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### Typed Drawing

Word Mark E-CRYPTO. COM

Goods and Services (ABANDONED) IC 038. US 100 101 104. G & S: Telecommunications security services, namely electronic security for voice, data and information conveyed by electronic media

Mark Drawing Code (1) TYPED DRAWING

Serial Number 76210445

Filing Date February 15, 2001

Current Basis 1B

Original Filing Basis 1B

Owner (APPLICANT) CRYPTO.COM, Incorporated, CORPORATION DELAWARE 10306 Eaton Place Suite 220 Fairfax VIRGINIA 22030

Attorney of Record James Phillip Chandler

Type of Mark SERVICE MARK

Register PRINCIPAL

Live/Dead Indicator DEAD

Abandonment Date September 28, 2003

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Generated on: This page was generated by TSDR on 2014-05-13 17:27:14 EDT

Mark: E-CRYPTO.COM

E-CRYPTO.COM

US Serial Number: 76210445

Application Filing Date: Feb. 15, 2001

Register: Principal

Mark Type: Service Mark

Status: Abandoned after an appeal of the examining attorney's final refusal. For further information, see TTABVue on the Trademark Trial and Appeal Board web page.

Status Date: Sep. 28, 2003

Date Abandoned: Sep. 28, 2003

## Mark Information

Mark Literal Elements: E-CRYPTO.COM

Standard Character Claim: No

Mark Drawing Type: 1 - TYPESET WORD(S) /LETTER(S) /NUMBER(S)

## Goods and Services

Note: The following symbols indicate that the registrant/owner has amended the goods/services:

- Brackets [...] indicate deleted goods/services;
- Double parenthesis ((...)) identify any goods/services not claimed in a Section 15 affidavit of
- Asterisks \*..\* identify additional (new) wording in the goods/services.

For: Telecommunications security services, namely electronic security for voice, data and information conveyed by electronic media

International Class(es): 038 - Primary Class

U.S Class(es): 100, 101, 104

Class Status: ACTIVE

Basis: 1(b)

## Basis Information (Case Level)

Filed Use: No	Currently Use: No	Amended Use: No
Filed ITU: Yes	Currently ITU: Yes	Amended ITU: No
Filed 44D: No	Currently 44D: No	Amended 44D: No
Filed 44E: No	Currently 44E: No	Amended 44E: No
Filed 66A: No	Currently 66A: No	
Filed No Basis: No	Currently No Basis: No	

## Current Owner(s) Information

Owner Name: CRYPTO.COM, Incorporated,

Owner Address: 10306 Eaton Place  
Suite 220  
Fairfax, VIRGINIA 22030  
UNITED STATES

Legal Entity Type: CORPORATION

State or Country Where  
Organized: DELAWARE

## Attorney/Correspondence Information

### Attorney of Record

Attorney Name: James Phillip Chandler

Docket Number: 0311-3004 US

### Correspondent

Correspondent Name/Address: JAMES PHILLIP CHANDLER  
THE CHANDLER LAW FIRM  
10621 RIV RD  
POTOMAC, MARYLAND 20854  
UNITED STATES

Phone: 202.296.8484

Fax: 202.296.4098

Correspondent e-mail: [professorchandler@chandlerlawfirm.com](mailto:professorchandler@chandlerlawfirm.com)

Correspondent e-mail No

Authorized:

Domestic Representative - Not Found

## Prosecution History

Date	Description	Proceeding Number
Sep. 28, 2003	ABANDONMENT - AFTER EX PARTE APPEAL	70138
Mar. 23, 2004	CASE FILE IN TICRS	
Mar. 16, 2004	EXPARTE APPEAL TERMINATED	210445
Mar. 16, 2004	EXPARTE APPEAL TERMINATED	210445
Nov. 06, 2003	EXPARTE APPEAL DSMSED - FAILURE TO FILE BRIEF	210445
Sep. 11, 2003	TEAS CHANGE OF CORRESPONDENCE RECEIVED	
Nov. 21, 2002	EX PARTE APPEAL-INSTITUTED	210445
Oct. 17, 2002	EXPARTE APPEAL RECEIVED AT TTAB	
Mar. 29, 2002	FINAL REFUSAL MAILED	
Feb. 26, 2002	ASSIGNED TO EXAMINER	76419
Dec. 21, 2001	CORRESPONDENCE RECEIVED IN LAW OFFICE	
Jun. 21, 2001	NON-FINAL ACTION MAILED	
Jun. 12, 2001	ASSIGNED TO EXAMINER	78329

## TM Staff and Location Information

TM Staff Information	
TM Attorney: FRENCH, CURTIS W	Law Office Assigned: LAW OFFICE 115
File Location	
Current Location: FILE REPOSITORY (FRANCONIA)	Date in Location: May 05, 2004

## Proceedings

Summary	
Number of Proceedings: 1	
Type of Proceeding: Exparte Appeal	
Proceeding Number: <a href="#">76210445</a>	Filing Date:
Status: Terminated	Status Date: Mar 16, 2004
Interlocutory Attorney:	
Plaintiff(s)	
Name: CRYPTO.COM, Incorporated,	
Correspondent Address: JAMES PHILLIP CHANDLER THE CHANDLER LAW FIRM CHARTERED P.O. BOX 27457 WASHINGTON DC , 20038-7457 UNITED STATES	

Associated marks			
Mark	Application Status	Serial Number	Registration Number
E-CRYPTO.COM	Abandoned - After Ex Parte Appeal	<a href="#">76210445</a>	

Prosecution History			
Entry Number	History Text	Date	Due Date
1	APPEAL TO BOARD	Sep 30, 2002	
2	APPEAL ACKNOWLEDGED; BRIEF DUE	Nov 21, 2002	Nov 29, 2002
3	PENDING, INSTITUTED	Nov 21, 2002	
4	REQUEST TO EXTEND TIME	Nov 29, 2002	
5	REQUEST TO EXTEND TIME	Jan 30, 2003	
6	REQUESTS GRANTED; BRIEF DUE 3/31/2003	Feb 13, 2003	
7	REQUEST TO EXTEND TIME	Mar 31, 2003	
8	REQUEST GRANTED; BRIEF DUE 5/30/03	Apr 18, 2003	

9	REQUEST TO EXTEND TIME	May 30, 2003
10	REQUEST GRANTED; BRIEF DUE 7/29/03	Jun 26, 2003
11	REQUEST TO EXTEND TIME	Jul 31, 2003
12	REQUEST GRANTED; BRIEF DUE 9/27/03	Sep 06, 2003
13	BD'S DECISION: DISMISSED FOR FAILURE TO FILE BRIEF	Nov 06, 2003
14	TERMINATED	Mar 16, 2004

Side - 1

	<b>NOTICE OF ABANDONMENT</b> <b>ISSUE DATE: 04-30-2004</b>
<p>The trademark application identified below was abandoned on 09-28-2003 after consideration of applicant's appeal to the Trademark Trial and Appeal Board.</p> <p><b>SERIAL NUMBER:</b> 76210445 <b>MARK:</b> E-CRYPTO.COM</p>	

Side - 2

<b>UNITED STATES PATENT AND TRADEMARK OFFICE</b> <b>COMMISSIONER FOR TRADEMARKS</b> 2900 CRYSTAL DRIVE ARLINGTON, VA 22202-3514	<b>FIRST-CLASS MAIL U.S POSTAGE PAID</b>
<p><b>JAMES PHILLIP CHANDLER</b> <b>THE CHANDLER LAW FIRM</b> 10621 RIV RD POTOMAC , MD 20854</p>	



07-31-2003

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

BOX TTAB  
NO FEE

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

EX PARTE APPEALS

Applicant: CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )

03 AUG 14 AM 9:32

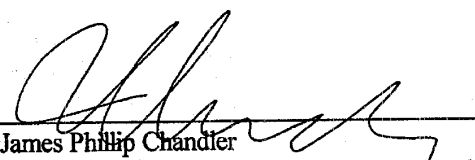
FIFTH REQUEST FOR AN EXTENSION OF TIME

Applicant herein respectfully requests for an extension of time of 60 days in which to file the appeal brief due in connection with the above captioned matter. Applicant was notified on June 26, 2003 (by U.S. mail) by the Trademark Trial and Appeal Board that an appeal brief is due by July 29, 2003. Since that time, the undersigned attorneys have made diligent attempts to contact applicant without success and respectfully requests an additional sixty (60) days on time in order to allow applicant an opportunity to fully respond.

#13

Respectfully submitted,

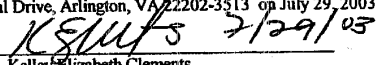
By:

  
James Phillip Chandler  
THE CHANDLER LAW FIRM CHARTERED  
P.O. Box 27457  
Washington, D.C. 20038-7457

Attorney of Record for Applicant

July 29, 2003  
0311-3004US

I hereby certify that this correspondence is being deposited with the United States Postal Service with sufficient postage as first class mail in an envelope addressed to: BOX TTAB /NO FEE, Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513 on July 29, 2003.

  
Kelley Elizabeth Clements

08/31/2003TTAB



BOX TTAB  
NO FEE

07-31-2003

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

Attorney Docket No.: 0311-3004 US

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

**Applicant:** CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )

**TRANSMITTAL LETTER**

BOX TTAB / NO FEE  
Assistant Commissioner for Trademarks  
USPTO  
2900 Crystal Drive  
Arlington, VA 22202-3513

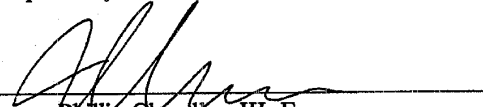
Madame:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Fifth Request for an Extension of Time in Which to File an Appellate Brief in the above referenced mark.

Please direct any questions or comments concerning this matter to the undersigned attorney.

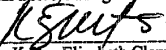
Respectfully submitted,

  
James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457  
Tel (202) 296-8484 Fax (202) 296-4098

July 29, 2003  
0311-3004US

I hereby certify that this correspondence is being deposited with the United States Postal Service with sufficient postage as first class mail in an envelope addressed to: BOX TTAB /NO FEE, Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513 on July 29, 2003.

 7/29/03  
Kelley Elizabeth Clements

Trademark

76210445

TRADEMARK



76210445

NEW CASE DELIVERED

JUN 13 2001

1. LAW OFFICE 115

# PROSECUTION HISTORY

Entry	Date	Initials
1. JUN 21 2001		YH
2. 1/21/01		
3. MAR 29 2002		
4. Appeal to Board 9/30/02		TD
5. Appeal Ack, Brief due 11/29/02 11/21/02		
6. Reg to extend time 11/29/02		
7. Reg to extend time 11/30/03		
8. Reg to extend granted, Brief due 2/13/03		
9. Reg to extend time 3/31/03 3/31/03		
10. Reg granted, Brief due 5/30/03 4/18/03		
11. Reg to ext time 5/30/03		
12. Reg granted, Brief due 7/29/03 6/26/03		
13. Reg to ext time (Cym 7/29/03) 7/31/03		
14. Reg Apprised, Brief due 9/27/03 9/6/03		
15. Appeal DSMD NBF 11/6/03		
16. ABANDONED 9/28/03		
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UNITED STATES DEPARTMENT OF COMMERCE  
Patent and Trademark Office  
Trademark Trial and Appeal Board  
2900 Crystal Drive  
Arlington, Virginia 22202-3513

Mailed: November 6, 2003

In re CRYPTO.COM,  
Incorporated,

Serial No. 76210445

Filed: 02/15/2001

JAMES PHILLIP CHANDLER  
THE CHANDLER LAW FIRM CHARTERED  
P.O. BOX 27457  
WASHINGTON, DC 20038-7457

#15

Applicant appealed from the decision of the Trademark Examining Attorney refusing registration, but did not file a brief within the time set therefor in the Office action of September 6, 2003. The appeal in the above-entitled application is therefore dismissed. See: Trademark Rule 2.142(b).

*By the Trademark Trial  
and Appeal Board*

<SERIAL NUMBER>	76210445
<MARK>	E-CRYPTO. COM
<LAW OFFICE ASSIGNED>	LAW OFFICE 115
<CONTACT TYPE>	Correspondent
<ORIGINAL ADDRESS>	JAMES PHILLIP CHANDLER THE CHANDLER LAW FIRM CHARTERED P.O. BOX 27457 WASHINGTON, D.C. 20038-7457
<NEW ADDRESS>	
<CORRESPONDENT>	James Phillip Chandler
<ORGANIZATION>	The Chandler Law Firm
<STREET ADDRESS>	10621 River Road
<CTIY>	Potomac
<STATE>	MD
<POSTAL CODE>	20854
<PHONE>	202.296.8484
<FAX>	202.296.4098
<EMAIL>	professorchandler@chandlerlawfirm.com
<EMAIL AUTHORIZED>	N
<SUBMIT DATE>	Sep 11, 2003
<SIGNATURE>	
<SIGNATURE-NAME>	/jpc/
<SIGNATORY-DATE>	20030911
<SIGNATORY-NAME>	James Phillip Chandler
<SIGNATORY-POSITION>	Attorney In Fact

UNITED STATES DEPARTMENT OF COMMERCE  
Patent and Trademark Office  
Trademark Trial and Appeal Board  
2900 Crystal Drive  
Arlington, Virginia 22202-3513

Mailed: September 6, 2003

In re CRYPTO.COM,  
Incorporated,

Serial No. 76210445

Filed: 02/15/2001

JAMES PHILLIP CHANDLER  
THE CHANDLER LAW FIRM CHARTERED  
P.O. BOX 27457  
WASHINGTON, DC 20038-7457

Janice D. Hyman, Paralegal:

The request for an extension of time filed July 31,  
2003<sup>1</sup> is approved and applicant is allowed until September  
27, 2003 in which to file its brief herein.

#14

<sup>1</sup> Certificate of mailing dated July 29, 2003.

UNITED STATES DEPARTMENT OF COMMERCE  
Patent and Trademark Office  
Trademark Trial and Appeal Board  
2900 Crystal Drive  
Arlington, Virginia 22202-3513

Mailed: June 26, 2003

In re CRYPTO.COM,  
Incorporated,

Serial No. 76210445

Filed: 02/15/2001

JAMES PHILLIP CHANDLER  
THE CHANDLER LAW FIRM CHARTERED  
P.O. BOX 27457  
WASHINGTON, DC 20038-7457

**Janice D. Hyman, Paralegal:**

#12

The request for an extension of time filed May 30,  
2003 is approved and applicant is allowed until July 29,  
2003 in which to file its brief herein.

*Misc ex parte*

BOX TTAB  
NO FEE

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

EX PARTE APPEALS

Applicant: CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )



05-30-2003  
U.S. Patent & TMO/TM Mail Rpt Dt #22

FOURTH REQUEST FOR AN EXTENSION OF TIME

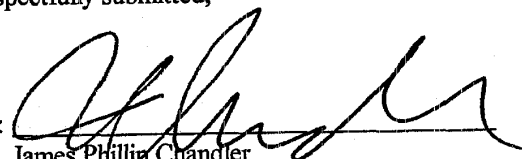
Applicant herein respectfully requests for an extension of time of 60 days in which to file the appeal brief due in connection with the above captioned matter. Applicant was notified on April 18, 2003 (by U.S. mail) by the Trademark Trial and Appeal Board that an appeal brief is due on May 30, 2003. Since that time, the undersigned attorneys have made diligent attempts to contact applicant without success and respectfully requests an additional sixty (60) days on time in order to allow applicant an opportunity to fully respond.

05 JUN 03  
1:31 PM  
MAIL ROOM

#11

Respectfully submitted,

By:

  
James Phillip Chandler  
THE CHANDLER LAW FIRM CHARTERED  
P.O. Box 27457  
Washington, D.C. 20038-7457

Attorney of Record for Applicant

May 28, 2003  
0311-3004US

I hereby certify that this correspondence is being deposited with the United States Postal Service with sufficient postage as first class mail in an envelope addressed to: BOX TTAB/NO FEE, Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513 on May 28, 2003.

  
Shweta Sharma

TTAB

BOX TTAB  
NO FEE

Attorney Docket No.: 0311-3004 US

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

**Applicant:** CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )



05-30-2003

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

**TRANSMITTAL LETTER**

BOX TTAB / NO FEE  
Assistant Commissioner for Trademarks  
USPTO  
2900 Crystal Drive  
Arlington, VA 22202-3513

Madame:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Fourth Request for an Extension of Time in Which to File an Appellate Brief in the above referenced mark.

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,

James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457  
Tel (202) 296-8484 Fax (202) 296-4098

May 28, 2003  
0311-3004US

I hereby certify that this correspondence is being deposited with the United States Postal Service with sufficient postage as first class mail in an envelope addressed to: BOX TTAB / NO FEE, Assistant Commissioner for Trademarks, 2900 Crystal Drive, Arlington, VA 22202-3513 on May 28, 2003.

Shweta Sharma 5/28/03

UNITED STATES DEPARTMENT OF COMMERCE  
Patent and Trademark Office  
Trademark Trial and Appeal Board  
2900 Crystal Drive  
Arlington, Virginia 22202-3513

Mailed: April 18, 2003

In re CRYPTO.COM,  
Incorporated,

Serial No. 76210445

Filed: 02/15/2001

JAMES PHILLIP CHANDLER  
THE CHANDLER LAW FIRM CHARTERED  
P.O. BOX 27457  
WASHINGTON, DC 20038-7457

Janice D. Hyman, Paralegal:


#10

The request for an extension of time filed March 31,  
2003 is approved and applicant is allowed until May 30, 2003  
in which to file its brief herein.

**BOX TTAB  
NO FEE****IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD****EX PARTE APPEALS****Applicant: CRYPTO.COM, INCORPORATED** )**Serial No.: 76/210,445** )**Filing Date: February 15, 2001** )**Mark: E-CRYPTO.COM** )**THIRD REQUEST FOR AN EXTENSION OF TIME**

Applicant herein respectfully requests for an extension of time of 60 days in which to file the appeal brief due in connection with the above captioned matter. Applicant was not notified until November 27, 2002 (by U.S. mail) by the Trademark Trial and Appeal Board that an appeal brief was due on November 29, 2002. Applicant, through the undersigned attorneys, has diligently monitored the status of this mark through the TARR system online which indicated that the notice of appeal was not received in the office of the TTAB until October 17, 2002. Since that time, the undersigned attorneys have made diligent attempts to contact applicant without success and respectfully requests an additional sixty (60) days on time in order to allow applicant an opportunity to fully respond.

Respectfully submitted,



By: \_\_\_\_\_

James Phillip Chandler  
THE CHANDLER LAW FIRM CHARTERED  
P.O. Box 27457  
Washington, D.C. 20038-7457

Attorney of Record for Applicant

Dated: March 31, 2003

#9



**THE CHANDLER LAW FIRM CHARTERED**

Please Reply to:

P.O. Box 27457  
Washington, D.C. 20038-7457  
202.296.8484  
Fax 202.296.4098

**INTELLECTUAL PROPERTY LAW**

The Federal Bar Building  
Suite 300  
815 Pennsylvania Ave., NW  
Washington, D.C. 20006

Sender's Direct Dial: 202.842.4800

Sender's Fax: 202.296.4098

**FACSIMILE  
TRANSMITTAL SHEET**

**Date:** March 31, 2003

User ID: 0102

To: Janice D. Hyman

Your letter / Fax:

Company: US Patent and Trademark Office  
Trademark Trial and Appeal Board

Your Ref: S/N 76/210,445

Telephone Number: 703.308.9300

Our Ref: 0311-3004 US

*Washington, D.C., March 10, 2003*

From: James P. Chandler

Destination Fax: 703.308.9333

Subject: S/N 76/210,445

Pages to Follow: 2

---

**MESSAGE:**

*This message is intended for the use of the individual or entity to which it is addressed and may contain information that is privileged, confidential and exempt from disclosure. If you are not the intended recipient, be aware that any disclosure, copying, distribution, or use of the contents of this facsimile are strictly prohibited.*

If you have any problems with this transmission, please dial 202.296.8484.

BOX TTAB  
NO FEE

Attorney Docket No.: 0311-3004 US

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

**Applicant:** CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )

**TRANSMITTAL LETTER**

BOX TTAB / NO FEE  
Janice D. Hyman  
Paralegal  
2900 Crystal Drive  
Arlington, VA 22202-3513

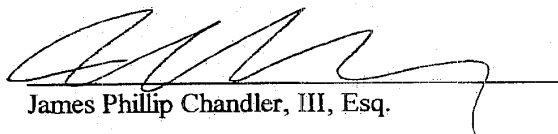
Ms Hyman:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Third Request for an Extension of Time in Which to File an Appellate Brief in the above referenced mark.

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,

  
James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457  
Tel (202) 296-8484 Fax (202) 296-4098

March 31, 2003  
0311-3004 US

UNITED STATES DEPARTMENT OF COMMERCE  
Patent and Trademark Office  
Trademark Trial and Appeal Board  
2900 Crystal Drive  
Arlington, Virginia 22202-3513

Mailed: February 13, 2003

In re CRYPTO.COM,  
Incorporated,

Serial No. 76210445

Filed: 02/15/2001

JAMES PHILLIP CHANDLER  
THE CHANDLER LAW FIRM CHARTERED  
P.O. BOX 27457  
WASHINGTON, DC 20038-7457

Janice D. Hyman, Paralegal:

#8

The requests for an extension of time filed November 29, 2002 and January 29, 2003 are approved and applicant is allowed until March 31, 2003 in which to file its brief herein.

**BOX TTAB  
NO FEE****IN THE UNITED STATES PATENT AND TRADEMARK OFFICE  
BEFORE THE TRADEMARK TRIAL AND APPEAL BOARD****EX PARTE APPEALS**

**Applicant:** CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )

#7

**SECOND REQUEST FOR AN EXTENSION OF TIME**

Applicant herein respectfully requests for an extension of time of 60 days in which to file the appeal brief due in connection with the above captioned matter. Applicant was not notified until November 27, 2002 (by U.S. mail) by the Trademark Trial and Appeal Board that an appeal brief was due on November 29, 2002. Applicant, through the undersigned attorneys, has diligently monitored the status of this mark through the TARR system online which indicated that the notice of appeal was not received in the office of the TTAB until October 17, 2002. Since that time, the undersigned attorneys have made diligent attempts to contact applicant without success and respectfully requests an additional sixty (60) days on time in order to allow applicant an opportunity to fully respond.

Respectfully submitted,

By: 

James Phillip Chandler  
THE CHANDLER LAW FIRM CHARTERED  
P.O. Box 27457  
Washington, D.C. 20038-7457

Attorney of Record for Applicant

Dated: January 29, 2003

BOX TTAB  
NO FEE

Attorney Docket No.: 0311-3004 US

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

**Applicant:** CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )

**TRANSMITTAL LETTER**

BOX TTAB / NO FEE  
2900 Crystal Drive  
Arlington, VA 22202-3513

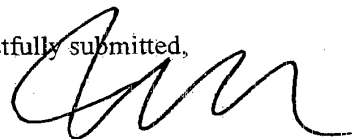
To Whom It May Concern:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Second Request for an Extension of Time in Which to File an Appellate Brief in the above referenced mark.

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,



James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457

Tel (202) 296-8484  
Fax (202) 296-4098

January 29, 2003  
0311-3004 US

BOX TTAB  
NO FEE

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

EX PARTE APPEALS

Applicant: CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )

02 NOV 29 AM 8:23

#6

REQUEST FOR EXTENSION OF TIME

Applicant herein respectfully requests for an extension of time of 60 days in which to file the appeal brief due in connection with the above captioned matter. Applicant was not notified until November 27, 2002 (by U.S. mail) by the Trademark Trial and Appeal Board that an appeal brief was due on November 29, 2002. Applicant, through the undersigned attorneys, has diligently monitored the status of this mark through the TARR system online which indicated that the notice of appeal was not received in the office of the TTAB until October 17, 2002.

Respectfully submitted,

By: 

James Phillip Chandler  
THE CHANDLER LAW FIRM CHARTERED  
P.O. Box 27457  
Washington, D.C. 20038-7457

Attorney of Record for Applicant

Dated: November 29, 2002

BOX TTAB  
NO FEE

Attorney Docket No.: 0311-3004 US

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

Applicant: CRYPTO.COM, INCORPORATED )

Serial No.: 76/210,445 )

Filing Date: February 15, 2001 )

Mark: E-CRYPTO.COM )

02 NOV 29 AM 8:23

**TRANSMITTAL LETTER**

BOX TTAB / NO FEE  
2900 Crystal Drive  
Arlington, VA 22202-3513

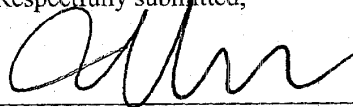
To Whom It May Concern:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Request for an Extension of Time in Which to File an Appellate Brief in the above referenced mark.

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,



James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**

P.O. Box 27457

Washington, D.C. 20038-7457

Tel (202) 296-8484

Fax (202) 296-4098

November 29, 2002  
0311-3004 US

UNITED STATES DEPARTMENT OF COMMERCE  
Patent and Trademark Office  
Trademark Trial and Appeal Board  
2900 Crystal Drive  
Arlington, Virginia 22202-3513

PAPER NO. 5

IN REPLY TO SERIAL NUMBER, DATE OF  
FILING, AND NAME OF APPLICANT

MAILED: NOV 21 2002

IN RE APPLICATION OF: Crypto.Com, Incorporated

SERIAL NO. 76/210,445

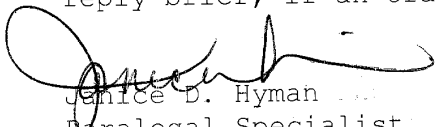
APPEAL RECEIVED September 30, 2002

BRIEF DUE November 29, 2002

James Phillip Chandler  
The Chandler Law Firm Chartered  
P.O. Box 27457  
Washington, DC 20038-7457

The appeal and appeal fee in the above-entitled application  
were received on the date indicated above.

The Trademark Rules of Practice provide that the brief of  
the applicant must be filed within sixty days after the  
date of the appeal. Applicant must also indicate, not  
later than ten days after the due date for applicant's  
reply brief, if an oral hearing is desired.

  
Janice D. Hyman  
Paralegal Specialist,  
Trademark Trial  
and Appeal Board  
(703) 308-9330 ext. 172



FEE CHARGES/REFUNDS/CORRECTION REQUEST  
TRADEMARK PROCESS and FASTENER RECORDAL FEES

Replaces Form 1578 - Complete information, attach to the file,, charge file in TRAM, and deliver to STB Cashier's Window.

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BOX TTAB FEE

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

EX PARTE APPEALS

Applicant: CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )



09-30-2002

U.S. Patent & TMO/TM Mail Rcpt Dt. #61

*Hq*

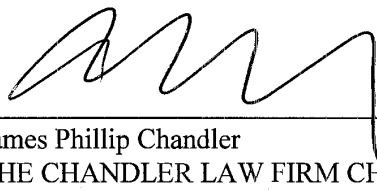
NOTICE OF APPEAL

Applicant hereby appeals to the Trademark Trial and Appeal Board from the decision of the Trademark Examining Attorney refusing registration. The required fee of \$100.00 pursuant to 37 C.F.R. §2.6 (a)(18) shall be charged against attorney's Deposit Account 031951 and any other amount required to effect a timely filing of this Notice of Appeal herein.

Respectfully submitted,

11/21/2002 ZCARRITH 00000020 031951 76210445  
01 FC:6403 100.00 CH

By: \_\_\_\_\_

  
James Phillip Chandler  
THE CHANDLER LAW FIRM CHARTERED  
P.O. Box 27457  
Washington, D.C. 20038-7457

Attorney of Record for Applicant

Dated: September 30, 2002



TTAB  
BOX RESPONSE- FEE

Attorney Docket No.: 0311-3004 US

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

Applicant: CRYPTO.COM, INCORPORATED )  
Serial No.: 76/210,445 )  
Filing Date: February 15, 2001 )  
Mark: E-CRYPTO.COM )



TRANSMITTAL LETTER

09-30-2002

U.S. Patent & TMO/TM Mail Rcpt Dt. #61

Assistant Commissioner for Trademarks  
2900 Crystal Drive  
BOS RESPONSE-FEE  
Arlington, VA 22202-3513

Madame:

Applicant herewith transmits the following for filing in the captioned application:

(1) Notice of Appeal to the Trademark Trial and Appeals Board with requisite fee.

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,

James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457

Tel (202) 296-8484  
Fax (202) 296-4098

September 30, 2002  
0311-3004 US

# UNITED STATES PATENT AND TRADEMARK OFFICE

<b>SERIAL NO.</b> 76/210445 <b>APPLICANT</b> CRYPTO.COM, Incorporated.		<b>PAPER NO.</b>
<b>MARK</b> E-CRYPTO.COM		<b>ADDRESS:</b> Commissioner for Trademarks 2900 Crystal Drive Arlington, VA 22202-3513 www.uspto.gov  <small>If no fees are enclosed, the address should include the words "Box Responses - No Fee."</small>
<b>ADDRESS</b> JAMES PHILLIP CHANDLER THE CHANDLER LAW FIRM CHARTERED P.O. BOX 27457 WASHINGTON, D.C. 20038-7457	<b>ACTION NO.</b> 02	
<b>MAILING DATE</b> 03/29/02	<b>REF. NO.</b> 0311-3004 US	
<small>FORM PTO-1525 (5-90) U.S. DEPT. OF COMM. PAT. &amp; TM OFFICE</small>		<small>Please provide in all correspondence:</small> <ol style="list-style-type: none"> <li>1. Filing Date, serial number, mark and Applicant's name.</li> <li>2. Mailing date of this Office action.</li> <li>3. Examining Attorney's name and Law Office number.</li> <li>4. Your telephone number and ZIP code.</li> </ol>

## FINAL

**A PROPER RESPONSE TO THIS OFFICE ACTION MUST BE RECEIVED WITHIN 6 MONTHS FROM THE DATE OF THIS ACTION IN ORDER TO AVOID ABANDONMENT.** For your convenience and to ensure proper handling of your response, a label has been enclosed. Please attach it to the upper right corner of your response. If the label is not enclosed, print or type the Trademark Law Office No., Serial No., and Mark in the upper right corner of your response.

RE: Serial Number: 76/210445

This letter responds to the applicant's communication filed on December 12, 2001.

Registration was refused under Trademark Act Section 2(e)(1), 15 U.S.C. Section 1052(e)(1), because the subject matter for which registration is sought is merely descriptive of the identified services.

The examining attorney has considered the applicant's arguments carefully but has found them unpersuasive. For the reasons below, the refusal under Section 2(e)(1) is maintained and made **FINAL**.

### DESCRIPTIVENESS

The examining attorney refuses registration on the Principal Register because the proposed mark merely describes the services. Trademark Act Section 2(e)(1), 15 U.S.C. Section 1052(e)(1); TMEP section 1209 *et seq.*

#### E-CRYPTO.COM Descriptive

A mark is merely descriptive under Trademark Act Section 2(e)(1), 15 U.S.C. 1052(e)(1), if it describes an ingredient, quality, characteristic, function, feature, purpose or use of the relevant services. *In re Gyulay*, 820 F.2d 1216, 3 USPQ2d 1009 (Fed. Cir. 1987); *In re Bed & Breakfast Registry*, 791 F.2d 157, 229 USPQ 818 (Fed. Cir. 1986); *In re MetPath Inc.*, 223 USPQ 88 (TTAB 1984); *In re Bright-Crest, Ltd.*, 204 USPQ 591 (TTAB 1979).

The applicant applied to register the mark E-CRYPTO.COM for "telecommunications security services, namely electronic security for voice, data and information conveyed by electronic media." The term CRYPTO is an abbreviation of the term CRYPTOGRAPHY and is defined as "[t]he process or skill of communicating in or deciphering secret writings or ciphers."<sup>1</sup> The term CRYPTOGRAPHY, as found on the Internet *High-Tech Dictionary*, is also defined "The technology of encoding information so it can only be read by authorized individuals." The term E- is defined as "e- *adj* [an] abbreviation of 'electronic' that generally indicates information or functions involving the Internet." See attached definition from *The Official Internet Dictionary*, (1998). The examining attorney also refers to the excerpted evidence obtained from the Internet, in which the term "E" is used as an abbreviation for "electronic."

The Trademark Trial and Appeal Board has held that materials obtained through computerized text searching are competent evidence to show the descriptive use of terms under Trademark Act Section 2(e)(1), 15 U.S.C. Section 1052(e)(1). *In re National Data Corp.*, 222 USPQ 515, 517 n.3 (TTAB 1984).

The term E-CRYPTO.COM is merely descriptive of the applicant's services, namely, telecommunication security services using cryptography. The mark immediately names a feature of the services and does nothing else. Accordingly, the mark is refused registration on the Principal Register under Section 2 (e) (1).

The applicant disputes that the mark E-CRYPTO.COM is primarily merely descriptive. Applicant argues that if the mark is merely descriptive then "all services marketed under the mark 'E-CRYPTO' are electronic crypto services." *Please see applicant's response of December 21, 2001.* The examining attorney must consider whether a mark is merely descriptive in relation to the identified services, not in the abstract. *In re Omaha National Corp.*, 819 F.2d 1117, 2 USPQ2d 1859 (Fed. Cir. 1987); *In re Abcor Development Corp.*, 588 F.2d 811, 200 USPQ 215 (CCPA 1978); *In re Venture Lending Associates*, 226 USPQ 285 (TTAB 1985). The services in this case are "electronic security [services] for voice, data and information conveyed by electronic media." The term CRYPTO refers to a type of security that uses ciphers or encryption to keep information

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<sup>1</sup>The American Heritage® Dictionary of the English Language, Third Edition copyright © 1992 by Houghton Mifflin Company. Electronic version licensed from INSO Corporation; further reproduction and distribution restricted in accordance with the Copyright Law of the United States. All rights reserved.

private. The applicant provides consumers with telecommunication CRYPTOGRAPHY services via the Internet. The examining attorney refers to the excerpted evidence from the LEXIS/NEXIS research database, NEWS library, ALLNEWS file, retrieved on March 27, 2002, in which the term "CRYPTOGRAPHY" appeared within 15 words of "TELECOMMUNICATION SECURITY", the term "CRYPTO" appeared within 10 words of "TELECOMMUNICATIONS" and also within 15 words of "COMMUNICATION SECURITY" in 52 stories. Only a representative sampling of the stories is attached because of the large number of stories responsive to the search request and the duplicative or irrelevant nature of some of the stories. For example, "A recent study by the National Research Council examines present and future threats to telecommunications security and compare different ways in which cryptography might be used."

The term E-CRYPTO.COM is not suggestive, but rather, descriptive of a service that makes telecommunications transmissions secure or secret by use of encryption or CRYPTOGRAPHY. A suggestive term differs from a descriptive term, which immediately tells something about the services. *In re Aid Laboratories, Inc.*, 223 USPQ 357 (TTAB 1984). A suggestive mark is registrable on the Principal Register. TMEP section 1209.01(a). In the present case, imagination, thought or perception is not required to determine the nature of the services from the mark E-CRYPTO.COM because the applicant provides E or electronic CRYPTO services for telecommunications services. It is not necessary that a term describe all of the purposes, functions, characteristics or features of the services to be merely descriptive. It is enough if the term describes one attribute of the services. *In re H.U.D.D.L.E.*, 216 USPQ 358 (TTAB 1982); *In re MBAssociates*, 180 USPQ 338 (TTAB 1973). In this case, the applicant's mark clearly describes the nature of applicant's telecommunication security services.

There is nothing that is incongruous or indefinite about the term "E-CRYTPO.COM." Nothing requires the exercise of imagination, cogitation, mental processing or gathering of further information in order for a significant portion of the purchasers of applicant's services to readily perceive the merely descriptive significance of the mark as it relates to telecommunications services that uses CRYPTOGRAPHY as a means of securing communications.

In view of all of the foregoing, the refusal pursuant to Trademark Act Section 2(e)(1) is repeated and made **FINAL**

#### RESPONSE

Please note that the only appropriate responses to a final action are either (1) compliance with the outstanding requirements, if feasible, or (2) filing of an appeal to the Trademark Trial and Appeal Board. 37 C.F.R. Section 2.64(a). If the applicant fails to respond within six months of the mailing date of this refusal, this Office will declare the application abandoned. 37 C.F.R. Section 2.65(a).



Curtis French  
Trademark Attorney  
Law Office 115  
703-308-9115 ext. 250

## Definition for: **cryptography**

The technology of encoding information so it can only be read by authorized individuals.

## SEARCH

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## crypt·to

**crypt·to** (krīp'tō) *noun*

*plural crypt·tos*

One who covertly supports a certain doctrine, group, or party.

*adjective*

1. Secret; covert.
2. Of, relating to, or employing cryptography.

[From crypto-.]

*The American Heritage® Dictionary of the English Language, Third Edition* copyright © 1992 by Houghton Mifflin Company. Electronic version licensed from INSO Corporation; further reproduction and distribution restricted in accordance with the Copyright Law of the United States. All rights reserved.



MAIL-IT REQUESTED: MARCH 27, 2002

10083K

CLIENT:  
LIBRARY: NEWS  
FILE: ALLNWS

YOUR SEARCH REQUEST AT THE TIME THIS MAIL-IT WAS REQUESTED:  
CRYPTOGRAPHY W/15 TELECOMMUNICATION SECURITY

NUMBER OF STORIES FOUND WITH YOUR REQUEST THROUGH:  
LEVEL 1... 6

LEVEL 1 PRINTED

THE SELECTED STORY NUMBERS:  
1,3,4,5,6

DISPLAY FORMAT: KWIC

SEND TO: FRENCH, CURTIS  
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2101 CRYSTAL PLAZA ARC  
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ARLINGTON VIRGINIA 22202-4600

\*\*\*\*\*08964\*\*\*\*\*

LEVEL 1 - 3 OF 6 STORIES

Copyright 1997 Information Access Company,  
a Thomson Corporation Company;

ASAP

Copyright 1997 World Future Society  
The Futurist

July 17, 1997

SECTION: No. 4, Vol. 31; Pg. 10; ISSN: 0016-3317

IAC-ACC-NO: 19980266

LENGTH: 1004 words

HEADLINE: Government's role in competitive intelligence.

BYLINE: Jennings, Lane

BODY:

... increase the danger of surprise attacks.

A recent study by the National Research Council examines present and future threats to telecommunications security and compares different ways in which cryptography might be used. The report recommends that the U.S. government allow any form of encryption within the United States, but impose ...

LEVEL 1 - 4 OF 6 STORIES

Copyright 1997 IOMA  
Preventing Business Fraud

May 1997

SECTION: Pg. 8

LENGTH: 1165 words

HEADLINE: PBF news briefs

BODY:

... accidental and malicious damage to information systems resources. They provide guidelines on risk management, computer access control software, cryptography, and contingency planning. Other topics explored include data integrity policy and theory, ISO/OSI security architecture, telecommunications security issues, and current trends in investigative work. Sections on legal and regulatory issues encompass federal and state computer ...

LEVEL 1 - 5 OF 6 STORIES

Copyright 1996 CanWest Interactive, a division of  
CanWest Global Communications Corp.

All Rights Reserved  
The Ottawa Citizen

November 25, 1996, Monday, FINAL EDITION

SECTION: BUSINESS; Pg. A10 / Front

LENGTH: 1252 words

HEADLINE: Making the world secure: Ottawa-area firms are well placed to become major players in the explosive new market of computer security

BYLINE: JAMES BAGNALL; THE OTTAWA CITIZEN

BODY:

... federal government's unusually heavy security requirements -- from military electronics to tax data -- have always attracted those with a talent for cryptography and other aspects of security.

A unique, graduate-level program in telecommunications security offered by nearby Queen's University has helped to fill the talent pool.

Add plenty of risk capital and the increasingly entrepreneurial ...

MAIL-IT REQUESTED: MARCH 27, 2002

10083K

CLIENT:  
LIBRARY: NEWS  
FILE: ALLNWS

YOUR SEARCH REQUEST AT THE TIME THIS MAIL-IT WAS REQUESTED:  
TELECOMMUNICATIONS W/10 CRYPTO

NUMBER OF STORIES FOUND WITH YOUR REQUEST THROUGH:  
LEVEL 1... 17

LEVEL 1 PRINTED

THE SELECTED STORY NUMBERS:  
4,7,8,15

DISPLAY FORMAT: KWIC

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LEVEL 1 - 4 OF 17 STORIES

Copyright 1998 Indigo Publications  
Intelligence Newsletter

September 3, 1998

SECTION: TECHNOLOGY; N. 341

LENGTH: 81 words

HEADLINE: Encryption: A \$ 4.25 "Crypto Cop." Siemens Microelectronics Inc

(SMI) has marketed a 16-bit crypto controller chip for the banking and telecommunications industries as well as for other sensitive applications. The smart card, SLE66CX160S, which costs just \$ 4.25 embeds 32 Kbytes of ...

LEVEL 1 - 7 OF 17 STORIES

Copyright 1997 Mondaq Ltd.  
Business Briefing Publishing Ltd

October 8, 1997

SECTION: LEGISLATION & REGULATION; CONSULTANCY

LENGTH: 775 words

HEADLINE: Cryptography Regulation - Steptoe & Johnson

SOURCE: Steptoe & Johnson, US

BODY:

... scope of this encryption regulation is unclear. Some fear it could serve as a basis for general prohibition on encrypted telecommunication and data transmission. Others claim that crypto systems embedded on end-equipment devices have to be agreed by the B.I.P.T. and that B.I.P.T.'s intends to impose an obligation to ...

... a condition under which telecoms equipment may be seized, namely in case of end equipment which renders tapping ineffective.

Crypto systems have to be agreed by the Belgian Institute for Posts and Telecommunications (BIPT), which some interpret as an obligation to deposit keys there. However, a BIPT spokesman said that "government does not know the consequences of the ...

LEVEL 1 - 8 OF 17 STORIES

Copyright 1997 Orange County Register  
THE ORANGE COUNTY REGISTER

September 21, 1997 Sunday MORNING EDITION

SECTION: EDITORIAL; Pg. J01

LENGTH: 2109 words

HEADLINE: WRITER'S REPORT;  
INTERNET WATCH;

The government wants oversight. Here's why it is abad idea.

BYLINE: JOHN SEILER, The Orange County Register

BODY:

... problems selling their [computer] systems because they can't put strong cryptography into it. " She offered a hypothetical example: "Take a telecommunications company. They can'texport their equipment from the U.S. Actually, they can't even create products that are crypto-ready \_ that have the ability to have strong crypto plugged into them \_ because they can't export those, either. But if they build the equipment in another country, they can. "

The ...



LEVEL 1 - 15 OF 17 STORIES

Copyright 1995 Information Access Company, a Thomson Corporation  
Company

ASAP

Copyright 1995 Seybold Publications Inc.  
Digital Media

January 2, 1995

SECTION: Vol. 4 ; No. 8 ; Pg. 37; ISSN: 1056-7038

LENGTH: 912 words

HEADLINE: The good stuff; reports, books and events related to the digital media industry

BODY:

... RSA Data Security Inc., the company that licenses public key cryptography and other scrambling technologies to many of the leading computer and telecommunications companies, hosts this conference to give developers access to key crypto-technologists and new applications for security software. Keynote by 1980 presidential candidate John Anderson on the Washingtonian ...

MAIL-IT REQUESTED: MARCH 27, 2002

10083K

CLIENT:  
LIBRARY: NEWS  
FILE: ALLNWS

YOUR SEARCH REQUEST AT THE TIME THIS MAIL-IT WAS REQUESTED:  
CRYPTO W/15 "COMMUNICATION SECURITY"

NUMBER OF STORIES FOUND WITH YOUR REQUEST THROUGH:  
LEVEL 1... 29

LEVEL 1 PRINTED

THE SELECTED STORY NUMBERS:  
1,8,15,22

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\*\*\*\*\*08774\*\*\*\*\*

LEVEL 1 - 1 OF 29 STORIES

Copyright 2002 Guardian Newspapers Limited  
The Guardian (London)

February 7, 2002

SECTION: Guardian Online Pages, Pg. 5

LENGTH: 852 words

HEADLINE: Online: Palm before the storm: Can Palm end hard times by launching a new operating system? Tony Smith finds out

BYLINE: Tony Smith

BODY:

... OS 5 is surprisingly short of headline-grabbing features. Sakoman says the enhancements focus on three key areas: communications, security and multimedia. So in comes 802.11b wireless networking, along with a Crypto Manager module that provides RC 4 data encryption and the web-derived Secure Sockets Layer (SSL) technology to protect ...

LEVEL 1 - 8 OF 29 STORIES

Copyright 2000 The Korea Herald  
THE KOREA HERALD

May 9, 2000, Tuesday

LENGTH: 214 words

HEADLINE: High-speed crypto-processor developed

BODY:

... devices. Data protection and intrusion blocking system in hard disks and data servers, encryption processing in network communication and security of multimedia contents and e-commerce are some of the possible uses of the crypto-processor, according to Park. (KHR)

LEVEL 1 - 15 OF 29 STORIES

Copyright 1998 Federal Information Systems Corporation  
Federal News Service

MAY 19, 1998, TUESDAY

SECTION: CAPITOL HILL HEARING

LENGTH: 21271 words

HEADLINE: HEARING OF THE SENATE GOVERNMENTAL AFFAIRS COMMITTEE

SUBJECT: FEDERAL GOVERNMENT COMPUTER SECURITY

CHAired BY: SENATOR FRED THOMPSON (R-TN)

WITNESSES: PETER NEUMANN, COMPUTER SECURITY EXPERT, SRI INTERNATIONAL.  
342 DIRKSEN SENATE OFFICE BUILDING, WASHINGTON, DC  
10:00 AM.

BODY:

... secure. So there's some serious issues involved in operating systems security to protect the encryption itself. You need strong crypto to implement good computer communications security. But you also need good computer systems in order to implement strong crypto, so there's a catch 22 here, that I allude to in my written testimony.

Now, the most important thing for the ...

LEVEL 1 - 22 OF 29 STORIES

Copyright 1993 Information Access Company, a Thomson Corporation  
Company

ASAP

Copyright 1993 Cahners Publishing Associates LP  
Government Computer News

March 29, 1993

SECTION: Vol. 12 ; No. 7 ; Pg. 32; ISSN: 0738-4300

LENGTH: 1767 words

HEADLINE: In computing, sometimes listening is the most powerful tool; before throwing systems at problems, talk to the user first, Jim Burrows says; National Institutes of Health Computer Systems Laboratory Dir James H. Burrows; Government Computing: The Next Decade special report; Interview

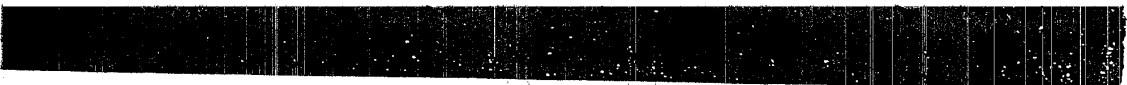
BYLINE: Power, Kevin

BODY:

... cryptography tools like NIST's proposed Digital Signature Standard?

BURROWS: A lot of people are beginning to use some crypto applications. Most people didn't know what to do with the PC security already available. But they do know what to do with communications security.

The international traffic for electronic data interchange will at the least have a signature on it. EDI customers ...



# **OFFICIAL INTERNET DICTIONARY**


A Comprehensive Reference for Professionals

Editor Russ Bahorsky

Contributing  
Editors Jeffrey Graber  
Steve Mason



Government Institutes  
Rockville, MD



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ISBN: 0-86587-606-1

Printed in the United States of America

PREFACE

OFFICIAL

APPENDIC

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NOTES O:

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## E

*e-* *adj.* An abbreviation of "electronic" that generally indicate information or functions involving the Internet.

**EARN** *n.* European Academic Research Network. A network using BITNET technology connecting universities and research labs in Europe.

**EC** *n.* Electronic Commerce. Refers to all economic activities occurring in cyberspace including all orders, purchases, monetary exchanges, barter, auctions, etc. Electronic Commerce involves all or any combination of technologies designed to exchange data (such as EDI, or e-mail), to access data (such as shared databases or electronic bulletin boards), and capture data (through the use of bar coding and magnetic or optical character recognition) to support and achieve commerce via the Internet.

**EDI** *n.* Electronic Data Interchange, EDI systems allows linked computers to conduct business transactions such as ordering and invoicing over telecommunications networks.

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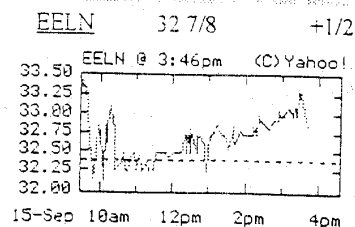
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## What is e-business?

e-busi-ness (e' biz' nis) The transformation of key business processes through the use of Internet technologies.

The Web is changing every aspect of our lives, but no area is undergoing as rapid and significant a change as the way businesses operate. As businesses incorporate Internet technology into their core business processes they start to achieve real business value. Today, companies large and small are using the Web to communicate with their partners, to connect with their back-end data-systems, and to transact commerce. This is e-business -- where the strength and reliability of traditional information technology meet the Internet.

This new Web + IT paradigm merges the standards, simplicity and connectivity of the Internet with the core processes that are the foundation of business. The new killer apps are interactive, transaction intensive, and let people do business in more meaningful ways.

### It's about to change

An e-business is a company that can adapt to constant and continual change. To manage transitions smoothly you have to remember two important ideas:

- Start simple, but plan to grow fast
- Build on what you have

### It's about business, not technology

e-business isn't about re-inventing your business. It's about streamlining your current business processes to improve operating efficiencies which in turn will strengthen the value you provide to your customers -- value that cannot be generated by any other means, and value that will give you a serious advantage over your competition.

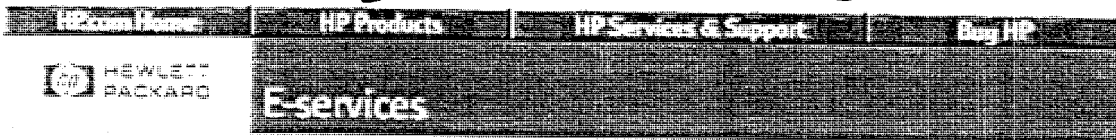
### Expertise you can trust

Whether you're just starting to take the first steps or are already engaged in e-business, taking full advantage of the opportunities e-business can present requires planning -- and this is where IBM can help.

IBM experts have a deep understanding of your business needs and the skills and resources to design, implement, and maintain superior solutions -- solutions designed to deliver on the promise and potential of e-business.

### About this Web site

The IBM e-business Web site is a resource for people who want to build and

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An e-service is any

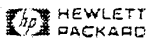
# ASSET\*

that you make available via the Net to:

- 1) drive new revenue streams or
- 2) create new efficiencies.

\*A full discussion of the concept of an e-service is found in the book "The New Business Model: How to Create New Revenue Streams and Reduce Costs Using the Internet" by John D. Martin, published by John Wiley & Sons. The book is available for purchase at <http://www.johnwiley.com>. The book is a must-read for anyone interested in understanding the new business model and how to create new revenue streams and reduce costs using the Internet.

next >

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# 14th Revision Directory of Scholarly and Professional E-Conferences

(Previously titled: Directory of Scholarly E-Conferences)

## Contents:

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## Scope of the Directory

The Directory of Scholarly and Professional E-conferences is screens, evaluates and organizes discussion lists, newsgroups, MUDS, MOO'S, Muck's, Mushes, mailing lists, interactive Web chat groups etc. (e-conferences) on topics of interest to scholars and professionals for use in their scholarly, pedagogical and professional activities.

The e-conferences in this Directory are all accessible via Internet services including email, Usenet News Readers, telnet, gopher, or WWW.

We have used our own judgment in deciding what is of scholarly, pedagogical or professional interest, but always consider any advice or argument about our decisions. We have placed the entries into categories by deciding the \*dominant\* academic subject area of the electronic conference. Cross-listing is not done in order to save space in the annual print edition. It is not necessary in the searchable version as we add keywords that enhance searching access.

Where possible, the information in each record has been checked for currency and accuracy by contacting the moderators or other contact person.

We chose the term \*moderator\* as the umbrella term to describe: contact person, coordinator, listowner, editor, moderator, etc.; in other words the Human in Charge.

Topic descriptions are taken in whole or part from the descriptions provided by each moderator.

The basic fields are described as follows:

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**Discussion Name:** The name of the group; the listname

**Topic:** short description of the group; usually in the listowner's words

**Subscription Address:** this is the address to send your subscription and signoff messages to

**Moderated?** Does some human screen messages either by editing or by monitoring?: Is the list set to private.

**Archives:** Are there archives? Where?

**Contact Address:** The moderator; who to contact if you have questions

**Keywords:** words to enhance retrieval of an entry in search systems

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## Fair Use Guidelines

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## Acknowledgements

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Thank you to Gleason Sackman, Listowner of New-List for continuing New-List after Mary Hoag retired from it. Special thank you to David Hartland, NISP/Mailbase Project, Computing Service, The University, Newcastle for setting up a great mirror site and providing information on Mailbase lists. Thank you also to Comserve staff for updating and providing information on the COMSERVE conferences, Pedro Saizar for providing information on Latin American Studies electronic conferences, Joseph Van Zwaren for Israeli electronic conference information, and Joan Korenman for information on Women's Studies conferences, Jean Schneider for confirming european e-conferences. Thank you very sincerely to all the individuals who contributed conference names, information and feedback about conference statuses. Any errors are the responsibility of the compilers of each section. If you can provide corrections or additional information about any of these electronic conferences, please contact the Directory Team member responsible for that area or:

Diane Kovacs - Editor-in-Chief - [diane@kovacs.com](mailto:diane@kovacs.com)

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## How to access or retrieve the Directory of Scholarly E-Conferences

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### ● Print

An annual print version is published by the Association of Research Libraries.  
<http://www.arl.org>

Official site:

### ● N2H2

<http://www.n2h2.com/KOVACS>

Mirror site:

### ● University of Newcastle

<http://www.mailbase.ac.uk/kovacs/>

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## Generic Subscription Instructions:

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When in Doubt or If you Have Questions Always use the Contact Address given in each Entry.

LISTSERV, COMSERVE, LISTPROC, MAILBASE, MAILSERV

To subscribe to a LISERV, COMSERVE, LISTPROC, MAILBASE, or MAILSERV managed discussion list

1. send an email message addressed to the email address provided in the "Subscription" field.
2. Leave the subject line blank. The text of the message *\*must\** read:

SUBSCRIBE LISTNAME Yourfirstname Yourlastname Your Institution

(LISTNAME means the name of the list..e.g. if the List Name field says LIBREF-L, the LISTNAME is LIBREF-L)

Do not include any other text and \*leave the subject line blank\* as this is being read by a computer program and not a person....the program just won't understand and will bounce back your command if it is not worded as specified above.

### **-REQUEST Addresses**

To subscribe to e-conferences with a -REQUEST address:

1. send an email message to list-REQUEST@host (e.g., SOC-CULTURE-GREEK-REQUEST@CS.WISC.EDU).

2. Use the same basic directions as with the Listserv software. The -REQUEST address gets you to the Coordinator, rather than to the membership of the entire e-conference.

Please look carefully at the entry for each list you are interested in, to see if a -REQUEST address has been provided. Include your name, address, and institutional affiliation in your message

### **USENET NEWSGROUPS**

Use the Newsreader software in your Web browser.

### **MAJORDOMO**

Send email to the majordomo@site address. The text of the message should be: subscribe listname youremailaddress

### **Contact the Moderator**

Send email to the contact address and request (politely) a subscription to that discussion list.

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### **Archives Access**

Remember not all discussion lists have archives and some of them are also only available for limited periods of time or to subscribers only.

### **DejaNews**

DejaNews is a World Wide Web search tool for Usenet newsgroup archives. It searches all the archives at once. Of especial interest are the Listserv groups which are gatewayed to Usenet.



**STEP 1.**

Netscape to connect to the URL: <http://www.cela.com/>

Follow the directions and type your search terms into the form and click on Search.

**ListWebber****STEP 1.**

Use Netscape to connect to the URL: <http://www.lib.ncsu.edu/staff/morgan/about-listwebber2.html>

Read the directions on that page. Use it to search any e-conference that you are interested in.

**LISTSERV Archives Searching**

LISTSERV archives form databases that are keyword searchable. Most are available on the Web by forming the listserv domain address into a Web URL. For example the Libref-L and DOROTHYL archives can be found at <http://listserv.kent.edu> Nettrain's archives are <http://listserv.acsu.buffalo.edu>

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# the Electronic Commerce guide

## E-Commerce Guide

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## What's New

### OPINIONS & TRENDS

#### NEW! Too Much Technology Can Make You Blind

What e-commerce entrepreneurs don't realize is that they're getting side-tracked by the latest and greatest technology. Unless their business is technology -- and for the vast majority of those I talk to it isn't -- they're taking their eyes off the ball. *[September 15]* [\[Full Story\]](#)

### OPINIONS & TRENDS

#### NEW! Top E-Tailers of August, 1999

US consumer buying on Internet retail sites rebounded in August after a slight decline in July, according to PC Data Online. PC Data's latest figures for Web purchasing among US households show an average of 4.5 percent of visitors to the top 40 online retail sites purchased items in August, returning to June levels after dropping to 3.2 percent in July.

--*CyberAtlas* *[September 15]*

### REVIEWS

#### NEW! CS-VPOS

Offering real-time credit-card processing on secure servers, an address verification service and a flat fee charged for each transaction, CS-VPOS from Charge Solutions is an attractive payment system for any sized business, but particularly for companies selling big-ticket items in which paying a percentage to a

## E-Commerce News

Visa Unveils New Internet Unit

SANTA to Test Web Sites for Holiday Shopping Readiness

NBC Teams With ValueVision for New Site, TV Channel

## Related Links

### Discussion List

Stay on top of the latest happenings in E-Commerce! We've just launched a new discussion list, **ECTalk**. Post your questions, thoughts, tips and tricks, and more, and interact with other e-commerce professionals.

To subscribe to ECTalk simply send an email to [ectalk-join@list.newslinx.com](mailto:ectalk-join@list.newslinx.com).

### Discussion Forums

Got a question about e-commerce and can't seem to find a solution? Why not post it in our new discussion forums -- you just might find the answer you're looking for!

### Free Newsletter!

Keep up with the latest happenings in E-Commerce! Subscribe to The E-Commerce

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Sell Ad Space  
Research  
Venture Capital  
Web publishing  
Find an ISP

credit-card firm would be financially wasteful. [September 14] [Full Story]

#### OPINIONS & TRENDS

### NEW! Consumer Purchasing Climbs

Twelve months ago, just over half of the people on the Internet were making purchases. Now, three-quarters are buying and 82 percent of these are filling their online shopping carts with multiple purchases, according to Greenfield Online. --CyberAtlas [September 15]

#### OPINIONS & TRENDS

### NEW! Consumer Opinions Online: Expect E-Tailer Impact

Think Consumer Reports meets About.com. Internet start-up Epinions.com this week launched its free online shopping guide, which provides users access to product reviews by experts, links to more reviews on other Web sites, and unbiased consumer opinions that give fellow buyers the skinny on must-have merchandise or those items best left out of the shopping cart. [September 10] [Full Story]

#### REVIEWS

### NEW! WebClerk

JITCorp's WebClerk product is a combination application server, database server, and Web server designed for electronic commerce, especially for business-to-business transactions. [September 10] [Full Story]

#### EC OUTLOOK

### NEW! Goods and Services at Web Speed

Modern purchasing systems have turned into nightmare operations with the complexities of business re-engineering and supply-chain management. A general lack of

Guide's FREE weekly newsletter.

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### E-Commerce Webopedia

Search our new encyclopedia and navigate the seas of e-commerce jargon.

Find

technology to support these efforts contribute to the agency. [September 10] [[Full Story](#)]

#### REVIEWS

##### **NEW! EROL 1.0**

Most storefront builders are plotted by engineers who focus more on the technical aspects of the underlying code and lack the flair needed to design an easy-to-use interface. This isn't the case with EROL, a product from Dreamteam Design Ltd. that combines the tools found in great graphics-design packages with the features needed to design great storefronts. [September 9] [[Full Story](#)]

#### EC OUTLOOK

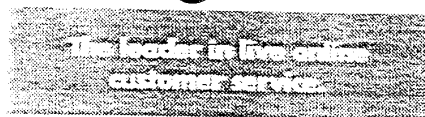
##### **Evolving E-Commerce to the Next Generation**

Internet sales order processing stands at a crossroads. With emerging payment standards, such as the Secure Electronic Transaction (SET) protocol, first-generation e-commerce practices are rapidly reaching the end of usefulness. They simply will not hold up to the online transaction processing requirements of the next-generation of e-commerce. [September 8] [[Full Story](#)]

#### OPINIONS & TRENDS

##### **August Results Released in NextCard eCommerce Index**

Internet credit-card start-up NextCard Inc. Tuesday issued results for the month of August, 1999's eCommerce Index, which ranks the top 25 Web sites according to transactions conducted by its 100,000 cardholders every month, in an effort to determine where e-shoppers are making their interactive purchases. [September 7] [[Full Story](#)]



LivePerson

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If you have any comments or suggestions on this site, please feel free to send an email to E-Commerce Guide's Managing Editor.

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August 16, 1999

SECTION: OPINIONS; Pg. 56

LENGTH: 678 words

HEADLINE: NET PROPHET; The e's have it: learning to spell the new economy

BYLINE: BY DYLAN TWENEY

BODY:

... provoked strong reactions. The company and its proponents call the plug-in a powerful tool for free speech. Yet Web publishers are aghast that their Web sites are getting "tagged" by Third Voice graffiti.

Nowadays, when everything starts with an "e," the Web itself almost seems passe.

That's why I'm glad there are still new technologies capable of provoking outrage and debate.

Does the Internet really have revolutionary potential left in it, or is it e-business as usual? Write to me at [dylan@infoworld](mailto:dylan@infoworld). ...

LEVEL 1 OF 13 STORIES

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Online

May 1, 1999

SECTION: No. 3, Vol. 23; Pg. 79; ISSN: 0146-5422

IAC-ACC-NO: 54474836

LENGTH: 1478 words

HEADLINE: A Web Search Trifecta.

BYLINE: Mickey, Bill

BODY:

... columns are available on Online Inc.'s Web site <http://www.onlineinc.com>) and you can link to them from Greg's site. So between the newsletters and the resource- and research-packed Web sites, not to mention this magazine, an effective and comprehensive Web search should be well within reach.



# Newsweek e-Life

**WACO**  
Was There a Cover-Up?

**SPECIAL  
REPORT**

How the Internet is Changing America

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earth

ex

family

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education

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SPECIAL REPORT

# the dawn



**THERE'S NO TURNING BACK. ONCE A NOVELTY,**

**THE INTERNET IS NOW TRANSFORMING HOW**

**AMERICANS LIVE, THINK, TALK AND LOVE; HOW**

**WE GO TO SCHOOL, MAKE MONEY, SEE THE**

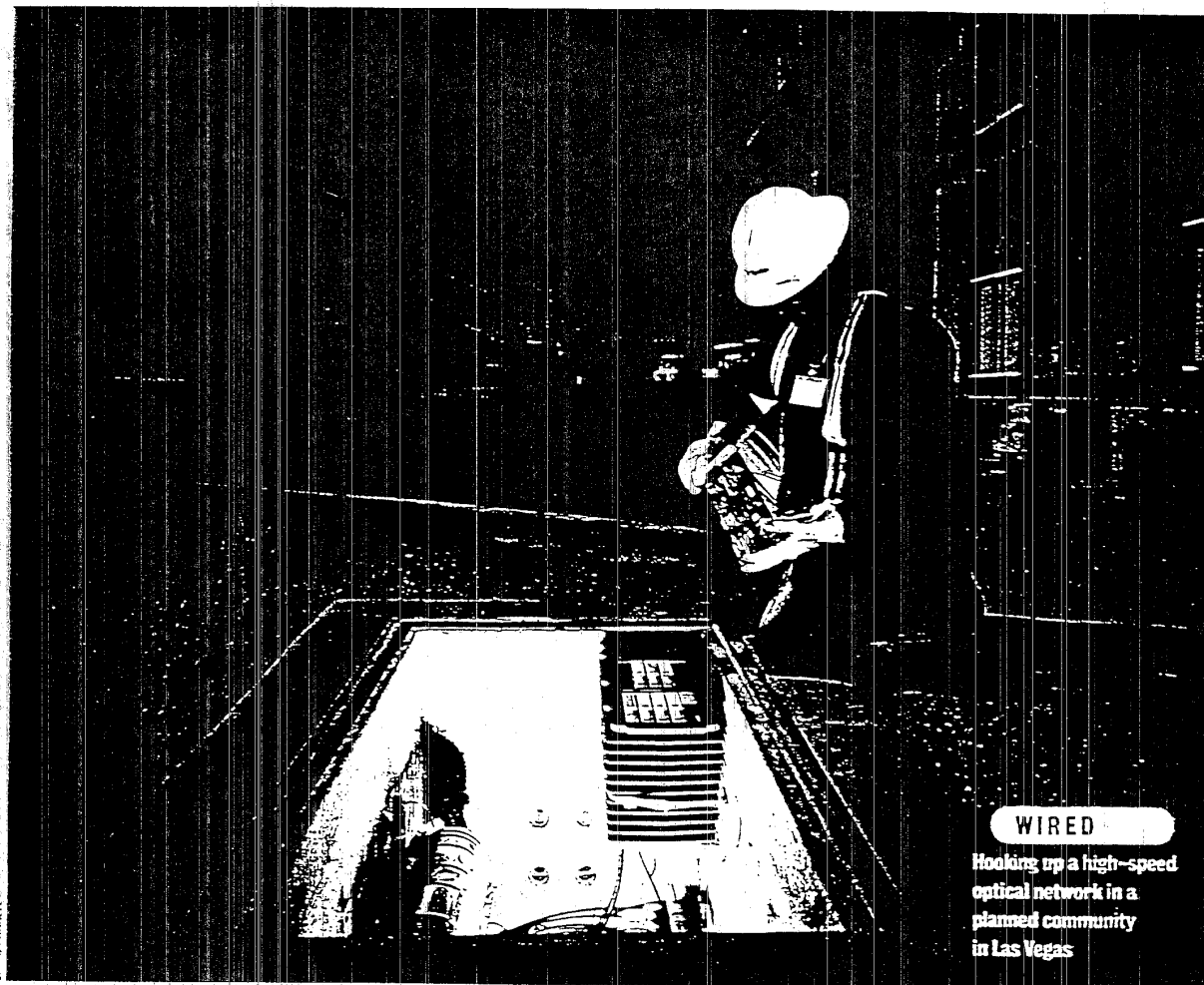
**DOCTOR AND ELECT PRESIDENTS. THIS**

# of e-life

**ISN'T JUST ABOUT THE FUTURE—IT'S ABOUT THE**

**HERE AND NOW. A SPECIAL NEWSWEEK REPORT.**

PHOTO ILLUSTRATION BY JAMES PORTO



## WIRED

Hooking up a high-speed optical network in a planned community in Las Vegas

AS THERE A SINGLE MOMENT WHEN WE TURNED THE CORNER?

**W** When we moved from a culture centered on network television, phones with wires, information on paper and stock prices based on profit into a digital society of buddy lists, streaming video, Matt Drudge and 34-year-old billionaires in tennis shoes? Did the transition come with the Deep Blue chess match, when millions of Web-surfers watched a stack of computer chips dominate the

world's greatest player in a test of "intelligence"? Could the global outburst of online mourning after the death of Princess Diana have marked our passage? Did it come last Christmas, when hundreds of thousands of shoppers avoided malls and clicked through their gift lists? Or was it the online lingerie fashion show? The online birth? And just when did putting an e-mail address on a busi-

ness card stop marking you as ahead of your time?

Let the chat rooms debate what marked the turning point. What's certain is that America has digitized, and there's no going back. Worldwide there are almost 200 million people on the Internet. In the United States alone, 80 million. The numbers tell just part of the story: the Net is no longer a novelty, an interesting way to pass the time. A third

of wired Americans now do at least some of their shopping on the Net, and some are already consulting doctors on the Net, listening to radio on the Net, making investments on the Net, getting mortgages on the Net, tracking packages on the Net, getting news on the Net, having phone conversations on the Net, checking out political candidates on the Net, even, um, having *sex* on the Net. Each of these activities is impressive, but the aggregate effect is a different kind of life. Our goal in this special issue of NEWSWEEK is to examine what's happened, why, and how the Internet is changing the way we live now.

It's been 30 years since the Internet's predecessor, the Arpanet, was switched on to help academics and government wonks get connected. Almost 25 years since the first software for personal computers (co-written by some kid named Bill Gates). About five years since the Net became in effect the world's grandest public utility, driven by a combination of cheap, powerful PCs, a remarkably scalable infrastructure that sped up our connections (though not enough), and easy-to-use browsing software that took advantage of the Net's open rules. And maybe three or four years since concocting Internet business schemes became the world's most desirable creative outlet, the contemporary successor to writing the Great American Novel.

The triumph of tech, for better or for worse, is far from complete—in schools, businesses, operating rooms, labs, banks or the halls of government. Just about everything we've ever done that has to do with communication and information has been digitized, and now we're going to start tackling stuff that hasn't been done because you can do it only with the Internet. And if you think up something that fits that bill,

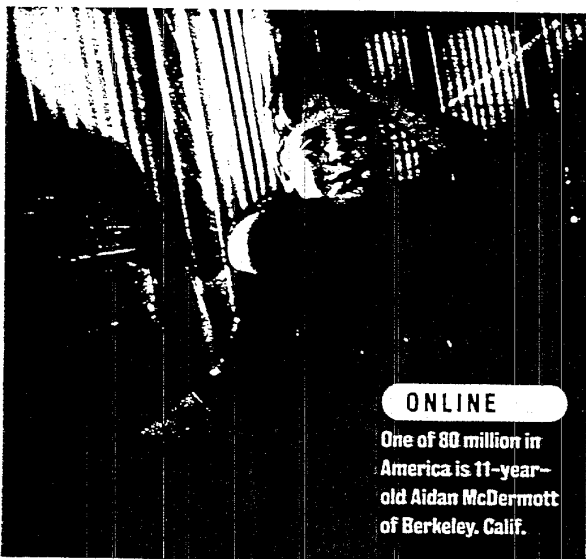
there's a venture capitalist in Palo Alto who will whip out a huge check for you. Even the most knuckleheaded CEO—the kind of guy who used to think it was beneath him to put a terminal anywhere near his mahogany desktop—now knows that job No. 1 one in the firm, no matter what the company does, is to figure out how to become an *Internet* company, because he can be damn well sure that his competitors are.

It's crucial to assess the impact of this shift, because the digital revolution is much more profound than a mere change of tools. The Internet is

built on both a philosophy and an infrastructure of openness and free communication; its users hold the potential to change not just how we get things done, but our thinking patterns and behavior. Bound together by digital mesh, there's hope we may thrive together—if some nagging, unanswered questions find felicitous answers. Can a spirit of sharing be maintained in the face of the need to recoup huge invest-

ments? Will persistent security holes—both personal and national, with the threat of cyberwar—erode our confidence in this new medium? Is it really possible for governments to forgo their impulses to regulate the Net with their usual heavy-handedness? How will the bounty of the digital age be distributed fairly?

The corner has been turned, but only just. We're at the beginning of a new way of working, shopping, playing and communicating. At NEWSWEEK we're calling this phenomenon e-life, and it's just in time. Because the day is approaching when no one will describe the digital, Net-based, computer-connected gestalt with such a transitory term. We'll just call it life.



#### ONLINE

One of 80 million in America is 11-year-old Aidan McDermott of Berkeley, Calif.





# wired for the bottom line

THE LEADERS OF AMAZON.COM, EBAY AND PRICELINE DON'T JUST WANT YOU TO BUY THINGS AT THEIR SITES: THEY WANT TO CHANGE THE WAY YOU SHOP. WHOSE IDEAS

WORK FOR YOU? WHAT'S NEXT IN THE WORLD OF E-COMMERCE? BY STEVEN LEVY

**J**EFF BEZOS'S E-COMMERCE vision materialized during a cross-country ride in a hand-me-down Chevy Blazer. Meg Whitman's light bulb flicked on when she heard a woman whose life had been changed by selling China horses. Jay Walker's epiphany came during a takeout lunch with a group of patent lawyers.

Now they lead companies at the forefront of an online shopping revolution. And of course they are incredibly rich. But focusing on their sudden, shocking wealth is an asset-backward way of looking at these entrepreneurs. Better to ask, which of these three will change your life more? Even though online buying represents a fraction of total consumer sales these days, it's a fraction that didn't exist a few years ago—and with sales estimated at \$184 billion within three years, the curve is headed straight up. And that's just a springboard for a future that no one's figured out yet. Even tougher to predict is the way we'll be shopping online. Since e-commerce is so new, the question is still open as to the best ways to do it. Will the process generally ape purchasing in the physical world, or will we try more exotic schemes?

For hints on that, look to the three current icons of e-commerce. Each embraces a different model, and all three approaches have already begun to change the way we shop. Bezos, 35, of Amazon.com, is a khaki-clad Seattle dude heading a classic start-up built on

selling by the traditional exchange, only without the bricks and mortar of storefronts. eBay CEO Meg Whitman is a refugee from old-style corporations, a mother of two who believes that lives will change and fortunes will be made when buyers and sellers participate in auctions. And Priceline founder Jay Walker, a Connecticut marketing whiz, cooks up business plans that would have been impossible before the Net; the first of these allows

customers to name their own prices for airline seats, hotel rooms and, coming soon, supermarket items ranging from cola to detergent.

A few years ago no one had heard of these people. But in the next century (you know, the one that begins in 100 days or so) their ideas may well furnish your bookshelf, stuff your pantry, arrange your flights and rule your pocketbook—if they aren't already.

Jeff Bezos's laugh crashes his conversa-

## once, twice

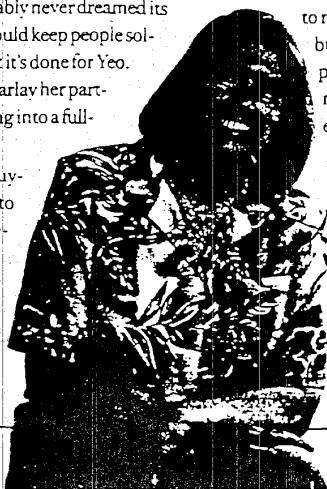
**Robin Yeo** When Robin Yeo lost her job as a legal secretary this past May, her first unemployed thought was, "Well, I still have eBay." The company probably never dreamed its Web auction site would keep people solvent, but that's what it's done for Yeo. She's used eBay to parlay her part-time antiques dealing into a full-time income.

She started out buying antiques to add to her stock. "I was seeing stuff for auction that would take years of searching to find," she says. Then she thought

of combing through her apartment for items to sell ("I was always a pack rat") and found that an old Disney toy from the early 1980s was worth \$85. We won't even mention how much she got for her Beanie Babies.

Yeo uses the cash she makes to travel to more antiques shows, where she buys collectibles to auction at high profits. "You go to shows and the main topic of conversation is eBay," she says with a laugh.

The bottom line: Yeo hasn't touched her savings since she became unemployed. By the grace of eBay, she says she'll never go back to a "real" job. She hopes to gross more than \$100,000 this year, and is more than halfway there already. Not too bad for a pack rat.



## SPECIAL REPORT

tion every minute or so. It's a Tourette-like AHHHH ha ha ha ha ha that acts as a pointer to amusing phenomena in this interesting world we live in—the Amazon.com CEO's high-fidelity version of a raised eyebrow.

It's no wonder he laughs so much. One would have to be living somewhere far downriver on the actual Amazon not to have heard of Bezos's company by now. It's not only the dominant online bookseller (valued at \$22 billion while Borders, with 260 physical superstores, is worth a bare billion), but has quickly become the biggest music retailer on the Net, as well as a seller of toys and consumer electronics. Amazon.com is the flagship for Internet commerce, living proof of the viability of its business model—selling goods directly to customers on the Net. So why hasn't it chalked up profits yet? Its officers explain that revenues are still being plowed into building a business that will become, says one exec, "the place where you can discover anything you want to buy online."

### A changing game

**Tracy O'Such** When Tracy O'Such got a fat bonus last year, she was thrilled. The 38-year-old exec decided it was time to buy a new car, her first, and set her heart on a Mercedes. After using the Web to research models and prices, O'Such set off for dealerships near her Fairfield, Conn., home. She found a C280 that she loved, but ran into what she calls the "Hi, sweetie, want to buy a car?" attitude from the salesman. She asked about the sticker price and wanted to negotiate; he told her about the available colors. When she decided to buy, the salesman named a price \$5,000 higher than hers and refused to budge. She tried to wheedle him down, but he kept insisting that his price was a giveaway. "It was over \$40,000," she marvels. "He wasn't doing me any favors." Finally, O'Such gave up and went on Priceline.com. She listed the model and color, and named \$38,000 as the price she was willing to pay. Within 12 hours, she had a taker: Continental Motors in Fairfield—same dealership, different salesman. She called her salesman back and said, "Guess what? I've found the car for my price." He protested, claiming that was impossible. "It's in your showroom," she said. Silence.

O'Such says Priceline made all the difference. "Just having the information made me able to negotiate with confidence," she said. "Especially as a woman, that's important."

Bezos's idea was simple: as the Internet extended its reach, an efficient retailer could do away with the bricks and mortar (hereafter referred to as B&M) of physical stores and serve customers better because the Net allows sellers direct contact with buyers. All at a potential profit margin the B&M guys can't match. If a chain of 1,000 stores wants to double sales, Bezos says, it has to open *another* thousand stores, with all the land and manpower costs that that entails. But once an online operation gets past the fixed cost of its Web site and distribution channel, it can handle bigger sales with very few extra expenses. "You can offer both the lowest prices and the highest serv-

ice level," he says, "which is impossible in the physical-world environment."

These concepts came together in 1994 after the Florida-born Bezos left a job as a financial strategist and flew to Ft. Worth, Texas, to pick up his father's 1988 Blazer. As his wife, MacKenzie, drove, Bezos hammered out his business plan on a laptop. The destination was Seattle, which offered an ideal employment pool of overeducated slackers.

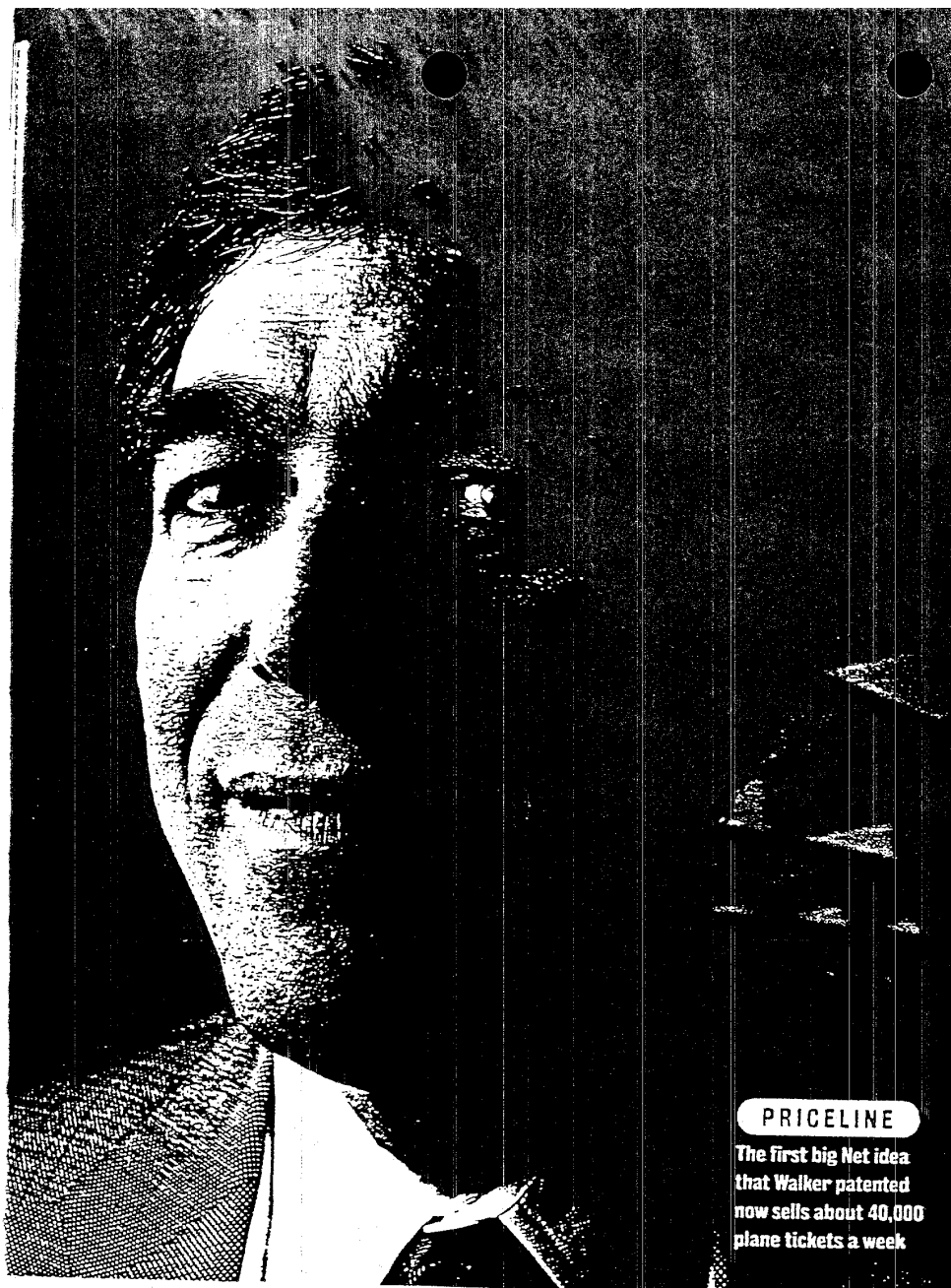
Bezos's business plan originally met with skepticism, and even its author had doubts. "The big problem was not whether the technology would work," he says, "but whether customers would want to shop this way." He spent a year of planning before he opened the site, figuring out what would push book buyers into the digital age. His prime goals: providing a wide selection, good prices and an effortless experience.

Fortunately, Internet users then were early-adopter types, ready to take the virtual bungee jump into the new world of e-commerce. And as the Internet population grew, and increasingly resembled the country's overall demographic, word-of-mouth spread. In the last two years Amazon's customer list has grown from 2 million to 11 million.

In the process, Bezos and company have helped define the online shopping experience. In B&M bookstores you get to scan the stacks, order a latte and maybe impress someone with a *bon mot* about "Chicken Soup for the Soul." Bezos had to pioneer alternative pleasures. For those wishing to grab a certain item and split, Amazon is streamlined for speed. But there's also reason to hang out. On Amazon, information is entertainment—and a way to lure people into buying more. Simply by repackaging the data it generates—ranking books by sales, identifying other purchases by buyers of a certain tome and revealing the best sellers among "purchase circles" (in a given area code or company)—Amazon offers an automated, useful and effective means of generating recommendations. Not to mention reader reviews: Amazon posts 'em all, even negative ones. Why? Because Amazon's business is not selling things, says Bezos. "Our business is helping customers make purchasing decisions," he clarifies.

Amazon.com and its model has quickly become a standard—and competition is everywhere, from catalog-based sellers as well as B&M retailers. But conventional wisdom has it that in any given retail category, there's going to be only two or three big-time winners in cyberspace. Rather than go head to head with a giant, competitors must specialize, and even then it's a struggle. "On the Internet," says Chris MacAskill, CEO of Fatbrain.com,





#### PRICELINE

The first big Net idea  
that Walker patented  
now sells about 40,000  
plane tickets a week

The Net was a great way to allow sellers of obscure items to reach others, and it was easy to use the technology to run auctions. Only after the site took off did Omidyar establish it as a business, and what a model it was: all the inventory, the ordering, the shipping and the payments would be done by customers, the sellers and buyers registered on the eBay site. Revenues would come simply by taking a cut of sales.

By the time Omidyar began courting Whitman to become his CEO, the site was wildly popular and already profitable. eBay had transformed auctions into supercharged classified ads, and the last-minute bidding frenzy added the extra oomph of a game show. But what finally lured Whitman to Silicon Valley from Pawtucket, R.I., was her discovery that its user base had become a community. Its ingenious (yet imperfect) means of establishing trust in sellers and bidders: feedback from users themselves. Extensive chat boards let eBaysians share tips and gossip. By the time Whitman attended a focus group of people whose livelihood now consisted of hawking items on eBay, she understood how auctions could empower people—and how customer loyalty could help eBay maintain a dominant market share.

which focuses on technical books, "you're across the street [from your competition], whether you like it or not."

Bezos thinks that the entire economy will benefit from ripple effects of e-commerce. In the not terribly distant future, we'll have vans circling the suburbs with hardcover best sellers, CDs and grocery items. Within hours of logging your order on a Web site, the van drops off the loot. Or maybe the order will be logged from a palmtop computer or a cell phone.

The direct-selling model is still evolving, but it's the bedrock of e-commerce. "It all has to do with the balance of power shifting away from companies and toward consumers," says Bezos.

The next significant shopping innovation arrived in a flurry of Furbies. But at

first Meg Whitman, 42, didn't get eBay. A career ranging from Disney to Hasbro toys had honed her instincts to appreciate the incipient power of the Net. But in early 1998, when she visited the site devoted to hosting auctions—largely collectibles like Beanie Babies and baseball cards—she found it hard to use.

The company had been founded in 1995 by Pierre Omidyar, who wanted to augment his girlfriend's collection of Pez dispensers.



In 1997, only 300,000 people used high-speed access to get online. It's up to 2.4 million today, though 34.8 million Americans still slog on to the Net with a modem.

But as Whitman has learned, hosting an Internet community is like leading a tiger by the tail. When you let your users down—eBay has been plagued by power failures—you hear their pain instantly. If you decide to raise a fee, as eBay did recently, the attacks will come with the passion of a Balkan conflict. "LET'S [GET] THAT MORON OUT OF OFFICE," went a recent rant about Whitman on an eBay chat board. "SHE IS COMPLETELY INEPT AT HER JOB."

Whitman quickly revamped the site to make it easier for users to participate, and addressed ways to make customers feel safer in purchasing. Now she's working to solve the cumbersome payment process by allowing all buyers to use credit cards instead of personal checks or money orders. She is also trying to expand eBay beyond its





### REAL DEAL

Amazon's store is virtual, but warehouses like this one in Nevada are brick and mortar.

core model of collectibles. Los Angeles is eBay's testing ground for local auctions—stuff like cars and furniture that can't be easily shipped. And eBay's purchase of the snooty Butterfield & Butterfield gets the company into high-end jewelry and art.

Of course, there's a limit to the number of things people will buy at auction, a system that's entertaining but not necessarily effi-

cient or thrifty for buyers (after all, the "winner" is the one who pays the most). So Whitman won't rule out some alternate models for eBay, including some fixed-pricing items.

In short, says Whitman, "we are enabling a kind of commerce that didn't exist to any extent before, and that's person-to-person commerce." A lesson she brings

home every Saturday morning, when she spends a couple of hours online, bidding for Pokémon cards with her 11-year old son. "Last weekend," she reports, "we got a Blastoise foil card for \$49."

So far eBay is holding its own against tough competition, including free-to-seller auctions at Amazon and Yahoo! (Microsoft will probably do its own auctions on its MSN site later this year). But while the company may thrive, countless other firms will soon be using the auction model to sell business products and services.

In contrast to eBay's Silicon Valley-standard cubicles, decorated with knickknacks purchased on the site, the shelves in the Stamford, Conn., offices of Jay Walker are lined with leatherette Franklin Mint special editions and bound copies of patent applications. On the wall is a billionaire's bounty of rare items from the space race and a one-of-kind collectible: Richard Nixon's letter to Kissinger resigning his presidency.

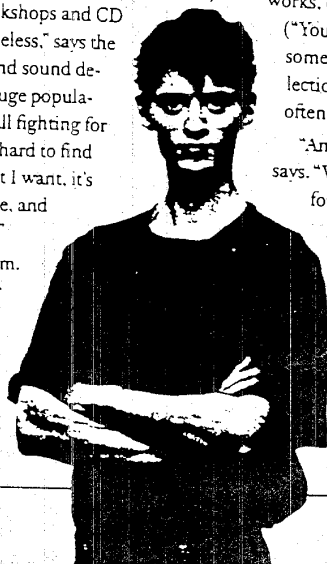
Walker, the man who's taking e-commerce a step beyond eBay's auction model, isn't your typical Internet start-up CEO. At 43, he's a Scarsdale, N.Y.-born veteran of more than a dozen companies. Marketing, not technology, has been his focus. "I was the kid who had the lemonade stand," he says. The Internet, of course, is sort of a marketer's nirvana, a gathering place for

## in the amazone

**Crispin Freeman** lives in New York

City, a major marketplace of books and music. But he hardly bothers with the city's many bookshops and CD stores. "They're clueless," says the 27-year-old actor and sound designer. "There's a huge population on this island all fighting for the same stock. It's hard to find stuff. If I know what I want, it's easier to get it online, and they'll ship it to me."

Enter Amazon.com. Freeman's love affair began two years ago when it found him an out-of-print book in hardcover and in mint condition. "I was, like,



you guys are the bomb," he recalls. He's bought at least \$1,000 worth of books, music and DVDs from them since.

Freeman says the site is more helpful than your average store. He finds rare works, often accompanied by reviews ("You get people who might know something," he says). The music selection helps him in his work, which often calls for obscure finds.

"Amazon can do great searches," he says. "When we need Brazilian music for a project, I go to Amazon and type in 'Brazilian music.'"

Chances are they're going to have a lot more than Tower. And if the favored CD isn't in stock, Amazon has it listed and can tell him when it can get it. "If I'm going to get online and research it myself, I might as well order it while I'm there."

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FROM TOP: GERRY CASANO; DAVID BERKOWITZ FOR NEWSWEEK



## AMAZON

Bezos's company proved that you could sell goods directly to e-customers

millions of credit-card-holding consumers. Walker, however, was clever enough to realize that Netizens were not to be regarded as sitting ducks, but as a new population hungry for ways to empower themselves. And that the Net can enable heretofore unimaginable business models. Models that could—and would—change virtually every industry on the planet.

Walker believes that those who think up such ideas should own them, a conviction reinforced by recent legal rulings holding that business methods could be patented. This opportunity was confirmed to him by a dozen patent lawyers whom he hired to eat lunch with him in the law firm's boardroom ("It cost me about \$2,000," he says). He quickly formed a company, Walker Digital, to dream up new tech-driven

schemes, patent them and spin them off into businesses.

The first big idea was Priceline, which allows people to name their own price for flights, if they offer flexibility on carrier and times. The airlines can sell unused seats, and won't lose their regular customers, since Priceliners can't specify which airline they want. It's the kind of thing that could be done only on the Internet, which offers millions of people quick



Of the Internet users who have shopped online, 58% have bought books, 44% have ordered software, 26% have purchased clothing and 20% have acquired toys

access to airline databases, and hooks them to software that pulls the trigger on the right prices.

Walker patented the scheme. Then, after his brain trust figured out a way that airlines might fight the idea (an "anytime ticket" sold cheaper in exchange for letting the airline choose the flight), he patented that scheme, too. Just in case. (Some of Walker's patents are being challenged by inventors who say they had thought of the ideas first.)

Potential customers were drawn by a splashy ad campaign featuring William Shatner (who hopped on the Starship Free Enterprise by taking his payment in stock). But it took a while to get the airlines on board; Priceline wound up letting Delta take a big share of its stock. As customers learned to make realistic bids, and Priceline added airlines to make more flights available, more customers (but still less than half) are making successful bids. Priceline isn't making profits yet, but it's selling about 40,000 tickets a week. And though its stock is considerably down from its peak earlier this year, Wall Street values the company at more than \$8 billion.

Priceline has extended its model to hotel rooms, mortgages and cars. How far can

it go? Maybe we'll know when the company rolls out a service called WebHouse Club later this fall. This applies the name-your-price scheme to groceries. Customers can specify how much they'll spend for items like name-brand colas, batteries, scouring pads and diapers—but cannot specify the exact brand. If their prices are accepted (answers come within a minute), their credit cards are charged for the item and they print out a voucher that their neighborhood store will accept. (The service will roll out in the New York City area with more than 600 stores participating.) Does this seem labor intensive? Walker doesn't think so: "If you can name your own price for beef or beer, you're pretty motivated."

Whether or not the grocery venture

works. Walker has proved that the Net is fertile ground for launching entirely new approaches to commerce. Other companies will follow. For instance, a firm called Mercata brings consumers together so their collective buying power can drive prices down. And Microsoft's Expedia travel site has announced a name-your-own-hotel-price scheme that seems similar to Priceline's (no word yet on whether

Walker will charge patent infringement).

Will new models thrive? Absolutely. But they won't necessarily drive out the earlier ones. Jeff Bezos's direct approach seems firmly established and Whitman's auction economy is finding favor in areas beyond the Pokémon zone. And other Internet giants like AOL, Yahoo and Microsoft—less interested in direct selling than pointing their members to retailing partners—wel-

come any model that draws customers.

Meanwhile, Walker is figuring out the next big change. Maybe, he muses, it will come when computers can reliably recognize voices. And Walker knows just how it will work: "You're going to walk into the store and say, 'Hi, I'm here. I have some Priceline prices.' And they'll say, 'Great!' Ka-ching!"

With ANJALI ARORA and ESTHER PAN

## Taking a Flier on the Web

Execs who left Corporate America for the unknown

**I**NTERNET START-UPS aren't just for kids; executives at the top of their game in established businesses are chucking security for a piece of the Net. Below are a few of the big names that have recently struck out for cyberspace.



**Geraldine Laybourne**  
**Oxygen Media**

For nearly two decades, Gerry Laybourne was the queen of kids' TV, building the Nickelodeon brand and later heading up the Disney/ABC Cable Networks. Now she's aiming for the women's market. Oxygen produces Web content on topics ranging from personal finance to child care and will launch a cable network next February. The women's online field is crowded, with tenacious competitors like

Candice Carpenter of iVillage. But Laybourne has powerful partners—Oprah Winfrey and Carsey-Werner's Marcy Carsey. "Oxygen is one of the sites that will still be around in three to five years," says Jupiter Communications' Anya Sacharow.

### Jay Chiat

**ScreamingMedia**

When he ran the advertising firm Chiat/Day, Jay Chiat was known for his funky office space and brusque business style. He gave up the offices, but Chiat's still in the business of moving fast. His ScreamingMedia pulls real-time content from sources like AP and The New York Times and delivers it in customized packages to clients like AOL and Microsoft.

### C. Everett Koop

**drkoop.com**

Dr. Koop quit his job as U.S. surgeon general a decade ago, but he's still one of the most recognizable names in medicine. In 1998 he launched a site featuring news and advice on health topics from flu shots to the



Ebola virus. The site is a huge hit: more than 1 million people visited in the last week of August. And Koop has joined the ranks of the paper millionaires (his options are worth about \$46 million). Koop recently came under fire for receiving a percentage of sales of services and products on the site. But an aide says his

contract has been changed to eliminate these fees.

### Rich Frank

**Food.com**

Like Laybourne.

Frank is a former Disney executive who wanted a taste of the Net. His site features point-and-click ordering from 10,000 restaurants nationwide. Frank says he loves his youthful staff's enthusiasm. But getting people to return calls can be tough. "When I was at Disney, I'd certainly get someone on the phone," he says. "Now it's 'Rich from where?'"

### Lou Dobbs

**space.com**

After two decades at CNN, the former host of "Moneyline News Hour" and "Business Unusual" struck out for the wilds of the cyberworld. Space.com, a news and entertainment site about outer space, was launched in July, and analysts say it has star potential. "It's well put together and has an easy name," says Datamonitor analyst Robert Shavell. "If we send somebody to Mars or find little critters in the water of asteroids, everybody's going to go there."

### Louis Borders

**Webvan Group**

Can the man behind Borders bookstores bag the online-shopping market? He'll spend a lot trying. Borders's online grocery store is spending \$1 billion to develop distribution and delivery in 26 cities. But Webvan still has to deal with low profit margins and competitors like Peapod. Bottom line: no one knows if tomatoes will sell in cyberspace.

RANA DOGAR with  
KEVIN PERAINO

### NEW ON THE NET

(Clockwise from above) Television talent turned Webbie Gerry Laybourne, rocket man Lou Dobbs and former U.S. surgeon general C. Everett Koop



# pressing the flesh online

E-CAMPAIGNING HAS BEEN UPGRADED FROM NOVELTY TO NECESSITY IN THE BLINK OF AN EYE. CANDIDATES

**MUST NOW COMPETE IN THE WILDS OF THE WEB, A**

WORLD WITH ITS OWN RULES. POLITICS AND GOVERNING MAY NEVER BE THE SAME. BY HOWARD FINEMAN

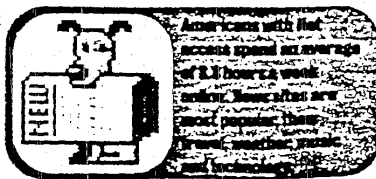
**F**ROM HIS OFFICE IN CINCINNATI, Rick Segal wanted to create a "swarming effect" in Iowa for Steve Forbes. The goal there, he knew, was simple: get Iowans to Ames—and get them to vote in the straw poll. GOP candidates were busy crisscrossing the cornfields, offering free bus rides and tickets, filling vast tents with food and music. Segal, an Internet marketer paid to serve as Forbes's Webmaster, came up with another idea. The campaign's computer servers in Maryland had a national list of 32,000 supporters and e-mail addresses. Why not use it? The rest of the Forbes brain trust, back in Washington, agreed.

So the word went forth in an e-mail alert: check your Christmas-card list, your Palm Pilot, your alumni directory. Pass along a message (complete with a hot link to the Forbes Web page) to any Iowa friends or relatives. Urge them to go to Ames and to vote for Steve. The result, Segal concedes, was less a swarm than a dust devil. Perhaps 250 of Forbes's nearly 5,000 votes in Ames were earned this way. But that was an important 5 percent of Forbes's respectable second-place finish—and a harbinger of

e-campaigning. "It was all done on the Net," says Segal. "We were across the country, and we didn't have to set up another headquarters on some Main Street in Iowa. Isn't it way cool?"

Yes, it is. In the ever-accelerating world of the Internet, e-campaigning has gone from a novelty to a necessity in less than a year. With increasing sophistication and urgency, campaigns are using the Web as a bulletin board, advertising medium and organizing tool. Television—broadcast, cable and satellite—remains the overwhelmingly powerful vehicle for mass-market, "passive," one-way selling. But the Internet is fast becoming a Virtual New Hampshire: a quirky but pivotal place where campaigns are launched or scuttled, where savvy organizers and voters roam in search of action, answers and influence.

As it grows in importance, the Web is generating its own issues and folkways.



Candidates know they have to address Web-based concerns such as privacy, free speech and taxation of Internet sales. The candidates also know they must understand the culture of the Net, which honors voluminous and readily available information, two-way communication and a sense of community knitted together by modem. In a shrewd move last week, George W. Bush made his entire contributor list available online—an attempt not only to blunt criticism of his lavishly funded campaign, but to win points for style.

The Web had its political coming of age last year, in Minnesota, in Jesse Ventura's successful bid for the governorship. An independent with no party structure or endorsements, all he had was fame, blunt-spoken ideas—and the Net. For months Ventura had no physical "headquarters," just an ever-growing e-mail list. Two thirds of his fund-raising pledges arrived via the Internet. His final, three-day, get-out-the-



CHARLES COOMAS/REUTERS - SAUL LOEB FOR NEWSWEEK

vote bus trip was organized by e-mail. Ventura's site never was fancy. No elaborate graphics. It was a simple, text-based community of Ventura fans. The network generated a surge at the end, especially among young, new voters—an age group, not coincidentally, that grew up online. He won half the under-30 vote in a three-way race. "The Internet didn't win it for us," says Ventura Webmaster Phil Madsen, "but we couldn't have won without it."

The Y2K presidential campaigns have gone to school on the Ventura story. Unlike "The Body," they care about appearances. As much to show their Net savvy as to sign up volunteers, the campaigns have sites full of Java-scripted doodads, interactive features and digitized daily photos from the hustings. On Al Gore's, surfers can enter a "just for kids" area, check out voter-registration requirements by clicking on a map of the United States or download computer wallpaper decorated with the Gore logo. Several

campaigns offer versions of their sites in Spanish and links to independent news outlets. The Gore and Forbes sites are perhaps the most elaborately organized; Bush's the most intent on showing off the candidate himself. "Campaigns tend to reflect the candidate," says Phil Noble, an online-politics consultant. "And so do the sites."

It's important to be convincingly digital because the voters increasingly are. According to a new survey by the University of California, Santa Barbara, half of all adults now have access to the Internet either at home or at work, and more than half of them at one time or another have used the Net to delve into political topics. By the end of last year, more than 36 million Americans were getting news at least once a week from the Internet—more than triple the number of three years earlier. Among the states, New Hampshire is second (behind only Alaska) in the percentage of voters online. The Granite State—where primary rules give independ-

## THE WEB WAR ROOM

The Bush staff, which is led by Karl Rove (far left), has put its contributor list online in a move to win points among the digerati

ents extraordinary power—seems destined to be the place in which digital and physical campaigning will merge.

The real work online is, therefore, organizational. Gore and Bill Bradley are both using the Net effectively to enlist support. Both have raised sizable credit-card donations online, and Bradley recently won a ruling making such donations "matchable" for federal funds. But no one is making a more elaborate effort than Forbes, whose campaign manager, Bill Dal Col, vowed earlier this year to run "the first Internet-based campaign." More than any other, the Forbes Web site is geared toward signing up recruits and eliciting information about them. The Forbes database, says Webmas-

## SPECIAL REPORT

### JAVA-SCRIPTED DOODADS

Gore's site features a 'just for kids' area, an interactive U.S. map with voter-registration requirements and wallpaper with the Gore logo

ter Segal, has broken down its e-mail list into dozens of categories, and sends each of them targeted messages.

In the try-anything, price-is-no-object Forbes campaign, there's more. If you stop by the Forbes Web site, you'll be asked if you want to become an "e-precinct captain." If you do, you'll be asked to submit an e-mail list of friends who will comprise your e-precinct. The names on the list then, automatically, get a "personalized" (but pre-written) appeal from you. "Join us," it says. "I've committed to helping Steve Forbes become president.... and I'm asking you to help."



It's harder to use the Internet for political advertising. TV remains the best way to reach the large mass of undecided voters who settle general elections. "It's the less-engaged voters in the center who matter most in the end," says Democratic media consultant Robert Shrum. "And the only way to ensure you reach them is with television. The Internet still requires you to be an active participant, but most voters are passive recipients of political information." Even so, Forbes is trying to at least go where the voters are on the Web. His campaign will soon begin advertising on many day-trading and investment sites.

The opening of the West transformed American politics, giving rise to a host of new issues, from the extension of slavery to conservation. The domestication of cyberspace is doing the same thing. The most ur-

# 'we're in the middle of a cyberwar'

## RUSSIAN HACKERS MAY HAVE PULLED OFF WHAT COULD BE THE MOST DAMAGING BREACH EVER OF U.S. COMPUTER SECURITY

BY GREGORY VISTICA

IT'S BEING CALLED "Moonlight Maze," an appropriately cryptic name for one of the most potentially damaging breaches of American computer security ever—serious enough for the Department of Defense to order all of its civilian and military employees to change their computer passwords by last month, the first time this precaution has ever been taken en masse. The suspects: crack cyberspooks from the Russian

Academy of Sciences, a government-supported organization that interacts with Russia's top military labs. The targets: computer systems at the Departments of Defense and Energy, military contractors and leading civilian universities. The haul: vast quantities of data that, intelligence sources

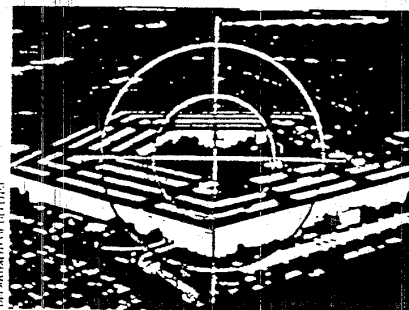
familiar with the case tell NEWSWEEK, could include classified naval codes and information on missile-guidance systems. This was, Pentagon officials say flatly, "a state-sponsored Russian intelligence effort to get U.S. technology"—as far as is known, the first such attempt ever by Russia. Washington has not yet protested to Moscow. But Deputy Secretary of Defense John Hamre, who has briefed congressional committees on the investigation, has told col-

leagues: "We're in the middle of a cyberwar."

In a cyberwar, the offensive force picks the battlefield, and the other side may not even realize when it's under attack. Defense Department officials believe the intrusions, which they describe as "sophisticated, patient and persistent," began at a low level of access in January. Security sleuths spotted them almost immediately and "back-hacked" the source to computers in Russia. Soon, though, the attackers developed new tools that allowed them to enter undetected (although they sometimes left electronic traces that could be reconstructed later). Intelligence sources say the perpetrators even gained "root level" access to some systems, a depth usually restricted to a few administrators.

After that, "we're not certain where they went," says GOP Rep. Curt Weldon, who has held classified hearings on Moonlight Maze.

As a federal interagency task force begins its damage assessment, a key question is whether the Russians managed to jump from the unclassified (although non-public) systems where they made their initial penetration into the classified Defense Department network that contains the most sensitive data. Administration officials insist the "firewalls" between the networks would have prevented any such intrusion, but other sources aren't so sure. Besides, one intelligence official admitted, classified data often lurk in unclassified databases. With enough time and computer power, the Russians could sift through their mountains of pilfered information and deduce those secrets they didn't directly steal. That's one more thing to worry about, although security officials admit that they have a more pressing concern. The intruders haven't been spotted on the network since May 14. Have they given up their efforts—or burrowed so deeply into the network that they can no longer even be traced?





gent. Net-created concern is privacy. Ironically, campaign organizing itself elevates the issue. Gore, much maligned for his "I founded the Internet" remarks, has nevertheless shown his sensitivity on the matter. So has GOP Sen. John McCain, who chairs a committee that has jurisdiction over the issue. The Gore and McCain sites were recently praised by the Center for Democracy and Technology, a nonpartisan group, for their elaborate efforts to assure voters that the information they collected would stay private. Others, including the Bush and Forbes sites, didn't get a gold star on that score.

Other Net-based issues are popping up. Elizabeth Doie has made control of pornography on the Internet a central feature of her campaign. Gore touts the administration's efforts to require phone companies to subsidize Internet connections for all the schools and libraries in the country. Bush, Forbes and others deride this so-called Gore tax. McCain is no fan of it either, but has begun saying nice things about the "schools and libraries" program, too—since the legislation to create it passed through his committee. Forbes has declared his eternal, undying opposition to any taxation of transactions on the Internet. Other candidates, including Bush, are more equivocal. No candidate favors a new regulatory scheme for the Internet. That's perhaps not surprising, since many of them are raking in contributions from the new world digital commerce.

But the biggest issue now emerging in the world of online politics is about ... online politics. In California (of course) a movement is underway to allow votes to be cast over the Internet. Activist Marc Strassman is filing papers to put the question on the ballot in November 2000. Some analysts argue that people could vote early and often by modem and that it would widen the "digital divide" between rich and poor. But Strassman contends that technical problems are soluble, and "anything that makes it easier for people to vote," he says, "is a good idea in these days of voter cynicism and apathy."

Now all he has to do is collect 500,000 signatures. He and his allies must gather them the old-fashioned way—on paper and in person. And Strassman has come up with a novel way to use the Internet to make the process simpler. Voters who want to sign won't have to go to a shopping-center parking lot to do so. They'll be able to download a petition form, sign it and send it in. "A petition only has to have one name on it to be valid," says Strassman. Of course that's the way it works in the world of politics on the Web: you start with one person and hope for a swarm.

# The Mouse That Roars

A cyberguerrilla takes shots at the Bush camp

BY MARTHA BRANT

**I**N THE ARENA OF ONLINE POLITICS, George W. Bush may have met his match: Zack Exley, a 29-year-old computer programmer in Boston. Last fall Exley bought the domain name gw bush.com for the standard \$70. Bush staffers then rejected his offer to sell them the site for \$350,000. Now Exley has turned it into a savage parody of the Texas governor, including a fake picture of the candidate snorting coke. "I figured Bush would be annoyed, and it would be fun to haggle with his campaign," says Exley.

Yes, Bush was annoyed. His Washington lawyer fired off a letter to Exley ordering him to "cease and desist" using the same logo and photos as the legitimate site, GeorgeWBush.com. Then the Bush camp filed a complaint with the Federal Election Commission, claiming that if Exley has spent or received more than \$1,000 he should register as a political committee and disclose any backers. (Exley says there are none, and that he is nonpartisan.) In a speech, Bush called Exley a "garbage man." Angered that innuendo passes for fact online, Bush said, "There ought to be limits to freedom."

It's hard to sell that idea on the Internet. Any smart aleck with \$70 for an unclaimed Web name can take a crack at a candidate: just go to HillaryNo.com, AlBore.com or white house.com (a porn site). Profiteering is also endemic. One entrepreneur tried (and failed) to sell Utah Sen. Orrin Hatch the site hatchforpresident.com for \$45,000. But Hillary Clinton did pay \$6,000 for hillary2000.com to use in her Senate bid.

Exley is happy to play David against Goliath. The ruckus, he says, has

attracted a million visitors to his site since spring. Though it no longer mimics the look of the real Bush Web page so precisely, the satire is still there. Lately, gw bush.com has added real letters from drug offenders imprisoned in Texas. "I'm doing my time for youthful indiscretions: experimenting with pot," writes one, Kevin McHall, from the Seagoville Federal Correctional Institute. There's more to come, promises Exley. "I haven't backed down," he says.



## A 'GARBAGE MAN' AT WAR

Computer programmer Exley (with his Web site) is happy to play David against Goliath. "I figured Bush would be annoyed, and it would be fun to haggle with his campaign."

"If anything, I've gotten more brazen."

The Bush camp has bolstered its defenses. Staffers have bought up some 60 domain names, including Bushsucks.com, Bushbites.com and Bushblows.com, to keep them out of the hands of pranksters. Those addresses now link users directly to Bush's real site. But "for every smart lawyer trying to stop this, there are 10 mischievous kids determined to do it," says Phil Noble, president of Politics Online. "I'll bet on the kid any time."

BETWEEN THE LINES

# bridging the digital divide

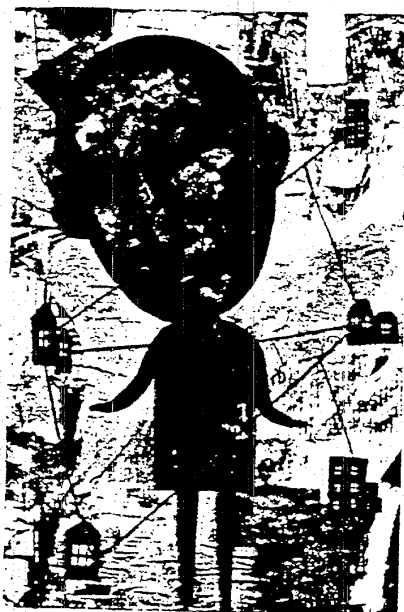
IN A NEW KIND OF CYBER CLASS WARFARE, IT'S THE TECH HAVES AGAINST THE HAVE-NOTS. BY JONATHAN ALTER

**S**OMETIMES THE BIGGEST NEWS COMES IN STATISTIC-laden reports put out by think tanks with boring-sounding names. Last week the Center on Budget and Policy Priorities (cbpp.org) released a depressing study called "The Widening Income Gap." It turns out that the gap between rich and poor in the United States is now greater than at any time since the Great Depression. If this was just because of all the

new millionaires, it wouldn't be so terrible. The rich getting richer is, in theory, good for everyone. But it turns out that the poorest fifth of Americans have actually seen their after-tax income decline over the past 20 years. One in five children lives in poverty. The richest 2.7 million Americans now have as much income as the poorest 100 million. These trends are being driven by technology, and the now familiar notion that what you earn depends on what you learn. Unless the "digital divide" is narrowed soon, the United States may be headed for a return to the class warfare of a century ago, the last time the economy changed so fundamentally. It won't be pleasant.

There's good news and bad news across this new continental divide. Access to computers is expanding rapidly. In 1998 more than 40 percent of American households owned computers, and 25 percent of all households had Internet access. Hardware prices are still falling, and used computers are making their way into even the poorest areas. Community technology centers (ctcnet.org) are springing up, and inner-city schools are being wired more quickly than anticipated, thanks in part to the billions provided through Washington's "E-rate" program, which underwrites Internet access. For Americans with incomes of \$75,000 and higher, the gap in home-computer ownership between whites and blacks has narrowed some in the last year. That suggests the digital divide may eventually close, if prices fall and incomes rise.

But in the meantime, the divide is getting worse. According to a new Commerce Department report, "Falling Through the Net" (ntia.doc.gov), the gap in Internet access between those at the highest and lowest income levels grew by 29 percent in one year alone. African-Americans earning under \$40,000 are less than half



as likely as whites in the same income group to own a home computer. There are plenty of theories as to why, starting with the absence of enough black and Hispanic role models in the world of high tech. That, in turn, is partly the product of weak minority-hiring records in places like Silicon Valley. And there are cultural factors. So far, mobile phones and other wireless communications have shown greater appeal than the Internet in many minority communities, though some individual sites, like the Spanish-language StarMedia portal, are catching on.

What's being done about the digital divide? Companies say they can't hire enough qualified minorities, yet few provide more than a token contribution to nonprofits working in the inner city to close the divide. There are exceptions. Techcorps.org has 6,000 volunteers in 43 states helping poor schools plug in; cyber-mentoring programs that help professionals become e-mail pen pals with disadvantaged kids (for example, imentor.org) are cropping up. More common are the press releases that cross my desk from high-tech companies with multibillion-dollar market caps that want publicity for their five-figure charitable table scrapings. Most would rather lobby Congress to import more low-paid skilled immigrants than seriously invest in closing the divide.

It's a long road. The computer is not a *deus ex machina*—a god that can fix every social injustice. Access to technology won't by itself level the playing field: if you wire them, they won't necessarily prosper. Computers might become as common as TVs, but they require initiative and creativity to use fully. Knowing how to play computer games is not the same as knowing how to design them.

"The access gap will close, but the gap in being able to use the technology in meaningful ways may get even larger," says Mitchell Resnick of the MIT Media Lab. Resnick, who cofounded creative after-school centers for at-risk kids (computerclubhouse.org), compares it to the study of foreign languages. "It's like the difference between having a phrase book and real fluency." Getting out of the ghetto requires the latter, but even fluency isn't enough. Job-readiness skills—how to show up at work on time and interact well—are at least as important as learning Web design. Here, too, the high-tech companies aren't doing enough. They've mostly turned a blind eye to welfare-to-work programs.

In the political world, everyone keeps asking how the Internet will affect the 2000 campaign. Maybe it will do so less as a tool for organizing and fund-raising than as a metaphor for deeper questions of social justice. That theme is already in play, with President Clinton poised to veto a \$792 billion Republican tax cut heavily weighted in favor of the rich. (Average tax cut for the top 1 percent: \$32,000.) If prosperity holds, the next election may turn on economic fairness, which today increasingly means digital fairness.

Income gaps will always be with us. The wealth of the Information Age cannot, in a free society, be equally shared. But the knowledge and opportunity that the new economy creates should know no class distinction. Once the digital and opportunity gaps close, some greater economic justice will follow.



INTERNET PRIVACY



# losing your good name online

ALL IT TAKES IS YOUR SOCIAL SECURITY NUMBER, AND SOMEBODY CAN STEAL YOUR IDENTITY—AND THE NET'S MAKING IT EASIER FOR THE BAD GUYS. BY JARED SANDBERG

**A**FTER LEASING TWO HIGH-end sport utility vehicles in just two days last spring, Kenneth Morse was finally stopped by a third dealership on the third day. Noting Morse's suspicious UV-buying spree through a credit check, the New Jersey Mercedes dealer said no deal.

It was a good thing, because the real Kenneth Morse was more than 250 miles away, pushing papers at his desk in upstate New York. With just his name and Social Security number, someone had hijacked Morse's credit-worthiness and was joy riding it for all it was worth. The cops, who weren't much help, knew enough to suspect he had given out his Social Security number somewhere

online. The suspect was ultimately caught, and Morse's name was cleared—as best as he can tell. He still doesn't know exactly how it all happened. And he still drives his old Camry, a rusty beater with 160,000 miles.

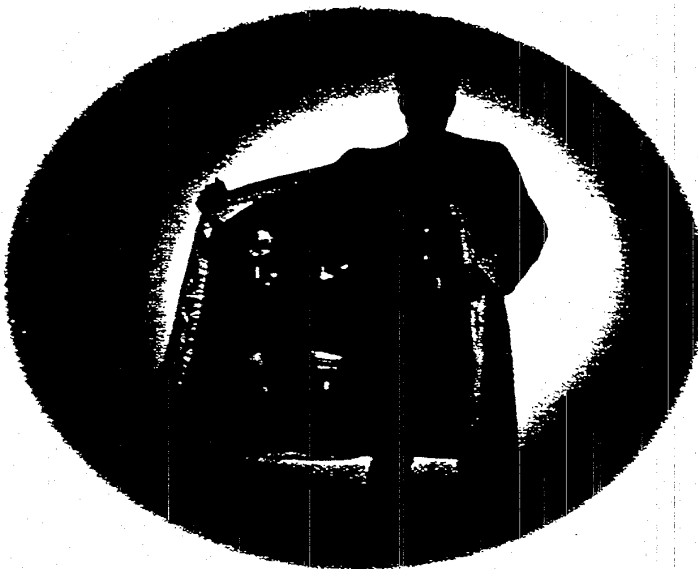
Morse was a victim of the worst kind of privacy violation—the theft of his identity. This alarming prospect is poised to be an increasingly common nightmare as the tendrils of

the Internet take root ever deeper in our daily lives. All it takes is your name and your Social Security number, and your identity can be plucked from you easier than a coat from a closet. With Social Security numbers being used as account identifiers by financial-service firms, health-care companies and motor-vehicle departments—all of which are going online—it is becoming easier for impostors to put on your happy face. Once it's stolen, count on bureaucratic torture: a seemingly endless telephone and letter-writing campaign trying to atone for your alter ego's sins. Peter Neumann of the R&D firm SRI International calls identity theft the "hidden downside of computing."

For crooks, however, it's payday. The Internet hasn't caused the problem—people still rummage through Dumpsters to reconstruct personal details from trash—but the Web has allowed criminals to lock onto marriage licenses, property records and motor-vehicle information with a mouse-click. "Before, you had to go to the county courthouse to find that information," says Beth Grossman, identity-theft program manager (yes, there is such a person) at the Federal Trade Commission. "Not anymore." Computers are powerful enough now to pry open widely used software safeguards, compounding the problem.

The advent of e-commerce is, however inadvertently, endangering privacy. Companies have long boasted about the efficiency, convenience and personalized service that distinguish commerce online. But that promise hinges on the merchants' intimate knowledge of their customers' tastes and behavior. For starters, they know who their customers are, where they live and their credit-card numbers. And the more someone buys, the more the seller finds out about him: likes bourbon and trash novels; sends someone not his wife flowers every Wednesday.

Any Web-site operator can reconstruct a



### Watch Your Step

It doesn't take much to steal your identity. Some tips to protect it online:

#### **SOCIAL SECURITY NOS.:**

These open a floodgate of information. Keep them closely guarded.

**PASSWORDS:** Internet-service providers won't ask for them. Anyone who does is likely to be a scam artist.

**ATTACHMENTS:** Don't open these if they're from a stranger—they can launch 'sniffers' or Trojan horses, programs that steal and spread passwords.

**PRIVACY POLICIES:** Web retailers need personal data to make a sale. Be sure they aren't going to pass it around.

sure AOL knew it wasn't him in the event any records became public. He began a weeklong lobbying effort, calling AOL, privacy groups and a senator's office. Ultimately, he found out that the "criminal" activity was software piracy, and he's still waiting for a letter from AOL that clears his name.

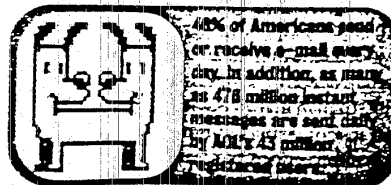
Aravosis says he never gave out his password, nor did he download a malicious program, but AOL staffers suspect he did. Using AOL's Instant Messenger service, online cons can send a user a missive posing as an AOL employee who needs the user's password for some reason or another. "We are experienc-

ing difficulties with our records.... I need you to verify your logon password to me so that I can validate you as a user." If you don't fall for that ploy, you could become the unwitting victim of a "Trojan horse" program—an innocuously named e-mail attachment that stores your password when you open it. The program then e-mails the information to the perp.

So you have to be digitally vigilant. Guard your Social Security number as if it were the master key to your life, which it is. And plead with your insurance company and financial institution not to use the number as your account ID (good luck).

Paranoid, maybe, but it could have saved William Bergau. In May 1998 the 35-year-old college recruiter and his wife had their wallets stolen from their car and returned the next day. But the thief kept checks and Bergau's Social Security card, which he used to obtain a fraudulent driver's license by telling the DMV he had lost the original. He successfully purchased goods and withdrew money. But the real problem hit Bergau when the pretender started getting arrested, under Bergau's name, for drunken driving, marijuana possession and grand-theft auto. A year after the theft, when Bergau was on vacation with his wife and kids in Arizona, thousands of miles from home, he was pulled over for speeding. "His" record—for driving under the influence—came up, and the cop wanted to lock him up. "The kids are in the van thinking Daddy's going to jail," he says. But Bergau explained the theft of his identity and, after more letters and calls, he finally got off the hook. He wasn't ensnared online, but the Internet makes his predicament more imaginable for the rest of us.

Now Bergau carries around a series of letters from agencies and the police explaining his plight. But the notes give him little comfort: "I'm going to spend my whole life picking up the pieces of this guy's dirty work." For him—and anybody whose identity is lifted in cyberspace—it's hard to see if he'll ever truly get his name back.



40% of Americans send or receive e-mail every day. In addition, as many as 478 million instant messages are sent daily. By May 43 million...

# TRADEMARK EXAMINATION WORKSHEET

☒ AMENDMENT STAGE

☒ NO CHANGE

☐ PUBLICATION/REGISTRATION STAGE

Name: SYLVIA HAMMETT L.O. 115

Date 1/31/02

Serial No. 74-75-76-78 2/04/95

INSTRUCTIONS: Place a check mark in the appropriate column and/or box to indicate which data elements have been amended/coded.

## Legal Instrument Examiner (LIE)

	Amended	Data Element	
<b>Class Data</b>		<input type="checkbox"/> Prime/International Class	<input type="checkbox"/> Goods and Services
		<input type="checkbox"/> First Use Date	<input type="checkbox"/> First Use in Commerce Date
		<input type="checkbox"/> In Another Form	<input type="checkbox"/> Certification
		<input type="checkbox"/> 1b	
<b>Mark Data</b>		<input type="checkbox"/> Word Mark	<input type="checkbox"/> Pseudo Mark
		<input type="checkbox"/> Mark Drawing Code	<input type="checkbox"/> Design Search Code
		<input type="checkbox"/> Sizing/Lining Code	
<b>Misc. Mark Data</b>		<input type="checkbox"/> Mark Description	<input type="checkbox"/> Disclaimer
		<input type="checkbox"/> Lining/Stippling	<input type="checkbox"/> Name/Portrait/Consent
		<input type="checkbox"/> Translation	
<b>Section 2(f)</b>		<input type="checkbox"/> Section 2(f) Entire Mark	
		<input type="checkbox"/> Section 2(f) Limitation Statement	<input type="checkbox"/> Section 2(f) in Part
		<input type="checkbox"/> Amended Register	<input type="checkbox"/> Amended Register Date
<b>Foreign Reg. Data</b>		<input type="checkbox"/> Foreign Country	<input type="checkbox"/> 44(d)
		<input type="checkbox"/> Foreign Application Number	<input type="checkbox"/> Foreign Application Filing Date
		<input type="checkbox"/> Foreign Registration Number	<input type="checkbox"/> Foreign Registration Date
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		<input type="checkbox"/> Entity Statement	<input type="checkbox"/> Composed of
		<input type="checkbox"/> Assignment(s)/Name Change	
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		<input type="checkbox"/> Attorney Docket Number	
		<input type="checkbox"/> Correspondence Firm Name/Address	Phone NO./ Fax No/Email no.

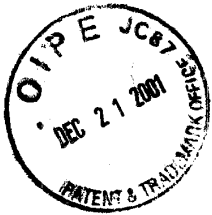
I certify that all corrections have been entered in accordance with text editing guidelines.

Sylvia Hammett SH

Legal Instrument Examiner

Patent and Trademark Office  
Law Office 115 (703) 308-9115 #123

1/31/02



20115

BOX RESPONSE/NO FEE  
Attorney Docket No.: 0311-3004 US

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In Re the Application of: )  
CRYPTO.COM, INCORPORATED )  
Mark: E-CRYPTO.COM )  
Class: Thirty-Eight (38) )  
Filing Date: February 15, 2001 )  
S/N: 76/210,445 )



12-21-2001  
U.S. Patent & TMO/TM Mail Rpt Dt. #67

TRANSMITTAL LETTER

Assistant Commissioner for Trademarks  
2900 Crystal Drive  
BOS RESPONSE-NO FEE  
Arlington, VA 22202-3513

Sir:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Response to Examiner's Office Action Dated June 21, 2001

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,

James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457

Tel (202) 296-8484  
Fax (202) 296-4098

December 21, 2001  
0311-3003 US

TRADEMARK LAW OFFICE 15  
Serial Number: 76/210445  
Mark: E-CRYPTO.COM

\*\*Please Place on Upper Right Corner\*\*  
\*\*of Response to Office Action ONLY \*\*

Attorney Docket: 0311-3004 US

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In Re Application of:  
CRYPTO.COM

Mark: E-CRYPTO.COM

International Class: 38

Filing Date: February 15, 2001

S/N 76/210,445



12-21-2001

U.S. Patent & TMO/TM Mail Rcpt Dt. #67

Examining Attorney:

Jill Prater

Law Office 115

Assistant Commissioner of Trademarks  
2900 Crystal Drive  
Box Response- NO FEE  
Arlington, VA 22202-3513

APPLICANT'S RESPONSE TO EXAMINER'S  
OFFICE ACTION NO. 1 DATED JUNE 21, 2001

Sir:

Merely Descriptive

The Examining Attorney stated "that mark 'E-CRYPTO' is merely descriptive of the nature of the services."

The mark "E-CRYPTO" is not descriptive. If the mark were actually merely descriptive it would mean that all services marketed under the mark "E-CRYPTO" are electronic crypto services, per se. This is not the case.

Mark: E-CRYPTO.COM  
Serial Number: 76/210,445  
OAR 1 (011221)

page 2

The mark is suggestive rather than descriptive. This mark requires "imagination, thought or perception to reach a certain conclusion." TMEP 1209.01(a).

In *In re Shutts*, 217 USPQ 363 (TTAB 1983), the appeals board held that the mark "SNO-RAKE was not merely descriptive of a snow hand tool." The applicant argued that term when applied to the actual good was "ludicrous, fanciful, or at least suggestive." The applicant's position was that the good, which was to be used to shovel snow, could not be a rake. The common use of the term rake brings to mind a garden tool with prongs. As such, the tool which was to be used to remove snow from automobile windows could not be a rake. Therefore, the mark "SNO-RAKE" was fanciful.

We apply the same principle to our mark. The idea that a person can buy various goods or services under the name e-crypto is fanciful and in fact ludicrous. The mark, when used this way, is both fanciful and suggestive. The implication is that one will be able to buy a service which offers some measure of security and/or privacy. However, to reach this conclusion, imagination, thought or perception is required. As such, the mark cannot be held to be merely descriptive. (TMEP 1209.01(a)).

The board in *In re Shutts* held that the "suggestive/descriptive dichotomy can require the drawing of fine lines," and that it "involves a good measure of subjective

Mark: E-CRYPTO.COM  
Serial Number: 76/210,445  
OAR 1 (011221)

page 3

judgements." (*Id.*) Given that it is necessary for these fine distinctions to be made, the board held that "such doubts are to be resolved in favor of the applicant." (*Id.*, citing *In re Pennwalt Corp.*, 173 USPO 317 (TTAB 1972), and *In re Ray J. McDermott and Co., Inc.* 70 USPO 524 (TTAB 1971)).

Given the board's holding, it follows that even if there were an argument that the mark "E-CRYPTO" may be descriptive, the examining attorney would have to view the mark in the manner most favorable to the applicant. In this case, the mark is suggestive and not descriptive, and thus is eligible to be registered on the Principal Register.

**CONCLUSION**

We respectfully request therefore that the named service mark be permitted to be published.

Sincerely,

**THE CHANDLER LAW FIRM CHARTERED**

By: 

James Phillip Chandler, Esq.  
P.O. Box 27457  
Washington, D.C. 20038-7457

Tel 202.296.8484  
Fax 202.296.4098

Date: December 21, 2001

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

Mark: **E-CRYPTO.COM**

International Class: 38

Commissioner for Trademarks  
USPTO/NEW APP/FEE  
2900 Crystal Drive, Suite 3B-30  
Arlington, VA 22202-3513

**INTENT TO USE SERVICE MARK APPLICATION**  
**PRINCIPAL REGISTER, WITH DECLARATION**

CRYPTO.COM, Incorporated, a corporation organized under the laws of the State of Delaware, U.S.A., doing business at 10306 Eaton Place, Suite 220, Fairfax, VA 22030, Telephone 703.352.4399, Facsimile 703.352.5994, requests registration of the above-identified mark in the United States Patent and Trademark Office on the Principal Register established by the Act of July 5, 1946 (15 U.S.C. § 1051 et. seq., as amended) for:

Class 38: Telecommunications security services,  
namely electronic security for voice,  
data and information conveyed by  
electronic media.

Applicant has a bona fide intention to use the mark in commerce in connection with the above-identified services in accordance with 15 U.S.C. § 1051(b), as amended.



IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In Re Application of:	)
	)
CRYPTO.COM, INCORPORATED	)
	)
Mark:	)
	)
E-CRYPTO.COM	)
	)
Class:	)
38	)

POWER OF ATTORNEY

Hon. Commissioner of Patents and Trademarks  
Washington, D.C. 20231

Sir:

Applicant hereby appoints James Phillip Chandler, III of THE CHANDLER LAW FIRM CHARTERED, and THE CHANDLER LAW FIRM CHARTERED, whose postal address is 1815 Pennsylvania Ave., NW, Suite 300, Washington, D.C. 20006, as its attorneys to prosecute this application to registration, to transact all business in the United States Patent and Trademark Office in connection therewith, and to receive the Certificate of Registration. Send all communications to THE CHANDLER LAW FIRM CHARTERED, P.O. Box 27457, Washington, D.C. 20038-7457.

All previous authorizations, if any, in respect to the same matter or proceeding are hereby revoked.

Respectfully submitted,  
CRYPTO.COM, INCORPORATED

By: 

Jeffrey W. Stephen  
President

February 7, 2001  
0311-3004 US

**DECLARATION**

The undersigned, being hereby warned that wilful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. § 1001, and that such willful false statements may jeopardize the validity of the application or any resulting registration, declares that he/she is properly authorized to execute this application on behalf of the applicant; he/she believes the applicant to be the owner of the trademark/service mark sought to be registered, or, if the application is being filed under 15 U.S.C. § 1051(b), he/she believes applicant to be entitled to use such mark in commerce; to the best of his/her knowledge and belief no other person, firm, corporation, or association has the right to use the mark in commerce, either in the identical form thereof or in such near resemblance thereto as to be likely, when used or in connection with the goods/services of such other person, to cause confusion, or to cause mistake, or to deceive; and that all statements made of his/her own knowledge are true and all statements made on information and belief are believed to be true.

**CRYPTO.COM, INCORPORATED**

By: 

Jeffrey W. Stephen  
President

February 7, 2001

0311-3004 US

BOX ITU FEE  
Attorney Docket No.: 0311-3004 US

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In Re the Application of: )  
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CRYPTO.COM, INCORPORATED )  
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Class: Thirty-Eight (38) )  
 )  
Filing Date: February 15, 2001 )



TRANSMITTAL LETTER

Assistant Commissioner for Trademarks  
2900 Crystal Drive  
Arlington, VA 22202-3513

Sir:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Intent to Use Trademark Application with Power of Attorney and Declaration
- (2) Deposit Account 031951 Debit Authorization For \$325.00 Filing Fee

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,

A handwritten signature in cursive script, appearing to read "James Chandler".  
\_\_\_\_\_  
James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457

Tel (202) 296-8484  
Fax (202) 296-4098

**THE CHANDLER LAW FIRM CHARTERED**

Please Reply to:

P.O. Box 27457  
Washington, D.C. 20038-7457  
202.296.8484  
Fax 202.296.4098

INTELLECTUAL PROPERTY LAW

The Federal Bar Building  
Suite 300  
1815 Pennsylvania Ave., NW  
Washington, D.C. 20006

**FACSIMILE  
TRANSMITTAL SHEET**

ASST. COMMR. FOR  
TRADEMARKS

2001 JUL 12 P 12:21

U.S. PATENT  
Sender's Direct Dial: 202.842.4800  
Sender's Fax: 202.296.4098

**Date:** July 12, 2001

User ID: 0102

To: Dawn Sanok

Your letter / Fax:

Company: USPTO

Your Ref:

Telephone Number:

Our Ref:

*Washington, D.C., July 12, 2001*

From: James P. Chandler

Destination Fax: 703.308.9395

Subject: CRYPTO.COM Applications

Pages to Follow: 8

**MESSAGE:**

The facsimile consists of 30 pages (Fax Cover, Cover Letter, and 4 Applications). Due to its length, it will be faxed in 4 parts, each part consisting of the following: Fax Cover, Cover Letter, and 1 Application.

If you have any questions or problems regarding the receipt of this transmission, please contact Kelley Clements in my office at 202.296.8484. I look forward to discussing the substance of the applications with you upon the completion of your research.

**FAX 4 OF 4**

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**THE CHANDLER LAW FIRM CHARTERED**  
ATTORNEYS AND COUNSELORS AT LAW

INTELLECTUAL PROPERTY LAW

The Federal Bar Building  
Suite 300  
1815 Pennsylvania Ave., NW  
Washington, D.C. 20006

Please Reply to:  
Post Office Box 27457  
Washington, D.C. 20038-7457  
202.296.8484  
Fax 202.296.4098

PROFESSOR JAMES P. CHANDLER  
Writer's Direct Dial: 202.842.4800  
E-mail <professorchandler@chandlerlawfirm.com>

July 12, 2001

**VIA FACSIMILE 703.308.9395**

Dawn Sanok  
Office of the Assistant Commissioner for Trademarks  
United States Patent and Trademark Office  
2900 Crystal Drive  
Arlington, VA 22202-3013

Re: **Trademark / Service Mark Applications for CRYPTO.COM**

Dear Ms. Sanok:

We are faxing herewith copies of the filing receipts, applications and post card confirmations from the U.S. Patent and Trademark Office in connection with the filing of the following applications:

<u>Mark</u>	<u>Class</u>	<u>Attorney Docket No.</u>	<u>Serial No.</u>
1. Crypto.com	9	0311-3001 US	76/210,448
2. Crypto.com	38	0311-3002 US	76/210,447
3. E.Crypto.com	9	0311-3003 US	76/210,446
4. E-Crypto.com	38	0311-3004 US	76/210,445

Please contact the undersigned on this matter as soon as you have had the opportunity to research the status of the above listed applications at 202.296.8484.

Yours truly,

**THE CHANDLER LAW FIRM CHARTERED**

By: 

James P. Chandler  
Counsel to CRYPTO.COM

JPC:bjs  
Enclosures  
0311-3001 US et al.

# UNITED STATES PATENT AND TRADEMARK OFFICE

<b>SERIAL NO.</b> 76/210445 <b>APPLICANT</b> CRYPTO.COM, Incorporated,		PAPER NO.
<b>MARK</b> E-CRYPTO.COM		<b>ADDRESS:</b> Commissioner for Trademarks 2900 Crystal Drive Arlington, VA 22202-3513 www.uspto.gov  <small>If no fees are enclosed, the address should include the words "Box Responses - No Fee."</small>
<b>ADDRESS</b> JAMES PHILLIP CHANDLER THE CHANDLER LAW FIRM CHARTERED P.O. BOX 27457 WASHINGTON, D.C. 20038-7457	<b>ACTION NO.</b> 01	
<b>MAILING DATE</b> 06/21/01		
<b>REF. NO.</b> 0311-3004 US		Please provide in all correspondence:  1. Filing Date, serial number, mark and Applicant's name. 2. Mailing date of this Office action. 3. Examining Attorney's name and Law Office number. 4. Your telephone number and ZIP code.
FORM PTO-1525 (5-90)	U.S. DEPT. OF COMM. PAT. & TM OFFICE	

**A PROPER RESPONSE TO THIS OFFICE ACTION MUST BE RECEIVED WITHIN 6 MONTHS FROM THE DATE OF THIS ACTION IN ORDER TO AVOID ABANDONMENT.** For your convenience and to ensure proper handling of your response, a label has been enclosed. Please attach it to the upper right corner of your response. If the label is not enclosed, print or type the Trademark Law Office No., Serial No., and Mark in the upper right corner of your response.

RE: Serial Number: 76/210445 – E-CRYPTO.COM

The assigned examining attorney has reviewed the referenced application and determined the following.

No Conflicting Marks

The examining attorney has searched the Office records and has found no similar registered or pending mark which would bar registration under Trademark Act Section 2(d), 15 U.S.C. Section 1052(d). TMEP section 1105.01.

Registration Refused – Descriptiveness

The examining attorney refuses registration on the Principal Register because the proposed mark merely describes the services. Trademark Act Section 2(e)(1), 15 U.S.C. Section 1052(e)(1); TMEP section 1209 *et seq.*

A mark is merely descriptive under Trademark Act Section 2(e)(1), 15 U.S.C. 1052(e)(1), if it describes an ingredient, quality, characteristic, function, feature, purpose or use of the relevant services. *In re Gyulay*, 820 F.2d 1216, 3 USPQ2d 1009 (Fed. Cir. 1987); *In re Bed & Breakfast*

*Registry*, 791 F.2d 157, 229 USPQ 818 (Fed. Cir. 1986); *In re MetPath Inc.*, 223 USPQ 88 (TTAB 1984); *In re Bright-Crest, Ltd.*, 204 USPQ 591 (TTAB 1979); TMEP section 1209.01(b).

In this case, the mark "E-CRYPTO.COM" is merely descriptive of the nature of the services. Please see the attached evidence from Lexis-Nexis and the Oxford Dictionary of New Words indicating the descriptive nature of the terms. Furthermore, the top level domain, .com, signifies to the public that the user of the domain name constitutes a commercial entity.


Although the examining attorney has refused registration, the applicant may respond to the refusal to register by submitting evidence and arguments in support of registration.

Available Resources For Obtaining Application Status

*Via the World Wide Web.* The applicant (and/or applicant's attorney) may access current information about the status of an application, as well as obtain additional information pertaining to trademarks, by accessing the U.S. Patent and Trademark Office's web site at **<http://www.uspto.gov/web/menu/tm.html>**. If you know the serial number or registration number of a particular application or registration, you may review its current status by going to **<http://tarr.uspto.gov/>** and entering the serial or registration number.

*Via Telephone.* The applicant (and/or applicant's attorney) may also use the Trademark Status Line. Current status is available via push button telephone for all federal trademark registration and application records. The information may be accessed by calling (703) 305-8747 from 6:30 a.m. until midnight, Eastern Time, Monday through Friday, and entering a seven-digit registration number or eight-digit application number, followed by the "#" symbol, after the welcoming message and tone. Callers may request information for up to five registration number or application number records per call.

If the applicant has any questions or needs assistance in responding to this Office action, please telephone the assigned examining attorney.



Jill L. Prater  
Trademark Attorney  
Law Office 115  
(703) 308-9115, ext. 222

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LEVEL 1... 38

4TH STORY of Level 1 printed in KWIC format.

Copyright 2001 U.S. Newswire, Inc.  
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April 9, 2001, Monday

SECTION: NATIONAL DESK

LENGTH: 990 words

HEADLINE: Jeff Grove, Former Staff Director of the Technology Subcommittee of the House Science Committee, Named New Director of the ACM Public Policy Office

DATELINE: NEW YORK, April 9

BODY:

... F. James Sensenbrenner, Jr., as a Senior Legislative Assistant responsible for several policy issues including Transportation, Telecommunications and Trade. From 1993 to 1996, he also coordinated Congressman Sensenbrenner's responsibilities on the House Judiciary Committee. Before that, he spent a summer as ...

... Political Science from the University of Wisconsin (La Crosse). In addition, Grove has completed graduate coursework in subjects including Telecommunications, Technology and International Trade at both George Washington University and George Mason University.

USACM

USACM, the ACM Committee ...

... advisory boards. One representative example of the USACM's work is its 1994 publication, "Codes, Keys, and Conflicts: Issues in U.S. Crypto Policy," the first major assessment of U.S. crypto policy by a scholarly organization. The report was the starting point for the 1996 National Research Council report, "Cryptographer's ...

5TH STORY of Level 1 printed in KWIC format.

Copyright 2001 Jane's Information Group Limited,  
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International Defense Review

March 1, 2001

SECTION: FEATURE; Vol. 34; No. 3

LENGTH: 5524 words

HEADLINE: Radio tomorrow

BYLINE: Rupert Pangelley

BODY:

... for MMR-ADM which, according to  
Francois Bouchet from the French Ministry of Defense's (MoD) Service  
des Programmes d'Observation de Telecommunication et d'Information  
(SPOTI), was initiated in 1999 and is due to end with laboratory and  
field trials in 2003. The intention is to demonstrate ...

... point. As one observer told IDR,  
"there is absolutely no point in having all these wonderful  
waveforms if you can't sort out the crypto". Furthermore in some  
quarters there is no conviction that "people have done their sums"  
when deciding how much multiband and how much ...

7TH STORY of Level 1 printed in KWIC format.

Copyright 2001 Jane's Information Group Limited,  
All Rights Reserved  
International Defense Review

February 1, 2001

SECTION: FEATURE; Vol. 34; No. 2

LENGTH: 5197 words

HEADLINE: NATO signals an all change

BYLINE: Rupert Pangelley

BODY:

... National Long Lines Agency (NALLA) in each nation to execute requirements for C[3] with the national post and telecommunications authorities.

NACOSA's operating and support organization (OSO) runs NACOSA Support Elements (NSEs) collocated with the strategic and main regional ...

... current needs using modern technology."

It is planned to make maximum use of NDNs, with NC3A furnishing end-to-end crypto to run over them. A senior NC3A official informed IDR "public key security is going to have a major effect ...

11TH STORY of Level 1 printed in KWIC format.

Copyright 2001 Newsweek  
Newsweek

January 15, 2001, U.S. Edition

SECTION: SCIENCE AND TECHNOLOGY; Pg. 44

LENGTH: 5823 words

HEADLINE: How They Beat Big Brother

BYLINE: By Steven Levy

BODY:

... noted that the solution's name was well chosen, "as it clips the wings of individual liberty." One White House official referred to crypto as "the Bosnia of telecommunications." Clipper seemed cursed.

Did anyone outside the government like Clipper? As part of the process, the National Institute of Standards and Technology had been required to ...

12TH STORY of Level 1 printed in KWIC format.

Copyright 2000 Jane's Information Group Limited,  
All Rights Reserved  
International Defense Review

December 1, 2000

SECTION: FEATURES; Vol. 33; No. 12

LENGTH: 5475 words

HEADLINE: Future TOCs: balancing intuition with calculation in command

BYLINE: RUPERT PENGELLEY AND MARK HEWISH

BODY:

... ship, kitchen table, office, or specialist  
CP," using a fully mobile IP architecture with military-standard  
augmentations (crypto etc) where needed.

In support of the new Joint Concept for C[2], a full-scale  
demonstration of the Ledsys- ...

... Research Corp provided systems engineering support for  
the AWE and integrated the various EMPRS elements. The Advanced  
Research Center Telecommunications Interface Console (ARCTIC),  
developed by the SMDBL, as a communications gateway installed in  
headquarters and TOCs. ARCTIC, which can ...

16TH STORY of Level 1 printed in KWIC format.

Copyright 2000 Phillips Business Information, Inc.  
ELECTRONIC COMMERCE NEWS

September 25, 2000

SECTION: Vol. 5, No. 38

LENGTH: 775 words

HEADLINE: THE BUSINESS OF DIGITAL SIGNATURES

BODY:

... SSL

[secure socket layer] protocols. Certicom is a vertically integrated provider of security tools in that we offer basic crypto toolkits, protocol toolkits (SSL, WTLS [wireless transport layer security]), PKI [public key infrastructure] services and products, and ...

... Name of Product: webMethods Enterprise

Type of Product: Enterprise Application Integration

Target Customer: Global 2000 organizations in telecommunications, chemicals, high-tech manufacturing and financial services

Price: Pricing for webMethods Enterprise starts at \$100,000 and will ...

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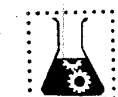
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# The Oxford Dictionary of ..... **NEW WORDS**

*Edited by Elizabeth Knowles  
with Julia Elliott*



Oxford New York

**OXFORD UNIVERSITY PRESS**

1997

# E

## e- /i:/ combining form

From the beginning of the nineties, *e-*, for ELECTRONIC, has been used to form words relating to the publication or exchange of information in an electronic format, such as E-MAIL, *e-text* (see ELECTRONIC), and *e-zine* (an electronically published fanzine), and words relating to electronic financial transactions, such as *e-cash* and *e-money*.

Please do not hesitate to send any e-texts you might find to the Gutenberg listserver address.

—*Wired* (Premiere issue) 1993, p. 23

Given that e-cash will probably depend for its value on convertibility into traditional money, will it not ultimately be the domain of bankers rather than computer scientists?

—*Economist* 26 Nov. 1994, p. 26

I click into a stylishly presented and sometimes unwittingly amusing e-zine called @ Fashion.

—*Time Out* 17 Jan. 1996, p. 173

## Earth Summit /ə:θ 'sæmɪt/ noun

An unofficial name for the United Nations Conference on Environment and Development, held in Rio de Janeiro in Brazil in 1992.

A *summit* conference of nations, held to discuss worldwide matters of environment and development regarded as essential to the future of the *Earth*.

The conference held in Rio was not the first of its kind: a world environment conference had been held in Stockholm in 1972. Twenty years later, however, environmental concerns had gained a much higher public profile, with heads of state attending the *Earth Summit*.

Considerable attention was paid to formal agreements: the *Earth Charter* constituted a statement of intent regarding the rights and obligations associated with responsible management of the Earth's resources, and AGENDA 21 a treaty on more specific points. Negotiations on some agreements continued well after the end of the conference itself: it was not until 1993 that the United States signed the BIODIVERSITY *Treaty*. It remains to be seen whether the high hopes generated will have a real and lasting impact.

The Earth Summit may present a final opportunity to develop globally coordinated actions to save the rainforest.

—*Green Magazine* Apr. 1992, p. 21

Is anything going to be left of the the high-flown declarations of the Earth Summit two years ago?

Although there was never much hope for many of the waffly wish-lists, the two international treaties—the Biodiversity and Climate Change Conventions—should surely have been binding.

—*Science* 17 Dec. 1994, p. 3

## eating disorder /i:tn dɪs'ɔ:də/ noun

Any of a range of psychological disorders characterized by abnormal or disturbed eating habits.

*Eating disorders* were being discussed in medical literature in the late sixties, but it was not until the late eighties that use of the term became widespread, generally in regard to the problems suffered by anorexics and BULIMICS. The increasing familiarity of the term in lay use may reflect both a growing social awareness of the conditions covered by it, and a wish to be able to refer to them in non-clinical and non-judgemental tones. Sufferers from such

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03	73670	N/A	0	0	0:04	("038" 200 a b)[ic]
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Session finished 6/19/01 10:42:04 AM  
Total search duration 1:11 minutes  
Session Duration 4:26 minutes

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02-15-2001

U.S. Patent & TMOfo/TM Mail Ropt Dt. #87

APPLICANT: CRYPTO.COM, INCORPORATED

ADDRESS: 10306 Eaton Place  
Suite 220  
Fairfax, VA 22030

BASIS: INTENT TO USE

GOODS: Telecommunications security services, namely  
electronic security for voice, data and  
information conveyed by electronic media.

CLASS: INTERNATIONAL CLASS 38

**E-CRYPTO.COM**



76210445

TRADEMARK APPLICATION SERIAL NO. \_\_\_\_\_

U.S. DEPARTMENT OF COMMERCE  
PATENT AND TRADEMARK OFFICE  
FEE RECORD SHEET

02/20/2001 SWILSON1 00000194 031951 76210445  
01 FC:361 325.00 CH

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In Re the Application of: )  
 )  
CRYPTO.COM, INCORPORATED )  
 )  
Mark: E-CRYPTO.COM )  
 )  
Class: Thirty-Eight (38) )  
 )  
Filing Date: February 15, 2001 )



TRANSMITTAL LETTER

Assistant Commissioner for Trademarks  
2900 Crystal Drive  
Arlington, VA 22202-3513

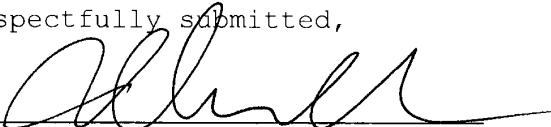
Sir:

Applicant herewith transmits the following for filing in the captioned application:

- (1) Intent to Use Trademark Application with Power of Attorney and Declaration
- (2) Deposit Account 031951 Debit Authorization For \$325.00 Filing Fee

Please direct any questions or comments concerning this matter to the undersigned attorney.

Respectfully submitted,

  
James Phillip Chandler, III, Esq.

**THE CHANDLER LAW FIRM CHARTERED**  
P.O. Box 27457  
Washington, D.C. 20038-7457

Tel (202) 296-8484  
Fax (202) 296-4098

**IN THE UNITED STATES PATENT AND TRADEMARK OFFICE**

Mark: **E-CRYPTO.COM**

International Class: 38

Commissioner for Trademarks  
USPTO/NEW APP/FEE  
2900 Crystal Drive, Suite 3B-30  
Arlington, VA 22202-3513

**INTENT TO USE SERVICE MARK APPLICATION**  
**PRINCIPAL REGISTER, WITH DECLARATION**

CRYPTO.COM, Incorporated, a corporation organized under the laws of the State of Delaware, U.S.A., doing business at 10306 Eaton Place, Suite 220, Fairfax, VA 22030, Telephone 703.352.4399, Facsimile 703.352.5994, requests registration of the above-identified mark in the United States Patent and Trademark Office on the Principal Register established by the Act of July 5, 1946 (15 U.S.C. § 1051 *et. seq.*, as amended) for:

Class 38: Telecommunications security services,  
namely electronic security for voice,  
data and information conveyed by  
electronic media.

Applicant has a bona fide intention to use the mark in commerce in connection with the above-identified services in accordance with 15 U.S.C. § 1051(b), as amended.



IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

In Re Application of:	)
	)
CRYPTO.COM, INCORPORATED	)
	)
Mark:	)
	)
E-CRYPTO.COM	)
	)
Class:	)
38	)

POWER OF ATTORNEY

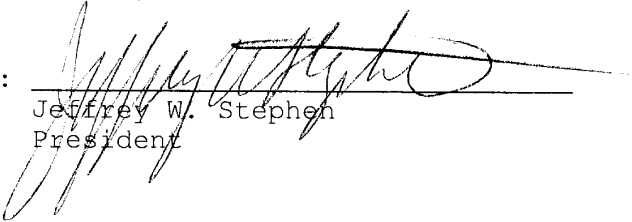
Hon. Commissioner of Patents and Trademarks  
Washington, D.C. 20231

Sir:

Applicant hereby appoints James Phillip Chandler, III of THE CHANDLER LAW FIRM CHARTERED, and THE CHANDLER LAW FIRM CHARTERED, whose postal address is 1815 Pennsylvania Ave., NW, Suite 300, Washington, D.C. 20006, as its attorneys to prosecute this application to registration, to transact all business in the United States Patent and Trademark Office in connection therewith, and to receive the Certificate of Registration. Send all communications to THE CHANDLER LAW FIRM CHARTERED, P.O. Box 27457, Washington, D.C. 20038-7457.

All previous authorizations, if any, in respect to the same matter or proceeding are hereby revoked.

Respectfully submitted,  
CRYPTO.COM, INCORPORATED

By:   
Jeffrey W. Stephen  
President

February 7, 2001  
0311-3004 US

**DECLARATION**

The undersigned, being hereby warned that wilful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. § 1001, and that such willful false statements may jeopardize the validity of the application or any resulting registration, declares that he/she is properly authorized to execute this application on behalf of the applicant; he/she believes the applicant to be the owner of the trademark/service mark sought to be registered, or, if the application is being filed under 15 U.S.C. § 1051(b), he/she believes applicant to be entitled to use such mark in commerce; to the best of his/her knowledge and belief no other person, firm, corporation, or association has the right to use the mark in commerce, either in the identical form thereof or in such near resemblance thereto as to be likely, when used or in connection with the goods/services of such other person, to cause confusion, or to cause mistake, or to deceive; and that all statements made of his/her own knowledge are true and all statements made on information and belief are believed to be true.

**CRYPTO.COM, INCORPORATED**

By: \_\_\_\_\_

Jeffrey W. Stephen  
President

February 7, 2001

0311-3004 US



02-15-2001

U.S. Patent & TMOfo/TM Mail Ropt Dt. #87

APPLICANT: CRYPTO.COM, INCORPORATED

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BASIS: INTENT TO USE

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Attorney Docket No.: 0311-3004 US

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In Re the Application of: )  
CRYPTO.COM, INCORPORATED )  
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Assistant Commissioner for Trademarks  
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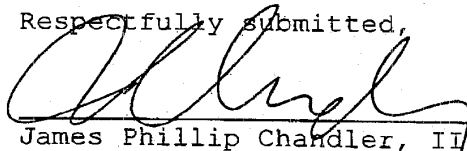
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James Phillip Chandler, III, Esq.

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P.O. Box 27457  
Washington, D.C. 20038-7457

Tel (202) 296-8484  
Fax (202) 296-4098

0311-3003 US

Attorney Docket: 0311-3004 US

IN THE UNITED STATES PATENT AND TRADEMARK OFFICE

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International Class: 38

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**E-CRYPTO.COM**

0311-3004 US

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In Re Application of: )  
CRYPTO.COM, INCORPORATED )  
Mark: )  
E-CRYPTO.COM )  
Class: 38 )

POWER OF ATTORNEY

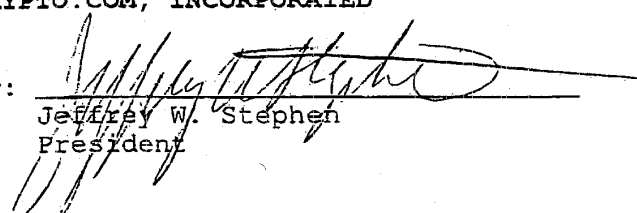
Hon. Commissioner of Patents and Trademarks  
Washington, D.C. 20231

Sir:

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By:   
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President

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0311-3004 US

DECLARATION

The undersigned, being hereby warned that wilful false statements and the like so made are punishable by fine or imprisonment, or both, under 18 U.S.C. § 1001, and that such willful false statements may jeopardize the validity of the application or any resulting registration, declares that he/she is properly authorized to execute this application on behalf of the applicant; he/she believes the applicant to be the owner of the trademark/service mark sought to be registered, or, if the application is being filed under 15 U.S.C. § 1051(b), he/she believes applicant to be entitled to use such mark in commerce; to the best of his/her knowledge and belief no other person, firm, corporation, or association has the right to use the mark in commerce, either in the identical form thereof or in such near resemblance thereto as to be likely, when used or in connection with the goods/services of such other person, to cause confusion, or to cause mistake, or to deceive; and that all statements made of his/her own knowledge are true and all statements made on information and belief are believed to be true.

CRYPTO.COM, INCORPORATED

By: 

Jeffrey W. Stephen  
President

February 7, 2001

0311-3004 US



\*\*\*\*\*  
\*\*\* RX REPORT \*\*\*  
\*\*\*\*\*

RECEPTION OK

TX/RX NO	5741
CONNECTION TEL	2022964098
SUBADDRESS	
CONNECTION ID	
ST. TIME	07/12 10:42
USAGE T	02'38
PGS.	9
RESULT	OK

# Deposit Account Statement

## Deposit Account

ID: 031951

Current Balance: 1,550.00

Status: A

Month

February, 2001

Holder: THE CHANDLER LAW FIRM CHTD

Date Posted	Seq. No.	Description	Docket No.	Fee Code	Amount	Balance
02-20-2001	206	76210445		361	325.00	300.00
02-27-2001	7	E-REPLENISHMENT		701	-750.00	1,050.00

Opening Balance

625.00

Closing Balance

1,050.00



Office

# Deposit Account Statement

## Deposit Account

ID: 031951

Current Balance: 1,550.00

Status: A

Month

March, 2001

Holder: THE CHANDLER LAW FIRM CHTD

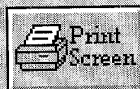
Date Posted	Seq. No.	Description	Docket No.	Fee Code	Amount	Balance
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Opening Balance

1,050.00

Closing Balance

1,050.00



Office

# Deposit Account Statement

## Deposit Account

ID: 031951

Current Balance: 1,550.00

Status: A

Month

July, 2001

Holder: THE CHANDLER LAW FIRM CHTD

Date Posted	Seq. No.	Description	Docket No.	Fee Code	Amount	Balance
07-31-2001	3	E-REPLENISHMENT		701	-500.00	1,550.00

Opening Balance

1,050.00

Closing Balance

1,550.00



Office

ID: 031951

**Current Balance:** 1,550.00

Status: A

Month

August, 2001

**Holder:** THE CHANDLER LAW FIRM CHTD

Date Posted	Seq. No.	Description	Docket No.	Fee Code	Amount	Balance
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### Opening Balance

1,550.00

**Closing Balance**

1,550.00



76210445

TRADEMARK APPLICATION SERIAL NO. \_\_\_\_\_

U.S. DEPARTMENT OF COMMERCE  
PATENT AND TRADEMARK OFFICE  
FEE RECORD SHEET

02/20/2001 SWILSON1 00000194 031951 76210445  
01 FC:361 325.00 CH



02-15-2001

U.S. Patent & TMO/tm Mail Rcpt Dt. #57

APPLICANT:

CRYPTO.COM, INCORPORATED



ADDRESS:

10306 Eaton Place  
Suite 220  
Fairfax, VA 22030

BASIS:

INTENT TO USE

GOODS:

Telecommunications security services, namely  
electronic security for voice, data and  
information conveyed by electronic media.

CLASS:

INTERNATIONAL CLASS 38

**E-CRYPTO.COM**

**ABANDONED**

**TRADEMARK**



76210445

Attorney Docket No: 0311-3004 US

Attached hereto is a new Intent to Use Trademark Application for International Class 38 with power of attorney and declaration. Authorization to debit \$325.00 filing fee from Deposit Account # 031951 is also attached hereto.

MARK: E-CRYPTO.COM



DATE: February 15, 2001

02-15-2001

U.S. Patent & TMO/TM Mail Rpt Dt #57

THE CHANDLER LAW FIRM CHARTERED

Attorney Docket No: 0311-3004 US

Attached hereto is a new Intent to Use Trademark Application for International Class 38 with power of attorney and declaration. Authorization to debit \$325.00 filing fee from Deposit Account # 031951 is also attached hereto.

MARK: E-CRYPTO.COM



DATE: February 15, 2001

THE CHANDLER LAW FIRM CHARTERED



**FILING RECEIPT**

The United States Patent & Trademark Office acknowledges receipt of the following document(s) on the date stamped hereon:

- (1) Transmittal Letter
- (2) ITU Servicemark Application with Power of Attorney and Declaration
- (3) Deposit Account Debit Authorization For \$325.00

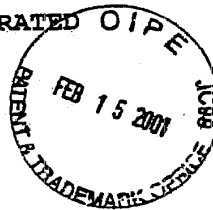
Applicant: CRYPTO.COM, INCORPORATED

Mark: E-CRYPTO.COM

Class: 38

Our Ref: 0311-3004 US

Filing Date: February 15, 2001



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