

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In re Application of:	Glow Event Design, LLC.)	USPTO Law Office 121
Application No.:	88125289)	Attorney: Justine N. Burke
Filed:	September 20, 2018)	
Mark:	GLOW)	

RESPONSE

Dear Mr. Burke:

On behalf of our Client, Glow Event Design, LLC (“Applicant”), we are in receipt of your Office Action dated January 3, 2019, in which the pending application No. 88125289 (“Application”) has been refused because of possible likelihood of confusion with the registered marks No. 3848090 and 3847771 in class 41 (Registrant”).¹ Applicant hereby respectfully requests reconsideration of the application identified above for the reasons stated below.

Likelihood of Confusion

The registration of the Application has been refused by Examining Attorney contending that the proposed mark, “GLOW”, poses a possible likelihood of confusion with the registered marks Nos. 3848090 and 3847771 pursuant to 15 U.S.C §1052(d) using the factors set forth in *In re E. I. du Pont de Nemours & Co.*, 476 F.2d 1357, 177 USPQ 563 (C.C.P.A. 1973). Examining Attorney has specifically refused the Application referencing similarity of the marks and the relatedness of the compared services as the most relevant factors pursuant to *In re i.am.symbolic, llc*, 866 F.3d at 1322, 123 USPQd at 1747 (Fed. Cir. 2002). We respectfully disagree with Examining Attorney’s analysis and contend that the Applicant’s mark is not confusingly similar as there is no likelihood that potential consumers will be confused or mistaken to the source of services as they are distinctively unrelated and therefore the pending Application should be entitled to registration on the Principal Register based on the following facts:

A) Comparison of the Marks

As confirmed by Examining Attorney, a determination of a likelihood of confusion under section 2(a) is made on a case-by-case basis using the applicable *du Pont* factors. In his analysis for determining a likelihood of confusion, the Examining Attorney further confirms that marks are compared in their entirety for similarities in appearance, sound, connotation and commercial impression. Based on the following facts of each parties use of its respected mark in relation to each of their distinctive services, Applicant’s mark is distinguishable from Registrant’s mark and therefore no likelihood of confusion:

i) Applicant’s Mark as Compared to Mark in US Registration No. 348090 “GLOW”

¹ Both registrations 3848090 and 3847771 are owned by the same registrant Panorama Productions, LTD. in which first registration is for the word mark “Glow” in class 41 and second registration for design mark that includes the words “Glow Washington DC” in class 41. For purpose of this response and our analysis of the mark GLOW as used in commerce by the owner of both these registrations, we will refer to the owner as “Registrant”.

While Applicant does not dispute that its mark is identical in appearance, sound and meaning to Registrant's mark "Glow", the Applicant asserts that the use of the mark in its totality is significantly different and creates a completely distinctive and substantially distinguishable overall commercial impression when considered in connection with each of the parties' respective services.

As stated in Examining Attorney's analysis, conflicting marks are to be compared by taking them as a whole rather than breaking them up into multiple parts for comparison. In evaluating a likelihood of confusion for conflicting marks, one must look at the impression of the consumer relating to the product and whether or not they will be confused in the marketplace. See TMEP §1207.01(b). The commercial impression of the marks must be distinguishable, which consumers perceive when taking the mark as its entirety. See *Lever Bros. Co. v. Barcolene Co.*, 463 F.2d 1107, 174 U.S.P.Q. 392 (C.C.P.A 1972) (found that the commercial impression created by the mark as a whole differed from the impression when dissected). For your reference, attached are a copy of each of the parties various online marketing and promotions attached herein as **Exhibit A** and incorporated by reference.

The attachment includes a side by side comparison of each Parties About Us webpage, their respective Facebook pages and online searches for their respective business on Facebook, Google and LinkedIn. As evidenced by the actual use of the parties' marks in commerce, looking at the Registrant's as a whole composite mark establishes the distinguishable nature of the mark in comparison to Applicant's mark as applied to the services and the overall impression made on the consumers. In fact, Registrant's entire online marketing and promotions continuously uses the qualifier "Club" in combination with "Glow" to target its specific consumers for its night club services in Washington DC while Applicant uses the description "event" to quality its services as an event coordinator/planner. The parties actual use in commerce distinguishes the nature of their respective marks as applied to each of their distinctive services creating a substantially independent and separate overall commercial impression when considered in connection with each of the parties' respective services and targeted consumers. As a result of the distinguishable difference in their use each respective mark is not confusingly similar for the consumers.

In addition to above, it is worth noting that the Parties have co-existed in the marketplace using each of their respective marks in commerce concurrently for the last decade without any evidence of actual consumer confusion. A lack of evidence of actual confusion when parties have coexisted for extended period of time suggests that consumers are unlikely to be confused and this should weigh in favor of a finding of no likelihood of confusion. See *Citigroup Inc. v. Capital city Bank Group Inc.*, 94 USPQ2d 1645, 2010 WL 595586, at *17 (TTAB 2010), *aff'd*, 637 F.3d 1344 (Fed. Cir. 2011).

ii) *Applicant's Mark as Compared to Mark in US Registration no. 3847771 "Glow Washington DC" and Design*

While Applicant does not dispute that its mark "GLOW" is included within literal element of the Registrant's Design Mark, Applicant respectfully disagrees that it merely deleted the other wording element of "Washington DC" to create its own mark. Applicant asserts that the use of the mark in its totality is significantly different from Registrant's design mark and creates a completely distinctive and substantially distinguishable overall commercial impression when each mark is considered in its totality and in connection with each of the parties' respective services.

In his analysis, the Examining Attorney has made the argument that essentially the dominant feature of Registrant's design mark is its literal word "Glow" as the other portion of the literal element

“Washington DC” is merely descriptive therefore less significant. In addition, he has argued that in evaluating a composite mark consisting of words and a design, the word portion is normally accorded greater weight because it is likely to make greater impression upon purchasers, be remembered by them and be used by them to refer to or request services and therefore granting the design element a lesser value as a whole.

While Applicant does not dispute that the word portion of a composite mark is normally accorded greater weight, based on Registrant’s actual use of its mark in commerce, Applicant respectfully disagrees that the word “Glow” alone is the dominate portion of the literal element of Registrant’s design mark. The dominant part of the mark is the part that makes the overall impression on the consumer, making it the part that consumers remember the most.² While marks may share identical features, they must be viewed in their totality and the intended overall impression by the logo and context in which they are presented to the consumers. See *Gruner + Jahr USA Pub., a Div. of Gruner + Jahr Printing and Pub. Co. v. Meredith Corp.*, 991 F.2d 1072, 1078 (2nd Cir. 1993) (finding that due to the overall impression by the logos and context in which they are found and considered, PARENT’S DIGEST and PARENTS were not sufficiently similar to prevent their use).

Registrant’s services are specific to hosting night club and dance events at its own venue and other similar events in Washington DC. In all its marketing and promotion, it specifically references its services being in Washington DC.³ In fact, any online search of “Glow” alone does not find Registrant’s night club unless the search also includes the wording “DC”, “Washington DC” or “Club”.⁴ Based on the actual use in commerce, if one was to analyze the literal element of Registrant’s design mark for purpose of a dominant part, Applicant contends that the entire wording “Glow Washington DC” is the dominant word. The impression on the consumer is given by the entire mark rather than one part of it; thus, the whole mark is the dominant portion. See *Smith v. Tobacco By-Products and Chemical Corp.*, 243 F.2d 188, 189 (C.C.P.A. 1957) (Both “GREEN LEAF” and “BLACK LEAF” were the dominant portions rather than the term “leaf” standing alone).

Additionally, conflicting marks are to be compared by taking them as a whole rather than breaking them up into multiple parts for comparison.⁵ In evaluating conflicting marks the courts look at the impression of the consumer relating to the product and whether or not they will be confused in the marketplace.⁶ Courts have held that sharing a common word alone is not sufficient evidence of likelihood of confusion and the marks have to be looked at in their entirety and the meaning they convey to the consumers.⁷ In *Colgate-Palmolive*, the conflicting marks were PEAK for dentifrice and PEAK PERIOD for personal deodorant. The court found no likelihood of confusion because the word “peak” alone conveyed a different meaning than the term “peak period.”⁸ They found that the definition of “peak” denoted the top of a hill or mountain while “peak period” indicated a well-known phrase that conveyed the meaning of reaching the high point of something.⁹ The court held that these two meanings substantially differ, demonstrating the importance of looking at the mark in its entirety when making the ultimate decision about the likelihood of confusion.¹⁰

² 2 J. Thomas McCarthy, *McCarthy on Trademarks and Unfair Competition*, 4th ed. §23:44 (2014)

³ A copy of Registrant’s “About Us” website page and Facebook page are attached herein as **Exhibit B** and incorporated by reference.

⁴ A copy of online search results for the words “Glow”, “Glow DC” “Club Glow” and “Club Glow Washington DC” are attached herein as **Exhibit C** and incorporated by reference.

⁵ 2 J. Thomas McCarthy, *McCarthy on Trademarks and Unfair Competition*, 4th ed. §23:41 (2014)

⁶ TMEP §1207.01(b).

⁷ *Colgate-Palmolive Co. v. Carter-Wallace, Inc.* 432 F.2d 1400 (C.C.P.A. 1970),

⁸ *Id.*

⁹ See *Id.* at 1401

¹⁰ See *id.* at 1402

In addition, as referenced in section (i) above, the parties actual use in commerce distinguishes the nature of their respective marks as applied to each of their distinctive services creating a substantially independent and separate overall commercial impression when considered in connection with each of the parties' respective services and targeted consumers. As a result of the distinguishable difference in their use each respective mark is not identical nor it is confusingly similar for the consumers.

Also as mentioned, the Parties have co-existed in the marketplace using each of their respective marks in commerce concurrently for the last decade without any evidence of actual consumer confusion. Nor has the Applicant's mark ever appeared to prospective customers as a shorten form of Registrant's marks as demonstrated by the exhibits of actual use in commerce attached herein. A lack of evidence of actual confusion when parties have coexisted for extended period of time suggests that consumers are unlikely to be confused and this should weigh in favor of a finding of no likelihood of confusion.

Based on the above facts and specific to each party's use of its respected mark in relation to their distinctive services, Applicant's mark is distinguishable from Registrant's mark and therefore no likelihood of confusion.

B) Comparison of Services

With respect to comparison of the services provided by Applicant and Registrant, clearly each of their services fall under the primary class 41 for entertainment services. However, not only there is no relation to the actual services being offered, but there is also a clear and significant difference between the party's respective services¹¹. While Registrant offers night club services at its venue in Washington DC, Applicant is an event planner/coordinator for private and corporate clients with no overlap between their services. In fact, by the definition of each of their respective services, they provide a very distinguishable service to their targeted consumers that have very different need in the market. While Registrant's consumers would be seeking the Registrant's night club services for an evening or a specific music event at their venue in Washington DC for a per person ticket purchased online or at Registrant's venue, Applicant's clients are individuals or corporations who seek Applicant's expertise to assist them with coordination and planning of a one of a kind large scale future event such as a wedding or a conference that will require retaining of Applicant's services in advance. For your reference, attached are a copy of Wikipedia and Dictionary definitions of each of the parties' specific services attached herein as **Exhibit D** and incorporated by reference.

As a result of the specific type of services offered by each party, the channel of trade and classes of customers are substantially different with no possibility of an overlap resulting in no likelihood of confusion between the marks. The main consideration in evaluating a possible likelihood of confusion is whether or not the marks are so similar as to confuse the source or sponsorship of the goods.¹² When considering whether there would be confusion among customers, the court "stands in the shoes" of the ordinary purchaser of the goods while giving the attention that the particular purchasers would give in the particular circumstances. See *Id.* Looking at the conditions of the purchase and consumers, the likelihood of confusion is decreased. See *Luigino's, Inc. v. Stouffer Corp.*, 170 F.3d 827, 831 (8th Cir. 1999).

In the case of *Luigino's, Inc. v. Stouffer Corp.*, the conflicting marks were LEAN CUISINE and LEAN 'N TASTY, both for dietary foods. The court found that both marks had identical meanings but the

¹¹ *Coach Servs., Inc. v. Triumph Learning LLC*, 668 F.3d 1356, 1369-71, 101 USPC2d 1713, 1722-23 (Fed. Cir. 2012)

¹² TMEP § 1207.01

overall impression created by the marks was not confusingly similar.¹³ The court held that the targeted consumers of both products were a special class that would tend to examine the front of the product and determine the brand and kind of entrée and decide based on this small investigation of the products.¹⁴ They found that this deterred the likelihood of confusion among the mark owner's consumers.

Similar to *Luigino's Inc.*, in this particular case the consumers will take the time to differentiate the marks and find the company that is desired. If one visits the website for the Registrant's mark, one would see that the website goes by the name of "Club Glow" offering event tickets for its featured artist at its venue in Washington DC. In fact, there is no mistaking from the Registrant's website that it is a night club in Washington DC featuring various musicians on specific dates in which one can buy a ticket for online. On the other hand, the typical consumers purchasing Applicant's services will have a budget for a private or corporate event in which based on that they will negotiate a contract with Applicant for coordinating and planning a customize theme event for a specific date in the future. The same as for the Registrant, there is no mistaking from Applicant's website that it provides private or corporate event planning and there is no option to purchase any services other than contacting Applicant for a consultation. Compare *Luigino's, Inc.* 170 F.3d at 831 (found that consumers shopping for dietary foods will take extra care in their purchases lessening the likelihood of confusion between LEAN CUISINE and LEAN 'N TASTY). Combining the sophistication of the consumers and the clear and significant difference between the party's respective services eliminates any likelihood of confusion with the Registered marks.

While Applicant's relevant services do include arranging, organizing and planning events for its client's special events, it does not host or conduct the event or provide any night club entertainment services as it does not have a venue. In fact, Applicant respectfully disputes the conclusion made by Examining Attorney that its professional event planning and coordination services are of a type that are commonly provided by a single source under the same mark. Specifically, all the attached evidence in support of this conclusion, including TAO Las Vegas, Rosebar, Temple and The Gryphon are all night club service providers with specific venue similar to Registrant's services and none provide the event planning and coordination services. While they do offer their venue for private and corporate events, none provide customize event planning and organization services for clients. Notwithstanding, Applicant understands that its wording for identification of its services under class 41, specifically "*entertainment services, namely conducting parties*" it too broad and it will gladly amend its application to narrow the wording to ensure limiting its identification of services accordingly.

In view of the foregoing and in consideration that the Parties have co-existed in the marketplace using each of their respective marks in relation to their unrelated services in commerce concurrently for the last decade without any evidence of actual consumer confusion, Applicant respectfully requests the Examining Attorney to withdraw his objections based § 2(d) of the Trademark Act and forward the application for publication in the Official Gazette. Favorable action is therefore requested. Thank you in advance for your consideration.

¹³ Id. at 830

¹⁴ Id. at 831.

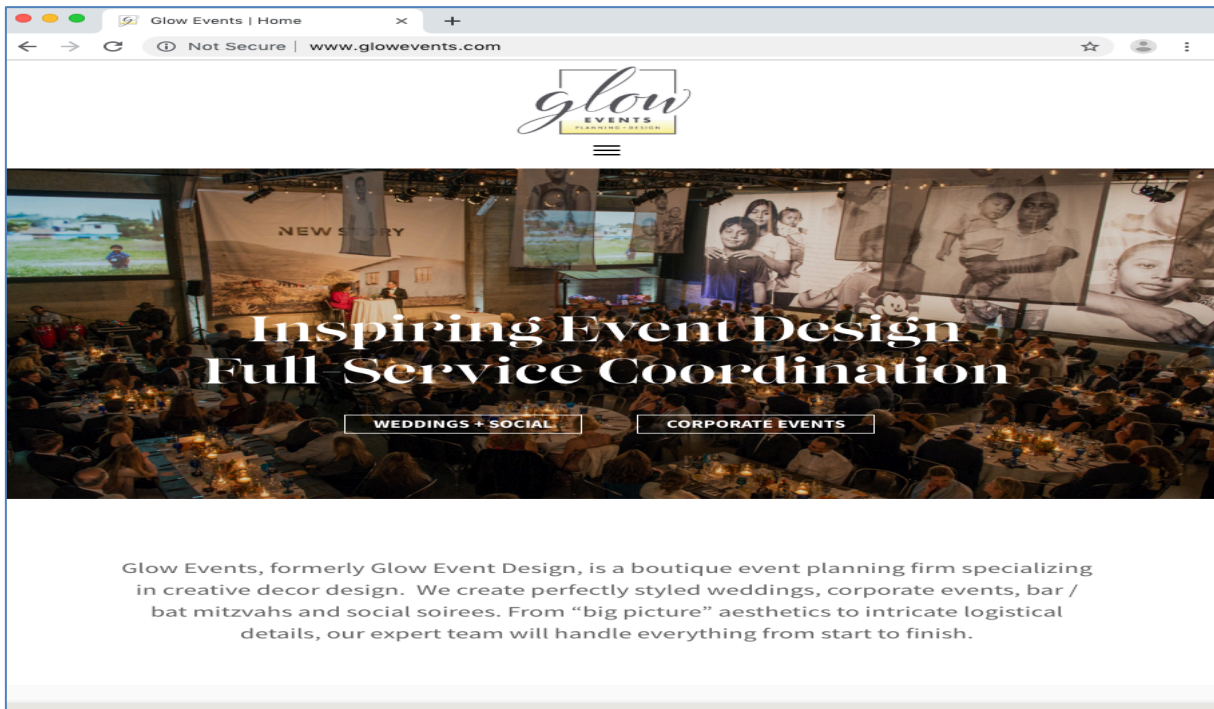
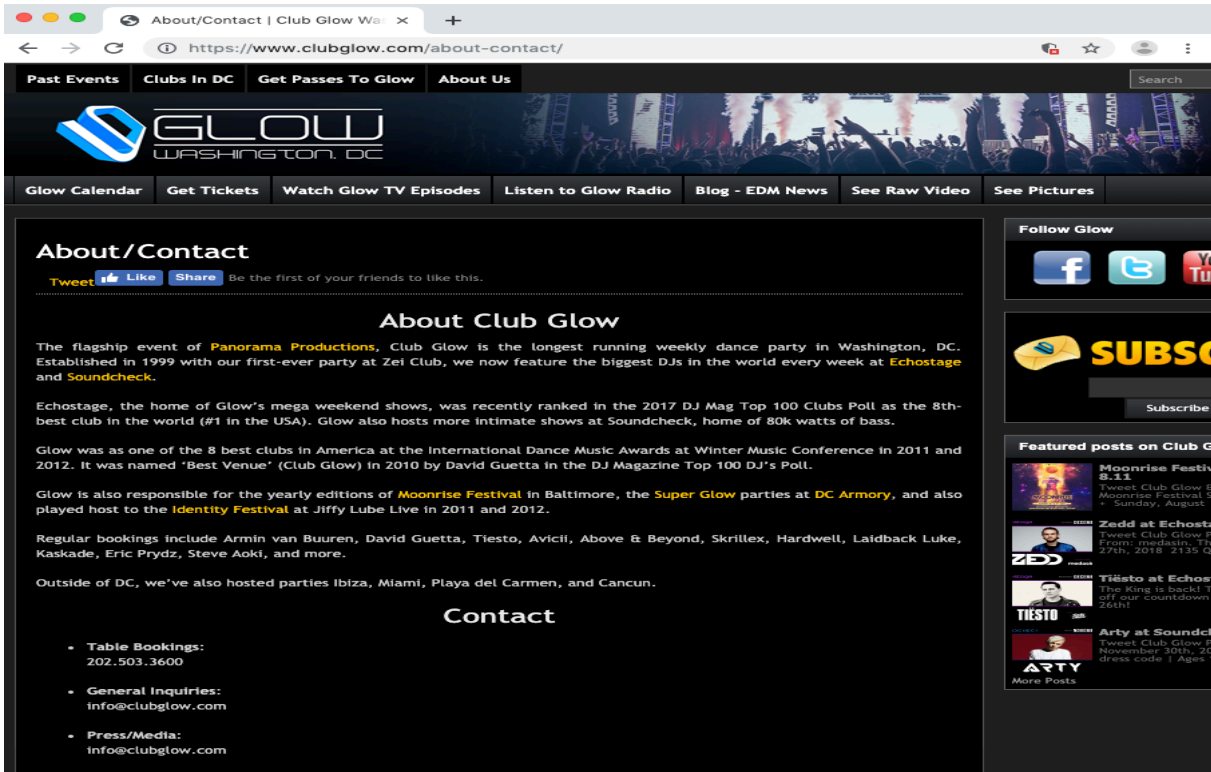
Respectfully submitted,

A handwritten signature in black ink, consisting of a stylized 'M' followed by a long horizontal line extending to the right.

Mahsa Hakimi,
Attorney for Applicant

Address: 916 Kearny St., Suite 604
San Francisco, CA 94591
Phone: 415-255-4503
Email: mahsa@hakimilaw.com

EXHIBIT A



1. REGISTRANT & APPLICANT ABOUT US PAGES

(as of 07/02/2019)

club glow - Facebook Search

https://www.facebook.com/search/top/?q=club%20glow&epa=SEARCH_BOX

club glow

All Posts People Photos Videos Marketplace Pages Places Groups Apps Events Links

Filter Results

POSTS FROM

- Anyone
- You
- Your Friends
- Your Groups and Pages
- Public
- Choose a Source...

POST TYPE

- All Posts
- Posts You've Seen

POSTED IN GROUP

- Any group
- Your Groups
- Choose a Group...

TAGGED LOCATION

- Anywhere
- San Francisco, California
- Choose a Location...

DATE POSTED

- Any date
- 2019
- 2018
- 2017
- Choose a Date...

Club Glow
Dance & Night Club

Photos See All

Disco Dining Club
2.8K like this · Los Angeles, California · Event · Parisa Parnian liked this post

Jun 19 · ...Japan, all culminating with Disco Dining Club's first ever speakeasy - Yomi's Saloon. Nakamura.ke is a divine spectacle that has resonated with fans worldwide. Come feast with us. Reserve your ticket at <https://www.exploretok.com/nakamura-ke/>. This...

Parisa Parnian and 100 others 127 Comments 81 Shares

Chat (21)

glow events - Facebook Search

https://www.facebook.com/search/top/?q=glow%20events&epa=SEARCH_BOX

glow events

All Posts People Photos Videos Marketplace Pages Places Groups Apps Events Links

Filter Results

POSTS FROM

- Anyone
- You
- Your Friends
- Your Groups and Pages
- Public
- Choose a Source...

POST TYPE

- All Posts
- Posts You've Seen

POSTED IN GROUP

- Any group
- Your Groups
- Choose a Group...

TAGGED LOCATION

- Anywhere
- San Francisco, California
- Choose a Location...

DATE POSTED

- Any date
- 2019
- 2018
- 2017
- Choose a Date...

Glow Event Design
Page · 2.3K like this · Event Planner

Request Quote

WEDDING AND EVENT DESIGN. We take a more creative approach to planning; in addition to handling all of the logistics,...

Glow Events
17K like this · Cayey, Puerto Rico · Event Planner

Jun 25 · Our most recently destination wedding at El San Juan Hotel Ana Saraf & David. Thanks Niika Gissell Photography for that amazing Photos!! Flowers and Deco: @gloweentspr Planner: Wanda Garcia

1 Share

Glow Events
Event Planner
Cayey, Puerto Rico

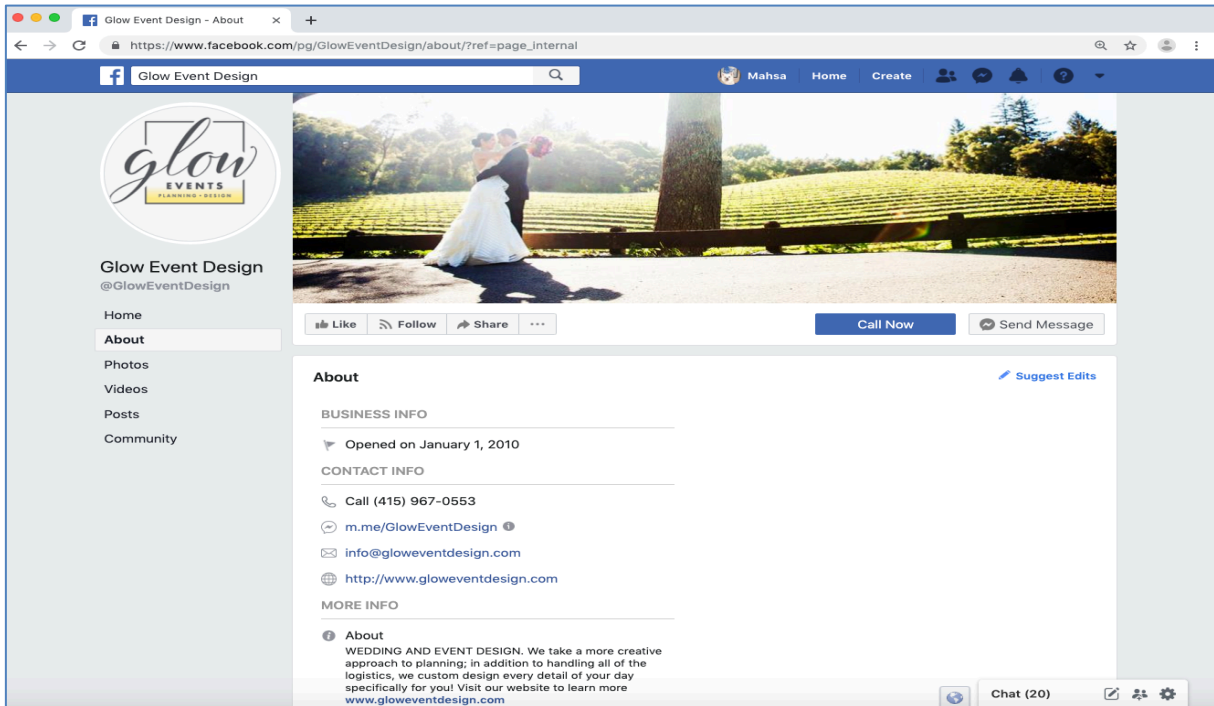
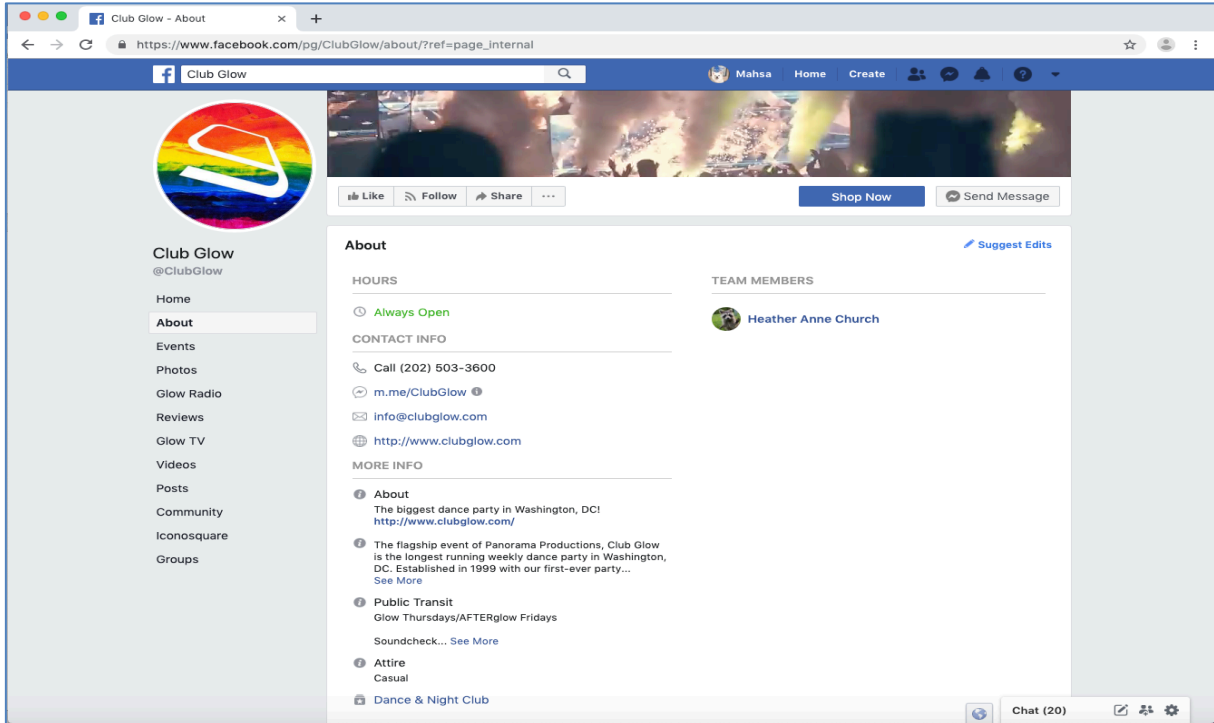
Links See All

Alton Fireworks Spectacular @ Liberty Bank Alton Amphitheater Alton IL, Wednesday July 3 2019
Come enjoy the magnificent glow of the Alton Fireworks Spectacular at the Liberty Bank Alton Amphitheater! On July...
riverbender.com
Yesterday · 68 shares

Get ready: The Glow in the Cro is coming
This August, Carencro will see its first hot air balloon festival. The Glow in the Cro is a new event that organizers hope to...
katc.com
Yesterday · 1,812 shares

Chat (19)

2. REGISTRANT & APPLICANT FACEBOOK SEARCH PAGES
(as of 07/02/2019)



3. REGISTRANT & APPLICANT FACE BOOK PAGES
(as of 07/02/2019)

club glow washington dc - Google Search

https://www.google.com/search?ei=HFcVXeesJJ6z0PEPr9WU-AY&q=club+glow+washington+dc&oeq=club+glow+washington+dc...

Google club glow washington dc Search

All Maps News Images Shopping More Settings Tools

About 8,720,000 results (0.72 seconds)

Club Glow Washington DC
<https://www.clubglow.com/>
 Your source for electronic music in Washington, DC. Club Glow produces concert and lounge events with the top names in house, electro, trance, techno and ...

Glow Calendar
 Tweet Club Glow Presents Wuki Thursday, June 27th, 2019 ...

Get Tickets
 Get all your tickets for GLOW here!

Event Calendar
 Tweet #AFTERglow Presents Chris Lake Stay With Me Tour ...

About/Contact
 About/Contact. Tweet. About Club Glow. The flagship event of ...

Echostage
 Tagged with: afetrglow echostage, afterglow, chris lake, chris lake ...

Clubs in DC
 DC's best party happens at the following clubs in Washington ...

[More results from clubglow.com »](#)

Glow Lounge DC
 4.4 ★★★★★ (63) - Lounge
 1608 7th St NW
 "Unlike so many other clubs in the area the bouncers are not ..."

glow events - Google Search

https://www.google.com/search?q=glow+events&oeq=glow+events&aqs=chrome..69i59j69i60j20l3.2913j0j4&sourceid=chrome...

Google glow events Search

All News Images Shopping Maps More Settings Tools

About 180,000,000 results (0.52 seconds)

Glow Events | Home
www.glowevents.com/
 Glow Events, formerly Glow Event Design, is a boutique event planning firm specializing in creative decor design. We create perfectly styled weddings, corporate ...
 Our Work · Contact · Corporate · Galleries

Weddings + Social | Glow Events
www.glowevents.com/weddings-social/
 At Glow, we will work with you to make sure your event is everything you dreamed it would be. We take a limited number of social events and weddings a year in ...

Glow Event Design - Planning - San Francisco, CA - WeddingWire
<https://www.weddingwire.com> ... San Francisco (City) Wedding Planners
 ★★★★★ Rating: 5 - 11 reviews
 At Glow Event Design, we pride ourselves on taking a more creative approach to event planning. We will custom design all of the decorative details specific for ...

Glow Events | Things to Do in San Francisco, CA | sftravel.com
<https://www.sftravel.com/explore/glow-events>
 Glow Events is a boutique event planning firm specializing in creative decor design and full scale production. We produce corporate events without the corporate ...

Glow Events - 47 Photos & 23 Reviews - Party & Event Planning ...
<https://www.yelp.com> · Event Planning & Services · Party & Event Planning
 ★★★★★ Rating: 5 - 23 reviews
 23 reviews of Glow Events "Wow - where do I start? The team at Glow Event Design is just absolutely phenomenal!! We worked with Glow (Bari and Christina) ..."

Glow Events | LinkedIn
<https://www.linkedin.com/company/glow-event-design>
 Learn about working at Glow Events. Join LinkedIn today for free. See who you know at Glow Events, leverage your professional network, and get hired.

Glow Event Design

Website Directions Save

5.0 ★★★★★ 5 Google reviews
 Event planner in San Francisco, California

Address: 3547 Sacramento St, San Francisco, CA 94118
Hours: Open · Closes 6:30PM
Phone: (415) 967-0553

[Suggest an edit](#)

Questions & answers
[See all questions \(1\)](#) [Ask a question](#)

Reviews from the web
 5/5 [WeddingWire](#) · 11 reviews

Reviews [Add a photo](#) [Write a review](#)

A "If there is one thing you can do right for your wedding - it's use Glow!!!"

4. REGISTRANT & APPLICANT GOOGLE SEARCH
 (as of 07/02/2019)

Glow Events
Events Services · San Francisco, California · 103 followers

Full Service Event Planning and Design

[+ Follow](#) [Visit website](#)

Christina works here
[See all 14 employees on LinkedIn](#)

Overview

Glow Events is a boutique event planning agency specializing in creative design and full production for corporate and social events. We are based in San Francisco with events produced in the US and Canada. From Fortune 500s to tech-start ups, our clients rely on us for events of various sizes and budgets. Our design-based approach to planning sets us apart from the competition and allows us to fuse aesthetics with function for expertly produced programs.

Website <http://www.gloweventdesign.com>

Industry Events Services

Company size 11-50 employees

Headquarters San Francisco, California

Type Privately Held

Founded 2010

Specialties Wedding Planning, Event Planning, Wedding and Event Design, Corporate Events, and Corporate Event Planning

Promoted

SCU Online MBA
Disrupt Your Career w/an Online MBA from the Heart of Silicon Valley.
[Learn more](#)

Are You a Female Exec?
Earn an Executive Women in Leadership Certificate from Cornell. Apply Now!
[Learn more](#)

Home
About
Jobs
People
Ads

Messaging

5. APPLICANT LINKEDIN PAGE
(as of 07/02/2019)

EXHIBIT B

The screenshot displays the Facebook profile for Club Glow. The profile picture is a red logo on a black background. The cover photo shows a group of people at a party. The 'About' section includes the following information:

- HOURS:** Always Open
- CONTACT INFO:**
 - Call (202) 503-3600
 - m.me/ClubGlow
 - info@clubglow.com
 - http://www.clubglow.com
- MORE INFO:**
 - About:** The biggest dance party in Washington, DC! <http://www.clubglow.com/>
 - Public Transit:** Glow Thursdays/AFTERglow Fridays. Soundcheck... [See More](#)
 - Attire:** Casual
 - Dance & Night Club:**


Team members listed include Heather Anne Church.

1. REGISTRANT FACEBOOK PAGE (as of 07/02/2019)

Browser tabs: About/Contact | Club Glow Wa x +

Address bar: https://www.clubglow.com/about-contact/

Navigation: Past Events | Clubs In DC | Get Passes To Glow | About Us | Search



Secondary Navigation: Glow Calendar | Get Tickets | Watch Glow TV Episodes | Listen to Glow Radio | Blog - EDM News | See Raw Video | See Pictures

About/Contact

Tweet Like Share Be the first of your friends to like this.

About Club Glow

The flagship event of **Panorama Productions**, Club Glow is the longest running weekly dance party in Washington, DC. Established in 1999 with our first-ever party at Zei Club, we now feature the biggest DJs in the world every week at **Echostage** and **Soundcheck**.

Echostage, the home of Glow's mega weekend shows, was recently ranked in the 2017 DJ Mag Top 100 Clubs Poll as the 8th-best club in the world (#1 in the USA). Glow also hosts more intimate shows at Soundcheck, home of 80k watts of bass.

Glow was as one of the 8 best clubs in America at the International Dance Music Awards at Winter Music Conference in 2011 and 2012. It was named 'Best Venue' (Club Glow) in 2010 by David Guetta in the DJ Magazine Top 100 DJ's Poll.

Glow is also responsible for the yearly editions of **Moonrise Festival** in Baltimore, the **Super Glow** parties at **DC Armory**, and also played host to the **Identity Festival** at Jiffy Lube Live in 2011 and 2012.


Regular bookings include Armin van Buuren, David Guetta, Tiesto, Avicii, Above & Beyond, Skrillex, Hardwell, Laidback Luke, Kaskade, Eric Prydz, Steve Aoki, and more.


Outside of DC, we've also hosted parties Ibiza, Miami, Playa del Carmen, and Cancun.

Contact

- **Table Bookings:**
202.503.3600
- **General Inquiries:**
info@clubglow.com
- **Press/Media:**
info@clubglow.com

Follow Glow





Subscribe

Featured posts on Club Glow

- Moonrise Festival 8.11**
Tweet Club Glow P
Moonrise Festival S
+ Sunday, August
- Zedd at Echostage**
Tweet Club Glow P
From: medasin, Th
27th, 2018 2135 Q
- Tiesto at Echostage**
The King is back! T
off our countdown
26th!
- Arty at Soundcheck**
Tweet Club Glow P
November 30th, 20
dress code | Ages 1

More Posts

2. REGISTRANT WEBSITE - ABOUT US PAGE
(as of 07/02/2019)

7/2/2019 club glow washington dc - Google Search

Google club glow washington dc Search Sign In

All Maps News Images Shopping More Settings Tools

About 7,120,000 results (0.51 seconds)

Club Glow Washington DC
<https://www.clubglow.com/>
 Your source for electronic music in Washington, DC. Club Glow produces concert and lounge events with the top names in house, electro, trance, techno and ...

Glow Calendar
 Tweet Club Glow Presents Armada
 Invites: Washington DC Super8 ...

Get Tickets
 Get all your tickets for GLOW here!

Event Calendar
 Tweet BATTERED Presents Chris Lake Stay With Me Tour ...

About/Contact
 About/Contact: Tweet About Club Glow. The flagship event of ...

Echostage
 Tagged with: afterglow echostage, afterglow, otne lake, chris lake ...

garrix dc
 Tweet Club Glow Presents Martin Garrix Saturday, June 22nd ...

[More results from clubglow.com >](#)

Glow Lounge DC
 4.4 (63) Lounge
 1608 7th St NW
 Opens soon · 4PM
 "Unlike so many other clubs in the area the bouncers are not ..."

Soundcheck
 3.9 (160) · \$5 - Night club
 1420 K St NW
 Closed · Opens 10PM Wed
 Their website mentions club glow

Echostage
 4.3 (1,341) Concert hall
 2135 Queens Chapel Rd NE
 Their website mentions club glow

Club Glow - Wikipedia
https://en.wikipedia.org/wiki/Club_Glow
 Club Glow is the longest running dance party in Washington, DC. It currently operates on a weekly basis out of two venues in DC (Echostage and Soundcheck).
Owner: Subsidiary of Panorama Productions

Club Glow - Home | Facebook
<https://www.facebook.com/> · Dance & Night Club
 Jan 27, 2018 · Rating: 4.5 - 1,274 votes
 Club Glow · Rated 4.5 based on 1274 Reviews "Had an awesome time at above and beyond last night ..."

https://www.google.com/search?hl=en&ibid=902&ei=NMBXarNOLSK-4Pz2630A0&q=club+glow+washington+dc&soq=club+glow+wa&gs_l=pey-ab.1.0.0.0.1/2

7/1/2019 Club Glow - Google Search

Google Club Glow Search Sign In

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About 147,000,000 results (0.59 seconds)

Club Glow Washington DC
<https://www.clubglow.com/>
 Your source for electronic music in Washington, DC. Club Glow produces concert and lounge events with the top names in house, electro, trance, techno and ...

Glow Calendar
 Tweet Club Glow Presents Armada
 Invites: Washington DC Super8 ...
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Get Tickets
 Get all your tickets for GLOW here!

Club Glow - Home | Facebook
<https://www.facebook.com/> · Dance & Night Club
 Jan 27, 2018 · Rating: 4.5 - 1,274 votes
 Club Glow · Rated 4.5 based on 1274 Reviews "Had an awesome time at above and beyond last night ..."

Club Glow - Wikipedia
https://en.wikipedia.org/wiki/Club_Glow
 Club Glow is the longest running dance party in Washington, DC. It currently operates on a weekly basis out of two venues in DC (Echostage and Soundcheck) ...

The Glow Club
<https://the-glow-club.com/>
 Were changing the way we define self-care and mindfulness by creating a new kind of space for you to strengthen your most valuable asset, your mind.
 Let Us Explain · Schedule · First Free Class · Book Your Class

Club Glow (@ClubGlow) · Twitter
<https://twitter.com/ClubGlow>

DC clubland! We are officially 1 month out from the return of @corysoulcity pic.twitter.com/8Up4E3M...

4 hours ago
[View on Twitter](#)

Due to a scheduling conflict, @dileto's show on Friday, September 13th, has been rescheduled to Saturday, September 14th. All tickets will be valid for the new date. = www.clubglow.com pic.twitter.com/yd7wz...

7 hours ago

Tomorrow 5 days until Dave Nada's Birthday Bash! = Dave Nada 828 11th/14th - Parish Pioscott 828 Mathias - Radio Night pic.twitter.com/7TMRpN...

1 day ago

Club Glow (@clubglow) · Instagram photos and videos
<https://www.instagram.com/clubglow/>
 The Pastors, 223 Following, 5736 Posts - See Instagram photos and videos from Club Glow (@clubglow)

https://www.google.com/search?hl=en&ibid=902&ei=NMBXarNOLSK-4Pz2630A0&q=Club+Glow&soq=Club+Glow&gs_l=pey-ab.1.0.0.0.0.108.693.../2

3. REGISTRANT GOOGLE SEARCH (as of 07/02/2019)

EXHIBIT C

7/1/2019 glow - Google Search

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GLOW / Available on



Netflix Subscription

Feedback

GLOW (TV series) - Wikipedia
[https://en.wikipedia.org/wiki/GLOW_\(TV_series\)](https://en.wikipedia.org/wiki/GLOW_(TV_series))
GLOW is an American comedy web television series created by Liz Flahive and Carly Mensch. The series revolves around a fictionalization of the characters ...
No. of seasons: 2 **Executive producer(s):** Liz Flahive; Carly Mens...
No. of episodes: 20 (list of episodes) **Original release:** June 23, 2017 – present
[Gorgeous Ladies of Wrestling](#) · [GLOW: The Story of the ...](#) · [List of GLOW characters](#)

GLOW | Netflix Official Site
<https://www.netflix.com/title/80114988>
GLOW. 2017TV-MA 2 SeasonsTV Dramedies. In 1980s LA, a crew of misfits reinvent themselves as the Gorgeous Ladies of Wrestling. A comedy by the team ...

GLOW (TV Series 2017–) - IMDb
<https://www.imdb.com/title/t55770786/>
Rating: 8.1/10 - 30,831 votes
A look at the personal and professional lives of a group of women who perform for a wrestling organization in Los Angeles during the 1980s.
[Full Cast & Crew](#) · [GLOW \(2017\) - Episode List](#) · [Parents Guide](#)

People also ask

Is glow Cancelled?

What network is glow?

Is Glow based on a real story?

Who is bash in glow?

Feedback

'GLOW': Season 3 Premiere Date, First-Look Photos For Netflix ...
<https://deadline.com/.../glow-season-3-premiere-date-first-look-photos-for-netflix-wr...>
May 31, 2019 - Netflix has set an August 9 premiere date for Season 3 of 'GLOW,' its female-wrestling comedy inspired by the 1980s show. See the first look ...



Rating Hours

GLOW
American web television series

8.1/10 IMDb 95% Rotten Tomatoes

92% liked this TV show
Google users

Alison Brie stars as Ruth Wilder, an out-of-work actress in the '80s. Wilder finds an unexpected path to the glitter and spandex-laden world of women's professional wrestling as she must work alongside 12 other Hollywood misfits to land the role of Sam Sylvia... [MORE](#)

First episode date: June 23, 2017
Writers: Jenji Kohan, Carly Mensch, Liz Flahive, Liz Jones, Rachel Shukert, Kim Rosenstock, Marquise Johnson
Awards: Screen Actors Guild Award for Outstanding Performance by an Ensemble in a Television Series, [MORE](#)
Nominations: Screen Actors Guild Award for Outstanding Performance by an Ensemble in a Comedy Series, [MORE](#)

Episodes

S03 E01 - Episode 1
Aug 9, 2019

S03 E02 - Episode 2
Aug 9, 2019

S02 E01 - Viking Funeral
Jun 29, 2018

View 15+ more

Audience reviews

Mensch and Flahive have created an interesting world for fans
What a trip down memory lane for fans

It's one of my favorite shows. There were times I laughed so hard I had tears rolling down my face

I thought it was so stupid when I first started watching it. I was doing more web surfing than watching TV

Your Review
Posting publicly

What do you think about this TV show?

<https://www.google.com/search?q=glow&aq=chrome..69i57j69i60j3j69i59j0.6693j0j7&sourceid=chrome&ie=UTF-8> 1/3



Club Glow

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[https://www.facebook.com/.../Dance & Night Club/](https://www.facebook.com/.../Dance-Night-Club/)

Jan 27, 2018 -

Rating: 4.5 - 1,274 votes

Club Glow -- Rated 4.5 based on 1274 Reviews "Had an awesome time at above and beyond last night ...

Club Glow - Wikipedia

https://en.wikipedia.org/wiki/Club_Glow

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The Glow Club

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We're changing the way we define self-care and mindfulness by creating a new kind of space for you to strengthen your most valuable asset, your mind.

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DC chickens! We are officially 1 month out from the return of @craysounds_1
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Due to a scheduling conflict, @djpl0's show on Friday, September 13th has been rescheduled to Saturday, September 14th. All tickets will be valid for the new date.
→ www.clubglow.com
<pic.twitter.com/usRrwiZ...>

7 hours ago

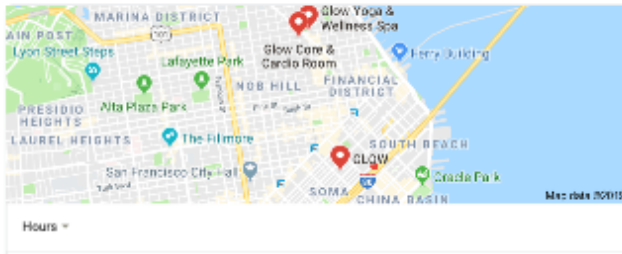
T minus 5 days until Dave Nada's Birthday Bash! 🎉
Dave Nada b2b Tittsworth -
Farah Flosscett b2b Mathias -
Pedro Night
<pic.twitter.com/7TMRptN...>

1 day ago

Club Glow (@clubglow) · Instagram photos and videos

<https://www.instagram.com/clubglow/?hl=en>

16k Followers, 223 Following, 5736 Posts - See Instagram photos and videos from Club Glow (@clubglow)





glow DC

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Glow Calendar | Club Glow Washington DC

https://www.clubglow.com/glow-calendar/

Check out what big names in Electronic Music we're bringing to Washington DC this month at Club Glow Washington DC!

Event Calendar | Club Glow Washington DC

https://www.clubglow.com/category/glow-calendar/

Tweet #AFTERglow Presents Chris Lake Stay With Me Tour Friday, September 27th, 2019 2135 Queens Chapel Road NE - Washington, DC Doors: 9 PM | No ...

Georgetown GLOW DC

www.georgetownglowdc.com/

Experience the sparkle of the season at Georgetown GLOW, the region's only curated exhibition of public light art installations. Set against the historic backdrop ... MAP · 2018 Artists · 2019 Call For Artists · Walking Tours

GLOW - Georgetown GLOW DC

www.georgetownglowdc.com/glow

Learn about Georgetown GLOW, the dates of the exhibition, time, and other holiday happenings in Georgetown.

Washington, DC - THE GLOW: A Jack O'Lantern Experience

https://theglowjackolantern.com/washington-dc/

Meet Jack's master carvers who will be on hand to demonstrate their artistry, don't be shy, ask for carving tips or put in a request! So, grab a seasonal snack with ...

Club Glow - Home | Facebook

https://www.facebook.com/... Dance & Night Club

Rating: 4.5 - 1,274 votes

Club Glow -- Rated 4.5 based on 1274 Reviews "Had an awesome time at above and beyond last night, however unless it's someone I must see, ..."

Georgetown Glow | Washington DC

www.georgetowndc.com/events/signature-event/georgetown-glow

GLOW IN GEORGETOWN. Experience the sparkle of the season at GLOW in Georgetown, the region's only curated outdoor public light art experience.

Images for glow DC



More images for glow DC

Report images

THE GLOW Washington, D.C. Tickets & Events | Tixr

https://www.tixr.com/groups/glowdc

Tixr has the best ticket prices for all THE GLOW Washington, D.C. events.

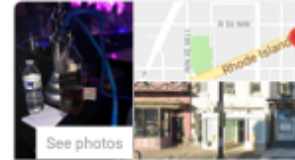
The GLOW: Washington, D.C. 10/19 Tickets at Lake Fairfax Park in ...

https://www.tixr.com/groups/glowdc/events/the-glow-washington-d-c-10-19-9575

Tixr has the best prices for The GLOW: Washington, D.C. 10/19 Tickets at Lake Fairfax Park in Reston by THE GLOW Washington, D.C..

Searches related to glow DC

https://www.google.com/search?ei=mM0uXfrEAayAk-4PrvevAc&q=glow+DC&oeq=glow+DC&gs_l=psy-ab.3..0i67j0i22i30i7.2289.7195..10784...8.0..0.100... 1/2



Glow Lounge DC

Directions Save

4.4 63 Google reviews

Lounge

Address: 1608 7th St NW, Washington, DC 2000

Hours: Open · Closes 2AM

Suggest an edit · Own this business?

Add missing information

Add phone number

Add website

Questions & answers

See all questions (3)

Popular times

11 PM: Us

Plan your visit

People typically spend 1.5-3 hours here

Reviews

Write

"Great food downstairs and nice club atr upstairs"

"The place has the best owners in the DC"

"Super great location in Admo & wonder"

View all Google reviews

People also search for



Josephine Cooking class



Panorama Productio... Event management company



club glow washington dc

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Event Calendar

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About/Contact

About/Contact. Tweet. About Club Glow. The flagship event of ...

Echostage

Tagged with: afterglow echostage, afterglow, chris lake, chris lake ...

garrix dc

Tweet Club Glow Presents Martin Garrix Saturday, June 22nd ...



Rating Hours

Glow Lounge DC

4.4 (63) - Lounge

1608 7th St NW

Opens soon - 4PM

"Unlike so many other clubs in the area the bouncers are not ..."



Soundcheck

3.9 (100) - \$\$ - Night club

1420 K St NW

Closed - Opens 10PM Wed

Their website mentions club glow



Echostage

4.3 (1,341) - Concert hall

2135 Queens Chapel Rd NE

Their website mentions club glow



Club Glow - Wikipedia

https://en.wikipedia.org/wiki/Club_Glow

Club Glow is the longest running dance party in Washington, DC. It currently operates on a weekly basis out of two venues in DC (Echostage and Soundcheck) ...

Owner: Subsidiary of Panorama Productions

Club Glow - Home | Facebook

https://www.facebook.com/... Dance & Night Club

Jan 27, 2018

Rating: 4.5 - 1,274 votes

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EXHIBIT D

Dictionary & Wikipedia Definitions

6/27/2019 dictionary - Google Search

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Dictionary

night club

night-club
/ˈniːtˌklʌb/

noun
noun: **night-club**
an establishment for nighttime entertainment, typically serving drinks and offering music, dancing, etc.
synonyms: night spot, disco, discotheque, cabaret, club, supper club, bar; More

Translate night club to

Show less

See results about

Dictionary.com
Dictionary.com is an online dictionary whose domain was first ...

Dictionary
A dictionary, sometimes known as a wordbook, is a collection of words in ...

Webster's Dictionary
Webster's Dictionary is any of the dictionaries edited by Noah ...




Dictionary.com | Meanings and Definitions of Words at Dictionary.com
<https://www.dictionary.com/>

Dictionary.com is the world's leading online source for English definitions, synonyms, word origins and etymologies, audio pronunciations, example sentences, ...

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Dictionary definition, a book, optical disc, mobile device, or ...

Latest from dictionary.com

 <p>Kangaroo Words: Words That Contain Their Own Synonyms - Everything After Z</p> <p>Dictionary.com 7 hours ago</p>	 <p>minimoon</p> <p>Word of the Day - minimoon</p> <p>Dictionary.com 1 day ago</p>	 <p>demur</p> <p>Word of the Day - demur</p> <p>Dictionary.com 4 days ago</p>
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[More for dictionary](#)

Dictionary | Definition of Dictionary by Merriam-Webster
<https://www.merriam-webster.com/dictionary/dictionary>

Famed for his dictionary, "Rambler" essays and The Lives of the English Poets, Samuel Johnson (1709-1784) remains one of the most-quoted and carefully ...

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<https://www.merriam-webster.com/>

The dictionary by Merriam-Webster is America's most trusted online dictionary for English word definitions, meanings, and pronunciation. #wordsmatter.

https://www.google.com/search?ei=jSMVXZmbCqnP0PEP4K_kA0&q=dictionary&oq=dic&gs_l=psy-ab.1.1.0i67j0j067j0i6j0i131.14535.15470..17643...1.0.0.137... 1/2



dictionary

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Dictionary

wedding planner

wedding plan-ner

noun
noun: wedding planner; plural noun: wedding planners
someone who plans and organizes weddings as a profession.

Translate wedding planner to Choose language

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Feedback

See results about

Dictionary.com

Dictionary.com is an online dictionary whose domain was first ...



Dictionary

A dictionary, sometimes known as a wordbook, is a collection of words in ...



Webster's Dictionary

Webster's Dictionary is any of the dictionaries edited by Noah ...



Dictionary.com | Meanings and Definitions of Words at Dictionary.com

https://www.dictionary.com/

Dictionary.com is the world's leading online source for English definitions, synonyms, word origins and etymologies, audio pronunciations, example sentences, ...

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Word of the Day - minimoon

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dictionary

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Dictionary

coordinator

co-or-di-na-tor /kə'ɔrdɪnəˈtɔr/

noun: coordinator; plural noun: coordinators; noun: co-ordinator; plural noun: co-ordinators

- 1. a person whose job is to organize events or activities and to negotiate with others in order to ensure they work together effectively.
2. GRAMMAR a word used to connect clauses, sentences, or words of equal syntactic importance (e.g. and, or, for).

Translate coordinator to Choose language



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Feedback

Dictionary.com | Meanings and Definitions of Words at Dictionary.com

https://www.dictionary.com/ Dictionary.com is the world's leading online source for English definitions, synonyms, word origins and etymologies, audio pronunciations, example sentences, ...

- Search Search definition, to go or look through (a place, area, etc ...)
Slang dictionary Dictionary definition, a book, optical disc, mobile device, or ...

Latest from dictionary.com

Grid of three word cards: Kangaroo Words, minimoon, and demur.

WIKIPEDIA

Nightclub

A **nightclub**, **music club** or **club**, is an entertainment venue and bar that usually operates late into the night. A nightclub is generally distinguished from regular bars, pubs or taverns by the inclusion of a stage for live music, one or more dance floor areas and a DJ booth, where a DJ plays recorded music. The upmarket nature of nightclubs can be seen in the inclusion of VIP areas in some nightclubs, for celebrities and their guests. Nightclubs are much more likely than pubs or sports bars to use bouncers to screen prospective clubgoers for entry. Some nightclub bouncers do not admit people with informal clothing or gang apparel as part of a dress code. The busiest nights for a nightclub are Friday and Saturday night. Most clubs or club nights cater to certain music genres, such as house music or hip hop. Many clubs have recurring club nights on different days of the week. Most club nights focus on a particular genre or sound for branding effects.^[1]

Contents

History

- Early history
- 1960s
- 1970s: Disco
- 1980s
- 1990s, 2000s, and 2010s

Entry criteria

- Cover charge
- Dress code
- Exclusive boutique clubs
- Guest list

Economic effects

- Noise pollution
- Substance abuse
- Solutions

Photography

Security

Serious incidents

See also

References

External links

History

Night club



Laser lights illuminate the dance floor at a trance music event in a nightclub (Sheffield, 2006)

General information

Genres included Electronic dance music

Location Worldwide

Types of street rave dance Hakken · Para Para · Rebolation · Melbourne Shuffle

Related events Music festival · metal festival · rock festival · electronic dance music festival · technoparades · acid house party · doof · trance festival · teknival · algorave · free festival · free party · circuit party · concert tour

Related topics Rave · Smiley · Disc jockey · VJing · Light beam · Loudspeaker · Sound system · Club drugs · MDMA · 2C-B

WIKIPEDIA

Wedding planner

A **wedding planner** is a professional who assists with the design, planning and management of a client's wedding. Weddings are significant events in people's lives and as such, couples are often willing to spend considerable amount of money to ensure that their weddings are well-organized. Wedding planners are often used by couples who work long hours and have little spare time available for sourcing and managing wedding venues and wedding suppliers.

Professional wedding planners are based worldwide but the industry is the largest in the USA, India, western Europe and China.^{[1][2]} Various wedding planning courses are available to those who wish to pursue the career.^[3] Planners generally charge either a percentage of the total wedding cost, or a flat fee.^{[4][5]}

Planners are also popular with couples planning a destination wedding, where the documentation and paperwork can be complicated. Any country where a wedding is held requires different procedures depending on the nationality of each the bride and the groom. For instance, US citizens marrying in Italy require a *Nulla Osta* (affidavit sworn in front of the US consulate in Italy), plus an *Atto Notorio* (sworn in front of the Italian consulate in the US or at a court in Italy), and legalization of the above. Some countries instead have agreements and the couple can get their No Impediment forms from their local registrar and have it translated by the consulate in the country of the wedding. A local wedding planner can take care of the different procedures.



A planner at a Chilean wedding event

Contents

Services

In popular culture

See also

References

Services

The services of a wedding planner may include:

- Interview the couple and parents to identify their needs.
- Preparation of the budget
- Design and style of the event
- Scouting locations
- Photoshoots
- Planning a detailed checklist (about a year in advance for a few days after the wedding) [6]
- Preparation of the list of participants
- Identification of venues for events (hotels, party house, ceremony, church, temples etc.)

WIKIPEDIA

Event management

Event management is the application of [project management](#) to the creation and development of large-scale events such as [festivals](#), conferences, ceremonies, weddings, formal parties, concerts, or [conventions](#). It involves studying the brand, identifying its [target audience](#), devising the event concept, and coordinating the technical aspects before actually launching the event.^[1]

The events industry now includes events of all sizes from the [Olympics](#) down to business breakfast meetings. Many industries, [charitable organizations](#), and interest groups hold events in order to market themselves, build business relationships, raise money, or celebrate achievement.

The process of planning and coordinating the event is usually referred to as **event planning** and which can include budgeting, scheduling, site selection, acquiring necessary [permits](#), coordinating transportation and parking, arranging for speakers or entertainers, arranging decor, event security, [catering](#), coordinating with third party vendors, and emergency plans. Each event is different in its nature so process of planning & execution of each event differs on basis of type of event.

The **event manager** is the person who plans and executes the event, taking responsibility for the creative, technical, and logistical elements. This includes overall event design, brand building, marketing and communication strategy, [audio-visual](#) production, script writing, logistics, budgeting, negotiation, and client service.

Contents

Strategic marketing and communication

Event venue

Sustainability

Technology

Education

See also

References

Strategic marketing and communication

Event management might be a tool for [strategic marketing](#) and communication, used by companies of every size. Companies can benefit from promotional events as a way to communicate with current and potential customers. For instance, these advertising-focused events can occur as press conferences, promotional events, or product launches.

Event managers may also use traditional news media in order to target their audience, hoping to generate media coverage which will reach thousands or millions of people. They can also invite their audience to their events and reach them at the actual event.^[2]

Event venue
