

Exhibit P
to
Counterclaim of Hokie Real Estate, Inc.

False Claim by Hincker that HOKIE is Registered

Made More than Six Months After March 30 Letter Demanding that
VPI&SU Stop its Illegal Claims that HOKIE is Registered

Hincker, Larry

From: Hincker, Larry
Sent: Thursday, October 14, 2010 7:03 PM
To: mkhurt@vt.edu
Subject: Trademark infringement

Matthew,

It's come to my attention that the university chapter of College Republicans is using one of the university registered trademarks without permission. Please know that we do not authorize use of university marks in political campaigns. We have notified college Republicans and college Democrats on many occasions over the years, and also notified the state party offices, that **Hokie is a registered mark** (this would include the plural derivative Hokies). The use of university marks in any political campaign is not allowed.

Please know that I am not singling out Republicans or your candidate. Over the years, I have written letters like this informing candidates on both sides of the aisle.

Lawrence G. Hincker
Associate Vice President
University Relations
314 Burruss Hall
Virginia Tech, VA 24061
hincker@vt.edu
540 231 5396

----- Forwarded message from "Matthew Hurt [Students for Prosperity at VT]"
<mkhurt@vt.edu> -----

Date: Thu, 14 Oct 2010 09:57:39 -0400
From: "Matthew Hurt [Students for Prosperity at VT]" <mkhurt@vt.edu>
Reply-To: mkhurt@vt.edu
Subject: Homecoming Parade!
To: VTCOLLEGEREPUBLICANS@LISTSERV.vt.edu

Hey everybody!

This weekend is Homecoming, and the College Republicans will be in the Homecoming parade. We need all the volunteers we can get to walk in the parade, hold banners and wave signs. We're working on getting signs for candidates in other districts as well, since people from all over the state will be here this weekend. We want to show people that Republicans have a lot of support from college students this November, we please consider coming and walking in the parade with us.

Two incentives: anyone who walks in the parade with us gets a free Hokies for Griffith t-shirt! PLUS, Morgan Griffith will be walking with us in the parade!
Let's make sure he walks in this parade with more than just a few people.

The parade starts at 11 a.m. this Saturday. Those walking in the parade need to be meet at 10:30 in the parking lot for the old Blacksburg Middle School.
I've attached a map showing where that is in relation to Main Street, and it is within walking distance of campus. Hope everyone can make it!

Let's make a good showing of support for Republicans and let's take back the House this November!

Matthew Hurt
First Vice-Chairman
College Republicans at Virginia Tech