaks, the information
6 contained in the Sealed Documents remains valuable trade secrets. The information also
7 would jeopardize the security of AT&T’s network if disclosed.

8 Because the Press does not and cannot offer a good reason why the Court should
9 reconsider and reverse its May 17 ruling, the motion to unseal should be denied.

10 **C. AT&T’s commercial interests merit continued sealing.**

11 The Press devotes the last third of its motion to arguing that it should be able to see
12 the government’s *ex parte, in camera* submission. Motion to Unseal at 11-16. That is the
13 government’s fight rather than AT&T’s fight. First, and as all parties agree, only the
14 government can invoke the military and state secrets privilege. Second, counsel for AT&T
15 (like counsel for plaintiffs and counsel for the Press) have not seen the *ex parte, in camera*
16 submission and therefore can say nothing useful about what that submission does or does
17 not contain. Thus, we leave it to the government to defend its privilege.

18 AT&T understands the interest of the press in learning more about the functioning
19 of the federal government and, in particular, what the government allegedly is doing, or not
20 doing, in the area of foreign surveillance. But quite separate and apart from that subject
21 matter, AT&T has at stake here its own commercial interests—however prosaic and un-
22 newsworthy. AT&T has a genuine interest in protecting its network from disruption—and
23 so too do the millions of Americans who use that network daily. AT&T also has a genuine

24
25 ¹³ Although the Press may claim that public disclosure of statements attributed to Mark
26 Klein and of isolated pages that the media believe to be excerpts from the exhibits of his
27 Declaration constitute changed factual circumstances justifying reconsideration of the
28 Court’s ruling on May 17, the fact of the matter is that plaintiffs and Amici have been
making the same “horse already out of the barn” claim throughout the litigation on
sealing. There is nothing new here.

1 interest in protecting its trade secrets. AT&T has developed technology for splitting and
2 cross-cutting fiber optics. While not the sort of stuff that sells mass-circulation newspapers,
3 that technology has commercial value, and it is technology in which AT&T believes that it
4 has a substantial lead over its competitors. The Press should not confuse the two sets of
5 interests: the United States' interest in protecting its foreign surveillance activities,
6 whatever they might be; and AT&T's interest in protecting its network and its
7 commercially valuable trade secrets. The interests that AT&T seeks to protect are at most
8 of tangential interest to the press or the public, but those interests are important to AT&T,
9 and they are interests that the law protects. This Court should protect them too.

10 **IV. CONCLUSION.**

11 AT&T respectfully submits that the Court should deny the Press's motion to
12 intervene and not reconsider its previous order continuing the seal as to documents other
13 than those the parties have agreed to unseal in part (namely, Dkts. 147, 149).

14 Dated: June 2, 2006.

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