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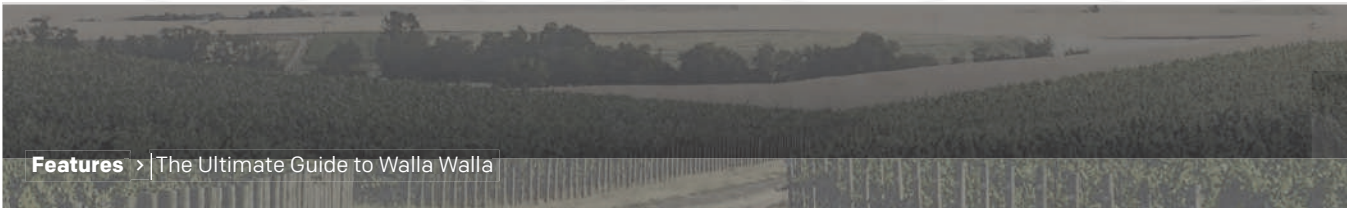
Proceeding no.	91268532
Party	Plaintiff Rasa Vineyards, LLC
Correspondence address	ELLIOTT J WILLIAMS STOEL RIVES LLP 760 SW NINTH AVENUE SUITE 3000 PORTLAND, OR 97205 UNITED STATES Primary email: elliott.williams@stoel.com Secondary email(s): anne.glazer@stoel.com , thomas.rousse@stoel.com , patrick.hartigan@stoel.com , docketclerk@stoel.com 503-294-9571
Submission	Other Motions/Submissions
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BULKY DOCUMENTS

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Part 2 of 6



Features > | The Ultimate Guide to Walla Walla

TASTING NOTES

The Best Wineries to Visit in Walla Walla

The heart of Washington wine country has no shortage of producers. Here, in no particular order, are the ones to seek out.

By [Sean P. Sullivan](#) • Updated October 13, 2021



Grosgrain Vineyards' sense of style extends from its labels to its light-filled tasting room.

IMAGE: BROOKE FITTS

WESTSIDE DISTRICT**Woodward Canyon Winery.**

One of Washington's founding wineries, Woodward Canyon has made its name over the past four decades with age-worthy cabernet sauvignons and Bordeaux-style blends. Just as notable? The best-in-class chardonnay. In 2021, the winery celebrated its 40th anniversary and is currently transitioning to second generation ownership.

L'Ecole No 41

Founded in 1983, family owned L'Ecole No. 41 produces a wide range of Columbia Valley and Walla Walla Valley designated bottles, all bearing a picture of their headquarters, a former schoolhouse. While the red wines get much of the attention—and they deserve it—the whites are easily their equals. If you can't make it to the winery, a second location pours flights and glasses in the Marcus Whitman Hotel downtown.



L'Ecole's converted schoolhouse tasting room doubles as a landmark on the drive into town.

IMAGE: BROOKE FITTS

Waterbrook Winery

Whether you want a six-pack of rosé cans or an exclusive cabernet for \$46, Waterbrook's wines—along with those at sister tasting rooms Canoe Ridge and Browne Family—span the price spectrum, delivering quality at each level.

Long Shadows Vintners

This project from former Chateau Ste. Michelle CEO Allen Shoup brings renowned winemakers from around the world to make one release each from Washington fruit. Napa Valley's Rand Dunn crafts the outrageously good Feather cabernet sauvignon. Bordeaux's Michel Rolland offers an unrestrained take on merlot with Pedestal. Whoever's at the helm, the lineup doesn't miss.

Reininger Winery

There's something to be said for knowing a place. Tracy Tucker's family goes back five generations in Walla Walla Valley. She and her husband Chuck Reininger founded the winery in 1997, one of the first to focus exclusively on Walla Walla Valley fruit, then added a second label, Helix, that homes in on Columbia Valley.

DOWNTOWN DISTRICT



Tasting rooms (and charm) permeate downtown Walla Walla.

IMAGE: BROOKE FITTS

House of Bones/Proper Wines

Two side projects from Rôtie Cellars' owner/winemaker Sean Boyd share an airy space downtown. House of Bones is a chardonnay-focused project in partnership with co-winemaker Kevin Masterman. Meanwhile, Proper focuses exclusively on a single vineyard in the Rocks District.

Gramercy Cellars

Master sommelier Greg Harrington left behind a restaurant career to come to Walla Walla and make wines that “taste like dirt” (read: earthy). But you can still sense that restaurant background in his lower oak, lower alcohol wines—clearly meant for the dinner table. These are some of the best wines in the state, with distinctly high acidity.



An installation of Foundry Vineyards wine offerings.

IMAGE: COURTESY FOUNDRY VINEYARDS

Foundry Vineyards

Walla Walla is known for wine and (a little more quietly) its large foundry, dedicated to creating large-scale sculptures from local and international artists. Mark and Patty Anderson, who started the Foundry, brought this same vision to their winery, which includes a sculpture garden as well as exhibitions—all paired with wines made from fruit sourced throughout the state.

The Walls

This winery offers both Rocks District savory reds and cutting-edge Red Mountain wines, with grape varieties that digress from cabernet norms. Taste, for instance, the touriga nacional and souzão based Stanley Groovy.

Corliss Estate

Corliss makes a commitment few wineries in Washington can match: Vintages see extended time in the barrel and in the bottle before release. These are cult wines, made in a rich, luxurious style. They're ready to drink when released, but are built for the long haul. (See also: sister winery Tranche in the Eastside District.)

Seven Hills Winery

Since 1988, Seven Hills has focused on making wines more reserved than the Washington norm. It's now owned by California giant Crimson Wine Group. Longtime assistant winemaker Bobby Richards recently took over from founders Casey and Vicky McClellan, and continues to produce some of the state's best and longest lived Bordeaux-style wines.



Seven Hills pours tastes from winemaker Bobby Richards inside a local landmark, a brick building that was originally a planing mill.

IMAGE: COURTESY SEVEN HILLS WINERY

Elephant Seven

Don't be fooled by the whimsical label—an elephant floating away with a snout full of red balloons. Elephant Seven produces serious wines driven by fruit purity and simplicity. Several hail from Yellow Bird Vineyard, a site that highlights some excellent grenache and syrah in a part of Walla Walla known for cabernets.

Forgeron Cellars

You can get various Forgeron wines from the Yakima Valley, Walla Walla Valley, and larger Columbia Valley. But it's always hung its hat on understated chardonnay and syrah, with the latter coming from the ever-excellent Boushey Vineyard.

Spring Valley Vineyard

Part of the Ste. Michelle Wine Estates family, this winery deftly explores an area of the valley northeast of downtown, where few else have planted. The wines, all reds, except a rosé and a viognier, find something special there, like the mixture of red fruit and savory herb displayed in the exceptional, merlot-heavy Uria.

Lawrelin Wine Cellars

This side project from longtime Washington winemaker Kendall Mix is genuinely singular, releasing wines that already have 10 to 15 years aging in the bottle. The winery takes care of all patient cellaring: You just get glorious cabernets and syrahs in their prime.

Kontos Cellars

Second-generation winemaker and sixth-generation Walla Wallan Cameron Kontos and his brother Chris make power-packed red wines, with generous fruit and plentiful oak spicing.

Time and Direction Wines

Winemaker Steve Wells left the East Coast and moved to Walla Walla Valley to make wine. He made the right choice, never getting in the way of his wines' ample fruit intensity and balance. A number of the Time and Direction bottles focus on fruit from the Royal Slope, an area of the Columbia Valley that is quickly becoming one of Washington's top syrah locations.

Morell Family Wines

Aryn Morell built an outsized imprint in Washington, previously overseeing winemaking for several top-tier producers. Here, with his own brand, he creates everything from a shockingly good sauvignon blanc to a knockout malbec-dominant blend. Other Morell labels —Alleromb, Morell-Peña, the Royal Bull—are all worth checking out.

Charles Smith Wines

Charles Smith built an empire making top quality wines across the price spectrum for his various brands, including K Vintners, Substance, Sixto, and Casa Smith. The winery's Walla Walla tasting room is a converted auto repair shop and brings the vibe that has made the winery so successful.

SOUTHSIDE DISTRICT**Caprio Cellars**

Caprio Cellars checks all the wine country boxes. Sweeping views of Walla Walla Valley? Check. Plentiful outdoor spaces to take in such views? Check. Delicious wine to go with it? An emphatic, estate-planted check.



Definite villa vibes at Caprio Cellars.

IMAGE: COURTESY CAPRIO CELLARS

Devison Vintners

Peter Devison has long made some of the state's best whites, along with attention-getting reds at Tsillan Cellars, Efesté, and Cadaretta. Now at his own winery founded with his wife Kelsey, he takes things to a new level. The Devison offerings include a best-in-state rosé and sauvignon blanc as well as reds that show depth and intensity.

Valdemar Estates

Established by a family with a 130-year winemaking history in Spain, Valdemar offers a visitor experience few in the valley can match, with expansive views of the Blue Mountains, exceptional Spanish tapas, outdoor seating, and water features. In July 2021, the winery announced itself as Washington's (and perhaps the country's) first "100% inclusive and accessible" tasting room, complete with tasting cards for low-vision visitors, braille menus, QR codes that lead to signed and spoken wine descriptions.



The north balcony views at Valdemar Estates; director of viticulture and winemaking Marie-Eve Gilla and assistant winemaker Devyani Gupta.

IMAGE: COURTESY VALDEMAR ESTATES

Amavi Cellars

A sibling to nearby Pepper Bridge Winery, Amavi offers outdoor seating, sweeping views of the Blue Mountains, and cabernet sauvignon, syrah, and sémillon, many of which you can pick up for \$25–\$33.

Saviah Cellars

Don't tell affable owner and winemaker Richard Funk nice guys finish last. In his 20 years in business, Funk has moved Saviah to the head of the pack, with a broad selection of well-priced wines, especially elegant syrahs and Bordeaux-style blends. The winery's the Jack label, with wines from \$15–\$25, provides an unbeatable value.



Elegant syrah and outdoor seating at Saviah Cellars.

Sleight of Hand

People might come to Sleight of Hand for co-owner, winemaker, and audiophile Trey Busch's extensive vinyl and rock poster collection, now displayed in a recently remodeled tasting room. But they stay for the wines, such as the Psychedelic Syrah (as black olivey as a good tapenade) and the white peach and lime filled Magician Riesling.

Canvasback Winery

The Washington label for Napa Valley luxury brand Duckhorn Vineyards, Canvasback emphasizes cabernet sauvignon from its Red Mountain vineyard. But it also makes limited amounts of syrah and cabernet from Walla Walla Valley as well as a fine counterpoint to those rich reds: a bone-dry, lip-smacking, high-acid riesling.

Va Piano Vineyards

Set in the middle of its estate vineyard and surrounded by undulating hills, Va Piano is wine country as you imagine it: captivating vistas and commanding wines.

Pepper Bridge Winery

Majestic views of the Blue Mountains? Yup. Refined, structured, ageable red wines from estate vineyards, such as highly regarded Pepper Bridge and Seven Hills? Absolutely.



Pepper Bridge partner and director of winemaking Jean-François Pellet in the vineyards.

IMAGE: COURTESY PEPPER BRIDGE WINERY

Northstar Winery

While this winery, part of the Chateau Ste. Michelle family, now serves red and white wines from throughout the state, the reason for its founding remains its draw: Inside its tasting room, looking onto the Blue Mountains, you'll find a showcase for Washington merlot's potential in the Columbia and Walla Walla valleys.

Tertulia Cellars

Tertulia has long made intriguing Rocks District wines. But its Elevation Vineyard wines take things to, yes, another level. This higher elevation site has a long growing season, which creates lower alcohol wines with a whole lot of acid and tannin structure.

Dusted Valley Vintners

Want to easily check out what's going on across the Walla Walla and Columbia valleys? At Dusted Valley, brothers-in-law Chad Johnson and Cory Braunel source fruit from all over, including estate sites Stoney Vine and Southwind, with a focus on Bordeaux and Rhône-style reds. For a casual, value-priced entry point, see its Boomtown label.

Rasa Vineyards

Brothers Billo and Pinto Naravane left behind tech jobs to make wine. Billo, who serves as winemaker, followed up degrees from MIT and Stanford University with an MS in viticulture and enology from Stanford and an elite degree from the Institute of Masters of Wine. This is not an academic footnote: The wines are ecstatically meticulous. If you want to take tasting notes, bring graph paper.

Doubleback Winery

This winery, founded by local boy turned star NFL quarterback Drew Bledsoe and his wife, Maura, occupies a reconstructed barn-style building. That may sound like a rural-chic vanity project, but Doubleback uses estate vineyards to put out exceptional cabernet sauvignon. Sister winery Bledsoe Family Wines in downtown Walla Walla offers more range, from syrah to chardonnay.

Grosgrain Vineyards

In a state known for its decadent reds, Matt and Kelly Austin's winery champions "underdog" varieties in a reserved style: a leMBERger pet-nat, a particularly vigorous albariño. The reds are light and nimble. In just a few short years, Grosgrain has expanded the idea of what Washington wine can be. The stylish tasting room includes outdoor seating by one of the winery's estate vineyards.



A pour of skin-contact sémillon (and plenty of other underrepresented grapes) at Grosgrain Vineyards.

IMAGE: BROOKE FITTS

OREGON DISTRICT

Force Majeure Vineyards

After spending its first few years in Woodinville, this project, working with estate fruit from Red Mountain and in Walla Walla, recently set up in the Rocks District in an old schoolhouse. These are opulent, topshelf wines with plenty of tannins holding it all together.

Rôtie Cellars

The wines here pay homage to the Rhône Valley. Try the savory, syrah dominant Northern Red. If the winery stopped there, it'd easily be among the top of the Washington class, but Rotie also kicks out thrilling white

wine blends—and a stunning grenache blanc. A new Rocks District tasting room hovers above its estate vineyard.



A tasting at Rôtie comes with views of the vineyards.

IMAGE: BROOKE FITTS

Cayuse Vineyards

When Christophe Baron planted his first vineyard on a cobblestone riverbed in 1997, he created a series of vineyard-designated, earthy, savory wines—singular to this region and truly among the best in the world. Alas, the winery is not open to the public and is mailing list only, though you can find occasional bottles in Walla Walla shops and in the secondary market—expect a profiteer’s markup.

AIRPORT DISTRICT

Devium Wine

Keith Johnson, production winemaker at Sleight of Hand Cellars, started Devium out of a self-described “rebellious streak,” saying “If I don’t push the boundaries, who is going to do it?” The results undoubtedly

explore new terrain, from a pet-nat malbec to riesling grown at 3,000 feet above sea level to a red wine with no sulfur added. These are Washington wines on the cutting edge.

Dunham Cellars

Founded in 1995, Dunham has come far, and is now known for its omnipresent Three Legged Red Wine, named after a winery dog. Bottles come at a variety of price points from the Trutina Red Blend to high-end Lewis Vineyard offerings—all worth it.

Buty Winery

Over the years, Buty has dedicated itself largely to savory red blends from estate vineyards in Walla Walla Valley, Horse Heaven Hills, and Columbia Valley. Not to be missed though is the winery's ode to Bordeaux blanc—a sémillon, sauv blanc, and muscadelle white.

Prospice Wines

Owners and winemakers Jay Krutulis and Matt Reilly left behind law and architecture careers respectively to study winemaking at Walla Walla Community College. They found kinship there and decided to start a winery together. Prospice, which debuted in 2019, is one of the most exciting entrants on the Washington wine stage in the last decade. These wines—syrahs, a cabernet sauvignon, a viognier—smack with finesse.



Prospice's Jay Krutulis and Matt Reilly sample the wares.

IMAGE: COURTESY JAY KRUTULIS

Itä Wines

Itä is one of five wineries in Walla Walla's "incubator" buildings, facilities the city built to help newer producers find their footing. Owner and winemaker Kelsey Albro Itämeri focuses on grapes from the foothills of the Blue Mountains, where she is currently planting an estate vineyard. Check out the winery's thrilling merlot and syrah from Les Collines vineyard, further proof Itä is a producer to watch.

EASTSIDE DISTRICT

Leonetti Cellar

Try the one that started it all in the valley in 1977. These are cellar-worthy wines, especially the revered cabernet sauvignon. While Leonetti is not open to the public, a careful eye will find bottles in Walla Walla and Seattle restaurants.

Tranche Estate

Located in its estate Blue Mountain Vineyard, Tranche's winery presents grapevined and mountainous vistas. Luckily, what's in the glass doesn't disappoint either: consistently delicious Bordeaux- and Rhône-style wines.



Tranche's estate vineyard is also home to the tasting room.

IMAGE: BROOKE FITTS

College Cellars of Walla Walla

College Cellars is the teaching winery for Walla Walla Community College's viticulture and enology program, where budding winegrowers and winemakers learn their skills. In the glass that means wild experimentation and innovation—like a white wine released about a month after bottling.

Abeja

Abeja has one of Walla Walla Valley's most charming locations, on a century-old restored farmstead. The wines match—venerated grapes, like cabernet sauvignon and chardonnay, vinted with energy.



A bottle of Abeja and its namesake inn.

IMAGE: COURTESY ABEJA

Walla Walla Vintners

This valley stalwart in the obscenely scenic Upper Mill Creek area changed ownership in 2017 but has continued doing its thing. While luscious, ripe Bordeaux- and Rhône- style reds remain the focal points, a mouthwatering rosé and the winery's first-ever white wine, a sauvignon blanc, offer a nice swerve.

à Maurice Cellars

This winery's setting in the Upper Mill Creek area is among the prettiest in the valley. Winemaker Anna Schafer has made her name on viognier and malbec, but the whole lineup is a delight.

Figgins

Chris Figgins’s parents founded the first winery in the valley, Leonetti Cellar. His own, Figgins, takes an old-world approach—focusing on a single vineyard per bottling. The two red wines offer dense flavors and firm, brawny tannins, while the riesling pays tribute to the first wine the family made.

Reynvaan Family Vineyards

This cult winery works only with fruit from its estate vineyards in the Rocks District and in the relatively unexplored foothills of the Blue Mountains. The wines capture that area so singularly (black pepper!) that fans will know them with a whiff. Mailing list only but well worth seeking out.

Methods: *To compile this list, Sean P. Sullivan selected wineries based on the overall quality of their wines, focusing on those that are local to that area, versus satellite tasting rooms for a winery located elsewhere.*

Filed under

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Where to drink in Walla Walla—even if you’re not a huge wine fan.



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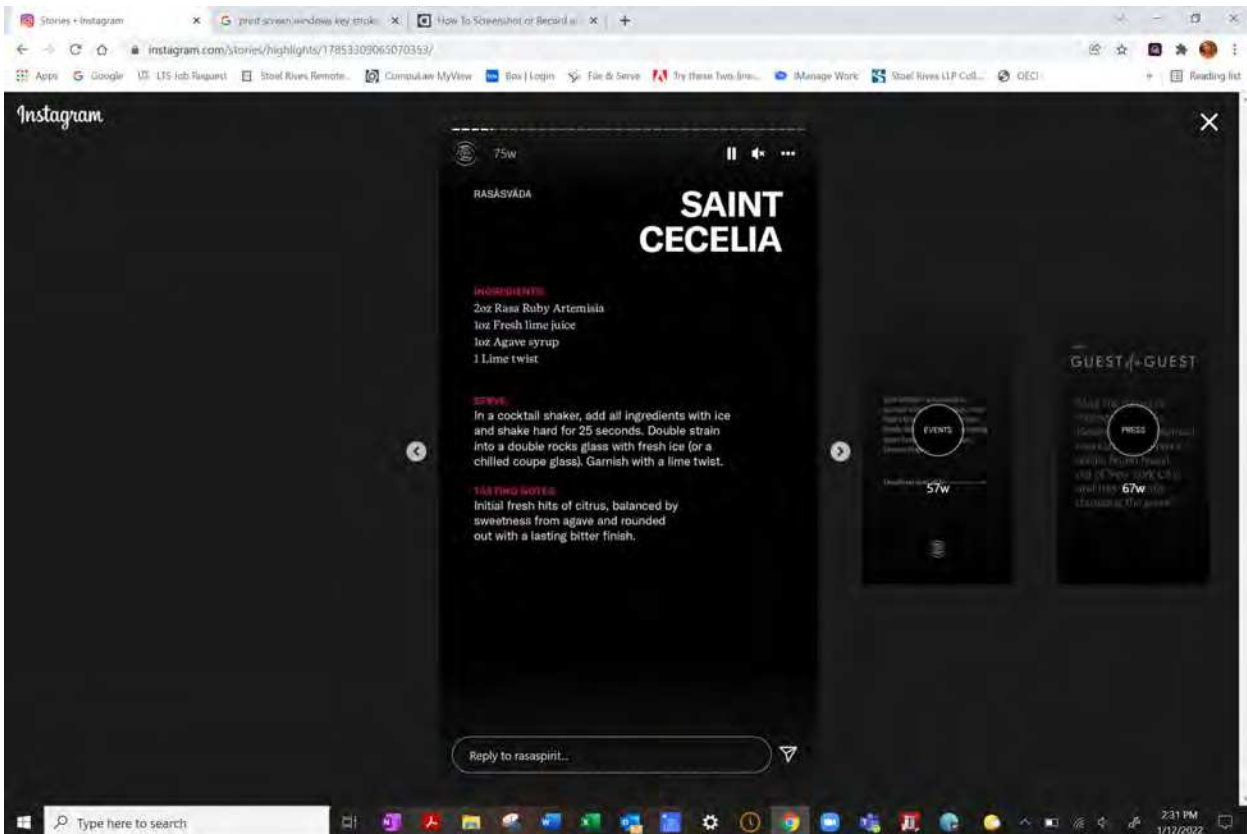
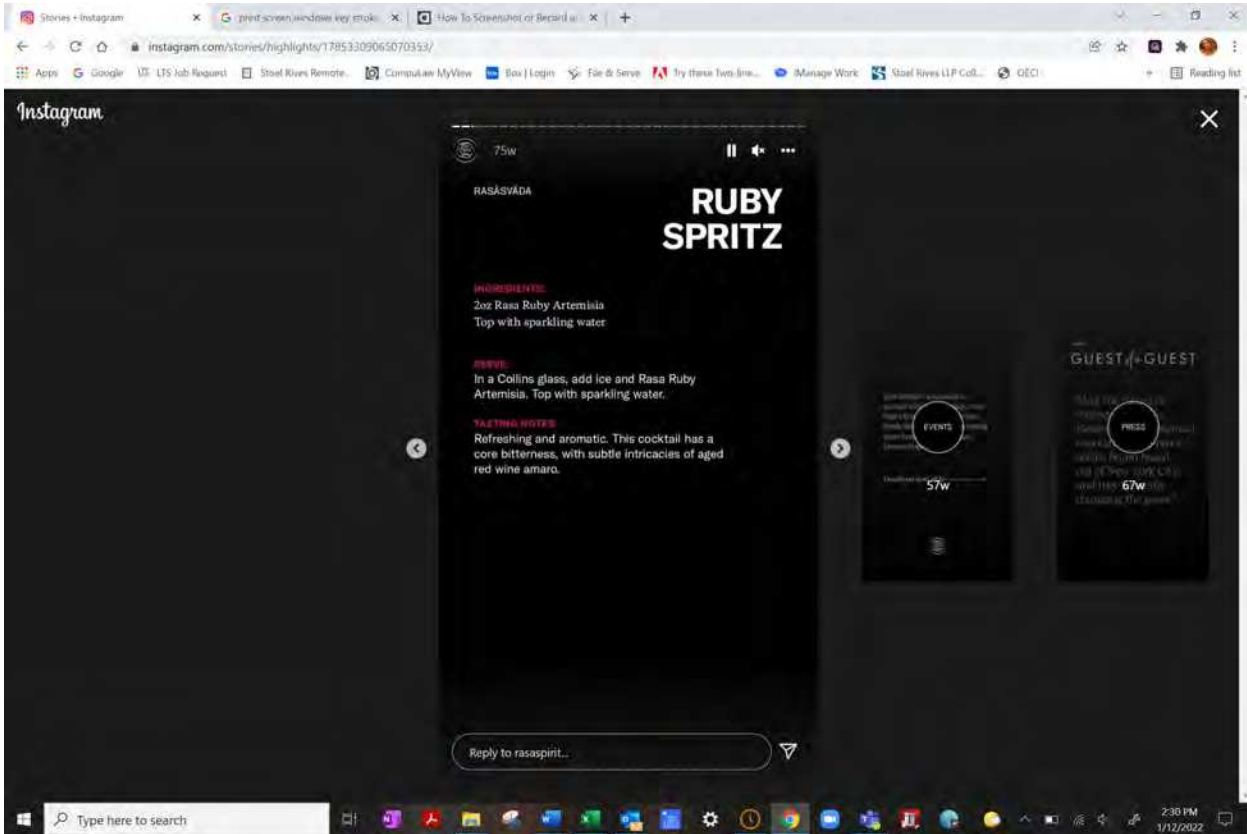
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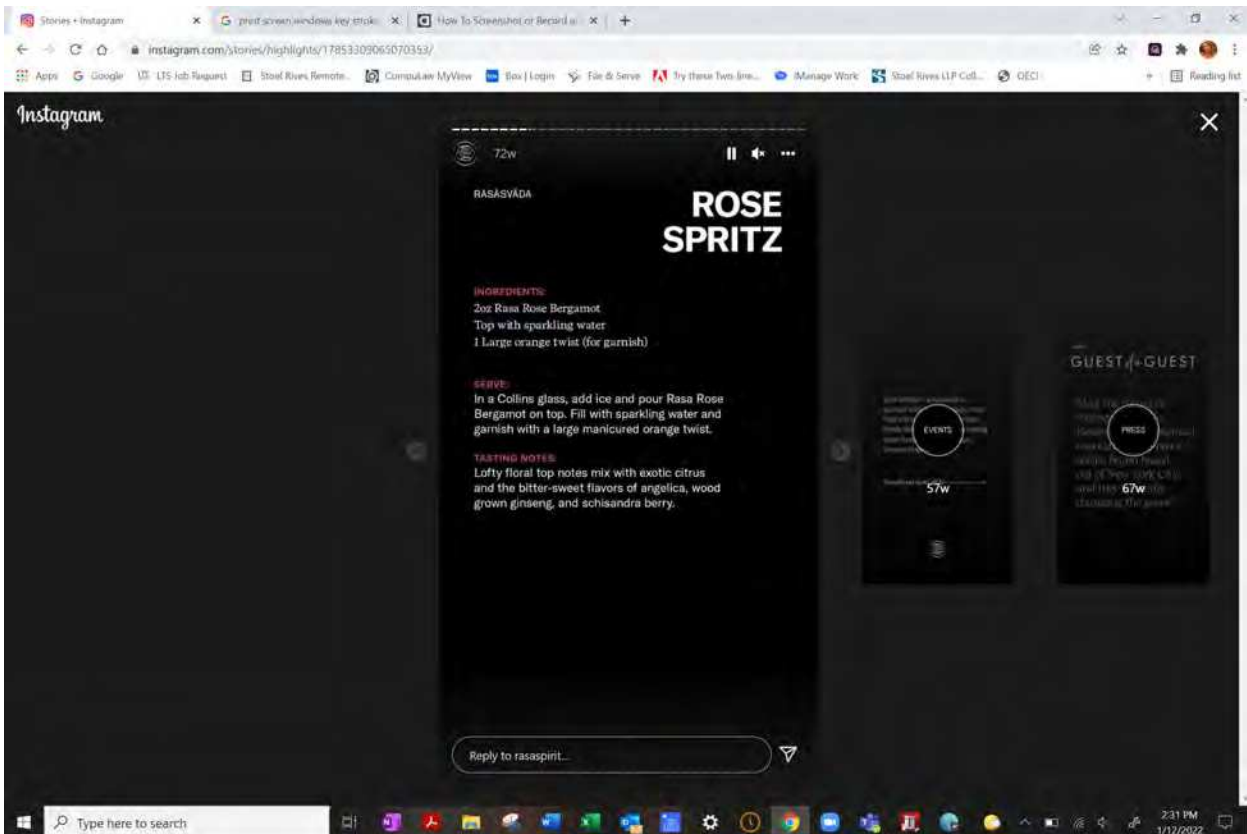
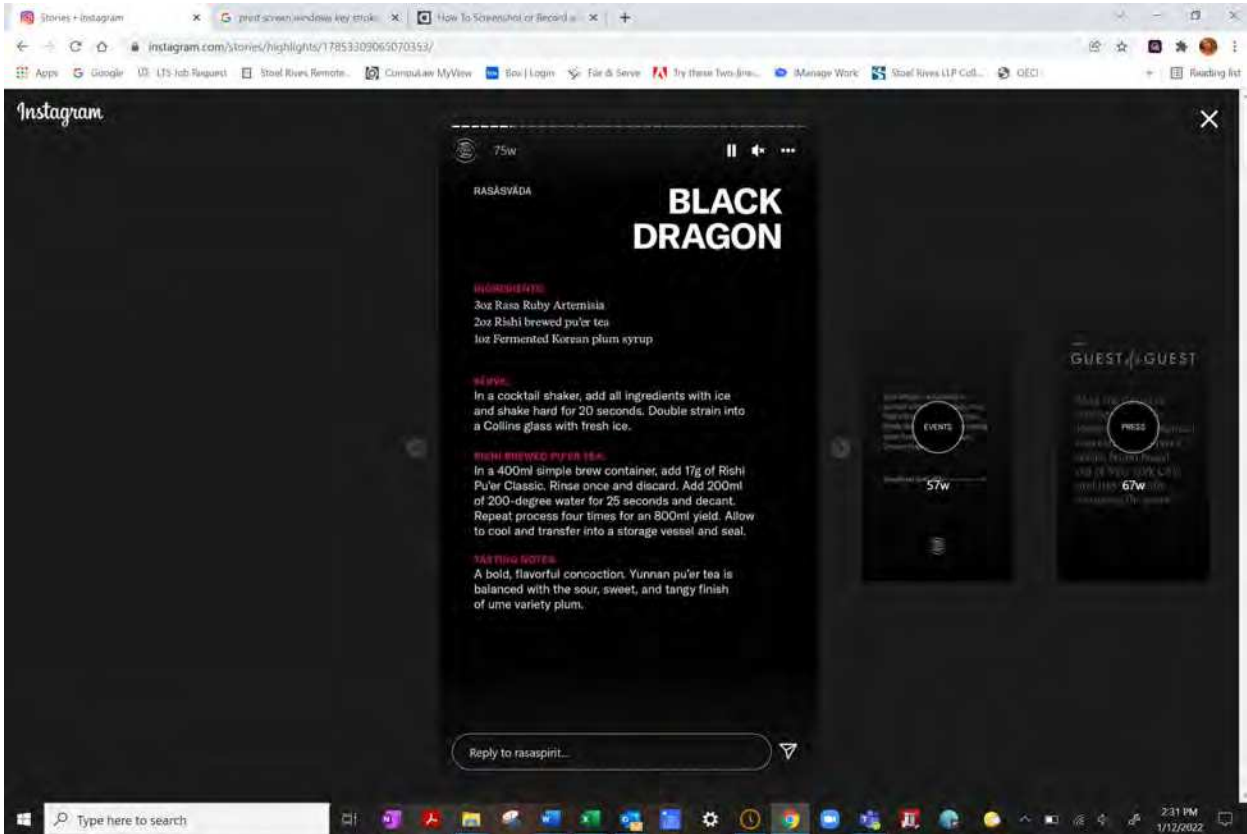
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RASASVADA

GOOSEBERRY FOOL

INGREDIENTS:
 1.Soz Rasa Rose Bergamot
 1.Soz Gooseberry/passion fruit extraction
 Top with sparkling water

SERVE:
 In a double rocks glass, add ice and all ingredients. Stir until combined.

GOOSEBERRY EXTRACTION:
 In a small saucepan, add 55g of dried gooseberries to 800ml of filtered water. Slowly simmer for 20-25 min or until the color is out of the gooseberry. Double strain into a storage vessel and allow to cool.

PASSION FRUIT CONCENTRATE:
 In a large mixing bowl, add 20g of passion fruit powder and 200ml of filtered water. Mix until well incorporated. Set aside in a storage vessel and seal.

GOOSEBERRY / PASSION FRUIT EXTRACTION:
 In a bar bottle, add 100ml of gooseberry extraction to 200ml of passion fruit concentrate. Place in a large storage vessel and seal. Can keep for two days.

TASTING NOTES:
 Refreshing and highly aromatic, tropical fruits are balanced with a bitter undertone to deliver a tangy taste with a lingering finish.

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RASASVADA

PRICKLY ROSE

INGREDIENTS:
 1oz Rasa Rose Bergamot
 1oz Fresh pineapple juice
 Top with sparkling water
 3 drops Golden seal /echinacea tincture

SERVE:
 In a Collins glass, add ice and pour Rasa Rose Bergamot on top. Add fresh pineapple juice, fill with sparkling water, and finish with three drops of echinacea.

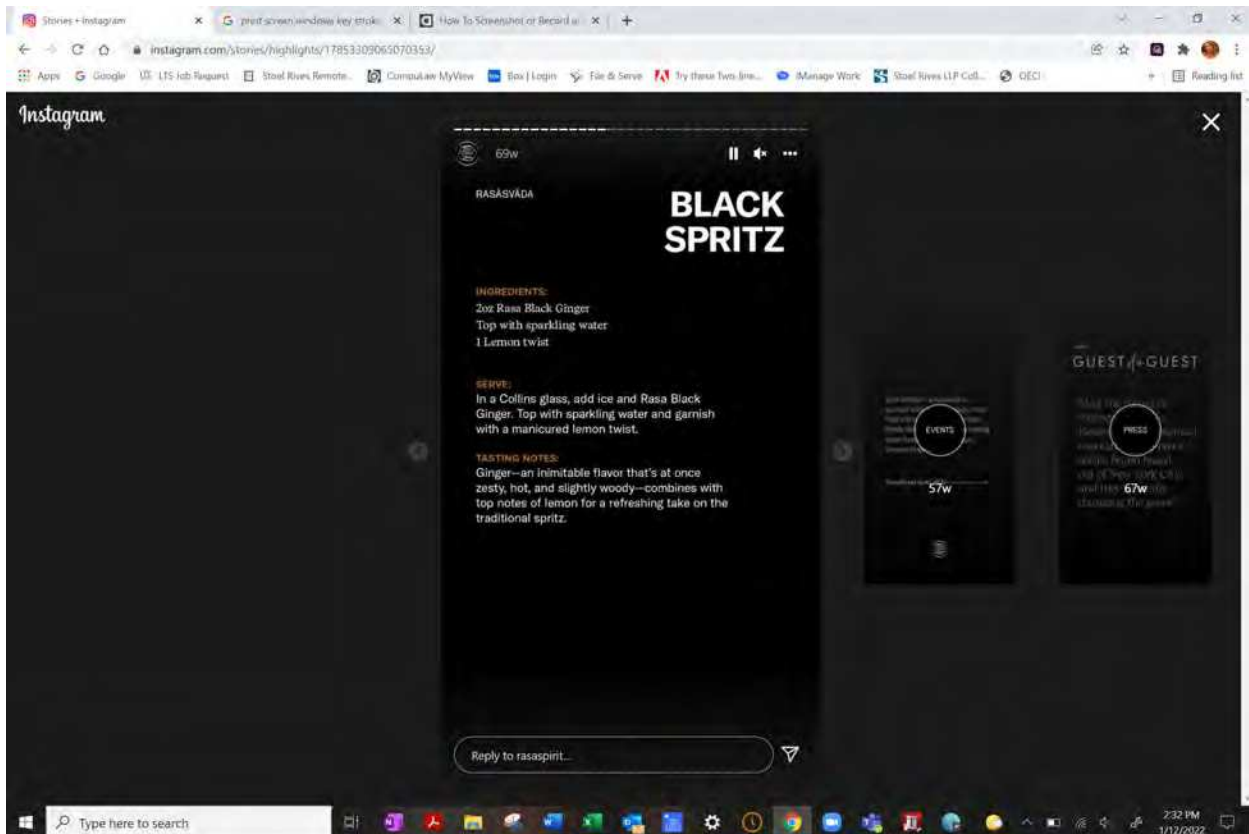
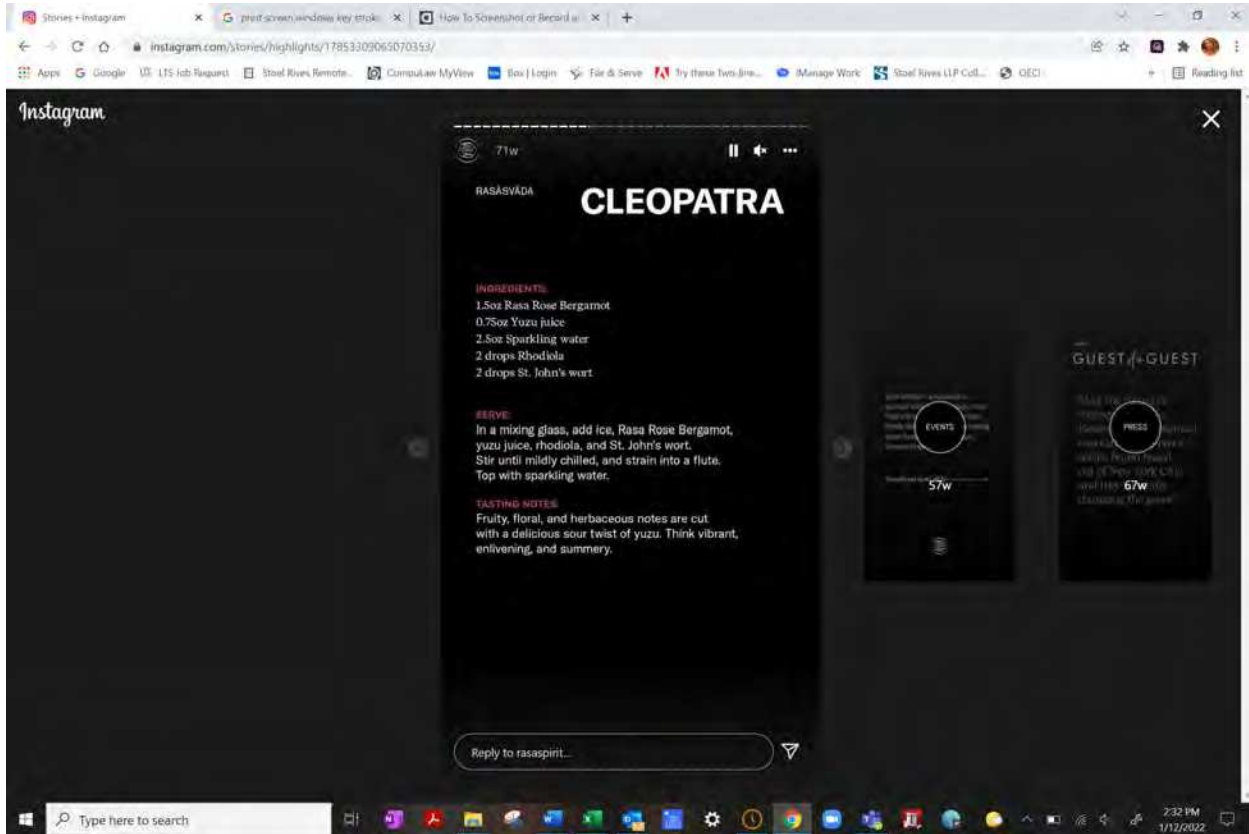
TASTING NOTES:
 A little prickly, like the name. Elemental earthiness and floral aromatics meet and mingle with the tang of fresh pineapple and hibiscus.

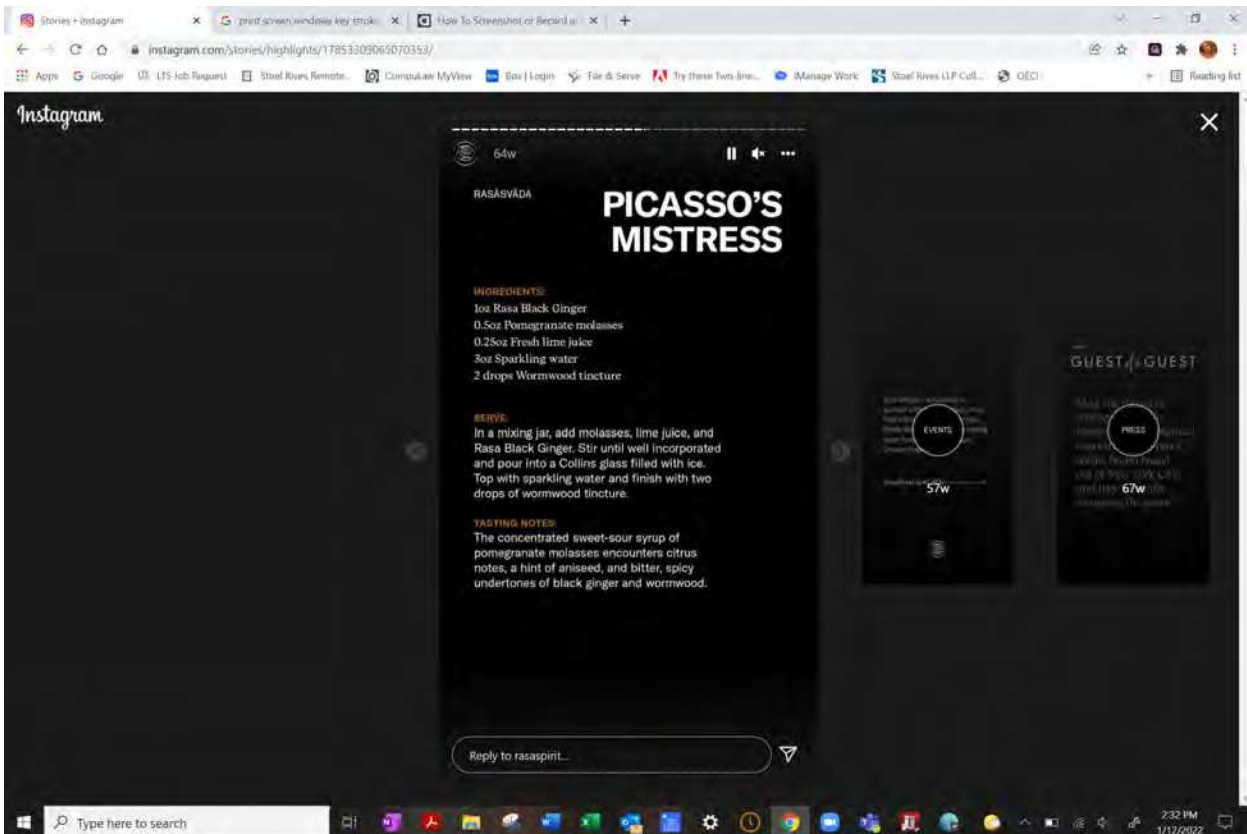
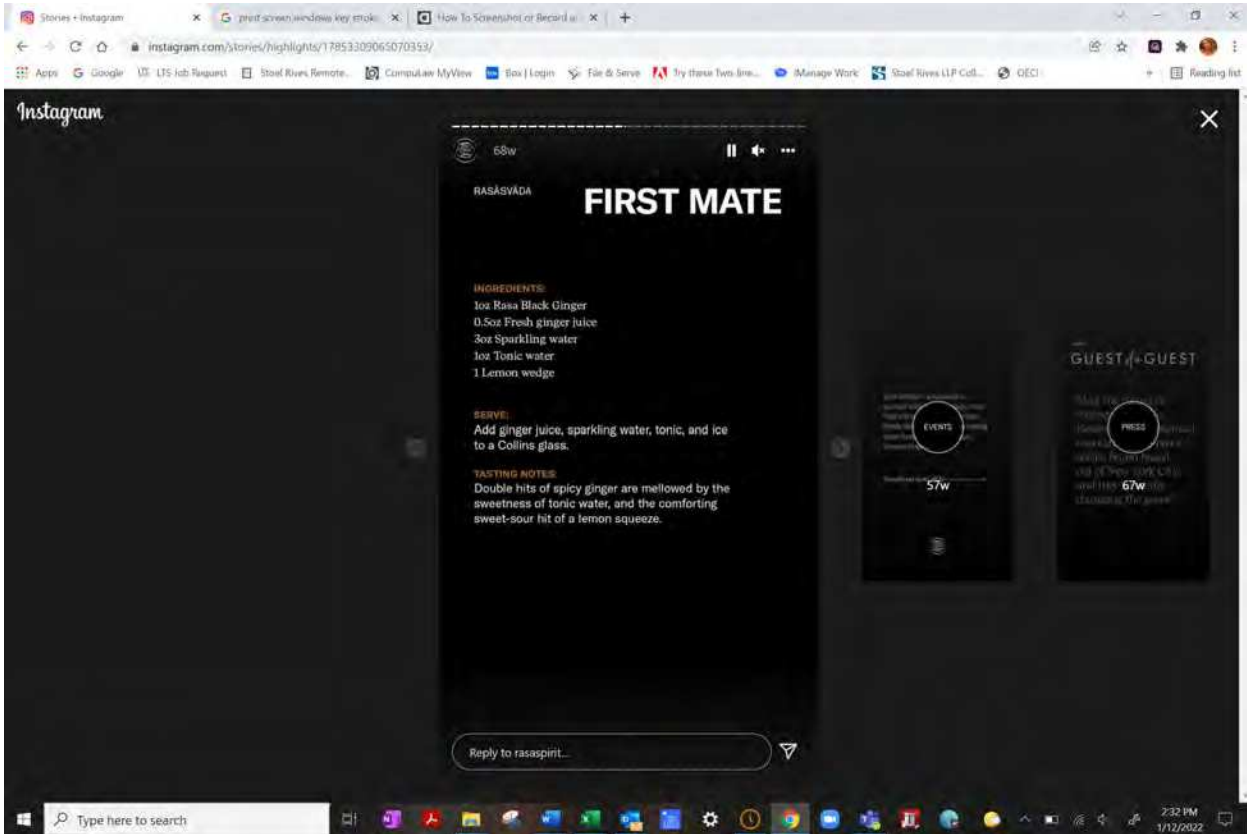
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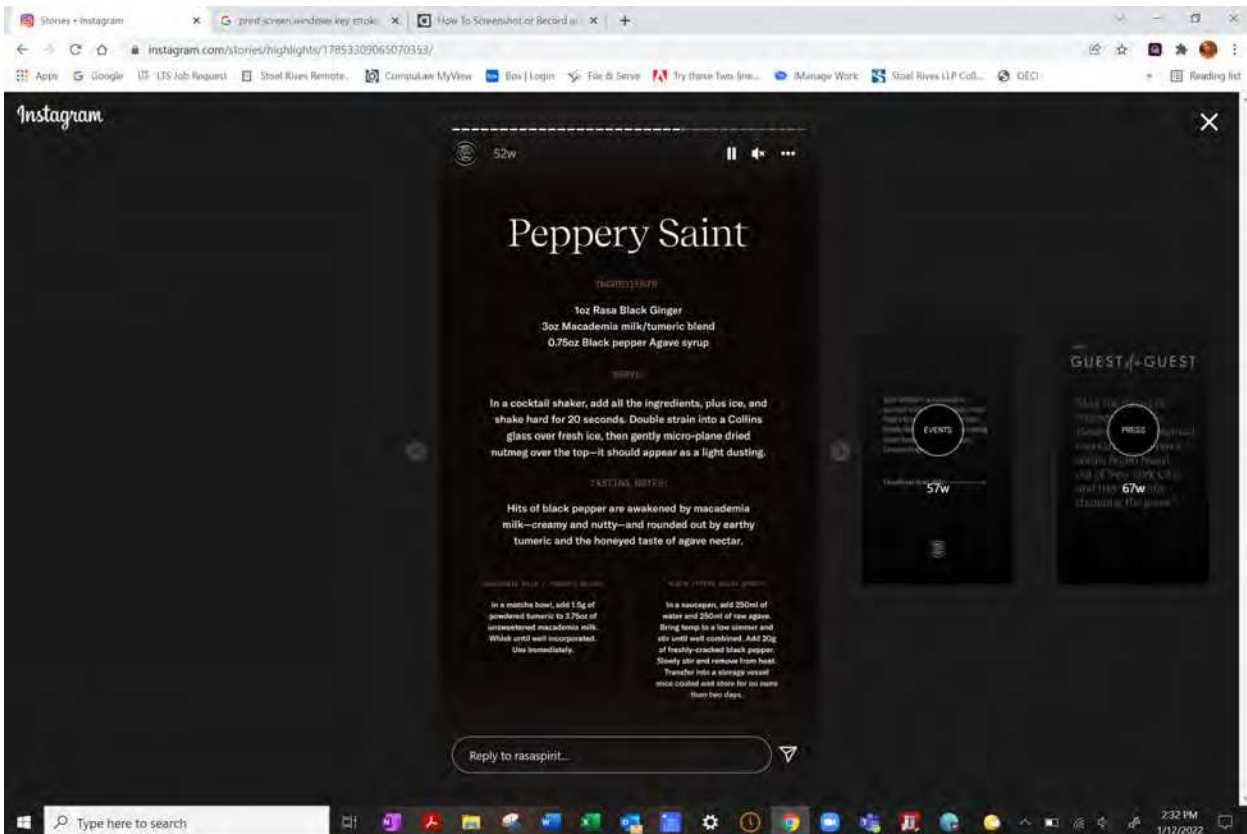
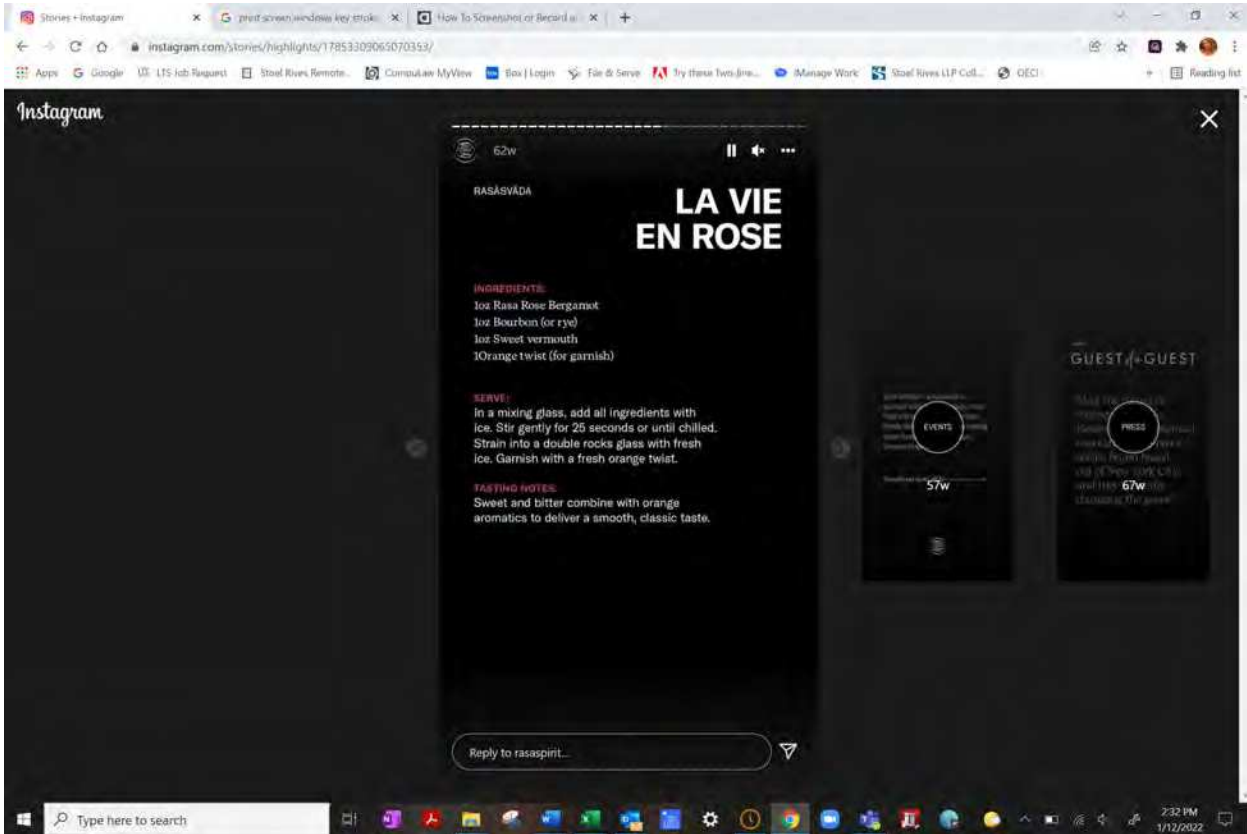
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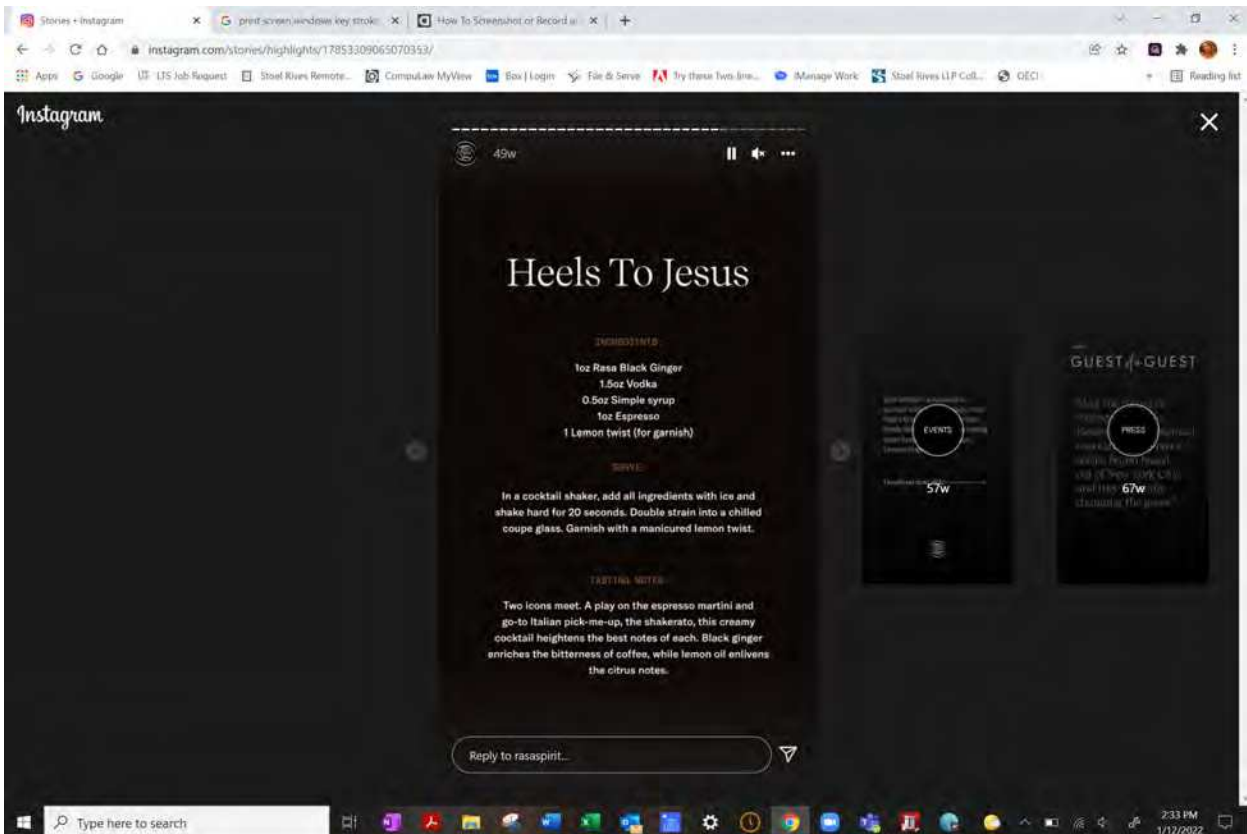
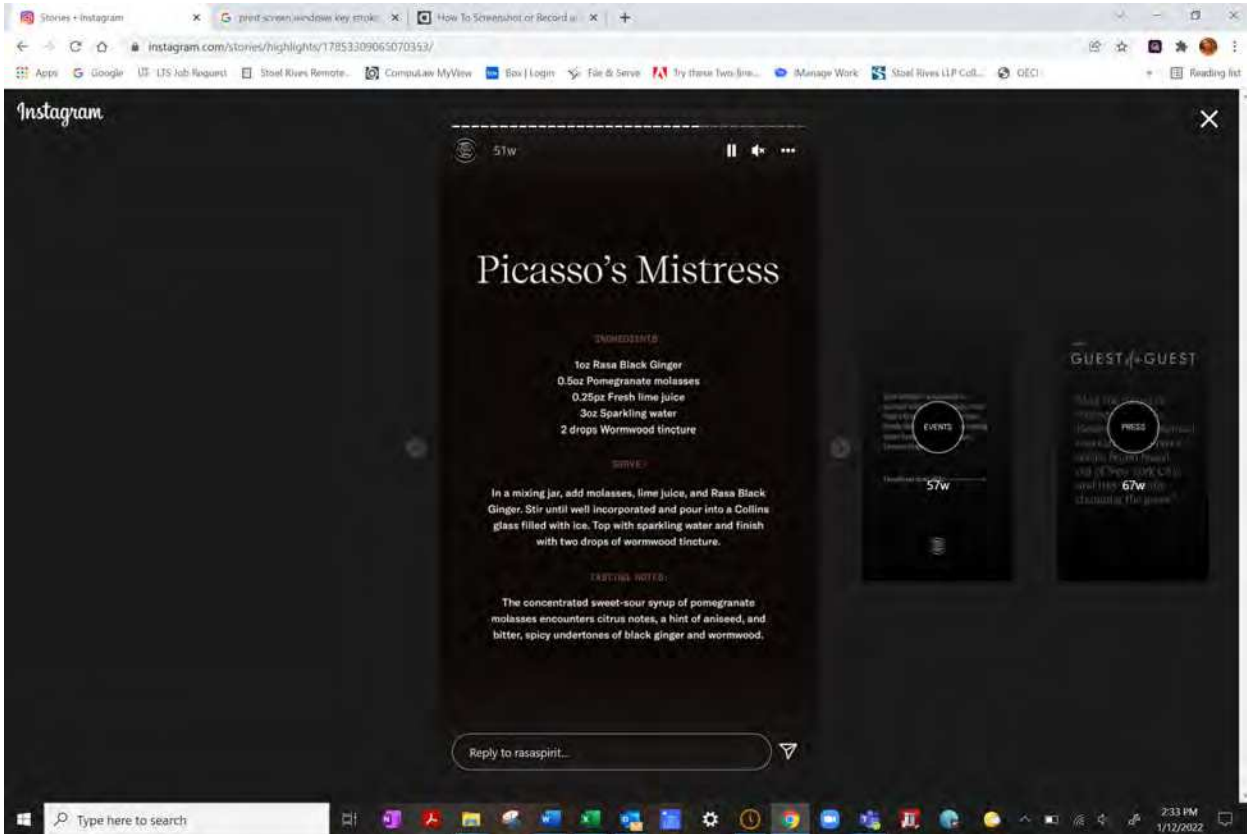
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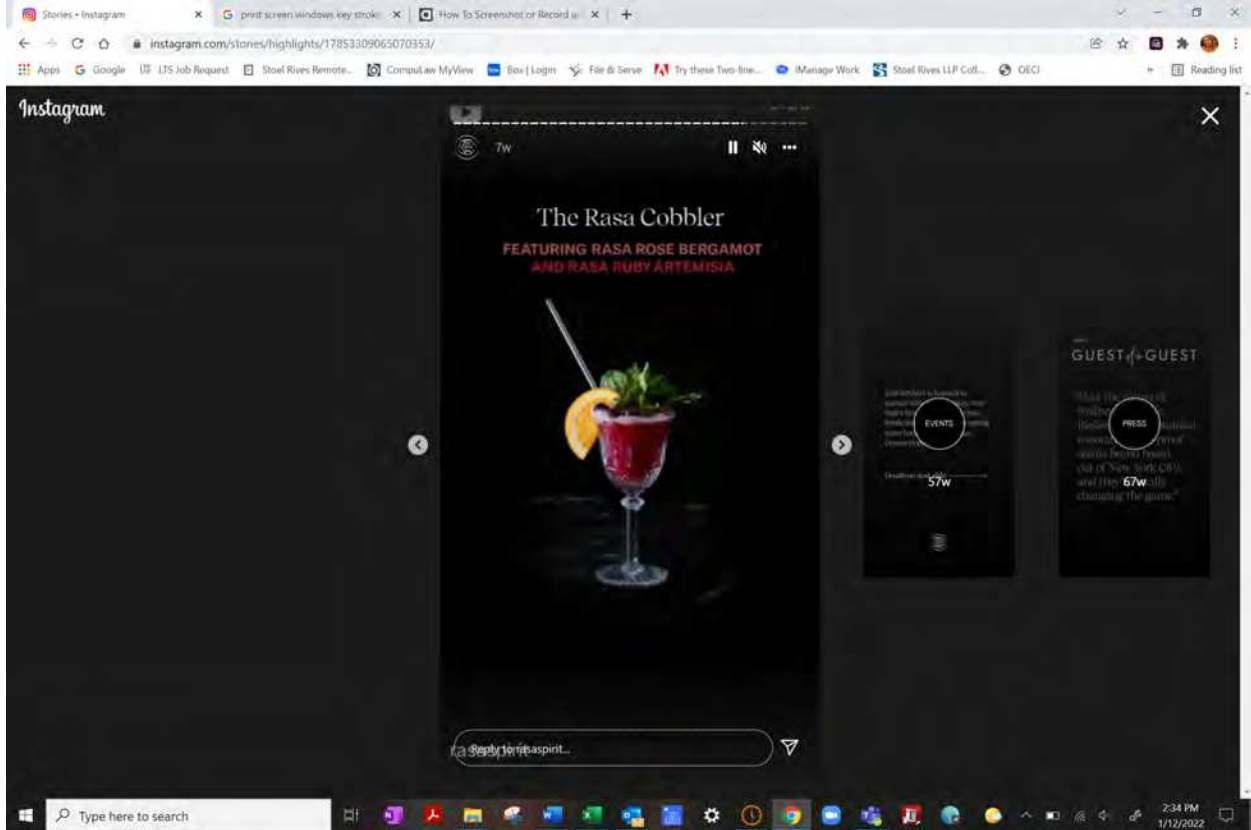
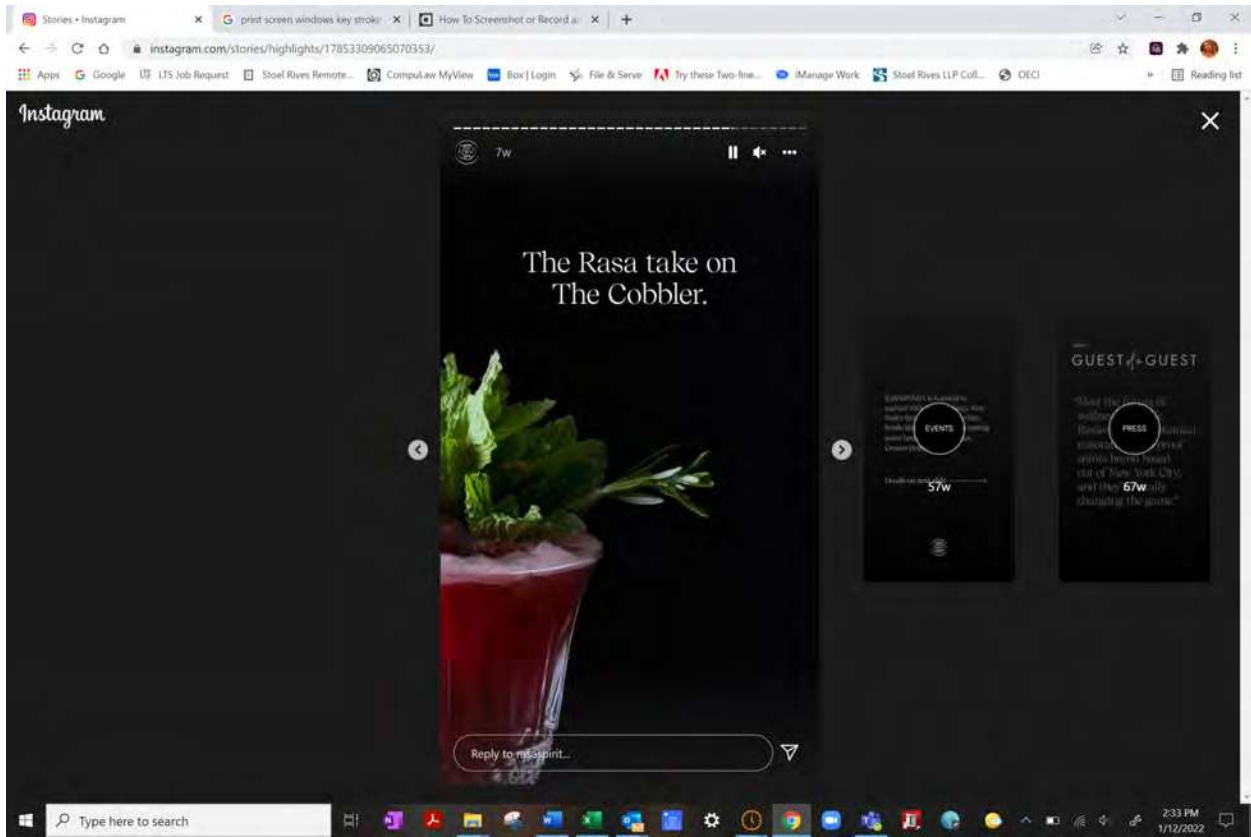
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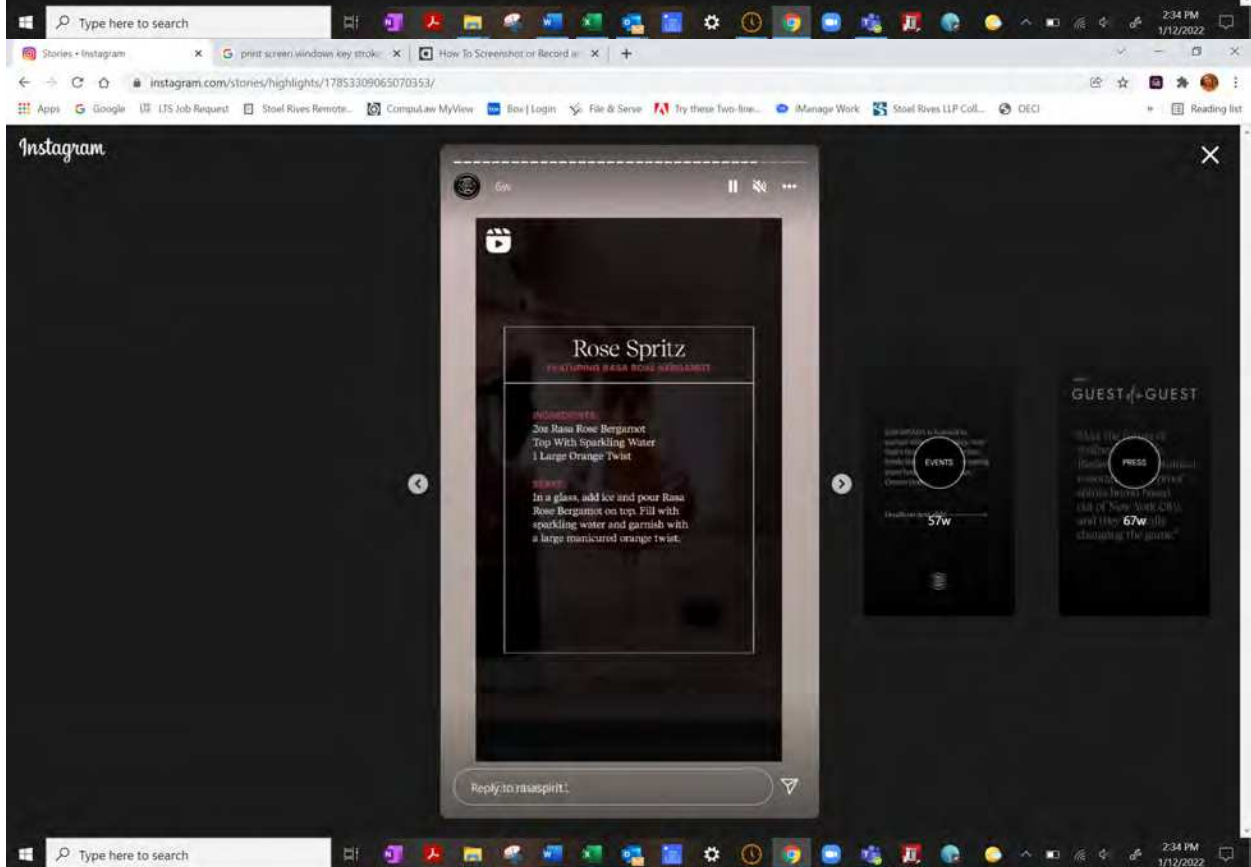
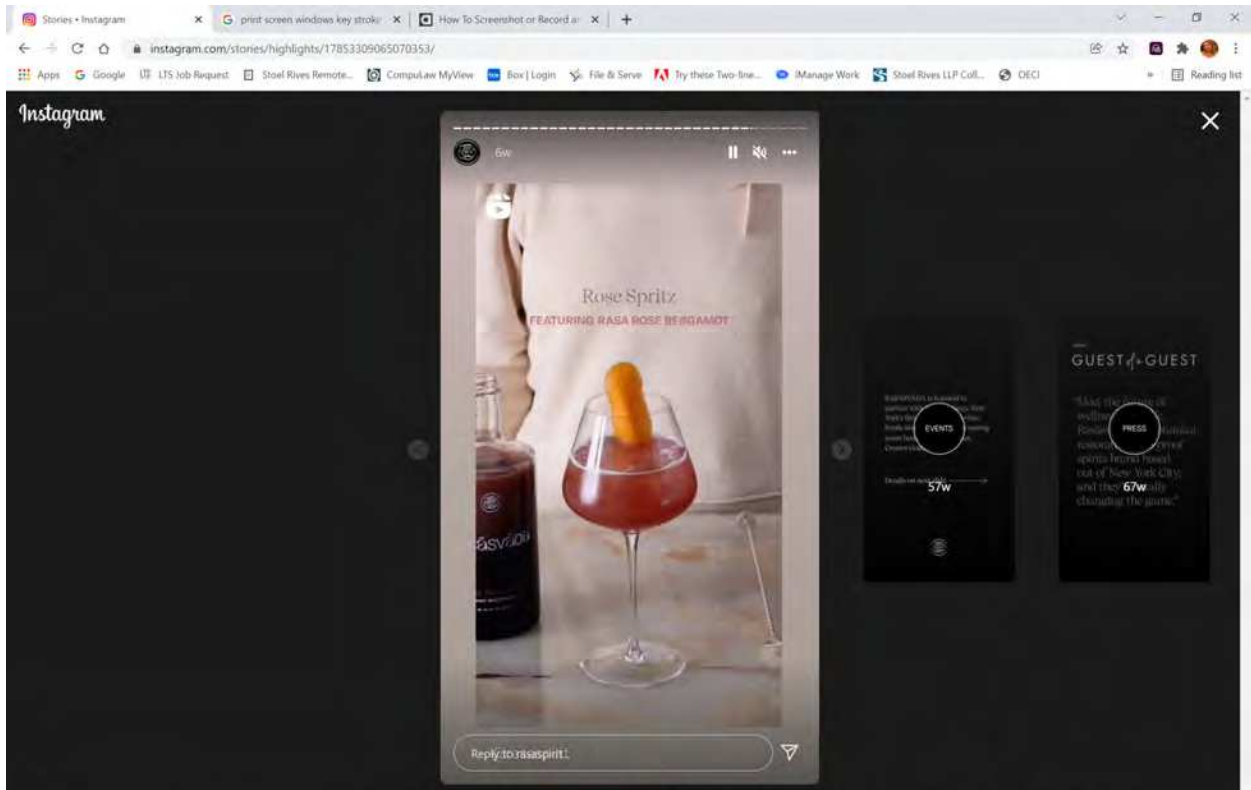


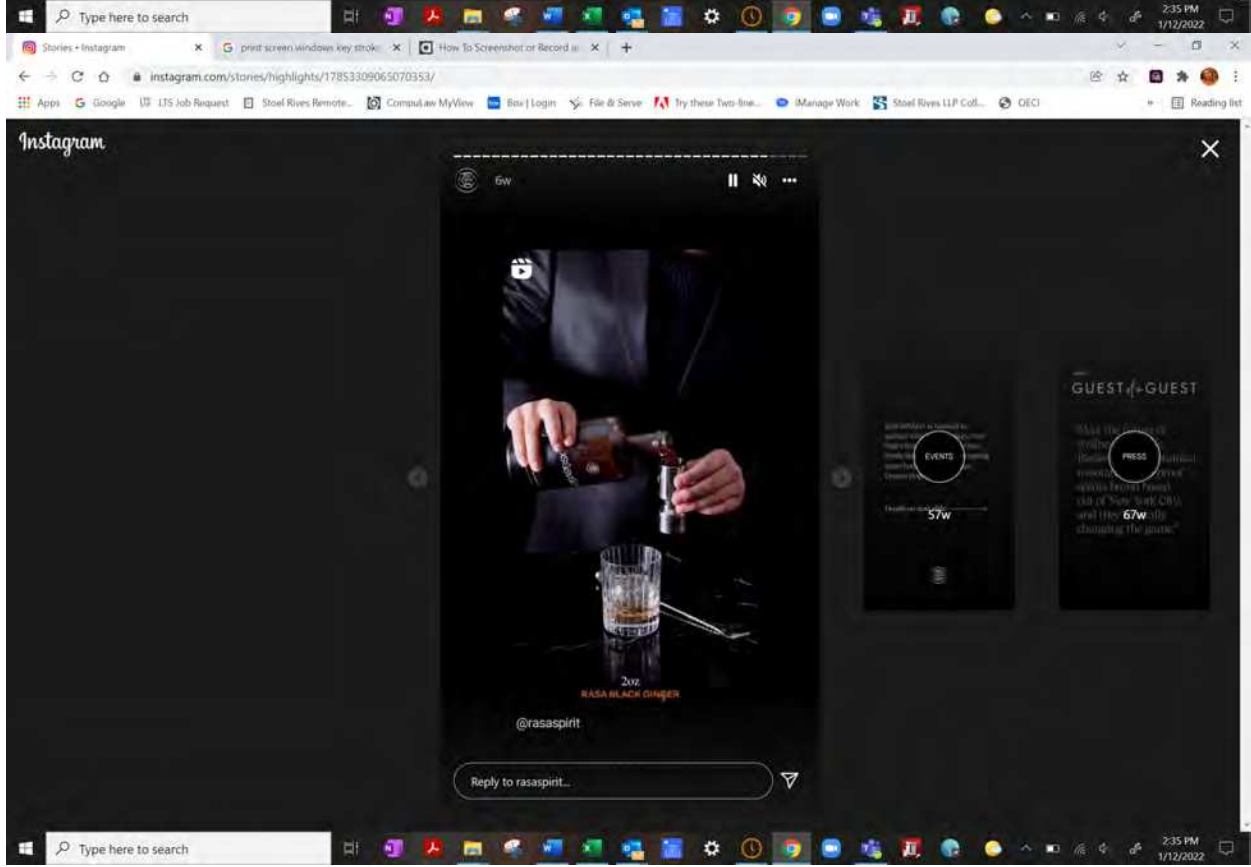
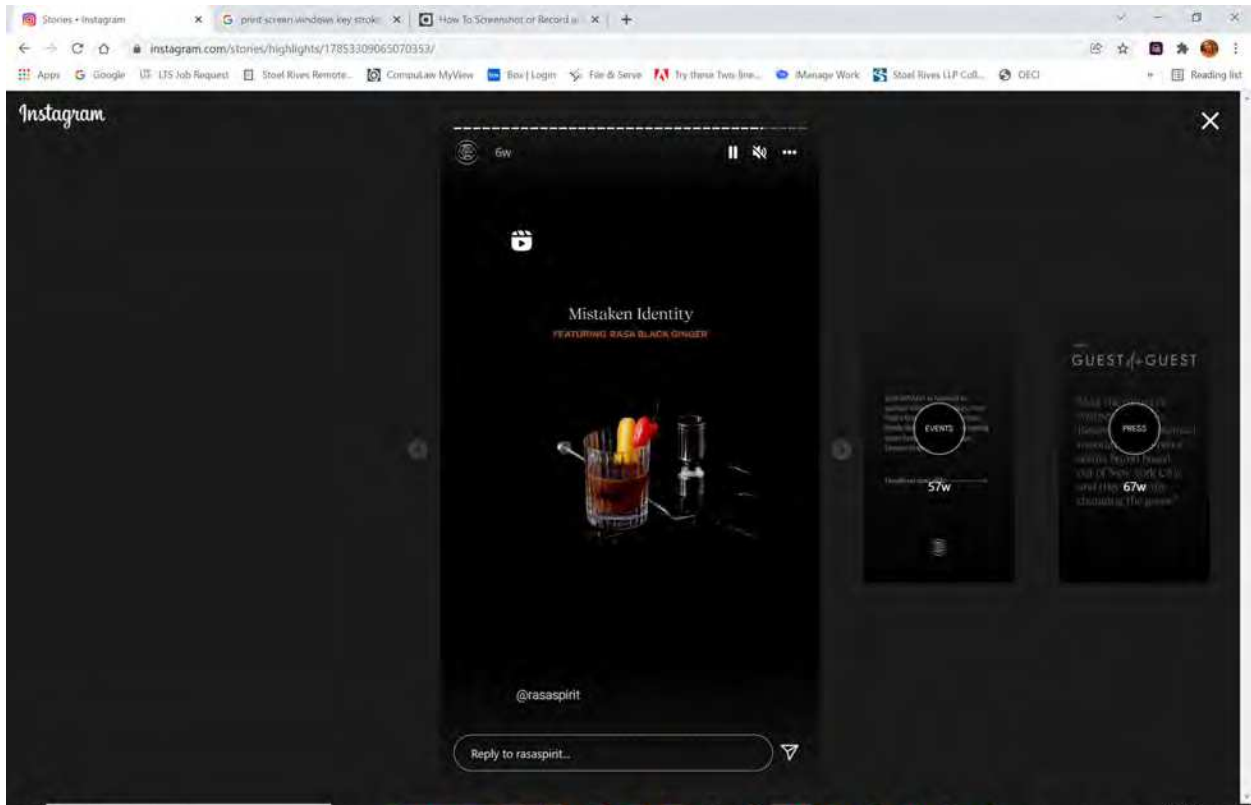












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Black Ginger Spritz



In a Collins glass, add ice and 2oz Rasa Black Ginger. Top with sparkling water and garnish with a manicured lemon twist.

TASTING NOTES:
Ginger—an inimitable flavor that’s at once zesty, hot, and slightly woody—combines with top notes of lemon for a refreshing take on the traditional spritz.

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2oz RASA ROAD BERRANNOY



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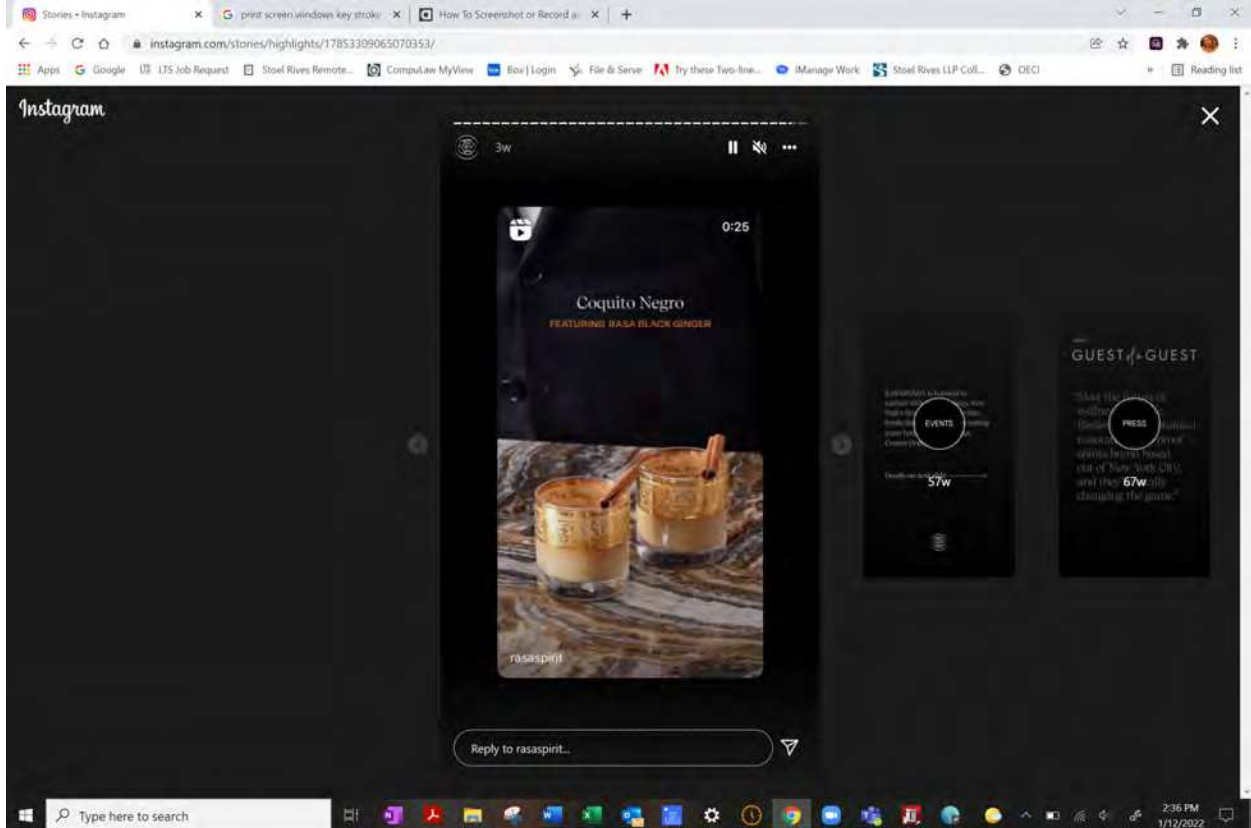
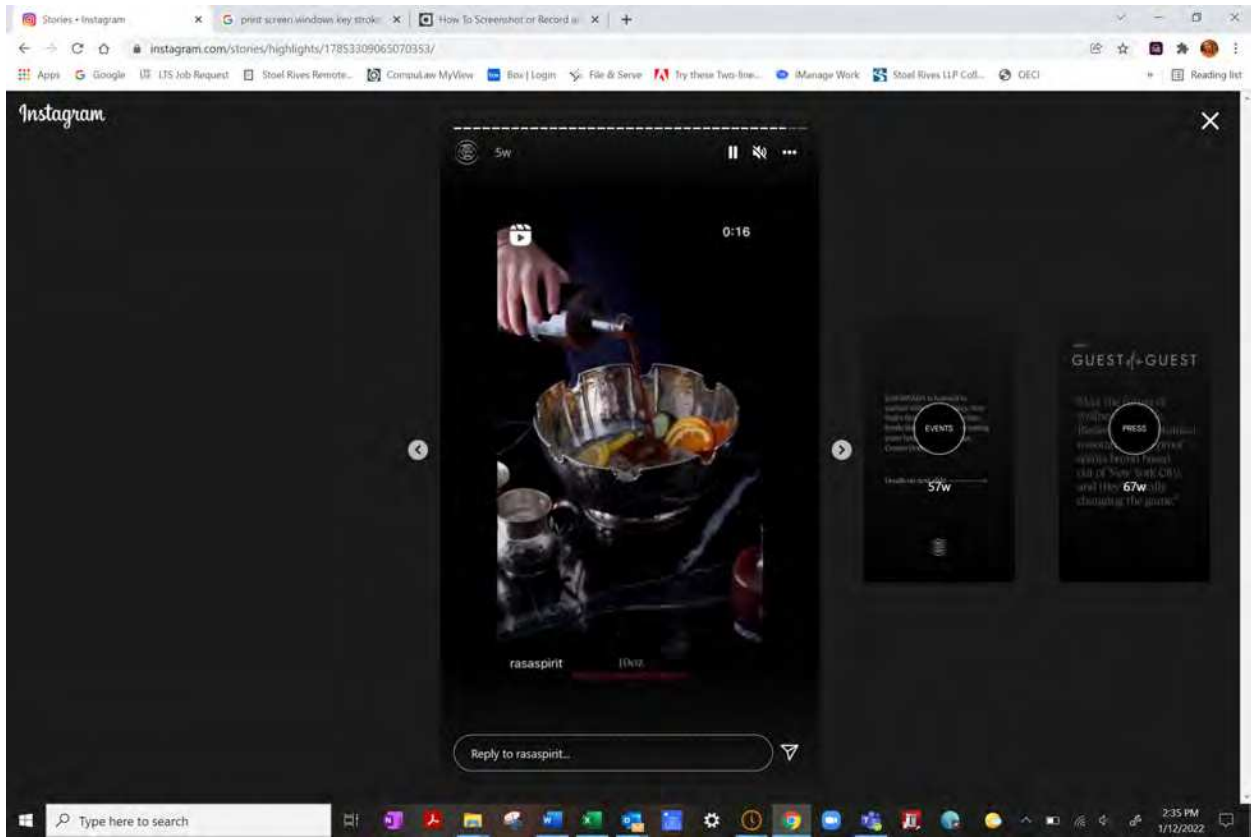
GUEST + GUEST

EVENTS 57w

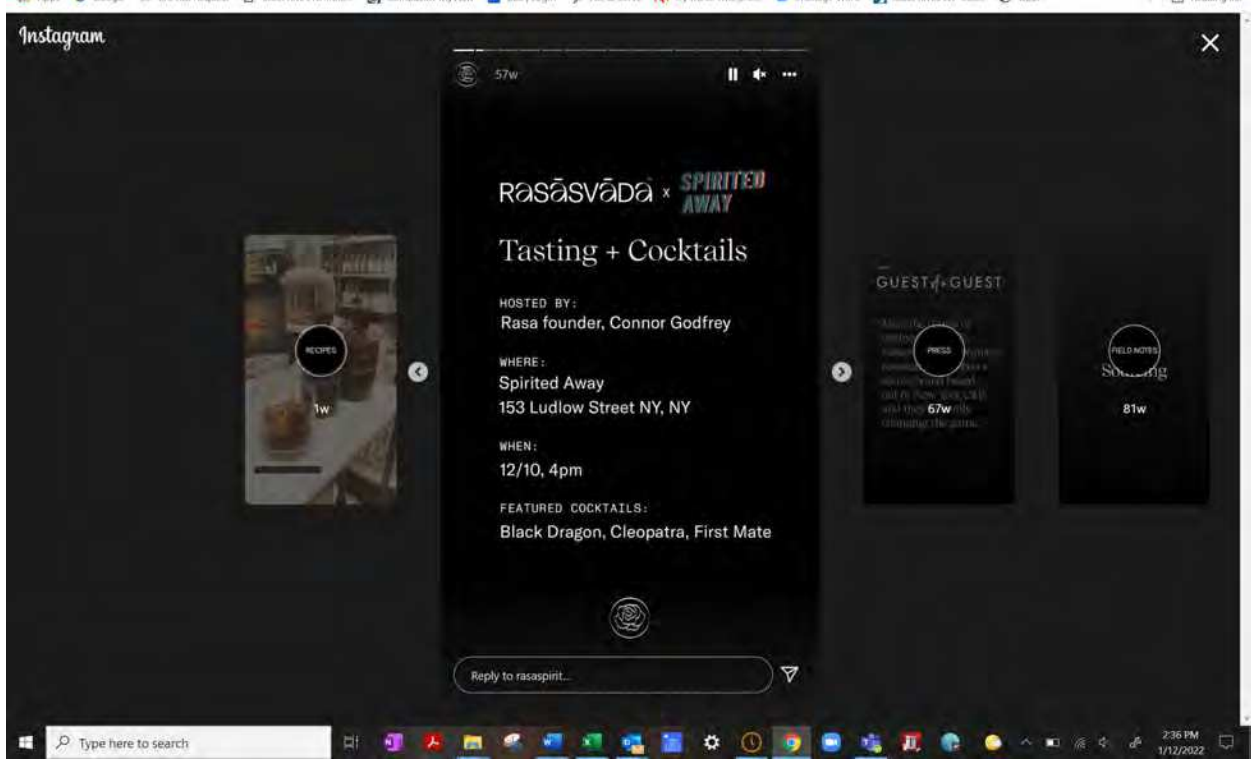
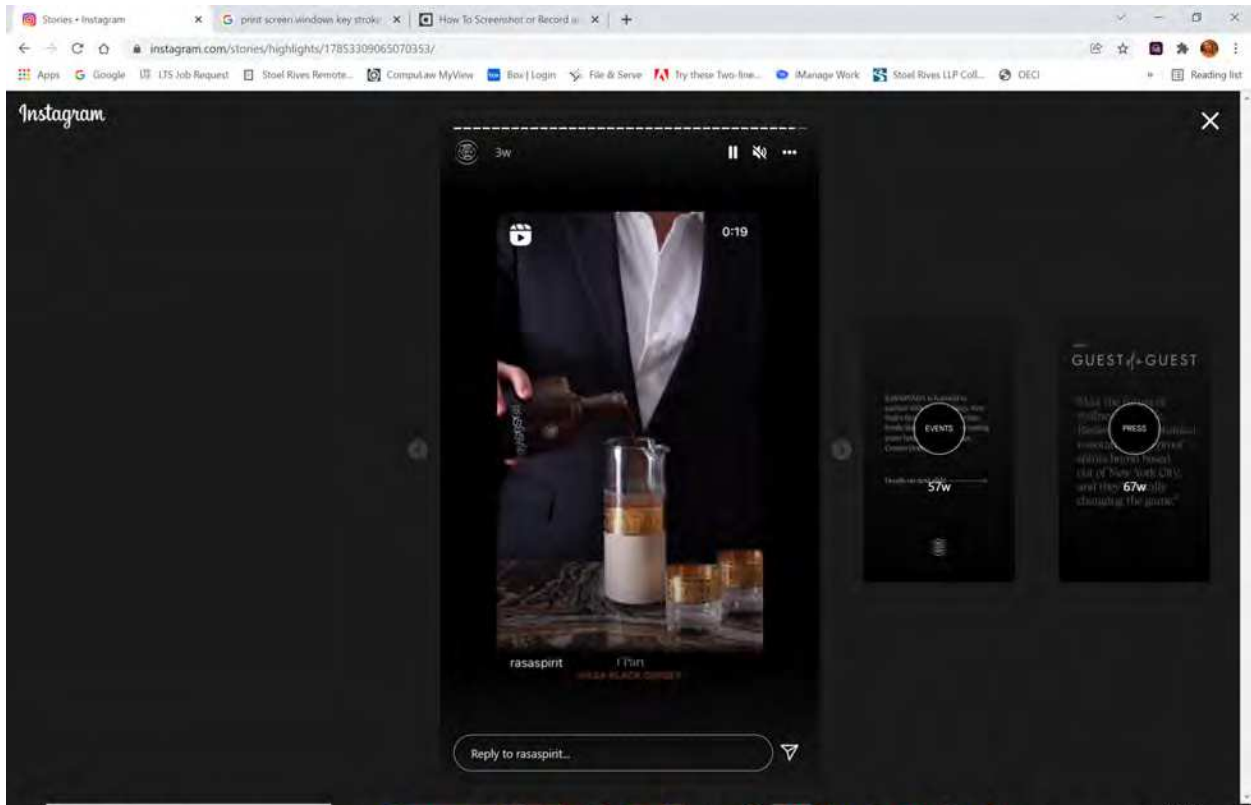
PRESS 67w

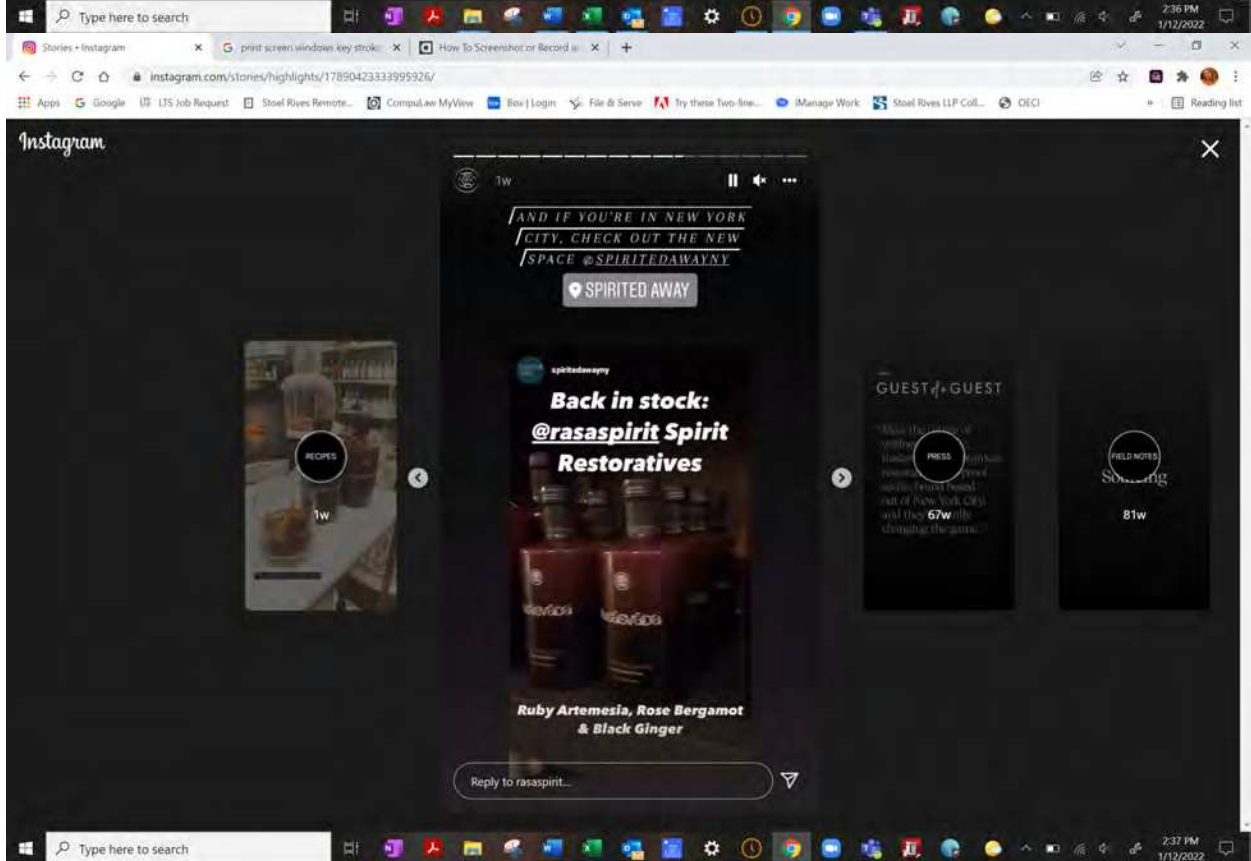
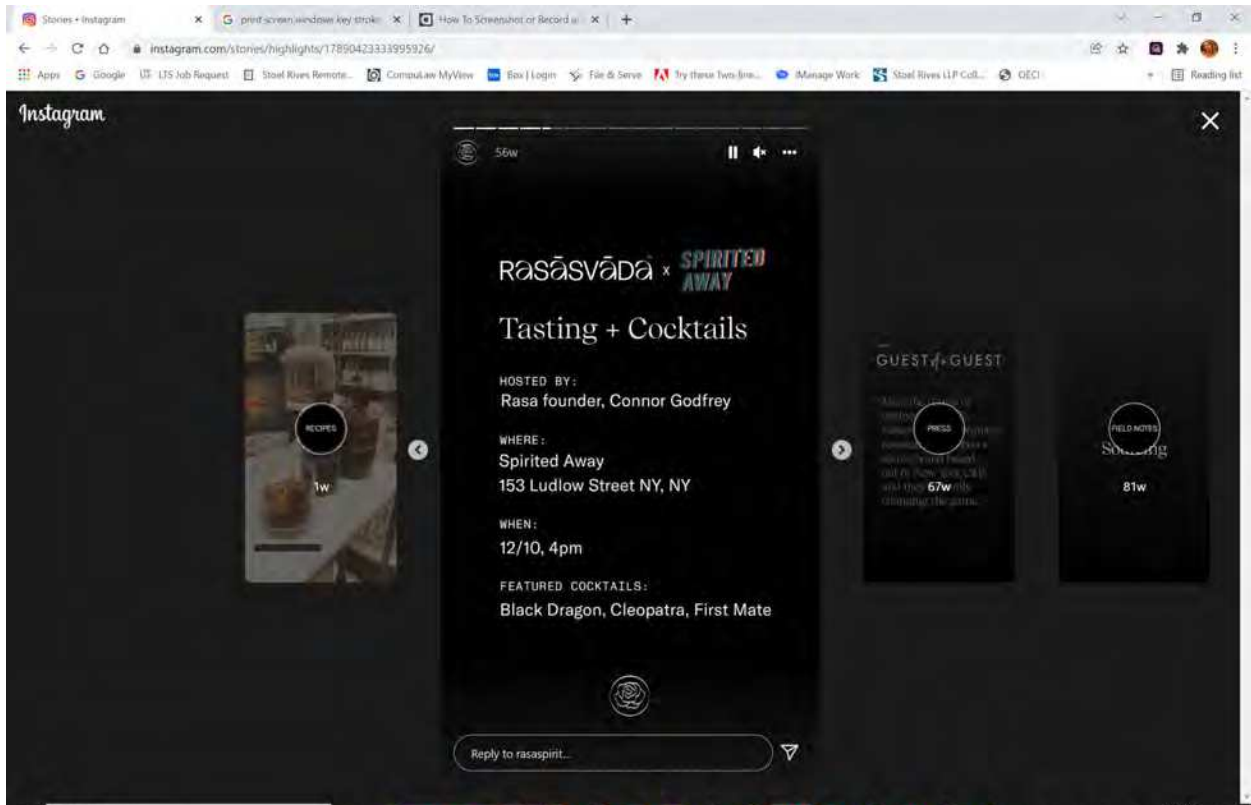
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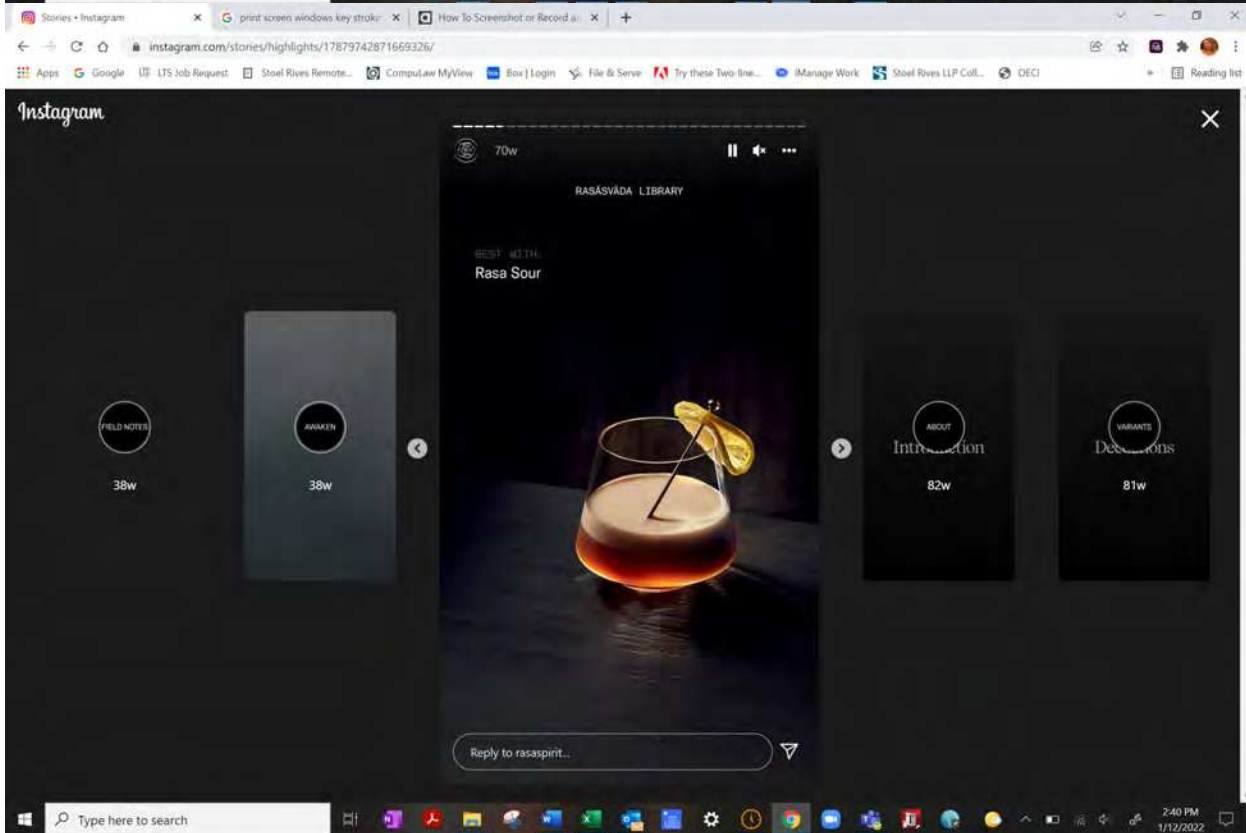
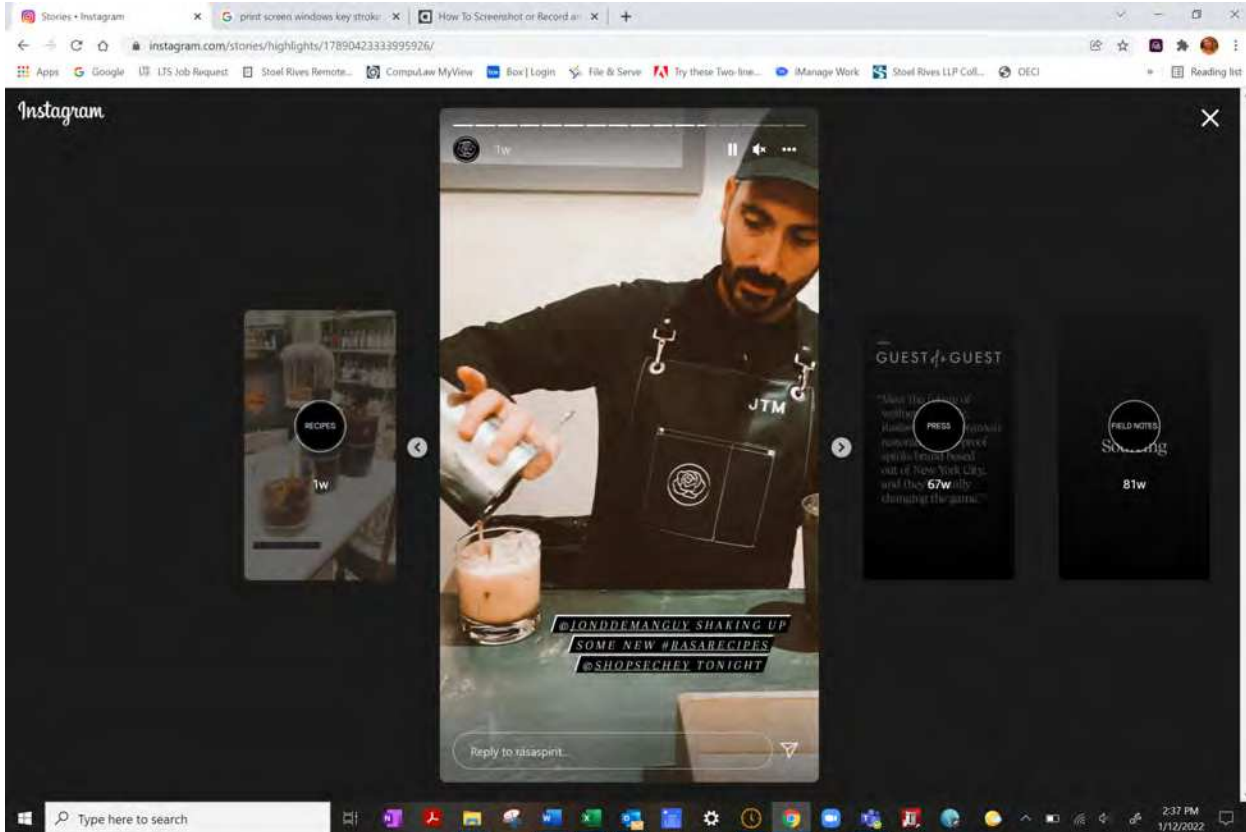
2:35 PM 1/12/2022



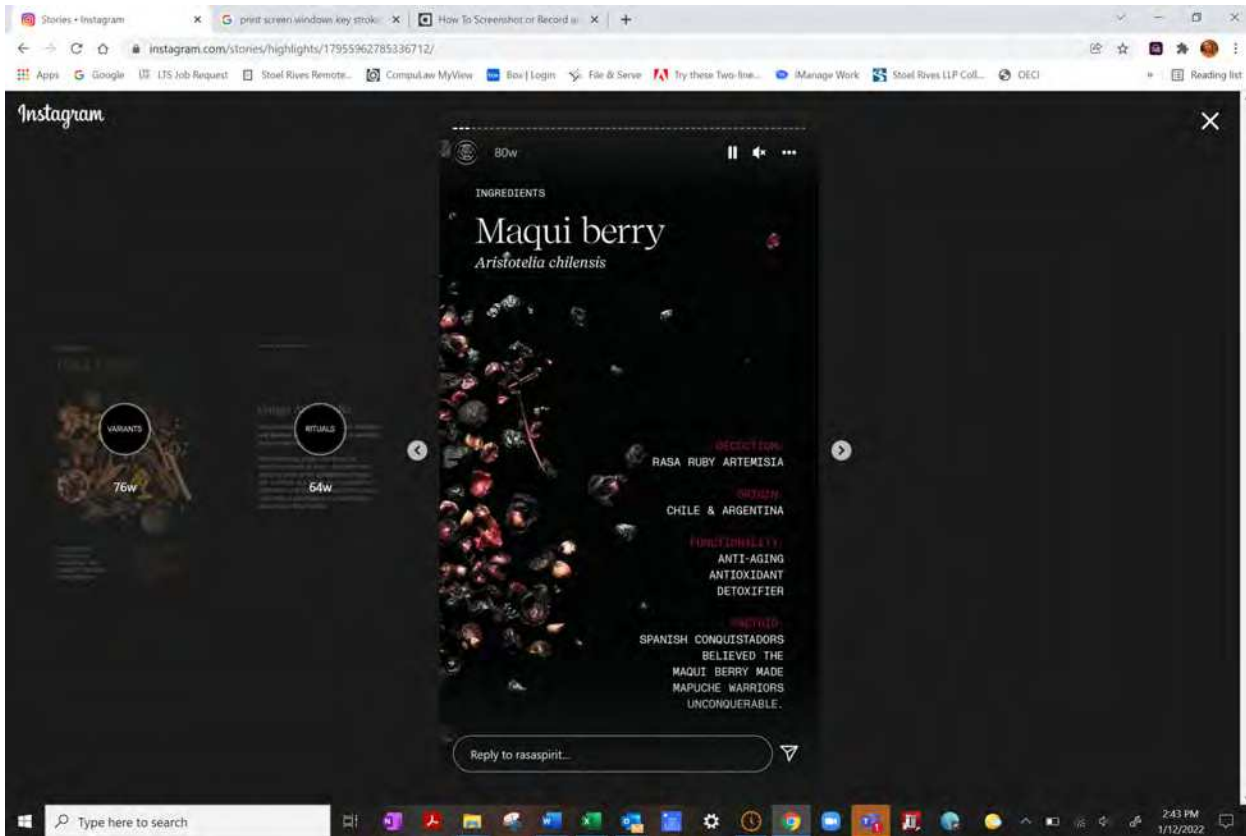
RASA000065







RASA000068



RASA000069

Stories • Instagram

instagram.com/stories/highlights/17955962785336712/

Instagram

79w

INGREDIENTS

Schisandra berry

Schisandra chinensis

DECOCTION:
RASA ROSE BERGAMOT

ORIGIN:
NORTHERN CHINA

FUNCTIONALITY:
ADAPTOGENIC
ANTI-AGING
ANTI-INFLAMMATORY

FACTOID:
IT'S CONSIDERED A
HARMONIZING TONIC
IN CHINESE MEDICINE
BECAUSE OF ITS
BALANCED NATURE.

Reply to rasaspirt...

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2:44 PM
1/12/2022

Stories • Instagram

instagram.com/stories/highlights/17955962785336712/

Instagram

79w

INGREDIENTS

Maqui berry

Aristotelia chilensis

DECOCTION:
RASA RUBY ARTEMISIA

ORIGIN:
CHILE & ARGENTINA

FUNCTIONALITY:
ANTI-AGING
ANTIOXIDANT
DETOXIFIER

FACTOID:
SPANISH CONQUISTADORS
BELIEVED THE
MAQUI BERRY MADE
MAPUCHE WARRIORS
UNCONQUERABLE.

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1/12/2022

RASA000070


Instagram

79w

INGREDIENTS

Black lemon

Loomi



RECEPTION:
RASA RUBY ARTEMISIA

ORIGIN:
OMAN

FUNCTIONALITY:
ANTIBACTERIAL
ANTIOXIDANT
CARDIOVASCULAR HEALTH

TRADITION:
BLACK LEMON IS ACTUALLY A DRIED LEMON, MADE BY BOILING FRESH LEMON AND LEAVING IT TO DRY IN THE SUN.

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Instagram

78w

INGREDIENTS

Red wine grape skins

Vitis vinifera



RECEPTION:
RASA RUBY ARTEMISIA

ORIGIN:
CENTRAL EUROPE & SOUTHWESTERN ASIA

FUNCTIONALITY:
ANTI-AGING
ANTIOXIDANT
BLOOD SUGAR REGULATION

TRADITION:
EVIDENCE OF THE OLDEST KNOWN WINERY WAS FOUND IN AN ARMENIAN CAVE—IT DATED TO 4000 BCE.

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Instagram


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78w

INGREDIENTS

Turkish rhubarb

Rheum palmatum



DECOCTION:
RASA BLACK GINGER

ORIGIN:
CHINA, TIBET & BURMA

FUNCTIONALITY:
ANTI-INFLAMMATORY
ANTIOXIDANT
DIGESTIVE AID

FACTOID:
TURKISH RHUBARB
ORIGINATES FROM
THE MOUNTAINS BETWEEN
TURKEY AND SIBERIA.

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77w

INGREDIENTS

Meshima mushroom

Phellinus linteus



DECOCTION:
RASA BLACK GINGER

ORIGIN:
JAPAN

FUNCTIONALITY:
ADAPTOGENIC
ANTI-INFLAMMATORY
ANTIOXIDANT

FACTOID:
MESHIMA'S LITERAL
TRANSLATION IS
"WOMEN'S ISLAND."

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Instagram

76w
INGREDIENTS

Grapefruit peel

Citrus x paradisi



DECOCTION:
RASA ROSE BERGAMOT

ORIGIN:
BARBADOS

FUNCTIONALITY:
DIGESTIVE AID
IMMUNITY BOOSTER
KIDNEY STONE RELIEF

FACTOID:
A CITRUS HYBRID
ORIGINATING
IN BARBADOS,
GRAPEFRUIT IS
AN ACCIDENTAL
CROSS BETWEEN
SWEET ORANGE
AND POMELO.

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Stories - Instagram

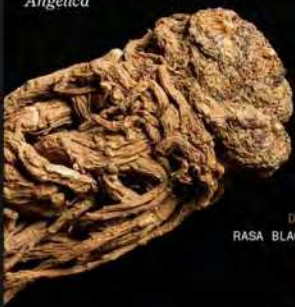
instagram.com/stories/highlights/17955962785336712/

Instagram

76w
INGREDIENTS

Angelica sinensis

Angelica



DECOCTION:
RASA BLACK GINGER

ORIGIN:
CHINA

FUNCTIONALITY:
ANTI-INFLAMMATORY
MENOPAUSAL SYMPTOM RELIEF
MENSTRUAL SUPPORT

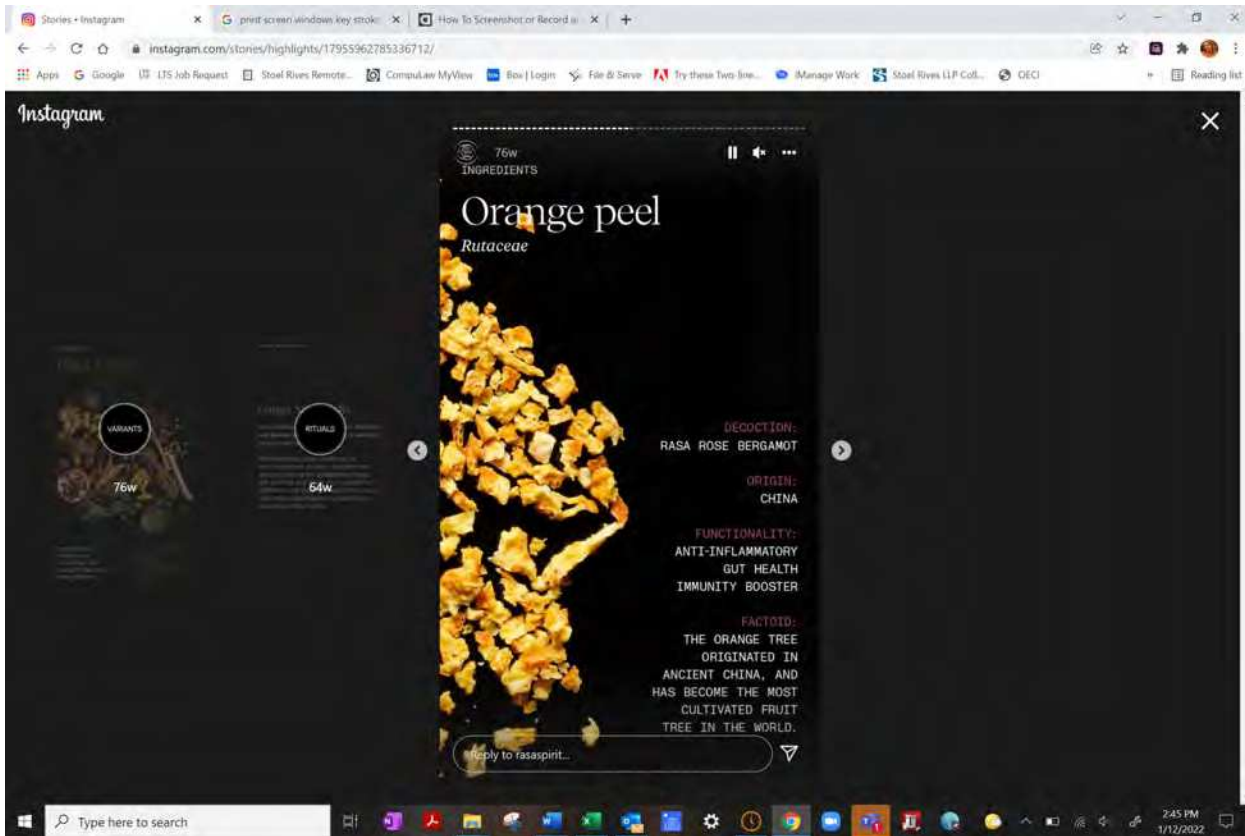
FACTOID:
IN THE MIDDLE
AGES, ITS ROOT WAS
BELIEVED TO BE A
CURE FOR THE PLAGUE.

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RASA000073



RASA000074

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Instagram

75w

INGREDIENTS

Roman chamomile

Chamaemelum nobile



76w

64w

RECIPE

RASA RUBY ARTEMISIA

ORIGIN

EUROPE, NORTH AFRICA & ASIA

FUNCTIONALITY

ANTI-INFLAMMATORY
BLOOD PRESSURE REGULATION
IMMUNITY BOOSTER

FACTOID

CHAMOMILE WAS ORIGINALLY PRESCRIBED IN EGYPT AS A COLD REMEDY.

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Stories • Instagram

instagram.com/stories/highlights/17955962785336712/

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Instagram

75w

INGREDIENTS

Cinchona bark

Cinchona officinalis



76w

64w

RECIPE

RASA RUBY ARTEMISIA
RASA ROSE BERGAMOT
RASA BLACK GINGER

ORIGIN

PERU

FUNCTIONALITY

ANTIBACTERIAL
ANTI-INFLAMMATORY
ANTIMALARIAL

FACTOID

HAS BEEN USED AS A TREATMENT AGAINST MALARIA, AND GROWS ON A TREE COMMONLY KNOWN AS THE FEVER TREE.

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RASA000075

Stories • Instagram

instagram.com/stories/highlights/17955962785336712/


Instagram

73w

INGREDIENTS

Orange peel

Rutaceae



DECOCTION:
RASA ROSE BERGAMOT

ORIGIN:
CHINA

FUNCTIONALITY:
ANTI-INFLAMMATORY
GUT HEALTH
IMMUNITY BOOSTER

FACTOID:
THE ORANGE TREE
ORIGINATED IN
ANCIENT CHINA, AND
HAS BECOME THE MOST
CULTIVATED FRUIT
TREE IN THE WORLD.

Reply to rasaspirit...

76w

76w

64w

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Stories • Instagram

instagram.com/stories/highlights/17955962785336712/


Instagram

73w

INGREDIENTS

Rose petals

Rosa



DECOCTION:
RASA ROSE BERGAMOT

ORIGIN:
CHINA

FUNCTIONALITY:
ANTIBACTERIAL
ANTI-INFLAMMATORY
DETOXIFIER

FACTOID:
FOR THOUSANDS OF YEARS,
AYURVEDIC HEALERS HAVE
BEEN USING THE ROSE PLANT
IN HERBAL REMEDIES -
BELIEVING IT SOOTHES THE
HEART AND EMOTIONS, AND
CAN ASSIST IN HEALING FROM
PAST GRIEFS SO THAT ONE
CAN MOVE ON AND ENJOY THE
PRESENT MOMENT.

Reply to rasaspirit...

76w

76w

64w

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RASA000076

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Instagram

72w

INGREDIENTS

Hibiscus

Hibiscus sabdariffa

76w 54w

DECOCTION:
RASA ROSE BERGAMOT

ORIGIN:
SUBTROPICAL – CHINA, JAPAN
AND THE PACIFIC ISLANDS

FUNCTIONALITY:
ANTIBACTERIAL
BLOOD PRESSURE REGULATION
DIGESTIVE AID

FACTOID:
EGYPTIANS USED HIBISCUS TEA
TO LOWER BODY TEMPERATURE,
TREAT HEART AND NERVE
DISEASES, AND AS A DIURETIC
TO INCREASE URINE PRODUCTION.

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Instagram

72w

INGREDIENTS

Grapefruit peel

Citrus x paradisi

76w 54w

DECOCTION:
RASA ROSE BERGAMOT

ORIGIN:
BARBADOS

FUNCTIONALITY:
DIGESTIVE AID
IMMUNITY BOOSTER
KIDNEY STONE RELIEF

FACTOID:
A CITRUS HYBRID
ORIGINATING
IN BARBADOS,
GRAPEFRUIT IS
AN ACCIDENTAL
CROSS BETWEEN
SWEET ORANGE
AND POMELO.

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Instagram

72w

INGREDIENTS

Yuzu peel

C. junos



DECOCTION:
RASA ROSE BERGAMOT

ORIGIN:
CHINA & TIBET

FUNCTIONALITY:
ANTI-AGING
ANTI-INFLAMMATORY
ANTIOXIDANT

FACTOID:
RICH IN POTENT
ANTIOXIDANTS AND
VITAMIN C, YUZU HAS
BEEN USED FOR GENERATIONS
IN FOLK REMEDIES TO
TREAT RESPIRATORY
INFECTIONS, THE FLU, AND
SORE THROAT SYMPTOMS.

Reply to rasaspirit...


Instagram

70w

INGREDIENTS

Saffron

Crocus sativus



DECOCTION:
RASA BLACK GINGER

ORIGIN:
GREECE

FUNCTIONALITY:
ANTIDEPRESSANT
ANTIOXIDANT
BRAIN HEALTH

FACTOID:
THOUSANDS OF STIGMAS
[THE PART OF THE FLOWER,
WHICH CATCHES POLLEN] MUST
BE PAINSTAKINGLY HANDPICKED
TO MAKE A SINGLE OUNCE OF
THE SPICE, MAKING SAFFRON
THE MOST EXPENSIVE SPICE
IN THE WORLD.

Reply to rasaspirit...


Instagram

70w

INGREDIENTS

Solomon's seal root

P. biflorum



DECOCTION:
RASA BLACK GINGER

ORIGIN:
NORTH AMERICA

FUNCTIONALITY:
ANTI-INFLAMMATORY
BLOOD SUGAR REGULATION
GUT HEALTH

FACTOID:
NAMED AFTER KING
SOLOMON OF HEBREW
LORE, WHO ORIGINALLY
RECOGNIZED THE PLANT
FOR ITS GREAT VALUE.

Reply to rasaspint...

76w 64w

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Instagram

69w

INGREDIENTS

Angelica sinensis

Angelica



DECOCTION:
RASA BLACK GINGER

ORIGIN:
CHINA

FUNCTIONALITY:
ANTI-INFLAMMATORY
MENOPAUSAL SYMPTOM RELIEF
MENSTRUAL SUPPORT

FACTOID:
IN THE MIDDLE
AGES, ITS ROOT WAS
BELIEVED TO BE A
CURE FOR THE PLAGUE.

Reply to rasaspint...

76w 64w

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Instagram

65w

INGREDIENTS

Wormwood (artemisia)

Artemisia absinthium



ORIGIN:
RASA RUBY ARTEMISIA

REGION:
NORTHERN AFRICA

PHYSIOLOGICAL:
ANTIBACTERIAL
ANTIDEPRESSANT
ANTI-INFLAMMATORY

NOTE:
DESPITE THE HYPE, WORMWOOD -
A MAIN INGREDIENT IN ABSINTHE
- ISN'T HALLUCINOGENIC.
IN THE 19TH CENTURY ABSINTHE
PRODUCERS USED ETHANOL ALCOHOL
AND OTHER TOXIC INGREDIENTS
THAT CAUSED HALLUCINATIONS.

Reply to rasaspirit...

66w

76w

64w


Instagram

65w

INGREDIENTS

Artichoke leaf

Asterales



ORIGIN:
RASA RUBY ARTEMISIA

REGION:
MEDITERRANEAN

PHYSIOLOGICAL:
ANTI-INFLAMMATORY
BLADDER HEALTH
DIGESTIVE AID

NOTE:
HISTORICALLY, WOMEN
WERE PROHIBITED FROM
EATING ARTICHOKESES-
THEY WERE CONSIDERED
TO BE AN APHRODISIAC.

Reply to rasaspirit...

66w

76w

64w

Instagram


instagram.com/stories/highlights/17955962785336712/

65w

INGREDIENTS

Damiana leaf

Turnera



RECCOCTION:
RASA RUBY ARTEMISIA

ORIGIN:
MEXICO

FUNCTIONALITY:
BLADDER HEALTH
LIBIDO
STRESS MANAGEMENT

FACTOID:
DAMIANA'S USE AS AN HERBAL REMEDY PREDATES WRITTEN HISTORY- INDIGENOUS CULTURES ADOPTED IT FOR CENTURIES AS AN APHRODISIAC AND BLADDER TONIC.

Reply to rasaspirit...

76w VARIANTS

54w RETUALS

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Instagram


instagram.com/stories/highlights/17955962785336712/

63w

INGREDIENTS

Fennel

Foeniculum vulgare



RECCOCTION:
RASA BLACK GINGER

ORIGIN:
MEDITERRANEAN

FUNCTIONALITY:
ANTI-AGING
ANTIOXIDANT
BLOOD SUGAR REGULATION

FACTOID:
THOUGH NATIVE TO THE MEDITERRANEAN, FENNEL GROWS WILD ON THE SIDE OF ROADS EVERYWHERE FROM ITALY TO CALIFORNIA TO AUSTRALIA, WHERE IT'S EARNED FULL-ON INVASIVE WEED STATUS.

Reply to rasaspirit...

76w VARIANTS

54w RETUALS

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2:47 PM 1/12/2022

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

RASA VINEYARDS, LLC,

Opposer,

v.

RASASVADA, LLC,

Applicant.

Opposition No. 91268532

Application No. 88/496,247

APPLICANT’S RESPONSES TO OPPOSER’S FIRST SET OF INTERROGATORIES

Pursuant to the Federal Rules of Civil Procedure, and Trademark Rules of Practice, Applicant Paramount Pictures Corporation, by and through its undersigned attorneys, hereby responds and objects to Opposer’s First Set of Interrogatories (“Interrogatories”).

GENERAL OBJECTIONS

Applicant asserts the following general objections to each of Opposer’s Interrogatories:

1. Applicant objects to the Interrogatories’ definitions of the words “Applicant” “you,” and “your” to they extent they call for production of information that is not in the possession, custody or control of Applicant. Applicant/Respondent will not search for or provide information that is not within its possession, custody, or control.

2. Applicant objects to the Interrogatories to the extent they seek information that is subject to the attorney-client privilege, the privilege against compelled disclosure of work product or any material prepared in anticipation of litigation or in preparation for trial, the common interest privilege, and/or any other applicable privilege or immunity, whether set forth in the Federal Rules of Civil Procedure, common law, or in the Constitutions of the United

States. Any response herein is made Applicant's responses are made without waiving, but on the contrary reserving and intending to reserve, each of those privileges or immunities.

3. Inadvertent production by Applicant of any information that is confidential, privileged, was prepared in anticipation of litigation, or is otherwise immune from discovery, shall not constitute a waiver of any privilege or of any ground for objection to discovery with respect to such information, or the subject matter thereof or the information contained therein, or of its right to object to the use of any such information contained therein, or of its right to object to the use of any such information during any subsequent proceeding in this action.

4. Applicant objects to the Interrogatories to the extent they seek information containing conclusions and legal conclusions and/or strategies rather than factual information.

5. Applicant objects to the Interrogatories to the extent they call for information that is publicly available, are in Opposer's possession, custody, or control or to which Opposer has equal access, or are not in Applicant's possession, custody or control.

6. Applicant objects to the Interrogatories to the extent they seek information for an unreasonable or irrelevant period of time and to the extent that they call for information concerning times and events not relevant, material, or necessary for the prosecution or defense of this proceeding.

7. Applicant objects to the Interrogatories to the extent Opposer seeks to require Applicant to provide any information beyond what is available to Applicant from a reasonable inquiry of its present employees likely to have discoverable information.

8. Applicant objects to the Interrogatories to the extent that they are vague and ambiguous and as such do not properly advise Applicant as to the information requested, thereby requiring Applicant to speculate as to the information sought.

9. Applicant objects to the Interrogatories to the extent that they are overly broad and unduly burdensome.

10. Applicant objects to the Interrogatories to the extent they seek information that is not relevant, material, or necessary for the prosecution or defense of this proceeding.

11. Applicant objects to the Interrogatories to the extent they seek discovery that is disproportionate to the needs of the case, considering the importance of the issues at stake in the action, the amount in controversy, the parties' relative access to relevant information, the parties' resources, the importance of the discovery in resolving the issues, and because the burden and expense of the proposed discovery outweighs its likely benefit.

12. Applicant objects to the Interrogatories to the extent they call for information that is subject to confidentiality agreements that do not authorize Applicant to provide it to Opposer and/or information belonging to or received from any third party under any other obligation or circumstances that restrict disclosure of such.

13. Applicant objects to the Interrogatories to the extent they are premised on purported factual and legal bases that are untrue.

14. Applicant objects to the Interrogatories (and the Definitions and Instructions thereto) to the extent that they seek to impose any obligation to produce information or responses or supplement the responses to the Interrogatories greater or different than the obligations imposed by the Federal Rules of Civil Procedure or the Trademark Rules of Practice. Any use of Opposer's Definitions and Instructions by Applicant for purposes of responding to the Interrogatories does not constitute a waiver of such objection.

15. All General Objections apply to each specific Document Request without reiteration therein. A specific objection to a Document Request that expressly incorporates the

substance of a General Objection is not, is not intended to be, and shall not be deemed a waiver of the applicability of any General Objection to any other Interrogatory.

16. Where two or more Interrogatories call or arguably call for the production of the same information or category of information, an objection made to one Interrogatory is deemed to be made as to all Interrogatories that seek the production of the same information or category of information.

17. Applicant's responses to each of Opposer's Interrogatories are made without waiver of and with intentional preservation of:

(a) All questions as to the competence, relevance, materiality, and admissibility as evidence for any purposes of the information or the subject matter thereof, in any aspect of this or any other court action or judicial or administrative proceeding or investigation;

(b) The right to object on any ground to the use of such information or the subject matter thereof, in any aspect of this or any other court action or judicial or administrative proceeding or investigation;

(d) The right to object at any time in any further response to this or any other request for information or production of information; and

(e) The right to supplement and/or amend these responses based upon the discovery of additional information after further investigation.

18. No incidental or implied admissions are intended by the responses below. The fact that Applicant has answered or objected to any Interrogatory should not be taken as an admission that Applicant accepts or admits the existence of any "facts" set forth or assumed by such Interrogatory. The fact that Applicant has responded to all or part of any Interrogatory is

not intended to be, and shall not be construed to be, a waiver by Applicant of any part of any objection to such request.

19. Applicant's investigation and discovery in this action is ongoing and these responses reflect Applicant's reasonable efforts to date. Accordingly, all responses are without prejudice to Applicant's right to supplement or modify these objections and responses as permitted by the Federal Rules of Civil Procedure as additional facts are ascertained.

SPECIFIC RESPONSES TO INTERROGATORIES

INTERROGATORY NO. 1

Describe in detail the facts and circumstances concerning your conception, creation, selection, and adoption of the Challenged Mark, including without limitation why Applicant selected the Challenged Mark and any names which were considered but rejected by Applicant in favor of using the Challenged Mark.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it seeks information that is cumulative, with minimal relevance to the proceeding, and because responding would be unduly burdensome and disproportionate to the needs of the proceeding. Subject to the foregoing, Applicant states that Chandelier Creative, Inc. developed the brand identity, including the Challenged Mark. The Challenged Mark was selected because it fit with Applicant's objectives. For names considered and rejected in favor of the Challenged Mark, see documents produced in response to Opposer's First Request for Production of Documents.

INTERROGATORY NO. 2

Describe Applicant's understanding of the definition, meaning, and connotation of the Challenged Mark.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it seeks information that is cumulative, with minimal relevance to the case, and because responding would be unduly burdensome and disproportionate to the needs of the proceeding. Subject to the foregoing, Applicant states that Rasasvada is Sanskrit for the bliss you get in the absence of thought. It is a term used in Indian philosophy for the path towards enlightenment.

INTERROGATORY NO. 3

Identify all persons who participated in or were or are responsible for the conception, creation, selection, or adoption of the Challenged Mark.

RESPONSES:

Chandelier Creative, Inc. – conception and creation

Connor Godfrey – selection

INTERROGATORY NO. 4

Identify each trademark search, investigation, or any other inquiry conducted by or for Applicant concerning the availability to use or register the Challenged Mark.

RESPONSES:

Applicant's counsel conducted a scan of the US Federal trademark register and a Google search and provided a report dated June 20, 2019. A redacted copy is being produced in response to Opposer's First Request for Production of Documents.

INTERROGATORY NO. 5

Identify all goods and services that Applicant has offered for sale, sold, or provided or intends to offer for sale or provide under or in connection with the Challenged Mark in the United States.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it seeks information that is cumulative, irrelevant to the proceeding, and because responding would be unduly burdensome and disproportionate to the needs of the proceeding. Subject to the foregoing, Applicant identifies the following products being sold:

- Rasaki Ruby Artemisia - 375ml and 750ml format
- Rasaki Rose Bergamot - 375ml and 750ml format
- Rasaki Black Ginger - 375ml and 750ml format

Applicant further states that Applicant intends to sell the goods and services set forth in the subject application.

INTERROGATORY NO. 6

For each good or service that you have offered, sold, or provided under or in connection with the Challenged Mark, state the date ranges of actual and planned use of the Challenged Mark in connection with the good or service, including the specific date of first use or intended first use of the mark for each good or service.

RESPONSES:

Applicant began using the Challenged Mark in connection with its goods on June 15, 2015.

Applicant has not yet commenced use of the Challenged mark in connection with its services.

INTERROGATORY NO. 7

For each good or service that you have offered, sold, or provided or intends to offer for sale or provide under or in connection with the Challenged Mark, state the suggested or expected retail price of the good or service.

RESPONSES:

Following are the prices for Applicant's goods currently being sold on Applicant's website:

- 375ml bottles - \$40 individually
- 750ml bottles - \$75 individually

Applicant has not yet set prices for future products and services.

INTERROGATORY NO. 8

Describe the nature of any advertisements, promotional materials, and marketing materials (for example, newspaper advertisements, magazine advertisements, internet websites, television commercials, brochures), including by identifying the specific media (for example, The New York Times, Time magazine, Google.com, CBS Network television) in which Applicant is using, has used, or plans to use the Challenged Mark.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it seeks information that is cumulative, with minimal relevance to the proceeding, and because responding would be unduly burdensome and disproportionate to the needs of the proceeding. Subject to the foregoing, Applicant states that it advertises, promotes and markets its goods through Applicant's website located at www.rasaspirit.com, and through social media such as Instagram. In addition, Applicant's Spirit Restorative products have been featured in significant number of press pieces including Goop, The New York Times, Washington Post, Wirecutter, Guest of a Guest, WSJ, Cool Hunting, Surface Magazine, Coveteur, Refinery29.

INTERROGATORY NO. 9

Identify all website(s) displaying the Challenged Mark that are owned, operated, or controlled by Applicant, and all persons who participated in or were or are responsible for the creation and development of each website.

RESPONSES:

Applicant's website is located at www.rasaspirit.com. The developer of the site is View Source.

INTERROGATORY NO. 10

Describe all market research conducted by or on behalf of Applicant concerning the Challenged Mark or any goods or services marketed or proposed to be marketed under the Challenged Mark, including the results of such research.

RESPONSES:

None.

INTERROGATORY NO. 11

Identify the geographic regions in the United States in which Applicant has or has caused to be advertised, promoted, marketed, displayed, distributed, offered for sale, or sold, or plans or intends to advertise, promote, market, display, distribute, offer for sale, or sell, either directly or through others, any goods or services under or in connection with the Challenged Mark.

RESPONSES:

Applicant has made direct sales of Applicant's Spirit Restorative products to consumers in every state in the United States, with the exception of Mississippi and West Virginia.

INTERROGATORY NO. 12

Identify and describe all expenditures incurred by you in connection with the development, production, distribution, promotion, advertisement, and sale of any goods or services under the Challenged Mark, including by identifying the nature and amount of each expenditure.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it seeks information that is not relevant to any party's claim or defense and not proportional to the needs of the case. Subject to the foregoing, see documents produced in response to Opposer's First Request for Production of Documents.

INTERROGATORY NO. 13

Describe all channels of trade in the United States through which Applicant has offered for sale, sold, or intends to offer for sale or sell goods or services under or in connection with the Challenged Mark, including all relevant markets and submarkets targeted for the goods or services under or in connection with the Challenged Mark.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it seeks information that is cumulative, with minimal relevance to the proceeding, and because responding would be unduly

burdensome and disproportionate to the needs of the proceeding. Subject to the foregoing,

Applicant responds as follows:

Hospitality:

Restaurants & Bars
Hotels & Resorts
Social Clubs
Private Transportation

Health & Wellness:

Health Stores
Gyms
Spas

Specialty:

Specialty Zero-Proof
Offices & Co-Working
Specialty & Fine Foods
Culture (Museums & Galleries)
Pop-up Retail Experiences

INTERROGATORY NO. 14

Describe all classes and/or types of customers or prospective customers (for example, age, gender, household income, education level, geographic location, socioeconomic group, sophistication level or other character) that comprise the intended market for goods or services offered for sale, sold, or intended to be offered for sale or sold under or in connection with the Challenged Mark.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it seeks information that is cumulative, with minimal relevance to the proceeding, and because responding would be unduly burdensome and disproportionate to the needs of the proceeding. Subject to the foregoing,

Applicant responds as follows:

Consumer Snapshot:

- Premium wellness trendsetters - M/F 24-65
- Affluent (HHI \$250,000+; HENRYs/DINKs)
- Highly educated (College Grad+)
- Mostly live in urban areas

Shared Characteristics:

- Being healthy in body and mind
- Living optimized and clean
- Finding time for the important things in life
- Desire to travel and explore new places and cultures
- An appreciation of new experiences

INTERROGATORY NO. 15

Describe in detail the legal and factual basis for any contention by Applicant that the goods or services offered for sale, sold, or intended to be offered for sale or sold under or in connection with the Challenged Mark will not be offered to the same class or type of customers as Opposer's.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it calls for legal conclusions and strategies rather than factual information. Subject to the foregoing, Applicant asserts that the Opposer's target consumers are primarily residents and visitors to the state of Washington seeking wines from Eastern Washington and Northwest Oregon. Applicant's target consumers are primarily urban residents seeking rarified, non-alcoholic beverages to enhance their personal growth, improve their mental health and assist with their wellness journey. Applicant's goods as set forth in the subject application ("Applicant's Goods") appeal to different consumer interests, motivations and desires. Simply put, consumers seeking wine are not seeking Applicant's Goods.

INTERROGATORY NO. 16

Describe in detail the legal and factual basis for any contention by Applicant that the goods or services offered for sale, sold, or intended to be offered for sale or sold under or in connection with the Challenged Mark are not related to the goods offered for sale under Opposer's Mark.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it calls for a legal conclusions and strategies rather than factual information. Subject to the foregoing, Applicant asserts that Opposer's registration is for "wine," while Applicant's Goods are non-alcoholic spirits merging

the original intentions of Italian amari with the rarified plants and herbs of traditional Chinese medicine and other Eastern medicinal modalities. See also Applicant's response to Interrogatory No. 15.

INTERROGATORY NO. 17

Describe the legal and factual basis for any contention by Applicant that Applicant's use or intended use of the Challenged Mark with the goods or services provided thereunder is not likely to cause consumer confusion with Opposer's use of Opposer's Mark in connection with the goods provided thereunder.

RESPONSES:

Applicant objects to this Interrogatory on the grounds that it calls for a legal conclusions and strategies rather than factual information. Subject to the foregoing, see responses to Interrogatory Nos. 15 and 16 and documents produced in response to Opposer's First Request for Production of Documents.

INTERROGATORY NO. 18

Describe the date and circumstances of Applicant first becoming aware of Opposer's use and registration of Opposer's Mark, and identify the person or persons who initially learned of Opposer or Opposer's Mark.

RESPONSES:

Applicant first became aware of Opposer's use and registration of Opposer's Mark shortly after Opposer commenced the subject Opposition. Connor Godfrey first learned of the filing of the Opposition from Applicant's counsel.

INTERROGATORY NO. 19

Identify all surveys conducted by or on behalf of Applicant concerning the Challenged Mark or any other mark that incorporates the Challenged Mark in whole or in part, by date, title, the entity conducting the survey, and the person requesting the survey.

RESPONSES:

None.

INTERROGATORY NO. 20

Describe in detail any communications between Applicant and any third party concerning Opposer or Opposer’s Mark, and any actions taken by Applicant as a result of such communications.

RESPONSES:

None.

INTERROGATORY NO. 21

Describe each and every instance of which Applicant is aware in which any person has been in any way confused, mistaken, or deceived as to the origin or sponsorship of any goods or services sold or offered for sale under or in connection with the Challenged Mark.

RESPONSES:

None.

INTERROGATORY NO. 22

Identify all marks and names of which Applicant is aware that are used or registered by third parties in connection with alcoholic beverages, non-alcoholic cocktails and/or mixers, and services related to the making or serving thereof that include the term(s)/element(s) “rasa.”

RESPONSES:

Applicant objects to this Request on the grounds that it seeks information that is protected by the attorney-client privilege, and was prepared in anticipation of litigation, and constitutes attorney work product. Applicant further objects to this Interrogatory on the grounds that it seeks information that is more readily available from other sources and as such Applicant should not have to respond. Subject to the foregoing, see documents produced in response to Opposer’s First Request for Production of Documents.

INTERROGATORY NO. 23

Describe all facts and circumstances that support Applicant’s defense of mistake, including as pleaded as a third affirmative defenses [sic] in Applicant’s answer to the Notice of Opposition.

RESPONSES:

Paragraph 9 of the Notice of Opposition asserts that Applicant seeks registration of the subject application “under § 1(a) of the Trademark Act, 15 U.S.C. § 1051(a).” However, the subject application was filed under § 1(b) of the Trademark Act, 15 U.S.C. § 1051(b), and Applicant does not currently seek registration under § 1(a) of the Trademark Act, 15 U.S.C. § 1051(a). The Notice of Opposition was therefore mistaken.

INTERROGATORY NO. 24

Identify and describe all administrative proceedings and litigation involving the Challenged Mark or any allegation that Applicant violated the trademark rights of any third party, other than this proceeding.

RESPONSES:

None.

INTERROGATORY NO. 25

Identify all persons that furnished information for the responses to these interrogatories, designating the number of each interrogatory for which such persons furnished information.

RESPONSES:

Connor Godfrey.

Dated this 28th day of January, 2022

MERTZEL LAW PLLC

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CERTIFICATE OF SERVICE

I hereby certify that a true and complete copy of the foregoing Responses to Opposer's First Set of Interrogatories has been served on Opposer by electronically mailing said copy on January 28, 2022 to:

elliott.williams@stoel.com
anne.glazer@stoel.com thomas.rousse@stoel.com
patrick.hartigan@stoel.com
docketclerk@stoel.com

and

swu@stacywulaw.com
silvia@stacywulaw.com

/s/ Nancy J. Mertzel
Nancy J. Mertzel

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

RASA VINEYARDS, LLC,

Opposer,

v.

RASASVADA, LLC,

Applicant.

Opposition No. 91268532

Application No. 88/496,247

**APPLICANT'S RESPONSE TO
OPPOSER'S FIRST REQUEST FOR ADMISSIONS**

Pursuant to the Federal Rules of Civil Procedure and Trademark Rules of Practice, Applicant Rasasvada, LLC, by and through its attorneys, undersigned attorneys, hereby responds and objects to Opposer's First Request for Production of Documents ("Requests").

GENERAL OBJECTIONS

Applicant asserts the following general objections to each of Opposer's Document Requests:

1. Applicant objects to the Document Requests' definitions of the words "Applicant" "you," and "your" to the extent they call for production of documents that are not in the possession, custody or control of Applicant. Applicant/Respondent will not search for or provide documents that are not within its possession, custody, or control.
2. Applicant objects to the Document Requests to the extent they seek documents that are subject to the attorney-client privilege, the privilege against compelled disclosure of

work product or any material prepared in anticipation of litigation or in preparation for trial, the common interest privilege, and/or any other applicable privilege or immunity, whether set forth in the Federal Rules of Civil Procedure, common law, or in the Constitutions of the United States. Any response herein is made and the production of any documents will be made without waiving, but on the contrary reserving and intending to reserve, each of those privileges or immunities.

3. Inadvertent production by Applicant of any documents that contain any information that is confidential, privileged, was prepared in anticipation of litigation, or is otherwise immune from discovery, shall not constitute a waiver of any privilege or of any ground for objection to discovery with respect to such documents, or the subject matter thereof or the information contained therein, or of its right to object to the use of any such document or information contained therein, or of its right to object to the use of any such document or information during any subsequent proceeding in this action.

4. Applicant objects to the Document Requests to the extent they seek documents containing conclusions and legal conclusions and/or strategies rather than factual information.

5. Applicant objects to the Document Requests to the extent they call for documents that are publicly available, are in Opposer's possession, custody, or control or to which Opposer has equal access, or are not in Applicant's possession, custody or control.

6. Applicant objects to the Document Requests to the extent they seek documents and information for an unreasonable or irrelevant period of time and to the extent that they call for the production of documents concerning times and events not relevant, material, or necessary for the prosecution or defense of this proceeding.

7. Applicant objects to the Document Requests to the extent Opposer seeks to require Applicant to provide any information, documents or things beyond what is available to Applicant from a reasonable search of documents and information within its custody or control and from a reasonable inquiry of its present employees likely to have discoverable information.

8. Applicant objects to the Document Requests to the extent that they are vague and ambiguous and as such do not properly advise Applicant as to the documents requested, thereby requiring Applicant to speculate as to the documents sought.

9. Applicant objects to the Document Requests to the extent that they are overly broad and unduly burdensome.

10. Applicant objects to the Document Requests to the extent they seek documents that are not relevant, material, or necessary for the prosecution or defense of this proceeding.

11. Applicant objects to the Document Requests to the extent they seek discovery that is disproportionate to the needs of the case, considering the importance of the issues at stake in the action, the amount in controversy, the parties' relative access to relevant information, the parties' resources, the importance of the discovery in resolving the issues, and because the burden and expense of the proposed discovery outweighs its likely benefit.

12. Applicant objects to the Document Requests to the extent they call for the production of documents and things that are subject to confidentiality agreements that do not authorize Applicant to provide them to Applicant and/or contain information belonging to or received from any third party under any other obligation or circumstances that restrict disclosure of such.

13. Applicant objects to the Document Requests to the extent they are premised on purported factual and legal bases that are untrue.

14. Applicant objects to the Document Requests (and the Definitions and Instructions thereto) to the extent that they seek to impose any obligation to produce documents or responses or supplement the responses to the Document Requests greater or different than the obligations imposed by the Federal Rules of Civil Procedure or the Trademark Rules of Practice. Any use of Opposer's Definitions and Instructions by Applicant for purposes of responding to the Document Requests does not constitute a waiver of such objection.

15. All General Objections apply to each specific Document Request without reiteration therein. A specific objection to a Document Request that expressly incorporates the substance of a General Objection is not, is not intended to be, and shall not be deemed a waiver of the applicability of any General Objection to any other Document Request.

16. Where two or more Document Requests call or arguably call for the production of the same documents or category of documents, an objection made to one Document Request is deemed to be made as to all Document Requests that seek the production of the same documents or category of documents.

17. Opposer is advised that Applicant's response that production of non-privileged responsive documents will be made does not mean that any of the documents called for in fact exist. It means only that, subject to these General Objections, and to the specific objections and responses set forth herein, they will be produced to the extent Applicant has been able to locate responsive, non-privileged documents currently in its possession, custody, or control.

18. Applicant's responses to each of Opposer's Document Requests are made without waiver of and with intentional preservation of:

(a) All questions as to the competence, relevance, materiality, and admissibility as evidence for any purposes of the information, documents, things or the subject

matter thereof, in any aspect of this or any other court action or judicial or administrative proceeding or investigation;

(b) The right to object on any ground to the use of such information, documents, things or the subject matter thereof, in any aspect of this or any other court action or judicial or administrative proceeding or investigation;

(d) The right to object at any time in any further response to this or any other request for information or production of documents; and

(e) The right to supplement and/or amend these responses based upon the discovery of additional information and/or documents after further investigation.

19. No incidental or implied admissions are intended by the responses below. The fact that Applicant has answered or objected to any Document Request should not be taken as an admission that Applicant accepts or admits the existence of any “facts” set forth or assumed by such Request. The fact that Applicant has responded to all or part of any Document Request is not intended to be, and shall not be construed to be, a waiver by Applicant of any part of any objection to such request.

20. Applicant’s investigation and discovery in this action is ongoing and these responses reflect Applicant’s reasonable efforts to date. Applicant is in the process of organizing and numbering its documents and expects to produce them shortly. Accordingly, all responses are without prejudice to Applicant’s right to supplement or modify these objections and responses and its document production as permitted by the Federal Rules of Civil Procedure as additional facts are ascertained.

SPECIFIC RESPONSES TO REQUEST FOR ADMISSIONS

REQUEST NO. 1

Admit that Opposer's rights in Opposer's Mark precede any rights Applicant claims in the Challenged Mark.

RESPONSES:

Applicant objects to this Request on the grounds that it improperly requires Applicant to make legal conclusions regarding Opposer's rights in Opposer's Mark. Subject to the foregoing, Applicant states that it cannot truthfully admit or deny this Request because it is impossible to admit or deny whether a party's purported rights "precede" another party's rights.

REQUEST NO. 2

Admit that you did not sell, offer or provide any goods or services under the Challenged Mark before August 14, 2007.

RESPONSES:

Admitted.

REQUEST NO. 3

Admit that you did not use the Challenged Mark before August 14, 2007.

RESPONSES:

Admitted.

REQUEST NO. 4

Admit that Opposer's Mark was used in commerce prior to July 1, 2019.

RESPONSES:

Applicant objects to this Request on the grounds that it improperly requires Applicant to make legal conclusions regarding whether Opposer's Mark was used in commerce prior to the specified date. Applicant further states that Applicant is unable to truthfully admit or deny this request because Applicant lacks sufficient information to do so.

REQUEST NO. 5

Admit that at least before July 1, 2019, you were aware of the registration of Opposer's Mark in connection with wines.

RESPONSES:

Denied.

REQUEST NO. 6

Admit that at least before July 1, 2019, you were aware of the use of Opposer's Mark in connection with wines.

RESPONSES:

Denied.

REQUEST NO. 7

Admit that you have sold Applicant's Non-Alcoholic Goods under the Challenged Mark.

RESPONSES:

Admitted.

REQUEST NO. 8

Admit that Opposer's Mark and the Challenged Mark are similar in appearance.

RESPONSES:

Denied.

REQUEST NO. 9

Admit that Opposer's Mark and the Challenged Mark are phonetically similar.

RESPONSES:

Denied.

REQUEST NO. 10

Admit that the Challenged Mark is confusingly similar to Opposer's Mark.

RESPONSES:

Applicant objects to this Request on the grounds that it improperly requires Applicant to make a legal conclusion regarding whether the Challenged mark is “confusingly similar” to Opposer’s Mark. Subject to the foregoing, denied.

REQUEST NO. 11

Admit that the meaning of the Challenged Mark is identical or similar to the meaning of Opposer’s Mark.

RESPONSES:

Applicant objects to this Request because it assumes that there is just one meaning to the Challenged Mark and one meaning to Opposer’s Mark although different people may have different understandings of the meaning of each mark. Applicant further states that Applicant is unable to truthfully admit or deny this request because Applicant lacks sufficient information to determine the meaning of Opposer’s Mark to Opposer or its intended audience.

REQUEST NO. 12

Admit that the meaning of the Challenged Mark is related to the meaning of Opposer’s Mark.

RESPONSES:

Applicant objects to this Request because it assumes that there is just one meaning to the Challenged Mark and one meaning to Opposer’s Mark although different people may have different understandings of the meaning of each mark. Applicant further states that Applicant is unable to truthfully admit or deny this request because Applicant lacks sufficient information to determine the meaning of Opposer’s Mark to Opposer or its intended audience.

REQUEST NO. 13

Admit that Opposer’s Mark has meaning in relation to Indian philosophy.

RESPONSES:

Applicant objects to this Request because it assumes that there is just one meaning to the Opposer's Mark although different people may have different understandings of the meaning of Opposer's mark. Applicant further states that Applicant is unable to truthfully admit or deny this request because Applicant lacks sufficient information to determine the meaning of Opposer's Mark to Opposer or its intended audience.

REQUEST NO. 14

Admit that the Challenged Mark has meaning in relation to Indian philosophy.

RESPONSES:

Applicant objects to this Request because it assumes that there is just one meaning to the Challenged Mark although different people may have different understandings of the meaning of the Challenged Mark. Subject to the foregoing, admitted.

REQUEST NO. 15

Admit that the Challenged Mark creates the same or similar commercial impression as Opposer's Mark.

RESPONSES:

Denied.

REQUEST NO. 16

Admit that the entirety of Opposer's Mark is incorporated within the Challenged Mark.

RESPONSES:

Applicant objects to this Request on the grounds that Opposer has provided three different definitions of Opposer's Mark. Subject to the foregoing, denied.

REQUEST NO. 17

Admit that both Opposer's Mark and the Challenged Mark begin with "rasa."

RESPONSES:

Admitted.

REQUEST NO. 18

Admit that “rasa” is the dominant component of the Challenged Mark.

RESPONSES:

Denied.

REQUEST NO. 19

Admit that you intend to sell or provide Applicant’s Goods under the Challenged Mark.

RESPONSES:

Admitted.

REQUEST NO. 20

Admit that you intend to sell or provide Applicant’s Services under the Challenged Mark.

RESPONSES:

Admitted.

REQUEST NO. 21

Admit that you intend to use the Challenged Mark in connection with the sale of Applicant’s Goods.

RESPONSES:

Admitted.

REQUEST NO. 22

Admit that you intend to use the Challenged Mark in connection with Applicant’s Services.

RESPONSES:

Admitted.

REQUEST NO. 23

Admit that Applicant's Goods are related to wine.

RESPONSES:

Denied.

REQUEST NO. 24

Admit that Applicant's Services are related to alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 25

Admit that Applicant's Goods are competitive with wine.

RESPONSES:

Denied.

REQUEST NO. 26

Admit that spirits are alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 27

Admit that blended spirits are alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 28

Admit that aperitifs with a distilled alcoholic liquor base are alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 29

Admit that extracts of spirituous liquors are alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 30

Admit that flavored tonic liquors are alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 31

Admit that you are aware of third parties that sell Applicant's Goods, whether in whole or in part, and wine under the same mark.

RESPONSES:

Denied.

REQUEST NO. 32

Admit that Applicant's Goods can or will be sold under the Challenged Mark online via websites and/or online platforms.

RESPONSES:

Applicant objects to this Request on the grounds that it calls for Applicant to predict the future and/or answer a hypothetical question. Subject to the foregoing, Applicant admits that it sells Applicant's Goods under the Challenged Mark online.

REQUEST NO. 33

Admit that Applicant's Goods can or will be sold under the Challenged Mark in liquor stores.

RESPONSES:

Applicant objects to this Request on the grounds that it calls for Applicant to predict the future and/or answer a hypothetical question. Subject to the foregoing, Applicant denies that it sells Applicant's Goods in liquor stores.

REQUEST NO. 34

Admit that Applicant's Goods can or will be sold under the Challenged Mark in restaurants and/or bars.

RESPONSES:

Applicant objects to this Request on the grounds that it calls for Applicant to predict the future and/or answer a hypothetical question. Subject to the foregoing, admitted.

REQUEST NO. 35

Admit that Applicant's Goods can or will be sold under the Challenged Mark in grocery stores or other retail or specialty shops.

RESPONSES:

Applicant objects to this Request on the grounds that it calls for Applicant to predict the future and/or answer a hypothetical question. Subject to the foregoing, Applicant admits that Applicant's Goods are sold in specialty shops.

REQUEST NO. 36

Admit that Applicant's Goods can or will be sold under the Challenged Mark through sales agents, wholesalers and/or distributors.

RESPONSES:

Applicant objects to this Request on the grounds that it calls for Applicant to predict the future and/or answer a hypothetical question. Subject to the foregoing, denied.

REQUEST NO. 37

Admit that Applicant's Goods, on the one hand, and wine, on the other, are advertised in the same or similar advertising mediums, including without limitation via online advertisements, newspapers, magazines, and television.

RESPONSES:

Applicant objects to this Request on the grounds that nearly all goods and services are advertised via online advertisements, newspapers, magazines and television. Applicant further objects to this interrogatory on the grounds that it is overbroad to the extent it asks about wine in general, rather than Opposer's wine in particular. Additionally, is unable to truthfully admit or deny this request because Applicant lacks sufficient information to determine all advertising mediums in which wine is advertised by unnamed third parties. Subject to the foregoing, Applicant admits that Applicant advertises Applicant's Goods online.

REQUEST NO. 38

Admit that Applicant's Services, on the one hand, and wine, on the other, are advertised in the same or similar advertising mediums, including without limitation via online advertisements, newspapers, magazines, and television.

RESPONSES:

Applicant objects to this Request on the grounds that nearly all goods and services are advertised via online advertisements, newspapers, magazines and television. Applicant further objects to this interrogatory on the grounds that it is overbroad to the extent it asks about wine in general, rather than Opposer's wine in particular. Additionally, is unable to truthfully admit or deny this request because Applicant lacks sufficient information to determine all advertising mediums in which wine is advertised by unnamed third parties. Subject to the foregoing, Applicant denies that Applicant advertises Applicant's Services online.

REQUEST NO. 39

Admit that Applicant's Goods, on the one hand, and wine, on the other, are promoted through the same trade channels.

RESPONSES:

Applicant objects to this Request on the grounds that it erroneously assumes that goods are promoted through channels of trade. Subject to the foregoing, denied.

REQUEST NO. 40

Admit that Applicant's Services, on the one hand, and wine, on the other, are promoted through the same trade channels.

RESPONSES:

Applicant objects to this Request on the grounds that it erroneously assumes that goods are promoted through channels of trade. Subject to the foregoing, denied.

REQUEST NO. 41

Admit that some of the purchasers of the goods sold under Opposer's Mark are also purchasers of the goods sold or to be sold under the Challenged Mark.

RESPONSES:

Applicant is unable to admit or deny this Request as Applicant has no way of determining whether purchasers of the goods sold under Opposer's Mark are also purchasers of the goods sold under the Challenged Mark.

REQUEST NO. 42

Admit that some of the purchasers of the goods sold under Opposer's Mark are also purchasers or users of the services sold or provided or to be sold or provided under the Challenged Mark.

RESPONSES:

Applicant objects to this Request on the grounds that it calls for Applicant to answer a hypothetical question about purchasers of services that are not yet sold or provided. Applicant is unable to admit or deny this Request as Applicant has no way of determining whether purchasers

of the services that may in the future be sold under Opposer's Mark are also purchasers of the goods sold under the Challenged Mark.

REQUEST NO. 43

Admit that, you intend to sell, provide and/or market Applicant's Goods and Applicant's Services under the Challenged Mark to consumers of alcoholic beverages.

RESPONSES:

Applicant objects to this Request on the grounds that it erroneously assumes that services are sold under the Challenged Mark. Subject to the foregoing, Applicant admits that it sells Applicant's Goods for use as mixers in alcoholic and non-alcoholic beverages.

REQUEST NO. 44

Admit that the average retail price of Applicant's Goods sold or to be sold under the Challenged Mark is less than one hundred dollars.

RESPONSES:

Admitted.

REQUEST NO. 45

Admit that you are aware of no facts or evidence showing that the average retail price of the wines sold under Opposer's Mark is less than one hundred dollars.

RESPONSES:

Applicant is unable to admit or deny this Request as Applicant has no way of determining the average retail price of the wines sold under Opposer's Mark.

REQUEST NO. 46

Admit that the wine sold under Opposer's Mark and the Applicant's Goods to be sold under the Challenged Mark are at a comparable average price.

RESPONSES:

Denied.

REQUEST NO. 47

Admit that consumers who purchase Applicant's Goods also purchase wine.

RESPONSES:

Applicant is unable to admit or deny this request as Applicant lacks knowledge as to whether consumers who purchase Applicant's Goods also purchase wine.

REQUEST NO. 48

Admit that consumers who purchase or use Applicant's Services also purchase wine.

RESPONSES:

Applicant objects to this Request on the grounds that it calls for Applicant to answer a hypothetical question about purchasers of services that are not yet sold or provided. Applicant is unable to admit or deny this Request as Applicant has no way of determining whether consumers who may in the future purchase or use Applicant's Services also purchase wine.

REQUEST NO. 49

Admit that extracts of spirituous liquors are related to alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 50

Admit that flavored tonic liquors are related to alcoholic beverages.

RESPONSES:

Denied.

REQUEST NO. 51

Admit that you have used the Challenged Mark in connection with the sale of Applicant's Non-Alcoholic Goods.

RESPONSES:

Admitted.

REQUEST NO. 52

Admit that Opposer's Mark is a strong mark.

RESPONSES:

Denied.

REQUEST NO. 53

Admit that Opposer's Mark is a distinctive mark.

RESPONSES:

Denied.

REQUEST NO. 54

Admit that you are not aware of any third party that used the term "rasa" in connection with alcoholic beverages before August 14, 2007.

RESPONSES:

Admitted.

REQUEST NO. 55

Admit that you are not aware of any marks that begin with the term "rasa" used in connection with alcoholic beverages in the United States other than Opposer's Mark.

RESPONSES:

Admitted.

REQUEST NO. 56

Admit that you have used the term "rasa" to refer to Applicant.

RESPONSES:

Applicant's company name is Rasasvada, LLC and Applicant's Mark is RASAVADA.

Applicant admits that Applicant's website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 57

Admit that you have used the term “rasa” in connection with Applicant’s Non-Alcoholic Goods.

RESPONSES:

Applicant’s company name is Rasasvada, LLC and Applicant’s Mark is RASAVADA.

Applicant admits that Applicant’s website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 58

Admit that you have used the term “rasa” as a shortened form of Applicant’s Mark.

RESPONSES:

Applicant’s company name is Rasasvada, LLC and Applicant’s Mark is RASAVADA.

Applicant admits that Applicant’s website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 59

Admit that you currently use the term “rasa” to refer to Applicant.

RESPONSES:

Applicant’s company name is Rasasvada, LLC and Applicant’s Mark is RASAVADA.

Applicant admits that Applicant’s website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 60

Admit that you currently use the term “rasa” in connection with Applicant’s Non-Alcoholic Goods.

RESPONSES:

Applicant's company name is Rasasvada, LLC and Applicant's Mark is RASAVADA. Applicant admits that Applicant's website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 61

Admit that you currently use the term "rasa" as a shortened form of Applicant's Mark.

RESPONSES:

Applicant's company name is Rasasvada, LLC and Applicant's Mark is RASAVADA. Applicant admits that Applicant's website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 62

Admit that the domain for your website is rasaspirit.com.

RESPONSES:

Admitted.

REQUEST NO. 63

Admit that your website domain rasaspirit.com uses the term "rasa" as a shortened form of Applicant's Mark.

RESPONSES:

Denied.

REQUEST NO. 64

Admit that your website has used the term "rasa" to refer to Applicant.

RESPONSES:

Applicant's company name is Rasasvada, LLC and Applicant's Mark is RASAVADA. Applicant admits that Applicant's website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 65

Admit that your website currently uses the term "rasa" to refer to Applicant.

RESPONSES:

Applicant's company name is Rasasvada, LLC and Applicant's Mark is RASAVADA. Applicant admits that Applicant's website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 66

Admit that your website has used the term "rasa" in connection with Applicant's Non-Alcoholic Goods.

RESPONSES:

Applicant's company name is Rasasvada, LLC and Applicant's Mark is RASAVADA. Applicant admits that Applicant's website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 67

Admit that your website currently uses the term "rasa" in connection with Applicant's Non-Alcoholic Goods.

RESPONSES:

Applicant's company name is Rasasvada, LLC and Applicant's Mark is RASAVADA. Applicant admits that Applicant's website sometimes uses the term RASA as a shorthand, generally in close proximity to RASASVADA.

REQUEST NO. 68

Admit that your Instagram handle is @rasaspirit.

RESPONSES:

Admitted.

REQUEST NO. 69

Admit that your Instagram handle @rasaspirit uses the term “rasa” as a shortened form of Applicant’s Mark.

RESPONSES:

Denied.

Dated this 28th day of January, 2022

MERTZEL LAW PLLC

By: /Nancy J. Mertzel/
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CERTIFICATE OF SERVICE

I hereby certify that a true and complete copy of the foregoing Response to Opposer's First Set of Requests for Production of Documents has been served on Opposer by electronically mailing said copy on January 28, 2022 to:

elliott.williams@stoel.com
anne.glazer@stoel.com thomas.rousse@stoel.com
patrick.hartigan@stoel.com
docketclerk@stoel.com

and

swu@stacywulaw.com
silvia@stacywulaw.com

/Nancy J. Mertzell/
Nancy J. Mertzell

**COOL
HUNTING®**

RASĀSVĀDA

BOTANICAL DRINKS

\$72





Recently launched Rasāsvāda concoctions are made from hand-gathered whole plants often used in ancient traditions and contemporary customs. These non-alcoholic botanical blends (“spirit restoratives” as the brand calls them) provide benefits that include aiding digestion, reducing stress and more. Available in three complex iterations—Rose Bergamot, Black Ginger and our favorite, the fresh and bitter Ruby Artemisia—these delightful drinks come in 375ml or 750ml bottles, and in cases of three or 12. Multi-packs of all three flavors are also available.

Added: September 2020



LIVING

No Alcohol Doesn't Mean No Fun: Four Booze-Free Drinks To Know

<https://coveteur.com/2020/10/19/non-alcoholic-drinks/>

Elevated options, indeed.

Kristin Tice Studeman

Whether you don't drink alcohol at all, you're on a drinking hiatus (maybe you're pregnant), or you're looking to detox after too many wine-fueled evenings during the pandemic, there are more interesting booze-free options to pick from than ever before.

While the market is flooded with non-alcoholic options that are either too sugary or so watery that they don't taste much like anything at all, we've recently discovered a few options we love. These drinks are complex, adult concoctions that fit in well sitting on the bar at top-tier restaurants like Eleven Madison Park, The NoMad, Momofuku, and Daniel (their thoughtful, artfully designed packaging also helps). They range from "wellness tonics"—think adaptogen-filled and CBD-infused concoctions—to aperitivo culture-inspired drinks to alcohol-

replacement beverages. It just depends on what sort of adventure you're looking for. Ahead, a few of our favorites out there right now.

Ghia



Photo: Nacho Alegre/Courtesy of Ghia

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After Melanie Masarin was diagnosed with Crohn's disease, Masarin decided to cut out alcohol almost entirely.

"I used to love wine and the occasional dirty martini and Negroni, but the next day I just didn't feel good. But I loved eating out, and I didn't want to not eat out because I didn't want

to drink. I wished there were more non-alcoholic options at restaurants, and that was something that really bothered me,” says Masarin (previously creative at DIG and Glossier). “The idea with Ghia is it’s an invitation to participate. There is a social stigma that if you aren’t drinking, you aren’t participating.”

Ghia, a spirit-free aperitif inspired by Masarin’s summers spent with her family near the Mediterranean, first launched in June (just when people had tired of the pandemic slump they had fallen into of too much banana bread/sourdough/wine binges/“Quarantino” cocktails and were ready to detox). A combination of natural ingredients like gentian root, lemon balm, yuzu, fig, and elderflower makes for a delicious balance of citrus, floral, and bitter flavors. “I feel pretty confident saying this is actually the cleanest drink on the market today because it’s only extracts. There’s no flavoring and no added sugar,” she says.

Masarin’s favorite way to drink Ghia is on the rocks, but if you want to elevate it a bit, Ghia is also delicious with a spritz of club soda and a sprig of rosemary or an orange slice (very reminiscent of an Aperol Spritz or Campari soda) to make it a little extra festive, or with ginger beer (a crowd favorite). Masarin is busy dreaming up new additions to the Ghia line, as well as single servings of Ghia, and we can’t wait.

Casamara Club



Photo:

Courtesy of Casamara Club

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We must admit, it was the beautifully designed bottles that first drew us to Casamara Club’s spritzzy, non-alcoholic sodas. But then we started looking into what was in them—think Italian chinotto, juniper berry, mandarin peel, allspice berry, aniseed, lemon juice, and sparkling water. These “sparkling amaro soft drinks” are made with minimal, high-quality ingredients, and as an added bonus, they are low in calories (about 15 calories per bottle). What’s not to love here?

“I had been planning to start an amaro company. I was doing lots of tincturing, blending, and making my own bitters and amaro at home, and tasting whatever I could get my hands on at the liquor store,” says Casamara Club founder Jason La Valla. “Eventually, I decided I wasn’t interested in competing against these Italian amaro companies that have spent the last century or more perfecting their recipes. Meanwhile, my workday seltzer habit wasn’t satisfying anymore. I started adding bitters, citrus juice, and whatever syrups we had laying around the office, trying to balance it as if I was making a real cocktail. It wasn’t long before I realized that there were so many others like me, people who wanted their non-alcoholic drinks to taste as good as their alcoholic drinks.”

From there, Casamara Club was born. The current line of botanical amaro club sodas includes four flavors, including Alta (dubbed the “aperitivo club soda,” it’s reminiscent of a spritzzy Negroni), Onda (LaValla calls it a “coastal spritz in the style of Sicilian amara”), Capo (think the Italian Alps in springtime), and Sera (“the after-hours club soda,” it’s their “late-night take on the Aperol Spritz”). These leisure sodas are the perfect afternoon pick-me-up (when you’ve had too much coffee but it’s not time for cocktails yet), enjoy it with dinner (award-winning restaurants like Olmsted in Brooklyn and Mister Jiu’s in SF serve Casamara Club sodas), or use it as a mixer.

Rasāsvāda



Photo:

Courtesy of Rasāsvāda

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While booze-free drinks like Ghia and Casamara Club focus more on the leisure lifestyle, Rasāsvāda, Connor Godfrey’s line of “spirit restoratives,” touts both its health-boosting wellness benefits and its functionality as a great mixer for cocktails.

“The beauty of Rasāsvāda’s range of spirit restoratives is its multi-functionality,” says Godfrey, who officially launched the line in June. “Rasa can be consumed at any time throughout the day, for example, Black Ginger at your favorite workout class to assist with performance and recovery.”

In addition to Black Ginger, Rasa’s line of uber-sleek, zero-proof spirits includes Ruby Artemisia and Rose Bergamot. The Black Ginger, for example, is a complex combination of black ginger, dark roasted chicory, cardamom, saffron, dandelion root, Turkish rhubarb, eucalyptus, adaptogenic mushrooms, and other 100 percent whole-plant ingredients that lend themselves to a bittersweet, herbaceous flavor profile. In terms of health benefits, the beautiful book that comes with your order promotes the Black Ginger drink (one of our favorites) as good for the following: libido boosting, liver cleansing, vitality, fatigue recovery, and gut health. Keep it simple and serve it over ice in a Collins glass with equal parts sparkling water, or make it fancy and add ginger juice, sparkling water, and a lemon wedge. If you’re adding booze, try it with whiskey, lemon juice, simple syrup, egg white, and garnish with a lime twist. And if you happen to have had too much alcohol last night, the Ruby Artemisia is being promoted as the perfect antidote to that—a hangover cure. Drink it with equal parts sparkling water.

Kin



Photo: Courtesy of Kin

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Kin, launched by Jen Batchelor in 2018, also fits in the non-alcoholic, functional adult wellness drink category. Batchelor, who grew up in Saudi Arabia (where drinking is not legal), applied her background in ayurvedic herbology and psychology to Kin.

“It helps you to achieve a sense of well-being, but also joyous celebration,” says Batchelor of her line of Euphorics, which, according to the website, is “a new category of nonalcoholic nightlife beverage crafted for conscious connection. The secret is in the stack: balancing adaptogens (herbs that help the body adapt to stress), replenishing nootropics (compounds that help enhance cognition), and nourishing botanics (plants that balance flavor and function). Stack them together, and you get euphorics that lift the mind and relax the body so we can more deeply connect with others.”

The line of herb- and floral-flavored drinks (which, like the aforementioned brands, come in

attractive, well-designed bottles with plenty of millennial appeal) includes High Rhode (intended to help the body's response to stress), Dream Light (intended to support deep sleep), and Kin Spritz. Serve them straight up or, in the case of High Rhode, mix it up like a cocktail and serve it shaken over ice with your favorite bitters or juice.

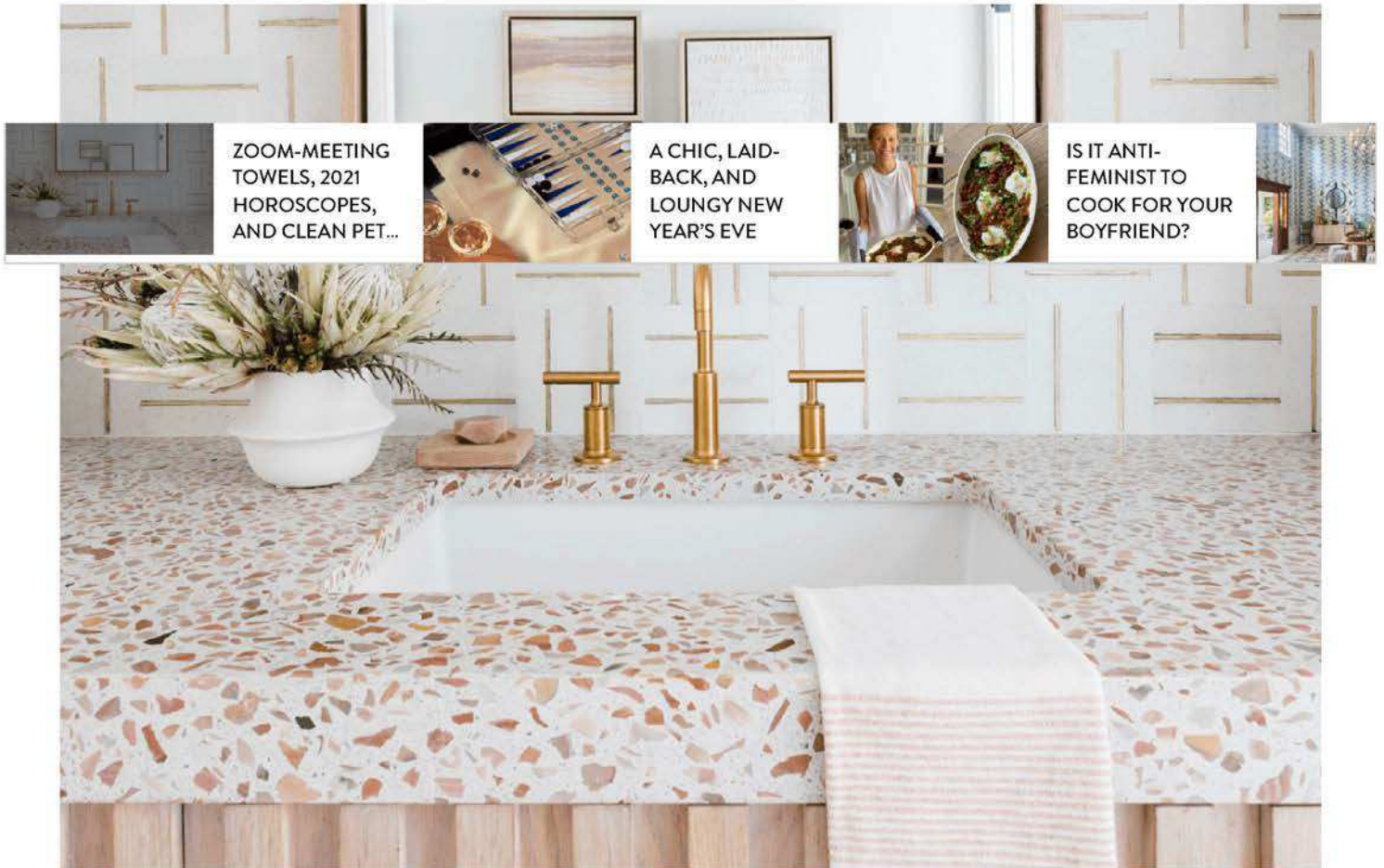
Top photo: Courtesy of Casamara Club

What can we help you find?



Food & Home





GOOP 15

Zoom-Meeting Towels, 2021 Horoscopes, and Clean Pet Shampoo: What We're Talking about This Month

In partnership with our friends at Concrete Collaborative

At goop, we're always looking for perfect gifts to buy, great places to eat, and under-the-radar brands to shop. So when it comes to what's new or the cool and obscure, we often turn to our coworkers for their advice and brilliant recommendations. Each month, we share the fifteen best things the goop team is currently loving, including the books we're reading, the films we're watching, and the voices we're listening to.



ZOOM-MEETING
TOWELS, 2021
HOROSCOPES,
AND CLEAN PET...



A CHIC, LAID-
BACK, AND
LOUNGY NEW
YEAR'S EVE



IS IT ANTI-
FEMINIST TO
COOK FOR YOUR
BOYFRIEND?



FLOORING IT

“When I flew to the Big Island to set up our new store at the Auberge at Mauna Lani, I never expected to return home with a construction project on my calendar. Walking into the store feels as instantly soothing as a Hawaiian sunset, and the soft-pink terrazzo floors from Concrete Collaborative deserved the gasp. Handcrafted in Southern California, the tiles are truly striking: They feature natural stone aggregates that come in different combinations, making them easily customizable for any space. Safe to say, the crew at Concrete Collaborative (it’s a small family-run business) made my Hawaiian fantasy come true in my home. And yes, I still let out a quiet gasp every time I step out of the shower.” —*Kelly Egarian, private clients director*

VENICE ALABASTER LARGE PINK CHIP TERRAZZO TILES, Concrete Collaborative, \$15 to \$20 per square foot

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ZOOM-MEETING
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SUPER MODAL

“Like many people, over the last eleven months, I’ve become a connoisseur of soft knits and elastic waistbands. My love language is a polished look with a pajama-like feel. Recently I discovered a brand that nails both requirements: Founded by fashion industry vets Amy Jiang and Showly Wang, Paires launched shortly before the pandemic and quickly pivoted from a planned workwear drop to a work-from-anywhere collection of easy mix-and-match staples. My current go-tos are the Patsy pants and the Serena top. Done in a Tencel modal fabric sustainably made from recycled wood fibers, they’re stretchy and velvety-soft but hold their shape and drape beautifully. And the brand places a premium on *doing* good: When possible, it purchases surplus fabric that would otherwise go to waste, and its supply-chain partners are largely women-owned or run and pay fair wages. Even better, Paires donates 1 percent of its sales year-round to organizations that help empower girls, like Step Up and Gyrl Wonder, and periodically makes larger donations—for example, donating 30 percent of the net proceeds from the launch of the Patsy pants this past fall.” —*Aura Davies, deputy editor*

PATSY SOFT MODAL LOUNGE PANTS AND SERENA MODAL MOCK NECK TOP, Paires, \$95 and \$58



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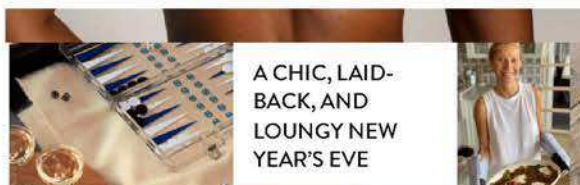
COVID CARE PACKAGES

“Of all there is to be frustrated about with the COVID-19 crisis, the lack of support for Los Angeles’s most in-need COVID-positive residents is among the most baffling. As of right now, there is no government-funded system for providing the basics that are essential to recovery: thermometers, electrolyte-rich liquids, even OTC fever-reducers. To fill the void, five concerned people started Pep Packs. These hand-assembled and volunteer-delivered (contactless, of course) care packages include the aforementioned basics, plus a pulse oximeter, hand sanitizer, and more. (Food deliveries and hotel credits for safe isolation are in the works.) While praise is great, what they really need to keep going—they receive around fifty requests a day—are donations.” —*Kate Wolfson, VP of content*

PEP PACKS



ZOOM-MEETING TOWELS, 2021 HOROSCOPES, AND CLEAN PET...



A CHIC, LAID-BACK, AND LOUNGY NEW YEAR'S EVE



IS IT ANTI-FEMINIST TO COOK FOR YOUR BOYFRIEND?



A BETTER PAD

“I prefer to buy personal-care products from companies that take sustainability and clean ingredients seriously. Attn: Grace is a great example. It makes super soft biodegradable wipes, panty liners, pads, and highly absorbent briefs. A few examples of its commitment to sustainability: 100 percent biobased top and back sheets, sustainably forested chlorine-free wood pulp in the absorptive core, mailers made from postconsumer waste, ‘plastic’ bags made from mostly biobased materials. Attn: Grace targets bladder leaks, but I think that women will find these well-made products useful for other purposes.” —Gerda Endemann, senior director, science and research

PANTY LINERS, Attn: Grace, \$12





HEAVY PETTING

“I don’t have a dog, but I’m good friends with a golden retriever named Gnarly. His luscious locks are the same color I pay a talented woman good money to highlight mine. Recently, I hung around while Gnarly got a bath, and I discovered what makes him such a Furrah Fawcett. It’s his admirable coat-care routine: This dog uses fur wash and coat shimmer (a mica-based product made to ‘brighten up your daily sidewalk sashay’) by Rowan, a female-founded company that makes coat-care products without sulfates, silicones, parabens, or dyes. I borrowed the coat refresh spray to see if my cat—a hunter and gatherer of dirt and leaves who might identify as canine—would be down for a refresh, since she’s not down for a bath. The coconut-scented spritz gave her a little extra cat sass: She’s been really feeling herself ever since. So it turns out Rowan works for puddle enthusiasts and water-wary pets alike.” —*Sarah Carr, associate editor*

THE FUR BUNDLE, Rowan, \$60

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ZOOM-MEETING TOWELS, 2021 HOROSCOPES, AND CLEAN PET...



A CHIC, LAID-BACK, AND LOUNGY NEW YEAR'S EVE



IS IT ANTI-FEMINIST TO COOK FOR YOUR BOYFRIEND?

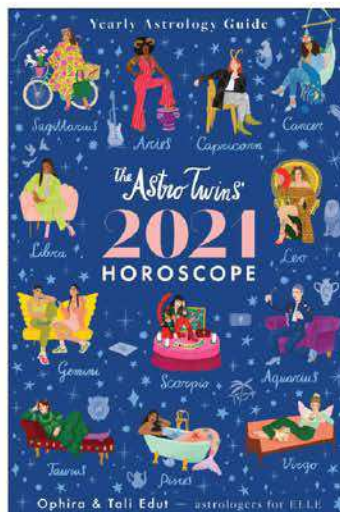


HOT SHOT

“I am obsessed with the Immunity Potion from Drought Juice—founded and operated by four sisters from Detroit (sister goals!). Now more than ever, I have been trying to support my immune system however I can. The potion is made with organic apple, lemon, ginger, ground turmeric, cayenne pepper, and wild-crafted oregano oil, and it comes in a bulk carton situation. I’ve incorporated a nightly shot into my routine—it’s so easy to dispense, and there are about twenty-five shots in the carton. Needless to say, this godsend is on my reorder list for the foreseeable future.” —*Molly Kalinsky, senior manager, brand partnerships and marketing*

IMMUNITY POTION CARTON, Drought Juice, \$46

7



“Bestselling authors and *Elle* magazine astrologers Ophira and Tali Edut, aka the AstroTwins, put out a book of horoscopes for the coming year every January, and if you’ve never gotten one, know that 2021’s is especially good. (Yes, they are in fact



ZOOM-MEETING TOWELS, 2021 HOROSCOPES, AND CLEAN PET...



A CHIC, LAID-BACK, AND LOUNGY NEW YEAR'S EVE



IS IT ANTI-FEMINIST TO COOK FOR YOUR BOYFRIEND?



thorough, the book goes sign by sign, with insights into everything from career moves and love life to kids, wellness, money—everything.” —*Jean Godfrey-June, executive beauty director*

THE ASTROTWINS' 2021 HOROSCOPE: THE COMPLETE YEARLY ASTROLOGY GUIDE FOR EVERY ZODIAC SIGN BY OPHIRA AND TALI EDUT, Bookshop, \$35

8



EASY PIECES

“My goal for 2021 is to continue to shop small and support women-owned businesses whenever possible. I recently discovered the brand glōu, a sustainable fashion and lifestyle brand, and I’ve been living in the 100 percent upcycled cotton twill Miki

colors, and I love that they're double-layered with 100 percent cotton rayon." —*Alexis Antoniadis, social media manager*



ZOOM-MEETING
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BOOZE CONTROL

"I get particularly violent hangovers, so I find the rise of nonalcoholic spirits thrilling: You get something grown-up and complex to drink without the potential next-day fallout. Lately, I've been really into Rasasvada, a line of 'spirit restoratives' formulated with plant-based functional ingredients. You can mix them into cocktails with alcohol if you want, but they stand alone beautifully, too. I do both: I start with the gorgeous black ginger blend—it's made with burdock root, cardamom, and meshima and reishi mushrooms—and shake it into just one gin-based Aphrodite before I drop the gin, replace it with tonic water, and let the Rasasvada spirit shine. It's so good. And the

BLACK GINGER 750 ML BOTTLE, Rasasvada, \$75



ZOOM-MEETING
TOWELS, 2021
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AND CLEAN PET...



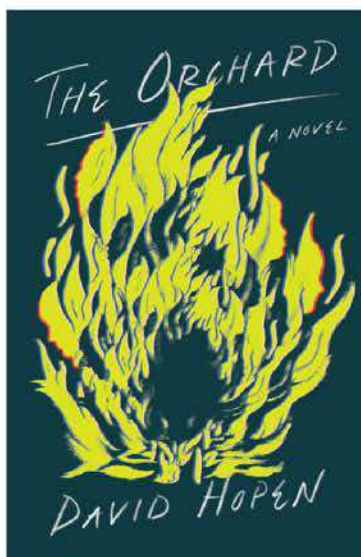
A CHIC, LAID-
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IS IT ANTI-
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JOIN THE CLUB

“We’re reading *The Orchard* for February’s goop Book Club. It’s a big, ambitious coming-of-age story. I love how intimately the author explores what it feels like to be young, to fall for someone the first time, to have burning intellectual desires, to search for meaning. The novel’s main character, a high schooler named Ari Eden, moves from an Orthodox Jewish community in Brooklyn to a flashy suburb outside of Miami, where he gets into some interesting trouble. His world was unfamiliar and exciting to me, but it also reminded me of the deeply familiar emotions, beliefs, and relationships that shape us as we try to become adults.” —Kiki Koroshetz, wellness director

THE ORCHARD BY DAVID HOPEN, Bookshop, \$25



ZOOM-MEETING
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A CHIC, LAID-
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BABY TALK

“If you’re pregnant or hunting for the best present ever for a pregnant friend, coworker, or family member: Bump Bestie. Founded by LA-based single mom Molly Pross, it’s a prepping-for-baby service that basically does whatever you don’t have time to do, aren’t jazzed to do, or need expert advice on. Dreaming of a totally green, clean nursery? Pross will research the best crib mattress made without flame retardants. Stumped over which stroller to pull the trigger on? Pross can weigh the pros and cons of different models. Fine-tuning your registry (or creating one)? Yup, that’s Pross, too. I also love that she offers affordable twenty-minute ask-me-anything calls to clients, because sometimes you just have one or two questions that you wish an expert could materialize to answer. So genius.” —Megan O’Neill, senior beauty editor

BUMP BESTIE

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ZOOM-MEETING TOWELS, 2021 HOROSCOPES, AND CLEAN PET...



A CHIC, LAID-BACK, AND LOUNGY NEW YEAR'S EVE



IS IT ANTI-FEMINIST TO COOK FOR YOUR BOYFRIEND?



SPIRITED AWAY

“A friend recently introduced me to a new service called Altyr, which is an online platform that curates healers in different modalities whom you can book for virtual sessions (and one day, IRL sessions, too). It launched in October 2020 and aims to solve the age-old issue of discoverability in the holistic wellness space by doing some of the legwork for you. The Altyr team finds and vets amazing practitioners who offer healing treatments—like sound baths, oracle readings, yoga nidra—and gathers them together on one easy-to-navigate site. I did a session that combined an intuitive reading and guided meditation with some energy healing and breathwork. It was a little bit of everything I needed, and it blew me away.” —Cait Moore, senior programming manager

ALTYR

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IS IT ANTI-
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BOYFRIEND?

Photo courtesy of Lets Kamogelo

INTO THE WILDERNESS

“The last big trip I went on before COVID-19 descended like a thunderclap on our lives was a plane-helicopter-and-Land-Cruiser expedition through Botswana’s unspoiled Okavango Delta with Wilderness Safaris. (One word: incredible.) As top-notch guide Letsogile Kamogelo safely shepherded us across plains filled with elephants, through thick bush flecked with snoozing lions, and under canopies of baboon-packed trees, I felt my jaw unclench. Nowadays, I’m trying to channel that level of chill via regular check-ins with safari livestreams. To work from home to the soundtrack of the savanna is immensely soothing. Plus, it’s a reminder of the big, beautiful world that’s still out there.” —*Rachael McKeon, travel editor*

WILDERNESS SAFARIS, price upon request

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ZOOM-MEETING TOWELS, 2021 HOROSCOPES, AND CLEAN PET...



A CHIC, LAID-BACK, AND LOUNGY NEW YEAR'S EVE



IS IT ANTI-FEMINIST TO COOK FOR YOUR BOYFRIEND?



STRETCH YOURSELF

“Professional athletes, marathon runners, and ballerinas have some advice for those of us crunched behind our computers: assisted isolation stretching. It’s based on a technique popularized in the ’90s known as active isolated stretching, developed by kinesiologist Aaron Mattes to help increase range of motion and flexibility, reduce soreness and stiffness, and alleviate joint stress. It also feels absolutely fantastic, as I discovered on my recent trip to Stretch*d in New York (after fifty-five minutes, I felt like a new person). The studio does limited in-person sessions and in-home or virtual appointments. Elsewhere, goop-favorite licensed massage therapist Peter Charles works one-on-one with clients worldwide, both in person and virtually. And StretchSource in Boonton, New Jersey, offers both group classes and private sessions—all virtual for now.” —*Brianna Peters, assistant beauty editor*

55-MINUTE FLEX*D SESSION, Stretch*d, from \$105

15



HAIR WE ARE

“My goop shop history—a greater archival document than any diary I could ever keep—is filled with small indulgences I have purchased only minutes after reading (or hearing) a rave review of something from Megan or Jean. No regrets. The latest is the towel from Crown Affair, a luxe microfiber waffle hair towel that actually fits all of my hair and somehow does it without any uncomfortable tugging. Plus, it’s soft and it leaves my hair soft. 10/10 would recommend. I will take this moment to confess that if I have my Zoom camera turned off during a meeting, it’s probably because the towel is still on my head and I refuse to remove it.” —*Jessie Geoffray, senior editor*

CROWN AFFAIR THE TOWEL, goop, \$45

We hope you enjoy the products recommended here. Our goal is to suggest only things we love and think you might, as well. We also like transparency, so, full disclosure: We may collect a share of sales or other compensation if you purchase through the external links on this page.

Guest of a Guest - This Zero-Proof Spirit Will Give Your Health A Serious Buzz

<https://guestofaguest.com/new-york/nightlife/rasasvada-non-alcoholic-spirit>

by Christie Grimm · September 10, 2020



I don't know if you've noticed, but non-alcoholic spirits are all the rage right now. And as a life-long non-drinker (shocking, I know), I've got to say, I have never understood the point of a mocktail. I mean alcohol gives you a buzz, but what does all of this other stuff do?



Well, meet the future of wellness nightlife. [Rasāsvāda](#) is a botanical restorative, zero-proof spirits brand based out of New York City, and they're totally changing the game. Unlike other zero-proof spirits you may see out and about, Rasāsvāda has actual, functional health benefits.

Imagine the taste of Campari blended with the magic of Traditional Eastern Medicine.

In other words: Bitters with benefits!

Rasāsvāda offers three, wild-harvested, plant-based spirit restoratives that are concentrated with 45 rare herbs sourced from around the globe.

Looking for some help in the anti-aging, skin health department? Try [Ruby Artemisia](#).

How about something to help manage your stress and give you some mental clarity? Go with [Rose Bergamot](#).

Just trying to stave off getting sick? [Black Ginger](#) it is!

Each of the three drinks is an immunity booster, digestive aid and antioxidant. Which begs the question, why not drink to your health?





FOOD TRENDS

13 Best Nonalcoholic Drinks To Sip On If You're Having A Dry Holiday

mbg Senior Health Editor

By [Kristine Thomason](#) ⓘ

December 23, 2020

Whether you're having an alcohol-free holiday for physical or mental health reasons, you certainly don't need to resign yourself to seltzer as your only alternative beverage choice. This year, perhaps more than ever, both new and seasoned beverage brands are launching delicious drinks to sip on, sans alcohol. Some include functional ingredients, and others are just fun alternatives to favorite drinks (think clever [mocktails](#), craft beer, and even rosé). We tested out a number of these alternative beverages and rounded up some star players.

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Canned Mocktails

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Casamara Club

Inspired by classic Italian cocktails, Casamara Club offers four bottled beverages that pair perfectly with every occasion. The Capo features notes of mandarin orange, fresh mint, and wildflower for a refreshing, satisfying [spritz](#).

Casamara Club—Easy Club Soda, casamaraclub.com

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Mocktail Club

For a slightly sweetened alcohol-free cocktail, Mocktail Club features a number of fun and festive flavors. This Capri Sour drink is made with [pomegranate juice](#), cranberry shrub, apple cider vinegar, and a hint of agave.

Mocktail Club Capri Sour, mocktailclub.com

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Mocktail Club

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Free Rain

For a drink that isn't just sans alcohol but features bonus functional ingredients, break open a can of Free Rain. The sparkling beverage features [ashwagandha](#) to support your mood and help, as the brand states, "make the most of every moment."

Free Rain Blood Orange Ginger & Ashwagandha For Focus, freerain.com

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Recess

Recess drinks are a fantastic alternative to alcohol spritzes. These bubbly drinks feature hemp extract and adaptogens, meant to help promote a calm state of mind. Plus, they use real fruit and minimal sugar, for a pleasant flavor that's not too sweet.

Recess Pomegranate Hibiscus, takearecess.com

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Recess

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Surely Non-Alcoholic Rosé

Love a crisp glass of rosé? Surely partners with winemakers in Sonoma, California, to make top-notch wine. Then they remove the alcohol while maintaining the distinct flavor and scents of the popular wine. With no added sugars or other ingredients, this drink is purely delicious.

Surely Non-Alcoholic Rosé, [hisurely.com](https://www.surely.com)

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Sip Clean Non-Alcoholic Rosé Wine

Prefer to sip your wine from a can? This brand had you covered. They also remove the alcohol from rosé, leaving you with a beverage that still preserves all the lovely flavors and effervescence. Each can contains approximately two glasses and still has less sugar than its classic counterpart.

Sip Clean Non-Alcoholic Rosé Wine, [sip-clean.com](https://www.sip-clean.com)

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Sip Clean

Nonalcoholic Spirits

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RASĀSVĀDA Zero-Proof Spirit

If you prefer to mix up your own cocktails, consider grabbing a bottle of this alcohol-free spirit, made with functional plant-based ingredients such as [adaptogens](#) like ginseng and Schisandra berry.

RASĀSVĀDA Zero-Proof Spirit, rasaspirit.com

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Seedlip Non-Alcoholic Spirit

Perhaps one of the best-known spirit alternatives, Seedlip continues to impress us with their sharp flavors. We love the Grove 42, which features a crisp citrus blend along with ginger.

Seedlip Grove 42, seedlipdrinks.com

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Kin Social Hour Spirit

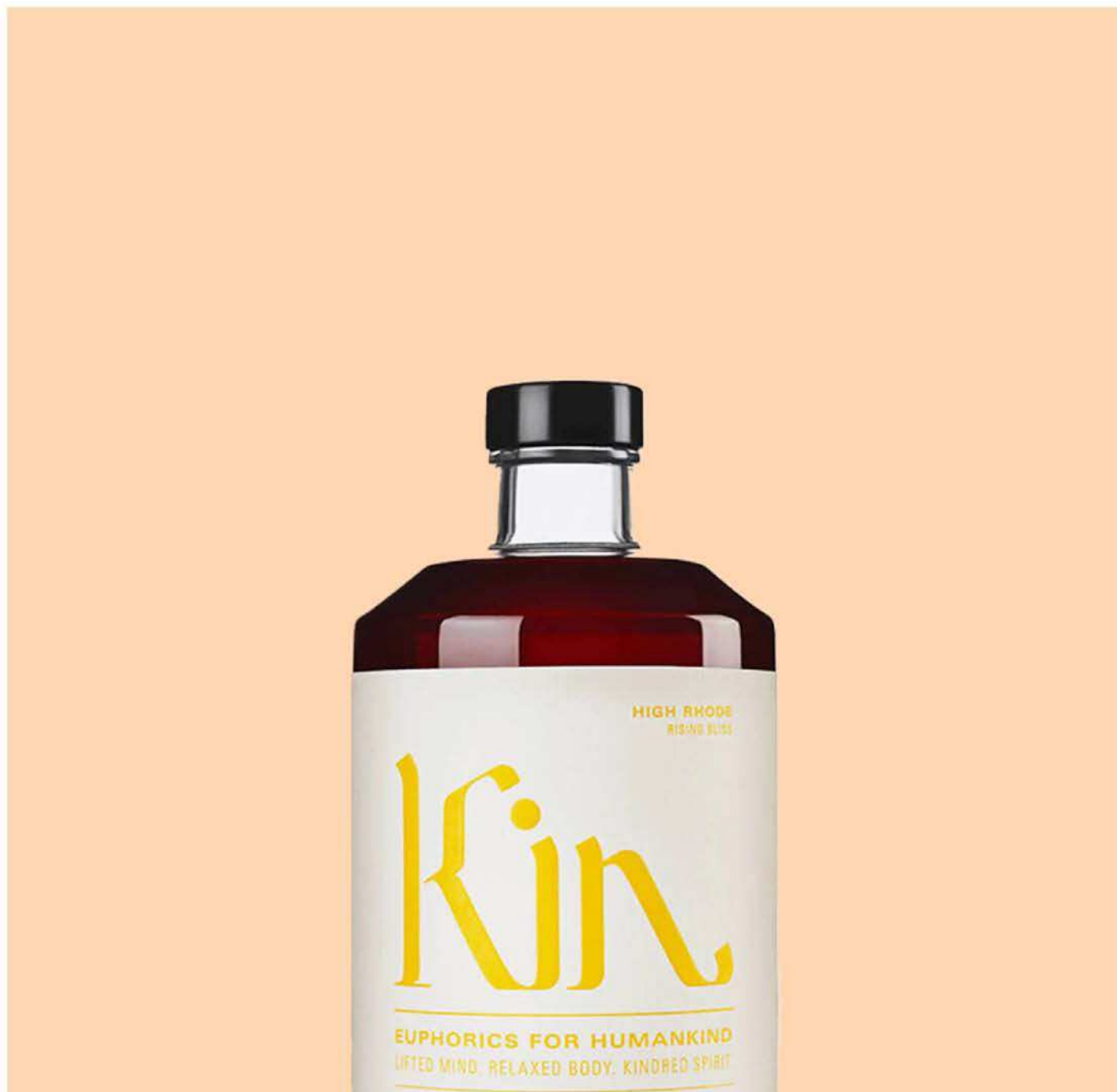
You may have tried canned versions of Kin's classic spritz—but the functional beverage brand also offers a bottled spirit alternatives to add to your bar cart. It features adaptogens and [nootropics](#), all in a mix designed to lift your, well, spirits.

Kin High Rhode Social Hour Spirit, kineuphorics.com

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Aplós Hemp-Infused Non-Alcoholic Spirit

Another great alternative to liquor, aplós is a [hemp-infused](#) spirit that is formulated to brighten your mood and promote a sense of calm—all without the unpleasant aftereffects of alcohol. Their one and only flavor features striking citrus notes, along with hints of ginger and rosemary.

Aplós Hemp-Infused Non-Alcoholic Spirit, aplos.world

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METRO MONEY

No Alcohol? No Problem. Spirits Are High in New York City

More people may be drinking during the pandemic, but many are finding comfort in booze-free cocktails



By [Anne Kadet](#) / Photographs by Gabby Jones for *The Wall Street Journal*

Dec. 1, 2020 10:00 am ET



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6 minutes

Just in time for the holidays—it's New York City's first zero-proof liquor store. Or as owner Douglas Watters has it, "booze-free bottle shop." It's a store stocked with fancy drinks that won't get you drunk.

"A lot of people come in and are confused about what in the world is this, and why would I want this?" Mr. Watters said when I met him at Spirited Away, the Lower East Side storefront he opened mid-November.

Others thank him and say, "I've been looking for this for so long. I want one of everything!"

And you could conceivably buy one of everything in this spare store, which stocks about 80 varieties of alcohol-free beer, spirits, aperitifs, mixers and "leisure sodas." The zero-proof craft beverage space—characterized by its complex, often bitter concoctions meant to serve as satisfying substitutes for an alcoholic cocktail—is new and tiny.



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Douglas Watters organizes bottles at his Lower East Side shop Spirited Away.

Mr. Watters said most of the 30 brands on his store's two racks are less than two years old. And many deliver an unexpected flavor experience.

"They're all oysters, not Chicken McNuggets," Mr. Watters said.

He paused to reflect. "I'm not sure that's a good analogy."

Many options, including the \$3 spice sodas from Brooklyn's Dona Chai, \$15 six-packs of nonalcoholic beer from Athletic Brewing and \$73 bottles of "spirit restorative" from Rasasvada are produced by companies based in or around New York City.

Among them are two variants from Proteau—a company based down the block from Spirited Away. Founder John deBary, who refers to himself as a "retiree of the fancy NYC cocktail scene"—he was the bar director for years with a trendsetting restaurant group—got started when he observed more patrons asking for better zero-proof options. He experimented with botanical recipes in his kitchen and launched his Ludlow Red last year, followed this summer by Rivington Spritz, both named after neighborhood streets.



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Spirited Away is devoted to selling everything needed to make alcohol-free cocktails, high-end near beers, spritzers and aperitifs.

The opening of Spirited Away is more proof of the growing market for zero-proof drinks as non-drinking becomes more normalized—even in booze-soaked New York City, says Mr. deBary.

“If you said you weren’t drinking five years ago, people wondered, ‘What’s the sad story behind that?’ ” he recalls. “Now people say, ‘Oh wow, good for you.’ ”

John Wiseman is an industry veteran—he launched his Hudson Valley-produced Curious



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out of me!” he says.

When he couldn’t find anything to satisfy his thirst for a decent zero-proof cocktail, he created his own. The four varieties sell in old-school looking two-serving bottles, typically priced at \$10.

“We’re coming up on our millionth cocktail sold,” he says.

During the pandemic, subscriptions to the brand’s “cocktail club” deliveries increased. And this month, Mr. Wiseman will open a “nonalcoholic elixir bar,” a dry speakeasy for subscribers. Located in a Brooklyn storefront, it will include a garden, jazz club and library stocked with books on plants and philosophy.



Bella Saad, Keely Markey, and Marley Bratman participate in a sidewalk tasting of For Bitter For Worse mocktails outside Spirited Away on November 21, 2020.

The pandemic has slowed the city’s growing zero-proof nightlife scene, of course. Brooklyn’s nonalcoholic Getaway bar was flourishing last winter, says co-owner Sam Thonis—sales nearly doubled after the New Year thanks to the growing “Dry January” trend, which had people snapping up the venue’s \$13 “Ginger Spice” mocktails. But in May, it became a morning-hours coffee shop with a “general store” featuring zero-proof spirits, wine and beer. Mr. Thonis plans to relaunch the bar when the pandemic allows.

Listen Bar, a booze-free pop-up club based in New York City, went virtual last spring, offering online happy hours where guests learned to make alcohol-free cocktails, says founder Lorelei Bandrowschi. A \$149, six-week, online “nightlife incubator” class offered



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Meanwhile, the pandemic's much-noted boom in home delivery booze sales has been followed by a later surge in the alcohol-free spirit deliveries, says Ms. Bandrowschi. This week, she's opening an online store dedicated entirely to zero-proof drinks.



Curious customers participated in a sidewalk tasting of For Bitter For Worse at Spirited Away.

Indeed, the coronavirus lockdown and its aftermath seems to have spurred more interest than ever in the growing “sober curious” movement, says Hilary Sheinbaum, the New York-based author of “The Dry Challenge,” a how-to book to be released in December for those contemplating a month on the wagon.

“The pandemic increased alcohol consumption for many, and blurred the lines of when happy hour starts, too,” she says. “Now people are doing dry months to get back to a comfortable place.”

Mr. Watters, the store owner, said he's already seeing a steady stream of shoppers ranging from a couple expecting a baby to a gallery owner stocking up on zero-proof drinks for an opening.

But Mr. Watters is really excited for the New Year, when he expects a big Dry January surge in customers eager to try the new zero-proof brands hitting the market. “Every day I have something new,” he said. “I’ll probably need to invest in some more shelves.”

Write to Anne Kadet at Anne.Kadet@wsj.com



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