The Examining Attorney has noted the existence of one prior registered trademark, registration number 3885091, for the mark KeyStone (the "Registered Mark"), owned by Blume's Solid Surface Products (the "Registrant") and that there may be a likelihood of confusion between the Applicant's mark KEYSTONE (the "Applicant's Mark") and the Registered Mark because the marks could be confusingly similar. As explained in further detail below, it is Applicant's position that there is no likelihood of confusion between Applicant's Mark and the Registered Mark because the marks are used in connection with dissimilar products.

Likelihood of confusion is synonymous with "probable" confusion; it is not sufficient if confusion is merely "possible." *See Rodeo Collection, Ltd v. West Seventh*, 812 F.2d 1215, 2 U.S.P.Q.2d 1204 (1987). The basic principle in determining confusion between marks is that marks must be compared in their entireties and must be considered in connection with the particular goods and services for which they are used. See *In Re National Data Corp.*, 753 F.2d 1056, 1058, 224 U.S.P.Q. 749, 750-51 (Fed.Cir. 1985) (emphasis added). Even if marks are phonetically similar, other elements of difference, such as dissimilarity of goods or services, may lead to a final finding of no likely confusion. *See Standard Brands, Inc. v. Eastern Shore Canning Co.*, 172 F.2d 144, 80 U.S.P.Q. 318 (4th Cir. 1949),cert. denied, 337 U.S. 925, 93 L. Ed. 1733, 69 S. Ct. 1171, 81 U.S.P.Q. 573 (1949); *Lebow Bros., Inc. v. Lebole Euroconf S.p.A.*, 503 F. Supp. 209, 212 U.S.P.Q. 693 (E.D. Pa. 1980). *See also In re Conti*, 220 U.S.P.Q. 745 (TTAB 1983) (holding that "Shear Perfection" for beauty salon services to be not confusingly similar to "Sheer Perfection" for leg makeup).

As set forth in the seminal case of *In re: E.I. duPont de Nemours & Co.*, 476 F.2d 1357, 177 U.S.P.Q. 563 (CCPA 1973), factors to be considered in evaluating whether a likelihood of confusion exists include: (1) the similarity or dissimilarity of the marks in their entireties as to appearance, sound, connotation and commercial impression; (2) the similarity or dissimilarity and nature of the goods or services as described in an application or registration or in connection with which a prior mark is in use; (3) the similarity or dissimilarity of established, likely-to-continue trade channels; (4) the conditions under which and buyers to whom sales are made, i.e., "impulse" vs. careful, sophisticated purchasing; (5) the fame of the prior mark (sales, advertising, length of use); (6) the number and nature of similar marks in use on similar goods; (7) the nature and extent of any actual confusion; (8) the length of time during and conditions under which there has been concurrent use without evidence of actual confusion; (9) the variety of goods on which a mark is or is not used (house mark, "family" mark, product mark); (10) the market interface between applicant and the owner of a prior mark; (11) the extent to which applicant has a right to exclude others from use of its mark on its goods; and (12) the extent of potential confusion, i.e., whether de minimis or substantial.

In the present matter, applying the *duPont* factors described above, there is no danger that Applicant's Mark would be confused with the Registered Mark.

Under the first du Pont factor, the Registered Mark uses a distinctive capitalization scheme (only the letters "K" and "S" are capitalized) whereas the Applicant's mark uses capital letters throughout the entire mark. (See Exhibit 1).

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Under the second du Pont factor, the principal use of the Applicant's Mark in Class 11 is in connection with electric appliances namely, refrigerators, freezers, air conditioners, dehumidifiers, stoves, microwaves, washers, dryers, toasters, blenders, coffee makers, deep fryers, Panini presses, griddles, wine chillers/coolers, small refrigeration units, rice cookers, bread makers, electric fans, cook tops, range tops, wall ovens, microwave ovens, steam ovens, convection ovens, mixers, range hoods, and portable electric heaters. Based on our review of the registration and actual use of the Registered Mark, however, it is apparent that the Registered Mark is used solely on and in connection with solid surfaces (such as kitchen counters) and vanity sink bowls made of a variety of materials. As evidenced in Registrant's website (www.blumes.net) and registration with the USPTO, the Registered Mark is not used in connection with any electric appliances. (See Exhibit 2). Further, the goods offered in connection with the Registered Mark are exclusive, highly customized and unique as compared to the goods offered by Applicant. Applicant's goods are not customized. Each electric appliance has fixed dimensions and will be mass produced (i.e., without customer input and without custom specifications). Even though both marks would be registered in international class 11, there is no likelihood of confusion between the marks because Registrant's and Applicant's goods are very different from one another (i.e., mass-produced electric appliances versus made-to-order kitchen countertops and sinks). Therefore, it is unlikely that there will be actual confusion between the marks.

Under the third du Pont factor, the Applicant intends to sell its goods in major national chain retail stores such as Lowes, Home Depot, Ace Hardware and Sears. Based on our review of the Registrant's website, it is clear that the Registrant sells the Registered Mark strictly to wholesalers in "the Pennsylvania, West Virginia and Ohio areas." (See Exhibit 3). Further, we could not locate the Registrant's products for sale at any major national retail stores. Therefore, it is unlikely that there would be confusion between the Registrant's and the Applicant's marks within the channels of trade.

Under the fourth du Pont factor, because the Registrant's goods are only sold through wholesale channels, they will likely be purchased by professionals such as contractors and/or interior designers after careful planning and consideration of design and specifications and, therefore, such consumers are unlikely to make an "impulse" buy based on brand name alone. Similarly, although Applicant's goods will be targeted and sold directly to consumers through national retail stores, such consumers are unlikely to make an impulse buy for these types of electric appliances because of the price, size and permanency of such items.

Under the fifth and sixth duPont factors, we note that the Registered Mark gained registration status on September 21, 2010, is not "incontestable" and is not famous. In fact, based on our review of the marketplace, the Registered Mark is not a very well-known brand. Searches for "Keystone sinks" and "Keystone bowl" on Google revealed a number of hits ahead of the Registrant's products, including the top hit for Keystone Granite sinks, a company which makes sink bowls and countertops in direct competition with Registrant's products. (See Exhibit 4 and Exhibit 5). Additionally, our research revealed a number of other goods with registered and unregistered uses of the mark "Keystone" for products that would be classified in Class 11. Such marks included (i) bathtubs and bathtub enclosures ("Keystone by MAAX," a registered

trademark with USPTO registration number 3633762 - See Exhibit 6 and Exhibit 7), (ii) cabinets and vanities ("Keystone Cabinets" - See Exhibit 8), (iii) water filters ("KEYSTONE" - See Exhibit 9), (iv) sink faucets ("Keystone" - See Exhibit 10), and (v) granite countertops, tiles and sinks ("KEYSTONE GRANITE AND TILE" - See Exhibit 11). The fact that so many companies co-exist using the mark "Keystone" on goods that are registered or would otherwise be classified in Class 11 is evidence that the Registered Mark and the Registrant should not be granted wider protection for use of the "Keystone" mark beyond the goods on which such mark is being used. Further, the large number of goods bearing the mark "Keystone" shows that multiple users of the mark can co-exist in the marketplace without a likelihood of confusion.

Under the ninth duPont factor, based on the registration information of the Registered Mark and evidence on the Registrant's website, it appears that the Registered Mark is used exclusively on countertops and sink bowls. (See Exhibit 12). As stated above, Applicant has applied for registration on electric appliances not on countertops or sink bowls. Applicant's use of its mark in Class 11 will be limited to use in connection with electric appliances.

Under the eleventh duPont factor, Applicant recognizes that the mark "KEYSTONE" is a common word and is in use by a large number of other companies. With respect to Applicant's goods that would be classified in Class 11, Applicant wishes only to receive protection for those goods that are electric appliances. Based on the third-party search Applicant commissioned before applying for registration, no other companies have registered the mark "KEYSTONE" in connection with electric appliances.

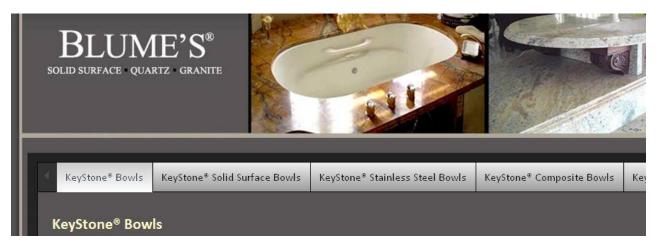
Finally, under the twelfth duPont factor, any possible consumer confusion would be at most <u>de minimis</u>, because, as stated above, contractors, interior designers and homeowners are sophisticated consumers, basing purchases on a considerable amount of research including specifications and price considerations. Because of all of the reasons stated above, but most importantly because (i) a significant number of products with the name "Keystone" co-exist in the marketplace without confusion, (ii) Registrant's and Applicant's goods are of a fundamentally different nature from one another, and (iii) Registrant's and Applicant's goods do not appear to be sold in the same channels of trade, it is unlikely that any consumers would be confused into thinking that Applicant's goods originate from Registrant.

In *In re Majestic Distilling Co.*, 315 F.3d 1311, 1315, 65 USPQ2d 1201, 1204 (Fed. Cir. 2003) the court noted that "[n]ot all of the DuPont factors may be relevant or of equal weight in a given case, and 'any one of the factors may control a particular case," quoting *In re Dixie Restaurants, Inc.*, 105 F.3d 1405, 1406-07, 41 USPQ2d 1531, 1533 (Fed. Cir. 1997)). While Applicant has shown above that most, if not all of the *du Pont* factors point in its favor, it is the Applicant's view that the most important *du Pont* factors in this matter are (i) the exclusivity of the Registrant's goods versus the Applicant's goods (i.e., Registrant does not produce any goods that might compete with or be confused with goods to be produced by Applicant), (ii) the difference between the channels of trade used by the Registrant versus the Applicant (i.e., wholesale versus retail), (iii) the level of sophistication of potential consumers of both Registrant's and Applicant's goods, and (iv) the existence of a large number of other companies using the "Keystone" mark in connection with goods in Class 11.

Conclusion

For the foregoing reasons, Applicant respectfully requests that the mark KEYSTONE (Serial No. 85430182) be Published for Opposition in both Class 7 and Class 11.

$\underline{\textbf{Exhibit 1}}$ Close-up of Registrant's website showing capitalization of Registered Mark



Registrant's website showing uses of the Registered Mark on Registrant's products

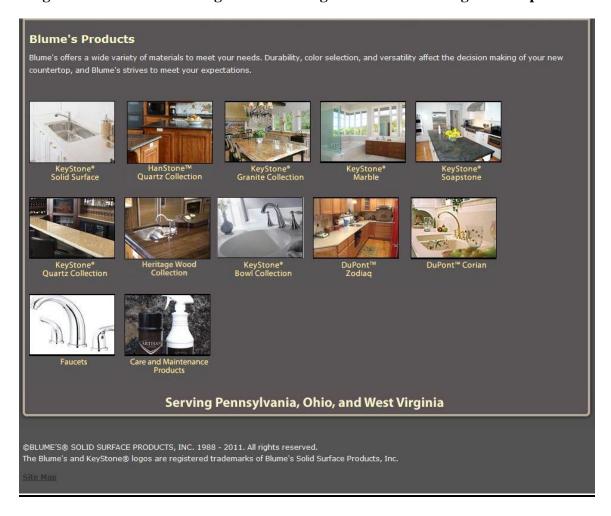


Exhibit 3

Registrant's "wholesale only" statement from Registrant's website







About Blume's Solid Surface

- KeyStone® Quartz
- HanStone™ Quart:
- KeyStone® Granite

Blume's, incorporated in 1988, is a full service fabricator of solid surface, quartz and granite countertops. Whole-sale only, we fabricate and install through independent kitchen and bath dealers in Pennsylvania, Ohio and West Virginia.

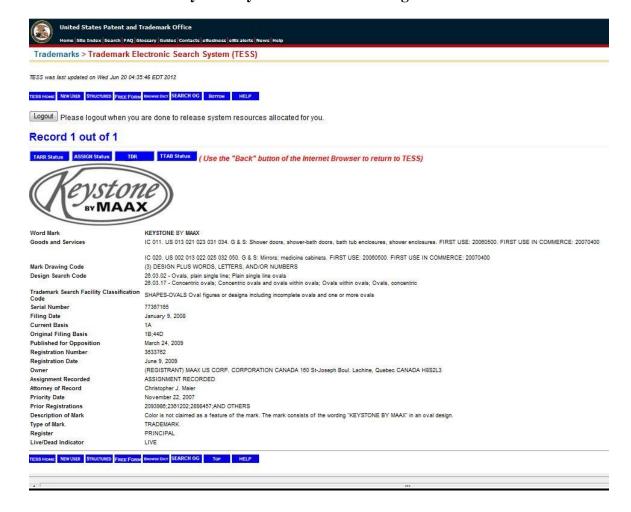
Results of a Google search for "keystone sink"

Google	keystone sink
Search	About 2,430,000 results (0.26 seconds)
Everything	Sinks - Keystone Granite - Natural & Engineered Stone - San
Images	keystonegranite.com/sinks.php
Images	Keystone Granite - Sinks. Keystone Granite carries a selection of stainless steel
Maps	kitchen and bar sinks as well as Blanco Siligranite Sinks. Stainless Steel Kitchen
Videos	You've visited this page 3 times. Last visit; 5/8/12
VIGEOS	
News	Why Keystone - Keystone Granite - Natural & Engineered Stone
Shopping	keystonegranite.com/kg_ressons.php
	Consistent Quality; Keystone Granite handles their cutting, edging, sink cutouts,
More	and most other countertop work with state-of-the-art machinery that ensures
	Keystone RV Springdale Travel Trailers Springdale RV for Sale
Philadelphia, PA	www.generalrv.com/rvs/Keystone-RV//Travel-Trailers.aspx
Change location	Single Slide Springdale Travel Trailer by Keystone RV w/Rear Kitchen Including
Ondings location	Refrigerator, 3 Burner Range, Kitchen Sink, Overhead Cabinets, U-Shaped
	Favorate for both tub and sink
Show search tools	Faucets for bath tub and sink www.whirlpoolbath.net > Style
	Faucets from Laurel Mountain Whirlpools to fit any manufacturer's tub or sink. All
	faucets are: ADA compliant, solid brass Keystone Sink Faucet LM745
	Keystone advocates don't want it to sink conference - Greens find
	www.politico.com/morningenergy/0512/morningenergy494.html
	5 days ago - KEYSTONE ADVOCATES DON'T WANT IT TO SINK
	CONFERENCE: Senior Democrats backing the Keystone XL pipeline and some of
	its
	Heat-Sink Sagger Trays Keystone Dental
	www.keystoneind.com/en/porcelain/heat_sink_sagger_trays.html
	Heat-Sink Sagger Trays Rapid cooling - Can be fired up to 2800' - Can be used
	in repeated firings - Designed for easy insertion and removal from furnace
	KeyStone Bowls at Blume's Solid Surfaces
	www.blumes.net/keybowl.htm
	Can be integrated to a KeyStone® Solid Surface countertop. Can be mounted to
	any of the KeyStone ® Collection materials. Sink bowls have a 3 ½" drain hole You visited this page on 5/8/12.
	1227 20 FAM 25 NEW 10 FAM 10 FAM 10

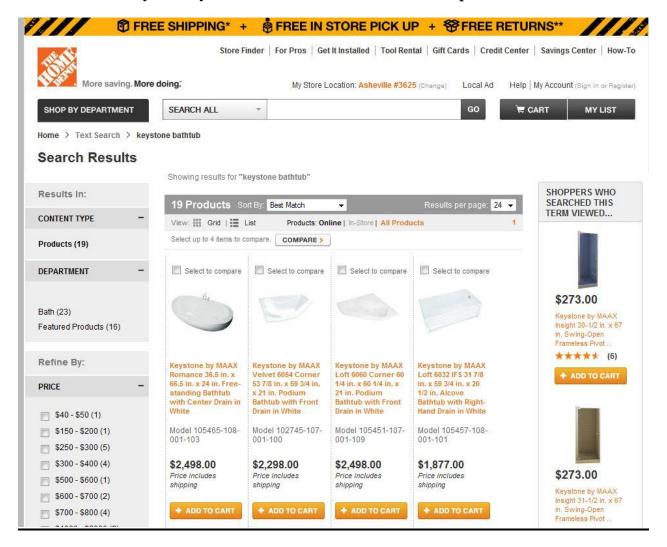
Results of a Google search for "keystone bowl"

Google	keystone bowl
Search	About 4,290,000 results (0,31 seconds)
Everything	Norwalk, Norwalk Bowling and Events - Keystone Lanes - Norwalk
Images	keystonelanes.com/ Norwalk Bowling and Events, Norwalk Cosmic Bowling, Norwalk Public Bowling -
Maps	Keystone Lanes. ★★★★ ★ 8 Google reviews - Write a review
Videos	11459 Imperial Highway Norwalk, CA 90650
News	V (562) 868-3261 Public Bowling - Cosmic Bowling - League
Shopping	Control of the State of the Control
More	Sinks - Keystone Granite - Natural & Engineered Stone - San keystonegranite.com/sinks.php
Philadelphia, PA Change location	Model 1300L - 6040 Double Bowl Sink (Big Bowl on Left). Model 1300R - 6040 Double Bowl Sink (Big Bowl on Right). Stainless Steel Bar Sinks; Keystone You've visited this page 3 times. Last visit: 5/8/12
	Keystone independence bowl - YouTube
Show search tools	www.youtube.com/watch?v=up-5p9V5nFs Jan 5, 2007 — Helicopter and ski footage i shot of the new cat ski area a keystone.
	Key05-Top of Keystone Bowl - YouTube
	www.youtube.com/watch?v=7-DiJBLRfk8
	Feb 8, 2007 — Everyone at the top of Keystone at the back bowls Keystone Bowls by clearreord1074 views · south bowl keystone 0:49. Watch Later Error
	Ski Keystone Keystone Snowboarding & Cat Skiing Official
	www.keystoneresort.com/ski-and/ski-and-snowboard-explorer.aspx Offering unique activities like night skiing, KAT snowcat skiing and riding the bowls, tubing and dinner sleigh rides, it's all here at Keystone. View of Mountain
	Keystone Lanes
	www.bowling2u.com/centers/find_detail.asp?ID=261
	Comments: Keystone Lanes features 48 lanes with automatic scoring, Cosmic Bowling, birthday party and group packages, a full service cocktail lounge, + Show map of 11459 Imperial Highway, Norwalk, CA 90650
	Skiing the back bowls at Keystone Buzz.Snow.com buzz.snow.com//everything-you-need-to-know-about-skiing-the-b
	Jan 4, 2011 – Before I get ahead of myself I want to let anyone reading this know that hiking to skiing at Keystone or skinning or opening up the wallet will be
	KeyStone Bowls at Blume's Solid Surfaces www.blumes.net/keybowl.htm
	KeyStone® Bowls. Blume's is highly selective of the wide variety of bowls available for purchase. All of the bowls provided are warranted with a 10-year limited

Keystone by MAAX – USPTO Registration



Keystone by MAAX – advertisement at Home Depot website



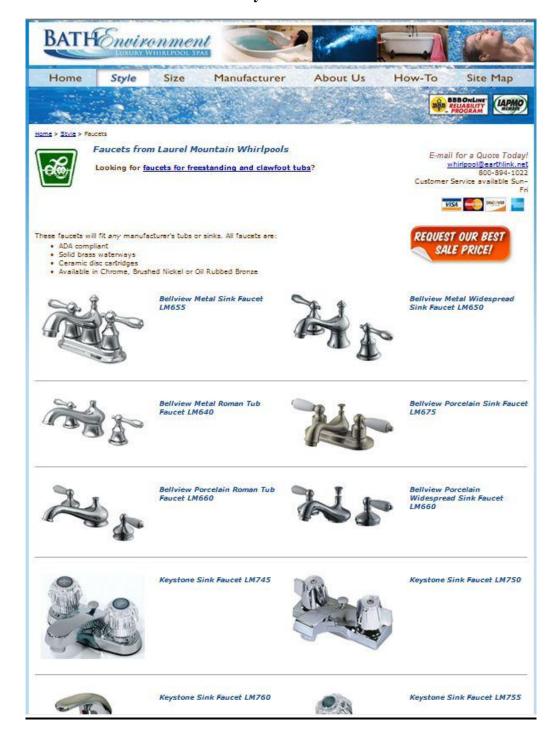
Use of "Keystone Cabinets"



Use of "KEYSTONE" for water filters



Use of "Keystone" for faucets



Use of "Keystone" for granite countertops, tiles and sinks



$\underline{\textbf{Exhibit 12}}$ Information from Registrant's website

