

IN THE UNITED PATENT & TRADEMARK OFFICE
BEFORE THE TRADEMARK TRIAL & APPEAL BOARD

CENTRAL MFG. CO.
(a Delaware Corporation)
P O Box 35189
Chicago, IL 60707-0189

Opposer,

vs.

PARAMOUNT PARKS, INC.
8720 Red Oak Blvd.
Charlotte, NC 28217

Applicant

Box TTAB/NO FEE

Opposition No: 91123765

Trademark: HYPERSONIC

TTAB



08-13-2004

U.S. Patent & TMO/TM Mail Rpt Dt. #22

**OPPOSER'S REPLY TO APPLICANT'S
MEMORANDUM IN OPPOSITION TO OPPOSER'S
SECOND SUMMARY JUDGMENT MOTION**

NOW COMES the Opposer in reply to Applicant's Memorandum in Opposition to Opposer's Second Summary Judgment Motion, and states as follows:

The Opposer is compelled to file its reply because the Applicant has raised issues which must be addressed in order for the Board to make a just decision.

First we will start out with what is indisputable. The Opposer holds rights to an incontestable HYPERSONIC trademark registration. The Opposer has demonstrated through the discovery depositions of Leo Stoller and Raymond Webber priority of use and continuous use of the mark HYPERSONIC through the identification of annual sales volumes, catalog sheets, and the testimony of a customer of the Opposer. The Opposer has presented substantial unrefuted documentary evidence establishing that the Opposer has used its plead HYPERSONIC mark in commerce. See Raymond Webber deposition, pages 4 through 22, and the exhibits attached thereto, and the Leo Stoller deposition. The Opposer has established that the goods are related as between the parties in a manner that would cause prospective purchasers to have a mistaken belief that they come from the same source. The Opposer has established actual confusion as between the Applicant's use of its mark and Opposer's use of its mark. See the

Raymond Webber discovery deposition at pages 20, 21 and 22.

The issue that the Board must resolve in favor of the Opposer is that the Applicant, the junior user of the mark HYPERSONIC for the application of the mark sought to be registered, is likelihood of confusion with the Opposer's incontestable HYPERSONIC trademark registration. As a result, the Board should find that the Applicant's use of its HYPERSONIC mark is likely to be confused with Opposer's federally registered trademark HYPERSONIC.

Applicant's suggestions that the Opposer has not responded to numerous demands for documents and information has been rendered moot by Applicant's response to Opposer's Motion for Summary Judgment.

Applicant's alleged independent investigation of Opposer's claim that it used the HYPERSONIC mark is without merit.

The Opposer reminds the Board that the unrefuted evidence that the Opposer has submitted through the discovery depositions of Leo Stoller and Raymond Webber with the attached exhibits thereto, which establish evidence of use of its HYPERSONIC mark, is substantially greater than the evidence presented by the respondent in another case before the Board and to the Federal Circuit. See S Industries, Inc. and Central Mfg. Co. v. Casablanca Industries, Inc. and Hunter Fan Co. case, Cancellation No. 24,330, decision dated October 3, 2002. See Central Mfg. Co. c. Casablanca Industries, Inc. and Hunter Fan Company case, Appeal No. 03-1294, decision dated December 16, 2003.

At page six of Applicant's brief, the Applicant attempts to compare this case with S Industries, Inc. v. Stone Age, Inc. The Opposer asserts that there is no relevant comparison involving the S Industries v. Stone Age case with the case at bar. Courts have universally held on behalf of the Opposer since the 1998 S Industries v. Stone Age case, that there is no precedent value in comparing that case with any of Opposer's current cases. The Stone Age case involved different parties, different marks, different circumstances, and entirely different goods. Furthermore, the Stone Age case was amicably resolved on Appeal to the 7th Circuit as between the parties.

At page 8 of Applicant's brief, Lance Koonce incorrectly states that some of Opposer's evidence was not produced in discovery. Opposer states that discovery as between the parties

was an ongoing process and as the documents and other things became available to the Opposer, they were produced to the Applicant.

Applicant attempts to attack Opposer's documentary proof which shows the sales and advertising costs for products sold under the HYPERSONIC mark from 1988 through 2003. The sales totaled over \$385,000 and the advertising costs, \$55,000. The Applicant attacks this single page document as the only piece of evidence proffered by CENTRAL with respect to its revenues and advertising expenditures. Again, the Opposer calls the Board's attention to the Casablanca case in which this Opposer petitioned to cancel the respondent's STEALTH mark for use on fans and the respondent failed to produce any document which showed sales and advertising costs for its STEALTH fans for the ten years it claimed to have used the STEALTH on fans. The only evidence that Casablanca produced was only one company representative who stated in a testimonial deposition that the mark was in use along with some catalog sheets. The Federal Circuit affirmed the Board's ruling in this case that Casablanca had maintained use and continuous use of its mark based upon this evidence and this evidence alone. See Central Mfg. Co. v. Casablanca Industries, Inc. and Hunter Fan Company, Appeal No. 03,1294, decision dated December 16, 2003.

"Hunter Fan put forth one witness during the testimonial phase, who testified to the authenticity to Hunter's documentary evidence and Hunter's use of the STEALTH mark ... Central ... argues that Hunter's evidence was insufficient to show use of the STEALTH mark prior to the Petitioner's use or a likelihood of confusion between the Petitioner's use of STEALTH on non-fan products and Hunter's use on fans. Central misapprehends the burden of proof in so arguing.

A certificate of registration is prima facie evidence that the registered mark is valid, that the registrant is the owner, and that the registrant has the exclusive right to use the mark in commerce on or in connection with the goods and services specified in the registration. 15 U.S.C. § 1057(b). The petitioners therefore had the burden of establishing valid grounds for cancellation of Hunter's mark. West Florida Seafood v. Jet Restaurants, Inc., 31 F.3d 1122, 1125 (Fed. Cir. 1994).

Hunter did not supply the Board nor the Court with any invoices, yearly sales and advertising totals, nor any customers that Hunter stated that it has sold its fan to. Yet, the Board and the Federal Circuit concluded that Hunter had supplied sufficient evidence of use to overcome the Opposer's petition to cancel. In the case at bar, the Opposer has provided substantially more evidence of use, including a witness who has given undisputed testimony of purchasing Opposer's HYPERSONIC goods, including clothing from at least as early as 1988. See the Raymond Webber discovery deposition, pages 4 through 20. Mr. Webber, as acknowledged in his discovery deposition, has been a customer of the Opposer for many years and has purchased numerous products under both the HYPERSONIC brand and the STEALTH brand from the Opposer. The Applicant's unsubstantiated attack on Mr. Webber's testimony given in his discovery deposition, as to Opposer's continuous use of the mark HYPERSONIC, is totally without merit.

In Leo Stoller d/b/a Central Mfg. v. York International Corporation, Opposition No. 121,420, decision dated June 4, 2003, before Judges Quinn, Hairston and Drost, Raymond Webber's testimony was sufficient to establish prior use of a mark and continuous use which led to the Board sustaining Opposer's opposition.

"Opposer, on the other hand, has submitted evidence in the form of a deposition of Raymond Webber to establish its common law rights to the mark STEALTH on air conditioners. Mr. Webber identified himself as 'a customer of Leo Stoller's Company Stealth and a purchaser of Stealth brand cooling equipment, fans and air conditioners.' Webber dep. at 4. Mr. Webber agreed that he purchased STEALTH air conditioners.

A. It's a portable Stealth air conditioner.

Q: And did you in fact purchase from the opposer such a device?

A. Yes.

Q. And when was the first year you bought a Stealth portable air conditioner from the opposer, if you recall?

A. I believe it was 1987.

Q. Are you sure it was 1987?

A. Relatively sure, yes, sir.

Q. Well, could it have been 1980 - it was in the 80's?

A. Yes.

Q. You're sure of that?

A. Yes, late 80's.

Q. Late 80's, that you're sure of?

A. Yes, sir.

Webber dep. 3-4.

Webber also testified that he purchased another Stealth air conditioner in 1993 and again in 1999. Webber dep. at 6. The witness identified a STEALTH air conditioner he bought from an advertisement with a 1993 copyright date. Webber dep. at 6. Opposer also included other evidence of continuing sales of STEALTH air conditioners and fans. When we view the evidence as a whole, we find that opposer has established prior use of its mark STEALTH on air conditioners. See West Florida Seafood, Inc. v. Jet. Restaurants, Inc., 31 F.3d 1122, 31 USPQ2d 1660, 1663 (Fed. Cir. 1994).

In the case at bar, the Applicant has put forward no evidence to impugn the integrity of Opposer's witness, Mr. Webber. Mr. Webber's uncontested testimony under oath, as in the York case, clearly establishes Opposer's use and continuous use of its HYPERSONIC Federal trademark registration on the goods listed in the registration. Mr. Webber's uncontested testimony also establishes Opposer's common law rights on clothing long prior to the Applicant's said application.

In addition, Leo Stoller's undisputed testimony in his discovery deposition, where Mr. Stoller provided a substantially greater volume of evidence than was provided in the Casablanca case, clearly supports the Opposer's prior and continuous use of its HYPERSONIC registration.

Leo Stoller has testified that he had licensed its mark HYPERSONIC. Licensing is an affirmative defense against abandonment of a trademark. On page 18 of Applicant's brief, the Applicant stated that Opposer did not produce a copy of a HYPERSONIC trademark license agreement with STR Industries and the Opposer. It is important for the Board to recall in the

Casablanca case that Mr. Pearson, a witness for Casablanca, merely stated that a license existed between Mr. Holbrook, the inventor, and Hunter Fan continuously since "February of 1991." At page 26 of S Industries, Inc. and Central Mfg. Co. v. Casablanca Industries, Inc. and Hunter Fan Co., Cancellation No. 24,330, decision dated October 3, 2002.

Casablanca never produced a copy of the license agreement between itself and Mr. Holbrook nor any documents whatsoever other than the testimony of Mr. Pearson. The Board accepted Mr. Pearson's testimony; that such a royalty license existed between Casablanca and Mr. Holbrook since at least as early as 1991, evidencing Casablanca's use of the mark STEALTH on fans since at least as early as 1991. It would be inconsistent for this Board to find otherwise for the Opposer in view of the fact that the Opposer has presented undisputed testimonial evidence of a license that existed between STR and the Opposer which evidences Opposer's use of the HYPERSONIC mark in the case at bar.

In Applicant's desperate attempt to evade the consequences of choosing a mark which is already in use and owned by another party on similar goods, the Applicant has made numerous misstatements of material fact and/or law in its memorandum in opposition to Opposer's second summary judgment motion. For example, on page 18, the Applicant makes a misstatement of material when it says, "What little information Paramount has been able to glean about STR indicates that this company is run by Stoller's son, Mark. Koonce Aff't, Par. 17." For the record, Leo Stoller does not have a son named Mark.

APPLICANT'S INDEPENDENT INVESTIGATION IS FLAWED

The Opposer submitted to the Applicant a confidential mailing list consisting of approximately 5,000 retailers and distributors who the Opposer has sold and/or marketed its HYPERSONIC products to. The Applicant conducted an alleged independent investigation in which the Applicant contacted less than 1% of the confidential businesses that were supplied. Applicant states that "... 35 businesses were willing or available to be interviewed, and none of those businesses had ever heard of Central Mfg. Co. or its HYPERSONIC products, nor had they purchased or sold any such products." Opposer was never provided with a copy of these alleged interviews and asserts that conducting interviews with less than 1% of a customer list is

a statistically insignificant sampling and the Board should give no weight to Applicant's alleged independent investigation.

In addition, the Opposer asserts that Opposer's mailing list was marked confidential and that the contacting of Opposer's customers list without Opposer's permission violated the protective order as between the parties.

CENTRAL HAS STANDING

The Opposer has filed an amended opposition which cured the Board's concerns in an earlier motion for summary judgment. The current amended notice of opposition states that Leo Stoller is the president of Central Mfg. Co. and that Central Mfg. Co. holds rights to the HYPERSONIC mark. Currently, there is no dispute as to issues relating to standing as a result of Opposer's filing of its amended notice of opposition.

THE MARKS ARE IDENTICAL

There is no dispute as between the parties that the marks are identical. "Paramount concedes that its marks and Central's mark are facially identical, as they consist of the word HYPERSONIC in typed form." See page 19, paragraph 2 of Applicant's brief.

THERE IS NO QUESTION OF PRIORITY

The marks are identical and there is no question as to Opposer's priority of use of the HYPERSONIC mark on goods listed in its registration and on its common law rights established by Mr. Raymond Webber for goods in International Class 25; clothing, etc.

CHANNELS OF TRADE ARE IDENTICAL AND THE GOODS ARE RELATED

Quoting from page 20 of Applicant's brief:

"In terms of the similarity or relatedness of the parties' respective goods, channels of trade and classes of consumers, Central's proof fails entirely. Paramount's applications are in International Classes 16 and 25, for certain types of clothing and certain types of paper goods and printed matter, respectively. Central's mark is registered in International Class 28, for specified types of sports equipment. On their face, these goods are dissimilar and would not likely travel in the same trade channels or reach the same consumers. Paramount's actual use is limited to souvenir items sold at its Kings Dominion theme park in Virginia, to park visitors from Virginia and a number of neighboring states. 11 Koonce Aff't, Ex. A, Pars. 5-8."

Applicant's alleged actual use which they claim is limited to souvenir items at Kings Dominion Theme Park in Virginia, is inconsistent with Applicant's application for the mark sought to be registered. Applicant does not limit its channels of trade, consequently the Board must completely disregard Applicant's alleged limitations on the distribution of its goods covered under the applications which are the subject of this opposition. It must be assumed for purposes of this opposition that Applicant's goods will travel in all channels of trade and be sold to all types of consumers.

**APPLICANT HAS NOT MET ITS HEAVY
BURDEN OF PROOF OF ABANDONMENT**

The burden of proof is on the party claiming abandonment. Because abandonment is in the nature of a forfeiture, the burden of proof is a heavy one. See Saratoga Vichy Spring Co. v. Lehman, 625 F.2d 1037, 1044 (2d Cir. 1980).

One decision characterized the burden as requiring evidence that "leaves no room for doubt or speculation" and leads to "but one inescapable conclusion, namely, that the use of the mark was discontinued with intent to abandon it to the world." See Miller Brewing Co. v. Oland's Breweries, Ltd., 189 U.S.P.Q. 481, 488 (TTAB 1975), aff'd, 548 F.2d 349 (CCPA 1976).

On the other hand, another decision described the burden of proof for abandonment in a cancellation action as a preponderance of the evidence, the same as the burden for likelihood of confusion. Once nonuse has been proven, the burden of production (not the burden of proof)

shifts to the registrant. See Cerveceria Centroamericana, S.A. v. Cerveceria India, Inc., 892 F.2d 1021 (Fed. Cir. 1989). Note there appears to be a split in the circuit courts of appeals on this point. While the Second and Ninth Circuits have found that the burden of proof does not shift, the Eleventh Circuit has found that it does. Saratoga Vichy Spring Co. v. Lehman, 625 F.2d 1037 (2d Cir. 1980); Star-Kist Foods, Inc. v. P.J. Rhodes & Co., 769 F.2d 1393 (9th Cir. 1985); E. Remy Martin & Co. v. Shaw-Ross Int'l Imports, Inc., 756 F.2d 1525 (11th Cir. 1985).

The Applicant has never established nonuse, consequently, the burden of production, not the burden of proof, never shifted to the registrant. In any event, the Opposer's HYPERSONIC registration herein relied upon has obtained incontestable status and the Applicant has not met its burden on any grounds whatsoever to disturb and/or cause this Board to cancel Opposer's said registration.

OPPOSER'S MARK IS IN USE AND NOT ABANDONED

Applicant's counterclaim has been shown to be totally without merit. The Opposer has established that its mark is in use and not abandoned. Valid affirmative defenses of nonuse and abandonment are evidence of tradement licensing, policing and defending Opposer's mark. In the case at bar, it should be noted that the Opposer has written correspondence prior to the filing of this opposition to the Applicant attempting to reach an amicable resolution with a trademark licensing agreement. Having failed to resolve this controversy, the Opposer brought an opposition against the Applicant in order to protect its HYPERSONIC trademark.

The Opposer, in addition to holding rights to its well-known HYPERSONIC trademark, holds rights to 150 other well-known Federal trademark registrations. The Opposer conducts one of the largest trademark licensing programs in the country and features its trademark licensing program at its famous web site, Rentamark.com.

The Opposer and/or its representative in thirty years of trademark litigation has been involved in over 60 trademark infringement cases where the Opposer's opponents have counterclaimed to cancel Opposer's trademarks. The Courts have consistently refused to cancel any of Opposer's Federal trademark registrations based upon the evidence of Opposer's aggressive policing and licensing of its trademarks. Opposer includes copies of licensing directo-

ries which have been turned over to the Applicant during discovery which evidence that the Opposer has been engaged in an aggressive licensing campaign of its HYPERSONIC mark. See 1997 Guide to the Licensing World, at page 237; The 1997-1998 Worldwide Licensing Directory, at page 211; and the 1999 Licensing Resource Directory, at page 174.

**THE APPLICANT'S PERSONAL ATTACKS ON LEO STOLLER
ARE DEFAMATORY, SCURRILOUS AND WITHOUT MERIT**

In Applicant's desperate attempts to escape the consequences of this Board granting Opposer's motion for summary judgment, sustaining Opposer's opposition, the Applicant has attempted to unjustly defame and discredit Leo Stoller, the representative of the Opposer, before this Honorable Board.

In paragraph 13 of Lacy Koonce III's affidavit, Mr. Koonce attempts to unlawfully defame Leo Stoller by making allegations that "Mr. Stoller has a history of setting of business entities that exist only in Cyberspace." Mr. Koonce attaches a news article which has no foundation in fact; is hearsay and the Opposer moves that the Board should strike it from these pleadings. The Opposer also asserts that Mr. Koonce's inclusion of an unsubstantiated news article is designed to prejudice Leo Stoller before this Honorable Board. Mr. Stoller has denied all of the allegations which have been contained in the said news article and reached an amicable resolution with the Attorney General of the State of Illinois in which there was no admission of liability or wrongdoing on behalf of Mr. Stoller. Consequently, the Board cannot draw any conclusion adverse to Mr. Stoller as a result of the alleged news article. The Opposer requests that the Board strike Exhibit I from Lacy Koonce's affidavit, as it is irrelevant, defamatory and derogatory.

In summary, the Opposer has established priority of use, likelihood confusion and has rebutted Applicant's nonuse and abandonment claims. The Opposer has established that there is no genuine issue of material fact and that the Opposer is entitled to judgment. Giving the Applicant the benefit of all reasonable doubt as to whether genuine issues of material fact exist, and the evidentiary record on summary judgment, and all inferences to be drawn from the undisputed facts which are viewed in the light most favorable to the Applicant, the Opposer is

entitled to the Board granting it summary judgment.

WHEREFORE, the Opposer requests the Board strike Applicant's Exhibit I from Mr. Lacy Koonce's affidavit and to grant the Opposer's motion for summary judgment, denying Applicant registration of the mark sought to be registered and to dismiss Applicant's counter-claim with prejudice.

By: 

Leo Stoller
CENTRAL MFG. CO., Opposer
Trademark & Licensing Dept.
P.O. Box 35189
Chicago, Illinois 60707-0189
773-283-3880 FAX 708 453-0083

Date: August 10, 2004

Certificate of Service

I hereby certify that this motion is being deposited with the U.S. Postal Service by **Express Mail** No: **ER 854975824 US** in an express mail envelope addressed to:

Lacy H. Koonce
Lance Koonce
DAVIS WRIGHT TREMAINE LLP.
1633 Broadway
New York, NY 10019-6708



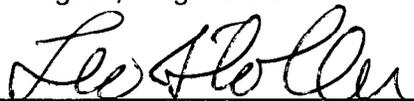
Leo Stoller

Date: August 10, 2004

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I hereby certify that the foregoing motion is being and deposited with the U.S. Postal Service as First Class Mail in an envelope addressed to:

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Arlington, Virginia 22202-3513



Leo Stoller

Date: August 10, 2004

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1997 GUIDE TO
THE LICENSING WORLD



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The 1997 Guide is designed to give those involved in the licensing industry as much relevant information as possible under one cover.

The Guide is divided alphabetically by Country. Licensors and Licensing Agents have given detailed information on their companies, listing properties, together with product available on the market for those properties, tv/video availability etc. Where a basic listing has been given the company has been referred to by a licensor/agent overseas and no questionnaire has been returned. Equally, if we have not received a questionnaire back from a company for two years, we have removed them from the Guide.

Licensees are listed alphabetically within their respective country. Where there are a large number of licensees listed, an index of companies under broad product bands has also been given at the start of the section. See right hand column for details.

Specialist Services: consultants, designers, attorneys, accountants have also been included where information is available, as well as trade publications and television companies.

Trade Show information is a feature that has proved very popular with our subscribers, and these have been listed under the relevant countries. You will also find a comprehensive "Calendar of Events on Pages 18 and 19 of the Guide.

Broadly, each country is divided into six sections:

- Licensors/Agents
- Licensees
- Specialist Services
- Trade Publications
- Television Companies
- Trade Shows

As a valued subscriber, if there is information that you need that has not been included in the Guide, please ring Cascade and we will be only too pleased to try and source it for you.

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LICENSEES

The broad product bands are as follows. Where no detailed questionnaire was received the positioning of the relevant company into a product category has been made by the Editor.

Accessories

including hair accessories, bags, purses, wallets, luggage, jewellery, watches, car accessories, ties, scarves, hankies, pins, visors, spectacles, sunglasses and cases, umbrellas, etc.

Apparel

including indoor, outdoor and underwear, hats, shoes, hosiery, screenprinting, transfers, flock transfers, swimwear, leisurewear.

Food/Drink

including all food/drink products as well as accessory related items.

Giftware

including musical boxes, figurines, gift boxes

Household/Home Furnishings

including textiles, bed linens, bathroom linens and accessories, lamps, wallpapers and borders, tableware, placemats, crockery, cutlery, furniture (inside and out), baby feeding-ware, melamine-ware, lunch boxes, coolers.

Novelties

including pins, badges, balloons, premiums

Publishing

including books, posters, greeting cards, diaries, calendars, lithographs, prints

Seasonal

including collectibles, special glass items, figurines, masks, crackers, fine art

Specialty

including arcade games, pin ball machines, sculpture, live productions, unusual products

Sporting Goods

including sports equipment, ancillary equipment, tents, bikes and accessories

Stationery

including postcards, giftwrap, tags, paper goods, back to school, writing instruments

Toiletries

including children's make-up, cosmetics, bathroom accessories, tissues, soaps, oral products, fragrances

Toys/Hobbies

including indoor/outdoor toys, board games, cards, crafts, sewing, knitting items, plastic kits, wooden toys, fun stamps, pre-school toys, puppets, plush, construction toys.

Video/Home Entertainment

including all home entertainment systems, computer software, video games, music/audio tapes, videos.

Rent-A-Mark

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Fax (773) 453 0083

Leo Stoller, Director of Licensing
Properties Aerospace, Airframe, Ambush, Annihilator, Aquilla, Battlefield Medicine, Blitzkrieg, Checkmate, Chestnut, Collider, Creative Travel, Crime Scene, Dark Star, Eliminator, Fable, Fire Power, Footnote, Game Time, Hypersonic, Intruder, Liquid Cool, Love Your Body, Merchant of Venice, Night Stalker, Phalanx, Renaissance, Sentra, Star Lite, Stealth, Stradivarius, Street Smart, Terminator, Tirade, Torrent, Trail Side, Tree House, Trident, Trillium, Turbo Jet, 24 Karat, Velocity, White Line Fever.

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Fax (212) 768 9110/382 0864
Electra Preston, VP Licensing
Properties Oscar de la Renta

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Los Angeles, CA 90034-0485
USA
Tel (310) 836 4678
Fax (310) 837 1534
Ruth White, President
Established in 1955, Rhythms is a producer of children's educational and edutainment audio-visual programmes, as well as publishing. The company's products are used in schools and homes internationally and have been awarded Parent's Choice and Notable Recording by the American Library Association.
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Roger Richman, President
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Cooper, Jimmy Durante, Albert Einstein, Fabio, WC Fields, Mark Foo, John Ford, Sigmund Freud, John Garfield, Betty Grable, Audrey Hepburn, Harry James, Al Jolson, Boris Karloff (Frankenstein), Emmett Kelly, Ernie Kovacs, Burt Lahr, Vivien Leigh, Groucho Marx, Steve McQueen, Carmen Miranda, Mary Pickford, William Powell, Basil Rathbone (Sherlock Holmes), Otis Redding, Nelson Riddle, Buddy Rogers, Rod Serling, Artie Shaw, Kate Smith, Goose Tatum, Rudolph Valentino, Rudy Vallee, Jack Webb, Johnny Weissmuller, Mae West, Wright Brothers
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Fax: (713) 789 3057
Harry P Capers Jr, President
Rivercrest designs, manufactures and markets fine products. Founded in 1981, we currently are focusing on licensing/marketing the Dino-Buddies characters. Our office's physical location is 2620 Fountainview, #14, Houston, TX 77057, USA
Properties Dino-Buddies (A, Ap, G, H, N, Pr, P, S, St, To, V, O)
Represented overseas by El Euro-Lizenzen (Germany)

The Robley Collection Inc

85 Constitution Lane, Ste 2A
Danvers, MA 01923, USA
Tel (508) 750 0279
Fax (508) 774 3691
Web Site: www.robley.com
Stephen Liquori, President
The Robley Collection Inc is a licensing company for a limited number of properties. Its expertise lies mainly in developing and implementing its properties with licensees. The company's background in graphic design and applications to apparel and accessory items allows it to give a prospective licensee a strong concept of how to apply and develop the property with its products and distribution
Properties The Robley Collection

Rockmill & Company

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New York, NY 10023, USA
Tel (212) 769 0609
Fax (212) 769 0609
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A4
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he seventeenth annual edition of the Worldwide Licensing Directory.

As seems to happen every year, you will see that the number of listings in the directory has increased substantially. This mirrors the continuing growth in the licensing industry - particularly in countries outside the United States.

In particular, the number of licensees and manufacturers involved around the world has increased with new companies in countries never before listed.

This seventeenth edition of the Worldwide Licensing Directory is the most user-friendly publication in the marketplace. At-a-glance side tabs give easy access to the specific sections and country headers at the top of the page enable readers to find the information needed quickly and efficiently.

The directory opens with what many would consider to be the most important aspect of any licensing industry reference book - the information about properties available for licensing.

More than 12,000 properties are listed with their licensors and where relevant, individual territory agents.

Following the property index is a section containing comprehensive information about licensors and agents in 65 countries. As usual, full company information is provided together with lists of properties and overseas offices and representatives.

The third section of the directory covers licensees. Again, this section has grown over the year and the 1997/8 edition contains more than 5000 licensees for 60 countries. As always, licensee information includes full company details together with information about products manufactured and, for further ease of reference, major countries are prefaced by alphabetical listings of companies by specific product group e.g. toys, apparel etc.

We hope that you will find the 1997/8 Worldwide Licensing Directory helpful in your day to day business. Through all of A4's publications - which include Licensing Today Worldwide, Licensing Reporter, Licensing Business Review and the Beginner's Guide to Licensing - we aim to assist licensors, agents, licensees and others expand their licensing business.

As the longest serving publishing house dedicated to this industry, we like to hear from you. If you have any questions or suggestions about the directory, do please let us know. We'd be pleased to hear from you.

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Adam Driscoll
Chief Executive Officer



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Publisher

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131 Rowayton Avenue
 Rowayton, CT 06853 USA
 Tel (203) 857 3760
 Fax (203) 857 3777
 James K Bell
Associated Office Bliss House (USA)
Properties include
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 Pecos Bill
 Anansi
 Time Warp Trio & other classic characters

RAD PRODUCTS LLC

2525 Battlefield Parkway
 Fort Oglethorpe, GA 30742, USA
 Tel (706) 861 7480
 Fax (706) 861 6822
 Marvin E Glaser
Properties include
 Rad Rex
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 Rad Board

RAINBOW LICENSING GROUP

PO Box 6247
 1275 Bloomfield Avenue
 Fairfield, NJ 07007 USA
 Tel (201) 575 8383
 Fax (201) 575 6001
 Richard Brown
Associated Offices Intercontinental
 Greetings (New York)
Properties include
 Richard Wallich Designs
 NFL Superbowl - Richard Wallich
 Kentucky Derby - Richard Wallich

RANDALL BURG FINE ART

4224 Glencoe Avenue, Marina del Ray
 CA 90292, USA
 Tel (310) 390 9595
 Fax (310) 306 6878
 Randall Burg
 Details available on application

RAWLINGS SPORTING GOODS CO

PO Box 22000
 St Louis, MO 63126, USA
 Tel (314) 349 3500
 Fax (314) 349 3588
 James R O'Brien
Properties include
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- Merchant of Venice
- Night Stalker
- Phelanx
- Renaissance
- Sentra
- Star Lite
- Stealth
- Stradivarius
- Street Smart
- Terminator
- Tirade
- Torrent
- Trail Side
- Tree House
- Trident
- Trillium
- Turbo Jet
- 24 Karat
- Velocity
- White Line Fever

REVLON

625 Madison Avenue
 New York, NY 10022, USA
 Tel (212) 527 5640
 Fax (212) 527 5544
 Lynn Krominga
Properties include
 Revlon
 Charlie
 Jean Naté Norell
 Boston Whaler
 O'Brien

RIGHTS INT'L GROUP

463 First Street, Suite 3C
 Hoboken, NJ 07030, USA
 Tel (201) 963 3123
 Fax (201) 420 0679
 Robert Hazaga
Associated Office Studio Oz Inc (Japan)
Agents for Planet Art Group (USA)
Properties include
 Jerry Sawitz
 Possi
 Planet Art Group
 Camille Przewodek
 David Spindel

The 1999 LIMA Licensing Resource Directory



*The Premier
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THE 1999 LIMA Licensing Resource Directory

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Every effort has been made to ensure that The 1999 LIMA Licensing Resource Directory provides dependable, accurate information. However, the publisher does not warrant that the data herein is completely free of errors and cannot be held responsible for oversights or omissions. In addition, the contents reflect data received by the publisher as of the book's closing date of March 15, 1999; any information received after that date would not be reflected in this edition.

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GENERAL INFORMATION



Starlog Group

475 Park Avenue South
New York, NY 10016
Tel: (212) 889-2830 ext 202; Fax: (212) 889-7933
E-mail: rita@starlog-group.com
Rita Eisenstein

Properties: Fangoria, Starlog Magazine

**Stealth Sentra Terminator & Dark Star Licensing**

dba Rent-A-Mark
P.O. Box 35189
Chicago, IL 60707-0189
Tel: (773) 283-3880; Fax: (708) 453-0083
Website: www.b45dir.com/rentanark
Leo Stoller

Properties: 24 Karat, Aerospace, Airframe, Ambush, Annihilator, Aquilla, Battlefield Medicine, Blitzkrieg, Checkmate, Chestnut, Collider, CreativeTravel, Dark Star, Eliminator, Fable, Fire Power, Footnote, GameTime, Havoc, Hypersonic, Intruder, Liquid Cool, Love Your Body, Merchant Of Venice, Night Stalker, Phalanx, Renaissance, Sentra, Sexual Chemistry, Star Lite, Stealth, Stradivarius, Street Smart, Terminator, The Limits of Endurance, Tirade, Torrent, Trail Side, Tree House, Triana, Trident, Trillium, Turbojet, Velocity, White Line Fever

Stephen Lawrence Company Licensing Corporation

35 State Street
Carlstadt, NJ 07072
Tel: (201) 807-0500; Fax: (201) 896-3824
Lynda Coyle

Properties: Stephen Lawrence Designs

Sterling Licensing Ltd.

#4 The Old School
Town Lane
Woodburn Green, BK HP100PH
United Kingdom
Tel: 441628529389; Fax: 441628529632
Carolyn Froud

Sterling/McFadden

233 Park Avenue S., 5th Floor
New York, NY 10003
Tel: (800) 553-9014, (212) 780-3590;
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Ed Komick

Properties: "16", "Baseball Illustrated", "Black Beat", "Daytime TV", "Intimacy", "Jive", "Metal Edge", "Metal Maniacs", "Pro Basketball Illustrated", "Right On!", "Sisters In Style", Modern Screen's Country Music

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Rutherford, NJ 07073
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Properties: Big Guy International, Chic Simple, Dr. Atkins, Hank Player USA, Jack Hanna's Animal Adventures, Mickey Mantle Estate, Patricks Pals, Raggs Kids Club, Richard Simmons Mall Tours, Slimamander, The Treeples

**Stonefield Josephson**

1620 26th Street, Suite 400 South
Provincetown, CA 90404-4002
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Calgary, Alberta T2E 1S6
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