IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

Applicant	Blended Designs, LLC
Serial No.:	88037917
Mark:	BD
Filed:	07/14/2018
Examining Attorney:	Aurand, Kyle C.
Law Office:	126
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RESPONSE TO OFFICE ACTION

This is in response to the Office Action filed on May 21, 2019, objecting to the subject mark, BD – Serial Number 88037917 (the "Subject Mark") based on the following prior registrations (the "Cited Registrations") and classes:

1. BD – Registration No. 49880408

IC 025. US 022, 039. G & S: Clothing, namely shirts and shorts.

2. BD – Registration No. 5116427

IC 009. US 021, 023, 026, 036, 038. G & S: Socks, electrically heated.

IC 011. US 013, 021, 023, 031, 034. G&S: Electrical heating elements for shoes and gloves; electrically heated insoles, electrical foot warmers.

IC 025. US 022, 039. G&S: Shoes, in particular ski and snowboard shoes and parts thereof, boots for sports and leisure shoes; footwear, in particular insoles for footwear, other than for medical use; socks, in particular compression socks and athletic specialty socks; Clothing, in particular sportswear and casualwear, namely, t-shirts, polo shirts, shirts, vests, sweaters, hoodies, pants, jackets, socks, caps, hats.

The Examining Attorney maintains a rejection relating to a mark for BD's Apparel, previously filed application serial number 87826164, which currently has a suspension inquiry pending. Applicant respectfully requests the opportunity to respond to this maintained rejection pending the outcome of the suspension inquiry.

See May 21, 2019, Office Action.

The Examining Attorney refused registration of the Applicant's mark BD based on 2 earlier registrations for marks with the same initial. In each case, these initials are short for "B.Draddy" and "BOOTDOC". The Examining Attorney reasons that the Subject Mark is similar in commercial impression to the Cited Registrations, suggesting that potential purchasers may believe that the goods may originate from the same source.

Applicant appreciates the comments from the Examining Attorney. With all due respect to the Examining Attorney, the Trademark Office did not meet its burden of proof in this case for likelihood of confusion. Because the trade channels and because the type of goods, including their intended industry usage, are dissimilar, it is very unlikely that relevant consumers of the respective goods will believe there is any connection between the two cited companies.

Section 2(d) – Likelihood of Confusion

Applicant respectfully submits that the above Cited Registrations do not cause confusion with the Subject Mark. Trademark applications hinging on the basis of likelihood of confusion require the examiner and the Trademark Trial and Appeal Board ("TTAB") to use the Du Pont factors to determine whether consumer confusion is likely to arise:

(1) The similarity or dissimilarity of the marks in their entireties as to appearance, sound, connotation and commercial impression; (2) The similarity of 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; (10) The market interface between applicant and the owner

of a prior mark: (a) a mere "consent" to register to use; (b) agreement provisions designed to preclude confusion, i.e., limitations on continued use of the marks by each party; (c) assignment of mark, application, registration, and good will of the related business; (d) laches and estoppel attributable to owner of prior mark and indicative of lack of confusion; (11) The extent to which applicant has a right to exclude others from use of its mark on its goods; (12) The extent of potential confusion, i.e., whether de minimis or substantial; (13) Any other established fact probative of the effect of use.

In re E.I. Du Pont de Nemours & Co., 476 F.2d 1357, 1361 (Cust. & Pat. App. 1973). The examiner has a duty to consider all the facts with regards to these factors in each case turning on likelihood of confusion. In re Guild Mortg. Co., 912 F.3d 1376, 1379 (Fed. Cir. 2019). However, a likelihood of confusion evaluation considers the factors for which there is evidence of record but may focus on dispositive factors. Id. (citing Hewlett-Packard Co. v. Packard Press, Inc., 281 F.3d 1261, 1265 (Fed. Cir. 2002)). Additionally, "not all of the DuPont factors are relevant or of similar weight in every case." Id. (citing In re Dixie Rests., Inc., 105 F.3d 1405, 1406 (Fed. Cir. 1997)).

Applicant submits that there is no likelihood of confusion based at least on two key factors: the dissimilarity of established, likely-to-continue trade channels and the dissimilarity of the goods. Considering the applicable *DuPont* factors, as more particularly explained below, the Subject Mark will not cause a likelihood of confusion with the Cited Registration.

I. Established, Likely-to-Continue Trade Channels

First, Applicant's products are marketed and sold in completely different trade channels than that of the products associated with the Cited Registrations. Generally, the evaluation of trade channels must be decided on the "basis of the identification of goods set forth in the application." *Stone Lion Capital Partners, L.P. v. Lion Capital LLP*, 746 F.3d 1317, 1323 (Fed. Cir. 2014) (citing *Octocom Sys., Inc. v. Houston Comp. Servs. Inc.*, 918 F.2d 937, 942 (Fed. Cir. 1990)). However, where the circumstances surrounding the marks' marketing are such that they could not

or are highly unlikely to give rise to a mistaken belief, then the marks are not likely to be confused. Additionally, since the goods of the Cited Registrations do not have common users and the parties do not promote their goods to the same class of purchasers, the marks are not likely to be confused. *See Harvey Hubbell Inc. v. Tokyo Seimitsu Co., Ltd.*, 188 USPQ 517 (TTAB 1977), summarized in *In re Market America, Inc.*, 2012 WL 893479 (TTAB 2012).

B.Draddy is a luxury, traditional golf apparel brand. See bdraddy.com. The B.Draddy name "has its obvious meaning, that of a name." See e.g., Ex. A. To be specific, the company is named after its founder, Billy Draddy. Draddy claims the company targets "the mid-amateur competitive golfer – not professional...He plays golf, he has a job, perhaps a family, and he understands quality and values in all aspects of his life." See e.g., Ex. B; https://apparelmag.com/man-about-town-tapping-members-only-demographic Although this BD maintains an online storefront, "its primary market is the under-the-radar world of private golf clubs and golf resorts." See Ex. B. The company's products range from \$44 boxer shorts to the \$485 "007 Cashmere Crewneck". See e.g. Ex. C.

As an example of B.Draddy's target consumer, and as seen from their marketing materials, no photographs portray a person of color golfing or wearing B.Draddy clothing throughout any of their social media posts. See e.g., Ex. D. This is true from their very first social media post in 2013 to present. The fact that there isn't a single photograph depicting a person of color strongly suggests that these photographs are intentional and a focus of their marketing campaigns. The absence of even a single photograph depicting a person of color proves that there is no overlap between the trade channels or target consumer between B.Draddy and the Subject Mark.

BOOTDOC designs "individual solutions for active feet that guarantee excellent comfort and performance when taking part in sport." See e.g., Ex. E. BOOTDOC strives to aid ski and other snow sport athletes in their journey by "supporting their feet and developing tools for them to improve their performance." *Id.* BOOTDOC's products include insoles, socks, and foam liners that are precisely matched to the foot's anatomy. See e.g., Ex. F. BOOTDOC products are sold worldwide, both in store and online, primarily through sporting goods stores, specifically those focused on skiing and other snow-based sports. See e.g., Ex. G. BOOTDOC's Instagram features only four posts, however, an extensive search of the company's tagged posts (posts that consumers have tagged BOOTDOC in) does not include or portray a single consumer that was a person of color. See e.g. Ex. H. These tagged posts date from November 21, 2012.

In contrast, Blended Designs began when the founder "wanted to provider her son with an empowering backpack for school and travel...BD is becoming one of the most popular resources for school gear designed for people of color." See e.g. blendeddesigns.com.

This mission-oriented marketing has permeated the public perception of Blended Designs, with frequent recognition of the Blended Design purpose and demographic. In an article about the 2018 Emmy Awards, Forbes stated, "Blended Designs, a new company based out of Jacksonville, FL, gifted 120 of their signature 1954 by BD backpacks to guests. With less than 2% of the more than 670 character backpacks out there including children of color, Blended Designs creates a line that fills that void. In 2017, their first year, they sold 6,300 bags, which totaled \$250,000 in sales. Academy Award-winning actress, Regina King bought 100 backpacks for her charity at yesterday's event." See e.g. https://www.forbes.com/sites/danafeldman/2018/09/16/emmys-2018-inside-the-governors-ball-and-a-gifting-lounge/#57e1bb081215.

Products associated with the Subject Mark were featured in Essence Magazine #BuyBlack Gift Guide in 2018. One of the few authorized resellers of the products is WeBuyBlack.com. The appearance of the founder on The View even featured a donation of backpacks to "Lil 4's Club", an after school and community care center started by Letitia Conliffe. See e.g. Ex. I.

Blended Designs has clear and distinct marketing channels from both B.Draddy and BOOTDOC. The African American community, one of Blended Design's primary markets, has very little overlap with the luxury golfing and skiing demographics. If anything, it is much more likely that B.Draddy and BOOTDOC have overlapping target consumers, though both have registrations for similar marks in similar classes. The fact that neither have people of color in their marketing materials or in consumers tagging them for their products proves that there is little risk of an overlap in trade channels.

Although Tiger Woods is one of the more well-known professional golfers, the golfing community severely lacks diversity. According to the Professional Golfers' Association ("PGA") CEO, Pete Bevacqua, "diversity is the number one issue concerning [golf] and there are no quick fixes." See Ex. J; https://www.reuters.com/article/us-golf-pgachamp-diversity/diversity-remains-golfs-biggest-challenge-says-pga-of-america-ceo-idUSKBN1KT2OE. Statistics provided by the PGA of America show that over 80% of golfers are Caucasian. *Id*. While these statistics are not broken down further, the mere eighteen percent of minority golfers consists of multiple races, including African American. *Id*. A chair on the PGA board of directors, Suzy Whaley, conceded

to *The Dallas Morning News* that the makeup of her group is "heavily and predominantly currently white male." See Ex. K; https://www.dallasnews.com/business/2018/12/09/with-nearly-all-white-membership-pga-of-america-looks-to-diversify/. Even at Historically Black Colleges and Universities, African-American golfers are in the minority. See Ex. L; https://theundefeated.com/features/even-at-hbcu-black-golfers-are-in-the-minority/.

Skiing is another predominantly Caucasian sport, with Caucasians making up roughly sixty-six percent of the skiing demographic. See Ex. M. The Snowsports Industry of America conducted a study showing that only nine percent of snow sports participants are African American. *Id*.

Because of the distinctions between channels of trade, there is no likelihood of confusion between the Subject Mark and the Cited Registrations. Further, the channels of trade have been constant for Blended Design, B.Draddy, and BOOTDOC, allowing each to gain recognition in their own respective channels. Given the Registered Marks' self-professed focus and exemplary items for sale, it is unlikely a purchaser of the good for each mark would be misled to the source of the goods they are purchasing.

II. Dissimilarity of the Products Provided

Second, Applicant's products are dissimilar to the products associated with the Cited Registrations. Examining Attorney suggested they are for the same purpose and therefore related. More specifically, Examining Attorney cites to various companies' websites to link different types of clothing. However, "[i]t is not necessary that the products of the parties be similar or even competitive to support a finding of likelihood of confusion...Instead, likelihood of confusion can be found 'if the respective products are related in some manner." *Coach Servs. v. Triumph Learning LLC*, 668 F.3d 1356 (Fed. Cir. 2012). When evaluating the similarity of goods, "the inquiry should be whether they appeal to the same market." *Harvey Hubbell Inc.*, at 520. As such, and based on the statistics described above, Applicant respectfully disagrees that the evidence suggests that consumers would confuse the products offered in conjunction with the Subject Mark and the Cited Registrations.

The products associated with B.Draddy are golf-focused, with high price points and a more traditional look. See e.g., Ex. C. The products associated with BOOTDOC are snow sports-

oriented, including compression socks and custom boot liners with cold weather technology. See e.g., Ex. E. In contrast, products associated with the Subject Mark refer to representation, civil rights, and often contain illustrations of people of color. See e.g., Ex. N. There is no overlap in aesthetic or content between the products. It is unlikely a consumer would see a backpack or shirt with the Subject Mark and ever believe the source was actually B.Draddy or BOOTDOC.

Prior Filed Application

The Office Action referred to another application (Serial No. 87826164), which may cause a likelihood of confusion in the future. The application is currently suspended and Applicant respectfully requests the opportunity to respond to this rejection pending the results of the suspension inquiry.

Identification of Services

The Office Action requested that the Applicant clarify the identification of services for International Class 18. International Class 25 remains the same. To further prosecution, and to distinguish the Subject Mark over the Cited Registration, the Applicant respectfully requests that the services in this class be amended as follows:

Class 18: Backpacks; book bags; school bags; sports bags; rucksacks; duffel bags; traveling bags; tote bags; shoulder bags; carry-all bags; pouches, namely, leather pouches, pouches of textile, felt pouches, cloth pouches, vinyl pouches, waist pouches, ticket pouches, drawstring pouches, key pouches for holding make-up, pouch baby carriers; and handbags.

Conclusion

For at least these reasons, the Examining Attorney should withdraw the refusal of registration under Section 2(d). The mere possibility that relevant consumers might relate the two different marks does not meet the statutorily established test of likelihood of confusion. E.g., *In re Hughes Aircraft Company*, 222 U.S.P.Q. 263, 264 (TTAB 1984) ("the Trademark Act does not preclude registration of a mark where there is a possibility of confusion as to source or origin, only

where such confusion is likely"). Applicant requests Examining Attorney to amend Class 18, withdraw the registration refusal, and proceed the Subject Mark to publication.

Exhibit A

 $Screenshot\,from\,bdraddy.com\,(Cited\,Registration\,\#I)$

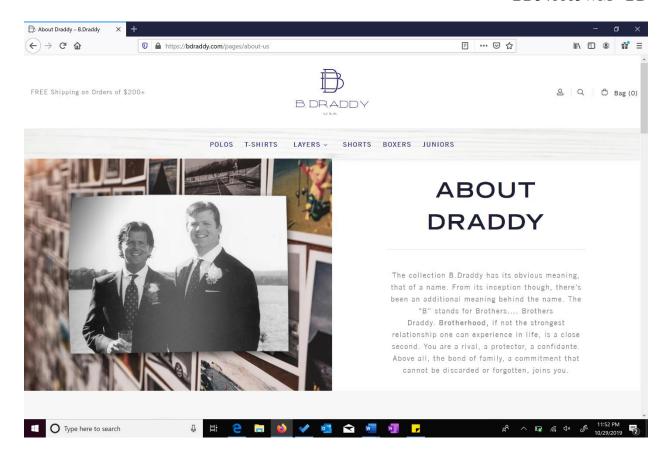


Exhibit B

Screenshot from https://apparelmag.com/man-about-town-tapping-members-only-demographic.

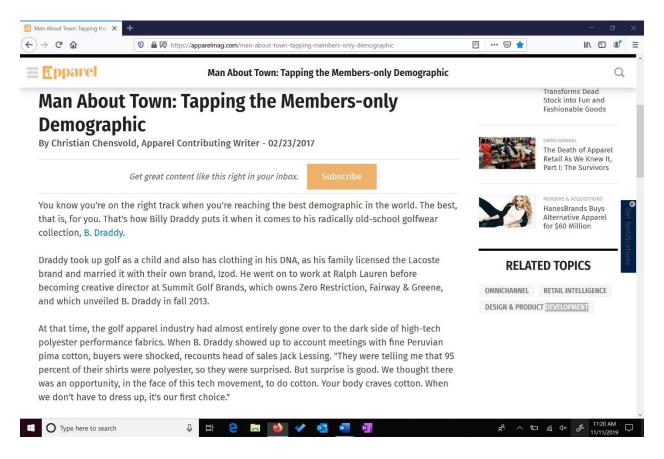
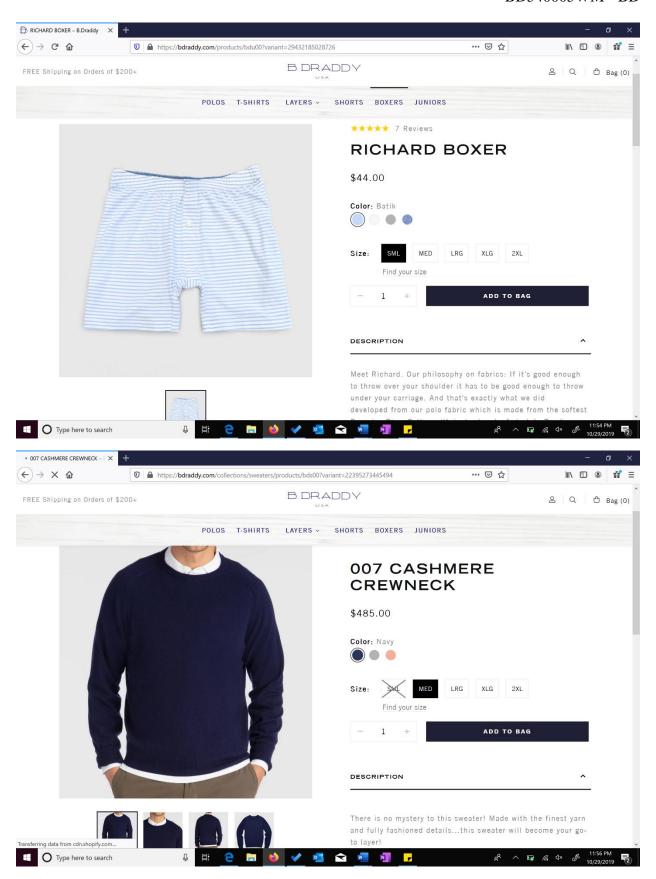
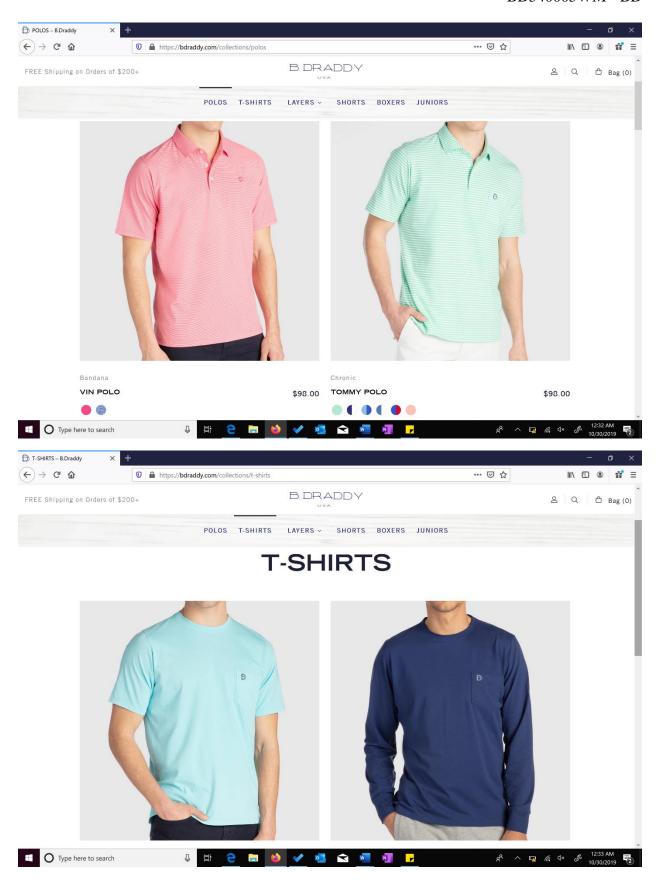


Exhibit C

Screenshots from bdraddy.com (Cited Registration #1)



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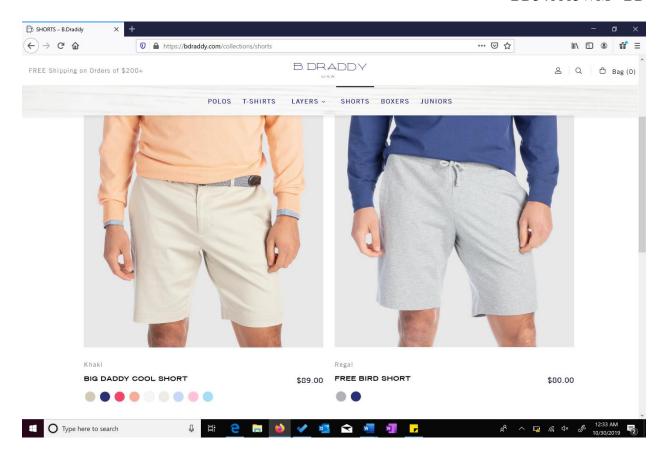
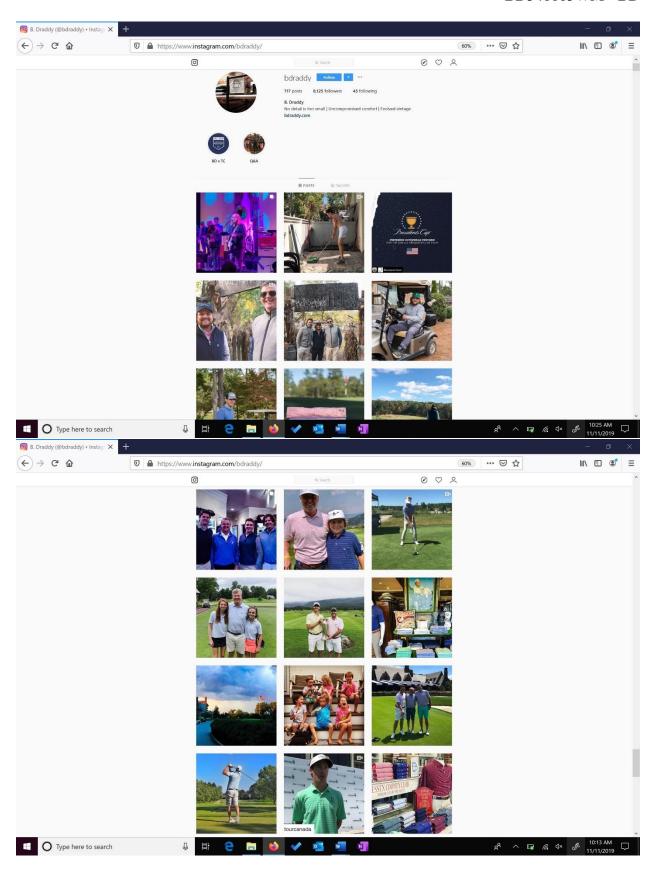
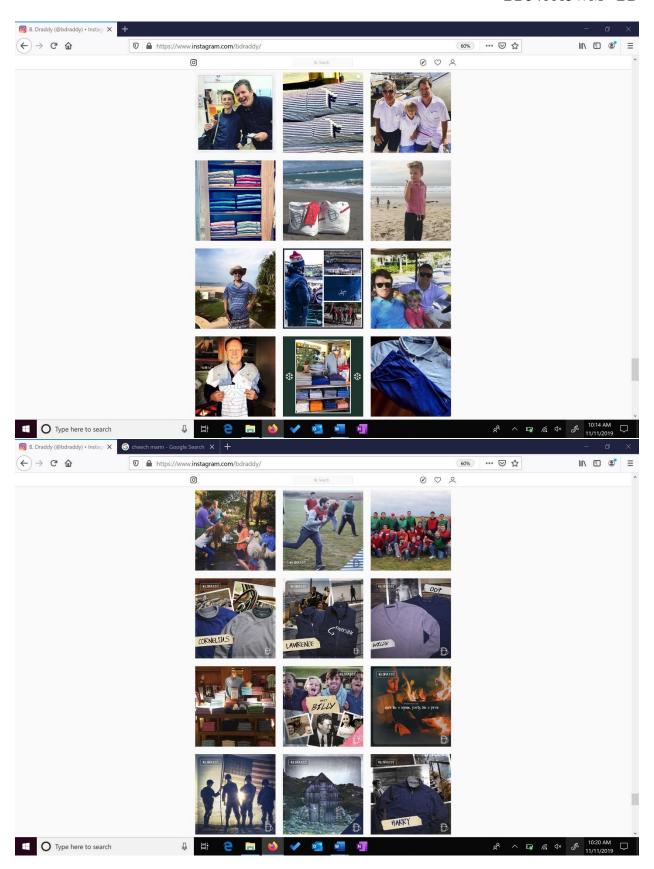


Exhibit D

Screenshots from B.Draddy's Instagram Account (Cited Registration #1)





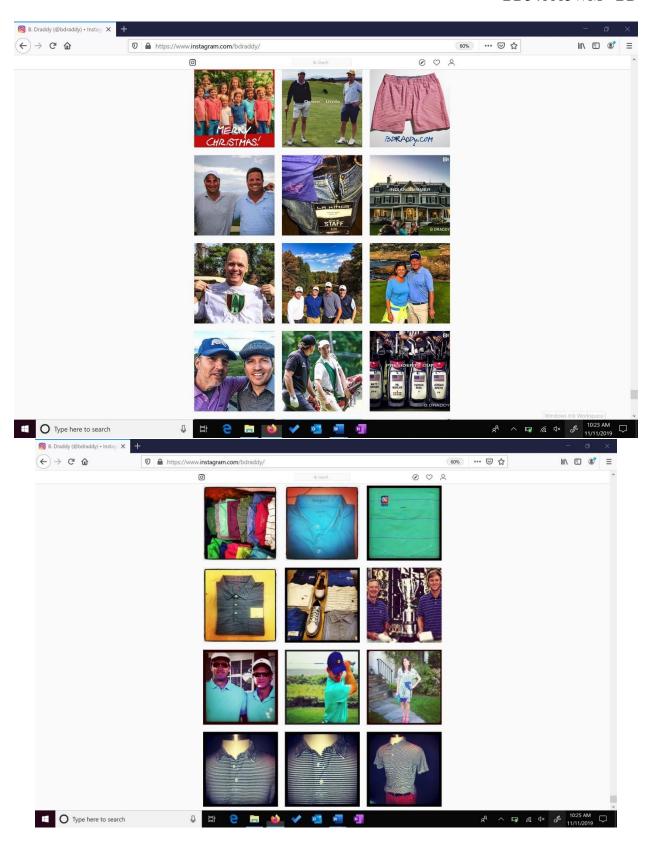


Exhibit E

Screenshot from boot-doc.com (Cited Registration #2)

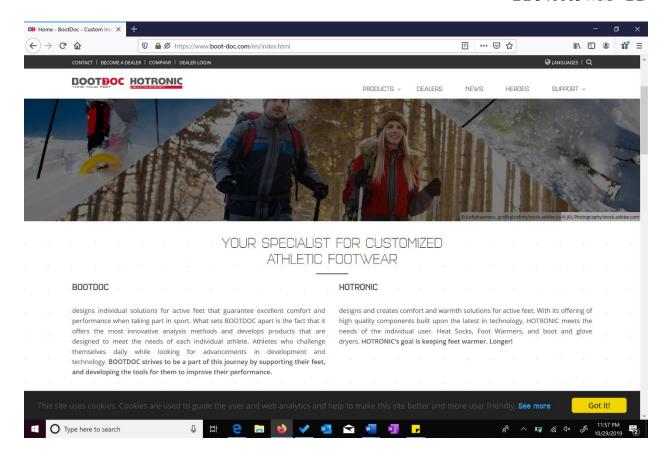
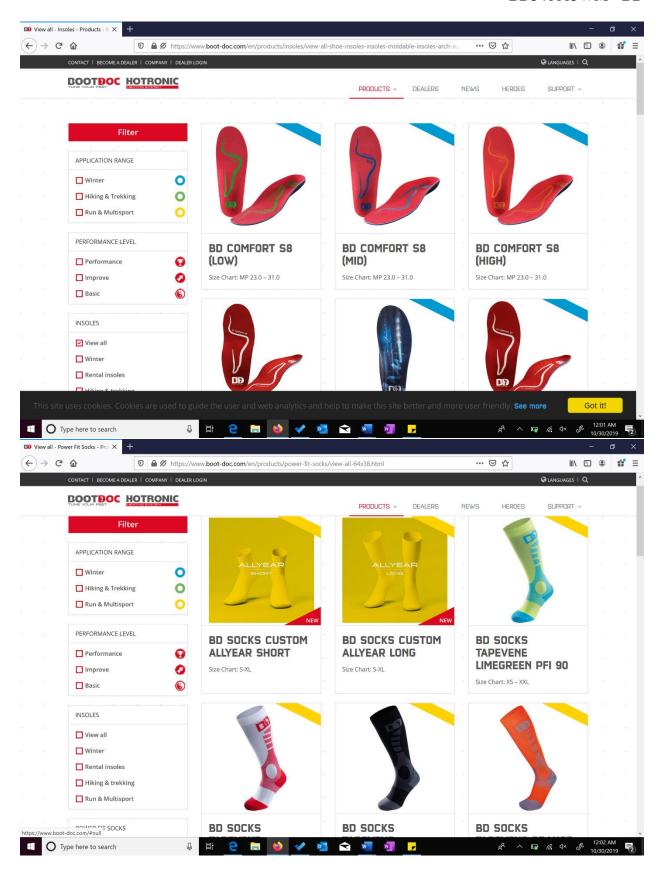


Exhibit F

Screenshots from boot-doc.com (Cited Registration #2)



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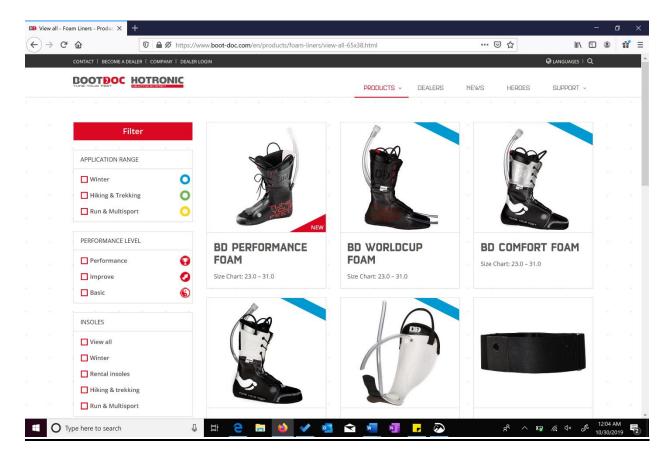


Exhibit G

Screenshots from boot-doc.com (Cited Registration #2)

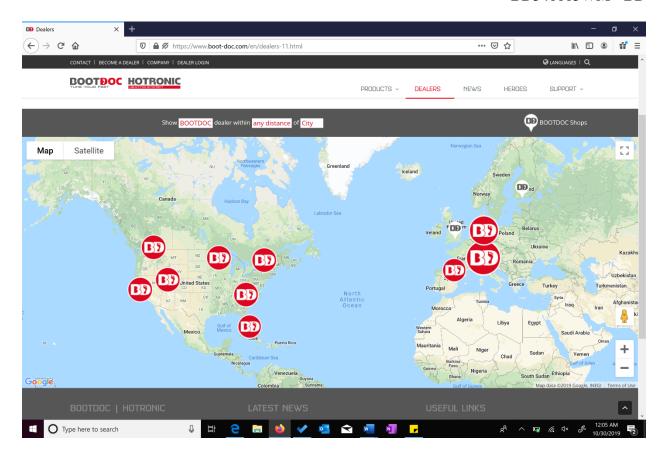
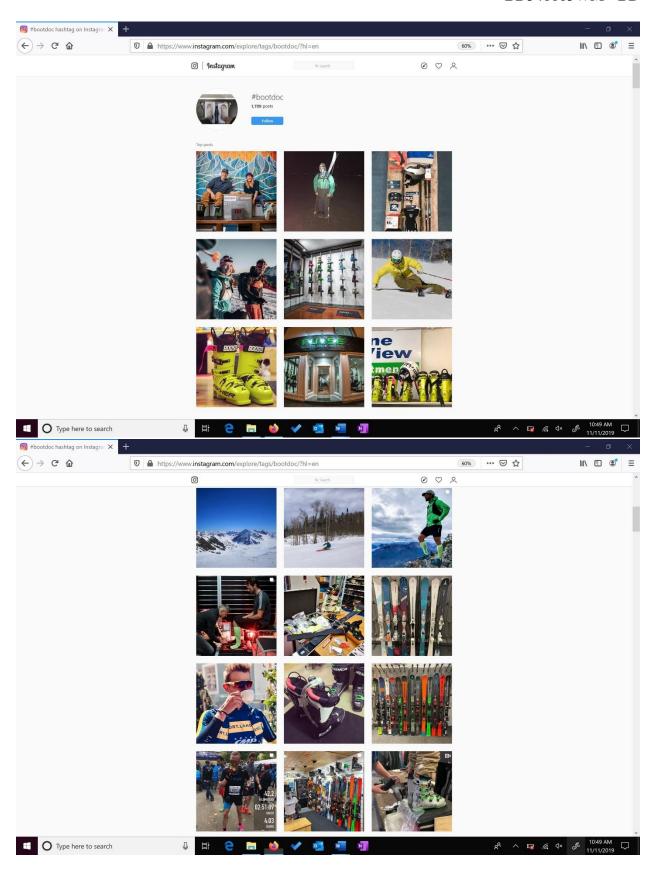


Exhibit H

Screenshots of Instagaram results for "#bootdoc" (Cited Registration #2)



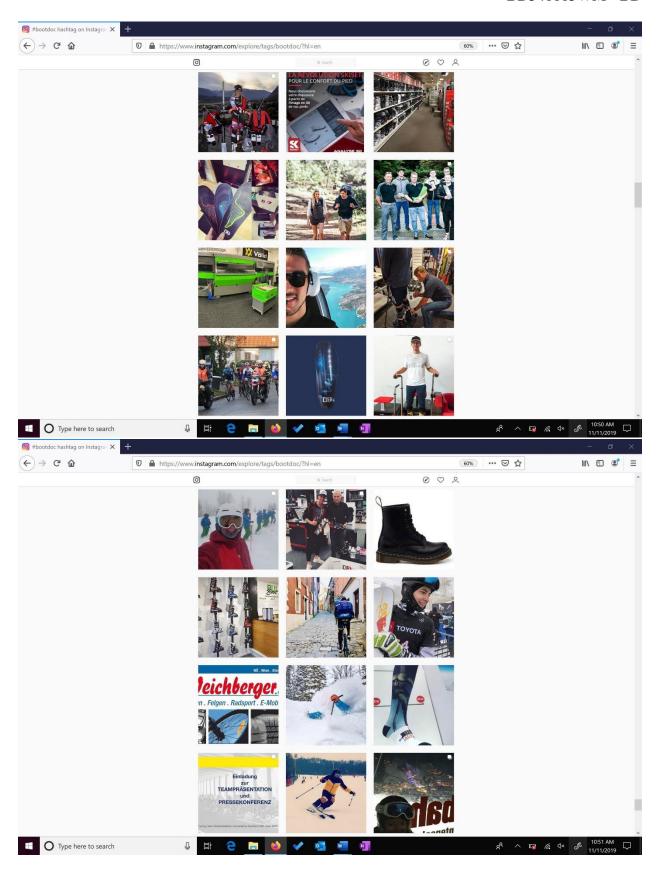
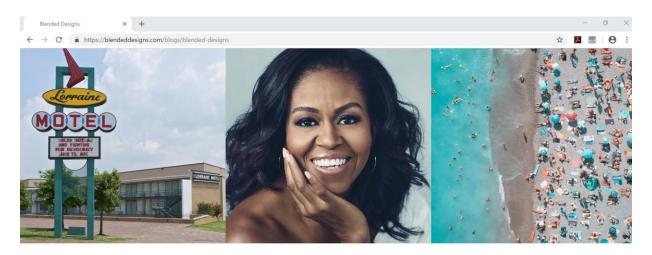


Exhibit I

 $Screenshots\ from\ blendeddesigns.com\ (Subject\ Mark)$



Top Civil Rights Museums in America

Learning Starts Here: Exploring Civil Rights from Past through Present

When you consider the purpose of a museum, you probably picture the perfect school field t...

Read more

Tags: Blended Designs, civil rights, civil rights movement, civil rights museums, empowerment, history, museums

Women's History Month

8 Amazing Black Women that Changed History

Here at BD, we know a thing or two about the importance of raising strong black women. As a female and black-owned bus...

Read more

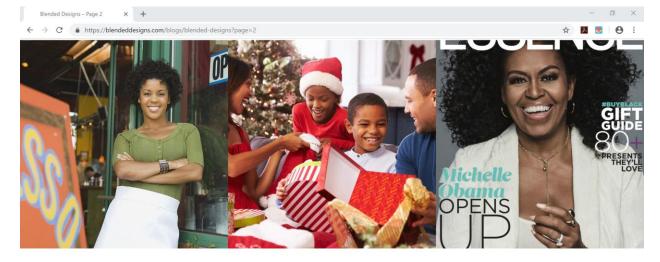
Tags: #BDSquad, #BlackExcellence, #BlackGirlMagic,

What Bag Matches Your Spring Break Destination?

With spring break right around the corner, make sure you are prepared for a week of fun by starting your packing list now. How will you choose the right bag to a

Read more

Tags: Blended Designs, fashion, fashion trends, spring break 2019, spring break guide, spring break travel, spring travel, summer travel, totes, travel, travel bags,



The Importance of Buying Black this Holiday Season

It's hard to imagine something more satisfying than watching a loved one's face light up as they open a gift they truly love, but there actually is. What's bette...

Read more

Tags: #BDSquad, #BuyBlack, 1954 Backpacks, Blended Designs, Casey Kelley, education, empowerment, squadgoals, strength

Grab Your Holiday Gear ASAP!

It may be hard to believe, but the holiday season is upon us! With less than a month to go until the major giftgiving season, it's time to get serious about you...

Read more

Tags: #BuyBlack, #SquadGoals, 1954 Backpacks, 1954 by Blended Designs, gift guide, holiday shopping, sale

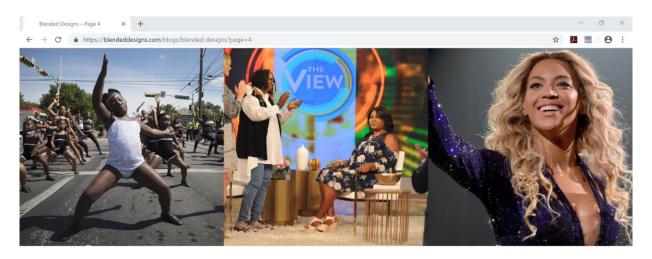
Blended Designs in Essence Gift Guide

Official Gift Guide 2018 Top Pick

Blended Designs was featured in this month's Essence Magazine for top gift buying picks with a Lil Bougie Travel Bag and 1954 B...

Read more

Tags: 1954, blended designs, essence, gifts, news



Celebrating Juneteenth

It is our mission to educate black youth about representation as well as to empower these youths through the creation of school gear that encourages them to do t...

Read more

Tags: 1954, history, Juneteenth, news

1954 by Blended Designs Donates \$20,000 and Backpacks to Single Mom-Turned Community Caregiver

Letitia Conliffe provides love and care for kids in need at her own expense in a rural town in Texas. "The View" helps surprise her with a gift that will help he...

Read more

Tags: #BDSquad, 1954 Backpacks, 1954 by Blended Designs, Casey Kelley, The View

Celebrating Black Music Month

On June 7, 1979, President Jimmy Carter hosted an event on the South Lawn at the White House, featuring performances from the likes of Chuck Berry, Little Richar...

Read more

Tags: entertainment, history, music, news

Windows Inic Worksman

Exhibit J

<u>Screenshot from https://www.reuters.com/article/us-golf-pgachamp-diversity/diversity-remains-golfs-biggest-challenge-says-pga-of-america-ceo-idUSKBN1KT2OE</u>

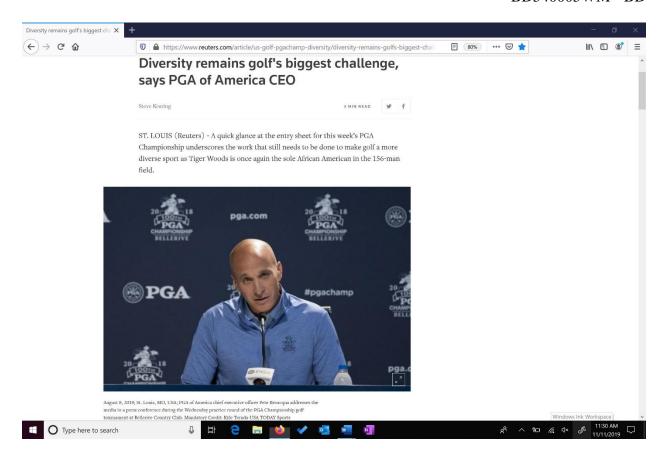


Exhibit K

Screenshot from https://www.dallasnews.com/business/2018/12/09/with-nearly-all-white-membership-pga-of-america-looks-to-diversify/

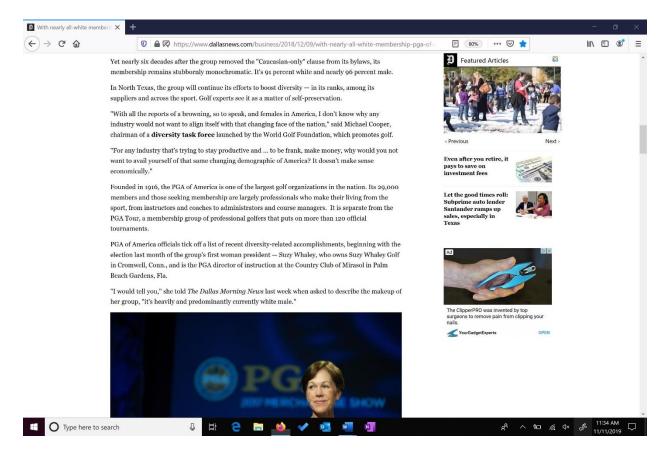


Exhibit L

 $Screenshot\ from\ \underline{https://theundefeated.com/features/even-at-hbcu-black-golfers-are-in-the-minority/}$

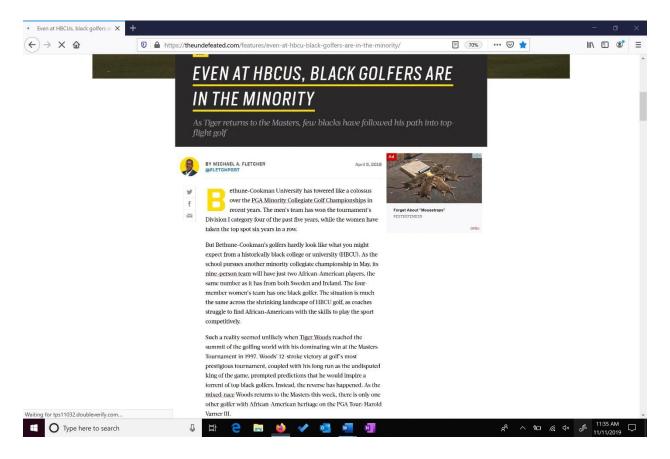


Exhibit M

Chart from https://www.tetongravity.com/story/culture/black-turns-matter-why-there-arent-more-african-americans-in-snow-sports

ETHNIC DEMOGRAPHICS

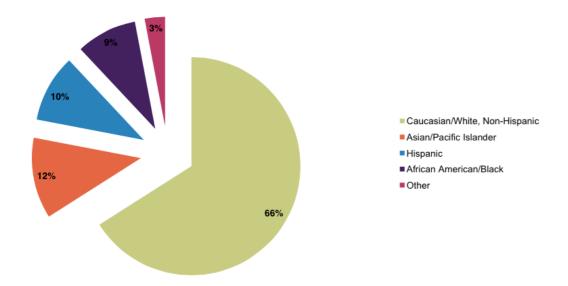


Exhibit N

 $Screenshots\ from\ blendeddesigns.com\ (Subject\ Mark)$

