

# BULKY DOCUMENT

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Part	3	of	4
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<b>91221338</b>
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# The Pro/Celebrity Equestrian Classic



## Returns to Palm Beach Polo

**T**he Pro/Celebrity Equestrian Classic returns to the Palm Beach Polo & Country Club the weekend of March 6-8, 1998. Established in 1996 to benefit "The Children," the Equestrian Classic combines the love of children with the magic of horses. In its third year, the Pro/Celebrity Equestrian Classic is bigger and more exciting than ever before. National television coverage of the weekend festivities adds to the glamour of a black-tie gala, celebrity participation and fast-paced equestrian competition.

This year's beneficiary, Miami Children's Hospital, was founded in 1940 by Variety Clubs International and treats more than 175,000 pediatric patients each year. Hoping to reach even more children before a crisis arises, a Children's Preventive Medical Unit has now taken its skills on the road. Two new and fully equipped "Health on Wheels" vans are

traveling to treat children in the home or school environment throughout Dade, Broward, Palm Beach, and Monroe counties.

The 1998 Equestrian Classic will get under way on Friday, March 6, at the magnificent Mar-a-Lago Club in Palm Beach, with a fabulous black-tie gala that features top entertainment, dining and dancing. Saturday, March 7, High-Goal Polo takes center stage with an exciting Pro/Celebrity Polo Match featuring Outback Steakhouse versus Team Blackwatch. Under the direction of team captains, Neil Hirsch of Blackwatch and Tim Gannon of Outback Steakhouse, spectators are guaranteed a fast-paced and competitive match. Polo superstars Memo Gracida, Mike Azzaro, Adolfo Cambiasso



*Adolfo Cambiasso*

# Wellington Business Sky Rockets Into The International Polo World

Polo Gear in Wellington Florida, once a small haven to Palm Beach Polo players and their wives, now constitutes the "must-have" shopping list for polo players around the world.

What originated as a shop for unique polo jerseys and tack has escalated into a virtual uniform for international polo players and their horses. Originally marketed under the label "La Martina," named after the famous Argentine

polo ranch, the line has evolved into the "Polo Gear" label. The label is proudly worn by many of the high-goal polo teams at Palm



Beach Polo and around the world. Polo players with an eye for impeccable craftsmanship and design

have their logos designed at Polo Gear, and are avid collectors of their polo products from saddles, to tack, mallets, helmets and clothing.

The inspiration behind the bold artistic designs and gear is Gary Fellers. Originally from the ski-wear industry, Fellers became consumed with polo over twenty-five years ago, and is still hooked.

"Polo is a game that requires a lot of passion.

You put up with a lot of aggravation, hours of practice, and big spending just to play the game. If someone is not into polo, it's hard for them to relate to it. We place our passion for polo into designing and marketing the best possible equipment," he said.

Once Fellers caught the polo "bug", he moved from Vermont and the ski business to the polo utopia of Wellington in 1991. Since then, he has become an invaluable member of the polo community. He sponsors M.V.P. awards and is a leading supporter

of local charities, including pro-celebrity tournaments with the likes of Tommy Lee Jones donating their

time.

Fellers also has the consummate polo privilege of playing with many of the greats including the Pieres, the Gracidias, the Hipwoods, Juan Carlos Harriot, Gonzalo Tanoria, Eduardo Moore, Mike Azzaro, Mariano Aguerre, and Adolfo Cambiaso. Many of them, in turn, have proudly worn Polo Gear logos on their team jerseys. On a national level, Polo Gear is a sponsor of Aspen snow polo, an increasingly popular sport in the United States and Europe.

Gary's partner in Polo Gear is his fiancée Jeanette Sassoon. They also pair up to run Centaur Farms, one of Wellington's most es-

teemed dressage facilities. Jeanette is an upper level F.E.I. dressage rider.

"Her perspective on tack and design and business sense is invaluable to me. I feel fortunate to have her as part of the team," said Fellers.

Polo Gear products are now available on the Internet and by catalogue.

As Polo Gear's business has expanded around the globe, Fellers believes polo is truly a sport of the world, perhaps more than any other. "Let us use it to further become citizens of a world community," he said, "to serve as a conduit to explore our similarities, not accentuate our differences."



Polo Gear owner Gary Fellers (center) is pictured with Escue Polo Team members Pite Merlos, Sadiq Qureshi, Sheikh "Shimmy" Qureshi and Sebastian Merlos.

Photo by Mort Kaye Studios, Inc.

THE OBSERVER JANUARY 21, 1998

# Business News

EXHIBIT 22B PG000040

# FDIOL and Country Club Challenge Cup opens

9441



*Elizabeth Polsterer  
and Durie Appleton*



*Calie Garcia  
and Glenn Straub*

**F**or the fifth consecutive year, Credit Suisse sponsored the opening day of the Palm Beach Polo and Country Club's Challenge Cup tournament.

Opening-day events, held Sunday at the club's pavilion, included a cocktail reception, lunch and a fashion show, featuring clothes from St. John Boutique, 246 Worth Ave.

Prior to the opening-day match, Credit Suisse principals were introduced to the crowd by horse-drawn carriage. Representing Credit Suisse were **Barry Sloane**, head of Private Banking North America; **J. David Hicks**, general manager of the bank's Miami agency; and **Norbert Rigendinger**, a senior representative.

The honor of throwing the first ball of the match went to U.S. Rep. **Mark Foley**. The congressman threw the ball from a slowly moving Porsche.

The opening-day match featured a clash between Orchid Hill, owned and sponsored by **Steve Van Andel**, and Escue Polo, owned and sponsored by **Sheik Abdus Qureshi**. Orchid Hill beat Escue Polo 19-9.

Photography By **GREER GATTUSO**



*Gary Fellers and Jeannette Sassoon*



*Marla Knocently and Warren Scherer*

# Aspen Daily News

*"If you don't want it printed, don't let it happen."*

Monday, December 21, 1998

517 E. IOWA ST.

ASPEN, COLORADO 81611

VOL. 21 #171

\$3.00



Stefanie Deutsch/Aspen Daily News

Owen Reinhart led the Roaring Fork Polo Club to a 2-1 victory over the Land Rover team at the World Snow Polo Championships at Cozy Point Ranch Sunday. Reinhart won MVP for the tournament.

# Sports

The Aspen Times • Monday, December 21, 1998

## Snow accents world-class polo

■ Roaring Fork wins World Snow Polo Championships

By Linda Lafferty  
Special to The Aspen Times

After three weeks of world-class ski racing, Aspen extended its string of world-class international sports competition this past weekend with the World Snow Polo Championships at Cozy Point Ranch.

A handful of the world's top polo players traveled to the Roaring Fork Valley for the relatively unusual experience of playing polo on snow in sub-freezing temperatures — rather than the more normal circumstances of green grass and warm weather.

### Polo

This, the third year of snow polo in Aspen, was a far cry from summer polo in Argentina or Florida's Palm Beach, as polo players dressed in brightly colored fleece jerseys galloped their horses up and down the snow-covered field.



Mike Azzaro and Owen Rinehart, above, battle for the ball in the World Snow Polo Championships Sunday. Rinehart's Roaring Fork team won the world title and Azzaro was named the tournament MVP.

EXHIBIT 22B PG000043

played in an different conditions —106 degrees in South Carolina. But never in anything quite like this!"

The polo ball may have been large, bright orange and soft, instead of small, white and hard; the horses may have moved a little more slowly and carefully; the field may have been rougher and the bounce of the ball wilder — but the skills of the riders were awesome and the level of play was consistently high nonetheless.

After two days of competition, the host team from the Roaring Fork Polo Club hung on to claim victory and the title of World Snow Polo Champions with a 2-1 win over the Land Rover squad in Sunday afternoon's finals.

The Roaring Fork team held off a furious last-minute rush from Land Rover's Mike Azzaro, the top-rated polo player in the United States.

Azzaro, one of a very few players in the world to hold the top international 10-goal rating, scored his team's only goal on a brilliant penalty play with just 15 seconds remaining in the game.

Azzaro was awarded a penalty shot 60 yards out from the goal.

...continues, while riding on Copper, the weekend's MVP — most valuable pony. Dan Bayer photos.

But instead of blasting a shot directly at the goal, Azzaro adroitly dribbled the ball through the entire Roaring Fork team — showing his tremendous riding and ball-handling skills on the rough, frozen terrain — and drove the ball through the uprights from close range.

Following that score, Azzaro took control of the ball when play restarted and was charging for a goal that would have tied the score when time ran out.

Roaring Fork had taken an early lead in the game, played amid announcements of highways closings, wind gusts, and freezing temperatures.

The home team's Owen Rinehart, a 9-goal player, opened the scoring.

The score remained unchanged until late in the third chukkar. Then, with 3 minutes to go, Land Rover sent the ball up the field. Azzaro turned the play with a back shot and headed down the field. But Roaring Fork intercepted the ball, turning the play again. Rinehart drove it through the goal, giving Roaring Fork a 2-0 lead, which held up, unchanged until Azzaro's last-

minute heroics.

Earlier Sunday, Outback defeated Bulgari 4-3 in the consolation game, claiming third place. Outback's Shelley Heatley made the goal that tied the score; minutes later her teammate Tim Gannon scored the winning goal.

On Saturday, Roaring Fork defeated Bulgari and Land Rover downed Outback to move into Sunday's finals.

Following Sunday's finals, Rinehart was named the tournament's most valuable player.

The South Carolina player, responded by declaring, "Aspen is the best place in the world! Thanks to all the people here who organized this event — Aspen is such a wonderful place to come."

Azzaro, despite the disappointment of his team's defeat in the finals, also had praise for the event. "This is a great start for polo in the snow — and next year should be even better."

Outback team sponsor and two-time winner of the U.S. Open, Tim Gannon, added, "Aspen is a great place to bring a family and we'll be back next year."



EXHIBIT 22B PG000044

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# A EUROPEAN GAME AT A

## WESTERN RANCH

SNOW POLO COMES TO T-LAZY



**By Ben Husband**  
*Aspen Times Sportswriter*

The Roaring Fork Valley got its second glimpse of Europe's most exclusive winter sport last weekend.

Snow polo — a regular event in St. Moritz — came back to Aspen (and North America) for only the second time ever at the second annual Champagne Pommery International Aspen Snow Polo Classic.

Held at the T-Lazy 7 Ranch on Maroon Creek — due to the lack of snow at the original site, the Cozy Point Ranch — the event drew a substantial crowd.

The championship trophy went to the visiting Champagne Pommery team, which out-gunned the "local" Colorado players.

But, despite the defeat of the home squad, the event was judged a success once again, drawing large crowds to watch this newest version of a 2,000-year-old sport.

Organizers credited T-Lazy

EXHIBIT 22B PG000045

# THE ASPEN TIMES

Vol. 11 • No. 8 • January 12, 1998 • ~~Price~~ (One copy per customer)

ASPEN DAILY NEWS, Monday, January 12,

## STATE



### Polo in the snow

Guillermo Kemp, right, of the Idealist team, goes after the ball Sunday during the Champagne Pommery International Snow Polo Classic. For details of the action, see page 5B. Michael Deutch



Stefanie Deutsch/Aspen Daily

International Snow Polo Classic wound up on Sunday afternoon at the Pommery International Snow Polo Classic. For details of the action, see page 5B. Michael Deutch

EXHIBIT 22B Pg 000046

# Pro/Celebrity Event

## Jumping for a Good Cause

Wellington, FL -- On March 9, the Pro/Celebrity Event at the Equestrian Club raised money for the Jackson Children's Hospital & Deed Bone Marrow Transplant program at the University of Miami/Jackson Memorial Medical Center.

Fourteen teams -- each consisting of an amateur, professional and junior rider paired with a celebrity -- competed for the cause. The Belle Herbe team of Jessica Newman, Lauren Hayes and Todd Minikus were led to victory by the blazing ATV round ridden by 10-goal polo player, Mike Azarro. Apparently Azarro got a slight advantage by removing the speed governor from his machine. . . Belle Herbe edged out WPEC-Channel 12 sports anchor Dan Oliver's squad by 2/100th of a second. The Palm Beach Post's social columnist

Thom Smith was also on hand, competing with the Leone's Ri-Arm team, and ended up in third place. One team was led by the Village of Wellington Mayor Kathy Foster. Her team finished 10th. Comedian Jonathan Winters handed out ribbons to the winners. Celebrity action began on Friday night with a "Moonlight Rhapsody" cocktail reception hosted by Ivana Trump at her Palm Beach home. On Saturday, Tommy Lee Jones played a polo match on Neil Hirsch's Black Watch team against Outback Steakhouse patron Tim Gannon's team of Azarro, Memo Gracida, and actor Bob Logan. Jones scored one goal and provided tough defense to spark the Black Watch victory over Outback Steakhouse, 12-9.

The weekend's event raised more than \$100,000.



Jonathan Winters was on hand for the ribbon ceremony, on top of posing for countless photos with his numerous fans.



Local media celebrities, Denise Jacovs of WPTV, and Dan Oliver, sports anchor for WPEC, were at the March 9 event.



Polo one day and ATV racing the next for Bob Logan. The celebrities were kept busy for a good cause.



Nona Garson with teammate and actor, Don Murray

Photos by Anne Gittens

EXHIBIT 22B PG000047

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WELLINGTON • ROYAL PALM BEACH

# TOWN-CRIER

LOXAHATCHEE • THE ACREAGE

VOLUME 18, NUMBER 10

THE PALMS WEST COMMUNITIES' ONLY TRUE LOCAL NEWSPAPER

## Star-studded Events Will End WEF

Town-Crier Staff Report

The Winter Equestrian Festival will conclude its Wellington stay this weekend with a flurry of events, drawing a variety of stars of sport, screen and television to Palm Beach Polo and the Equestrian Club.

The second annual Pro/Celebrity Equestrian Classic, Saturday and Sunday, includes a celebrity polo game at 4 p.m. Saturday, followed by the Ride & Drive Speed Tournament at 11:30 a.m. Sunday, and final show jumping grandprix about 1 p.m. In between are socials and special events featuring Tommy Lee Jones, Bo Derek and Jonathan Winters, as well as polo stars Memo and Carlos Gracida and Mike Azzaro.

Proceeds benefit the Jackson Children's Hospital and University of Miami Deed Club Bone Marrow Transplant program.

Jones, star of *The Fugitive* and *Batman Forever*, and Bob Logan (*The Wilderness Family*), are expected to participate in the pro/celebrity polo match. Legendary "10" Derek, laughable Winters and actor Don Murray will also be on hand.

The Ride & Drive will play out at the Equestrian Club. In a relay format, team members will each complete an obstacle course in the fastest time and least number of faults. Each team will feature one celebrity and three equestrians jumping their horses in a race against the clock.

General admission ticket prices range from \$10 to \$250 (VIP packages, including parties with the stars). Call 793-1440.



### Tommy Lee's got a Jones for polo

He's intense on the set. But Saturday, **Tommy Lee Jones** showed fire on the polo field. During the *Town & Country* Celebrity Polo Match at Palm Beach Polo and Country Club, he bumped **Tim Gannon** off his horse. "I thought I was in the rodeo," the stunned Outback Steakhouse team owner said. "I was waiting for the 8-second horn."



Winters

got a jump by removing the speed governor on his engine. No protests, however, as it was for a good cause — Jackson Children's Hospital.

Jones, who has a 2-goal handicap, scored from 10 yards out and signed autographs for anyone who asked.

At the Ride & Drive Speed Tournament Sunday at Palm Beach Polo's Equestrian Center, **Jonathan Winters** had everyone in stitches, but leave it to polo star **Mike Azzaro** to pull the fast one. The race paired celebrities on ATVs with show jumpers, but Azzaro got a jump by removing the speed governor on his engine. No protests, however, as it was for a good cause — Jackson Children's Hospital.

a special horse like that doesn't come along very often."

That off of U.S. C and \$

n the jump- r the title by the top spot Y BOB MARKEY N

MARCH 24, 1997

# People

weekly

**TORIOUS B. I. G. :**  
other rap victim

**JENNIFER LOPEZ**  
as the slain singer

**JonBenét's  
unsolved murder**

**WHAT'S  
TAKING  
SO  
LONG?**

**Eleven weeks  
later, her parents  
still aren't talking,  
the cops are taking  
heat, and experts  
are wondering if  
the killer will ever  
be caught**



# STAR TRACKS

▼ A madcap Whitney Houston (with husband Bobby Brown and a young family friend) stroked a cat of a different stripe at Ringling Bros and Barnum & Bailey Circus in East Rutherford, N.J.

▼ *Urrnwein Jr makes the move while Dad follows. Their team, Huntleigh Oaks bested McGuire Steel in the finals of the*



STEVE SANDS



◀ Naomi Campbell traded make-up tips with singer Boy George at a party for Gianni Versace in Milan after Campbell worked the runway at the designer's fall fashion show.

► A steadfast Tommy Lee Jones mounted up for the Pro-Celebrity Equestrian Classic in Palm Beach, Fla. His polo team won its match at the event benefiting a children's hospital in Miami. ►



ROBINA WAPLES/PHOTO LINE

all photos by David Lomnick

STILLS PRESS/RETNA, LTD.

## Denver Wins Snow Polo Title

by Ron Allen

Denver, CO -- The debut of polo on the snow took place in Aspen, Colorado on Christmas weekend. Five hundred spectators witnessed the match from under a heated tent while enjoying a gourmet lunch, and from the sideline bleachers under the warm Colorado sun. It was a unique combination of polo, sun and snow.

Denver's (IdealDial) Dan Boyle, Mike Payne, Phillip Friden and Bob Koehler met Aspen's (Phillippe Charroll) Vaughn Miller, Dennis Geiler, Don DeLise and Barry Stout, while umpires Ron Allen and Jay Upchurch keep an eye on the action.

Denver jumped off to a quick start, leading Aspen 6-3 at the end of the first chukker. The Aspen squad found their backs against the wall after missing every penalty shot in the first half. During intermission, the players from Aspen, now trailing 9-3, decided to change the lineup by moving Stout to No. 1 for the throw-ins. The change was effective as Aspen tried to play catch up with the dominate Denver team. Aspen outscored Denver 5-3 in the second half, but the effort fell short when the final bell rang as Denver took home the first Snow Polo trophy by winning 12-8. In spite of all the anticipation of possible spills and crashes on the snow-covered field, there were no mishaps or injuries. The high speed action of the game thrilled spectators as many decided to stand along the sidelines to witness this first-ever, history-making



*Polo on the snow: Denver beat home team Aspen 12-8 in an exciting first-time game on the snow over the holidays.*

event. Aspen's Barry Stout, with 6 goals was the game's high scorer. The MVP honors went to Denver's

Bob Koehler, and Don Delise of Aspen rode the match's best playing pony, Kariba.



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# Team Talk - Escue Polo

When the 22-goal Challenge Cup got underway in Palm Beach earlier this month there were some new teams to watch out for and one of them, Escue Polo, particularly made their mark. Reliant on the central partnership of Argentine 10-goal brothers, Pite and Sebastian Merlos, Shimmy Qureshi's high-goal team performed as predicted in Julian Hipwood's preview and "caused a few upsets."

"So far it has gone very well," explained Pite Merlos, after three successful games and one win required against Revlon to make the finals. "We didn't expect to be one match ahead from the finals. To do this, to perform as well as we are doing now, is due to the back-up of people we have. A few of them flew here before the [Argentine] Open finished, to organize and I think it is a great team. They are all working very hard."

For several years, the Argentine brothers - Pite, at 28, four years older than his brother - were the central pivot of Swiss patron, Urs Schwarzenbach's Black Bears, one of the top high-goal operations in the world. During this time, their string of victories included the 22-goal Queen's Cup, Gold Cup, Warwickshire Cup, Cowdray Park Challenge Cup in England, and with Schwarzenbach's Australian team Garangula, the 24-goal Ellerston Gold Cup at Kerry Packer's world-renowned polo establishment in New South Wales.

Sebastian left Black Bears in 1995, Pite at the end of last summer. Up to that point their commit-



Sebastian and Pite Merlos - the powerbase of Escue Polo Team

ment with Schwarzenbach had largely kept them off the American circuit since 1991 and with the contract signed with Escue in October, they had just two months to prepare for their new patron in Palm Beach.

Sixteen horses were flown in - with several additions bought here - and the newcomers are in the process of acclimatizing. "They play one day quite well and one day more or less," said Pite. "And especially are carrying the tiredness of a long season in Buenos Aires, so that's why we decided not to play in

February. We wanted to play January to see what level/what standard we were and come back in March with a little bit more power and tactics."

The team has changed its tactics since their arrival, incorporating more than a few line-up changes - Shimmy Qureshi and his nephew Sadiq are doing rolling substitution throughout the match as they both get to grips with the pace and format of 22-goal polo.

Continued on next page

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WELLINGTON • ROYAL PALM BEACH

# FORUM

FEBRUARY 5, 1997



# Easy Rider

Jeanette Sassoon rides Rolando during last weekend's equestrian events at the Palm Beach Polo Equestrian Club.

For more on the local winner who wowed the crowd, see story on Page 26.

For more on the Winter Equestrian Festival, now in its 21st year, see story Page 5.

Staff photos by  
**MARLON RAMGEET**

Photo Extra



**ABOVE:** Polo teams in action at Palm Beach Polo last weekend during a Pro/Celebrity Polo match. The event was one of the last of the Winter Equestrian season, which ended last weekend.

**RIGHT:** Mariano Hguerre takes control of the ball for Black Watch.

**FAR RIGHT:** Black Watch team member and actor Tommy Lee Jones scans the stadium just before the game.



# Stars and sticks hoof it at Polo



EXHIBIT 22B PC000054

News

# Lights, camera, action



The Black Watch and Outback Team in action during last weekend's Pro/Celebrity Polo match at Palm Beach Polo in Wellington. More photos Page 5.

Staff photos by  
**PATTI PARKER**

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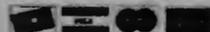
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•While eating at the Burger King in Royal Palm, Eneida Madera, a West Palm resident, discovered a lost purse and turned it over to police who contacted the owner.

•Two juveniles were charged with possession of

### Mar. 3

•Extra patrols have been requested at Forest Hill Construction located at 57th Place South. Recently vandals caused \$500 worth of damage to a fuel truck and stole \$50 worth of diesel fuel.

•Royal Palm police are looking for a 1988 green

See **POLICE BLOTTER** on Page 9

**G**rowing up in the 50's, in a polo family, was a unique experience. My uncle, General Eastwood, was a career army officer. "Eastie" played polo on the West Point team as a member of General MacArthur's staff, and around the country and the world as an army officer. Through General Eastwood, I was exposed to American polo in its glory days, days when America dominated polo with a depth of talent and horseflesh perhaps unequalled even by the Argentinian dynasties of today.



*Polo Gear showroom, West Palm Beach, Florida*

General Eastwood was fortunate enough to have played with and against some of the greats of that era. The exploits of such giants as Phipps, Guest, Iglehart, Sanford, Webb, Hitchcock, Whitney and, of course, those western invaders Smith, Pedley, Boeseke and Roark, made an early and lasting impression. These were the days when thousands attended the most important matches and American polo players were deservedly treated as national sports heroes.

Enclosed is our first Polo Gear catalog. It is dedicated to you, the American polo community, to polo in America, to the American players of our glorious past and to the players of today, in whom we see the potential for a wonderful future.

This catalog is presented in the hopes that it will become part of a grass roots effort to revive, promote, encourage and nurture polo in America; to support young American players, teams, and events so that we can some day challenge our Argentine friends and brothers for dominance of the sport.

At Polo Gear, we dream of having true open competition in the United States to allow our young players the opportunity to play as the Argentines play, during their open season. We are working toward the goal of sending an American team to the Argentine Open, in Palermo, in 1997, a team with our country's best players and horses. We dream of harnessing America's vast talent, financial resources and organizational efforts to support this endeavor. We believe this can be done in a way that will not detract from the patron system that sustains polo in America today, but rather in a manner that will add a new dimension to polo as we know it. We dream of massive corporate sponsorship, television coverage and huge crowds. We dream of the day when our young, up and coming players can make a decent living from their passion. We dream of sharing the love of horses and the excitement, challenge, camaraderie, danger, speed and daring of polo with the thousands out there, who, if exposed to the game, would surely fall in love with polo, just as we did.

It is our hope that these dreams are reflected in our products and company. They come to you with a commitment to quality, a 100% satisfaction guarantee, and a pledge to the future of polo in America.

Sincerely,

Gary Fellers  
President



Throughout the past season, Amy and I quietly watched as the Polo Gear concept of products for American Polo evolved. We were impressed, not only by the designs, but with the unending commitment to quality.

During the past several years, we have been working to develop and support polo in America, to encourage young players, to provide a venue for open level competition and to put together a team that can be competitive in Palermo. We share Polo Gear's dream for American Polo. We enjoy their products and they have our enthusiastic support!

Sincerely,

Mike and Amy Azzaro





Aspen's Vaughn Miller awaits a pass from a teammate in the inaugural Aspen snow polo match.

# Winter Wonder

## *Snow Polo Debuts In Aspen*

**F**OR MANY YEARS, MY WIFE and I have celebrated the Christmas holidays in our Aspen vacation home. For me, it's a time to get away from the frantic pace of my orthopedic practice; for Patti, it's a two-week respite from overseeing the stable operations and the many polo phone calls. So naturally, it was with great trepidation that I summoned up the courage to inform her that we had been invited to the "First Annual Snow Polo Classic in Aspen." While she didn't exactly share my excitement over the prospect of attending the debut of snow polo in the Rockies, she was eager to catch a glimpse of the many faces that gravitate to Aspen in the winter, and to this type of event in particular.

Snow polo has been almost nonexistent in the United States, while in Europe, notably St. Moritz, it has been one

of the glamour highlights of their winter season for over a decade. Last year, the Swiss resort had over 15,000 people cheering on the action at their annual match. As an American locale, what better place than Aspen, Colorado, which has been the winter playground of the rich and famous for many years? In Aspen's hierarchy of pastimes, stargazing ranks third only to skiing and fine dining.

We arrived on December 20, a week prior to the event, and spent the first few days getting acclimated to the altitude and enjoying the town before the Christmas influx. Aspen was taking this event quite seriously. A large advertising banner spanned Main Street just in front of the famous Hotel Jerome, and a beautiful poster adorned the walls of virtually every store and restaurant in town. Aspen is just as serious about its cultural and educational institutions as its recreation, so an event to benefit the

BY EDWARD R. COHEN, M.D.

Aspen Educational Foundation generated much enthusiasm.

I also hesitated to tell Patti that the polo match would be preceded by the customary polo bash at the Hotel Jerome. Of course, this was the only evening that she had made dinner reservations, months in advance, at the famous Pine Creek Cookhouse, located in the Ashcroft Ski Touring Center, twelve miles outside of Aspen. The restaurant is accessible only by a one-and-a-half-mile trek by horse drawn sleigh or cross country skis—we opted for the latter. Perhaps it was the romance of the evening, skiing at night with head-mounted miner's lamps as the snow fell in the beautiful Elk Mountain Range, but I was able to persuade Patti that we could eat, ski back to the car, drive into town, shower, change, and make it to the party by 10:00p.m. We did, and it was worth it. Over three hundred patrons of this charity gala were still partying at midnight when we called it an evening.

Game-day conditions could not have been more perfect—sunny skies and temperatures in the mid-forties. The setting could be described as nothing less than spectacular. The snow cats had packed the five inches of new snow to produce the ideal playing surface. Picture the perfectly groomed field set in a valley amidst the snow-covered Rockies, lined with all the sponsors' colorful banners on one side and the heated spectator tents on the other.

We arrived about an hour before the noon throw-in to enjoy the amenities of the V.I.P. tent, which included food and beverages to suit every taste. A full-color program gave the fans the lowdown on the game and the players, and tasteful music played in the background. You could feel the excitement of the spirited crowd increase as the grooms began to circle the 300 by 150 foot field astride the day's mounts. Announcers Ron Allen (ABC affiliate in Denver) and Daniel Moriarty (ESPN) did a wonderful job describing and explaining the action to a largely uninitiated polo audience.

The game itself is a combination of outdoor and arena polo. The playing field had fences along the sides, but not the end-lines, so the goal posts are similar to outdoor polo,



Aspen's Barry Stout sends the ball as Vaughn Miller watches.

and missed goals are followed by knock-ins. The seamless, bright red ball is about the size of an arena ball, but lighter. The match was played by four players on each team, and consisted of four ten-minute chukkers. Umpire Jay Upchurch kept the game moving by wisely recognizing that everyone was playing on an unfamiliar surface, and thus called only the most blatant fouls.

The match was surprisingly exciting and fast-moving considering that none of the eight players had ever played on the snow. The ponies, reshod with two-inch "ice nails," stopped and turned as if they were on solid ground, although with obviously greater caution. The twenty goals scored by the two teams were certainly a testament to the conditions of the field and the quality of play, and the continuous action held the fans' interest throughout the match. Despite the uniqueness of this polo venue, I was unprepared for the sight of a snowmobile grooming the field at half-time, and divot stomping was not part of the usual activities for obvious reasons. The players joined the fans in the tent for the extended intermission (one hour), and graciously socialized and answered questions about their unique experience.

The visiting Denver team, consisting of Dan Boyle, Michael Payne, Philip Friden, and Robert Koehler, started off strong, took a commanding lead of 6-2 in the first chukker, and maintained that differential throughout the match to win 12-8. They admittedly had somewhat of an advantage, as all four teammates had played together many times at the Columbine Polo Club under the tutelage of club pro Koehler. Mike Payne was the match's high scorer with five goals.

Aspen, the home team and clearly the local favorite, played a strong



Aspen's Don Delise, Dennis Geiler, and Vaughn Miller await Jay Upchurch's bowl-in.

match considering that none of the members had ever played together. Vaughn Miller, Dennis Geiler, Don DeLise, and Barry Stout could not overcome Denver's four-goal advantage after the first chukker, but once they adjusted to each other's playing style, they matched Denver goal for goal throughout the rest of the game. Don DeLise's Cariba deservedly won Best Playing Pony honors.

The spectators had nothing but praise for Polo International, the sponsoring body of the event, and for the many local volunteers and sponsors that made the event possible. David Wray, president of Polo International, felt the achievement of bringing snow polo to Aspen was worth the "long hours and many sleepless nights." Carol Dopkin, a local real estate broker and horse owner exclaimed to me, "I didn't realize polo was so exciting!" The comment really wasn't necessary as she spilled an entire glass of champagne on me after seeing her first ride-off!

Kent Barker, manager of the fledging Vail Polo Club, vowed after watching the match that "snow polo is certainly here to stay," a sentiment shared by all, including yours truly. Well, you'll always find at least one dissenter whenever something new and different is tried, and this was no exception. Kevin Gadow, who did not attend the match, entitled his weekly column in the Aspen Daily News, "Snow Polo is Silly" and went on to say that, "Snow polo is sport invented by people who have way too much time and money on their hands." Kevin, we'll let the hundreds of kids who will benefit by the generosity of the spectators and sponsors know your opinion of the "pompous, elite few."



Aspen's Vaughn Miller has this near-side forward shot down cold.

Event Chairman Scarlett Adams was delighted with the day's festivities. "I was surprised and pleased with the community's response to this event—the momentum is there. I was approached by so many polo players from all over that this might become a two-day event." Jody Hecht and Kristen Jensen, co-presidents of the Aspen Educational Foundation, were very happy with their first experience with polo and are already looking forward to next year's event.

ESPN sent two film crews to cover the event, and had plans to air it in their "Incredible Sports" segment in late February. ❶

DR. ED COHEN is a one goal player from the Maryland Polo Club. He can be reached for questions or comments by email at: [polodoc@aol.com](mailto:polodoc@aol.com).



KIT LUNDWALL

WELLINGTON • ROYAL PALM BEACH

# FORUM

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## I'm not cruel

Hope Farms founder  
has his say

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VOL. 3 ISSUE 34

SERVING WELLINGTON, ROYAL PALM BEACH, THE ACREAGE, LOXAHATCHEE, BELLE GLADE, HOMELAND, GOLDEN LAKES

FEBRUARY 5, 1997

## NEWS

### FLASH

#### Kids find \$6,600

Kids walking through a wooded area near the 14000 block of Greentree Trail came across handfuls of hundred dollar bills on Jan. 25 around 3 p.m., according to reports from the Wellington substation of the Palm Beach County Sheriff's Office.

Six juveniles turned over \$6,600 they found in the woods after a neighbor who saw the children leaving the woods with the money called police. All of the children were given property receipts while the Sheriff's Office investigates.

According to the kids, there were also adults in the woods picking up some of the money. Reports indicate the adults may have been landscapers or painters working in the area. One child said he gave several hundred dollar bills to lawn workers to avoid problems with them.

**Sheriff's substation  
to Commons Mall**



# Easy Rider

Jeanette Sassoon rides Rolando during last weekend's equestrian events at the Palm Beach Polo Equestrian Club.

For more on the local winner who wowed the crowd, see story on Page 26.

For more on the Winter Equestrian Festival, now in its 21st year, see story Page 5.

EXHIBIT 22B PG000060

# METRO REPORT



LANNIS WATERS/Staff Photographer

**WELLINGTON** — Comedian **Jonathan Winters** tickles the fancy of Diane Ares of Miami Beach Sunday at the Pro/Celebrity Ride & Speed Tournament. The event, held at Palm Beach Equestrian Center, raised more than \$100,000 for the Jackson Children's Hospital and its bone marrow transplant program.



## WINTER GAMES RETURN TO ASPEN

By Ron Allen

Polo on the snow made its debut in Colorado on Christmas weekend 1996. The setting was in the heart of America's ski country in posh and trendy Aspen, Colorado. Spectators set aside their skis for an afternoon to take in the newest game in this mountain town: snow polo. The event, organized by the Polo International Group of Denver, took a full year of planning. The game was such a major success that plans were set in motion to make snow polo in Aspen an annual event.

The difficult task of organizing the event was made a bit easier with the cooperation of the folks in St. Moritz, Switzerland, who have been very successful at this sort of thing for more than 14 years. They supplied the bright red balls and plenty of "inside" information on how to avoid some of the bumps and moguls that can untrack even an experienced polo player.

The first game drew

1,000 spectators and celebrities to this history-making match and gourmet lunch in a heated tent. Playing conditions were perfect as new snow fell on the field and beautiful sunny skies were present for game day.

The visiting Denver team defeated Aspen 12-8. Captain of the winning team, Denver's Bob Koehler, was excited about his first match on the snow, commenting, "I grew up in Buffalo, New York, the snow capital of the world. I never dreamed that polo could be this exciting. The snow surface was very safe to play on and my team came to win today."

The age-old tradition of half-time divot stomping was set aside as a snow cat, dragging a 50-pound barrel, filled in the snow divots.

Polo International President Teresa Carranco was extremely encouraged by the overwhelming support from the polo community and the advertising community.

"All of a sudden we were getting calls from around the world from players wanting to know the dates for the next snow polo match," Carranco said. "In

fact, the interest level was so high that we decided to set up a tournament for this year."

The new format features three days of polo, culminating with the championship game on Sunday. At least four teams have entered and the handicap level has been raised to 16-18 goals.

The Pommery International Snow Polo Classic is scheduled for January 9-11, 1998. The incredible success of the first event has inspired Carranco to expand the entire program. Daily skijoring competition has been added to the venue. The skiers, pulled by horses, will compete between games during each day's double-header matches. Jimmy Newman of Palm Beach Polo and Juan Luis Basombrio of Argentina have been added to the Advisory Board.

The voice of Palm Beach Polo for 20 years, England's David Andrews, will announce the games. Veteran TV broadcaster Ron Allen, from Fox Sports Television, also will be calling the games. He has been covering polo on American TV for more than eight years. Some of the finest polo horses in



*Equine Photography*

Colorado will be "legged up" to make sure they are in top shape for this high-altitude event. After all, running flat out at 7,500 feet can be a challenge if you are not in top form. Again this year, a staff of local veterinarians will be on hand to attend to any concerns that may crop up.

This year's event will be a "big ticket" item in the Aspen social scene as well. A private party will be held at the world-famous Caribou Club in downtown Aspen the night preceding the tournament. A snow-polo ball is planned for Saturday night and a farewell party will be held following Sunday's trophy presentation. Four polo games and three parties in one weekend should be enough to fill the agenda of the most avid polo fan.

You need snow for snow polo and Mother Nature will be under the gun to produce plenty of the white powder. A

typical January in Aspen will see as much as three feet of snow fall during the month. That will be more than enough to please skiers and polo players alike.

Since a portion of the proceeds will benefit the Aspen Education Foundation, the rewards from the Pommery International Snow Polo Classic take on an even more significant meaning. This tournament will have a truly international flare with players from around the world expected to show off their mallet skills. Spectators will witness polo talent from England, Switzerland, Argentina and the United States.

Many of the players plan to do a little skiing on some of the world's most beautiful slopes before heading home. The Aspen experience that combines polo and skiing will create memories that last a lifetime.



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PALM BEACH  
**1993 PLAYERS ROSTER**  
 POLO



**Fellers, Gary**  
 (3)  
 Saratoga Springs, NY



**Firestone, Matthew**  
 (0)  
 Wellington, FL



**Firestone, Sylvia**  
 (0)  
 Wellington, FL



**Fischer, Dick**  
 (2)  
 New York, NY



**Fischer, Pat**  
 (1)  
 New York, NY



**Fort, John**  
 (1)  
 Wellington, FL



**Fortugno, Dana**  
 (5)  
 Cochranville, PA



**Fortugno, Fred**  
 (1)  
 Cochranville, PA



**Fortugno, Gene**  
 (6)  
 Cochranville, PA



**Fortugno, Paul**  
 (5)  
 Cochranville, PA



**Galindo, Hector**  
 (8)  
 Midland, TX



**Garcia, Cali**  
 (7)  
 Wellington, FL

**STER**



*Gary Fellers and Lando Simonetti of La Martina presented Owen Rinehart and the rest of the present 10-goalers with a 10 Goalers Club Jacket.*



**Gomez, Fortunato**  
(8)  
Buenos Aires, Argentina



*Everyone a winner. Tie score left no runners up as both teams haul away their prizes*  
PHOTO BY DAVID LOMINSKA



**Gracida, Carlos**  
(10)  
Wellington, FL



**Gruss, Martin**  
(1)  
North Salem, NY



**Gracida, Memo**  
(10)  
Wellington, FL



**Gracida, Ruben**  
(6)  
Wellington, FL



**Greene, John**  
(2)  
Naperville, IL

# Polo Gear Inc. will present MVP award

Gary Fellers, President of Polo Gear, Inc. has announced that his company, which outfits polo teams and players worldwide, is presenting the Most Valuable Player award this season at Palm Beach Polo, along with Tiffany of New York.

Located on Pierson Road East of the Palm Beach Polo stadium, Polo Gear designs and manufactures equipment and apparel for polo and the equestrian lifestyle.

"We invite you to stop by our showroom and see, firsthand, pictures of what the players wear on and off the field," Fellers said. "Since our company supplies the international polo community, we have photos of teams and players from nearly every country," he said.

Polo Gear is the official supplier of Stadium Jumping, the Winter Equestrian Festival, Aspen Polo on Snow, the Swiss National Championships, among other equestrian events. The Florida based company is also the exclusive American distributor for La Martina polo products from Argentina.

For more information contact Priscilla Block at (561) 795-1719.



Polo Gear showroom features polo jerseys, boots and supplies.

## **POLO Gear Presents MVP Award at P.B. POLO**

Gary Fellers, president of Polo Gear, Inc. has announced his company, along with Tiffany of New York, will present the Most Valuable Player award every Sunday

this season at Palm Beach Polo.

Polo Gear designs and manufactures equipment and apparel for the polo and equestrian life-style. They have become one of

the world's leading outfitters for polo teams and players worldwide. Polo Gear will present the MVP's with a variety of custom apparel, including jackets, shirts and

caps.

Polo Gear is the official supplier of Stadium Jumping, the Winter Equestrian Festival, Aspen Polo on Snow, the Swiss National Championships and other equestrian events. The Florida based company is also the exclusive American distributor for La Martina polo products from Argentina.

Located at 3500 Fairlane Farms Road, Polo Gear's 3,500-square-foot showroom offers something for everyone in sports clothing. Because they manufacture their own clothing line, there is always a good selection of merchandise offered at reduced prices. Boots, saddles and other fine products are also available.

"Since our company supplies the international polo community, we have photos of teams and players from nearly every country," said Fellers. "We invite you to stop by our showroom and see, first-hand, what the players wear on and off the field."

While supplies last, Polo Gear is offering a free ticket to Palm Beach Polo (a \$6 value) to each person who visits their showroom. For further information, call 795-1719.



(l-r) Sylvia Evans, Heidi Birath, Priscilla Block and Gary Fellers, president.



MADE IN  
AMERICA

# POLO GEAR NEWS

KEEPING UP WITH AMERICAN POLO

VOLUME I, ISSUE 1

## Polo Gear Trailer Hits Polo Hotspots This Summer -

*Polo Gear and La Martina products have been available fieldside this summer at key polo centers.*



The Polo Gear Mobile Showroom has been visiting clubs throughout the North and Northeast selling to customers and outfitting teams from Chicago to Boston.

The trailer worked its way east from Chicago to Boston for the East Coast Open, then on to Bridgehampton and Saratoga for their high goal seasons.

The mobile unit is managed by Rome Azzaro, younger brother of (soon to again be 10 goals) superstar, Mike Azzaro. With a lifetime

Rome reports, "It's been a wonderful summer. Everyone at the clubs I've visited has been just great! The players loved our products and appreciated what we can do for them. The only problem I've had is keeping the trailer stocked. They have been cleaning me out."

Depending upon the Florida schedule, Rome may continue his journey westward in September with visits to Texas, Oklahoma, for the Silver Cup, then Santa Barbara for the West Coast Open.

Call Polo Gear in West Palm Beach for more details on Rome's itinerary. ○

## TEAM NEWS

### RR&A POLO

David Rubin's RR&A team is competing in Greenwich and Long Island this summer. After a successful June, winning the 12 goal Greenwich league, a rainy and frustrating July finally ruined play.

Plans for September include the 12 goal in

*This past year, Polo Gear has been involved in the development of production facilities in America to manufacture its team products, and has developed an American line of polo products to augment the fine line of La Martina products produced in Argentina.*

## POLO GEAR PRODUCTION FACILITY OPEN AND RUNNING IN FLORIDA

We now have a complete sewing, embroidery and screening facility in Florida to produce all our custom team products as well as the new Polo Gear line. Our new facility allows us extremely competitive prices and two week turn-around on team orders. With this new facility and complete design and digitization capabilities, we can serve all your special event and team needs. Just call Heidi at 1-888-PLA-POLO in our West Palm Beach showroom to learn more about how Polo Gear can assist you with your custom or team needs.

While the focus of Polo Gear is "Made In America", we will continue to source some of our products globally. However, our plan is to concentrate first on manufacturing specialty items in the U.S. and to do all custom work and embroidery here. Eventually, we will produce all of our Polo Gear products domestically. ○



## Hotspots This Summer -

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The mobile unit is managed by Rome Azzaro, younger brother of (soon to again be 10 goals) superstar, Mike Azzaro. With a lifetime of polo experience and a good sales and service background, Rome comes to Polo Gear well equipped.

The complete line of Polo Gear and La Martina products, including saddles, boots, strap goods, and a complete line of team shirts, hats, and apparel, is on the road with the mobile showroom.

Rome reports, "It's been a wonderful summer. Everyone at the clubs I've visited has been just great! The players loved our products and appreciated what we can do for them. The only problem I've had is keeping the trailer stocked. They have been cleaning me out."

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Plans for September include the 12 goal in Greenwich and 14 goal in Meadowbrook. This winter David will be in Palm Beach playing in 10, 14, and maybe, 22 goal leagues.

---

### TRI-COUNTY MERCEDES DEALERS & COUNTRY GROUP TEAM POLO

---

Michael Caruso and Quentin Dante approach things in a big way, and

*involved in the development of production facilities in America to manufacture its team products, and has developed an American line of polo products to augment the fine line of La Martina products produced in Argentina.*

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polo is no exception. Making a splash in the Hamptons this summer, they narrowly missed knocking off defending champions, White Birch, in the opening match at Bridgehampton.

Keep your eyes on those two. We expect more good things to follow.

---

### TEAM HEARTBEAT

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Look for patron, Tony DePaula's, distinctive hunter and white jerseys in Saratoga this summer, and in Florida next winter, as Team Heartbeat gains speed and begins to compete seriously at the medium goal level.

## Keeping Up with Mike

Many of Polo Gear's dreams and goals rest on the shoulders of Mike Assaro.



Once again, America has a ten goal player worthy of everyone's attention. Mike's performance last season was remarkable. Along with America's other 10 goal superstar, Memo Gracida, Mike dominated American polo. Wins in the East Coast Open, International Gold Cup, U.S. Open, and World Cup were an unprecedented accomplishment.

As a member of the La Mariana team, Mike's performance in the Argentine Open won him the applause, cheers and respect of even the most critical of the Argentine audience.

This summer, Mike played in England in July and is playing in Deauville through August. He returns this winter to Palm Beach to play on the Isla Carroll team with Memo and team patron John Goodman.

With the ever present support of his wife, Amy, Mike's future is bright. We are proud of our association with Amy and Mike and their dedication to American polo. They have our constant admiration and support. ○

## CLUB NEWS

### POLO GEAR IN SWITZERLAND

This year, the Swiss National Championships were held August 8 - 11 in Zurich. Polo Gear outfitted four of the eight teams which included GJK, Bank Julius Baer, Graff Capital Management and our own Polo Gear team. Polo Gear Won!

### SARATOGA POLO

Under its new, enthusiastic management, Saratoga Polo is on a roll this year, with seven teams and 20 goal polo.

Polo Gear is the official supplier of the Saratoga Polo Association; so, if

Saratoga, stop by the Polo Gear Mobile Showroom, see Rome and pick up some official SPA gear. We wish Saratoga Polo a wonderful season!

### BRIDGEHAMPTON POLO

In only its second year, Bridgehampton Polo, with superb presentation and four, 26 goal teams, is hosting the highest level of polo outside Florida.

If you're on the island this summer, stop by, see great polo and pick up some official Bridgehampton Polo products, made by Polo Gear, of course. Best of luck to Neil, Peter, Mickey, Mike and Adam! ○

## CATALOGS OUT TO PREFERRED CUSTOMERS

By now, our preferred customers, including all USPA members, should have two new, beautiful four color catalogs; one for La Martina products, and another for our new "Made In America" line, Polo Gear.

The Polo Gear catalog includes a brief overview of the history of polo in North America from its earliest days, and features great new team shirts, jackets, sweat shirts, T-shirts, mock turtlenecks, team bags and hats.

The initial response to both catalogs has been terrific!

Please call, if you have not received them. ○

## NEW LA MARTINA TEAM CHOSEN FOR ARGENTINE OPEN

After the 1995 Open and the disbanding of Ellerstina, La Martina has reorganized its team for 1996. In a move to bring La Martina prodigy, Adolfo Cambiaso, into the fold, a new team was organized. The new La Martina team for the Argentine Open is a 37 goal powerhouse of Adolfo Cambiaso, Mariano Aguerre, Lola Castagnola, and Alex Agote. The team will be coached by former 10 goaler Gonzalo Tanoira. A first. ○



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to place an order.

# Peapacton Wins Polo's Challenge Cup Against Revlon

Behind the flawless play of Ruben Sola, the Peapacton polo team cap-

tured the Challenge Cup, (its first major tournament title) on Sunday by defeat-

ing heavily favored Revlon 10-6.

"They controlled the

game all the time," said Cristian LaPrida of Revlon. "We just wanted to call time out and start again tomorrow," added LaPrida.

Peapacton jumped to an early lead and by the half were ahead by five goals 6-1. Carlos LaPrida playing against his younger but higher rated brother said, "We were fired up and everything went right. In the beginning they missed a couple of easy plays right in front and we got ahead and stayed."

Revlon managed four goals in the final chukker, three penalty shots, but never could get it going as they ended the game with only two from the field goals.

Michael Price, Peapacton

team Captain and owner summed it up by saying, "The chemistry was right,

we all trust one another and you know it just worked.



Peapacton



Peapacton's Ruben Sola (l) receives a jacket from Gary Fellers, president of Polo Gear, Inc., for winning the Most Valuable Player honors for his performance during the Challenge Cup match. Polo Gear in cooperation with Tiffany of New York present MVP awards. Ruben's horse Pancho also won Best Playing Pony honors.

EXHIBIT 14C  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 16, 2016

EXHIBIT 2  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 2

**From:** "John F. Mariani" <JMariani@shutts.com>   
**Subject:** Received your four emails  
**Date:** July 4, 2012 4:14:43 PM EDT  
**To:** "gfellers@pologearusa.com" <gfellers@pologearusa.com>

1 Attachment, 4 KB

Gary,

Merle speaks highly of you. I look forward to an opportunity when we may meet .

May I call you tomorrow around noon Eastern time to discuss generally the materials you sent me and how you may wish to proceed? Which phone number shall I call? If noon Eastern is not convenient, please offer a different time tomorrow in the afternoon. Thank you.

**SHUTTS  
&  
BOWEN  
LLP**

*Founded 1910*

**John F. Mariani**

*Partner*

---

**Shutts & Bowen LLP**

1100 CityPlace Tower, 525 Okeechobee Boulevard West Palm Beach, FL 33401

1500 Miami Center, 201 South Biscayne Boulevard Miami, FL 33131

Direct: (561) 650-8528 Fax: (561) 671-5902 Cell: (561) 310-5166

[E-Mail](#) [Biography](#) [V-Card](#) [Website](#)

**Please consider the environment before printing this email**

IRS CIRCULAR 230 NOTICE: Pursuant to recently enacted U.S. Treasury Department Regulations, we are now required to advise you that, unless otherwise expressly indicated, any federal tax advice expressed above was neither written nor intended by the sender or this firm to be used and cannot be used by any taxpayer for the purpose of avoiding penalties that may be imposed under U.S. tax law. If any person uses or refers to any such tax advice

EXHIBIT 3  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

1. Mr. Mariani's Credentials from internet. EXHIBIT 2 Business

Development Board - Palm Beach County's Business Resource

bdb.accrisoft.com, 2 Mar 2004 [cached]

**John F. Mariani**, a well known and established national litigation lawyer, has joined the prestigious law firm of **Gunster, Yoakley & Stewart, P.A.** as an equity shareholder in the firm's West Palm Beach office. The appointment reflects the firm's continuing commitment to growth in South Florida, where **Gunster** has assembled one of the strongest legal teams in Florida, capable of providing clients with superior levels of legal service in a broad range of commercial areas. **Mr. Mariani** will concentrate his practice in complex commercial litigation-class action suits, antitrust and trade regulation, securities, franchise litigation, partnership disputes, product liability defense and trademark and patent litigation.

...

**Mr. Mariani** has more than 25 years of legal expertise and has tried cases and argued appeals in courts throughout the United States, including the United States District Courts for the Southern and Middle Districts of Florida, the Southern and Eastern Districts of New York, the Eastern District of Pennsylvania, the District of New Jersey, the United States Courts of Appeals for the Second, Third, Fifth and Eleventh Circuits and the United States Tax Court. **Mr. Mariani** is an AV-rated lawyer by the Martindale-Hubbell Law Directory, meaning he consistently displays exceptional legal abilities and the highest level of integrity. Prior to joining **Gunster Yoakley**, **Mr. Mariani** was a member of the law firm of **Levy Kneen Mariani LLC** based in West Palm Beach, Fla. and previously with the international law firm **Cadwalader, Wickersham & Taft** in New York, N.Y. and West Palm Beach. He served as law clerk to the Honorable Ruggiero J. Aldisert, United States Circuit Judge, United States Court of Appeals for the Third Circuit. A graduate of the University of Notre Dame, **Mr. Mariani** then earned his juris doctor from the **University of Miami School of Law**, where he was a member of the Executive Board of the Law Review.

Sandra Krumbein, Fort Lauderdale, John Mariani, West Palm Beach, Shutts & Bowen: Florida Law Firm, Attorneys

www.shutts.com, 3 Jan 2011 [cached]

Sandra Krumbein and **John Mariani** Join **Shutts & Bowen**

...

Prominent business litigator **John Mariani** has joined the West Palm Beach office, adding strength to the office's formidable commercial litigation practice.

...

**Mariani** is the second business litigator with a national practice and the fifth prominent partner to join the West Palm Beach office in the last month, bringing the total number of lawyers there to 22.

...

"The welcome additions of **John Mariani** and Eric Christu should cement the West Palm Beach office's reputation as one of the strongest business litigation practices in the area," said partner Bowman Brown, Chairman of Shutts & Bowen's Executive Committee.

...

**Mariani** practices in the areas of complex commercial litigation, class actions and appeals, antitrust and trade regulation, product liability defense, securities litigation, complicated shareholder and partnership disputes, trademark and patent litigation, and

civil investigations.

...

More background on **John Mariani**: **Mariani** is a member of the Florida, New York and Pennsylvania bars and is admitted to the bars of **the United States Supreme Court** and of the United States Courts of Appeals for the Second, Third, Fifth and Eleventh Circuits. He is admitted to the bars of the United States District Courts in Florida, New York, New Jersey and Pennsylvania and to United States Tax Court. **Mariani** is listed in the publication *The Best Lawyers in America in Commercial Litigation* and is rated "AV Preeminent" by Martindale-Hubbell. He is chair of the **Florida 15th Circuit Judicial Nominating Commission**, the Chair of a Federal Magistrate Judge Merit Selection Panel for the Southern District of Florida, and is serving a six-year term on the **Advisory Committee on Court-Annexed Mediation for the Southern District of Florida**. He is Area Coordinator for **NIAF**, the **National Italian American Foundation**.

**Mariani** is a member of the **Defense Research Institute**, the **Securities Industry and Financial Markets Association** and the Justice Major B. Harding and Craig S. Bernard American Inns of Court.

Search Results: Florida Law Firm, Attorneys

www.shutts.com, 31 May 2014 [cached]

Photo of **John F. Mariani**

...

**John F. Mariani** Partner

...

**John Mariani** has tried national and international cases, including class actions and shareholder disputes over control of businesses. View Biography > **John F. Mariani** Partner

News Archive: Florida Law Firm, Attorneys

www.shutts.com [cached]

**John Mariani** Receives the Palm Beach County Bar Association Professionalism Award

...Sandra Krumbain and **John Mariani** Join **Shutts & Bowen**

EXHIBIT 4  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

From: "John F. Mariani" <JMariani@shutts.com>  
Subject: RE: Representation  
Date: December 12, 2012 2:40:42 PM EST  
To: 'Gary Fellers' <gfellers@pologearusa.com>  
Cc: Sassoon Jeanette <jeanette@pologearusa.com>, Robert Knapp  
<1rjknapp@gmail.com>, Jenkins Merle <poloventures@aol.com>

Gary, we can and will fold in Joe Englander, <http://www.shutts.com/attorneys-Joseph-Englander.html>, and please understand I will be involved personally in, and directing all, the heavy lifting, negotiation, and litigation, and I also have the specific and substantial experience to do so. Let's discuss in more depth and meet with Joe, et al., as you wish.

John

John F. Mariani  
Partner

---

Shutts & Bowen LLP  
1100 CityPlace Tower, 525 Okeechobee Boulevard | West  
Palm Beach, FL 33401  
1500 Miami Center, 201 South Biscayne Boulevard | Miami,  
FL 33131  
Direct: (561) 650-8528 | Fax: (561) 671-5902 | Cell: (561)  
310-5166  
E-Mail | Biography | V-Card | Website  
Please consider the environment before printing this  
email

-----Original Message-----

From: Gary Fellers [mailto:gfellers@pologearusa.com]

Sent: Wednesday, December 12, 2012 1:12 PM

To: John F. Mariani

Cc: Sassoon Jeanette; Robert Knapp; Jenkins Merle

Subject: Representation

Hi John,

Jeanette and I want to follow up from our meeting.

We are comfortable with both you and Dan working on our legal issues. However, we feel we must have someone with more specific experience reviewing and directing our TM opposition. We would like a senior person from your firm with very strong opposition experience to head these efforts and to review everything and be the point man in this issue. We can decide exactly what that means, but to me it would be to review and comment on all Dan's work and to handle negotiations. In our meeting you said you had such people. We would like to know who you would recommend to do this and what his experience in TM oppositions is. I would like to speak with and approve this decision.

We have a lot of confidence in Dan and want him involved but we are not comfortable that such a young inexperienced person, however talented and bright, be in control of our destiny. I am sure you understand.

Look forward to hearing who else from the firm can assist us.

Best,  
Gary

EXHIBIT 5  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 5

From: Fellers Gary <gfellers@pologearusa.com>    
Subject: Trilogy Agreement  
Date: September 30, 2015 12:58:15 PM EDT  
To: John Mariani <jmariani@shutts.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

1 Attachment, 11.6 MB

John,

Great to see you yesterday. Thank you for your belief in us. We will work hard to be worthy of the trust you have in us.

Attached was the document that was signed.

I will scan signed contract this evening.

best,  
Gary

  
[Term Sheet...cx \(11.6 MB\)](#)

EXHIBIT 6  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 16, 2016  
  
INTENTIONALLY LEFT BLANK

EXHIBIT 7  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 1

From: Fellers Gary <gfellers@pologearusa.com>    
Subject: Fwd: Notice of Opposition - SB Ref. No. 17926.0004  
Date: October 5, 2015 10:03:23 AM EDT  
To: John Mariani <jmariani@shutts.com>

5 Attachments, 1.2 MB

Begin forwarded message:

**From:** Jodi-Ann Tillman <JTillman@shutts.com>  
**Subject:** Notice of Opposition - SB Ref. No. 17926.0004  
**Date:** October 5, 2015 8:40:50 AM EDT  
**To:** 'Fellers Gary' <gfellers@pologearusa.com>  
**Cc:** "Daniel J. Barsky" <DBarsky@shutts.com>

U.S. Trademark            86488086  
Application Nos.        86488079  
SB Ref. No.:             17926.0004

---



*Polo Gear*

Dear Gary:

Please be advised that a Notice of Opposition was filed by Greenberg Traurig LLP, attorneys for Plaintiff, PRL USA Holdings, Inc. We are enclosing a copy for your review.

An Answer to the Notice of Opposition is due on or before **November 11, 2015**. We have entered this date in our docket, together with the other deadline dates set forth in the

Notice of Opposition.

Please contact Dan Barsky at your earliest opportunity to discuss this matter.

Best,

**SHUTTS  
&  
BOWEN  
LLP**

*Founded 1910*

**Jodi-Ann Tillman**

*Legal Assistant*

---

**Shutts & Bowen LLP**

CityPlace Tower, 525 Okeechobee Blvd, Suite 1100 West Palm Beach, FL 33401

Direct: (561) 671-5822 Fax: (561) 650-8530

[E-Mail](#) / [Website](#)

**Please consider the environment before printing this email**



2015-10-0....pdf (1.1 MB)



2015-10-0...2.pdf (96 KB)

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: Fwd: Notice of Opposition - SB Ref. No. 17926.0004  
Date: October 5, 2015 11:56:04 AM EDT  
To: Merle Jenkins <poloventures@aol.com>, John Mariani <jmariani@shutts.com>, Stan McGlothlin <s.mcglathlin@sbcglobal.net>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

5 Attachments, 1.2 MB

Would appreciate any comments on the attached.

GF

Begin forwarded message:

**From:** Jodi-Ann Tillman <[JTillman@shutts.com](mailto:JTillman@shutts.com)>  
**Subject:** Notice of Opposition - SB Ref. No. 17926.0004  
**Date:** October 5, 2015 8:40:50 AM EDT  
**To:** 'Fellers Gary' <[gfellers@pologearusa.com](mailto:gfellers@pologearusa.com)>  
**Cc:** "Daniel J. Barsky" <[DBarsky@shutts.com](mailto:DBarsky@shutts.com)>

U.S. Trademark	86488086
Application Nos.	86488079
SB Ref. No.:	17926.0004

---



*Polo Gear*

Dear Gary:

Please be advised that a Notice of Opposition was filed by Greenberg Traurig LLP, attorneys

for Plaintiff, PRL USA Holdings, Inc. We are enclosing a copy for your review.

An Answer to the Notice of Opposition is due on or before **November 11, 2015**. We have entered this date in our docket, together with the other deadline dates set forth in the Notice of Opposition.

Please contact Dan Barsky at your earliest opportunity to discuss this matter.

Best,

**SHUTTS  
&  
BOWEN  
LLP**

*Founded 1910*

**Jodi-Ann Tillman**

*Legal Assistant*

---

**Shutts & Bowen LLP**

CityPlace Tower, 525 Okeechobee Blvd, Suite 1100 West Palm Beach, FL 33401

Direct: (561) 671-5822 Fax: (561) 650-8530

[E-Mail](#) [Website](#)

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2015-10-0...pdf (1.1 MB)



2015-10-0...2.pdf (96 KB)

EXHIBIT 8  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit B

From: Fellers Gary <gfellers@pologearusa.com> ?  
Subject: Re: Dinner Hobe Sound?  
Date: October 7, 2015 3:53:16 PM EDT  
To: "John F. Mariani" <JMariani@shutts.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

Perfect. Taste at 7pm

On Oct 7, 2015, at 3:47 PM, John F. Mariani wrote:

Sounds good. 7:00?

----- Original Message -----

From: Fellers Gary [mailto:gfellers@pologearusa.com]  
Sent: Wednesday, October 07, 2015 03:46 PM Eastern Standard Time  
To: John F. Mariani  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>  
Subject: Dinner Hobe Sound?

I have the files?

EXHIBIT 9  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 9

From: Fellers Gary <gfellers@pologearusa.com>  14  
Subject: Fwd: 17926.0004 PRL/ Polo Gear - Notice of Opposition (91224180) and Notices of Deposition (91207805)  
Date: October 9, 2015 4:20:13 PM EDT  
To: Jeanette Sassoon <jeanette@pologearusa.com>, John Mariani <jmariani@shutts.com>, Merle Jenkins <poloventures@aol.com>, Stan McGlothlin <s.mcglathlin@sbcglobal.net>

5 Attachments, 1.2 MB

Depositions with PRL for Jeanette and Gary Oct 22, 2015

Begin forwarded message:

**From:** Jodi-Ann Tillman <JTillman@shutts.com>  
**Subject:** 17926.0004 PRL/ Polo Gear - Notice of Opposition (91224180) and Notices of Deposition (91207805)  
**Date:** October 9, 2015 3:18:13 PM EDT  
**To:** 'Fellers Gary' <gfellers@pologearusa.com>  
**Cc:** "Daniel J. Barsky" <DBarsky@shutts.com>

Dear Gary,

Please see attached for the service copy of the Notice of Opposition for Opposition No. 91224180 which was filed on October 2, 2015. Also enclosed herewith are Notices of Deposition for the pending Opposition No. 91207805.

Thank you,

**SHUTTS  
&  
BOWEN  
LLP**

*Founded 1910*

**Jodi-Ann Tillman**  
*Legal Assistant*

---

**Shutts & Bowen LLP**

CityPlace Tower, 525 Okeechobee Blvd, Suite 1100 West Palm Beach, FL 33401

Direct: (561) 671-5822 Fax: (561) 650-8530

[E-Mail](#) [Website](#)

**Please consider the environment before printing this email**



2015-10-0....pdf (852 KB)



2015-10-0....pdf (238 KB)



2015-10-0...5.pdf (61 KB)



2015-10-0...5.pdf (61 KB)

EXHIBIT 10  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 10

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: Fwd: 17926.0004 PRL/ Polo Gear - Opposition Nos. 91207805 and 91224180  
Date: October 12, 2015 11:22:03 AM EDT  
To: John Mariani <jmariani@shutts.com>  
Cc: Merle Jenkins <poloventures@aol.com>, Stan McGlothlin  
<s.mcglathlin@sbcglobal.net>, Jeanette Sassoon <jeanette@pologearusa.com>

3 Attachments, 44 KB

I am surprised Dan didn't discuss with me but here it is. Await your call.  
GF

Begin forwarded message:

**From:** Jodi-Ann Tillman <JTillman@shutts.com>  
**Subject:** 17926.0004 PRL/ Polo Gear - Opposition Nos. 91207805 and 91224180  
**Date:** October 12, 2015 8:16:12 AM EDT  
**To:** 'Fellers Gary' <gfellers@pologearusa.com>  
**Cc:** "Daniel J. Barsky" <DBarsky@shutts.com>

Dear Gary,

Please see attached Notices of Withdrawal as filed on October 9, 2015 in the subject  
Oppositions.

Thank you,

**SHUTTS  
&  
BOWEN  
LLP**

*Founded 1910*

**Jodi-Ann Tillman**  
*Legal Assistant*

---

**Shutts & Bowen LLP**

CityPlace Tower, 525 Okeechobee Blvd, Suite 1100 ; West Palm Beach, FL 33401  
Direct: (561) 671-5822 ; Fax: (561) 650-8530

[E-Mail](#) [Website](#)

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[2015-10-0...8.pdf \(26 KB\)](#)



[2015-10-0...4.pdf \(10 KB\)](#)

ESTTA Tracking number: **ESTTA701263**

Filing date: **10/09/2015**

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	91207805
Party	Defendant Polo Gear Intellectual Properties, Inc. and Pologear LLC
Correspondence Address	DANIEL J BARSKY SHUTTS & BOWEN LLP 200 E BROWARD BLVD, STE 2100 FORT LAUDERDALE, FL 33301 UNITED STATES dbarsky@shutts.com, ptomail@shutts.com
Submission	Request to Withdraw as Attorney
Filer's Name	Daniel J. Barsky
Filer's e-mail	ptomail@shutts.com, dbarsky@shutts.com, jtillman@shutts.com
Signature	/Daniel J. Barsky/
Date	10/09/2015
Attachments	8795442_1.pdf(42018 bytes )

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

PRL USA HOLDINGS, INC.,

Opposer,

v.

POLO GEAR INTELLECTUAL  
PROPERTIES, INC. and POLOGEAR LLC,

Applicant.

Opposition Numbers: 91207805 (Parent),  
91221338

App. Nos.: 85458112, 86412883, 86412886,  
86488070

**NOTICE OF WITHDRAWAL OF ATTORNEY**

PLEASE TAKE NOTICE that the law firm SHUTTS & BOWEN, LLP, 525 Okeechobee Blvd, Suite 1100, West Palm Beach, FL 33401, pursuant to §116.02(b)(4) TBMP, hereby withdraws as counsel of record for Defendant, Polo Gear Intellectual Properties, Inc.

Because of irreconcilable difference between client and counsel, the firm of Shutts & Bowen LLP and its lawyers move for permission immediately to withdraw as counsel.

The undersigned law firm has taken reasonable steps to avoid foreseeable prejudice to the rights of the client by immediately notifying Defendant of the upcoming deadlines and setting of the trial schedule by the Board. The undersigned law firm has delivered to client a copy of all papers and property in its possession to which the client is entitled, and is in compliance with all applicable laws and rules.

WHEREFORE, the undersigned requests an order granting its withdrawal as counsel of record for the Defendant and further granting the Defendant thirty days to secure new counsel.

Dated: October 9, 2015

Respectfully submitted,

By: /s/ Daniel J. Barsky

Daniel J. Barsky  
Joseph R. Englander  
SHUTTS & BOWEN, LLP  
525 Okeechobee Blvd  
Suite 1100  
Tel: (561) 835-8500  
Fax: (561) 650-8350

Attorneys for Defendant

FTLDOCS 5309000 1

WPBDOCS 8795442 1

ESTTA Tracking number: **ESTTA701264**

Filing date: **10/09/2015**

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD

Proceeding	91224180
Party	Defendant POLO GEAR LLC
Correspondence Address	DANIEL J. BARSKY Shutts & Bowen Llp 200 E Broward Blvd Ste 2100 Fort Lauderdale, FL 33301-1972  ptomail@shutts.com
Submission	Request to Withdraw as Attorney
Filer's Name	Daniel J. Barsky
Filer's e-mail	ptomail@shutts.com, dbarsky@shutts.com, jtillman@shutts.com
Signature	/Daniel J. Barsky/
Date	10/09/2015
Attachments	8795444_1.pdf(9714 bytes )

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD**

PRL USA HOLDINGS, INC.,

Opposer,

v.

POLO GEAR LLC,

Applicant.

Opposition Number: 91224180

App. Nos.: 86488086, 86488079

**NOTICE OF WITHDRAWAL OF ATTORNEY**

PLEASE TAKE NOTICE that the law firm SHUTTS & BOWEN, LLP, 525 Okeechobee Blvd, Suite 1100, West Palm Beach, FL 33401, pursuant to §116.02(b)(4) TBMP, hereby withdraws as counsel of record for Defendant, Polo Gear LLC.

Because of irreconcilable difference between client and counsel, the firm of Shutts & Bowen LLP and its lawyers move for permission immediately to withdraw as counsel.

The undersigned law firm has taken reasonable steps to avoid foreseeable prejudice to the rights of the client by immediately notifying Defendant of the upcoming deadlines and setting of the trial schedule by the Board. The undersigned law firm has delivered to client a copy of all papers and property in its possession to which the client is entitled, and is in compliance with all applicable laws and rules.

WHEREFORE, the undersigned requests an order granting its withdrawal as counsel of record for the Defendant and further granting the Defendant thirty days to secure new counsel.

Dated: October 9, 2015

Respectfully submitted,

By: /s/ Daniel J. Barsky

Daniel J. Barsky  
Joseph R. Englander  
SHUTTS & BOWEN, LLP  
525 Okeechobee Blvd  
Suite 1100  
Tel: (561) 835-8500  
Fax: (561) 650-8350

Attorneys for Defendant

From: Fellers Gary <gfellers@pologearusa.com>  
Subject: Depositions with PRL  
Date: October 15, 2015 10:53:02 AM EDT  
To: John Mariani <jmariani@shutts.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins  
<poloventures@aol.com>, Stan McGlothlin <s.mcglathlin@sbcglobal.net>

Hi John,

Depos are set with PRL a week from today.

1-There is still information requested by them on our dining room table to review, catalog and I think get to them. Not a lot but a couple days work for us.

2-need to discuss arrangements with new firm and Shutts?

3-feel we should not postpone. a lot riding on getting this settled.

Look forward to discussing with you.

Best,  
GF

From: Fellers Gary <gfellers@pologearusa.com> <sup>1</sup>  
Subject: Depo's with PRL  
Date: October 19, 2015 5:15:26 AM EDT  
To: John Mariani <jmariani@shutts.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins  
<poloventures@aol.com>

Hi John,

What are we doing with the depo's?

GF

EXHIBIT 11  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 11

From: Gary Fellers <gfellers@pologearusa.com>  
Subject: Document preparation  
Date: October 22, 2015 9:27:42 AM EDT  
To: John Mariani <jmariani@shutts.com>

Hi John we're reviewing the documents and Indian town. Is there any particular way you want them organized?

Sent from my iPhone

EXHIBIT 12  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 12

From: Fellers Gary <gfellers@pologearusa.com> ¶  
Subject: PRL  
Date: October 24, 2015 11:08:32 AM EDT  
To: John Mariani <jmariani@shutts.com>

---

John,

Received approval of removal of Shutts from PTO. They are now sending mail to us. I have the mail. Looking forward to meeting to figure out how to handle.

We are organizing information here into;

- 1-PG designs and products
- 2-PG marketing and advertisements
- 3-Trademark opinions and research and legal history of polo mark litigation
- 4-PRL sales invoices
- 5-PG Catalogs

There is some very good stuff here. When do you want to meet?

GF

EXHIBIT 13  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 13

From: Amanda Arce <AArce@shutts.com>    
Subject: Correspondence from Shutts & Bowen LLP  
Date: October 28, 2015 10:48:13 AM EDT  
To: 'Fellers Gary' <gfellers@pologearusa.com>  
Cc: "John F. Mariani" <JMariani@shutts.com>, Jonathan Cohen <JCohen@shutts.com>

2 Attachments, 1.2 MB

Good morning: The attached letter is sent on behalf of John Mariani and Shutts & Bowen LLP. Please review the letter and advise of your decision. Should you have any question please do not hesitate to call or email. Thank you.



**Amanda Arce**

*Legal Assistant to John F. Mariani, Matthew Sackel  
and Jamie B. Wasserman*

---

**Shutts & Bowen LLP**

CityPlace Tower, 525 Okeechobee Blvd, Suite 1100 West Palm Beach, FL 33401

Direct: (561) 671-5812 Fax: (561) 650-8530

[E-Mail](#) [Website](#)

**Please consider the environment before printing this email**



8808246\_1....PDF (1.1 MB)



October 27, 2015

**VIA U.S. MAIL AND EMAIL ([gfellers@pologearusa.com](mailto:gfellers@pologearusa.com))**

Polo Gear, Inc.  
Attn: Mr. Gary Fellers  
3500 Fairlane Farms Road  
Suite 15  
Wellington, FL 33414

**RE: Trademarks – 17926.0004  
Polo West – 17926.0007  
adv. Retail First Insurance Company – 17926.0008**

Dear Mr. Fellers:

We write to inform you that John Mariani will leave Shutts & Bowen LLP (“S&B”) on October 31, 2015, and continue his practice commencing November 1, 2015, in the firm of Kammerer, Mariani PLLC, 1601 Forum Place, Suite 500, West Palm Beach, FL 33401.

Because Mr. Mariani has represented you on the referenced matters, we inform you, in compliance with the Rules Regulating the Florida Bar, that you may decide who should continue to represent you in these matters going forward.

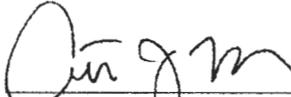
You may choose (1) to have S&B continue to represent you, in which case the client file will be transferred to a S&B lawyer of your choice, or we can recommend a lawyer to you; (2) to have Mr. Mariani, at his new firm, continue to represent you; (3) to have both a S&B lawyer and Mr. Mariani represent you jointly; or (4) to retain another law firm.

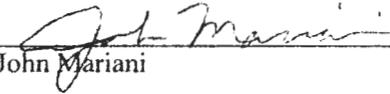
S&B and Mr. Mariani want to be sure that his move does not disadvantage you in any way. The decision how the matters Mr. Mariani is working on for you will be handled is yours. Please mark the box below to signify your choice and return by mail, e-mail or fax to both of the undersigned. Please advise both of us of your decision at your earliest convenience so continuity in your representation is assured.

Regardless of your choice, you remain responsible to S&B for any fees and costs already incurred and these fees and costs must be paid prior to the transfer of any files. Should photocopying of documents be required, you will be charged the actual costs of copying. Attached is a statement showing all fees and costs owed to S & B if any, in connection with the above-referenced matters.

WPBDOCS 8807595 |

Yours truly,

  
\_\_\_\_\_  
For Shutts & Bowen LLP  
Arthur J. Menor  
Office Managing Partner  
amenor@shutts.com

  
\_\_\_\_\_  
John Mariani

**Client Instructions:**

I wish my representation to stay with S&B. Please have a S&B attorney contact me to discuss the representation.

I wish to continue being represented by John Mariani. Please transfer to him, at his new firm, a copy of the S&B client file.

I wish to be jointly represented by S&B and Mr. Mariani. Please have an S&B attorney contact me about the representation and also provide to Mr. Mariani, at his new firm, a copy of the S&B client file.

I do not wish to be represented by either S&B or Mr. Mariani and instead wish to be represented by \_\_\_\_\_, at the law firm of \_\_\_\_\_. Please transfer a copy of the S&B client file to the aforementioned lawyer, whose address is \_\_\_\_\_.

\_\_\_\_\_  
Gary Fellers

(561) 795-1719

Telephone No.

(561) 795-1713

Facsimile No.

gfellers@pologearusa.com

E-mail

cc: Jonathan Cohen, Esq.

EXHIBIT 14  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit H

From: Fellers Gary <gfellers@pologearusa.com>
Subject: Re: Correspondence from Shutts & Bowen LLP
Date: October 30, 2015 12:56:42 PM EDT
To: Amanda Arce <AArce@shutts.com>
Cc: John Mariani <JMariani@shutts.com>, Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins <poloventures@aol.com>

1 Attachment, 375 KB

Sheet is attached.

Thank you.

October 27, 2015
Page 2

Yours truly,

[Signature]
For Shutts & Bowen LLP
Arthur J. Menor
Office Managing Partner
amenor@shutts.com

[Signature]
John Mariani

Client Instructions:

- I wish my representation to stay with S&B. Please have a S&B attorney contact me to discuss the representation.
I wish to continue being represented by John Mariani. Please transfer to him, at his new firm, a copy of the S&B client file.
I wish to be jointly represented by S&B and Mr. Mariani. Please have an S&B attorney contact me about the representation and also provide to Mr. Mariani, at his new firm, a copy of the S&B client file.
I do not wish to be represented by either S&B or Mr. Mariani and instead wish to be represented by ... at the law firm of ... Please transfer a copy of the S&B client file to the aforementioned lawyer, whose address is ...

[Signature]
Gary Fellers

(561) 795-1719 Telephone No.
(561) 795-1713 Facsimile No.

[gtellers@pologearusa.com](mailto:gtellers@pologearusa.com)

E-mail

cc: Jonathan Cohen, Esq.

WPBDOCS 8802595 |

shutts.com | FORT LAUDERDALE | MIAMI | ORLANDO | SARASOTA | TALLAHASSEE | TAMPA | WEST PALM BEACH

On Oct 28, 2015, at 10:48 AM, Amanda Arce wrote:

Good morning: The attached letter is sent on behalf of John Mariani and Shutts & Bowen LLP. Please review the letter and advise of your decision. Should you have any question please do not hesitate to call or email. Thank you.

**Amanda Arce**

*Legal Assistant to John F. Mariani, Matthew Sackel  
and Jamie B. Wasserman*

<image001.jpg>

**Shutts & Bowen LLP**

CityPlace Tower, 525 Okeechobee Blvd, Suite 1100 West Palm Beach, FL 33401

Direct: (561) 671-5812 Fax: (561) 650-8530

[E-Mail](#) [Website](#)

**Please consider the environment before printing this email**

<8808246\_1\_(WPBDOCS)\_2015.10.27 PoloGear - Letter.PDF>

EXHIBIT 15  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 15

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: PTO preparation  
Date: November 2, 2015 6:50:09 AM EST  
To: John Mariani <jmariani@shutts.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

1 Attachment, 72 KB

Hi John,

Please see the attached. I really need to have a quick review with you and discussion of this material and need to know the form you need it in. Our office can prepare it as you need it we just need to be 100% clear as how that is to be.

Can we discuss this morning and set up a time to meet for a quick review?

  
GF PRL Tradem...docx (72 KB)

## PRL Trademark Information For PTO issue

1-Sales Transactions (Shutts Bowen has)

2-PRL Sales (records and invoices)

3-Trademark and Legal Opinions

4-PoloGear Sales Records (P and L and Tax returns showing percentage sales of textiles) accompany by spread sheet showing percentages.

5-PoloGear Textile Designs

1. Show Blackwatch Design-Copywrited Design by PoloGear Created by Gary Fellers and copied by PRL
2. Show Nations Cup Designs-Copywrited Designs by PG created by GF and copied by PRL
3. Show large logo-used first by PG and copied by PRL
4. Other Textile designs

6-PoloGear™ Articles and Press Coverage

7-PoloGear™ Marketing

1. Show dollars spent marketing from Income tax statements
2. Create spread sheet
3. Show examples of adds
4. Show that early on our focus was apparel not just technical product

8-PoloGear™ Catalogs-Show focus on textiles

EXHIBIT 16  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 16

From: "Daniel J. Barsky" <DBarsky@shutts.com>    
Subject: Polo Gear Withdrawal  
Date: November 2, 2015 4:11:12 PM EST  
To: "'jmariani@kammerermariani.com'" <jmariani@kammerermariani.com>, 'Fellers Gary'  
<gfellers@pologearusa.com>  
Cc: Jodi-Ann Tillman <JTillman@shutts.com>

1 Attachment, 25 KB

John and Gary-

Per Gary's election to transfer all files to KammererMariani, Shutts & Bowen LLP has withdrawn from all pending matters before the USPTO. The USPTO has granted all withdrawal requests in all pending trademark applications and all pending oppositions. Withdrawals for application serial numbers 86519674, 86519612, 86519898, 86519939, 86519959, and 86519990 were all granted today, see below.

Please note the aforementioned applications have pending deadlines over the next few weeks and failure to respond to the office actions can and will result in the denial of the pending trademark applications.

We will be taking no further action on behalf of Polo Gear at this time. Best of luck in your future endeavors.

Dan



**Daniel J. Barsky**

*Partner, Admitted in Florida and Minnesota  
and the United States Patent and Trademark Office*

---

**Shutts & Bowen LLP**

CityPlace Tower, 525 Okeechobee Blvd, Suite 1100 West Palm Beach, FL 33401

Direct: (561) 650-8518 Fax: (561) 822-5527

[E-Mail](#) · [Biography](#) · [V-Card](#) · [Website](#)

**From:** TEAS@uspto.gov [mailto:TEAS@uspto.gov]

**Sent:** Monday, November 02, 2015 4:00 PM

**To:** ptomail

**Subject:** 17926.0004 Serial number 86519674: Received Your Request for Withdrawal as Attorney of Record/Update of USPTO's Database After Power of Attorney Ends

We have received your Withdrawal of Attorney form below for serial number(s) 86519674, 86519612, 86519898, 86519939, 86519959, 86519990.

The USPTO has **GRANTED** your withdrawal request, and will now send all future correspondence to the listed address for the applicant/registrant, until a new power of attorney or change of correspondence address is filed. Please note that you will **NOT** receive any separate paper confirmation of this grant, and should retain a copy of this e-mail acknowledgement for your records, if necessary.

USPTO Form 2013 (Rev. 03/13)  
CLASS. EX. 0651 (03/13) (Exp. 03/20 2017)

## Withdrawal of Attorney

The table below presents the data as entered.

Input Field	Entered
SERIAL NUMBER	86519674
MARK SECTION	
MARK	POLO GEAR (stylized and/or with design)
WITHDRAWAL OF ATTORNEY SECTION	
REASON TEXT	present counsel and firm has been terminated and Applicant has retained new counsel.
WITHDRAWAL STATEMENT	(1) I have notified the owner/holder of my withdrawal from employment and the filing of this request for withdrawal with the USPTO.
WITHDRAWAL STATEMENT	(2) I have delivered to the owner/holder all documents and property in any file concerning the application, registration, or

	proceeding to which the owner/holder is entitled.
<b>WITHDRAWAL STATEMENT</b>	(3) I have notified the owner/holder of any response that may be due and the deadline for his/her response.
<b>WITHDRAWAL STATEMENT</b>	(4) I have notified the owner/holder, whose application currently has TEAS Plus or TEAS RF status, that any prior e-mail authorization will not continue and that, to retain TEAS Plus or TEAS RF status, the owner/holder must provide the USPTO an e-mail address and authorize the USPTO to communicate via e-mail, or I affirm that this notification is not necessary because the application does not currently have TEAS Plus or TEAS RF status.
<b>WITHDRAWAL STATEMENT</b>	(5) I have given the owner/holder notice of my withdrawal from employment at least two (2) months prior to the expiration of the response period, if applicable; OR, notice of my withdrawal from employment was not required because the owner/holder terminated representation when less than two (2) months remained in the response period.
<b>CORRESPONDENCE SECTION</b>	
<b>ORIGINAL CORRESPONDENCE ADDRESS</b>	Daniel J. Barsky Shutts & Bowen Llp 525 Okeechobee Blvd Ste 1100 West Palm Beach Florida (FL) 33401-6351 US
<b>NEW CORRESPONDENCE ADDRESS</b>	
<b>NAME</b>	Polo Gear LLC

<b>STREET</b>	3500 Fairlane Farms Road
<b>CITY</b>	Wellington
<b>STATE</b>	Florida
<b>POSTAL/ZIP CODE</b>	33414
<b>COUNTRY</b>	United States
<b>PHONE</b>	561-650-8518
<b>EMAIL</b>	<a href="mailto:gfellers@pologearusa.com">gfellers@pologearusa.com</a>
<b>Input Field</b>	<b>Entered</b>
<b>SERIAL NUMBER</b>	86519612
<b>MARK SECTION</b>	
<b>MARK</b>	POLO GEAR USA (stylized and/or with design)
<b>WITHDRAWAL OF ATTORNEY SECTION</b>	
<b>REASON TEXT</b>	present counsel and firm has been terminated and Applicant has retained new counsel.
<b>WITHDRAWAL STATEMENT</b>	(1) I have notified the owner/holder of my withdrawal from employment and the filing of this request for withdrawal with the USPTO.
<b>WITHDRAWAL STATEMENT</b>	(2) I have delivered to the owner/holder all documents and property in any file concerning the application, registration, or proceeding to which the owner/holder is entitled.
<b>WITHDRAWAL STATEMENT</b>	(3) I have notified the owner/holder of any response that may be due and the deadline for his/her response.
	(4) I have notified the owner/holder, whose application currently has TEAS Plus or

<b>WITHDRAWAL STATEMENT</b>	TEAS RF status, that any prior e-mail authorization will not continue and that, to retain TEAS Plus or TEAS RF status, the owner/holder must provide the USPTO an e-mail address and authorize the USPTO to communicate via e-mail, or I affirm that this notification is not necessary because the application does not currently have TEAS Plus or TEAS RF status.
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<b>NEW CORRESPONDENCE ADDRESS</b>	
<b>NAME</b>	Polo Gear LLC
<b>STREET</b>	3500 Fairlane Farms Road
<b>CITY</b>	Wellington
<b>STATE</b>	Florida
<b>POSTAL/ZIP CODE</b>	33414
<b>COUNTRY</b>	United States

PHONE	561-650-8518
EMAIL	<a href="mailto:gfellers@pologearusa.com">gfellers@pologearusa.com</a>
<b>Input Field</b>	<b>Entered</b>
<b>SERIAL NUMBER</b>	86519898
<b>MARK SECTION</b>	
MARK	POLOGEAR
<b>WITHDRAWAL OF ATTORNEY SECTION</b>	
REASON TEXT	present counsel and firm has been terminated and Applicant has retained new counsel.
WITHDRAWAL STATEMENT	(1) I have notified the owner/holder of my withdrawal from employment and the filing of this request for withdrawal with the USPTO.
WITHDRAWAL STATEMENT	(2) I have delivered to the owner/holder all documents and property in any file concerning the application, registration, or proceeding to which the owner/holder is entitled.
WITHDRAWAL STATEMENT	(3) I have notified the owner/holder of any response that may be due and the deadline for his/her response.
WITHDRAWAL STATEMENT	(4) I have notified the owner/holder, whose application currently has TEAS Plus or TEAS RF status, that any prior e-mail authorization will not continue and that, to retain TEAS Plus or TEAS RF status, the owner/holder must provide the USPTO an e-mail address and authorize the USPTO to communicate via e-mail, or I affirm that this notification is not necessary because the application does not currently have TEAS Plus or TEAS RF status.

<b>WITHDRAWAL STATEMENT</b>	(5) I have given the owner/holder notice of my withdrawal from employment at least two (2) months prior to the expiration of the response period, if applicable; OR, notice of my withdrawal from employment was not required because the owner/holder terminated representation when less than two (2) months remained in the response period.				
<b>CORRESPONDENCE SECTION</b>					
<b>ORIGINAL CORRESPONDENCE ADDRESS</b>	Daniel J. Barsky Shutts & Bowen Llp 525 Okeechobee Blvd Ste 1100 West Palm Beach Florida (FL) 33401-6351 US				
<b>NEW CORRESPONDENCE ADDRESS</b>					
<b>NAME</b>	Polo Gear LLC				
<b>STREET</b>	3500 Fairlane Farms Road				
<b>CITY</b>	Wellington				
<b>STATE</b>	Florida				
<b>POSTAL/ZIP CODE</b>	33414				
<b>COUNTRY</b>	United States				
<b>PHONE</b>	561-650-8518				
<b>EMAIL</b>	<a href="mailto:gfellers@pologearusa.com">gfellers@pologearusa.com</a>				
<table border="1"> <thead> <tr> <th data-bbox="256 1591 706 1665">Input Field</th> <th data-bbox="706 1591 1364 1665">Entered</th> </tr> </thead> <tbody> <tr> <td data-bbox="256 1665 706 1728"><b>SERIAL NUMBER</b></td> <td data-bbox="706 1665 1364 1728">86519939</td> </tr> </tbody> </table>		Input Field	Entered	<b>SERIAL NUMBER</b>	86519939
Input Field	Entered				
<b>SERIAL NUMBER</b>	86519939				
<b>MARK SECTION</b>					
<b>MARK</b>	POLOGEAR (stylized and/or with design)				

**WITHDRAWAL OF ATTORNEY SECTION**

<b>REASON TEXT</b>	present counsel and firm has been terminated and Applicant has retained new counsel.
<b>WITHDRAWAL STATEMENT</b>	(1) I have notified the owner/holder of my withdrawal from employment and the filing of this request for withdrawal with the USPTO.
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<b>CORRESPONDENCE SECTION</b>	
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<b>NEW CORRESPONDENCE ADDRESS</b>	
<b>NAME</b>	Polo Gear LLC
<b>STREET</b>	3500 Fairlane Farms Road
<b>CITY</b>	Wellington
<b>STATE</b>	Florida
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<b>COUNTRY</b>	United States
<b>PHONE</b>	561-650-8518
<b>EMAIL</b>	<a href="mailto:gfellers@pologearusa.com">gfellers@pologearusa.com</a>
<b>Input Field</b>	<b>Entered</b>
<b>SERIAL NUMBER</b>	86519959
<b>MARK SECTION</b>	
<b>MARK</b>	POLOGEAR (stylized and/or with design)
<b>WITHDRAWAL OF ATTORNEY SECTION</b>	
<b>REASON TEXT</b>	present counsel and firm has been terminated and Applicant has retained new counsel.
<b>WITHDRAWAL STATEMENT</b>	(1) I have notified the owner/holder of my withdrawal from employment and the filing of this request for withdrawal with the USPTO.

WITHDRAWAL STATEMENT	(2) I have delivered to the owner/holder all documents and property in any file concerning the application, registration, or proceeding to which the owner/holder is entitled.
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<b>ORIGINAL CORRESPONDENCE ADDRESS</b>	Daniel J. Barsky Shutts & Bowen Llp 525 Okeechobee Blvd Ste 1100 West Palm Beach Florida (FL) 33401-6351 US
<b>NEW CORRESPONDENCE ADDRESS</b>	

<b>NAME</b>	Polo Gear LLC
<b>STREET</b>	3500 Fairlane Farms Road
<b>CITY</b>	Wellington
<b>STATE</b>	Florida
<b>POSTAL/ZIP CODE</b>	33414
<b>COUNTRY</b>	United States
<b>PHONE</b>	561-650-8518
<b>EMAIL</b>	<a href="mailto:gfellers@pologearusa.com">gfellers@pologearusa.com</a>
<b>Input Field</b>	<b>Entered</b>
<b>SERIAL NUMBER</b>	86519990
<b>MARK SECTION</b>	
<b>MARK</b>	PG (stylized and/or with design)
<b>WITHDRAWAL OF ATTORNEY SECTION</b>	
<b>REASON TEXT</b>	present counsel and firm has been terminated and Applicant has retained new counsel.
<b>WITHDRAWAL STATEMENT</b>	(1) I have notified the owner/holder of my withdrawal from employment and the filing of this request for withdrawal with the USPTO.
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<b>WITHDRAWAL STATEMENT</b>	application currently has TEAS Plus or TEAS RF status, that any prior e-mail authorization will not continue and that, to retain TEAS Plus or TEAS RF status, the owner/holder must provide the USPTO an e-mail address and authorize the USPTO to communicate via e-mail, or I affirm that this notification is not necessary because the application does not currently have TEAS Plus or TEAS RF status.
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<b>PHONE</b>	561-650-8518
<b>EMAIL</b>	<a href="mailto:gfellers@pologearusa.com">gfellers@pologearusa.com</a>
<b>SIGNATURE SECTION</b>	
<b>SIGNATURE</b>	/Daniel J. Barsky/
<b>SIGNATORY NAME</b>	Daniel J. Barsky
<b>SIGNATORY DATE</b>	11/02/2015
<b>SIGNATORY POSITION</b>	Attorney of record
<b>SIGNATORY PHONE</b>	561-850-8500
<b>FILING INFORMATION SECTION</b>	
<b>SUBMIT DATE</b>	Mon Nov 02 15:59:32 EST 2015
<b>TEAS STAMP</b>	USPTO/WOA-50.248.24.38-20 151102155932713390-865196 74-540d8dac3dc3598ff3040e c93cdfee72d4e54f36cc5eb68 58e595e17c5f14d762-N/A-N/ A-2015110215415222412

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Thank you,

The TEAS support team

Mon Nov 02 15:59:32 EST 2015

STAMP: USPTO/WOA-50.248.24.38-20151102155932713390-86519674-  
540d8dac3dc3598ff3040ec93cdfee72d4e54f36cc5eb6858e595e17c5f14d762-N/A-  
N/A-2015110215415222412

From: Fellers Gary <gfellers@pologearusa.com>    
Subject: Notice from PTO  
Date: November 4, 2015 12:29:59 PM EST  
To: John Mariani <jmariani@kammerermariani.com>

1 Attachment, 1.9 MB

Begin forwarded message:

**From:** <[accounting@pologearusa.com](mailto:accounting@pologearusa.com)>  
**Subject:** scan  
**Date:** November 4, 2015 12:26:34 PM EST  
**To:** "Fellers Gary" <[gfellers@pologearusa.com](mailto:gfellers@pologearusa.com)>

per your request.

Adriana Molsbee  
Polo Gear  
3500 Fairlane Farms Rd, Suite 15  
Wellington, FL 33414  
561-795-1719 (ph)  
561-795-1731 (fax)  
[accounting@pologearusa.com](mailto:accounting@pologearusa.com)



[polo\\_gear583.pdf \(1.9 MB\)](#)

UNITED STATES PATENT AND TRADEMARK OFFICE  
Trademark Trial and Appeal Board  
P.O. Box 1451  
Alexandria, VA 22313-1451  
General Contact Number: 571-272-8500

Mailed: October 21, 2015

**Opposition No. 91207805 (Parent)**  
Opposition No. 91221338

PRL USA Holdings, Inc.

v.

Polo Gear Intellectual Properties, Inc. and  
Pologear LLC

**Ellen Yowell, Paralegal Specialist:**

On October 14, 2015, Applicant's attorneys filed a request to withdraw as Applicant's counsel of record in this proceeding.<sup>1</sup> The request to withdraw as counsel is in compliance with the requirements of Trademark Rules 2.19(b) and Patent and Trademark Rule 11.116, and is accordingly granted. The law firm of Shutts & Bowen LLP no longer represents Applicant in this proceeding.<sup>2</sup>

In view of the withdrawal of Applicant's counsel, and in accordance with standard Board practice, proceedings herein are suspended and Applicant is allowed until thirty days from the mailing date of this order to appoint new counsel,

---

<sup>1</sup> A copy of the request to withdraw is placed in the application involved in this proceeding.

<sup>2</sup> On October 9, 2015, Applicant's attorneys filed a separate request to withdraw as Applicant's counsel in this proceeding. The request does not indicate proof of service of a copy of same on Applicant or counsel for Opposer as required by Trademark Rule 2.119. A copy of the request can be viewed using TTABVue at <http://ttabvue.uspto.gov>. Inasmuch as the October 14, 2015 filing appears to be a revised withdrawal, the October 9, 2015 filing will receive no further consideration.

Opposition No. 91207805 (Parent) & 91221338

or to file a paper stating that Applicant chooses to represent itself. If Applicant files no response, the Board may issue an order to show cause why default judgment should not be entered against Applicant based on Applicant's apparent loss of interest in the proceeding.

Proceedings are otherwise suspended pending response to this order.

The parties will be notified by the Board when proceedings are resumed and dates will be reset, as appropriate.

A copy of this order has been sent to all persons listed below.

cc:

Pologear LLC  
3500 Fairlane Farms Road  
Wellington, FL 33414

Polo Gear Intellectual Properties, Inc.  
544 Pass Creek Rd  
Parkman, WY 82838

Daniel J. Barsky  
Shutts & Bowen, LLP  
525 Okeechobee Blvd., Suite 1100  
West Palm Beach, FL 33401

Daniel I. Schloss  
Greenberg Traurig, LLP  
200 Park Avenue  
New York, NY 10166

Information regarding legal representation

Although Patent and Trademark Rule 11.14 permits an entity to represent itself, it is strongly advisable for a party who is not acquainted with the technicalities of

Opposition No. 91207805 (Parent) & 91221338

the procedural and substantive law involved in *inter partes* proceedings before the Board to secure the services of an attorney who is familiar with such matters. The United States Patent and Trademark Office (USPTO) cannot aid in the selection of an attorney. As the impartial decision maker, the Board may not provide legal advice; it may provide information solely as to procedure.

Any party who does not retain counsel should be familiar with the authorities governing this proceeding, including the Trademark Trial and Appeal Board Manual of Procedure (TBMP), and the Trademark Rules of Practice (37 C.F.R. Part 2), both accessible directly from the Board's web page: <http://www.uspto.gov/trademarks/process/appeal/index.jsp>. Also on the Board's web page are links to ESTTA, the Board's electronic filing system<sup>3</sup> at <http://estta.uspto.gov>, and TTABVue, for case status and prosecution history at <http://ttabvue.uspto.gov/ttabvue>.

Trademark Rules 2.119(a) and (b) require that every paper filed in the USPTO in a proceeding before the Board must be served upon the attorney for the other party or on the party if there is no attorney. Proof of service must be made before the paper will be considered by the Board. Accordingly, copies of all papers filed in this proceeding must be accompanied by a signed statement indicating the date and manner in which such service was made. See TBMP § 113.03. The statement, whether attached to or appearing on the paper when filed, will be accepted as prima

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<sup>3</sup> The Board strongly encourages parties to file all papers through ESTTA, which operates in real time and provides a tracking number that the filing has been received. For assistance in using ESTTA, call 571-272-8500.

Opposition No. 91207805 (Parent) & 91221338

facie proof of service, must be signed and dated, and should take the form of a certificate of service as follows:

**I hereby certify that a true and complete copy of the foregoing (insert title of submission) has been served on (insert name of opposing counsel or party) by mailing said copy on (insert date of mailing), via First Class Mail, postage prepaid (or insert other appropriate method of delivery) to: (name and address of opposing counsel or party).**

**Signature** \_\_\_\_\_

**Date** \_\_\_\_\_

Strict compliance with the Trademark Rules of Practice, and the Federal Rules of Civil Procedure (where applicable), is required of all parties before the Board, whether or not they are represented by counsel. *See McDermott v. San Francisco Women's Motorcycle Contingent*, 81 USPQ2d 1212, n.2 (TTAB 2006).

This *inter partes* proceeding is similar to a civil action in a federal district court. The parties file pleadings and a range of possible motions. This proceeding includes designated times for disclosures, discovery (discovery depositions, interrogatories, requests for production of documents and things, and requests for admission, to ascertain the facts underlying an adversary's case), a trial period, and the filing of briefs. The Board does not preside at the taking of testimony; all testimony is taken out of the presence of the Board during the assigned testimony, or trial, periods, and the written transcripts thereof, together with any exhibits thereto, are then filed with the Board. No paper, document, or exhibit will be considered as evidence unless it has been introduced in evidence in accordance with the applicable rules.

EXHIBIT 17  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 17

From: Fellers Gary <gfellers@pologearusa.com>  
Subject: Package From Shutts  
Date: November 4, 2015 12:33:45 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

Hi John,

We felt awful we didn't feed you. We didn't expect it to go so long and didn't have anything in the house. We should have brought some food in. Wasn't very thoughtful. Sorry.

Received a file with original materials back and an email file with all the computer pages on it that apparently was sent to opposing council. Not a lot of material other than the 600 pages of computer records. We will get the rest of the things together over the weekend and get a spot to store it so we can get the house cleaned up.

GF

EXHIBIT 18  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Verizon

3:31 PM

Messages

John

Details

Okbefore nine is  
best for me

Wed, Nov 4, 7:57 AM

Gary, you need to  
stop using my old  
shutts email  
address. Please  
make change to  
[jmariani@KammererMariani.com](mailto:jmariani@KammererMariani.com) and  
erase the old email  
address from your  
s

ystem. Thanks. --  
john



Text Message

Send

EXHIBIT 19  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 19

From: Fellers Gary <gfellers@pologearusa.com>    
Subject: Notice of Withdrawal  
Date: November 16, 2015 6:03:49 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins  
<poloventures@aol.com>

1 Attachment, 1.8 MB

Hi John,

I received this notice again. It appears that new council must be announced by the 21st? Has there been any communication with PRL and the PT0?



GF [Shutts With....pdf \(1.8 MB\)](#)

UNITED STATES PATENT AND TRADEMARK OFFICE  
Trademark Trial and Appeal Board  
P.O. Box 1451  
Alexandria, VA 22313-1451  
General Contact Number: 571-272-8500

Mailed: October 21, 2015

**Opposition No. 91207805 (Parent)**  
Opposition No. 91221338

PRL USA Holdings, Inc.

v.

Polo Gear Intellectual Properties, Inc. and  
Pologear LLC

**Ellen Yowell, Paralegal Specialist:**

On October 14, 2015, Applicant's attorneys filed a request to withdraw as Applicant's counsel of record in this proceeding.<sup>1</sup> The request to withdraw as counsel is in compliance with the requirements of Trademark Rules 2.19(b) and Patent and Trademark Rule 11.116, and is accordingly granted. The law firm of Shutts & Bowen LLP no longer represents Applicant in this proceeding.<sup>2</sup>

In view of the withdrawal of Applicant's counsel, and in accordance with standard Board practice, proceedings herein are suspended and Applicant is allowed until thirty days from the mailing date of this order to appoint new counsel.

---

<sup>1</sup> A copy of the request to withdraw is placed in the application involved in this proceeding.

<sup>2</sup> On October 9, 2015, Applicant's attorneys filed a separate request to withdraw as Applicant's counsel in this proceeding. The request does not indicate proof of service of a copy of same on Applicant or counsel for Opposer as required by Trademark Rule 2.119. A copy of the request can be viewed using TTABVue at <http://ttabvue.uspto.gov>. Inasmuch as the October 14, 2015 filing appears to be a revised withdrawal, the October 9, 2015 filing will receive no further consideration.

Opposition No. 91207805 (Parent) & 91221338

or to file a paper stating that Applicant chooses to represent itself. If Applicant files no response, the Board may issue an order to show cause why default judgment should not be entered against Applicant based on Applicant's apparent loss of interest in the proceeding.

Proceedings are otherwise suspended pending response to this order.

The parties will be notified by the Board when proceedings are resumed and dates will be reset, as appropriate.

A copy of this order has been sent to all persons listed below.

cc:

Pologear LLC  
3500 Fairlane Farms Road  
Wellington, FL 33414

Polo Gear Intellectual Properties, Inc.  
544 Pass Creek Rd  
Parkman, WY 82838

Daniel J. Barsky  
Shutts & Bowen, LLP  
525 Okcechobee Blvd., Suite 1100  
West Palm Beach, FL 33401

Daniel I. Schloss  
Greenberg Traurig, LLP  
200 Park Avenue  
New York, NY 10166

Information regarding legal representation

Although Patent and Trademark Rule 11.14 permits an entity to represent itself, it is strongly advisable for a party who is not acquainted with the technicalities of

Opposition No. 91207805 (Parent) & 91221338

the procedural and substantive law involved in *inter partes* proceedings before the Board to secure the services of an attorney who is familiar with such matters. The United States Patent and Trademark Office (USPTO) cannot aid in the selection of an attorney. As the impartial decision maker, the Board may not provide legal advice; it may provide information solely as to procedure.

Any party who does not retain counsel should be familiar with the authorities governing this proceeding, including the Trademark Trial and Appeal Board Manual of Procedure (TBMP), and the Trademark Rules of Practice (37 C.F.R. Part 2), both accessible directly from the Board's web page: <http://www.uspto.gov/trademarks/process/appeal/index.jsp>. Also on the Board's web page are links to ESTTA, the Board's electronic filing system<sup>3</sup> at <http://estta.uspto.gov>, and TTABVue, for case status and prosecution history at <http://ttabyue.uspto.gov/ttabyue>.

Trademark Rules 2.119(a) and (b) require that every paper filed in the USPTO in a proceeding before the Board must be served upon the attorney for the other party or on the party if there is no attorney. Proof of service must be made before the paper will be considered by the Board. Accordingly, copies of all papers filed in this proceeding must be accompanied by a signed statement indicating the date and manner in which such service was made. See TBMP § 113.03. The statement, whether attached to or appearing on the paper when filed, will be accepted as prima

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<sup>3</sup> The Board strongly encourages parties to file all papers through ESTTA, which operates in real time and provides a tracking number that the filing has been received. For assistance in using ESTTA, call 571-272-8500.

Opposition No. 91207805 (Parent) & 91221338

facie proof of service, must be signed and dated, and should take the form of a certificate of service as follows:

**I hereby certify that a true and complete copy of the foregoing (insert title of submission) has been served on (insert name of opposing counsel or party) by mailing said copy on (insert date of mailing), via First Class Mail, postage prepaid (or insert other appropriate method of delivery) to: (name and address of opposing counsel or party).**

Signature \_\_\_\_\_

Date \_\_\_\_\_

Strict compliance with the Trademark Rules of Practice, and the Federal Rules of Civil Procedure (where applicable), is required of all parties before the Board, whether or not they are represented by counsel. *See McDermott v. San Francisco Women's Motorcycle Contingent*, 81 USPQ2d 1212, n.2 (TTAB 2006).

This *inter partes* proceeding is similar to a civil action in a federal district court. The parties file pleadings and a range of possible motions. This proceeding includes designated times for disclosures, discovery (discovery depositions, interrogatories, requests for production of documents and things, and requests for admission, to ascertain the facts underlying an adversary's case), a trial period, and the filing of briefs. The Board does not preside at the taking of testimony; all testimony is taken out of the presence of the Board during the assigned testimony, or trial, periods, and the written transcripts thereof, together with any exhibits thereto, are then filed with the Board. No paper, document, or exhibit will be considered as evidence unless it has been introduced in evidence in accordance with the applicable rules.

From: Fellers Gary <gfellers@pologearusa.com> i  
Subject: Re: Notice of Withdrawal  
Date: November 16, 2015 1:32:00 PM EST  
To: John Mariani <jmariani@kammerermariani.com>

thank you

On Nov 16, 2015, at 12:08 PM, John Mariani wrote:

DOING SO THIS WEEK.

<john signature22.jpg><John F. Mariani.vcf>

On Nov 16, 2015, at 6:03 AM, Fellers Gary  
<gfellers@pologearusa.com> wrote:

Hi John,

I received this notice again. It appears that new council must be announced by the 21st? Has there been any communication with PRL and the PT0?

GF<Shutts Withdrawal 3 102115.pdf>

EXHIBIT 20  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 20

From: Fellers Gary <gfellers@pologearusa.com> f  
Subject: Re: Notice of Withdrawal  
Date: November 16, 2015 1:32:00 PM EST  
To: John Mariani <jmariani@kammerermariani.com>

thank you

On Nov 16, 2015, at 12:08 PM, John Mariani wrote:

DOING SO THIS WEEK.

<john signature22.jpg><John F. Mariani.vcf>

On Nov 16, 2015, at 6:03 AM, Fellers Gary  
<gfellers@pologearusa.com> wrote:

Hi John,

I received this notice again. It appears that new council must be announced by the 21st? Has there been any communication with PRL and the PT0?

GF<Shutts Withdrawal 3 102115.pdf>

EXHIBIT 21  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

EXHIBIT 21

From: Fellers Gary <gfellers@pologearusa.com> <sup>1</sup>  
Subject: Call Tonight  
Date: December 10, 2015 9:04:19 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

Hi John,

For the call tonight agenda.

- 1-PRL arbitration and pto status
- 2-Debbie Witty-we need her help (very minor) or have her return our property
- 3-Arbitration clause-JAMS vs American Arbitration Association for our licensing contracts?
- 4-Update on licensing-2000 pound Gorilla appears to love us with 2 backups. First contract for bedding to contract. Different mind set.

GF

EXHIBIT 22  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 22

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: PRL Master List  
Date: December 13, 2015 4:26:43 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

1 Attachment, 127 KB

John,

We are done organizing the PRL information.

Attached is the outline and form it is ended up in.

Can we discuss what the next step is. Do we need to get this on disc so it can be submitted to PRL council and USPTO?

Hoping we can discuss today.

GF [PRL Tradem...ocx \(127 KB\)](#)

## PRL Trademark Information For PTO issue

### BOX A

#### 1-Clothing Sales Transactions-On Disc 1 Sent to PRL Council

### BOX B

1. Apparel Sales File (Shows Large Concentration of Apparel Sales Throughout 20 year history of PoloGear. Over 20 years half our sales were apparel and non-polo equipment products. Supporting our claim we have always been in the "polo way of life" business and it was part of our identity and business plan from the inception.
2. Apparel Inventory and Inventory Classifications-(Shows Large concentration of Inventory and Classifications devoted to Non-technical polo products (apparel, bags, towels, leather goods, etc)
3. PoloGear sales records of products sold to Polo Ralph Lauren. (Shows consist sales to Ralph Lauren Stores across the country for many years. This is by no means all the sales because each store has a different billing and sometimes thru agents or individuals.)
4. Correspondence between PRL attorneys and PoloGear™. (PG was threatened, asserted its rights and PRL backed away. On two separated occasions. The second instance appears to have been an organized effort to entrap PoloGear).
5. Pictures of PoloGear products in Polo Ralph Lauren corporate stores. (Interesting the only times we sought out pictures were when we received letters from PRL attorneys or when we were shopping the stores). All times PG products were abundantly displayed.
6. The story of Black Watch Polo Team. Affidavit from PoloGear President. Production records and pictures of Black Watch Polo Teams before and after association with Ralph Lauren.
7. Pictures of Ralph Lauren model Nacho Figueres in PoloGear products and in copies of PoloGear Black Watch polo shirt.
8. Ralph Lauren Drops Polo Articles
9. PoloGear retail Clothing stores-Cherry Creek, CO, Sarasota, FL, Via Mizner Palm Beach, FL (Affidavit by PoloGear President as to clothing orientation of stores)

### BOX C

1. Examples of PoloGear Catalogs
2. Examples of PoloGear Wholesale accounts. (Affidavit from PoloGear President as to the size and scope of the PoloGear apparel wholesale business.)

### BOX D

1. Examples of PoloGear marketing and advertizing. Shows strong emphasis on apparel from the beginning of the business. We have literally spent millions of dollars advertising our brand.

#### BOX E

1. Examples of articles about PoloGear. Supports broad company with emphasis on the Polo Way of Life not just technical products.

#### BOX F & G

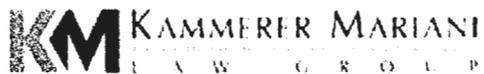
1. PoloGear Apparel designs. This is a small fraction of what has been created over 22 years but is shows the prolific devotion to apparel design and the huge impact PoloGear has had in the “polo way of life” market.

From: John Mariani <jmariani@kammerermariani.com>   
Subject: Re: PRL Master List  
Date: December 14, 2015 7:52:18 AM EST  
To: Fellers Gary <gfellers@pologearusa.com>

2 Attachments, 55 KB

yes, we should have all the information on a disc or thumb drive WITH NOTHING ELSE ON THE DISC OR THIMB DRIVE. Let's have 5 made - one each for you, me, the other side, the PTO, and two for me to hold.

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401



John F. Mari...f (647 bytes)

On Dec 13, 2015, at 4:26 PM, Fellers Gary <gfellers@pologearusa.com> wrote:

John,

We are done organizing the PRL information.

Attached is the outline and form it is ended up in.

Can we discuss what the next step is. Do we need to get this on disc so it can be submitted to PRL council and USPTO?

Hoping we can discuss today.

GF<PRL Trademark Information For PTO.docx>

EXHIBIT 23  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 23

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: Notice Of Abandonment  
Date: December 22, 2015 3:03:54 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Stan Mcglothlin  
<s.mcglothlin@sbcglobal.net>, Merle Jenkins <poloventures@aol.com>

1 Attachment, 2.9 MB

Hi John,

I received the attached today. 6 postcards from the USPTO saying our 6 marks had been abandoned. I called the PTO. The lady said that there was a May 8, 2015 office action that was not responded to. There was a 6 month window to do so. Now the marks are considered abandoned. They can apparently be reinstated for a fee.

Certainly does not look good to our potential licensees who are searching the marks and we are telling everything is alright.

Have you registered with the PTO as our new council? I am still getting notices and I think we had 30 days to appoint council. It is over that?

What is the plan to deal with registration and PRL?

Best,  
Gary



NOTICE OF ABANDONMENT  
MAILING DATE: Dec 14, 2015

# 1370714723

The trademark application identified below was abandoned in full because a response to the Office Action mailed on May 8, 2015 was not received within the 6-month response period.

If the delay in filing a response was unintentional, you may file a petition to revive the application with a fee. If the abandonment of this application was due to USPTO error, you may file a request for reinstatement. Please note that a petition to revive

or request for reinstatement **must be received within two months from the mailing date of this notice.**

For additional information, go to <http://www.uspto.gov/teas/petinfo.htm>. If you are unable to get the information you need from the website, call the Trademark Assistance Center at 1-800-786-9199.

SERIAL NUMBER: 86519939  
MARK: POLOGEAR  
OWNER: Polo Gear LLC

For additional information, go to <http://www.uspto.gov/teas/petinfo.htm>. If you are unable to get the information you need from the website, call the Trademark Assistance Center at 1-800-786-9199.

SERIAL NUMBER: 86519959  
MARK: POLOGEAR  
OWNER: Polo Gear LLC

SERIAL NUMBER: 86519990  
MARK: PG  
OWNER: Polo Gear LLC

unable to get the information you need from the website, call the Trademark Assistance Center at 1-800-786-9199.

SERIAL NUMBER: 86519612  
MARK: POLO GEAR USA  
OWNER: Polo Gear LLC

Assistance Center at 1-800-786-9199.

SERIAL NUMBER: 86519674  
MARK: POLO GEAR  
OWNER: Polo Gear LLC

Assistance Center at 1-800-786-9199.

SERIAL NUMBER: 86519898  
MARK: POLOGEAR  
OWNER: Polo Gear LLC

EXHIBIT 24  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 24

From: Fellers Gary <gfellers@pologearusa.com>  
Subject: Merry Christmas  
Date: December 26, 2015 8:05:29 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

Hi John,

Hope you had a wonderful Christmas.

Jeanette and I will be scanning most of the day. What time would you like to meet?

Best,  
Gary

EXHIBIT 25  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 25

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: First Draft  
Date: December 27, 2015 3:09:35 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

1 Attachment, 47 KB

Hi John,

Here is the first go round. Will support it throughout with links to the specific evidence supporting the statements.

Going to spend most of the week here working on getting that finished. Plan to have it complete in 2015.

Thanks for stopping by yesterday.

GF



[AffidavitGar....doc \(47 KB\)](#)

From: Fellers Gary <gfellers@pologearusa.com>    
Subject: Start with these  
Date: January 1, 2016 6:18:54 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

2 Attachments, 124 KB

Hi John,

This is still not where I want it. Am somehow blocked. It will flow at the right time.

Still will put examples in now. File is ready to go. Just have to copy to discs. A lot of information.

   
[AffidavitGar....doc \(60 KB\)](#) [AffidavitGar....doc \(65 KB\)](#)

Must speak asap.

I am very concerned with Global Brands. We can not put this on hold. Need to have a much clearer understanding of conversation with attorney and plan to get things set right in PT0.

Can we speak tomorrow?

Happy New year.

GF

From: Fellers Gary <gfellers@pologearusa.com>    
Subject: Getting There  
Date: January 2, 2016 10:39:38 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

2 Attachments, 130 KB

John,

Getting better. By tomorrow you should have close to our best effort. Need to speak today or tomorrow. Very important.

   
[AffidavitGar....doc \(61 KB\)](#) [AffidavitGar....doc \(69 KB\)](#)

GF

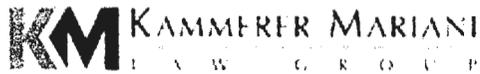
From: John Mariani <jmariani@kammerermariani.com>  
Subject: Re: Affidavit to PTO  
Date: January 6, 2016 9:42:11 AM EST  
To: Fellers Gary <gfellers@pologearusa.com>  
Cc: Merle Jenkins <poloventures@aol.com>, Stan Mcglothlin  
<s.mcglothlin@sbcglobal.net>, Jeanette Sassoon <jeanette@pologearusa.com>

2 Attachments, 55 KB

I'll go over it, edit, and sit with you to finalize, Gary.

John

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401



John F. Mari...f (647 bytes)

On Jan 6, 2016, at 8:25 AM, Fellers Gary <gfellers@pologearusa.com>  
wrote:

Hi John,

This is about as good as we can do. 10th review. A couple of points  
I have questions on. We have a lot of support material to go with  
it. Putting on DVD and available for you.

GF

<AffidavitGaryFellers-USPTO-10.doc>

EXHIBIT 26  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 26

From: Fellers Gary <gfellers@pologearusa.com> f<sup>4</sup>  
Subject: Trademark Registration  
Date: January 3, 2016 7:40:33 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins  
<poloventures@aol.com>, Stan Mcglothlin <s.mcglothlin@sbcglobal.net>

Hi John,

I reviewed the files on the PTO website. It appears all marks were abandoned because of failure to respond to the filling of objection to our marks by Ralph Lauren council on May 8, 2015. It also appears they have objected to the PG which I was told was registered. It is also showing being abandoned. It is looking very tentative to any prospective licensee looking at the status as abandoned and no activity since May. I was not aware that we were waiting on a response to RL from Dan Barsky. He never discussed any of this with me, made any requests etc.

What is the plan and the timetable to have you register as council of record and to respond to these notices? I am getting questions from directors and shareholders and I need to be able to share that information. We also have three serious licensees bidding and this is going to look very bad and needs to get cleared up immediately. We have to keep the negotiations going forcefully and strongly. Our agents are asking for more information on your conversation with Global Brands council and I don't know what to tell them. I had asked you to come on strongly with her but am unclear what really went on.

These negotiations are to continue this week.

I know you have been tied up but I am concerned every day this is open as we are at a very critical stage of negotiations.

Thanks,  
Gary

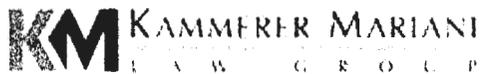
From: John Mariani <jmariani@kammerermariani.com>  
Subject: Re: Trademark Registration  
Date: January 4, 2016 8:27:11 AM EST  
To: Fellers Gary <gfellers@pologearusa.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins  
<poloventures@aol.com>, Stan Mcglothlin <s.mcglothlin@sbcglobal.net>

2 Attachments, 55 KB

will call you this afternoon, gary.

john

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401



John F. Mari...f (647 bytes)

On Jan 3, 2016, at 7:40 PM, Fellers Gary <gfellers@pologearusa.com> wrote:

Hi John,

I reviewed the files on the PTO website. It appears all marks were abandoned because of failure to respond to the filing of objection to our marks by Ralph Lauren council on May 8, 2015. It also appears they have objected to the PG which I was told was registered. It is also showing being abandoned. It is looking very tentative to any prospective licensee looking at the status as abandoned and no activity since May. I was not aware that we were

EXHIBIT 27  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 27

From: Fellers Gary <gfellers@pologearusa.com> <sup>1</sup>  
Subject: Re: Affidavit to PTO  
Date: January 6, 2016 9:49:45 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Merle Jenkins <poloventures@aol.com>, Stan Mcglothlin  
<s.mcglothlin@sbcglobal.net>, Jeanette Sassoon <jeanette@pologearusa.com>

When?

When can we discuss questions posed yesterday. Feeling like a ship without a rudder.

On Jan 6, 2016, at 9:42 AM, John Mariani wrote:

I'll go over it, edit, and sit with you to finalize, Gary.

John  
<john signature22.jpg><John F. Mariani.vcf>

On Jan 6, 2016, at 8:25 AM, Fellers Gary  
<gfellers@pologearusa.com> wrote:

Hi John,

This is about as good as we can do. 10th review. A couple of points I have questions on. We have a lot of support material to go with it. Putting on DVD and available for you.

GF  
<AffidavitGaryFellers-USPTO-10.doc>

EXHIBIT 28  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

exhibit 28

From: Fellers Gary <gfellers@pologearusa.com>  <sup>14</sup>  
Subject: USPTO  
Date: January 18, 2016 2:13:44 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins  
<poloventures@aol.com>, Stan Mcglothlin <s.mcglothlin@sbcglobal.net>

1 Attachment, 49 KB

John,

You keep telling me not to worry about this but when I receive letters like this it makes me very worried.  
Can you please tell me when you are going to register as council for us with the USPTO.  
This is a disaster for us in PR in trying to get our deal done if nothing else.

We need to know we have representation in this matter and that is recorded with the USPTO.

In my opinion this is an urgent matter.

GF

UNITED STATES PATENT AND TRADEMARK OFFICE  
Trademark Trial and Appeal Board  
P.O. Box 1451  
Alexandria, VA 22313-1451  
General Contact Number: 571-272-8500

nmt

Mailed: January 6, 2016

Opposition No. 91224180

~~POLO USA Holdings, Inc.~~

v.

*Polo Gear LLC*

**By the Trademark Trial and Appeal Board:**

On November 24, 2015, the Board issued an order to show cause in view of Applicant's apparent loss of interest in this proceeding.

Inasmuch as no response to the Board's order has been filed, judgment is hereby entered against Applicant. The opposition is accordingly sustained and registration to Applicant is refused.

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: Two more notices of Abandonment  
Date: January 18, 2016 2:32:57 PM EST  
To: John Mariani <jmariani@kammerermariani.com>

1 Attachment, 681 KB



**NOTICE OF ABANDONMENT**  
**MAILING DATE: Jan 6, 2016**

The trademark application identified below was abandoned on Jan 6, 2016 as a result of Trademark Trial and Appeal Board proceedings.

**SERIAL NUMBER:** 86488079  
**MARK:** POLO GEAR  
**OWNER:** POLO GEAR LLC



**NOTICE OF ABANDONMENT**  
**MAILING DATE: Jan 6, 2016**

The trademark application identified below was abandoned on Jan 6, 2016 as a result of Trademark Trial and Appeal Board proceedings.

**SERIAL NUMBER:** 86488086  
**MARK:** POLOGEAR  
**OWNER:** POLO GEAR LLC

From: Fellers Gary <gfellers@pologearusa.com>    
Subject: Two more notices of Abandonment  
Date: January 18, 2016 2:32:57 PM EST  
To: John Mariani <jmariani@kammerermariani.com>

1 Attachment, 681 KB



**NOTICE OF ABANDONMENT**  
**MAILING DATE: Jan 6, 2016**

The trademark application identified below was abandoned on Jan 6, 2016 as a result of Trademark Trial and Appeal Board proceedings.

**SERIAL NUMBER:** 86488079  
**MARK:** POLO GEAR  
**OWNER:** POLO GEAR LLC



**NOTICE OF ABANDONMENT**  
**MAILING DATE: Jan 6, 2016**

The trademark application identified below was abandoned on Jan 6, 2016 as a result of Trademark Trial and Appeal Board proceedings.

**SERIAL NUMBER:** 86488086  
**MARK:** POLOGEAR  
**OWNER:** POLO GEAR LLC

EXHIBIT 29  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

exhibit 29

From: Fellers Gary <gfellers@pologearusa.com> <sup>14</sup>  
Subject: Trademark Rejection  
Date: January 18, 2016 4:40:32 PM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

If are trademarks are rejected we loose our insurance coverage.

EXHIBIT 30  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

exhibit 30

From: Fellers Gary <gfellers@pologearusa.com> f  
Subject: Registration as Council in the PTO  
Date: January 19, 2016 9:46:27 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

Hi John,

A sleepless night. I believe our company needs immediate representation in the PTO. We are missing what appears to me as a businessman urgent deadlines. We have others coming up and no one is watching. What is your plan? I thought the plan was to transfer to your firm within the 30 day window the PTO allowed? I am extremely uncomfortable we have missed that deadline.

I would have preferred to have a conversation on the phone but you are busy and hard to reach and to us this matter is urgent.

Jeanette and I are both working today at the house to finish the exhibits and affidavit.

Best,  
Gary

From: Fellers Gary <gfellers@pologearusa.com> 1  
Subject: Fwd: Sunrise  
Date: January 19, 2016 10:11:02 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Merle Jenkins  
<poloventures@aol.com>, Stan Mcglothlin <s.mcglothlin@sbcglobal.net>

John,

Our dream deal can come unhinged by what is going on in the trademark office. I cannot stress the business importance of getting this in hand.

This was received this morning.

Thanks,  
GF

Begin forwarded message:

From: tim@aalmg.com  
Subject: Sunrise  
Date: January 19, 2016 10:08:17 AM EST  
To: Fellers Gary <gfellers@pologearusa.com>, Sassoon Jeanette <jeanette@pologearusa.com>  
Cc: Don Rothwell <don@aalmg.com>

Good morning GARY, last night Paul GUEZ had called me. He remains excited about polo gear. He also shared with me a conversation he had with sunrise Attorney Chris. Chris had advised Paul that that he is waiting to get clearance to review important polo gear documents. Paul also said that Chris mention that the registrations had expired. I suggest that whatever John has to do to get the registrations back in order and get those documents in a position where they can be viewed will be beneficial as we try to close the deal. I could detect in Paul's voice that Chris seem to have some concerns and that was being communicated to Paul. Whatever we have to do to get this registration process moving forward quickly will

| be good for all.

| Sent from my iPhone

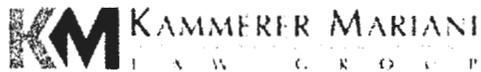
From: John Mariani <jmariani@kammerermariani.com>   
Subject: Re: Sunrise  
Date: January 19, 2016 10:12:50 AM EST  
To: Fellers Gary <gfellers@pologearusa.com>

2 Attachments, 55 KB

We'll speak early this afternoon, Gary.

John

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401



John F. Mari...f (647 bytes)

On Jan 19, 2016, at 10:11 AM, Fellers Gary  
<gfellers@pologearusa.com> wrote:

John,

Our dream deal can come unhinged by what is going on in the  
trademark office. I cannot stress the business importance of  
getting this in hand.

This was received this morning.

Thanks,  
GF

From: Gary Fellers <gfellers@pologearusa.com>  
Subject: Re: Sunrise  
Date: January 19, 2016 5:49:02 PM EST  
To: John Mariani <jmariani@kammerermariani.com>

I will be indisposed from 6 to 730 but there is nothing more important than your call in resolving this issue

Sent from my iPhone

On Jan 19, 2016, at 10:12 AM, John Mariani <jmariani@kammerermariani.com> wrote:

We'll speak early this afternoon, Gary.

John  
<john signature22.jpg>  
<John F. Mariani.vcf>

On Jan 19, 2016, at 10:11 AM, Fellers Gary <gfellers@pologearusa.com> wrote:

John,

Our dream deal can come unhinged by what is going on in the trademark office. I cannot stress the business importance of getting this in hand.

This was received this morning.

Thanks,  
GF

Begin forwarded message:

| From: tim@aalmg.com

Subject: Sunrise

Date: January 19, 2016 10:08:17 AM EST

To: Fellers Gary <gfellers@pologearusa.com>, Sassoon Jeanette  
<jeanette@pologearusa.com>

Cc: Don Rothwell <don@aalmg.com>

Good morning GARY, last night Paul GUEZ had called me. He remains excited about polo gear. He also shared with me a conversation he had with sunrise Attorney Chris. Chris had advised Paul that that he is waiting to get clearance to review important polo gear documents. Paul also said that Chris mention that the registrations had expired. I suggest that whatever John has to do to get the registrations back in order and get those documents in a position where they can be viewed will be beneficial as we try to close the deal. I could detect in Paul's voice that Chris seem to have some concerns and that was being communicated to Paul. Whatever we have to do to get this registration process moving forward quickly will be good for all.

Sent from my iPhone

EXHIBIT 31  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

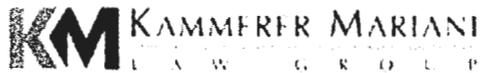
exhibit 31

From: John Mariani <jmariani@kammerermariani.com>  
Subject: Re: Sunrise  
Date: January 20, 2016 8:01:33 AM EST  
To: Gary Fellers <gfellers@pologearusa.com>

2 Attachments, 55 KB

I have calls into attorneys in Washington and Virginia, Gary, as we discussed.

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401



John F. Mari...f (647 bytes)

On Jan 19, 2016, at 5:49 PM, Gary Fellers  
<gfellers@pologearusa.com> wrote:

I will be indisposed from 6 to 730 but there is nothing more  
important than your call in resolving this issue

Sent from my iPhone

On Jan 19, 2016, at 10:12 AM, John Mariani  
<jmariani@kammerermariani.com> wrote:

We'll speak early this afternoon, Gary.

John

<john signature22.jpg>  
<John F. Mariani.vcf>

On Jan 19, 2016, at 10:11 AM, Fellers Gary  
<gfellers@pologearusa.com> wrote:

John,

Our dream deal can come unhinged by what is going on in the trademark office. I cannot stress the business importance of getting this in hand.

This was received this morning.

Thanks,  
GF

Begin forwarded message:

From: tim@aalmg.com  
Subject: Sunrise  
Date: January 19, 2016 10:08:17 AM EST  
To: Fellers Gary <gfellers@pologearusa.com>, Sassoon Jeanette  
<jeanette@pologearusa.com>  
Cc: Don Rothwell <don@aalmg.com>

Good morning GARY, last night Paul GUEZ had called me. He remains excited about polo gear. He also shared with me a conversation he had with sunrise Attorney Chris. Chris had advised Paul that that he is waiting to get clearance to review important polo gear documents. Paul also said that Chris mention that the registrations had expired. I suggest that whatever John has to do to get the registrations back in order and get those documents in a position where they can be viewed will be beneficial as we try to close the deal. I could detect in Paul's voice that Chris seem to have some concerns and that was being communicated to Paul. Whatever we have to do to get

||| this registration process moving forward quickly will be good  
for all.

||| Sent from my iPhone

From: Fellers Gary <gfellers@pologearusa.com> <sup>1</sup>  
Subject: Re: Sunrise  
Date: January 20, 2016 8:31:52 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

Hi John,

What can I tell the people that we are trying to negotiate with? It appears we have lost the ability to register our marks and the PTO ruled in favor of PRL?

On Jan 20, 2016, at 8:01 AM, John Mariani wrote:

I have calls into attorneys in Washington and Virginia, Gary, as we discussed.

<john signature22.jpg><John F. Mariani.vcf>

On Jan 19, 2016, at 5:49 PM, Gary Fellers <gfellers@pologearusa.com> wrote:

I will be indisposed from 6 to 730 but there is nothing more important then your call in resolving this issue

Sent from my iPhone

On Jan 19, 2016, at 10:12 AM, John Mariani <jmariani@kammerermariani.com> wrote:

We'll speak early this afternoon, Gary.

John  
<john signature22.jpg>  
<John F. Mariani.vcf>

On Jan 19, 2016, at 10:11 AM, Fellers Gary

<gfellers@pologearusa.com> wrote:

John,

Our dream deal can come unhinged by what is going on in the trademark office. I cannot stress the business importance of getting this in hand.

This was received this morning.

Thanks,  
GF

Begin forwarded message:

From: tim@aalmg.com

Subject: Sunrise

Date: January 19, 2016 10:08:17 AM EST

To: Fellers Gary <gfellers@pologearusa.com>, Sassoon Jeanette <jeanette@pologearusa.com>

Cc: Don Rothwell <don@aalmg.com>

Good morning GARY, last night Paul GUEZ had called me. He remains excited about polo gear. He also shared with me a conversation he had with sunrise Attorney Chris. Chris had advised Paul that that he is waiting to get clearance to review important polo gear documents. Paul also said that Chris mention that the registrations had expired. I suggest that whatever John has to do to get the registrations back in order and get those documents in a position where they can be viewed will be beneficial as we try to close the deal. I could detect in Paul's voice that Chris seem to have some concerns and that was being communicated to Paul. Whatever we have to do to get this registration process moving forward quickly will be good for all.

Sent from my iPhone

EXHIBIT 32  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

Exhibit 32

From: John Mariani <jmariani@kammerermariani.com>  
Subject: Re: Sunrise  
Date: January 20, 2016 9:50:15 AM EST  
To: Fellers Gary <gfellers@pologearusa.com>

2 Attachments, 55 KB

No, PoloGear will refreshed it.

let me get to you a bit later.

john

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401



John F. Mari...f (647 bytes)

On Jan 20, 2016, at 8:31 AM, Fellers Gary  
<gfellers@pologearusa.com> wrote:

Hi John,

What can I tell the people that we are trying to negotiate with? It appears we have lost the ability to register our marks and the PTO ruled in favor of PRL?

On Jan 20, 2016, at 8:01 AM, John Mariani wrote:

I have calls into attorneys in Washington and Virginia, Gary, as we discussed.

<john signature22.jpg><John F. Mariani.vcf>

On Jan 19, 2016, at 5:49 PM, Gary Fellers  
<gfellers@pologearusa.com> wrote:

I will be indisposed from 6 to 730 but there is nothing more important then your call in resolving this issue

Sent from my iPhone

On Jan 19, 2016, at 10:12 AM, John Mariani  
<jmariansi@kammerermariansi.com> wrote:

We'll speak early this afternoon, Gary.

John

<john signature22.jpg>

<John F. Mariani.vcf>

On Jan 19, 2016, at 10:11 AM, Fellers Gary  
<gfellers@pologearusa.com> wrote:

John,

Our dream deal can come unhinged by what is going on in the trademark office. I cannot stress the business importance of getting this in hand.

This was received this morning.

Thanks,

GF

Begin forwarded message:

From: tim@aalmg.com

Subject: Sunrise

Date: January 19, 2016 10:08:17 AM EST

To: Fellers Gary <gfellers@pologearusa.com>, Sassoon Jeanette <jeanette@pologearusa.com>

Cc: Don Rothwell <don@aalmg.com>

Good morning GARY, last night Paul GUEZ had called me. He remains excited about polo gear. He also shared with me a conversation he had with sunrise Attorney Chris. Chris had advised Paul that that he is waiting to get clearance to review important polo gear documents. Paul also said that Chris mention that the registrations had expired. I suggest that whatever John has to do to get the registrations back in order and get those documents in a position where they can be viewed will be beneficial as we try to close the deal. I could detect in Paul's voice that Chris seem to have some concerns and that was being communicated to Paul. Whatever we have to do to get this registration process moving forward quickly will be good for all.

Sent from my iPhone

EXHIBIT 33  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

From: Fellers Gary <gfellers@pologearusa.com>  
Subject: Re: Sunrise  
Date: January 20, 2016 10:11:10 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>

Please give me some specifics because Jeanette and I are sick to our stomachs thinking we have lost our 22 years of work. I need to keep this effort moving if it is not lost.

On Jan 20, 2016, at 9:50 AM, John Mariani wrote:

No, PoloGear will refreshed it.

let me get to you a bit later.

john

<john signature22.jpg><John F. Mariani.vcf>

On Jan 20, 2016, at 8:31 AM, Fellers Gary <gfellers@pologearusa.com> wrote:

Hi John,

What can I tell the people that we are trying to negotiate with? It appears we have lost the ability to register our marks and the PTO ruled in favor of PRL?

On Jan 20, 2016, at 8:01 AM, John Mariani wrote:

I have calls into attorneys in Washington and Virginia, Gary, as we discussed.

<john signature22.jpg><John F. Mariani.vcf>

On Jan 19, 2016, at 5:49 PM, Gary Fellers <gfellers@pologearusa.com> wrote:

EXHIBIT 34  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

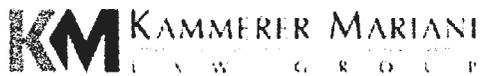
exhibit 34

From: John Mariani <jmariani@kammerermariani.com>   
Subject: Re: Affidavit with exhibits  
Date: January 21, 2016 6:04:26 AM EST  
To: Fellers Gary <GFellers@pologearusa.com>

1 Attachment, 55 KB

I have suggested edits to the affidavit, which i  
I will get to you today.john

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401

From: Fellers Gary <GFellers@pologearusa.com>  
Subject: Re: Affidavit with exhibits  
Date: January 21, 2016 7:10:14 AM EST  
To: John Mariani <jmariani@kammerermariani.com>

awaiting

On Jan 21, 2016, at 6:04 AM, John Mariani wrote:

I have suggested edits to the affidavit, which i  
I will get to you today.john  
<john signature22.jpg><John F. Mariani.vcf>

On Jan 20, 2016, at 5:14 PM, Fellers Gary  
<GFellers@pologearusa.com> wrote:

Here it is. Exhibits are done. 3 gig

Let me know how you want me to get exhibits to you.

GF<AffidavitGaryFellers-USPTO-23.docx>

From: John Mariani <jmariani@kammerermariani.com>  
Subject: Re: Affidavit with exhibits  
Date: January 21, 2016 11:46:39 AM EST  
To: Fellers Gary <GFellers@pologearusa.com>

3 Attachments, 6.3 MB



Edits [201601211....pdf \(6.2 MB\)](#)

JOHN F. MARIANI



direct: 561.990.1591 ■ fax: 561.228.0998 ■ cell: 561.310.5166  
jmariani@kammerermariani.com

1601 Forum Place, Suite 500  
West Palm Beach, Florida 33401



[John F. Mari...f \(647 bytes\)](#)

On Jan 21, 2016, at 7:37 AM, Fellers Gary  
<GFellers@pologearusa.com> wrote:

Terrific thank you for responding so quickly. We did another edit  
last evening as well

On Jan 21, 2016, at 6:04 AM, John Mariani wrote:

I have suggested edits to the affidavit, which i  
I will get to you today.john  
<john signature22.jpg><John F. Mariani.vcf>

On Jan 20, 2016, at 5:14 PM, Fellers Gary  
<GFellers@pologearusa.com> wrote:

Here it is. Exhibits are done. 3 gig

Let me know how you want me to get exhibits to you.

GF<AffidavitGaryFellers-USPTO-23.docx>

From: Fellers Gary <gfellers@pologearusa.com>   
Subject: Trademark Issues  
Date: January 25, 2016 8:45:31 AM EST  
To: John Mariani <jmariani@kammerermariani.com>  
Cc: Jeanette Sassoon <jeanette@pologearusa.com>, Stan Mcglothlin  
<s.mcglothlin@sbcglobal.net>, Merle Jenkins <poloventures@aol.com>

1 Attachment, 123 KB

Hi John,

Attached is the latest version of the affidavit. It has your edits plus several subsequent edits by Jeanette and me. We worked all weekend to update and proof the Exhibits. I have those on thumb drive to deliver to you today. Please let me know how you want to connect. We are in Wellington and can drop them off at your office on the way home. Would like to meet then also if possible.

I am very concerned about our status with the PT0. Have you read the correspondence from them and are we meeting the critical dates and deadlines they have outlined? When are you planning to officially notify the PT0 that you are our council? To me that seems to be critical? They said we had 30 days. They also said we had 60 days to respond to the May 8 letters? Where do we stand with these?

The optics of this situation are terrible for our licensing efforts. All our potential licensees are reading the posts on the PT0 websight and I have nothing of substance to tell them and there is only negative action against us with no response. What do you suggest I say to them?

We need your guidance on these important matters.

Thanks,  
Gary

  
AffidavitGar...ocx (123 KB)

EXHIBIT 35  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 22, 2016

January 26, 2016

Confidential information regarding PoloGear trademark registrations

Shutts Bowen has been our general and trademark council for the past 3 years under the direction of Senior Partner John Mariani. John announced he was going to be leaving Shutts last fall and officially left the firm November 1, 2015 to start his own firm Kameron Mariani. We decided to continue with John and his new firm as we hold him in high regard. Shutts officially resigned from handling our case with the USPTO in October. It was our understanding that Kameron Mariani is and would be handling all our legal matters including issues with the PTO.

We are now receiving letters and notices from the PTO which are alarming to us but we are being told that these issues can be easily reopened and addressed. We are seeking an independent evaluation as to where we are and what needs to be done about our trademark situation with the USPTO.

John Mariani continues to represent us and is aware we are seeking this evaluation.

We seek to know what is the status of our marks and registrations and what do we need to do to continue to protect our rights and procure our registrations. I would prefer to have that evaluation complete and to me within 48 hours. Based upon this evaluation the company board will choose a course of action. Both the Company and John Mariani agree with need trademark specialists to navigate this course properly and we seeking to engage long term council to help accomplish that.

We have been preparing the material and exhibits due for the opposition to our filing and I have completed the attached affidavit (Not Final) as it was John's plan to file this with the PTO upon reopening the cases. Taking a couple of minutes to read it will give you the history and overview of this unique case. There are 3 gigs of material (over 2000 pages) in the EXHIBIT file. That can be made available but I have not included it due to the large size of the files. Suffice it to say the exhibits strongly reinforce my testimony.

1880

SARATOGA

# Players

**Steve Eibesch**

Steve plays polo in Palm Beach, Green-  
wood, and Saratoga.

**1 Goal**



**George Haas**

George is the Circuit Governor of the  
Northeastern Circuit of the U.S.P.A.. He  
plays on the Fairfield Polo team.

**2 Goals**



**David Ellis**

David is captain of the Piaget team and  
has many years of International and  
American polo experience. As captain of  
the Piaget team, he won many cups in  
France, Peru, and the United  
States. He trains many of his own polo  
horses.

**3 Goals**



**Julian Hipwood**

This English player was chosen most  
valuable player in the 1983 Piaget World  
Cup at Palm Beach, where he played on  
the Anadariya Team.

**9 Goals**



**Bill Farish**

Bill is in his fourth season in Saratoga.  
He usually plays the number one or two  
position. Bill is a quick and aggressive  
player.

**NR**



**Bobby Iguerra**

Bobby comes from Panama and will  
round out the Piaget team.

**0 Goals**



**William S. Farish III**

Member of the Houston Polo Club, Will  
played on the Willow Bend team that  
won the 1976 U.S. Open and the Gold  
Cup. He played in the USPA Open Finals  
two other times. His team also won the  
Gold Cup in 1974. Will played in the  
USPA National 20 goal three times, and  
the Camacho Cup in 1972 and 1978.

**4 Goals**



**Richard I.G. Jones**

Richie began his polo career at Yale  
University, where he captained the  
Intercollegiate Championship team of  
1960. A playing member of the  
Brandywine Polo Association from 1972-  
1977, he is also a member of the Board of  
Directors and Executive Committee of  
Delaware Park.

**2 Goals**



**Gary Fellers**

Gary is affiliated with the Sugarbush polo  
club. He plays in Saratoga and Florida.

**2 Goals**



**Leighton Jordan**

As one of the initiators of Saratoga Polo &  
former captain of the Skidmore polo  
team, Leighton is not a stranger to  
Saratoga. Leighton has played locally for  
Owl Creek & Yale University as well as in  
Scotland, England and Ireland.



**Cali Garcia**

A veteran of polo in Florida, Cali will be  
playing on the Fairfield team.

**5 Goals**



**Paul G. Kant**

Paul is in charge of the polo operation at  
Owl Creek Polo Club. He attended Major  
Hugh Dawnay's Whitfield Court Polo  
School in Ireland and has played polo in  
England and Scotland.

**2 Goals**



JD



Left to right: Willie Gutierrez, Juan Martin Zavaletta, Brad Alexander, Peter Elebash, Mr. & Mrs. Thomas Martin, Michael Shure, Gary Fellers, Butch Butterworth, and Paul Pieres.

## Kinderhill Cup

*Friday, August 13, 1982*

Paul Pieres lead the scoring for Giant Valley with 5 goals to defeat the Steppenwolf team 12-4. Also knocking in goals for Giant Valley were Mike Shure with one goal, Butch Butterworth with three and Gary Fellers with one. For Steppenwolf Peter Elebash scored one goal and Juan Martin Zavaletta three goals.

The Kinderhill Cup also started an action packed weekend for the nine people who signed up for a weekend in Saratoga that was sold in the 1981 Bloomingdale's Christmas catalog. Transportation for the weekend was in five antique autos from the Mohawk Valley Antique Auto Club.





Left to right: Gary Fellers, Eduardo Moore, Juan Martin Zavaletta, Brad Alexander, Bill North, Harold Snowden, Russell Corey, Alan Corey, Paul Pieres and Butch Butterworth.

## North-Snowden Challenge Cup

Sunday, August 15, 1982

Left to right: Gonzalo Tanoira 10 goals and Gonzalo Pieres, raised to 10 goals in 1983 (bottom).



Russell Corey knocked in five goals, including three in the fourth chukker, to give the Fairfield team a 7-4 triumph over Steppenwolf. Paul Pieres scored the other goal for Fairfield and they had one goal by handicap.

Bill North and Harold Snowden

were delighted with the result for their second annual polo match. Several hundred people came to a special reception after the match. Bill North and Harold Snowden presented the Cup to the winning Fairfield team.



Left to right: Brad Alexander, Gonzalo Pieres, Peter Brant, Mrs. Joseph Palamountain, Peter Elcbash, Mrs. Edward Alexander, Hector Barrantes, Alfonso Pieres, Gary Fellers, and John Alexander.

## The Skidmore Cup

Friday, August 27, 1982

Following the win of his filly Ameela in the featured Mahubah stakes at the Saratoga Race Course, Peter Brant lead his team with four of their nine goals in a 4-4 victory over the Steppenwolf team. Peter Elebash tallied two goals for Saratoga and Gonzalo Pieres three goals. Brad Alexander played back. For Steppenwolf John Alexander scored twice, Alfonso Pieres twice, Hector Barrantes once and Gary Fellers twice.

Prior to the Cup presentation Mrs. Palamountain and Mrs. Alexander gave silver trays to Hal Chaffee and Leighton Jordan in recognition of their contribution to the successful running of the Saratoga Polo Association.



Left to right: Mrs. Alexander, Leighton Jordan, Mrs. Palamountain and Hal Chaffee.



**SPUR** is  
the most powerful publication  
in the equestrian world

# SPUR

The magazine of Equestrian Country Life

**Dressage  
is Hot**

**...and we tell  
you why**

**Born in  
the U.S.A.**

**The Incredible  
Icelandic Horse**

**Oaklawn Park  
'Saratoga of the South'**

*Robert Dover  
on Metallic*

## Polo on Powder

ASPEN, Colo.—Snow polo, a shorter and arguably chillier version of the sport of kings, was officially launched in North America on December 28 in Aspen, Colorado.

More than 500 spectators gathered beneath heated tents at the Cozy Point Ranch and Equestrian Center to watch Denver's IdealDial team compete against Aspen's Philippe Charriol, with the Denver team ultimately prevailing 12 to 8.

Robert Koehler led Philip Friden, Michael Payne and Dan Boyle to victory for IdealDial. The Philippe Charriol team was captained by Don DeLise, with Barry Stout, Dennis Geiler and Vaughn Miller galloping alongside.

Usually thought of as an activity limited to a balmy setting, polo was

introduced as a powder sport in 1985 on an icy lake in St. Moritz, Switzerland, by hotelier and polo enthusiast Reto Gaudenzi, who also founded the St. Moritz team.

Playing on a scaled-down field in four 10-minute chukkers,

team members stalk a fiery red ball designed for high visibility in snow. Ponies are outfitted with heel cleats and special shoe spikes to help them keep their balance and give them a better grip in the frosty footing. The Aspen snow polo debut was

organized and hosted by Denver-based Polo International, with proceeds benefiting the Aspen Education Foundation. According to Polo International principal Teresa Carranco, response to the event was overwhelmingly enthusiastic.

"I feel it's a new chapter in winter sports," Carranco says. "Its grandeur, elegance and action combine to make it both a high-caliber sporting and social event. We plan to make it even bigger and grander next year, with more of an alliance with St. Moritz."

A video of the 1996 match is available through Polo International. For information on the video or upcoming events, contact Polo International at (303) 804-5286.

—Debra Bokur



Vaughn Miller (left) and Barry Stout of Aspen's Philippe Charriol team take the bright red ball down a frosty field in this country's first snow polo match.

## Around the Horse World

**The first World Singles Championships** for drivers will be held not as a separate event but as part of the Royal Windsor Horse Show in Britain in May 1998. The U.S. had bid for the '98 meet but now seems likely to get it in 2000, when it would run as a stand-alone competition, probably under the auspices of the Gladstone Equestrian Association at Hamilton Farm in New Jersey. The facility, which hosted the 1993 World Pairs Championships, is the home of the U.S. Equestrian Team.

**Two of America's legendary horses**—Jet Run and Gifted—died over the winter. Jet Run, the jumper best known for winning the 1981 Volvo World Cup finals with Michael Matz, was put down in December after a long retirement at owner F. Eugene Dixon Jr.'s Erdenheim Farms in Pennsylvania.

"He had so much ability and such a great record," says Matz, who is happy the ex-racehorse was able to relax in his final days.

"He lived with 300 Black

Angus, and he ruled the roost," his rider notes.

The horse's longtime caretaker, Karen Golding, who visited Jet often after he stopped jumping, says it was time for the gelding to go, since he suffered from colic and arthritis, not unexpected at age 27.

"He was such a people-oriented horse," says Golding, who will miss her friend. "We definitely



Carol Lavell and Gifted

knew each other."

The death of Gifted in January was a shock, since the white-legged bay was still competing last year. The horse who clinched a landmark Olympic team bronze dressage medal in 1992 had a neurological problem that led to ataxia or loss of muscle control. Despite the best efforts of teams of veterinarians, he failed to respond to treatment and had to be put down.

"The decision was very difficult for me and everyone involved," says Carol Lavell, who owned the 17-year-old horse with her husband, Tom.

"We are extremely gratified at the outpouring of sympathy and support we have received. This horse was genuinely loved by so many people, and I don't think I realized, even at the height of his career, how popular he was."

**Mark Phillips, the U.S. Equestrian Team's eventing chef d'equipe**, married former USET dressage rider Sandy Pflueger at her family's home in Hawaii on February 1.

Phillips, who rode for Britain in the Olympics, guided the U.S. to a team silver and individual bronze

in the 1996 Games and is staying with the team through the 2000 Olympics. His bride, based in Britain, is now a British citizen. She was married previously to a British dressage rider.

**Venerable Santa Anita Park**, a Thoroughbred racing haven since its opening on Christmas Day, 1934, is on the selling block, its future very much in doubt.

After an aborted attempt at a cooperative venture with Colony Capital of Los Angeles, the board of directors has announced that it is openly considering offers for the company. Santa Anita is traded as a paired stock, combining a realty company with an operating company that runs the racetrack.

The only offer on the table as of early February was from the real-estate firm Koll Company of Irvine, California. Its \$27 per share offer was slightly less than the stock price at the end of January.

There is strong speculation that the racetrack is more valuable for its land than as a pari-mutuel racing operation and that a new owner would be tempted to shut down the track and develop the property.

# Polo Equestrian

1

9

9

7

# Polo:

After 4,000 years, the simple game played with a stick and a ball has changed ve

For centuries, the sound of a polo mallet striking a polo ball has conjured up visions ranging from ancient battle rituals to lazy Sunday afternoons at the polo grounds. While the sport may have evolved over the past four thousand years, from its warlike roots to a passionate game played by highly skilled athletes, much of the equipment used has not changed appreciably. Players still mount up on trained horses and risk eye and limb by besting their opponents for the victory prize. In ages past, this victory could mean life or death, now a silver trophy will do just fine.

The mallets, also known as "sticks," used by players today differ little from those used by the Persians or the Chinese over two thousand years before the birth of Christ. Depicted in many works, including paintings, manuscripts and sculptures, players can be seen wielding a bamboo stick with a cigar-shaped head. Whomever engineered that first polo mallet could never have dreamed that it would have survived until today. As a matter of fact, though other materials were tried and tested, mallets made of the natural components of wood and bamboo remain the perfect way to hit the polo ball.

The woods most commonly used for the head of the mallet (for you novice players, that's the part that contacts the ball) are bamboo or willow root or some variety of hard wood such as maple, mulberry ash or Argentinean tipa. Heads range in size and weight to suit the particular tastes of each player. A hole is drilled in each head in order to attach the mallet shaft, which is secured with glue and a wedge. In a perfect mallet, the head is in harmonious balance with the shaft.

Players selecting mallets will consider the overall balance or "feel" of the mallet, its weight and something called "whippiness." Whippiness is the flexibility of the shaft, to whippy is more like a fly casting fishing rod, while less whippy is a stiffer shaft more like a deep sea fishing pole.

The weight and relative length and whippiness of the mallet will determine how far the ball will travel. A lighter mallet might be easier to stroke and be less tiring to the arm and hand muscles, however, the lighter weight of the head will give less punch to the ball. A heavy-headed mallet can send the ball nearly one hundred yards, however, one or two swings with the extra weight will most certainly tire the strongest of players.

The sport of polo is actually named after the Persian word "pulu" which means ball. Unlike the mallet, the evolution of the ball has come a long way over the past few hundred centuries.

Ancient texts indicate that skulls, both animal and human were used by the early pioneers of the sport. Vanquished foes literally lost their heads over the game in those days, giving play-



## Polo has been Sheikh 500 years

When Sheikh Abdus "Shimmy" Qureshi's ancestors began playing polo on the steppes of Persia about 500 years ago, polo was a war game whose victorious batted about the head of one of the more unfortunate defeated.

In its first high goal season at Palm Beach Polo, the Pakistani sheikh's Escue polo team has done surprisingly well, but heads won't roll, that sort of thing was considered bad form long before the British learned to play polo in India near the turn of the century. However, after three successful games in the 22-goal Challenge Cup, Qureshi seems to have proved that competitive genes and the addition of two of the world's highest rated players, must count for something.

Despite only three practices together, Escue, led by 10-goal brothers, Sebastian and Pite Merlos of Argentina, was credited with an excellent performance in their first Challenge Cup match, Jan. 2, when the team defeated the Cup's defender Bud Light, 15-11.

On Jan. 5, a stomping, screaming crowd had the privilege to watch spectacular polo as dusk fell over the stadium and Escue defeated highly touted Santa

Aviation 15-14 in overtime.

This is wonderful," Qureshi thinking of this tournament and the 26-goal."

Escue defeated White Bird but that score was disputed a

The team decided not to e month, disappointing many sion was made before the C want to be in top form to c Qureshi said.

Qureshi considers polo a is a family adventure for r Because every Qureshi fami S.Q., I've named my team to he said.

"Polo has its roots in our always been a family endeavor is very close and they suppe

Although Qureshi's busin offshore, he considers Amer

"America is the market of and economic prosperity yo strikes a cord in all human t something in our souls."

EXHIBIT 122C PG 000009

# After 4,000 years, the simple game played with a stick and a ball has changed very little



Escue  
Team owner  
'Shimmy'  
Qureshi sizes  
up the  
competition.

Photo by  
**DAVID  
LOMINSKI**

## Polo has been Sheikh 500 years

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Aviation 15-14 in overtime.

"This is wonderful," Qureshi said. "We had been thinking of this tournament as a test for our horses for the 26-goal."

Escue defeated White Birch in a third match 14-13, but that score was disputed and finally ruled a tie.

The team decided not to enter the Sterling Cup this month, disappointing many of its fans. But the decision was made before the Challenge Cup began. "We want to be in top form to compete in the U.S. Open," Qureshi said.

Qureshi considers polo a family sport. "To me, polo is a family adventure for relaxation and enjoyment. Because every Qureshi family member has the initials S.Q., I've named my team to reflect that commitment," he said.

"Polo has its roots in our part of the world and has always been a family endeavor in Pakistan. Our family is very close and they support my adventure in polo."

Although Qureshi's business interests are mostly offshore, he considers America his second country.

"America is the market of the world. The freedom and economic prosperity you enjoy is something that is found in all human beings. It resonates with

shipped their vehicles over to the event.

## Polo Gear Inc. will present MVP award

Gary Fellers, President of Polo Gear, Inc. has announced that his company, which outfits polo teams and players worldwide, is presenting the Most Valuable Player award this season at Palm Beach Polo, along with Tiffany of New York.

Located on Pierson Road East of the Palm Beach Polo stadium, Polo Gear designs and manufactures equipment and apparel for polo and the equestrian lifestyle.

"We invite you to stop by our showroom and see, firsthand, pictures of what the players wear on and off the field," Fellers said. "Since our company supplies the international polo community, we have photos of teams and players from nearly every country," he said.

Polo Gear is the official supplier of Stadium Jumping, the Winter Equestrian Festival, Aspen Polo on Snow, the Swiss National Championships, among other equestrian events. The Florida based company is also the exclusive American distributor for La Martina polo products from Argentina.

For more information contact Priscilla Block at (561) 795-1719.



Polo Gear showroom features polo jerseys, boots and supplies.

alty



Ron Neal,  
Charlotte  
Ylvisaker,

each Polo  
records with

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es and 45

transactions

ous momen-

# Polo Equestrian

**1996  
Season**



EXHIBIT 22C PG000012

## Polo Gear opens new La Martina showroom in Wellington



Polo Gear Incorporated, the exclusive distributor of La Martina products for the United States, is opening a new showroom, warehouse and distribution center in Wellington.

La Martina has become an increasingly popular resource for top polo teams and players around the world.

The new Polo Gear showroom is located at 3500 Fairlane Farms Road in Suite 15. It almost doubles the size of the existing location in Wellington Commerce Park and will present Polo Gear's extensive line of polo technical products including boots, saddles, bridles, helmets, mallets and team uniforms) in addition they will carry the full line of La Martina textile and leather good products.

La Martina, which first became famous as the premier destination polo resort in the world, is now becoming equally well known as a supplier for tastefully done functional quality sportswear. They have been featured in such magazines as *Town and Country*, *Esquire*, *Class*, *First*, *Le Monde*, and *Playboy*, as well as all the international polo publications.

In addition to the use of La Martina and Polo Gear products in the polo community they have become popular with the other equestrian sects including hunters, jumpers, and dressage.

If your looking for unique products with high quality and taste level you should check them out.



PHOTOS: DAVID L. CARNSKA

*Making history – the winning team*

# A BLAZE OF GLORY

*From being regarded as underdogs, Escue Polo won a notable victory in the US Open final at Palm Beach*

**P**laying in the most dramatic style, reserved for polo games that have the makings of a legend, Escue Polo upset the seemingly unbeatable US Open holders, Isla Carroll, with a 13-10 victory in the final.

As if winning the ultimate tournament in the US polo calendar was not enough, Escue's pre-game obstacles were almost as mythological as their challenge on the field.

Patron Sheikh Abdus 'Shimmy' Qureshi used his polo ponies as collateral for his new home at Palm Beach Polo & Country Club. While the deed was recorded, the deal did not go through – and Escue's ponies were guarded closely

until game time.

In true cliffhanging fashion, the 10-goal Merlos brothers, Sebastian and Pite, were not sure that they would have their ponies until a few minutes before the match. The stress of the events took Qureshi to hospital with chest pains – they were under control in time for him to see his team make polo history.

Another unexpected phenomenon was the substitution of 0-rated Nicolas Roldan for Sheikh Qureshi. Hand-picked by Pite Merlos, Nicolas was fifteen years of age and had to seek special permission from school to practice for the tournament.

The son of Raul Roldan, manager of

Bob Daniels's Pony Express team, young Nicolas had impressed Merlos with his outstanding performance in junior games. He was to make an even greater – and lasting – impression during the Open final.

From the first chukka Escue took control of the game – and held onto it despite some close calls. "We rode our best ponies at the beginning," said Sebastian Merlos, "hoping to get enough of a lead and then try to keep it to the end."

The Merlos brothers, supported by Roldan and South African 6-goaler Stuart 'Sugar' Erskine, were ahead by three goals by the end of the first chukka. In the second, Isla Carroll, based around



Sebastian Merlos (left) challenges Memo Gracida

Memo and Carlos Gracida, tied the game at 3-3, only to see Escue take control once more.

"The turning point was in the fifth chukka, when we were one goal behind and coming back," said Carlos Gracida. "We took chances and made some mistakes – and Escue capitalised on that. The Merlos brothers are two of the best players in the world, and the final of the US Open is never an easy game."

As for Nicolas Roldan, Gracida admitted to being dazzled by his performance. "I wouldn't have been surprised if he had been named Most Valuable Player

– he played incredibly. We knew he would be good – but not that good. He even hooked me four times."

As for his team mates' comments, they were summed up by Sebastian Merlos. "Nicolas is only fifteen, but he has the temperament of someone who has played here ten times before."

The young star was remarkably composed. "It was very exciting," he said. "You just go out there and play as hard as you can."

If this makes winning the most prestigious game in the US sound as natural as winning the average high school sport-



'We've won it!'

ing event, it was an achievement even more remarkable considering the opposition. Isla Carroll, put together by John Goodman, had a 10-6 victory over White Birch last year – it was Memo Gracida's fifteenth, and sixth consecutive, win. They also carried off the 30-Goal World Cup and the Cup of the Americas, and this year had retained the Cup of the Americas and won the 22-Goal Challenge and the Sterling Cup.

By a quirk of fate, their opponents in the Cup of the Americas – regarded as the warm-up for the Open – had been Escue.

Not only did Escue win the Open, but two further honours. Pite Merlos, highest scorer for his side with seven-goals, was named Most Valuable Player and his chestnut mare, *Tosca*, was Best Playing Pony.

Nicolas Roldan was himself to be named Most Valuable Player in a later final – for the 16-goal Governor's Cup – when he played at Back for Crab Orchard. APP

### ESCUE POLO

Stuart 'Sugar' Erskine	6
Sebastian Merlos	10
Pite Merlos	10
Nicolas Roldan	<u>0 26</u>

### ISLA CARROLL

Tiger Kneece	6
Carlos Gracida	9
Memo Gracida	10
John Goodman	<u>1 26</u>





Tommy Lee Jones signs autographs for young fans

# PRO-CELEBRITY CLASSIC

*South Florida children will benefit from an action-packed charity match held at Palm Beach Polo & Country Club*

**A**ctor Tommy Lee Jones joined Tim Gannon's Outback Polo team and defeated Black Watch 9-7 in a Palm Beach Polo celebrity match.

The game was part of the third annual Pro-Celebrity Equestrian Classic, held in aid of the pediatric international heart centre at Miami Children's Hospital.

Outback, based around 10-goaler Adolfo Cambiasso and 9-handicapped Bartolome 'Lolo' Castagnola, had a hard fight against Neil Hirsch's line-up, which



Tommy Lee Jones with Helen Boehm, watched by Sebastian Merlos (right) and Gary Fellers

## OUTBACK POLO

Tim Gannon	1
Adolfo Cambiasso	10
Bartolome 'Lolo' Castagnola	9
Tommy Lee Jones	<u>2</u> 22

## BLACK WATCH

Neil Hirsch	0
Carlos Gracida	9
Sebastian Merlos	10
Glen Straub	<u>0</u> 19

included Sebastian Merlos – fresh from winning the US Open – Carlos Gracida and Palm Beach Polo's chief executive Glen Straub.

The afternoon at Palm Beach Polo & Country Club opened with 'Race for the Children' team competitions – national BMX racing bikers and young all-star polo players competing on their ponies.

The celebrity match was also preceded by a 'Kids for Kids' polo match, featuring one of the latest generation of Gracidas – Memo's ten-year-old son, Julio.

The previous evening Donald Trump had hosted a dinner at his historic Mar-a-Lago Club in Palm Beach and members of the local polo community gave their time and efforts generously to make the entire event a success.

Julie Moran, from *Entertainment Tonight*, and Ambassador David Walters were honorary chairmen for the weekend, which received good coverage from television.

Boehm Porcelain Studios, long-known for their involvement with polo donated the figure of an American eagle for the Most Valuable Player of the match – in this case Tommy Lee Jones. Polo Gear provided team jerseys and the MVP jacket.

The afternoon's grand finale was a Silverado concert – Silverado are band of the year and winners of the Country Music Association of America's annual talent contest – and a barbecue sponsored by Outback Steakhouse.

Miami Children's Hospital provides world-class pediatrics to the children of South Florida. It is setting the pace in healthcare by performing the most advanced surgical techniques and creating new treatments for many debilitating childhood diseases.

The hospital's 'Health on Wheels' mobile units go into communities to provide immunisations, examinations and treatments. APP



Glen Straub on the ball



Lolo Castagnola, Tim Gannon and Tommy Lee Jones



Mike Azzaro, Jonathan Winters, Jeannette Sassoon and Gary Fellers

## DEBUT OF THE JEDI

*A new team is waiting in the high-goal wings of US polo,  
as Amy Phillips Penn discovered*

*"...by the year 2000  
they could be stars in  
their own right..."*

**P**erhaps Jedi International will not be coming to the big screen yet – but by the year 2000 they could be stars their own right on the high-goal polo field.

Jedi is an amalgamation of the names of patron Erich – also known as Eddie – Koch and his wife Jenny. A successful entrepreneur with mining and aviation operations in East Africa, Koch began to play friendly polo in Kenya – his most recent home – only a year ago.

He quickly outgrew the informality and limitations of African polo and rode straight for the nexus of the challenge.

Focusing on playing the best polo around, he headed for Palm Beach Polo, where he now spends half the year between commuting to Africa and Europe. This year it has been two weeks in Palm Beach, the other two abroad.

As polo takes over, this forty-seven-year-old businessman is planning to tip the schedule, so that only a quarter of each winter season is away from the polo fields.

Not content to start at the very beginning, Koch is already playing at medium-goal level, competing in 12-16 goal tournaments. To date, Jedi have won

two of their seven games and Koch is proud that their losses have been close, with only one or two goals between them and victory. He finds playing polo in the USA quite the 'wake-up call.'

"Polo here is extremely competitive," he said. "Some players want to win at all costs. Polo in Europe is more of a gentleman's sport and, in Africa, is played simply for fun. I like to compete – it is in my blood. I didn't pick the easiest place to play, I picked the most competitive. If you swim with the alligators, you have to learn to stay ahead of them."

Staying ahead may be on the future agenda, but for now, Koch finds even keeping up with his more experienced team mates a challenge.

"The most difficult part of polo for me, as a beginner, is the anticipation. I'm almost always a half a pace behind the game, not at the level I want to be. I don't have the anticipation that is the key to winning. The game changes so fast."

While Koch views his polo accomplishments modestly, the polo community is keeping a respectful eye on his entrée into their world. He admits being approached to take over the sponsorship of one of the 26-goal teams in the US Open at Palm Beach Polo.

He was not quite ready for that. "I have twelve horses that are ready for high-goal polo, but I'm not there yet. I don't want to stand like a stooge and wait for goals to happen. If I play, I want to participate."

Teammate, 5-goaler Red Armour has watched Koch's polo career develop. "He's improved fifty per cent from the beginning of the season to now. He has the desire to improve, he's highly intelligent, and he has the will and determination it takes to learn the game."

Luis Escobar, an 8-goaler who has competed against Koch's team this season, is also complementary. "Koch has improved quite quickly. Compared to other beginners, he is one of the best students around. He's doing everything right to assemble a top team. He's hiring the right pros and buying the right horses."

The plan is for Jedi International to enter into the high-goal playing fields by the year 2000. Koch cryptically alludes to having already secured three top players for that season – the only clue he offers is that they are Argentinians.

In the meantime, he has bought a property next to his Wellington farm. His polo empire is stretching, expanding into eighty-five acres. One polo field will no longer do – three are now in order.

By the year, 2000, Jedi International should be a team to be taken seriously – especially if the force is with them.



PHOTOS DAVID LOMWESKA

*Eddie Koch on the ball*



*Eddie Koch – entrepreneur*



*Staying ahead in the polo field*

# POLO

Adventure • Elegance • Sport

**EXCLUSIVE  
INTERVIEW:**  
*The Passion of  
Tommy Lee Jones*

*The Use  
Evolution  
Talking About  
POLO Deals Out*

**Special  
Forces Training  
in Costa Rica**

*Not your typical  
vacation*

OCTOBER 1998  
USA \$4.95/£1.95 CAN. & A



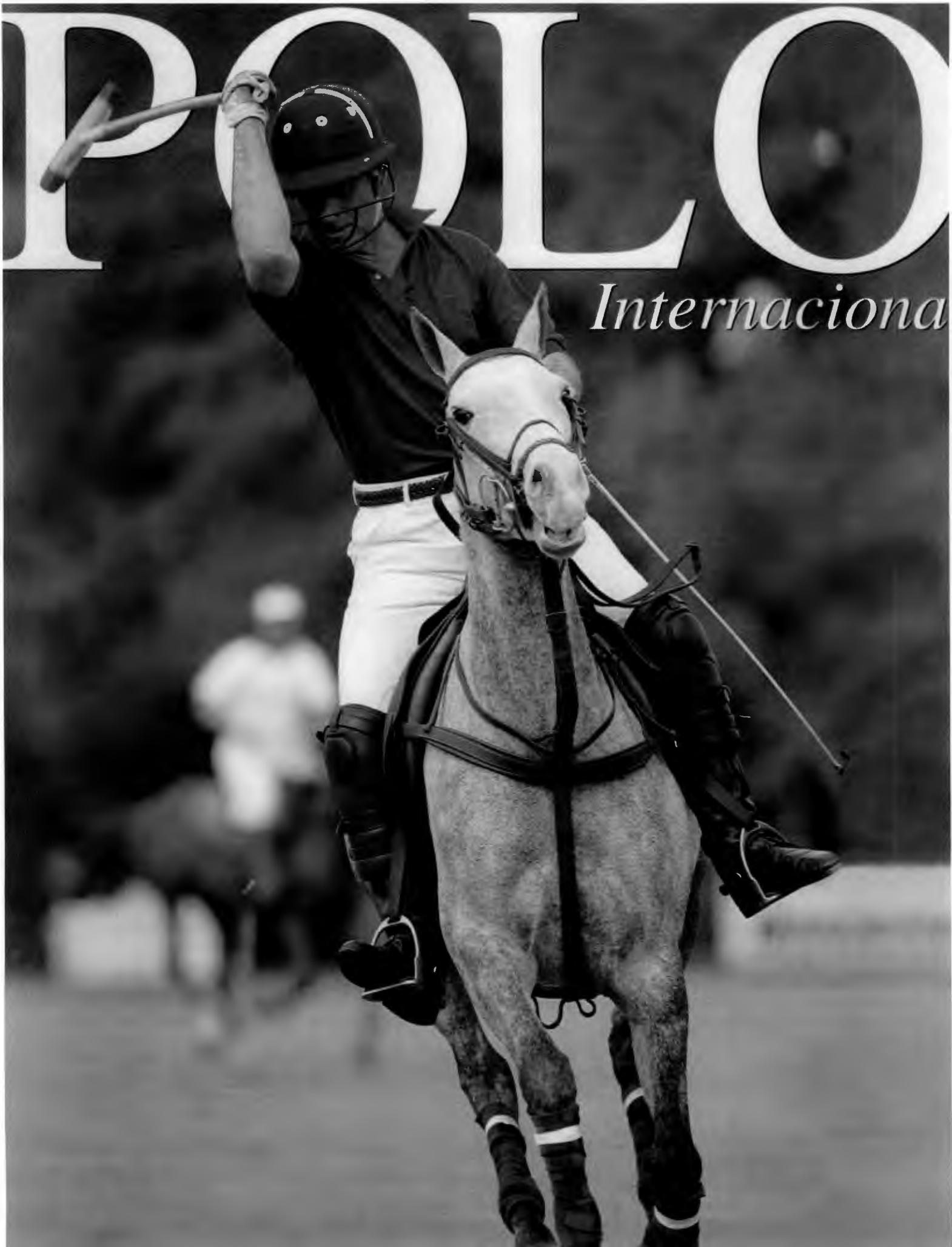
This magazine is not affiliated in any way with Ralph Lauren or any Polo Ralph Lauren entities.



*Training Way:* The sport of polo has always inspired sophisticated casual wear: four-button riding jacket with padded back and velvet collar, about \$1,200, paired with wool turtleneck jeans, about \$50, both from Escada. As seen at Escada. *English Leather:* No matter the riding style, leather jeans are the right around a neck. Dark brown jeans by Agave, about \$125, paired with crisp white cotton-pique blouse by Luciano Barbera, about \$295. Jeans at Agave Boutique; blouse at Wilkes Blackford, San Francisco. Bergdorf Goodman, New York; Barneys, New York.

# POLO

*Internacional*





***Ghantoot y Cartier disputan palmo a palmo la final de la copa. Ganó el equipo de los Emiratos Arabes por 4 a 3. En acción Hugo Barabucei y Francis Claessens.***

# GHANTOOT D

*Cuatro equipos, entre ellos Bank Hofmann Buenos Aires, jugaron la final de la Copa Cartier. En esta oportunidad, 1000 personas asistieron a la final.*



TRIO A CARTIER



*Hagan juego, pelota en el aire. La nieve que se levanta fue compactada para formar una especie de colchón sobre el hielo.*

## ST. MORITZ

**E**l escenario es absolutamente blanco. Inmaculado. Y de repente, la más variada gama de colores irrumpe y contrasta notablemente. El frío silencio de la nieve y el hielo, que cubren el Lago San Murezzan del Valle de Engadín, en St. Moritz, se hace añicos ante la irrupción del show del polo, un espectáculo único, valorado y habitual en esta parte de Europa, en Suiza, exactamente. Hasta donde llegan personalidades de todos los rincones de la tierra, cada mes de enero desde hace quin-

ce años, para presenciar el World Cup on Snow. El juego mezcla la realeza asiática, los más poderosos de negocios y exclusivos que sienten atracción por este espectáculo que arman la destreza y la plasticidad del caballo.

Un espectáculo que justifica lo que desde el año pasado se ha convertido en el más importante torneo, declarado de interés nacional: "Top Even of Switzerland". En St. Moritz, la copa en sí misma es un acontecimiento social que atrae a sectores aledaños a la carpa sobre el lago congelado. Los jugadores se pasean en lujosas pasarelas, y allí se ven y brillan diseños exclusivos de pieles, sorprendentes joyas que se suceden en la carpa VIP, por la elegancia y munida de gente que bebe del mejor champagne, según las preferencias, por millones. Todo esto mientras



*Markus Tödli siempre estuvo ju*



*Una postal del colorido del polo en la nieve de St. Moritz.*

tros se juega al polo.

Y el show sigue: el vapor que exhalan los caballos se mezcla con ruidos de tacazos, piques de la pelota colorada de plástico (fabricada especialmente para la ocasión), con el esfuerzo de los polistas, con los arranques y las frenadas de los caballos, que se mueven como si el suelo fuese de gramilla, gracias a unos tacos de madera colocados en las herraduras... Todo envuelto en olas de nieve en polvo, que se levanta como una polvareda cuando el grupo de jugadores pasa a toda velocidad y el golpeteo de los vasos sobre el hielo estremece a la numerosa concurrencia. Excita. Contagia. Entienda o no de polo, sepa o no de qué se trata el juego; al final de cuentas, semejante cocktail no requiere demasiadas explicaciones para gozarlo y disfrutarlo. En este caso, el espectáculo global supera holgadamente al hecho específico de la competencia deportiva.

La Cartier Polo World Cup on Snow, una creación de Reto Gaudenzi, Presidente Honorario del St. Moritz Polo Club (dejó su cargo activo el año pasado y se fue a vivir a Alemania), surgió como una necesidad de alargar la de por sí corta temporada de polo de verano. Fueron pasando los años, mejoró la organización y hoy en día esta copa es, sin dudas, la mejor de la especialidad y la que mayor prestigio ha recogido. Y el gran secreto, es la seriedad con que se encara el torneo y la meticulosa organización que se pone en marcha, para que todo resulte como está mandado.

Desde las primeras nevadas de noviembre comienzan a hacerse los estudios sobre la capa de hielo que cubre al lago, y cuando ésta llega a los 40 cm, ya se dan las condiciones de máxima seguridad para que comiencen a hacer su trabajo las máquinas, las topadoras, y se pueda montar toda la estructura de tribunas, stands y carpas, elementos que pesan 2000 toneladas. Y el hielo aguanta perfectamente. Luego la cancha se cubre con una abultada capa de nieve polvo, que se apisona hasta compactarla en una franja de 3 cm, con lo cual se con-



*Bank Hofmann no hizo pie en la nieve a pesar del esfuerzo de Michael Redding.*

## TACAZOS CORTOS



**Nasser Al Dahiri**, número 1 de Ghantoot, y el único árabe del equipo, jugó en lugar del Jeque Falah Bin Zayed Al Nahyan. Fue su debut en el polo sobre la nieve y su primer título también. "Hace dos años que juego al polo y no puedo creer haber ganado este torneo tan importante. El equipo anduvo muy bien y espero poder jugar otra vez en la nieve", dijo escuetamente.



**Markus Tödtti**, Presidente del Bank Hofmann también opinó sobre el torneo. "El certamen de este año fue mucho mejor que los anteriores, vimos un polo del más alto nivel, excelentes partidos, buenos jugadores,... y nos divertimos mucho. Desgraciadamente nuestro equipo terminó en cuarto lugar, lo cual significa un desafío para el año próximo, donde trataremos de ser los primeros." Por otra parte, Markus señaló que es bueno que Ghantoot haya cortado la racha de Cartier. "Respeto mucho a Cartier, es un gran equipo, pero ya se estaba poniendo aburrida la cosa con tantos triunfos suyos".



**Reto Gaudenzi** fue el creador de este torneo y se sentía orgulloso de verlo crecer tanto. "Hoy ya no tengo nada que ver con esto, sólo vengo a jugar ya que ahora vivo en Alemania. Pero para mí esta copa es... La veo como un padre recontento. He creado un hijo y ahora tiene quince años y se está poniendo cada vez mejor. Tiene un gran nivel, más no se puede hacer por St. Moritz. Es una mina de oro. Con el polo hemos llenado el pueblo por una semana durante temporada baja." Reto, que dejó la presidencia activa del St. Moritz Polo Club el año anterior (pasó a manos de Ricardo Dillier), es ahora Presidente Honorario y se dedica a organizar torneos en Berlín. "Así

*Piqui Diaz Alberdi es un especialista en el snow polo, sin embargo su equipo perdió la final.*



*El frío no fue un impedimento para que esta petisera haga su trabajo de vareo.*





*El tibio sol de St. Moritz es un bálsamo para los caballos que debieron soportar los 15° bajo cero.*

*El imponente paisaje de montaña, otro atractivo para ver polo sobre nieve en St. Moritz.*





**Wassim Al Ghabini y Martín Vidua:**  
para la foto. Hacia falta calor para  
combatir el frío.

► **CARTIER NO PUDO REPETIR**

De todas maneras, la raíz del asunto es una competencia entre equipos y hay una copa en juego que todos quieren ganar. Una copa que este año, en su 15ª edición, cambió de manos: el Ghantoot Polo Club de Abu Dhabi (Emiratos Arabes Unidos) rompió la hegemonía del Cartier Polo Team, escuadra que se había adjudicado las últimas tres ediciones y que era nuevamente la favorita. Aquí juega Piqui Díaz Alberdi, el polista argentino considerado el mejor en esta especialidad en muchos años.

El draw de cuatro equipos con anterioridad y a deducción de clasificación establecida de distintos méritos: 1º Cartier, representante local, por haber ganado las tres últimas ediciones; 2º Ghantoot, representante de los Emiratos Arabes Unidos; 3º Mike Az Hofmann, representante de Buenos Aires; y 4º Ghantoot, representante de los Emiratos Arabes Unidos, por haber ganado el torneo y por venir del desierto en un clima totalmente adverso, con temperaturas de hasta dos grados bajo cero. Sin embargo, hubo una sorpresa.

El particular sistema de juego establece las dos primeras rondas el viernes y la del sábado, armados según ese ranking: Mike Az Hofmann y Ghantoot-St Moritz el primer día y Cartier-Ghantoot el segundo día. Cartier-Ghantoot y Mike Az Hofmann-St. Moritz, para el

# ST. MORITZ



**Lo persiguen  
se la pueden  
Alberdi es con  
mejor jugador  
es**

**Ghantoot  
juegan  
nieve polvosa  
y el espectáculo**

tuación de su equipo, que permanente- mente brindaba instrucciones vía telefónica a su representante en Suiza, el Secretario del Club: Matar Sheil Al Yabhouni.

En el partido del sábado, Cartier lo venció por muy poco, 6 a 5, y en la final fue Ghantoot quien se impuso ajustadamente, 4 a 3. El conjunto árabe (Nasser Al Dahiri, Martín Vidou, Hugo Barabucci y Thomas Rinderknecht) tomó la experiencia de la derrota y sacó conclusiones que le valieron el triunfo en la final. Vidou y Barabucci se dedicaron a anular a Piqui Díaz Alberdi y lo lograron, entonces Cartier, con su estrategia y generador de juego controlado, perdió peso, Horacio Fernández Llorente quedó muy sólo y a Ghantoot le aparecieron espacios que supo aprovechar con eficacia y la cuota necesaria de fortuna.

Así ganó por primera vez este torneo el equipo del Ghantoot Polo Club. Un equipo que anda dando vueltas por el mundo, compitiendo en varios países, con el fin de promocionar su club y su polo. Y este título colabora y mucho con esta causa.

**Dos tipos audaces. Piqui Díaz Alberdi y Morocho Fernández Llorente, la parte argentina del equipo Cartier.**





*Piqui Díaz Alberdi muestra todo su polo.  
Mientras tuvo espacio su equipo jugó bien.*

**LOS EQUIPOS CARTIER**

- J. W. Manconi (Inglaterra) 0
- H. Fdez. Llorente (Argentina) 6
- P. Díaz Alberdi (Argentina) 9
- F. M. Claessens (Holanda) 1

**ST. MORITZ**

- A. Agosti (Suiza) 0
  - J. Donoso (Chil) 6
  - M. Azzaro (EE.U) 9
  - C. Emson (Ingl) 1
- 16



*Del  
hiel  
le pu  
torn  
todo*

*Cart  
exh  
del  
luga*



**HOFMANN BUENOS AIRES**

o P. Dillier (Suiza)	1
g (Bélgica)	2
a (Argentina)	8
t (Argentina)	7
	18

**GHANTOOT POMMERY**

N. Al Dahiri (Emiratos Arabes)	0
M. Vidou (Argentina)	7
H. Barabucci (Argentina)	8
T. Rinderknecht (Suiza)	1
	16



cientemente tandem con Martín Vidou, controlaron a Díaz Alberdi en la final y ganaron el partido para Ghantoot. "Es la primera vez que juego en la nieve y al principio me pareció muy difícil, pero con el paso de los días te vas acomodando y le tomás la mano", comentaba durante una de las tantas comidas y cocktails, además de desfiles y fiestas, con que los organizadores agasajaban a los polistas. "Este equipo de Ghantoot es nuevo, me llevé bien con Martín Vidou y el árabe Al Dahiri aportó mucho. Lo único malo fue la temperatura, en vez de sentir frío, sentía dolor en las manos y las piernas", concluyó Barabucci.



**El Secretario del Ghantoot Polo Club, Matar**

Sheil Al Yabhouni, encargado de la delegación, está muy feliz con el logro de su equipo

y no pierde ocasión para brindar su gratitud hacia el Jeque, por apoyar al equipo y ser el sostén del polo en Abu Dhabi. "El polo en la nieve es algo excitante, pero un juego muy difícil, sobre todo para nosotros que venimos del desierto a este clima tan frío y riguroso. Por eso haber ganado nos pone muy felices; éste es un sueño que se nos hizo realidad, es algo que buscamos desde hace mucho tiempo." En todo momento dejó bien claro que todo el mérito de semejante éxito corresponde al Jeque. "El es el responsable de este triunfo", expresó convencido. "Jugar aquí fue idea suya y él nos apoyó en todo momento", concluyó.

# GHANTOOT FESTEJA

El equipo de Abu Dhabi llego como pu  
sue banca. Se ganò la simpatia de todo  
obtuvo la Copa Cartier. "Jugar aquí e  
dificil pero excitante", dijo Matar She  
Yabbouni, secretario del Ghantoot Polo



emplazados  
al pie de la  
montaña.



St. Moritz  
(parados) y  
Bank Hofmann  
(sentados)  
pesan con sus  
premios. El  
tercer puesto  
fue para los  
verdes.

Piero Dillier y  
su mujer con  
Reto Gaudenzi,  
rotaron como  
primer  
delantero de  
Bank Hofmann.



**CAZOS CORTOS**



Michael Redding, formó parte del equipo de Bank Hofmann Buenos Aires. Y a pesar de que la actuación del team no fue buena, se mostró contento. "Estuvo bien el torneo. Tuvimos oportunidades pero fallamos en la definición, de todas maneras me divertí mucho. Esta es la segunda vez que juego en la nieve", señaló durante la ceremonia de premiación.



Mike Azzaro, el único 10 del certamen, fue expulsado durante uno de los chukkers del partido entre su equipo, St. Moritz y Bank Hofmann, correspondiente al segundo día. La curiosidad se produjo porque su expulsión de la cancha fue, cuando quedaban veinte segundos para el final de uno de los cuatro chukkers que duraban los partidos. Los referees (los propios jugadores) entendieron que veinte segundos era una penalidad muy suave, entonces

lo suspendieron hasta que faltaran veinte segundos para concluir el siguiente período. Eso sí, cuando se cumplieron los siete minutos de sanción ingresó a la cancha sin previo aviso, ni siquiera esperó a que el juego se detuviera para entrar.

Palace Badrutt's, el más conocido y mejor hotel de St. Moritz, fue la principal sede de los acontecimientos que sucedían fuera del lago congelado. Allí se hospedaron todos los jugadores y el nutrido contingente de acompañantes de cada delegación. Incluida la delegación de "Buenos Aires Polo".

*Gabriela Turk, Thomas Rinderknecht  
e Ivonne Schmittenberg.*



*Antoinette y F.M. Claessens junto a Corinne Küchel.*



*Claudia y Hugo Barabucci,  
quien se trajo un  
Cartier de premio.*



*Mrs. Manconi y su hijo*



*Juliet Cubham y Edward Packe Drury Lowe.*



*Gary Fellers, Jennifer Fellers y Houst Edenhufeu,  
director general de Cartier en Suiza.*



Michael Butler, Heath  
Butler y Jamie Butler Kent.



La mujer de Sebastián,  
Silvina Neira de Merlos.



Sebastián y Gary Fellers de Polo Gear,  
ganaron algunos de los premios.



Carlitos y Carmen Gracida siempre  
presentes en el polo de Palm Beach.



# PQ *international*

REGULAR ISSUE 1999 \$5.00



# 15th CARTIER POLO

ST. MORITZ  
POLO GALA  
IN THE  
MOUNTAINS

PHOTOS A. LAWRENCE





Jonacio Fernández Llorenç leads a charge for the ball THE EDGE

# FAVOURITES VANQUISHED

*The 15th Cartier Polo World Cup on Snow  
produced a sensational, and unexpected,  
victory in St Moritz*

INTERNAL TRAVEL BY COURTESY OF SWITZERLAND TOURISM



*Colin Emson, of Trois Pommes St Moritz, pursued by Pommery's Nasser Al-Daheri*



*A clash of red and blue on white*

**C**artier Royal County of Berkshire, led by John William Manconi, have had an unprecedented hat-trick of victories in the Cartier Polo World Cup on Snow in St Moritz.

Winners for the last three seasons, they were certainly the favourites again this year. However, the gods who determine the fates and fortunes of polo had other plans.

The ultimate laurels were to go to Pommery Ghantoot Abu Dhabi, playing on snow for the first time – although a Pommery-sponsored team had twice won the tournament in the past.

Comprised of two amateurs – Nasser

Al-Daheri and Dr Thomas Rinderknecht – with two Argentinian professionals – Hugo Barabucci and Martin Vidou – Pommery caused a sensation before a crowd of well over nine thousand on the 40cm thick frozen Lake of St Moritz.

Manconi's familiar duo, 'Pikki' Diaz Alberdi and Horacio Fernández Llorente, backed by F.M. Claessens, fought valiantly and furiously. The final chukka saw the score level at 3-3 and it was only thirty seconds before the last bell that Rinderknecht scored the deciding goal.

Pommery played an interesting defensive game, making it difficult for Alberdi to demonstrate his usual dexterity. Barabucci and Vidou showed great

technical style as they went into the attack.

The final for third and fourth place in the tournament was equally close, going into extra time. A sudden death goal by American 10-goaler Mike Azzaro saw Trois Pommies record a 6-5 victory over Bank Hofmann Buenos Aires, winning the Pommery Cup.

Polo on snow in St Moritz was the brainchild of Engadine hotelier, and player, Reto Gaudenzi and had its world premiere in January 1985. However, the polo connection with the resort goes back exactly a century – the earliest field was laid out for British Army officers who hoped to stage the first Alpine polo

match there.

Alas, two days before the tournament was due to be held the South African War broke out and the officers left for active service.

It was not until the 1960s that polo returned to St Moritz and not until 1983 that St Moritz Polo Club, which hosts the World Cup on Snow, came into being, again due largely to Gaudenzi.

Over the years the tournament has continued to attract more and more of the leading players on the international scene, and is recognised as one of the Top Events of Switzerland. Cartier are main sponsors, together with Bank Hofmann, Pommery, and Trois Pommes.

The overall management of this year's event was in the hands of leading player and patron Urs Schwarzenbach, whose Black Bears team are well-known on the English high-goal circuit.

He has also recently been elected vice-president of St Moritz Polo Club, the new president of which is Dr Richard Dillier. The president's brother, Piero, was a member of the Bank Hofmann team.



*Pommery and Cartier after the final*

**POMMERY GHANTOOT  
ABU DHABI**

Nasser Al-Daheri	0
Martin Vidou	7
Hugo Barabucci	8
Thomas Rinderknecht	<u>1 16</u>

**CARTIER ROYAL COUNTY  
OF BERKSHIRE**

John William Manconi	0
Horacio Fernández Llorente	6
Alejandro 'Pikki' Diaz Alberdi	9
F.M. Claessens	<u>1 16</u>

**TROIS POMMES ST MORITZ**

Adriano Agosti	1
José Donoso	7
Mike Azzaro	10
Colin Emson	<u>1 19</u>

**BANK HOFMANN  
BUENOS AIRES**

Piero Dillier/Reto Gaudenzi	1
Michael Redding	2
Luca di Paolo	7
Matias Magrini	<u>7 17</u>



*Pommery v Bank Hofmann*



MIKE ROBERTS

*Winners in the snow*



*Spectators in the main stand*





Rolling with the ball



Balance in the pony lines



Mike Azzaro (left) and Matias Magrini

It was always possible, of course, that the idea of playing with a red ball on a frozen lake would not be taken seriously by polo professionals. But so successful was the idea that snow polo – and the coloured ball – has been adopted enthusiastically in Canada, Italy, France and the USA.

Again, there is always the possibility that the required depth of snow and ice will fail. The ice build-up of the lake started before Christmas – sudden warmth reduced the thickness to between eight and 12cm, but two weeks before the event the ice crust began to form again.

The construction of the tented village and tribunes weighing a total of two thousand tons started on time.

During the course of this year's two-day tournament St Moritz Polo Club welcomed 13,500 guests. Even the eighty ponies were allowed into the VIP tent to escape the -15°C temperature outside.

Away from polo, there was considerable interest in the Cresta Run, where a British Army contest was under way.

Among polo players showing considerable skill on the Run was Urs Schwarzenbach who, in typically fearless fashion, had returned after a bad accident last season.

There was also much support for young Chase Emson whose father, Colin, was pursuing the red ball with Trois Pommes St Moritz.

● Problems with ice and snow caused the cancellation of the 10th Polo on Snow tournament at Cortina d'Ampezzo in Italy. The event was due to have taken place from 15-21 February.

### POLO WORLD CUP ON SNOW WINNERS

- 1985 Cartier St Moritz
- 1986 Europa-Auswahl
- 1987 Europa-Auswahl
- 1988 Audi St Moritz
- 1989 Audi St Moritz
- 1990 Pommery Milano
- 1991 Revlon Palm Beach
- 1992 Bernie's St Moritz
- 1993 Cartier St Moritz
- 1994 Pommery Las Leñas
- 1995 Trois Pommes Las Leñas
- 1996 Cartier Royal County of Berkshire
- 1997 Cartier Royal County of Berkshire
- 1998 Cartier Royal County of Berkshire
- 1999 Pommery Ghantoot Abu Dhabi

# COLLECTION

PHOTOS DEREK RUSSELL-STONEHAM



*Bank Hofmann, runners-up in the Pommery Cup*



*Mike and Amy Azzaro*



*John William Manconi*

THE EDGE



Cartier scrum



Urs Schwarzenbach, new vice-president



On the Cresta Run



My ball, I believe



Chase and Colin Emson



Horst Edenhofer of Cartier and John William Manconi



An introduction to Cartier



Kenney Jones, Antoinette Claessens and Heinz Dorler

PQ international





# 16th CARTIER POLO WORLD CUP ON SNOW



*John William Manconi, patron of Pommery Veuve*

**H**aving lost by a one-goal margin to a Pommery Ghantoot team last year, a Cartier squad regained the Polo World Cup on Snow for a record sixth time in St Moritz at the end of January.

Based around Argentinian Marco di Paola and New Zealander Cody Forsyth, Cartier St Moritz defeated Pommery Veytay, who had received half a goal on handicap, 3-1½. Ironically, the Pommery line-up included Alejandro 'Pikki' Diaz Alberdi and John William Manconi who, on previous occasions, had led Cartier Royal County of Berkshire to victory.

It had been a Cartier St Moritz team who won the inaugural Polo World Cup on Snow in 1985.

This year, the sixteenth tournament in succession was played under extremely snowy conditions. Although the weather deteriorated by the day of the final, the surface of Lake St Moritz, where the games are held, had the required thickness of 20cm, but the deep snow made dribbling even the red ball difficult. Players also had to contend with a strong wind and, by the last match, a badly-churned ground.

DEREK RUSSE



*Friendly rivals relax after the final*

# RECORD IN ST MORITZ

*The Cartier Polo World Cup on Snow has been won for an unprecedented sixth time by a Cartier team*



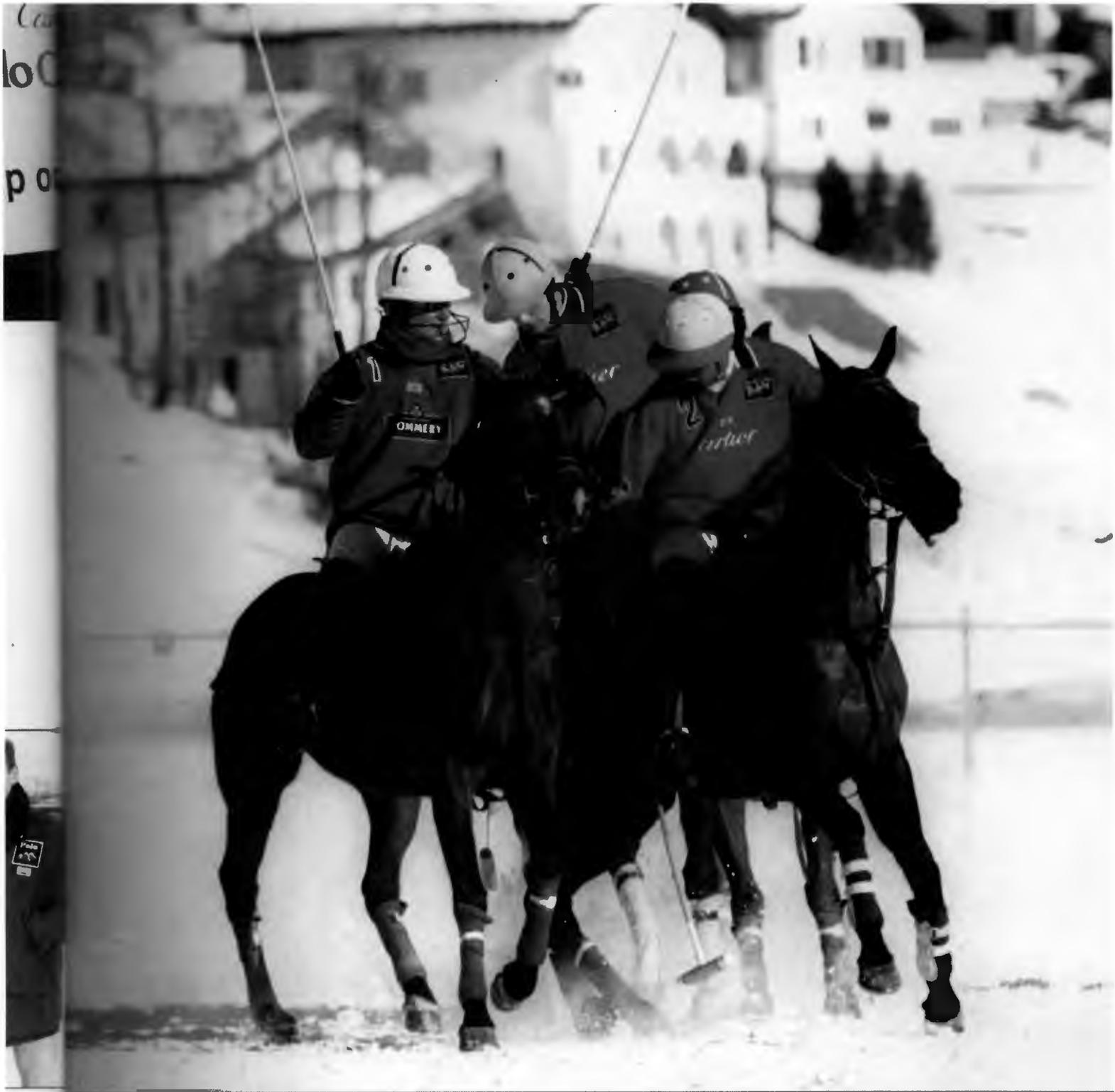
*Bank Hofmann and Badrut's Palace Hotel*



*The Hon Mark and Mrs Vestey with friends*



*Cartier's Eric Forsyth (right) and Marco di Paola (left)*



... William Mancini against a Cartier duo



THE EDGE



Three after the red ball



Above - Yellow, black and red - Bank Hofmann on line  
Below - Jamie Morrison - That one is for me!



Above - Adrian Brown in the commentary box  
Below - Henry Brett

Nonetheless, over eight thousand spectators turned out for the tournament, among them the Countess of Wessex, the Earl of Lichfield and Lady Apsley from Cirencester Park.

Young Satnam Dhillon, also from Cirencester Park, scored the first goal of the final for Cartier. Indeed, he played exceptionally well throughout the tournament, notching up second place in the scoring list, with eight goals to 'Pikki' Diaz Alberdi's nine.

However, he failed to convert a penalty shot, which could have decided the outcome of the final at an early stage. Diaz Alberdi did convert a penalty, although it was to be the only goal for Pommery during the match.

The second and third chukkas were scoreless, with Cartier missing three penalties in the third. Spectators did, however, see first-class polo from Diaz Alberdi who must surely join his Heguy cousins as a 10-goal player.

In the fourth chukka the game, and the cup, became irrevocably Cartier's, with Forsyth converting a penalty shot and di Paola having an uninterrupted run to score his team's third goal.

A total of four teams entered this year's tournament. Third place went to Bank Hofmann, who defeated Badrutts Palace Hotel 5-2. The outcome was not





Horst Edenhofer of Cartier in conversation with Cody Forsyth



Above - A well-earned rest for the winners

Below - Heavy snow fell during the final



predictable at the start of the match - with Badrutt's Palace, based around two 7-goalers, Henry Brett and Martin Aguerre, bringing pressure to bear on the opposition.

The first half saw Bank Hofmann ahead by only 3-2, although the second goal for Badrutt's Palace was scored by a rebound from a pony's hoof. The second half, however, was Bank Hofmann's alone, with goals from Milo Fernández Araujo and Pepe Heguy leaving the outcome in no doubt.

Ironically, a qualifying match the previous day had seen roles reversed, with Badrutt's Palace beating Bank Hofmann 6-3. It was the first victory for the Anglo-Argentine squad, and somewhat unexpected considering the formidable combination of Fernández Araujo and Heguy for Bank Hofmann. Henry Brett showed that he is more than worthy of his position as joint-highest English player, scoring three of his side's goals.

At the end of the tournament, 'Pikki' Diaz Alberdi was declared Best Player, Patrick Guérand-Hermés Best Non-professional Player and Eduardo Novillo Astrada Most Attractive Player. Diaz Alberdi was also named Best Scorer.

Among sponsors was the Elysium Club, for whom Lord Lichfield made a presentation.

PQ travelled internally courtesy of Switzerland Tourism.

### CARTIER ST MORITZ

Adriano Agosti	0
Marco di Paola	8
Cody Forsyth	7
Satnam Dhillon	<u>5</u> 20

### POMMERY VEYTAY

John William Manconi	1
Eduardo Novillo Astrada	8
Alejandro 'Pikki' Diaz Alberdi	9
Yves Luginbühl	<u>1</u> 19

### BANK HOFMANN

Thomas Rinderknecht	1
Milo Fernández Araujo	8
Alberto Pepe Heguy	9
Patrick Guérand-Hermés	<u>0</u> 18

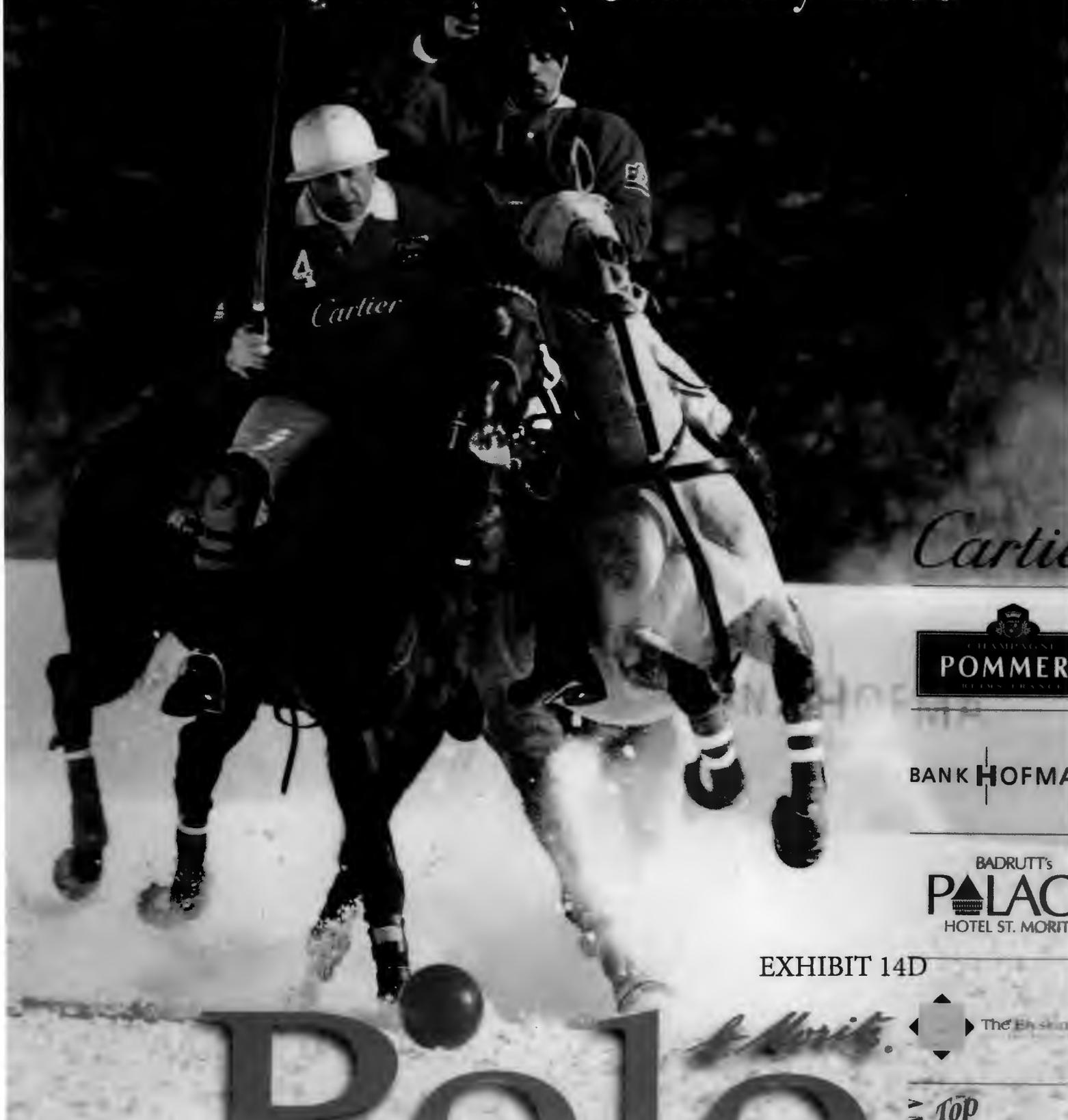
### BADRUTT'S PALACE HOTEL

Gwendolyn Ashborough	0
Martin Aguerre	7
Henry Brett	7
Jamie Morrison	<u>4</u> 18

EXHIBIT 14D  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 16, 2016

# CUP ON *Snow*

St. Moritz 27-30 January 2000



*Cartier*



BANK HOFMANN

BADRUTT'S  
**PALACE**  
HOTEL ST. MORITZ

EXHIBIT 14D



Top

# P O M M E R Y



January 99

The Gold Cup,  
Cowdray Park, UK, June 99



## Pommery and Polo

We, at Pommery, are very attracted to this skilful sport: it is a sport that demands the same level of excellence that we seek in our champagnes. The same rigour and determination that we apply in our

business can be found in a successful polo team. Respecting tradition, whilst looking ahead to the future seems to be at the core of our respective goals. In one word, we share the same sensitivity.

Since 1997, the Pommery Polo Team has played all over the world.

1999 brought their crowning glory when they won the most important international polo competitions:

The World Cup on Snow, St. Moritz, The Gold Cup at Cowdray Park, The Cartier International at Guards Polo Club, The Women's World Championships at Ascot Park Polo, The Geneva Open...

Good luck to our team for 2000

Jean-Marie Lefèvre,  
Chairman of Champagne Pommery



The Women's  
World Championships.  
Ascot Park Polo, UK, July 99

St. Moritz and St. Moritz  
a partnership destined to come together

In 1864, St. Moritz, Switzerland, the world's first ski resort is born. A few years later, Madame Pommery discovers St. Moritz with its renowned winter climate and the Engadine, where the air is as lively and sparkling as fine champagne.

Pommery becomes the exclusive licensee of St. Moritz for Champagne. Pommery creates exclusively for St. Moritz the "Brut St. Moritz", an elegant, and extremely refined vintage that represents all the values shared by Pommery and St. Moritz.

St. Moritz celebrates the 3rd millennium with the "Pommery Brut St. Moritz"

Chateau de Polignac,  
the first, Maison Pommery



# SNOW POLO Crowds in Aspen THE "BIG GAME"



ASPEN - 10-goaler Mike Azzaro with his daughter warm up in the VIP reception tent where guests enjoyed Tim Gannon's Outback Steakhouse recipes including New England clam chowder, caesar salad, marinated grilled steak and chicken.

*Nestled in the shadows of the Maroon Bells, a mountain range with striking familiarity to Switzerland's great Alps, the world's top polo athletes and patrons gathered on a natural meadow frequently occupied by grazing elk, to compete in the fourth annual Aspen Snow Polo event this past December.*

*Aspen is a favorite American playground year-round, balancing both its roots as a mountain mining town and its glamorous reputation, attracting and entertaining the world's top athletes, film stars, business leaders and sports fans with its five-star hotels and restaurants.*

*The historic century-old Lazy 7 Ranch played a key role in welcoming the return of the Aspen Snow Polo Club for a second time. Legends Carlos Graciani, Owen Retnbarth, George Tanortia, John Goo-*

incho  
 Gannon,  
 Michael  
 St. Moritz's  
 Agosti were  
 competing for  
 the American Snow  
 Polo Championship  
 title, more than  
 10 years over  
 the year's  
 North American  
 champions will  
 St. Moritz  
 on Snow.

St. Moritz com-  
 mends other well  
 known internation-  
 al and it's  
 the sport of  
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 grows and  
 unfolds. Fellers  
 of and the  
 St. Moritz Event  
 St. Moritz has  
 led for snow  
 polo is to  
 St. Moritz  
 develop World  
 Cup rules, and  
 a committee  
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 The events  
 provide a  
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a string of  
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 a Kick-off  
 world famous  
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 respected  
 challenge  
 the Aspen  
 and access  
 and cul-  
 ties for peo-



ASPEN - 6 goaler  
 Cali Garcia of Palm  
 Beach Polo Club  
 takes a neck shot to  
 get the ball to  
 Outback teammates  
 at the Aspen Snow  
 Polo Classic.

people with disabilities and  
 their families, and a por-  
 tion of Aspen Snow Polo  
 funds will now help sup-  
 port their efforts.

The Aspen Ski Club also  
 helped by selling general  
 admission tickets to Aspen  
 Snow Polo in exchange for  
 proceeds to help fund its  
 new Alpine Center.

"The local community in  
 Aspen has really embraced  
 this event and has made  
 every effort to help us  
 coordinate all the elem-  
 ents from facilities for the  
 polo ponies to tents

and catering for the spec-  
 tators," said Fellers. "We  
 have tried to be partners  
 with the town of Aspen to  
 make this an event they  
 can be proud to call their  
 own now and in the fu-  
 ture. Our objective is to  
 expose polo and Aspen to  
 more and new faces so  
 both may benefit."

Polo newcomers were in  
 awe at the skill of both  
 the players and the  
 ponies while seasoned  
 spectators reveled in wit-  
 nessing feats on horseback  
 they thought nearly impos-  
 sible on grass, could also  
 be accomplished on snow.  
 The consensus was that  
 an excellent time was had

by all, both on and off the  
 field, and all in attendance  
 were already planning for  
 next year's matches.

"We wish the St. Moritz  
 Polo Club the best with its  
 Polo World Cup on Snow  
 2000 and look forward to  
 next year when the Aspen  
 Snow Polo North American  
 Champions can partici-  
 pate in the event that start-  
 ed it all," said Fellers.

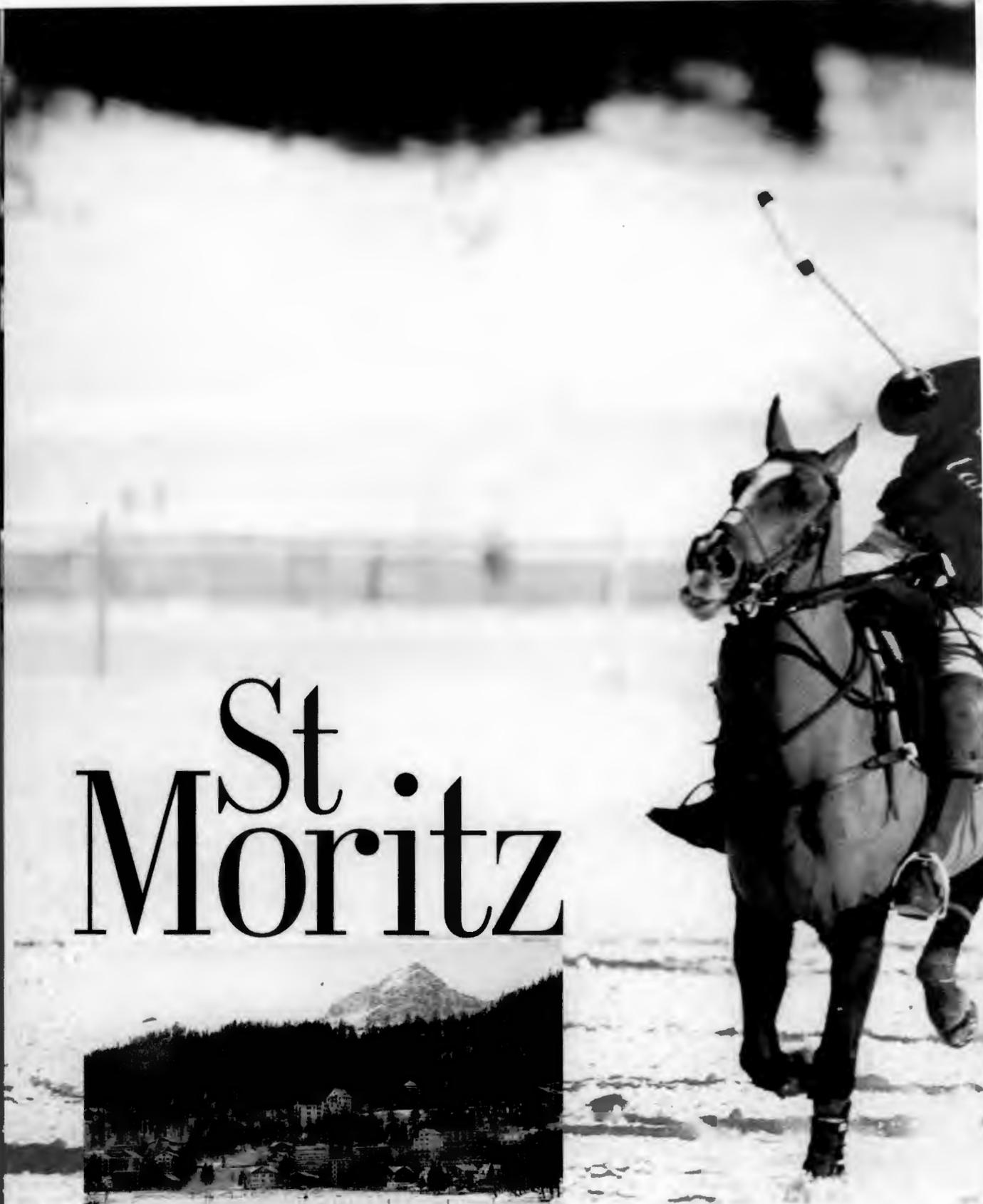
"We would also like to  
 thank Adriano Agosti for  
 bringing the St. Moritz  
 team to Aspen this year  
 and their impressive per-  
 formance."

# POLO

*World  
Edition*

*Internacional*





# St. Moritz



IS ALWAYS  
A PARTY

**O**n the wh  
year after  
vides dur.  
winter, po  
played its vast rang  
in this fabulous cor  
Alps, called St Moritz  
a great event, a firs



*The first event of the new century was played by four 18 to 20 goal teams. The winning team included Adriano Agosti and Marcos Di Paola. Pepe Heguy, Milo Fernández Araujo, Piqui Díaz Alberdi and Eduardo Novillo Astrada also played, among others.*

## SAINT MORITZ

► jet set and where the widest variety of members of local and foreign royal families, the most powerful businessmen as well as wealthy tourists, congregate. Come the last week in January, they all know that in the Engadine Valley they can enjoy an excellent combination of winter sports: skiing, polo and generally good weather for the Polo World Cup On Snow, played on the frozen Lake St. Murezzan.

Polo on a frozen lake? A brainchild of the Swiss Reto Gaudenzi and in its sixteenth year (including the 2000 edition), a tournament whose success is assured. Nonetheless the track record is not enough to allay the hesitation shown on the faces of those who arrive for the first time and take their first tentative steps on the lake. They walk as if on cotton wool rather than on a thick layer of ice that can resist the monstrous

*Piqui Díaz Alberdi, despite being marked by Marcos Di Paola, plays the ball. He was the highest scorer of the tournament.*



one of the regular visitors.  
In the first snow in November,  
studies are carried out on  
er of ice that covers the lake,  
with the rigid and solid platform  
to support tubular stands, cov-  
ery lines, hundreds of cars and  
cessary equipment to work on

more layer, this means a firm  
but firm surface (in place of grass)  
on a solid base (the ground). Then it  
is ready and here the show begins.

It is a unique event, which was  
declared of national interest a cou-  
ple of years ago and is amongst  
Top Events of Switzerland. It is  
expanding, and complements the ▶

**Cody Forsyth and  
Satnam Dhillon chase  
the ball. Cartier  
recovered the title.**



# SAINT MORITZ

*Patrick Guerrand Hermes shows his strength. The French player was chosen as the best amateur player.*

*Badrutt's and Bank Hofmann played for third place.*

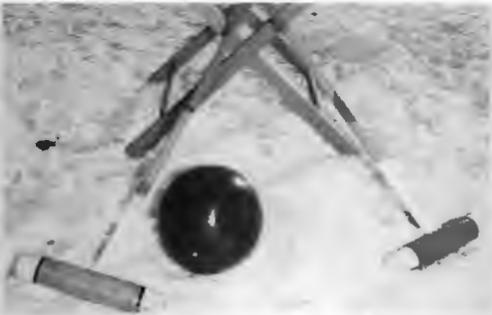


*The traditional tents pitched on the frozen lake. They are only part of 2000 tons of structures built on the ice.*

*Picturesque horse-drawn carriages in St. Moritz.*



sticks and  
essentials to  
Switzerland,  
ski-wear.



A feminine  
presence, Lady  
Gwendolyn  
Ashborough  
patron of the  
Badrutt's team.

Miguel Fernández  
who played  
with Pepe Heguy,  
Marcela Rivas,  
his wife.



Markus Tödli,  
President of Bank  
Hofmann, and Pepe  
Heguy in the new  
tented pony lines.

Cartier and  
Pommery. The  
finalists celebrate.



*Action, snow in the air, high excitement: characteristics of polo on snow. Bank Hofmann playing against Pommery.*





**THE TEAMS**

**CARTIER - ST. MORITZ**

Adriano Agosti 0  
 Cody Forsyth 7  
 Satnam Dhillon 5  
 Marcos Di Paola 8  
 20

**BANK HOFMANN-ZURICH/BS.AS.**

Thomas M. Rinderknecht 0  
 Milo Fernández Araujo 9  
 Pepe Heguy 9  
 Patrick Guerrand Hermès 0  
 18

**POMMERY - VEYTEY**

John William Manconi 0  
 Eduardo N. Astrada (h) 8  
 Piqui Díaz Alberdi 9  
 Yves Luginbühl 1  
 18

**BADRUTT'S PALACE H**

Lady G. Ashborough 0  
 Henry Brett 7  
 Martín Aguerre 7  
 Jamie Morrison 4  
 18



*Cody Forsyth and Henry Brett fight for the ball. The crowd cheered.*

## SAINT MORITZ

► summer polo season, which is staged only a short distance away (the lake in the summer is a mirror of crystal clear water, full of life and water sports). It was also the spark that started the snow polo circuit, which continues in Aspen, Colorado, USA, Megeve, France and Cortina D'Ampezzo, Italy. On this occasion it

tigious in the world.

### **AN OLD CHAMPION WITH NEW PLAYERS**

Four teams (three 18-goal and 20-goal) were the stars of the tournament of the new century at the Bank Hofmann, Pommes Badrutt's Palace Hotel wh



***Polo in the snow. Lady Gwendolyn, Thomas Rinderknecht, Pepe Heguy (behind) and Jamie Morrison do everything they can in the match for third place.***

system, which nevertheless had a diverse effect on the tournament. The results of the two first games decided the finalists, Pommery and Cartier, who then had to play each other in the last game of their group, a game that decided nothing. To make matters worse that game was scheduled for the day before the final. These two finalists played better

Piqui Diaz Alberdi (chosen the best player of the tournament) and Eduardo Novillo Astrada (chosen the most handsome player) together with John Manconi against Cartier, this year without the successful Manconi-Diaz Alberdi pairing, but with an efficient trio in Cody Forsyth, from New Zealand, Satnam Dhillon from England, who played outstandingly, and



► (the temperature on the lake being 20° below zero during the first hours of the morning), and, as on Saturday, it snowed heavily throughout the two matches, quite unlike the first days when the weather was very mild (one could be in shirt sleeves or t-shirts) and the sun shone in the blue sky.

The glamorous and lively gala evenings that are always held at

the Badrutt's Hotel, were already memories. Now it was time to see what the four participating teams did, looking for a moment of glory and recognition.

The Bank Hofmann team, committed to polo, and which had secured victories in Argentina with Carlos Moritz, confirmed their quality and status in the third place match by beating the Badrutt's Palace 5-2, with a outstanding performance by Milán Agosti, the scorer of three of their goals. In the final, Carlos Moritz beat Pommery in a very close 3-1. Piqui Diaz Alberdi's skill (he was the leading goal scorer with 9 goals) was not enough to take the Manconi team to victory. Agosti, Satnam Dhillon (8 goals in this tournament) and Marco Moritz and Paola for Cartier, were more successful and had more opportunities in front of the goal posts, above all during the penalties.

Thus, with new players, but with the customary strength they have shown in previous years, the Bank Hofmann team won the trophy again, and for the first time, won the trophy that was theirs last season.



*Photos: Buenos Aires Polo International*



**Bank Hofmann did well. The team poses with Markus Tödtli, the Bank's President, and his wife.**

*In St. Moritz all is luxury, down to this*



*Nadine Schnetzer, Eva, Jöfg and Markus Tödli in the Bank Hofmann team pony lines.*



*Countess Renata Hirsch, every year in a different colour mink. This year, pale pink.*



*Very elegant!*



*Piero Dillier and baby.*

*Ivonne Schmittenberg and Gabriela Turk.*

*Félix Urech, General Manager of Pommery, and Riccardo Mazzola.*





*Manconi and Attrill.*



*The President of the St. Moritz Polo Club, Richard Dillier, his wife and a friend.*



*Jazmine Firmenich and Ives Luginbübl.*



*o Cologni and Edenhofeu.*



*The Infanta Elena lunching with Markus Tödli, President of Bank Hofmann.*



*Collin Dhillon and Martín Aguerre.*



# GENTE DE POLO



*Corina Lang with her son Andri.*



*Kira Werner, Lady Gwendolyn Ashborough, the only woman in the tournament and Sarah Attrill.*



*The Infanta Elena and the Duke of Lugo, delighted with the tournament.*



*Karen Kranenburg and friends.*



*Gianna Cabalieri de Meyer and Bernie Meyer.*



# POLO IN ASPEN

*Four teams participated in the fourth edition of the Aspen Snow Polo Classic that took place in the famous ski resort in Colorado. Mike Azzaro and the Argentines Pancho Bensadón and Javier Tanoira played.*



**Pancho Bensadón, winner of the tournament, in the middle of a swing.**

**Fortune Polo Team: Bowen Farrel, Cali García-Velez, Mike Azzaro and John Goodman**



*Gary and Jeanette Fellers.*



*Below: Aspen Polo Team: Chris Gannon, Javier Tanoira, Luis Escobar and Bob Gray. Right: Chase Polo Team, Gary Fellers and Owen Rinehart's team.*



**A**SPEN, THE FAMOUS SKI RESORT located in Colorado, U.S.A., was where the fourth edition of the Aspen Snow Polo Classic was held. Many high-handicap players participated, like Chicago-born Mike Azzaro, Owen Rinehart from the US and the Argentinians Javier Tanoira and Pancho Bensadón.

Four teams played in the end of the year championship. This Polo Classic is a

prestigious competition that's part of the polo snow circuit along with the championships in St. Moritz (Switzerland), Cortina D'Ampezzo (Italy) and Megève (France). There's no doubt that it was a great success, once again, to the point that the organisation of the fifth edition is already well on its way. St. Moritz (with Adriano Agosti and John Gobin) beat Aspen (with Javier Tanoira) in the final, 5 to 4.

"It's the first time I play snow polo, it's great fun. It's completely different to polo played on grass. Here your movements are slower, therefore you need to anticipate your play a lot". Usually Javier, after playing polo in the championship rushed out to find his snowboard, a favorite sport among many polo players.

Adriano Agosti an experienced, Swiss, snow polo player said that "skiing is just as good here as it is in St. Moritz and soon snow polo will also be just as good as well. Agosti won the prize to the best amateur player in the championship. 

*Photos: David Lominska*

MARCH 2000

# POLO

PLAYERS EDITION



## FLURRY OF POLO

\$4.00 US/\$4.50 Canada

# Polo in Colo.

*Land Rover takes the snow polo trophy,  
and their No. 2, John Gobin, wins MVP.*

*by Linda Lafferty*

*photos by Shelley Heatley*

The snow flies, kicked up in flurries by pounding hooves. A top-rated player stops to adjust his fleece earband and tug down his neck gaiter before taking a penalty shot. Beyond him in the distance, the sun is shining over the expert ski runs of Aspen Mountain.



*Young Chris Gannon played well and received the Glenlivet Best Shot Award.*

Well, Virginia. That might be Santa Claus in the VIP tent, but this sure ain't Palm Beach.

It was wild and woolly world out there in Aspen's Fourth Annual Snow Polo Classic on December 18-19, when four teams came to play in what was billed as "the last big polo event before the millennium."

Horseshoes are equipped with four quarter-inch, screw-in cleats—two in the toe and two in the heel of the shoe. With the cleats, the horses have good traction, although riders still have to be aware of the conditions.

What's it like to play on snow?

"These guys don't know if they're on grass or snow," said Jimmy Newman, manager of polo operations for the tournament. "They're doing everything they want to once the adrenaline starts. With this new 2 to 3 inches of snow, they can really turn."

Regardless of the conditions underfoot, Sunday's final cranked up the speed and did a lot to string out the players on the shortened field, about 200 yards long. A red inflatable ball is used for high visibility and the red uprights at either end of the field made a stark contrast against the white snow.

"It's more like arena polo," said 9-goal player Owen Reinhart.

*Mike Assaro, playing with Fortune-Palm Beach, didn't make it to the final.*



*Owen Reinhart, right, and Mike Assaro, had fun playing in the snow. Ah, Mike, bit of a foul there?*



Sponsor Michael Donahue of New York said: "It's different than traditional polo. You have to be more careful when turning. It's quite a bit slower. You have to handle the ball differently. It really comes down to ball control, hitting smoothly, so it doesn't bounce out of bounds."

"You can't compare it," insisted 8-goal player Luis Escobar from Costa Rica. "But maybe there's a little in common with indoor polo. The ball, the size of the field. The contact is different. It's too cold for a lot of contact!" he joked. Between snow polo and snowboarding, Escobar was on a steady diet of Advil: "Three for breakfast and three for dinner," he confessed. "But I'm ready to play! I love being here."

And what does the well-dressed snow polo player wear this season?

Without getting too personal, we made some inquiries. Who better than the long-suffering referees Tommy Wayman and Don Delise, who were out on horses all afternoon, battling the elements.

"Well, I'm wearing silk underwear," said Delise, too cold to blush, "heavy socks, some French-made rubber boots—at least they're waterproof—another two pairs of long underwear, a fleece vest and my thick fleece umpire jersey. Oh, and my snowboarding gloves. I find if you can keep the extremities

warm, you'll be all right."

It seemed that most of the players came to the game with a case of chapped red-cheeks and "raccoon eyes"—tell-tale signs they had hit the slopes before the big game.

Seven-goaler Javier Tanoira and 9-goaler Pancho Bensadon emerged from the VIP tent attired not in polo shirts and whites but in baggy snowboarder pants and oversized jackets, with snowboards slung over their shoulders.

"I've skied all my life in Bariloche. I've come to Aspen a couple of times with my family," Tanoira explained, stashing his board in the SUV along with his polo gear. "It's our last day—we didn't want to miss it. We went out snowboarding early this morning before the game."

Any similarities between snowboarding and polo?

"Maybe speed," said Tanoira. "That's something in common. The sense of speed is quite good, the rush of adrenaline."

Sunday's final was held on what started out as a cold, overcast day. At game time, clouds hung low over the mountains, obscuring the ski slopes in the distance. By mid-afternoon the sun had broken through the clouds, light reflecting off the packed snow.

The fourth and final chukker of the match, Land Rover vs.

*Tim was sidelined with a cold but enjoyed the trip nonetheless.*



*Moyti, Cachi and Mariella Garcia, back, Alexa Farrel, Mrs. Adriano Agosti and Georgette Escobar warm up in the tent after the game.*

Gorsuch, was the most fiercely competitive. Grace and agility were displayed by the riders, especially Gorsuch's Luis Escobar and Javier Tanoira, who were able to turn the ball away from their opponents with incredibly light-handed skill, moving it along the frozen terrain in a series of taps.

Land Rover's John Gobin answered Gorsuch's finesse with hard-riding tactics—bumping his opponents off the line or beating them to the ball and turning the play. Having already chalked up three goals of his own for Land Rover, Gobin rode aggressively to keep his team in the lead, 4-3, at the beginning of the final chukker.

About halfway through the final chukker, Gobin's teammate Pancho Bensadon took a quick spill at midfield. He leapt to his feet, amusing the cold but sympathetic crowd by pulling out vast quantities of snow from out of the back of his breeches. He quickly remounted and galloped after the ball.

With only 4 minutes and 4 seconds left in the match, the score was 4-3, Land Rover. Bensadon took a penalty shot and the red ball sailed through the uprights, moving his team further ahead, 5-3 and proving that a little snow down the pants won't throw a true professional off his game.

Gorsuch's Luis Escobar answered in kind with a beauty of a goal made from the extreme left corner of the field, flicking the ball over the snow and past his opponents, straight through the goalposts.

Despite that final challenge, the game ended Land Rover, 5-4, with the MVP award going to John Gobin.

"I really hope it continues," said Snow Polo veteran Owen Reinhardt. "Aspen is such a great place. It's a real treat to be here, with everything that Aspen has to offer"

"Everybody was out to have a good time," commented 10-goaler Mike Azzaro, his cheeks red from the cold. "I was raised in Chicago and now I'm in Texas and Florida. Just coming out to the snow is special for me."

Indeed there seemed to be camaraderie in the VIP tent. Players won, players lost, but everyone seemed to be having a grand time. And besides, there were skiing, snowboarding, and parties on the agenda, which put everything in perspective.

Land Rover's Adriano Agosti, an elegant gentleman from St. Moritz who won the Best Performance by a Patron award, said:





*Land Rover-St. Moritz, from left: Michael Donahue, Francisco Bensadon, John Gobin and Adriano Agosti, with Scarlett Adams*



"What is special about this tournament is the friendly atmosphere, the relations between pros and patrons. Five or six of us went skiing and snowboarding together this morning." (Like the Argentine and Costa Rican pros, Agosti and his blonde wife, Uschi, are avid snowboarders.)

Agosti explained that the games at St. Moritz, where they've been competing in snow polo for 16 years, are a little more competitive than in Aspen.

"You bring your own horses [to St. Moritz] and that changes everything," he said. "It's more focused; there's not enough time for skiing there during the tournaments. Aspen has a nice team spirit, you get to meet such a lot of nice people."

Adrian Brown, announcer for the St. Moritz games and this year's Aspen tournament, agreed. "The quality of polo is just as good here in Aspen. But there is perhaps more at stake in St. Moritz—it's been around for 16 years. And the whole setting lends itself to the event. The town of St. Moritz looks down on the frozen lake where polo is played. There is more cachet associated with the event. But this town is getting there."

Whatever the comparisons, snow polo in Aspen seems to be a winner in its own right, a nice break from the warm-weather circuit with holiday season camaraderie, a chance to mix up the teams and have a lot of fun in a world-class ski town.

*Tommy Wayman bundled up for a long, cold afternoon of umpiring.*



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# PQ *international*

POLO  
QUARTERLY

SUMMER ISSUE 2005

£4.50 / US\$7.50



EXHIBIT 22D PG000028

opening game had seen Memo begin his quest for a seventeenth win, as Airstream defeated Pony 7-8. On the same day, Agustin scored seven goals to lead C Spear to victory over Bendabout and a 1-0 attack from Skeeterville saw it Loro Piana 9-7.

As the tournament progressed, Birch began to dominate play. It took over sole possession of first place in the third division when they scored a crushing 18-10 defeat on the 1st, although they had started the match trailing 2-0.

This was because Martin Ravina, playing for Peter Brant, who was out on business, was 'monstered', his handicap raised from 4 to 6 - was a rare occurrence during the first of a tournament and, as Aguerre stated later, "I'm glad we won with him playing. I don't think it was fair to

play him, a 24-year-old Argentine who could not even have a job when he was in Wellington, scored four goals. He was invited by Aguerre to play for Birch during the 22-goal season. "I'm so happy Mariano gave me the opportunity. If I wasn't playing, I would be at home in Argentina, watching television!"

White Birch reached the quarter-finals with a 14-11 win over Black Watch, the same day holders Isla Carroll was eliminated when they lost 7-10 to Leblo, thus guaranteeing a new champion for 2005. Skeeterville's place in the quarter finals was earned with a 10-9 win over LeChuzza Caracas. The only once during the qualifying rounds of the Open were White Birch - and then by a single goal, 11-12. They went down to Old Pueblo, ending a 12-game winning streak, and were shaken. "I still think we can beat them," said Aguerre.

White Birch had cut a 12-10 lead by Leblo with just over a minute of the match left on the clock. Then they missed a short shot with eight minutes left on the clock.



Jeanette Sasoon, Eva Krzyzanowski, CEO Branded Media Corporation, and Gary Fellers



Sarah, Duchess of York and Bill Ylvisaker



Jay Comeaux, president of Stanford Financial Group, interviewed after the game

### WHITE BIRCH

Caracida	3
Criado	9
to Aguerre	10
alton	4 26

### SKEETERVILLE

Johnston	2
Monteverde	8
rellano	8
Rinehart	8 26

# AT THE BALL

*Guests celebrate the 101st US Open in Florida*

PHOTOS COURTESY PNG



*Jeanette Sassoon, Vivian Voehl & Andria Dorler*



*Mr & Mrs Jay Comeaux*



*Mr & Mrs Mike Azzaro*



*Mr & Mrs Michael Brown*



*Patrick Nesbitt & friends*



*George Dupont & Brenda Lynn*



diving and there was a brief flirtation with tennis, although it didn't last long.

Then I met polo players – one of them gave me a mallet and a ball, and I found a polo saddle in the property department at Universal. After a while, I was attacking a polo ball around the roping arena with my roping horse. Then my horse died and the next thing I knew I was heading for Santa Barbara with four or five polo ponies and the game grew on me.

**PQ** One of your films was based on the baseball player, Ty Cobb. Have you ever played polo in a movie, and would you consider making a film about a polo hero, such as Tommy Hitchcock Jr?

**TLJ** I am always looking for a job! I would have loved to play polo in a movie, but have never done so. I'm probably more suited to play Cecil Smith than Tommy Hitchcock, but the fact is I am too old to play either of them, if you choose the most interesting time of their lives.

I am also a movie director, and I think polo would be a very good subject for any director to approach, although most of them don't know very much about the game.

**PQ** You founded San Saba Polo Club in 1985. Where else do you play in the US, and have you taken part in any tournaments outside the States?

**TLJ** We have played just about everywhere – Montreal, Toronto and Alberta in Canada, Modesta, Santa Monica and Santa Barbara in California; Illinois, Oklahoma, Tulsa, Houston, Dallas, Breckenbridge and in Mexico and Argentina. We have a property in Argentina, south-west of Buenos Aires, and play at a place called Lobos, and have also played at Palermo.

**PQ** What do you consider your most exciting win to date?

**TLJ** The last one, the most recent one. I don't really look back, gnash teeth, ring heads or gloat – I just look forward to playing polo tomorrow!

**PQ** You raise cattle and ponies on your ranch in Texas. Do you make your own polo ponies, and do you have any favourites?

**TLJ** We make some of our own but the greater part we buy at between four and six years old, already made, in Argentina. Its easier to go to our place and invite people to bring along all the horses they might have for sale. That means we can go through hundreds in just a few days, and it turns out to be easier than raising our own.

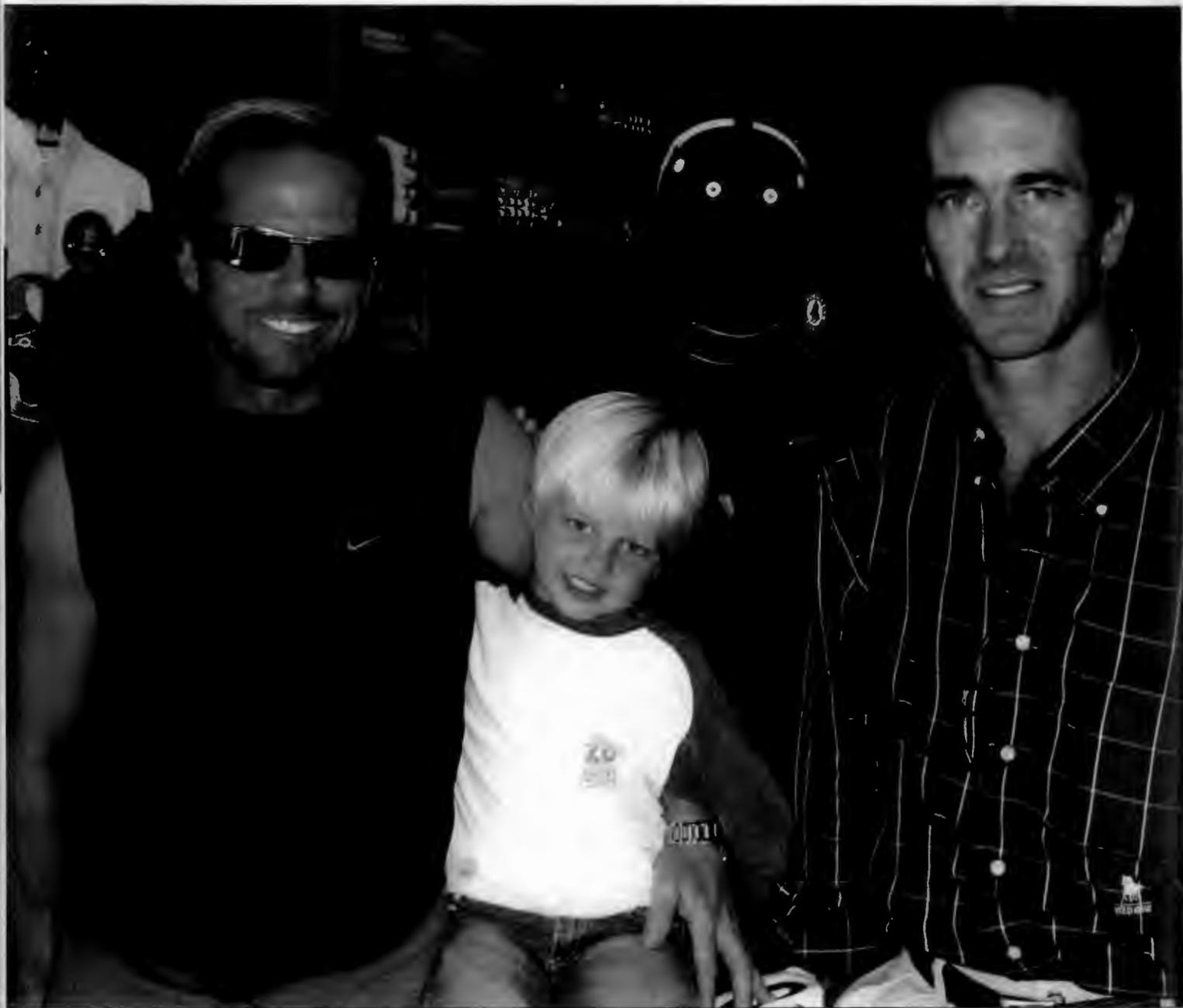
But if we had a super mare that becomes incapacitated we will breed from her and raise the colt or filly to see if it will make a good polo pony. We don't make a common practice of it, though. The odds are not good.

My favourite would be the horse that played best yesterday, but I don't really have a favourite. I do



*Tommy Lee Jones with his wife Dawn and daughter Victoria*





*Mike Azzaro, his son Harrison and Adam Snow at Polo Gear, Wellington*

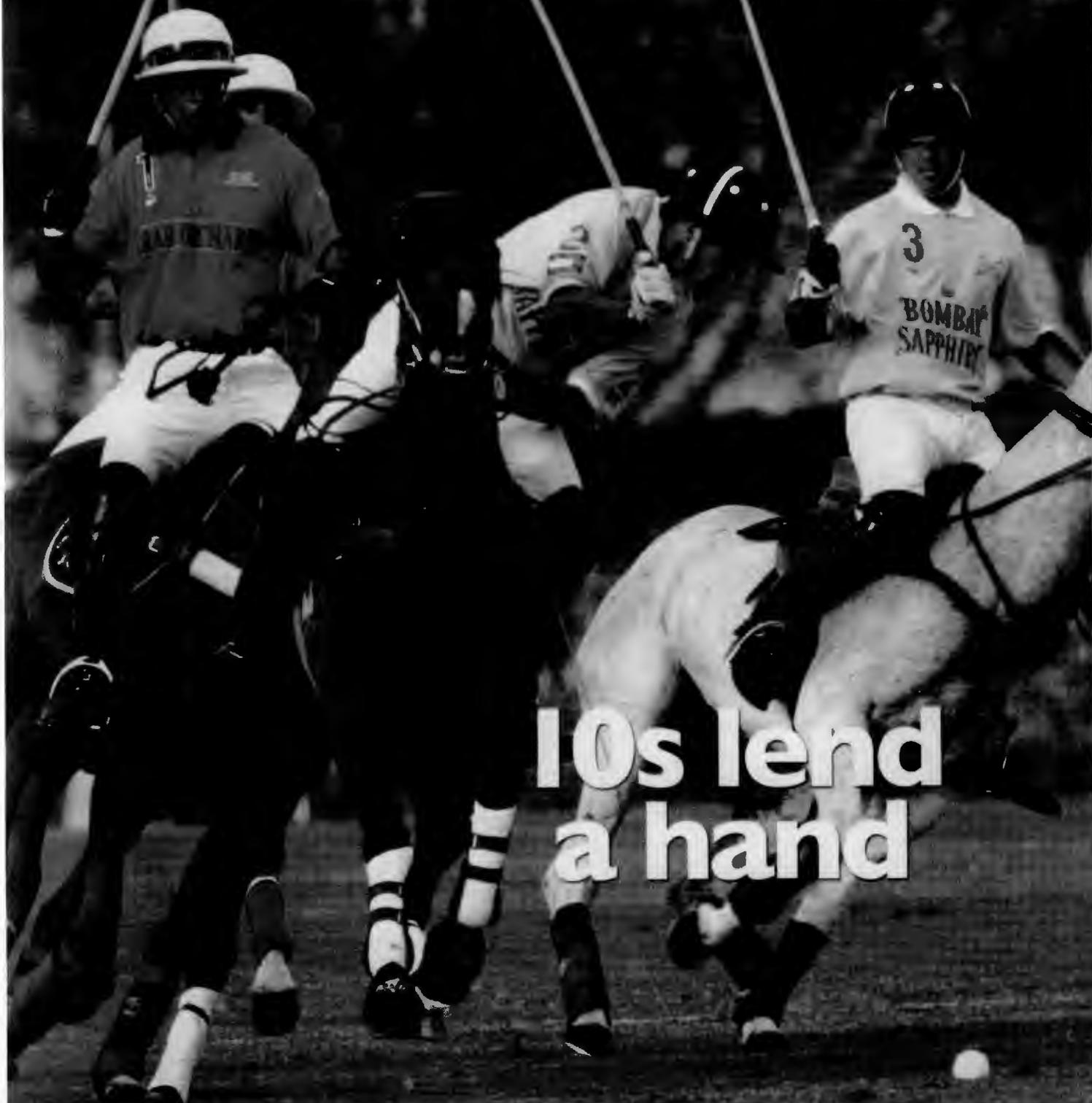
# TWENTY-GOAL WISDOM

*Mike Azzaro and Adam Snow share their thoughts on their careers to date and on the state of polo in the USA*

# POLO

APRIL 2005

PLAYERS' EDITION



**10s lend  
a hand**

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APRIL 2005

VOL. 8, NO. 8

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**OUR COVER**  
*Bombay Sapphire  
defeats  
Crab Orchard  
in the 40 goal.*

*Photo by Alex Pacheco*

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OPINIONS EXPRESSED IN SIGNED COLUMNS ARE THOSE OF THE AUTHORS, AND DO NOT NECESSARILY REFLECT THE VIEWS OF THE PUBLISHERS OF THIS MAGAZINE.



Bombay Sapphire discusses strategy at halftime. Lolo Castagnola, third from left, filled in for a sick Adolfo Cambiaso.



Bombay Sapphire's Javier Novillo Astrada, Adam Snow, MVP Lolo Castagnola and Mariano Aguerre took the win in one of the best 40-goal games played in the United States.



Auctioning off the players shirts in a live auction is a fun way to help raise funds.

"It was not hard to play because everybody knows how," said Castagnola. "I was in the stables when Adolfo called and said 'I have the flu, play for me.' I am very happy."

Castagnola's first goal, with 5:16 left in the third chukker, gave Bombay Sapphire a 4-2 lead. His second goal, with 1:14 remaining in the fourth chukker, put Bombay Sapphire ahead 6-5. Castagnola finished the chukker by making a key defensive stop.

Carlos Gracida scored on a breakaway to tie the game at 6-6 with 4:37 left in the

fifth chukker. Both teams missed scoring opportunities throughout the chukker.

Adam Snow scored on a 30-yard penalty shot with 5:45 left in the game to give Bombay Sapphire a 7-6 advantage. Snow clinched the game with a 10-yard back shot with 2:03 remaining. Bombay Sapphire controlled the ball in the final minutes.

At 44, Carlos Gracida was the oldest player in the game. He scored two goals for Crab Orchard.

"It became more and more serious as the game went on," said Gracida, who participated in his third 40-goal contest.

"It was fun. It was better than in previous years. The teams were better organized and there were better horses."

Gracida said he wasn't surprised that the final score wasn't higher.

"You had to work to score," said Gracida. "You were never free; you were always marked by a 10-goaler."

Javier Novillo Astrada led Bombay Sapphire with three goals, while Castagnola and Snow added two goals apiece and Mariano Aguerre had one goal.



*Champagne for the halftime divot stomp is delivered in style, with Hummers.*

ALEX PACHECO



ALEX PACHECO



ALEX PACHECO



ALEX PACHECO

*Leo Mandelbaum and fiancé Alexa Celine.*

*Auctioneer Tony Coppola and event organizer Dave Offen*

*Jimmy Newman looks for bidders.*

*Below: Mini-donkeys brought in \$6,300 in the auction.*



ALEX PACHECO

Azzaro scored his fourth goal with four seconds remaining for the final margin.

Sebastian Merlos added one goal while Miguel Novillo Astrada did not score for Crab Orchard.

Major sponsors included Outback Steakhouse, Bombay Sapphire, Crab Orchard, Carrabba's, Michelob Ultra, Bud Light Polo, Brown Distributing, Bessemer Trust, Polo Gear, Chukker Collection, the Tackeria, Lady Walton Cookies and Kendall-Jackson wines.

Items in the silent auction included a polo vacation in Costa Careyes, Mexico, which a group from Toronto Polo Club bought for \$13,000; two miniature donkeys, which brought in \$6,300 after fierce bidding; Heidi Birath's drawing of the eight players from the previous year's 40-goal match; two beautiful bracelets from an estate, donated by an

anonymous polo player, which brought in \$5,300; a duck hunt at Elleau Farm, donated by Adolphus Busch, which brought in \$5,000; and a quail hunt at Escape Ranch, donated by Orrin Ingram and Peter Johnston, which brought in \$4,000. Other auction items included a trip on a Bombardier jet and an African safari donated by the Miami Project to Cure Paralysis.

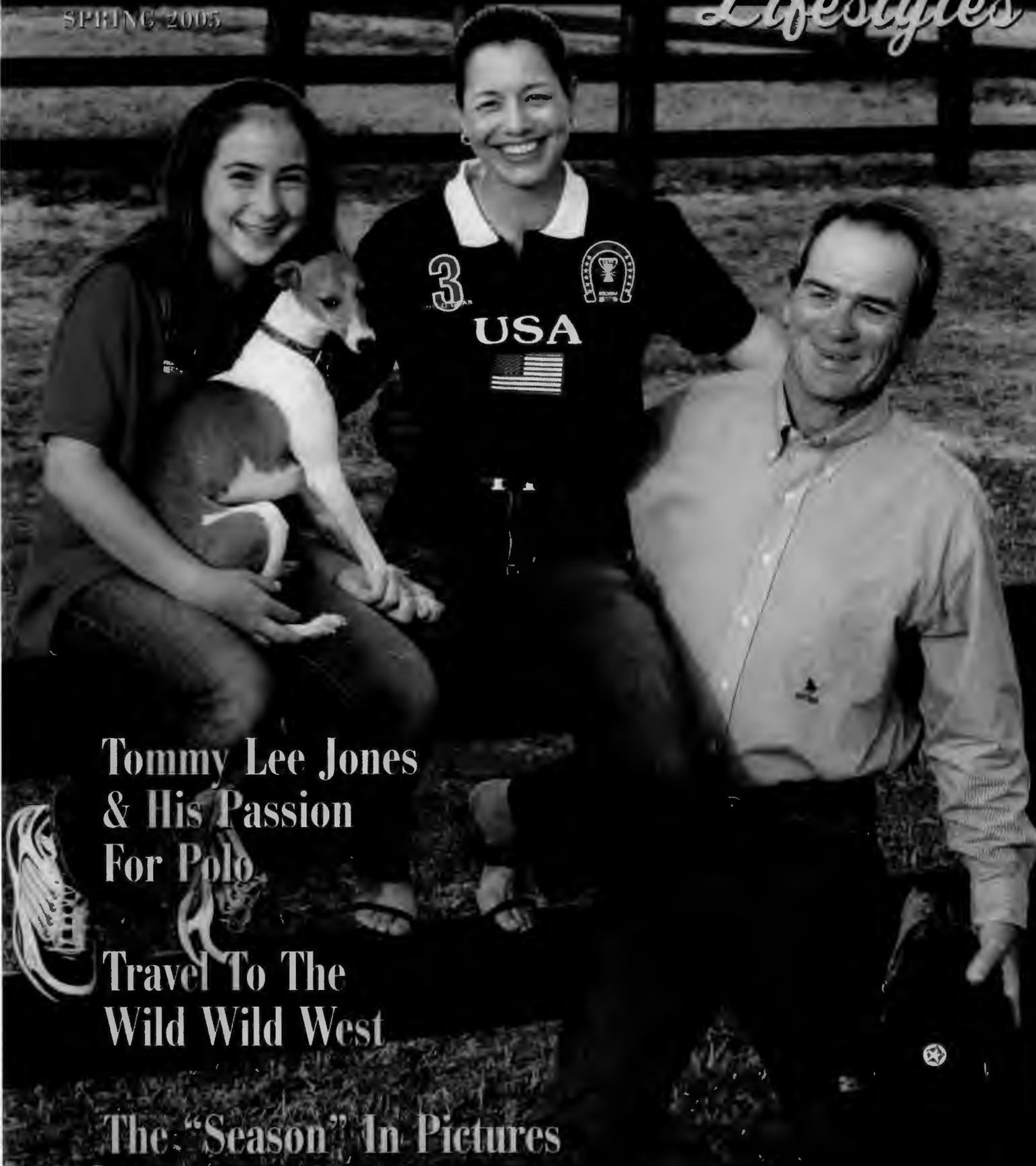
"What is important to note is the generosity of these people," Offen said.

Offen was particularly grateful to MVP Castagnola, who stepped in to play at the last minute, but he also expressed gratitude to all of the players. "I'd like to convey just how grateful I am to all of the players who played in the game," he said. "The players, their hearts are in the right place for Rob and for all those other people who are injured or ill." ◆

# WELLINGTON

SPRING 2005

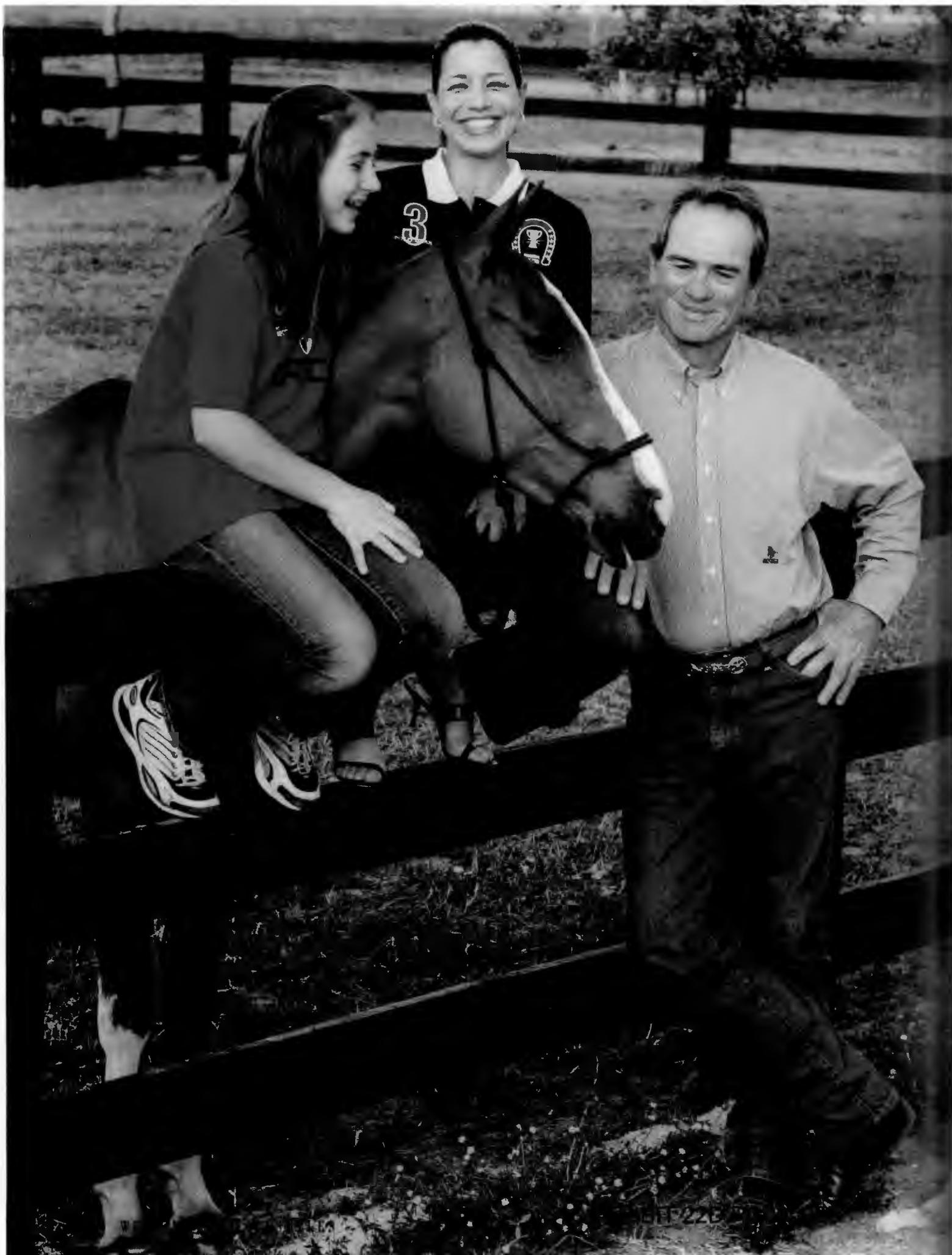
## *Lifestyles*



**Tommy Lee Jones  
& His Passion  
For Polo**

**Travel To The  
Wild Wild West**

**The "Season" In Pictures**



# THE Joneses

*By Linda Marx • Photographs By Jim Fairman and Shelley Heatley*

**I**t is Monday of a long holiday weekend after torrential rains washed out the fields at Palm Beach International Polo in Wellington. So Tommy Lee Jones, his wife Dawn and his daughter Victoria had some free time to discuss their lives as a polo-playing family.

For these busy people who work and travel year-round, playing polo is what gives them continuity, keeps them fulfilled, and provides hours of family fun.

Dawn, 41, a beautiful brunette who once worked for NBC News in New York, began playing polo ten years ago, shortly after she met the athletic, A-list actor on a movie set in Texas. She was working as an assistant camera person, while Tommy Lee, 58, an Oscar-winning performer, was filming.

"I played tennis and water polo back then, but I didn't ride horses or play polo," recalls Dawn. "Tommy loves horses, and he taught me how to play the game. Even though I'm in the middle and upper polo rankings now, I am still learning."

Victoria, 13, whose mother Kimberlea Cloughley is also an equestrian, began playing the sport early on with her dad. She first experimented with a foot mallet and horses.

"The first time I played polo I was only six years old," recalls Victoria with excitement in her voice. "I was in Palm Springs, California. I sat on a horse and hit a wiffle ball. It was great fun. Now I love polo because it is challenging, fast and aggressive. And I have made wonderful friends who play with me."

Tommy Lee, a solid, eighth-generation Texan who owns a couple of ranches—he lives on 3000 acres within driving distance of San Saba (240 km from San Antonio) where he was born—is a talented athlete who has always loved sports like football and horseback riding.

Now an impressive one-goaler, he starting playing polo in the 1970s after six or seven years of doing serious theater work in Manhattan. The rough and tough, yet sympathetic and intellectual actor, who graduated cum laude from Harvard (where he roomed with future US Vice President Al Gore), had been part of a repertory theater company that included James Woods, John Lithgow and Stockard Channing. He was told by theater professionals that if he wanted lead roles, he should consider films over theater, the white sandy beaches of California over the Great White Way.

So he hightailed it to southern California for work, and became smitten with the myriad opportunities for outdoor sports like diving, swimming and calf roping.

At that time, he met some polo players whose exciting sport atop galloping horses greatly intrigued the dedicated, lifelong rider. In

1978, he found a ball, stick and saddle at Universal Studios, and drove from Los Angeles to Santa Barbara to play polo.

The whole experience was magical for the actor, and has become a way of life that sticks like glue any month of the year. "Since then, I've met people and made friends with polo players and their families," says

Tommy Lee of his consuming passion. "I've played with grandfathers, dads and sons, maybe four generations of a family. With Dawn and Victoria playing polo with me, we gravitate toward other polo-playing families. These are the kinds of people who mean the most to us."

For example, Victoria has played with the same three girls for six years. With their families, these girls have played polo around the world from Argentina to Toronto to Wellington, and from New Mexico to Texas to California. While they may have some different interests besides sports, they share a passion for polo, a special bond that cannot be broken.

"We're all from different parts of the world, but we remain friends and love to play polo together," says Victoria, a well-rounded jock, who was a Texas state soccer champion last year. "We also dive together and play basketball, softball and volleyball."

Dawn is a Texas native like her husband. She majored in television and film at the University of Houston, and has worked on at least 25 films in the camera area. She enjoys the sport of polo because it challenges both her mind and her body. And it gives her the opportunity to spend more time with her husband.

She often plays on his high-goal team, allowing her to learn more about big-ticket polo as a participant. "I love playing polo, and I think about the sport all

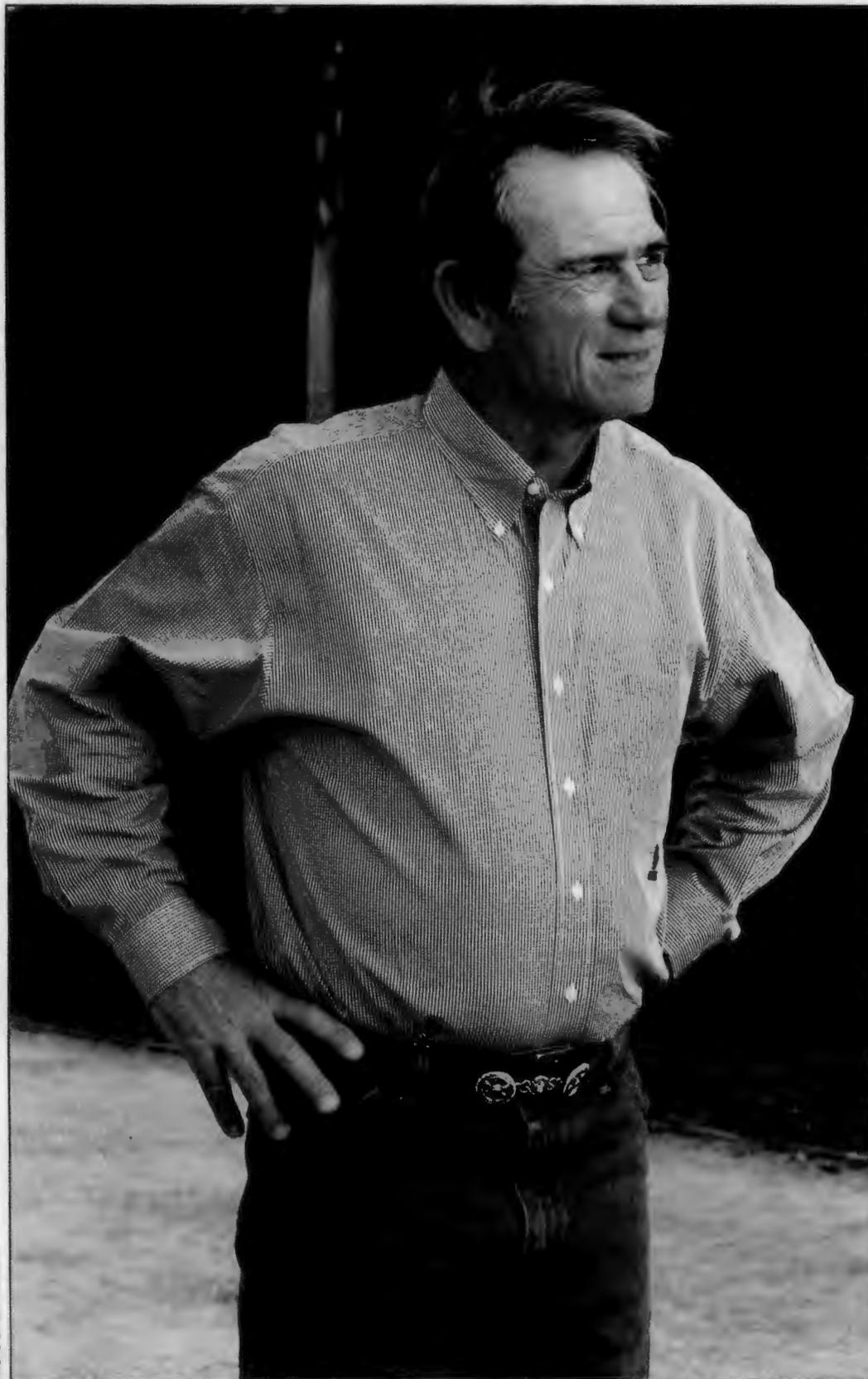
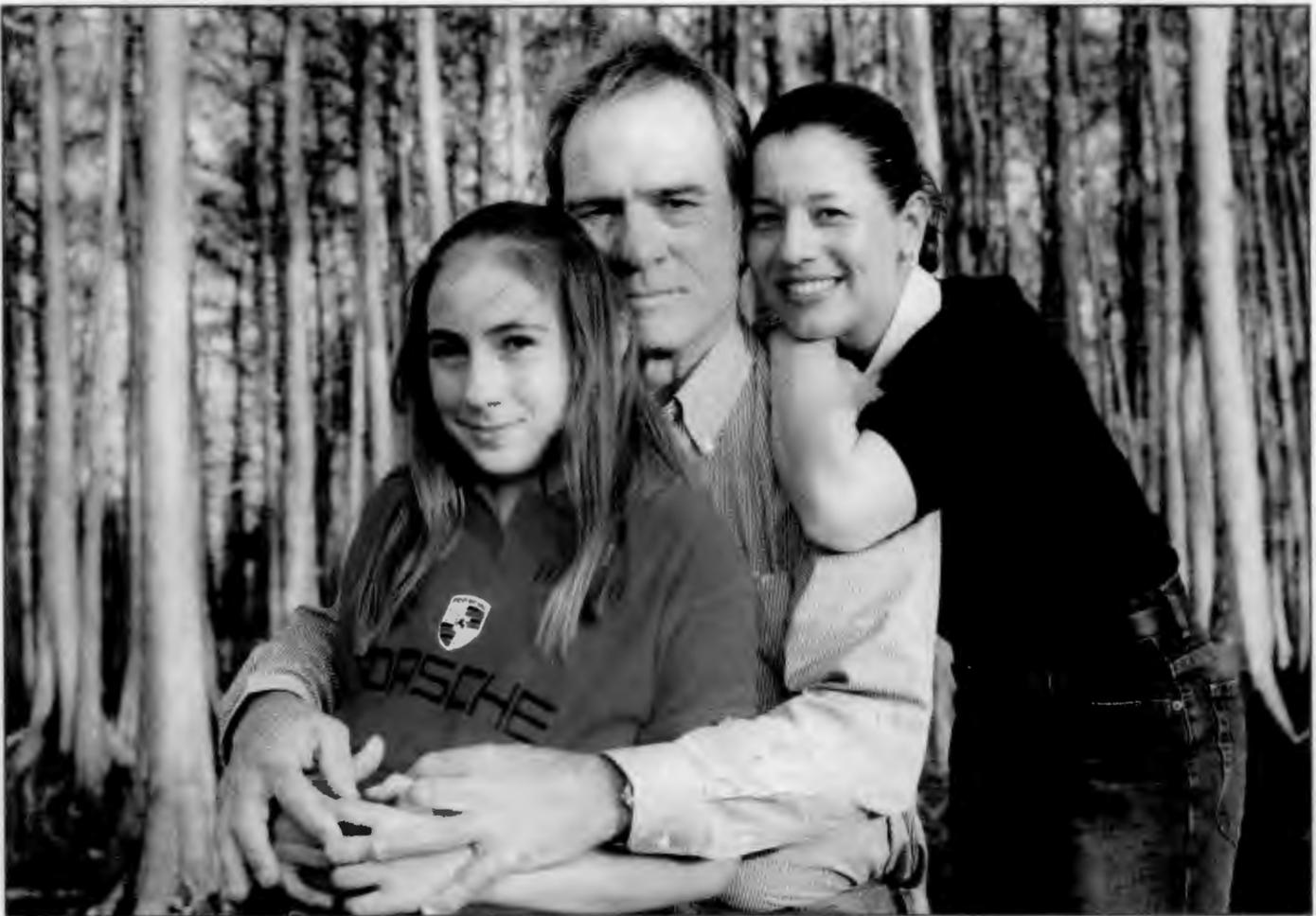


PHOTO BY JIM FAIRMAN

EXHIBIT 22D PG000040



the time," Dawn says. "I think about how I can improve, and about the polo lifestyle with Tommy and Victoria, who visits us in Wellington as often as possible. We get together and play whenever we can. It helps bolster our family time. We all love it."

The family plays in Wellington, in Santa Barbara where they have cattle interests and film obligations, and in other areas like New Mexico where Jones was filming recently. They also play in Texas, where Victoria is based, and where the Joneses have homes and their cattle business.

But all winter long, it is hard not to find the Jones trio ensconced in their Wellington home, playing at the new \$6 million, high-goal facility founded by their polo-playing pal John Goodman of Houston. And the Jones family has not gone unnoticed at the well-designed, palm-lined club which opened to much fanfare in January.

"Dawn Jones is one of the nicest and most elegant ladies I have ever met," observes Michael Brown, General Manager of Palm Beach International Polo, "until she plays polo with the intensity of a tigress!" (Tommy Lee says his wife of three years is one of the top three or four female polo players in the U.S.)

Brown believes Tommy Lee is also a great player. His San Saba team, named for his Texas birthplace, is made up of talented, international, high-goal players whom the fans adore. But what may be even more important to Brown and Goodman is the interest that the Jones family

has taken in the development of the Palm Beach International Polo Club from its inception several years ago.

Their involvement goes well beyond just playing the sport, into the overall creation of a lifestyle for other polo-oriented families from around the world who consider Wellington their winter home, and polo their life's focus.

Since the city of Wellington is home to the leading international polo museum, and so many top polo players live in Wellington part-time, Tommy Lee wanted the new home of the prestigious U.S. Open to offer intellectual pursuits as well as top horses, players and fields.

"It was actually Tommy Lee who suggested we create a polo library here at the club to enhance the entire polo experience," says Brown. "I never thought of that, but felt it was a brilliant idea. I am in the process of creating a library now and will constantly be adding to it."

Also important to the Jones family is the safety of the players in this often rough-and-tumble sport. Brown, a former general manager of the Brazilian Court and Colony hotels in Palm Beach, and PGA National Resort & Spa in Palm Beach Gardens, was impressed by their concern.

"We wanted the club to have a good medical assistance program because polo can be rough, and accidents, while rare, do happen." Dawn explains.

Seeing that both Dawn and Tommy Lee were so sensitive to this issue, Brown did some research. As General Manager of the club, he



amenities that go with it. So he thought about everything a family could want, taking into consideration, children, women, parents, grandparents, aunts, uncles, cousins and friends.

He is building a spa, a hotel, gourmet restaurants, a bar, swimming pool and other sports facilities on the grounds of Palm Beach International Polo. This way, families who play polo together can also participate in everything else as a team. Other amenities will encourage them to linger longer.

"We want people to consider this club an extension of their lives and spend time here even when the matches are completed," says Goodman.

He is adding music, fashion shows, arts and crafts fairs, pet parades with Miami's Donald Pliner (the shoe designer who recently created the Baby Doll Collection of doggiegear with artist Romero Britto), car shows and other related events. Special Sunday parties, catered by Miami Beach restaurateur-impresario Barton G, offer families a full lifestyle before and after the match.

Brown, with his impeccable Palm Beach connections, also began a Sunday ritual of offering a fancy brunch which kicks

was concerned. He remembered an accident Prince Charles had a decade ago while playing polo, and thought about top players who have been thrown from their horses during play.

Tommy Lee, who took a spill during a Texas polo match in 1998, but wasn't hurt badly, felt Goodman and Brown needed a medical professional around during the matches in case something should happen.

"So I found a neurosurgeon in the south Florida area who is always at the club when polo is being played," says Brown. "This was definitely Tommy Lee's idea. And a good one."

Dawn, Tommy Lee and Victoria are proud to be part of the creation of this new club. They have played polo with Goodman for years in Houston, and were very supportive when he began to create his Wellington facility several years ago on land that he owned.

"Tommy Lee is not only a great player, but a brilliant man who has added a great deal to the polo life out here," says Goodman. "His whole family adds a nice dimension. And they are good friends of mine."

To Goodman, who has a home minutes away, polo is more than a sport, it's a lifestyle. While people love the game, the horses and the excitement of the ride, they also want the social





off the day in style. Its international cachet attracts people who may not yet understand the lure of polo, but will soon be educated and feel comfortable around it.

"John has taken the best polo in the world and brought it here to the people," says Dawn. "Then he took the needs of his spectators and analyzed what he had to do to enhance the overall experience and include the whole family. He has done it spectacularly."



Tommy Lee eagerly encouraged Goodman to keep the club kid-friendly because he knew that would make the families and friends of his polo-playing pals happy. It also brings in other families looking for things to do with children who demand constant entertainment.

In short, Goodman and his team have taken what was once a sport of kings and broadened it to become a family sport for all kinds of people.

"I have belabored this point at many many developmental meetings before this club got off the ground," says Jones, who is not shy about voicing his opinion on issues of importance to him. "As this club evolved, it had to put children into the mix, it had to offer a complete lifestyle."

And so it does. Victoria loves it, and is always looking toward holiday weekends (and longer) to come down, stay with her family, play polo and other sports, eat well, sing, party with pals, and enjoy the weather and scenery.

"I also learn a lot when I am with my polo friends," Victoria explains. "They all have different customs and languages. One friend who speaks Spanish takes English classes here. Another friend speaks a different kind of Spanish being from Argentina, then there's another friend who is from Mexico. This is all very cosmopolitan. I love it!"

While Victoria's dad is a top jock, a sensitive man's man and a good father, he still has an astonishing career,



playing fascinating, award-winning roles that take him around the world.

Tommy Lee's career kicked into high gear with his role as Loretta Lynn's husband in *Coal Miner's Daughter* (1981), and he won an Emmy for his portrayal of Gary Gilmore in TV's *The Executioner's Song* (1982). The original *Lonesome Dove* television mini-series cemented his star status (1990), leading up to an Oscar for his role as a hard-driving U.S. Marshal in *The Fugitive* (1993). He wowed audiences as an alien buster in *Men In Black I and II* (I grossed \$580 million, according to *Variety*), and later chased Wesley Snipes in *U.S. Marshals*. Up next is *The Three Burials of Melquiades Estrada*, which he is also directing, and in which he plays a man looking to fulfill a promise to his recently deceased best friend by burying him in his hometown in Mexico. All told, he's worked on over 40 feature films to date.

"I worked with Tommy in the first *Men In Black*, but then he didn't want me to work when he wasn't working, so I left completely to become his assistant," says Dawn, who is her husband's personal assistant for work because it protects their

privacy. "It has been fine. I consider myself an independent woman, but I want to be with him, and now I get paid to do it!"

Last year, the family was together in New Mexico when Tommy Lee shot *The Missing*, a Western-cum-thriller with Cate Blanchett. Jones played a wanderer who comes back to his estranged daughter in search of spiritual healing. It was a physically demanding shoot in the wilderness complete with a log cabin. The movie started out in the mountains in a foot and a half of snow, then when the weather warmed, snow turned into a foot and a half of mud.

The Joneses brought some of their horses to Santa Fe so the family could ride during filming. "Victoria loves New Mexico," says Tommy Lee. "And she visited us as much as possible when we were there."

Tommy Lee's latest movie, *Man Of The House*, was filmed in Texas, so there was an opportunity to work close to home. The actor played a Texas Ranger guarding five cheerleaders who witness a gangland slaying.





With his busy film career, the family has lived in as many as five homes in one year throughout the U.S. and abroad. "When Tommy Lee has a movie to shoot, we all go," says Dawn. "We love to travel and Victoria has learned to adapt when she has vacations and can join us. The travel makes her smart, broadens her mind."

Victoria loves life in Wellington as much as her parents. She adores the climate, the trees, the sky, and Florida's proximity to the Caribbean, where the family likes to dive and explore coral reefs together as often as possible.

When they're in Wellington, they often drive 20 minutes East to admire the ocean, shop on Worth Avenue and dine at Palm Beach restaurants like Bice, where the style is casual and comfortable.

But what the Jones clan likes best is hanging out in Wellington with friends they have made over the years. "We are all over the world at any given time," says Jones. "When we get to Wellington, we are happy to be with our kind of friends who make polo their focus."

## FILMOGRAPHY ~ TOMMY LEE JONES

*Man of the House* (2005)  
*The Hunted* (2003)  
*The Missing* (2003)  
*Men in Black II* (2002)  
*Rules of Engagement* (2000)  
*Space Cowboys* (2000)  
*Double Jeopardy* (1999)  
*U.S. Marshals* (1998)  
*Small Soldiers* (voice) (1998)  
*Volcano* (1997)  
*Men in Black* (1997)  
*The Good Old Boys* (TV) (1995)  
*Batman Forever* (1995)  
*The Client* (1994)  
*Blown Away* (1994)  
*Broken Vows* (1994)  
*Natural Born Killers* (1994)  
*Blue Sky* (1994)  
*Cobb* (1994)  
*Heaven and Earth* (1993)  
*House of Cards* (1993)  
*The Fugitive* (1993)  
*Under Siege* (1992)  
*JFK* (1991)  
*Fire Birds* (1990)  
*Lonesome Dove* (TV) (1990)  
*The Package* (1989)  
*Gotham* (TV) (1988)  
*Stormy Monday* (1988)  
*Stranger on My Land* (TV) (1988)  
*April Morning* (TV) (1988)  
*The Dead Can't Lie* (1988)  
*The Big Town* (1987)  
*Broken Vows* (TV) (1987)  
*Black Moon Rising* (1986)  
*Yuri Nosenko, KGB* (TV) (1986)  
*The Park Is Mine* (TV) (1985)  
*Cat on a Hot Tin Roof* (TV) (1984)  
*The River Rat* (1984)  
*Nate and Hayes* (1983)  
*The Executioner's Song* (TV) (1982)  
*Back Roads* (1981)  
*Barn Burning* (TV) (1980)  
*Coal Miner's Daughter* (1980)  
*The Betsy* (1978)  
*Eyes of Laura Mars* (1978)  
*The Amazing Howard Hughes* (TV) (1977)  
*Rolling Thunder* (1977)  
*Smashup on Interstate 5* (TV) (1976)  
*Jackson County Jail* (1976)  
*Eliza's Horoscope* (1975)  
*Life Study* (1973)  
*One Life To Live* (TV) (1971-1975)  
*Love Story* (1970)

# Wellington

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May 2014

THE MAGAZINE

Nic Roldan

## POLO Ambassador

ORTH AMERICA  
POLO TEAM

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Wycliffe Club Puts Photography In Focus  
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# Nic Roldan

## A Driving Force On And Off The Field

### TOP POLO PLAYER HELPS SPEARHEAD POLOGEAR'S REBRANDING

Story by Kendall Bierer • Photos by Juan Lamarca

On the field, 8-goal polo player Nic Roldan is a powerhouse of innate ability. With natural talent racing through his veins, he has dedicated his life to the sport and its betterment for both horse and rider, as well as to helping people off the field.

After winning the U.S. Open Polo Championship in 1998 with team Escue, he continued on to compete worldwide, but he calls Wellington home. He currently plays for Grand Champions Polo Club on the Audi team.

The fame he has earned hasn't affected his charitable involvement. As Wellington-based JustWorld International's first polo ambassador, Roldan has been working with the organization to spread the word and make a difference for impoverished children across the globe.

It was through his role with PoloGear that Roldan was introduced to JustWorld's founder, Jessica Newman. The organization has been a catalyst, promoting philanthropy in the horse-show world. JustWorld finances life-changing nutrition, health and hygiene education, as well as leadership and cultural development programs, in Cambodia, Honduras, Guatemala and Colombia. When Roldan and Newman met, the organization did not have polo representatives, but its mission spoke to him, so he jumped on board.

"It's my second year as an ambassador, and it has been a great opportunity to be a part of such a committed and passionate organization," Roldan said. "It opens up your eyes to the things you usually don't see."

As part of the organization, he has helped in its annual gala, taking to the stage to auction off polo lessons and dinner with teammates Brandon Phillips and Kris Kampsen, raising more than \$25,000 to further JustWorld's mission.

As a JustWorld ambassador, Roldan has been able to use his talents and career to create a larger awareness about the organization.

He has been able to expand the nonprofit into the equine community and share its mission with more people. His work with PoloGear has also been beneficial, as the company works hand in hand with JustWorld.

In the 1990s, PoloGear was unrivaled as the face of equestrian apparel for polo. When founder Gary Fellers suffered from a life-threatening polo injury in 2003, he had to take nearly seven years to focus on his health and recovery, but the company has returned to the equestrian scene with a new vitality, finding its niche across all disciplines, with Roldan spearheading its rebranding.

"I work with PoloGear as much as possible, trying to rebrand the company, bringing in new clothing lines, integrating new technologies into equipment and developing a more modern feel," he explained.

The Verhan Nic Roldan Elite Free Shoulder Saddle became the start of an empire. Roldan fueled the desire for a saddle that would alleviate pressure from the horse's shoulders, working alongside Argentinian veterinarian and chiropractor Carlos Cortelezzi, as well as veterinarians, saddle makers and equestrians Joe and Kelly Fink, to design the Free Shoulder technology. "Coming up with this idea has helped a lot," Roldan said of the saddle. "It is a more expensive saddle, but it is going to last longer and the horses are going to be happier. It has taken time for people to understand its importance, but it has been doing well and its popularity is only growing."

The Free Shoulder Saddle technology has helped horses avoid the risk of bursitis, chiropractic misalignment, inversion and atrophy of the top line muscles, not to mention lower-





Nic Roldan changes horses during a match.

Roldan uses the Verhan Nic Roldan Elite Free Shoulder Saddle. Roldan was instrumental in coming up with the design for the revolutionary new saddle.



ing veterinary bills through healthier horses and fewer injuries. The technology does not only exist in the realm of polo but also for dressage and show jumping. It may very well represent the most important saddle innovation since the stirrup was invented 1,500 years ago.

“The Free Shoulder Saddle eliminates pressure off of the horse’s shoulders, increasing its mobility. It is a strong concept that allows the horses to avoid injury and recoup more easily,” Roldan explained. “This saddle is not only for polo it is also designed specifically for jumping and dressage. Saddles have been the same for the last 150 years, but technology is changing, and we have put the effort into bettering the saddle.”

Roldan noted that PoloGear’s focus on saddles is continuing to expand.

“We are licensing our brand globally,” he said. “We have purchased Verhan Saddlery and recently merged with the Trilogy saddle company. Debbie Witty, the founder of Trilogy and Performance Saddlery, is president of the Performance Saddlery division of PoloGear. She brings an incredible reputation and level of expertise and a national force of saddle fitters to support all the saddles. This adds a whole new dimension to polo saddle support.”

Roldan has worked diligently as PoloGear’s brand ambassador, working alongside his father Raul, Fellers and another polo team captain and patron Marc Ganzi to redesign an

*type A Unique - Your Eyes*

# 20TWENTY

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FACE TO FACE

Top polo player Nic Roldan relaxes on the sidelines.



modernize the company. He was a strong influence in the creation of the new logo, as well as in current design work for PoloGear's clothing and equipment. The logo they created was simple and clean, and now new, updated, more modern products, a new marketing and web campaign and a younger, hipper, more current luxury image are following those changes.

"Gary is a true innovator," Roldan said of Fellers. "He has been very excited and supportive about the whole change and revamping of the company. It has been a very positive change for PoloGear. Like any company, things begin to change, and rebranding must happen to stay current. PoloGear needed that change, and I am honored to have been such a large part of that."

In between donating his time to Just-World, working with PoloGear and playing polo, Roldan has been helping his mother launch an interior design com-

pany, Roldan Designs, which buys and resells houses. "It's a big passion I have," Roldan said. "I have always loved architecture and interior design. I am starting to get more into it working alongside my mom. What used to be a hobby is now growing into a business."

All these ventures are keeping the 31-year-old busy, but he never loses sight of setting an example for others.

"In polo, they don't do a lot in terms of charitable work, and I think it is a great opportunity to create a bit of awareness by giving back and doing charitable work with nonprofit organizations," Roldan said. "I've always been a fan of giving back, especially these days when so much is about taking. We should feel lucky to have what we have, and I feel like if we can share what we have with the less fortunate, then that is great. Bringing these three facets of my life together can only help the industry and those in need." □



# Wellington's Nic Roldan Known Around The World As An Ambassador Of Polo

By Lauren Miró

Known worldwide as a polo and style icon, Nic Roldan has made a name for himself on and off the field, captivating polo enthusiasts across the globe with his powerful presence on the field.

A Wellington hometown hero, Roldan got his start in the sport of kings in our own backyard, growing up with the support of the local polo community.

"The sport of polo is incomparable to any other sports," Roldan said. "For me, it's the best there is. I feel very blessed to be doing what I am doing."

Though born in Buenos Aires, Roldan was raised on the polo fields of Wellington. The Cardinal Newman High School graduate took an early interest in the sport. By age four, he could swing a polo mallet. His father, Raul Roldan, played for the Sultan of Brunei's polo team and served as inspiration for his son.

The younger Roldan got an early start, fueled not only by his father, but the polo-friendly atmosphere in Wellington. Now rated at 8 goals, Roldan is a familiar face at the International Polo Club Palm Beach. Currently, he plays for the Grand Champions Polo Club on team Audi.

"I think growing up here in Wellington helped a lot," Roldan said of his career. "Especially growing up in a big organization like Pony Express, where I had access to lots of horses, good practices and a lot of support. Thanks to my dad and Pony Express, I was able to play all the time in high-goal tournaments."

Spurred by his father, along with his natural talent, Roldan quickly became a polo prodigy. He reached professional status at age 14, making him one of the youngest players to do so. In 1998, at age 15, Roldan's team won the U.S. Open Polo Championship — the most prestigious polo award in the country, and one of the top polo honors in the world. Named Younger Player of the Year in 1999, Roldan's name quickly rose among the world's elite polo players.

His domination on the field didn't stop there. For

the past 15 years, Roldan has been a force on the polo field both nationally and internationally. He has captured some of the world's top titles, including the Cámara de Diputados Cup in Argentina, the Bronze and Gold Cup of Spain and the Melbourne Cup in Australia.

Nationally, he has captured nearly every major tournament win, including the C.V. Whitney Cup, the Pacific Coast Open, the Texas Open, the Mercedes-Benz Polo Challenge, the Monty Waterbury and the Gold Cup of the Americas, winning each twice.

He has grown from polo prodigy to polo ambassador, spreading the love of the sport across the world. In 2012, he was honored with the Harriman Cup, given to him for his huge contributions to the sport.

"I'd say my biggest accomplishments are definitely winning the U.S. Open at age 15, winning many titles around the world and, most of all, being a true ambassador to the sport of polo," Roldan said.

Known for his charitable giving, Roldan is an ambassador for JustWorld International and has been at the forefront of many charity tournaments.

With his eyes on capturing a second U.S. Open Polo Championship, an Argentine Open and attaining a 10-goal rating, Roldan works tirelessly under the watchful eye of polo veterans both in Argentina and the U.S. He said his love for the sport keeps him driven.

"I have been around horses since I was a baby, and it's what I love. The speed and intensity are important, as well," he said. "Being able to travel around the world to gorgeous places doing what I love is amazing."

In addition to his polo fame, Roldan has rocketed

Polo superstar Nic Roldan in action.  
PHOTO BY DAVID LOMINSKA



Roldan currently plays for the Grand Champions Polo Club on team Audi.



PHOTO BY JUAN LAMARCA/WWW.STUDIOIC

onto the fashion world, named one of *Vanity Fair's* 10 Hottest Horsemen, featured in *GQ Taiwan*, and in *Hamptons* magazine and *Palm Beach Illustrated*. He was a model for Wilhemis Models and now serves as the ambassador for PoloGear.

PoloGear offers unique, top-of-the-line gear and clothing for polo players and enthusiasts. Roldan has worked with the brand, designing a saddle to meet the needs of him and his polo ponies, as well as updating and redesigning the company's brand as a whole.

"Working with PoloGear has been great," Roldan said. "It's fun to be able to be a part of changing technology ideas and transforming the company to a broader spectrum."

With his rising popularity outside the polo world, Roldan hopes to be able to introduce the sport to a new, broader audience. "I just hope to see polo expand around the world to be a household sport," he said. "I hope to see it televised on channels internationally. It has all the potential and is truly heading in that direction."

He and other prominent players have championed the cause, hoping to boost polo's popularity by making it accessible.

"With the help of many people, such as Nacho Figueras, Marc and Melissa Ganzi, who are bringing in new technology to film the games and make it easier for the public to watch and understand, the sport will grow immensely," Roldan said.

Learn more about Roldan at [www.nicroldan.com](http://www.nicroldan.com). □

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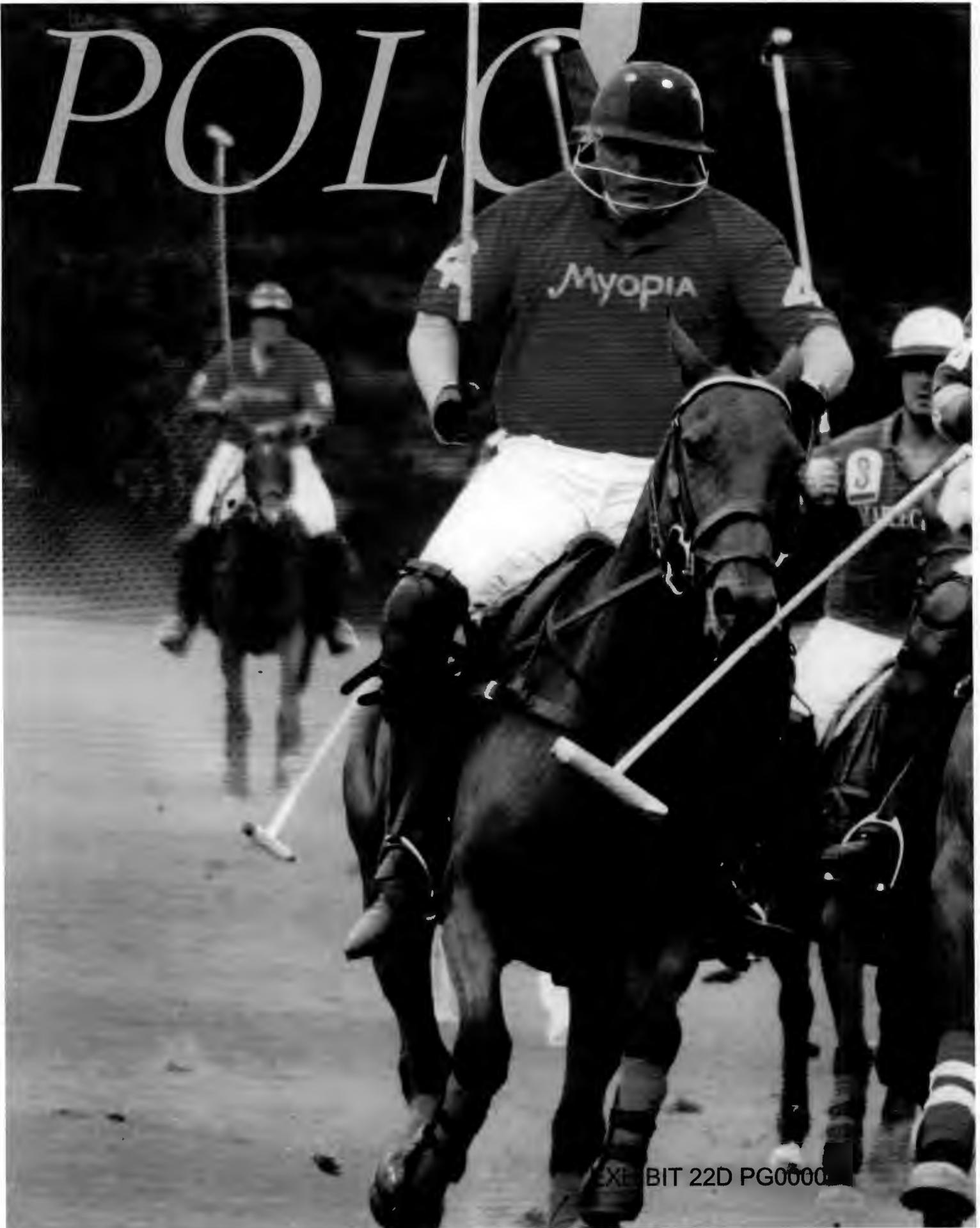


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EXHIBIT 15  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 16, 2016

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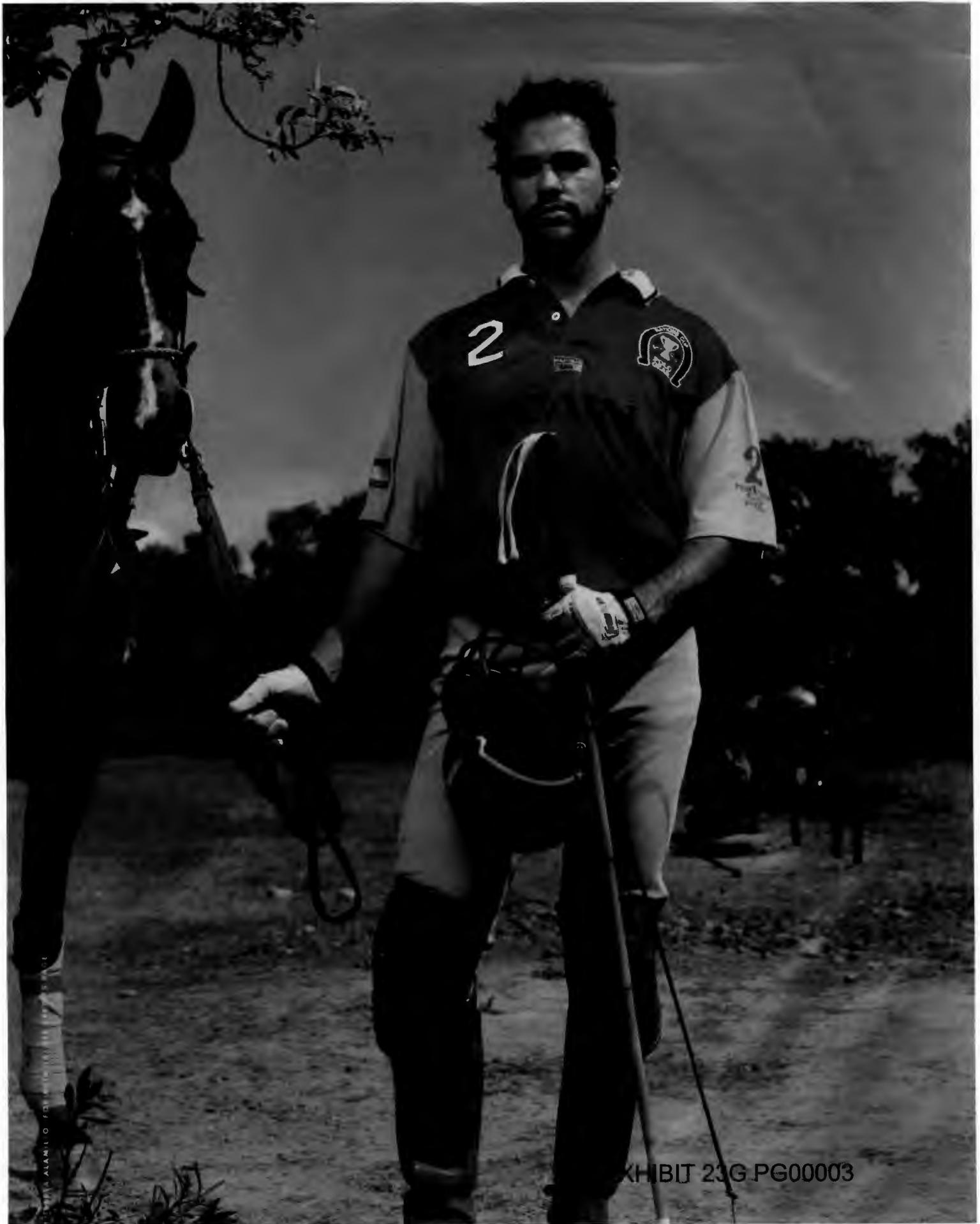


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PHOTOGRAPH BY ALAN L. O. FOR THE FBI LABORATORY

which cost nothing, since they are in permanent storage—while they make do with a relatively modest salary, which keeps them in the public's favor.

The idea that monarchies cost more than republics stems from a profound misunderstanding. First, you can no longer think of a king as someone who sits idly in his palace and goes from parties to vacations. Most of today's kings richly earn their salaries by working nonstop, even overtime. They have no unions to protect their rights. Their schedule would give pause to anyone less well trained. Besides, in the widely criticized civil lists, palace upkeep, the cost of receptions, and personnel's salaries are all counted, whereas republics, much more hypocritical, spread the sums out among different ministries and departments to make them less visible.

**S**ome voices whisper that, sooner or later, European monarchies are doomed by their very dustiness. I do not agree. At a time when many values are collapsing, when everything is up for debate, when people have reason to doubt everything, when politicians are losing all credibility and respect, a system that embodies continuity and stability, a person and a family that show heart and symbolize generosity and altruism, have a future, and can surely play an important role.

The example of the Eastern-bloc nations is striking. No sooner had the Iron Curtain been lifted than the repentant Communists recalled their former royal families. The Russians showered honors on whoever was left of the Romanovs they had massacred 70 years earlier. Romania and Yugoslavia returned King Michael and Crown Prince Alexander to their palaces, asked them to stay in their countries as much as they could, and have given them more and more responsibilities. Though Bulgaria did not go so far as to restore the monarchy, either, it did bring back its former king, Simeon II, and put him in charge of the country. When his adversaries found a technical pretext to prevent him from becoming president of the republic, he was democratically elected to head the government and has since devoted himself tirelessly to his country. What better proof that the kings of yesterday still have their usefulness today and per-

## Louis-Alphonse of Bourbon

**Royal House:** Bourbon, founded 987 by Hugh Capet, ruled France until 1792 and from 1814

until 1830, ruled Spain from 1701 until 1941 and since 1975.

**Full titles:** His Majesty Don Luis Alfonso Gonzalo Víctor Emmanuel Marco de Borbón y Martínez-Bordiu. Known to French Legitimists as His Majesty Highness Louis-Alphonse, Duke of Anjou.

**Birth:** April 25, 1974, in Madrid.

**Parents:** The late Alfonso, Duke of Cadix, and Maria del Carmen Martínez y Bordeu, a granddaughter of Francisco Franco (annulled).

**Education:** Baccalaureate from the Lycée Français of Madrid, M.B.A., international finance, University of Cádiz, 2003.

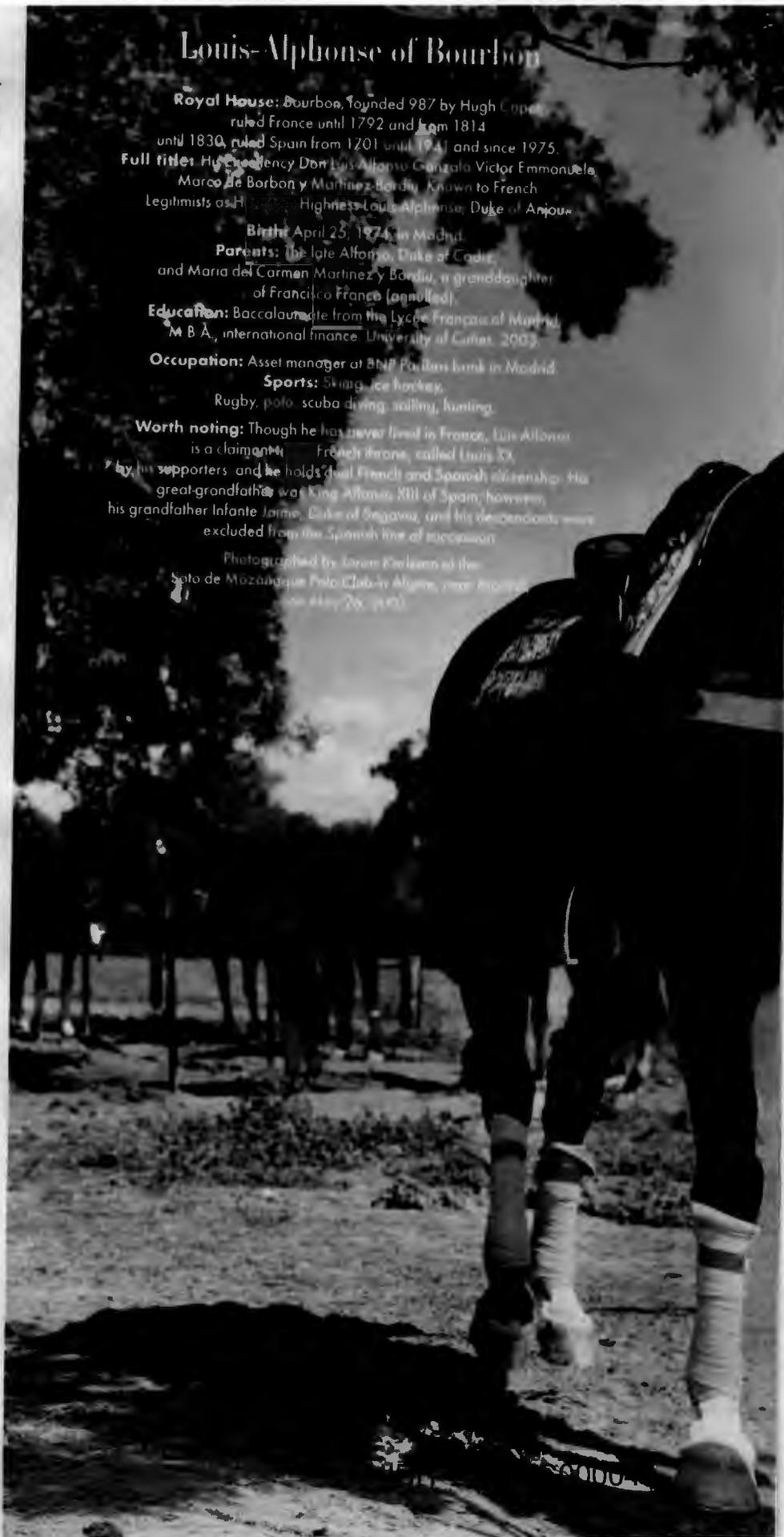
**Occupation:** Asset manager at BNP Paribas bank in Madrid.

**Sports:** Skiing, ice hockey,

Rugby, polo, scuba diving, sailing, hunting.

**Worth noting:** Though he has never lived in France, Luis Alfonso is a claimant to the French throne, called Louis XX, by his supporters, and he holds dual French and Spanish citizenship. His great-grandfather was King Alfonso XIII of Spain; however, his grandfather Infante Jaime, Duke of Segovia, and his descendants were excluded from the Spanish line of succession.

Photographed by Loren Kraker at the Soto de Mozambique Polo Club in Aljaraque, near Madrid, Spain, May 26, 2003.





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EXHIBIT 66 PG00008



EXHIBIT 28 PG00009



EXHIBIT 23G PG000010



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EXHIBIT 23G PG00007



EXHIBIT 23G PG000029





EXHIBIT 23G PG000031









EXHIBIT 23G PG000035



EXHIBIT 23G PG000036



EXHIBIT 23G PG000037

EXHIBIT 16  
TO  
DECLARATION OF GARY FELLERS  
OF FEBRUARY 16, 2016

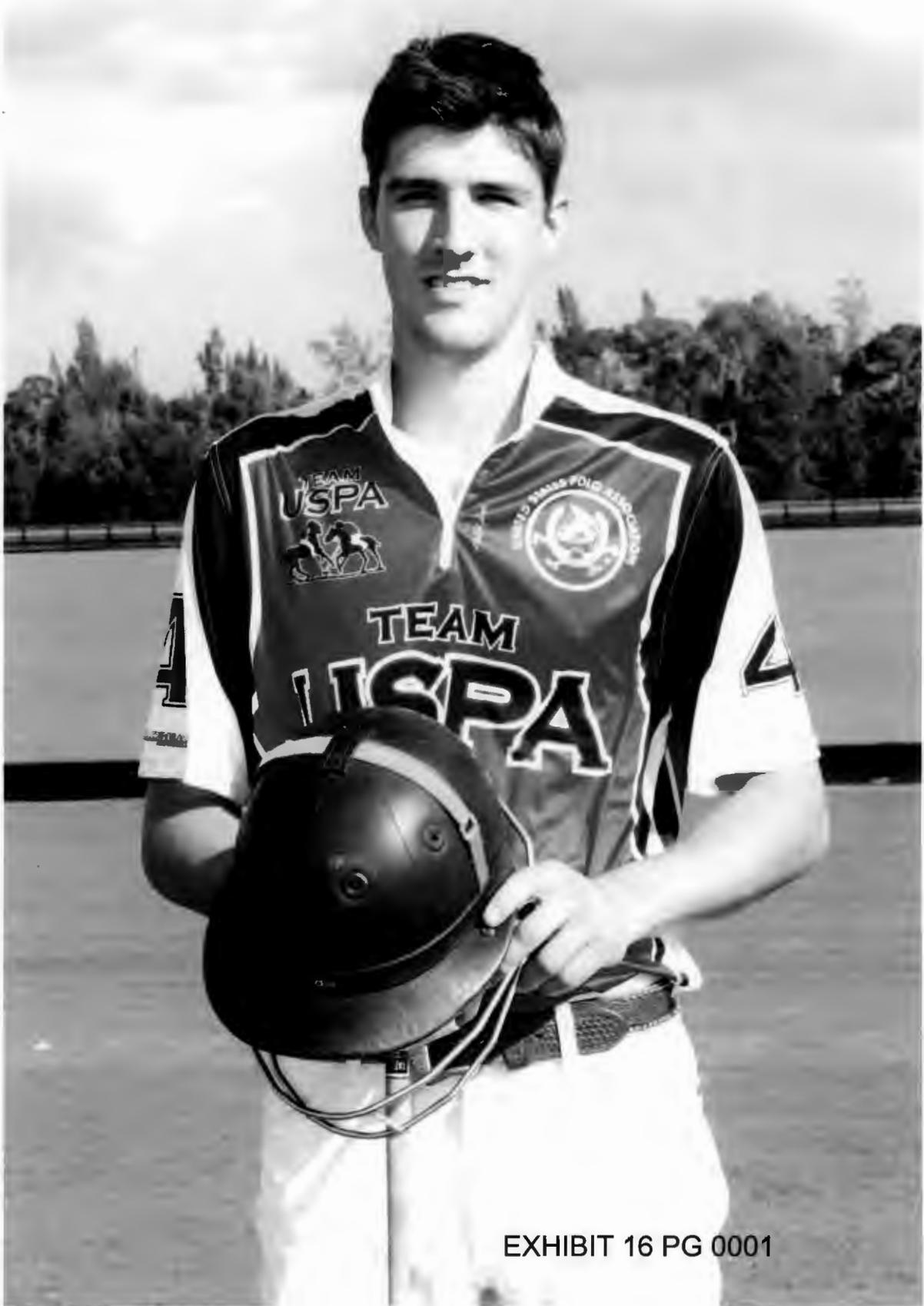
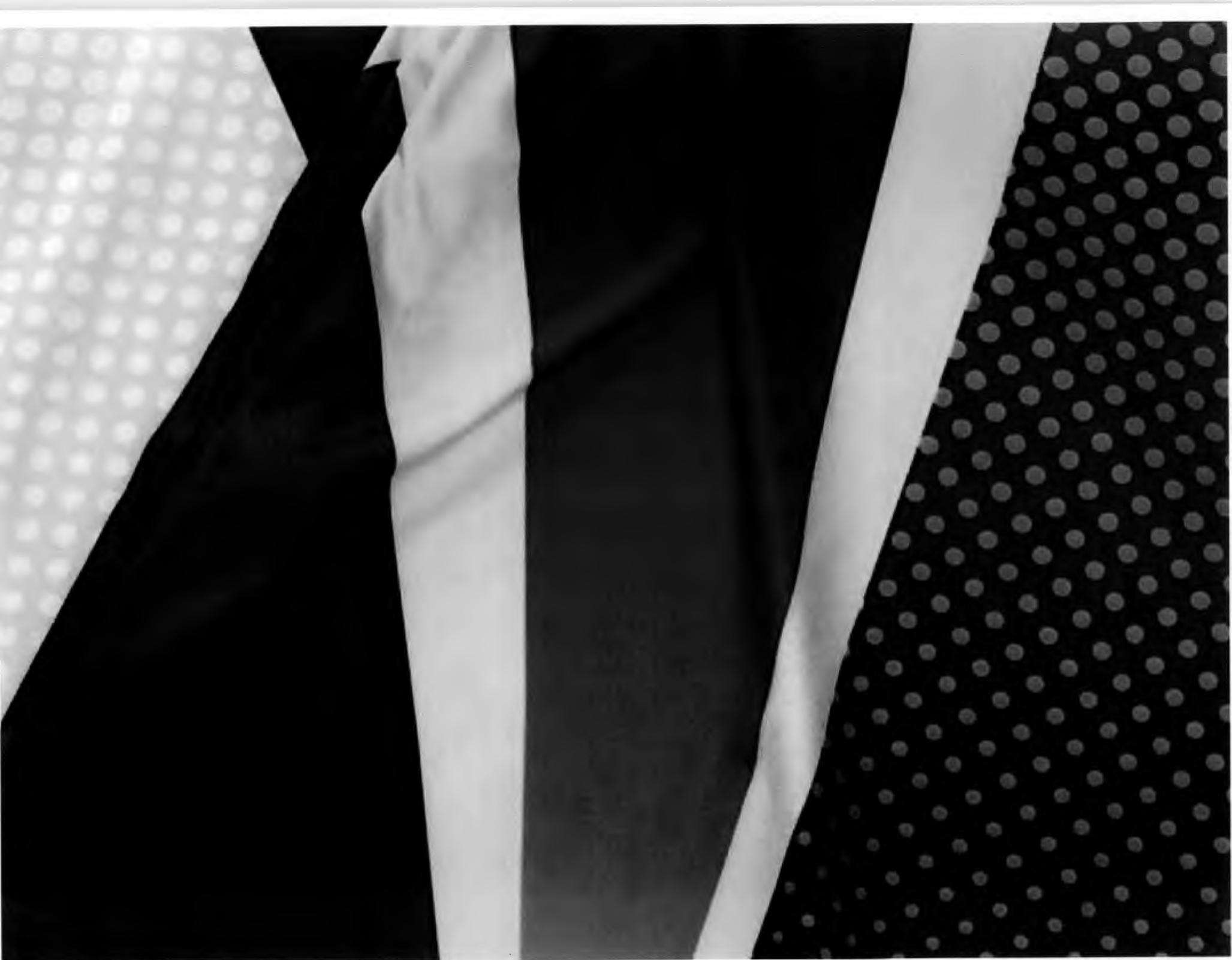
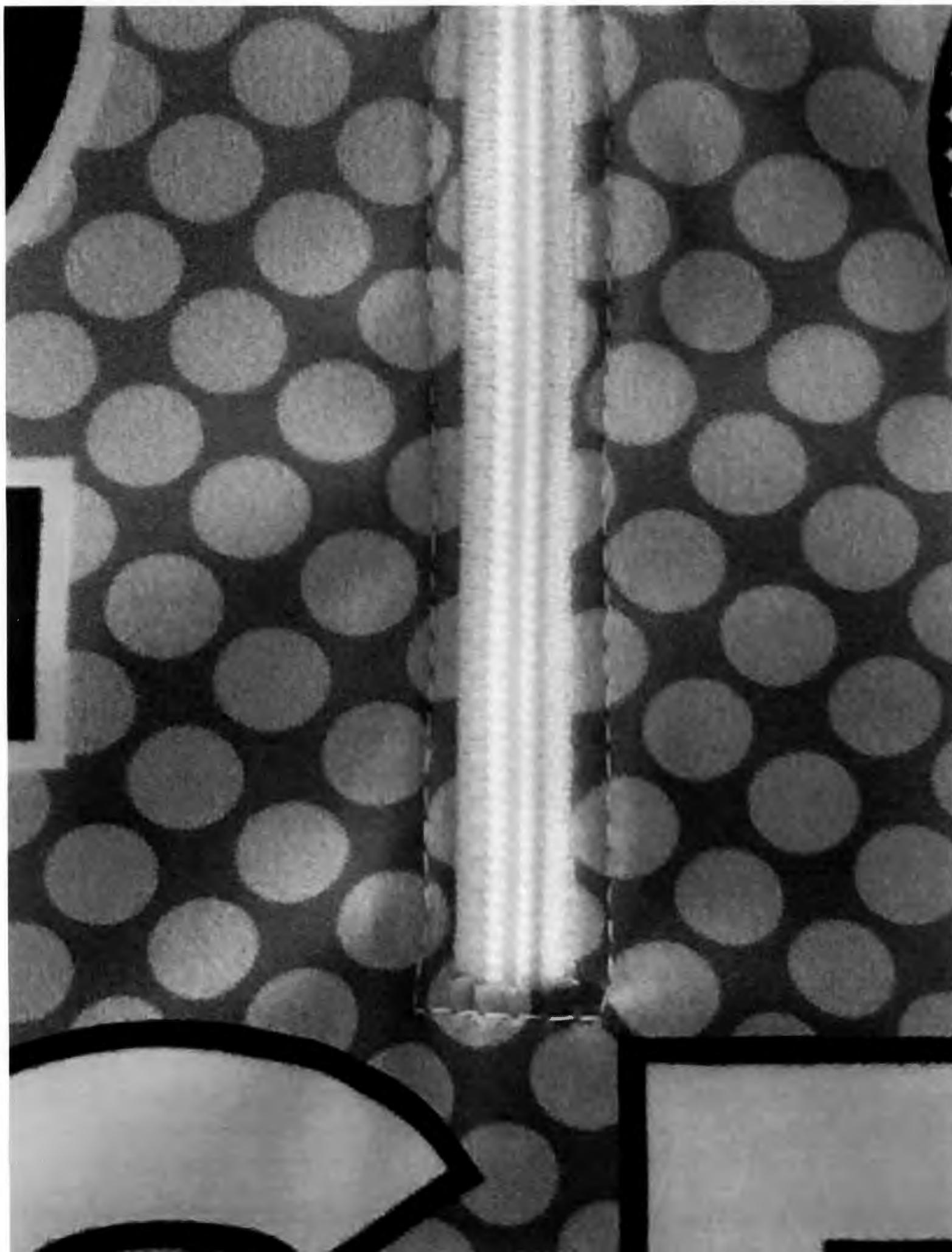


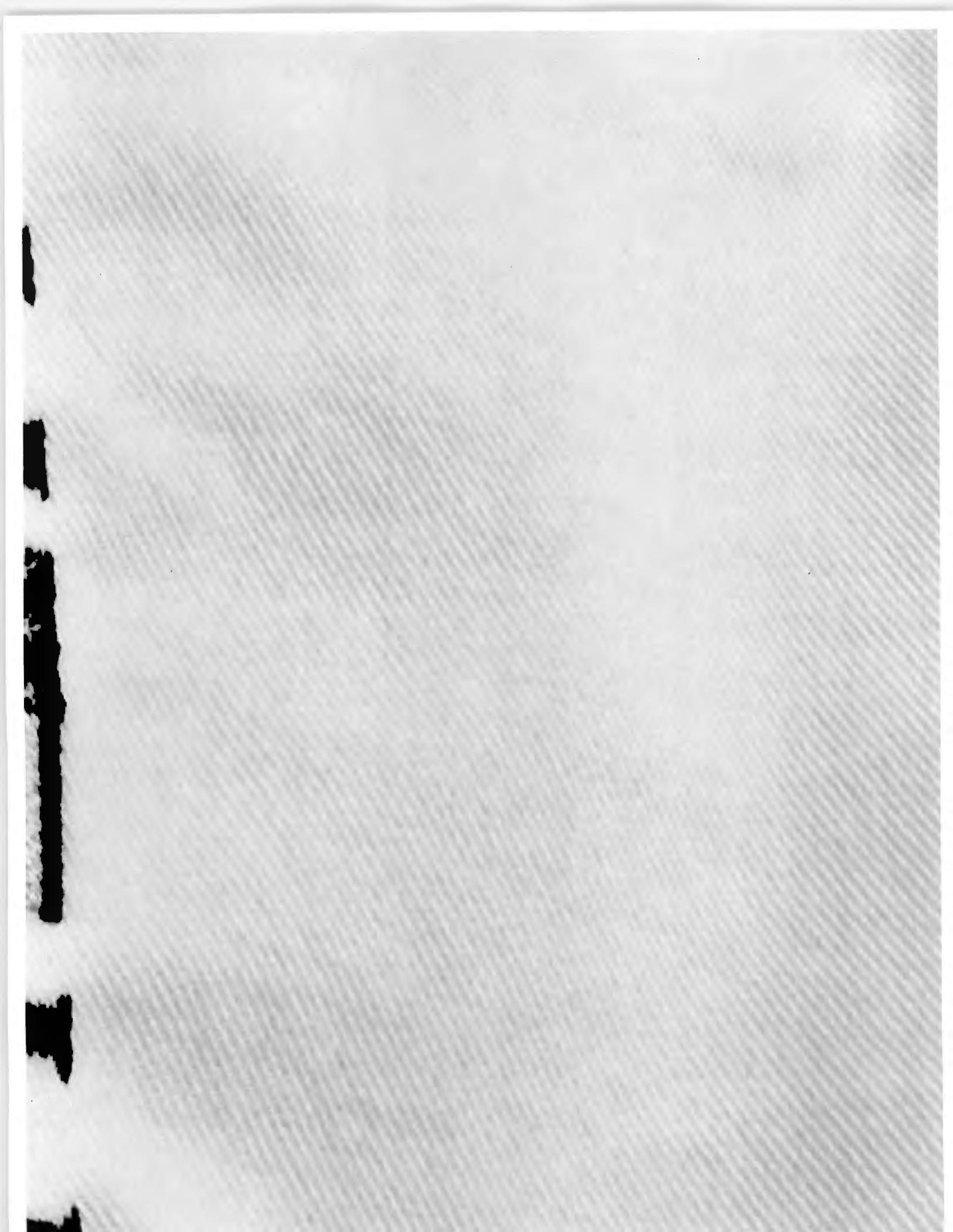
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