

ESTTA Tracking number: **ESTTA669692**

Filing date: **04/30/2015**

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

Proceeding	92058690
Party	Plaintiff Barlow Designs, Inc.
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Date	04/30/2015
Attachments	92058690 Exhibits 20 and 23-30.pdf(3903102 bytes )

Cancellation No. 9205890

Trial Testimony of  
Steven B. Barlow  
April 10, 2015

**Exhibit 20**

CELEBRATING OUR  
**10<sup>th</sup>**  
ANNIVERSARY

FALL  
HOLIDAY  
2013

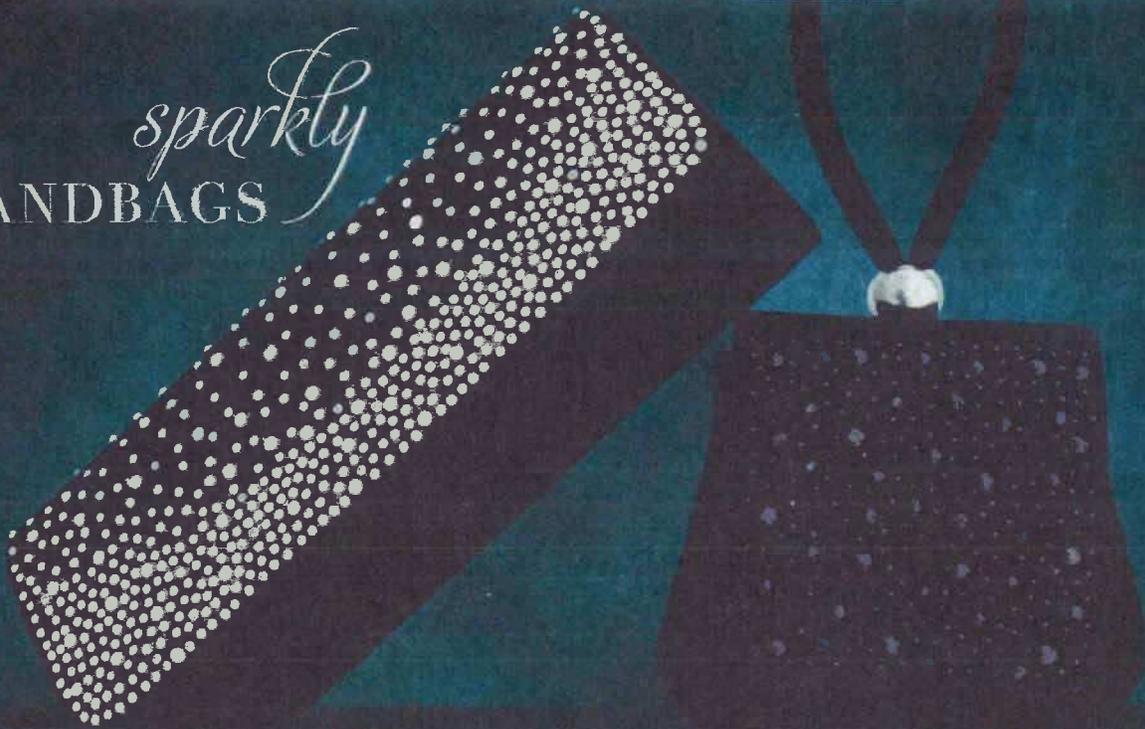
Barlow Designs, Inc. v. Allan T. Hao Chin  
Cancellation No. 92058690  
Petitioner's Exhibit No. 20

*Periwinkle*<sup>®</sup>  
BY BARLOW

Barlow 0095

share the celebration

sparkly  
HANDBAGS



see page 104

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### TERMS:

- VISA, Mastercard; Net 30 on credit approval.
- To establish credit, please submit three recent trade references and phone numbers.
- Allow 1 business day to establish credit
- International orders must be prepaid.
- No returns after 30 days.

### Product and ordering information:

- Orders placed by noon (EST) are shipped next business day.
- Items are pre-ticketed with UPC and retail price.
- Minimum order is \$150.00; \$100.00 reorder minimum.
- When out of stock on an item, we will substitute with a similar style item. If substitutions are not acceptable, please note at the time orders are placed.

*All Periwinkle Jewelry is LEAD compliant.*

Periwinkle<sup>®</sup>  
BY BARLOW

[www.PeriwinklebyBarlow.com](http://www.PeriwinklebyBarlow.com)

20 COMMERCIAL WAY • EAST PROVIDENCE, RI 02914

CUSTOMER SERVICE: 1.800.654.6074

OFFICE: 401.438.2800 • FAX: 800.470.3560

CUSTOMERSERVICE@BARLOWDESIGNS.COM

Barlow 0096

# WITH US!



see page 78

*our anniversary necklace set*



Wholesale \$5.00/Retail \$18.95  
(List Wholesale \$12.00)

## thank you!

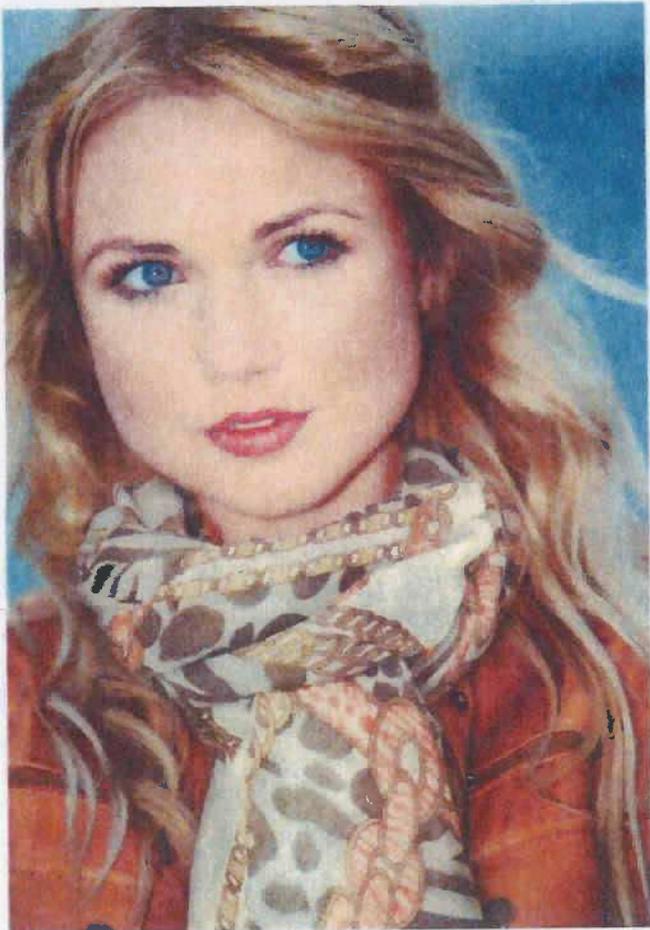
Celebrate Periwinkle's 10th Anniversary with us! As our special thank you for your loyalty as a Periwinkle customer, we are pleased to offer our 10th Anniversary Necklace Set for only \$5.00! A great margin for you...an incredible value for your customers!

see page 8



*must-have*  
**ENAMEL BRACELETS**  
Barlow 0097

scarf collection



*designer animal links*  
Complete the look with our exotic animal print scarf with buckle detail.  
100% Polyester • Dimensions. 20" x 72"



Brown/Orange  
871-8215 • \$7.50



*sensational* SCARVES...



Eggplant/Lemon  
871-8216 • \$7.50



Gray/Gold  
871-8217 • \$7.50



Royal Blue/Pale Green  
871-8218 • \$7.50



MINIMUM 2

# scarf collection

## lightweight fringe

A MUST HAVE colorful lightweight scarf for everyday!

100% Viscose • Dimensions: 25" x 72"



Emerald

871-8219 • \$6.50



Fuchsia

871-8220 • \$6.50



Paprika

871-8221 • \$6.50



Navy

871-8222 • \$6.50



Saffron

871-8223 • \$6.50



## abstract pashmina

Stunning graphic print scarves with braided fringe. Can also be worn as a wrap!

100% Viscose • Dimensions: 27" x 76"



Fuchsia/Orange

871-8224 • \$11.50



Turquoise/Mint

871-8225 • \$11.50



Black/Gray

871-8226 • \$11.50



Barlow Designs, Inc. v. Allan T. Hao Chin  
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Petitioner's Exhibit No. \_\_\_\_\_

# scarf collection

## two-tone infinity scarf

Add a pop of color with our two-tone open weave infinity scarf.  
100% Acrylic • Dimensions: 18" x 31"



Gray  
871-8231 • \$8.25



Turquoise  
871-8227 • \$8.25



White/Gray  
871-8228 • \$8.25



Moss Green  
871-8229 • \$8.25



Pink  
871-8230 • \$8.25

## diagonal two-tone

Bold two-tone ribbed scarf adds sophistication to any outfit.  
100% Viscose • Dimensions: 23" x 60"



Poppy/Gray  
871-8232 • \$7.50



Turquoise/Purple  
871-8233 • \$7.50



Black/Gray  
871-8234 • \$7.50



Fuchsia/Turquoise  
871-8235 • \$7.50

MINIMUM 2

# scarf collection

## deco tassels

Add a stylish boost with this beautiful deco-print scarf.  
100% Polyester • Dimensions: 42" x 68"



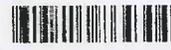
Beige  
871-8236 • \$8.25



Royal  
871-8237 • \$8.25



Black  
871-8238 • \$8.25



## faux fur

Add a touch of style with this elegant faux fur pull-thru.  
100% Polyester • Dimensions: 5" x 36"



Black  
871-8239 • \$8.25



Brown  
871-8240 • \$8.25



*infinity chevron*

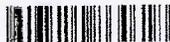
Add a bit of flair with this color-rich chevron patterned infinity scarf.  
100% Polyester • Dimensions: 28" x 70"



Plum/Charcoal  
871-8210 • \$8.75




Black/White  
871-8211 • \$8.75




Mint/Brown  
871-8212 • \$8.75




Coral/Camel  
871-8213 • \$8.75

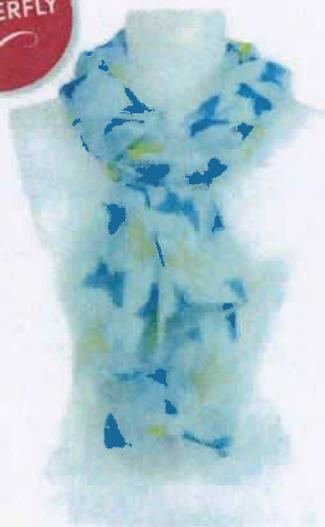


*everyday scarves*

Popular nature motifs decorate these scarves, making them a great source for year-round sales!  
100% Polyester • Dimensions: 22" x 76"



Pale Yellow  
871-8247 • \$5.75

Mint  
871-8248 • \$5.75




Pink/Lime Green  
871-8245 • \$5.75




Purple/Blue  
871-8246 • \$5.75



MINIMUM 2

# coastal scarf collection

## *nautical rope*

Nautical rope and starfish make this coastal scarf a must-have!  
100% Polyester • Dimensions: 22" x 76"



Turquoise/Purple  
871-8244 • \$5.75



*sea-inspired* SCARVES...



*starfish detail!*

## *bold starfish*

Inspired by the sun and sea, this lightweight starfish scarf is perfect for year-round!  
100% Polyester • Dimensions: 40" x 70"



Seafoam  
871-8270 • \$9.00



Coral  
871-8271 • \$9.00



Sand  
871-8272 • \$9.00



Black & White  
871-8273 • \$9.00



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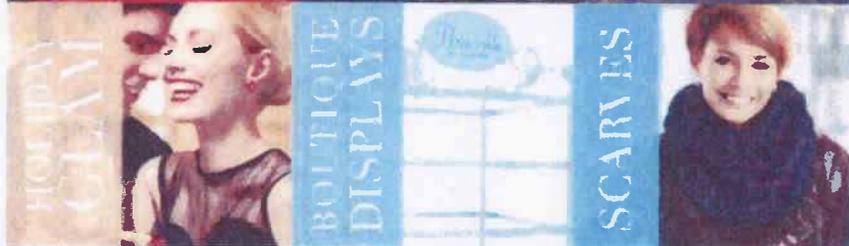
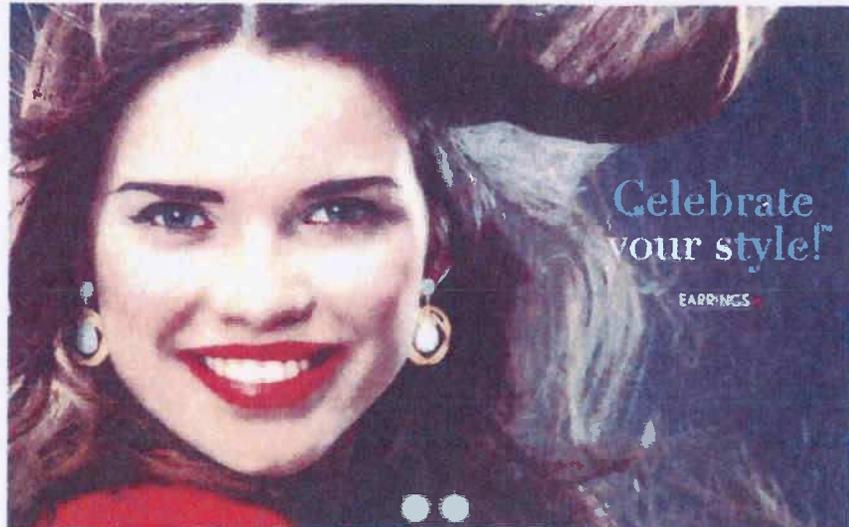
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**Exhibit 23**

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- Coastal Earrings
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- Necklaces
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- Holiday
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- Totes
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- Suncaichers
- TENT SALE



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Results 1 - 7 of 7  
10

- Scarves
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- Coastal Necklaces
- Scarves
- Keychains
- Little Love
- Holiday
- Handbags
- Totes
- Ponchos
- Suncatchers
- TENT SALE

Hi! My name is Sally, and I am the owner of Periwinkle by Barlow. I cannot believe that Periwinkle is nearly 10 years old! It all started with my love of jewelry, and my three daughters' love of fashion. With their good eye and my sense of what the everyday woman wants, we started the line with just a few key pieces. Today, we have over 900 items from which to choose. My excitement for Periwinkle never fades—every six months we choose a collection of new products for you to share with your customers. That's what makes Periwinkle so much fun! I hope Periwinkle brings a smile to your face as it does to mine.

Sincerely,  
Sally Barlow

Here I am with my daughters—accessorized in Periwinkle, of course!



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- Ponchos
- Suncatchers
- TENT SALE



CREATE YOUR  
**Periwinkle**  
 BY BARLOW  
 ONLINE ACCOUNT  
 for Periwinkle Customers

Now you can place your orders online! All you need is your email and password. Fill out the form below and continue down to the section that matches your preference. If you have a Sales Representative and order online, your Sales Representative will be credited for your order.

- Select Type:**
- Existing Periwinkle Accounts
  - Just Pay by Credit Card
  - Establish Credit Terms
  - Sales Representative

Company Name:

Name:

Street Address:

City:

State:

Zipcode:

Phone Number:

Email:

Website:

Username

Explanation:

Please enter a valid username. No spaces, at least 2 characters and must not contain the following characters < > ! % ; ( ) &

Username:

If you are currently a Periwinkle by Barlow Retailer, please fill in your account number. This can be found on an existing invoice.

Account Number:

OR

If you would like to pay by credit card, all you have to do is fill in your tax id number. You will receive your approval via email within 1 business day. You can order the same day you receive approval, as long as you pay with your credit card at checkout!

Tax ID#:

OR

If you qualify to establish credit terms, you can order first and pay later! Simply fill out the following form and submit a credit application. The

application includes three trade references, as well as bank, credit card and Tax ID information. See Terms below. If you have your own credit reference sheet please email to [customerservice@barlowdesign.com](mailto:customerservice@barlowdesign.com) or fax to 1.800.470.3560. If you do not have your own, you can download our credit application and email or fax it to us.

A Customer Service Representative will qualify you via email.

[CLICK HERE TO DOWNLOAD OUR CREDIT APPLICATION](#)

**Terms**

- VISA, Mastercard, American Express; Net 30 on credit approval.
- To establish credit, please submit three trade references and telephone numbers.
- Allow 1 business day to establish credit.
- International orders must be prepaid.
- No returns after 30 days.

**Products and ordering information**

- Orders are shipped within 24 hours.
- Items are pre-ticketed with UPC and retail price.
- Minimum order is \$150.00.
- All Periwinkle Jewelry is LEAD compliant.

Confirm Email:

Security Code:



Enter Security Code:

Register

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Please enter the address or zip code to find the 10 stores closest to you:  
Enter your Address or City and State, or Just a Postal Code to Locate places near you.

Address: Name: Locate

I.  
295 HOPE STREET BRISTOL  
RI 02809  
401/254-7463  
Category: Stores

\*\*\* MOLE HOLE OF FORT  
MYERS  
BELL TOWER SHOPS, #245  
13499 SO CLEVELAND AVE  
FT MYERS FL  
239/433-4700  
Category: Stores

\*\*\*\* DOWN ON MAIN  
STREET  
\*\*6/12 COLLECTIONS 14  
CHURCH HILL ROAD  
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Cancellation No. 9205890

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Steven B. Barlow  
April 10, 2015

**Exhibit 24**

photo.jpg (2448x3264x16M jpeg)



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Cancellation No. 92058690  
Petitioner's Exhibit No. 24

Barlow 0347

photo 2.JPG (2448x3264x16M jpeg)



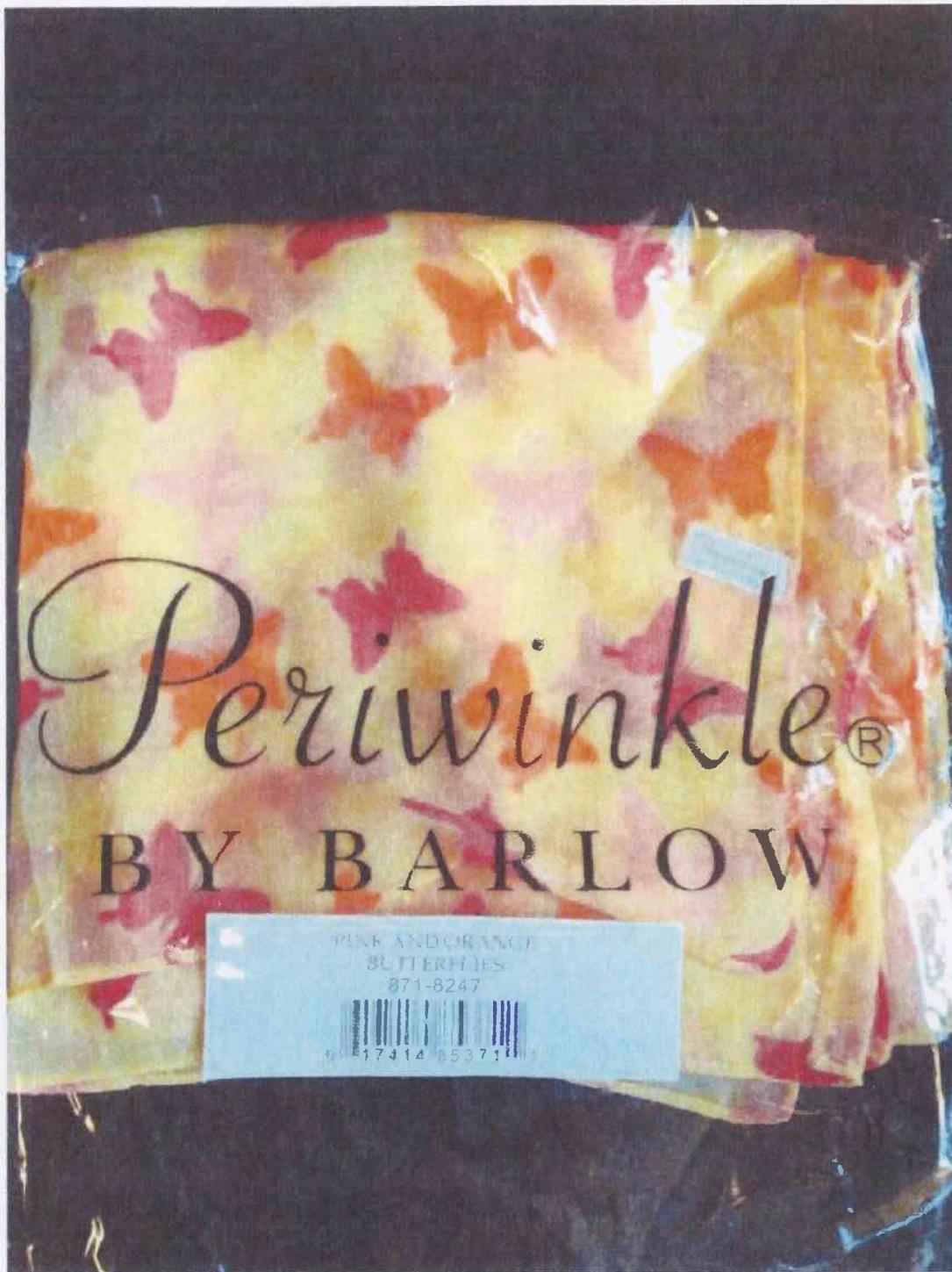
Barlow 0348

Cancellation No. 9205890

Trial Testimony of  
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April 10, 2015

**Exhibit 25**

photo (6).JPG (2448x3264x16M jpeg)



Barlow Designs, Inc. v. Allan T. Hao Chin  
Cancellation No. 92058690  
Petitioner's Exhibit No. 25

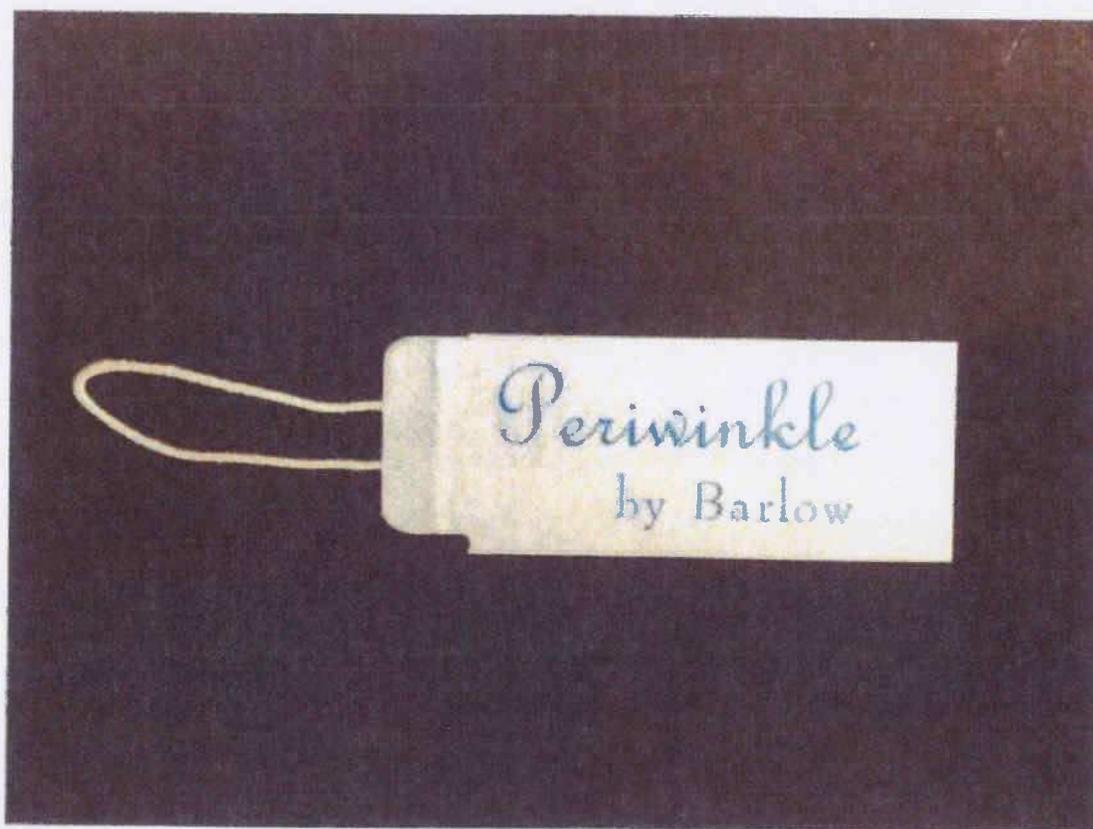
BARLOW 0349

Cancellation No. 9205890

Trial Testimony of  
Steven B. Barlow  
April 10, 2015

**Exhibit 26**

photo (2).JPG (3264x2448x16M jpeg)



Barlow Designs, Inc. v. Allan T. Hao Chin  
Cancellation No. 92058690  
Petitioner's Exhibit No. 26

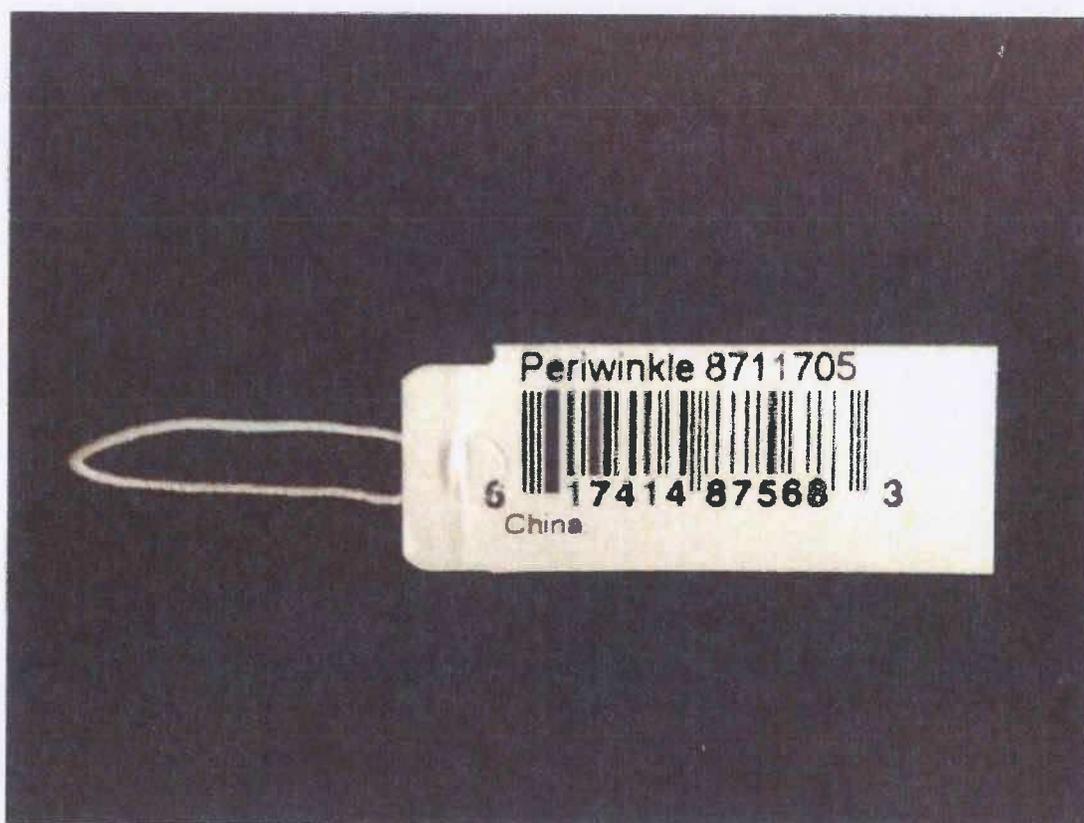
BARLOW 0350

Cancellation No. 9205890

Trial Testimony of  
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**Exhibit 27**

photo.JPG (3264x2448x16M jpeg)



Barlow Designs, Inc. v. Allan T. Hao Chin  
Cancellation No. 92058690  
Petitioner's Exhibit No. 27

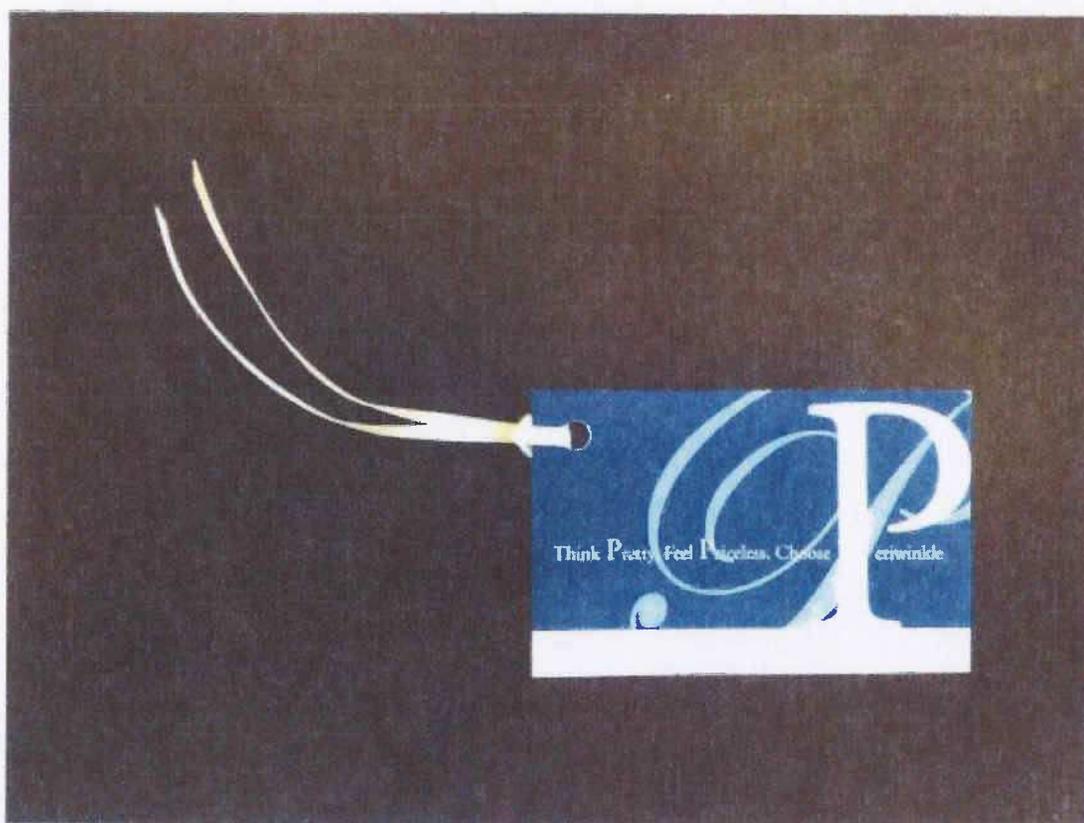
BARLOW 0352

Cancellation No. 9205890

Trial Testimony of  
Steven B. Barlow  
April 10, 2015

**Exhibit 28**

photo (3).JPG (3264x2448x16M jpeg)



Barlow Designs, Inc. v. Allan T. Hao Chin  
Cancellation No. 92058690  
Petitioner's Exhibit No. 28

BARLOW 0351

Cancellation No. 9205890

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Steven B. Barlow  
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**Exhibit 29**

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- Holiday
- Handbags
- Totes
- Ponchos
- Suncatchers
- TENT SALE

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Enter your Address or City and State, or just a Postal Code to Locate places near you.

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**Exhibit 30**

## HOME & GARDEN GIFTS



### Pandora

PANDORA's mission is to offer women across the world high-quality, hand-finished, modern and unique jewelry products at affordable prices, inspiring women to express their individuality.

### Periwinkle by Barlow



Periwinkle is a stunning accessory line featuring a variety of classic and contemporary styles for women. Longfellow's carries an assortment of bracelets, earrings, necklaces and scarves all at value prices.

### Vera Bradley



Vera Bradley has earned a reputation as a leader in the gift industry. Creating stylish quilted cotton luggage, handbags and accessories, the company com-

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bines smart product designs with distinctive and colorful fabrics and trims.



### LUG™

"With a focus on functionality, and a good dose of fun, the LUG™ team takes pride in making smart and stylish bags and accessories fit for all of life's adventures."

### Clay in Motion™

An American based company, Clay in Motion™ takes pride in their handmade stoneware. Their work is microwave and dishwasher safe, ovenproof and lead-free. Each beautiful piece is durable and easy to care for. The hand-warmer mugs are a customer favorite!

