Jason M. Drangel (JD 7204)

jdrangel@ipcounselors.com

Ashly E. Sands (AS 7715)

asands@ipcounselors.com

Danielle S. Futterman (DY 4228)

dfutterman@ipcounselors.com

Gabriela N. Nastasi

gnastasi@ipcounselors.com

Grace A. Rawlins

grawlins@ipcounselors.com

EPSTEIN DRANGEL LLP

Jodi-Ann McLane (pro hac vice forthcoming)

jmclane@ipcounselors.com

60 East 42nd Street, Suite 1250

New York, NY 10165

Telephone: (212) 292-5390 Facsimile: (212) 292-5391

Attorneys for Plaintiff

Lashify, Inc

UNITED STATES DISTRICT COURT SOUTHERN DISTRICT OF NEW YORK

LASHIFY, INC.,

Plaintiff

v.

SHANDONGCHUANGMEIWEISHENGYONGPINYO UXIANGONGSI a/k/a QINGDAO LODY HAIR PRODUCTS CO., LTD d/b/a B&QAUGEN,

Defendant

CIVIL ACTION NO.

DECLARATION OF ASHLY E. SANDS AND ACCOMPANYING EXHIBITS IN SUPPORT OF PLAINTIFF'S EX PARTE APPLICATION FOR: 1) TEMPORARY RESTRAINING **ORDER; 2) AN ORDER RESTRAINING DEFENDANT'S** WEBSITE, USER ACCOUNTS, MERCHANT STOREFRONT AND ASSETS WITH THE FINANCIAL **INSTITUTIONS; 3) AN ORDER TO** SHOW CAUSE WHY A PRELIMINARY INJUNCTION **SHOULD NOT ISSUE; 4) ORDER AUTHORIZING BIFURCATED** AND ALTERNATIVE SERVICE AND 5) ORDER AUTHORIZING EXPEDITED DISCOVERY

FILED UNDER SEAL

CONFIDENTIAL/FILED UNDER SEAL NOT TO BE OPENED EXCEPT BY ORDER OF THE COURT

DECLARATION OF ASHLY E. SANDS¹

I, Ashly E. Sands, hereby declare as follows:

- 1. I am an attorney with the law firm of Epstein Drangel LLP, located at 60 East 42nd Street, Suite 1250, New York, New York 10165 and represent Plaintiff Lashify, Inc. in the above-referenced action. I make and submit this declaration in connection with Plaintiff's *ex parte* application for the following: 1) a temporary restraining order; 2) an order restraining Defendant's Website, User Accounts, Merchant Storefront and Defendant's Assets with the Financial Institutions; 3) an order to show cause why a preliminary injunction should not issue; 4) an order authorizing bifurcated and alternative service and 5) an order authorizing expedited discovery against the Defendant in light of Defendant's intentional and willful offerings for sale and/or sales of Infringing Products.
- 2. Epstein Drangel represents Plaintiff in intellectual property matters and has reviewed purchases of Defendant's Infringing Products, Defendant's Website, Defendant's Merchant Storefront and Infringing Listings and has confirmed that Defendant offers for sale and sells, without authorization, products that infringe the Lashify Patent.
- 3. Based on my research, Amazon is a Seattle, Washington-based global online marketplace and e-commerce platform owned by Amazon.com, Inc., a Delaware corporation,² that allows manufacturers and other third-party merchants, like Defendant, to advertise, distribute, offer for sale, sell and ship their retail products, which, upon information and

¹ Where a defined term is referenced herein but not defined, it should be understood as it is defined in the Glossary in the Complaint or Memorandum of Law.

² FAQs, Amazon.com, Inc., https://ir.aboutamazon.com/corporate-governance/documents-and-charters/certificate-of-incorporation/default.aspx (last visited Nov. 18, 2024).

- belief, primarily originate from China, directly to consumers worldwide and specifically to consumers residing in the U.S., including New York.
- 4. Amazon is recognized as one of the leaders of the worldwide e-commerce and digital retail market and the company's net sales were \$169.9 billion in the fourth quarter of 2023.³ Sales to the U.S. make up a significant percentage of the business done on Amazon.⁴ As of September 27, 2023, Amazon had a market capital of \$1.84 trillion, making it the fourth most valuable company in the U.S.⁵
- 5. Many of the third-party merchants, that have User Accounts with and operate Merchant Storefronts on Amazon, like Defendant, are located in China (or Hong Kong), who recently accounted for nearly half of all businesses on Amazon.⁶
- 6. In Q4 of 2023, third party merchants generated \$43.56 billion, accounting for 61% of Amazon's sales.⁷
- 7. Amazon aggressively uses the Internet and television, to market itself and the products offered for sale and/or sold by its third-party merchant users to potential consumers, particularly in the U.S. In 2023 alone, Amazon spent \$44.4 billion on marketing, up from \$42.3 billion the previous year.⁸

³ Amazon's Record Earnings in 2023 Propelled by Strong Fourth-Quarter Results, MSN (Mar. 8, 2024), www.msn.com/en-us/money/companies/amazon-s-record-earnings-in-2023-propelled-by-strong-fourth-quarter-results/ar-BB1ijMBv

⁴ See Amazon.com, Inc., Quarterly Results Q4 Earnings (Form 10-K) (Feb. 1, 2024).

⁵ STOCK ANALYSIS (last visited Mar. 8, 2024), https://stockanalysis.com/stocks/amzn/market-cap/.

⁶ John Herrman, *The Junkification of Amazon Why does it feel like the company is making itself worse?*, NEW YORK MAGAZINE (Jan. 30, 2023), https://nymag.com/intelligencer/2023/01/why-does-it-feel-like-amazon-is-making-itself-worse.html.

⁷Daniela Coppola, *Quarterly value of Amazon third-party seller services 2017-2023*, STATISTA (Feb. 8, 2024), https://www.statista.com/statistics/1240236/amazon-third-party-seller-services-

value/#:~:text=Amazon%27s%20net%20sales%20generated%20through%20its%20third-

party% 20seller, fees% 20and% 20other% 20services% 20related% 20to% 20third-party% 20sellers, Daniela Coppola, Share of paid units sold by third-party sellers on Amazon platform from 2nd quarter 2007 to 4th quarter 2023, STATISTA (Feb. 8, 2024), https://www.statista.com/statistics/259782/third-party-seller-share-of-amazon-platform/.

**Paniela Coppola, Worldwide Amazon marketing expenditure 2010-2023, STATISTA (Feb. 8, 2024), https://www.statista.com/statistics/506535/amazon-marketing-

- 8. As reflected in the federal lawsuits filed against third-party merchants offering for sale and selling infringing and/or counterfeit products on Amazon,⁹ and as recently addressed in news reports, an astronomical number of counterfeit and infringing products are offered for sale and sold on Amazon at a rampant rate.¹⁰
- 9. Despite the fact that Amazon has a system in place to report intellectual property infringement, 11 sellers of counterfeit and/or infringing products frequently re-post their listings for such products on their respective Merchant Storefronts on Amazon once taken down or open new User Accounts and/or Merchant Storefronts on Amazon under different seller names and post the same and/or similar listings for counterfeit and/or infringing products.
- 10. Given our experience in policing against infringement on Amazon and other similarly-situated online marketplaces, sellers operating User Accounts and Merchant Storefronts, like Defendant, often use evasive tactics, such as aliases, false addresses and other incomplete identification information to conceal their identities and avoid detection. These tactics commonly are used to attempt to circumvent restraining orders and other remedies issued with prior notice, by disappearing or claiming ignorance of their responsibilities while simultaneously destroying any evidence of their infringing actions and draining their

 $spending/\#:\sim: text=In\%20 the\%20 fiscal\%20 year\%202023\%2 C\%20 Amazon\%E2\%80\%99 s\%20 marketing\%20 spending,42.3\%20 billion\%20 U.S.\%20 dollars\%20 in\%20 the\%20 previous\%20 year.$

⁹ See, e.g., Apple Inc. v. Mobile Star LLC, No. C17-1120 RAJ (W.D. Cal. Aug. 4, 2017) and Daimler AG v. Amazon.com, Inc., 16-cv-00518-RSM (W.D. Wash. Mar. 11, 2019).

¹⁰ Brittney Myers, *Some Shoppers Are Fleeing Amazon Because of Counterfeit Goods*, THE ASCENT (Jan. 17, 2023), https://www.fool.com/the-ascent/personal-finance/articles/some-shoppers-are-fleeing-amazon-because-of-counterfeit-goods/; *see* Brendan Case, *Amazon, Third-Party Sellers Spur Fake Goods, Group Says*, BLOOMBERG (Oct. 13, 2021), https://www.bloomberg.com/news/articles/2021-10-13/amazon-third-party-sellers-spur-counterfeit-boomgroup-says#xj4y7vzkg.

¹¹ See Amazon.com, Inc., Countefeit Crimes Unit, (last visited Nov. 18, 2024), https://brandservices.amazon.com/counterfeitcrimesunit#:~:text=Amazon%20Counterfeit%20Crimes%20Unit%20(CCU,actors%20and%20hold%20them%20accountable.

- financial accounts.
- 11. Further, based upon my research, and upon information and belief, foreign sellers rarely, if ever, provide registered business names or trade names, contact names, complete addresses or any other true and correct contact information on their Merchant Storefronts. As a result, Defendant's correspondence is limited to messaging through its User Accounts and communications otherwise transmitted over the Internet.
- 12. The aforementioned elusive tactics, as well as disappearing, destroying evidence of infringing activities and draining of financial accounts, are commonly used by sellers to attempt to circumvent, among other remedies, restraining orders issued with prior notice.
- 13. Epstein Drangel investigated and researched manufacturers, wholesalers and/or third-party merchants offering for sale Infringing Products through their respective Merchant Storefronts on Amazon. Through this process, Epstein Drangel identified Defendant's Merchant Storefront which is entirely dedicated to the sale of products that infringe the Lashify Patent. True and correct screenshots of Defendant's Infringing Listings on Amazon are included in **Exhibit A** attached hereto and incorporated herein by reference.
- 14. Thereafter, Epstein Drangel discovered Defendant's Website, which likewise is entirely dedicated to the sale of Infringing Products. True and correct screenshots of Defendant's Website are included in **Exhibit A** and incorporated herein by reference.
- 15. Through visual inspection of the Defendant's Merchant Storefront and Defendant's Website, we also confirmed that Defendant's Infringing Listings and Defendant's Website accept payment in U.S. dollars.
- 16. Through visual inspection of the Infringing Listings and Defendant's Website, we verified that Defendant offers shipping to the U.S.

- 17. Through visual inspection of the Infringing Listings and Defendant's Website, we confirmed that Defendant offers for sale and sells Infringing Products, and targets, markets, distributes and ships such products to customers located in the U.S., including New York.
- 18. Epstein Drangel purchased an Infringing Product via Defendant's Merchant Storefront through an Amazon account associated with the New York Address, provided the New York Address as the shipping address, paid in U.S. dollars and received the Infringing Product from Defendant at the New York Address. True and correct copies of the checkout page and order confirmation showing the New York Address as the shipping addresses are included in **Exhibit B**.
- 19. Once Epstein Drangel received the Infringing Product purchased via one of Defendant's Infringing Listings, Epstein Drangel compared the Infringing Product to the claims of the Lashify Patent. Epstein Drangel reviewed and prepared the claim chart identifying the infringing elements as shown in **Exhibit C** and incorporated herein by reference. Through this inspection and comparison, Epstein Drangel was able to confirm with certainty that the Infringing Product offered for sale by Defendant via the Infringing Listing does, in fact, infringe the Lashify Patent. Epstein Drangel was also able to confirm that the Infringing Products and the Lashify System are interchangeable in that they are both DIY lash extensions that are made and used for under lash application.
- 20. In addition, Defendant uses its User Accounts on various social media platforms to advertise, promote, offer for sale and/or sell Infringing Products including but not limited to its User Accounts with Instagram, Facebook, YouTube and TikTok. True and correct examples of Defendant's advertisements for Infringing Products posted on Defendant's social media User Accounts are included in **Exhibit D** and incorporated herein by

reference.

- 21. Epstein Drangel located Defendant's address, No. 150, Road South, 100 meters from the intersection of Jie Fang Road and Lin Xi 13th Road, Lanshan District, Linyi City, Shandong Province, as displayed on Defendant's Merchant Storefront.
- 22. The terms and conditions page on Defendant's Website, however, displays an address located in Hong Kong, Flat/RM 185 G/F, Hang Wai Ind Centre No. 6 Kin Tai St Tuen Mun N.T HK ("Hong Kong Address").
- 23. For this reason and the reasons discussed earlier, the true identity, location and contact information of Defendant, as well as the location of the Infringing Products that Defendant is offering for sale and/or selling, are unclear and virtually impossible for Plaintiff to obtain independently.
- 24. Given the uncertainty that remains as to the accuracy of the Defendant's address, in our experience, service by a combination of Federal Express at the Hong Kong Address and email is the most effective way to notify the Defendant of the lawsuit. This is especially the case as Defendant is a merchant on an online platform and must have a good and accurate email address in order to operate its online business. Plainly, it would be virtually impossible for Defendant to operate its Merchant Storefront and Defendant's Website and not check and utilize its email account frequently.
- 25. As part of Plaintiff's Application, it seeks alternative service, and upon entry of an order by the Court granting Plaintiff's requested relief, Plaintiff will serve such order on Amazon. It is my understanding and expectation that Amazon will provide Plaintiff's counsel with Defendant's true and accurate email address.
- 26. It is my understanding that the e-mail addresses to be provided by Amazon will be true and

accurate as, based on my experience and understanding, Amazon provides Plaintiff's counsel with the e-mail address that Defendant uses to log in to its User Account on Amazon, to operate its Merchant Storefront, communicate with customers, complete transactions and receive funds.

- 27. Epstein Drangel has used RMail's online services and confirm that its services include verifying valid proof of authorship, content and delivery of an email as well as the official time and date an email was sent and received.
- 28. Moreover, the Chinese Ministry of Commerce published an article regarding Epstein Drangel's involvement in litigation regarding the sale of Chinese counterfeits on ecommerce platforms.¹²
- 29. In our experience, a small group of attorneys represent defendants in anti-counterfeiting lawsuits similar to the case at hand, and we have been informed by said defense counsel that they closely monitor the PACER docket, looking for potential new cases and clients.
- 30. Likewise, we recently discovered our law firm was impersonated by various defendants in similar lawsuits who falsified court orders as a way to get their respective frozen accounts released by the platform.
- 31. Neither I, nor anyone else at Lashify, to the best of my knowledge, have publicized this Application or Plaintiff's intent to seek entry of a temporary restraining order against the Defendants to any third party.

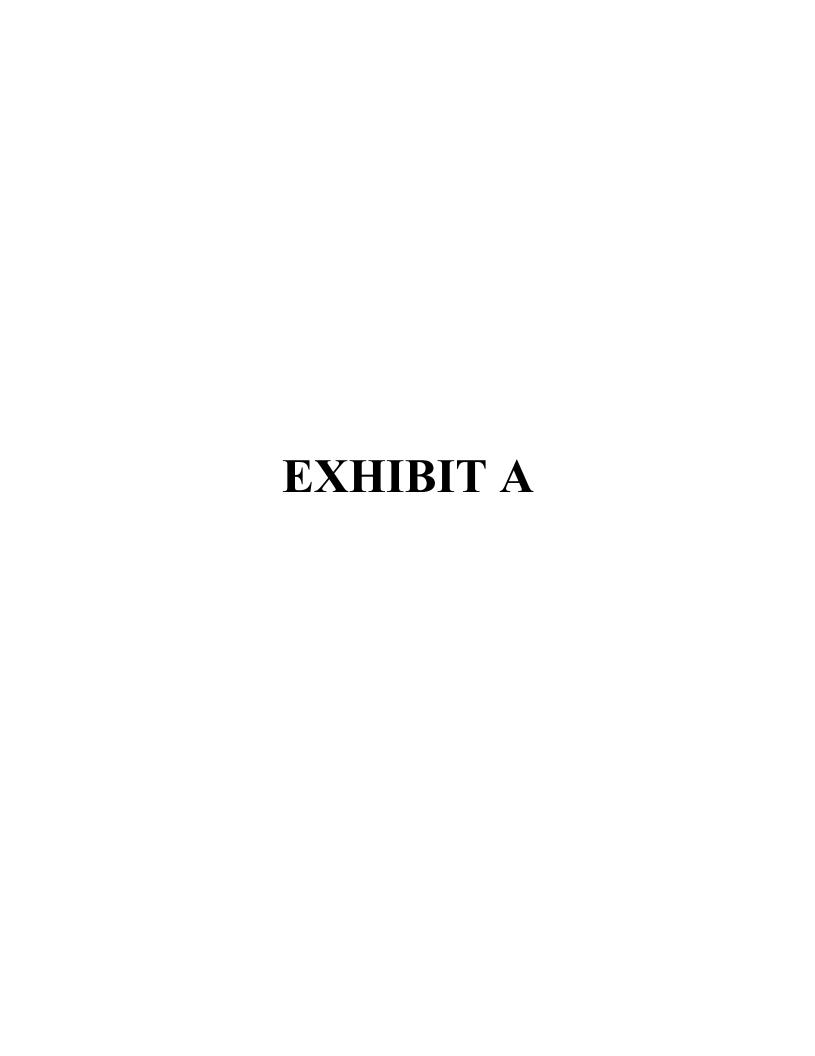
7

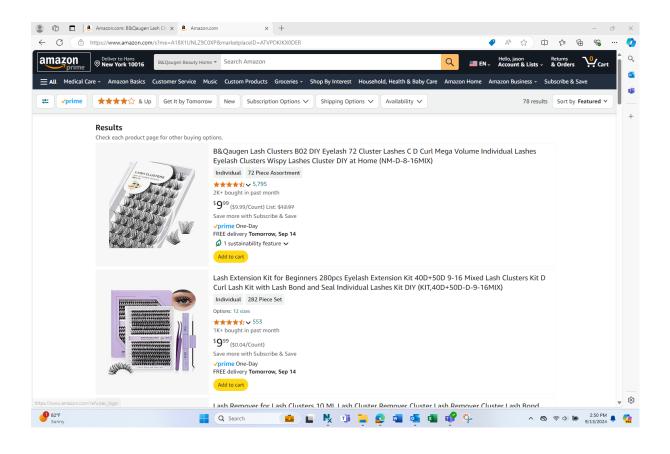
¹² See Ministry of Commerce of the People's Republic of China, Tips for avoiding the risk of PayPal accounts that are blocked as a result of infringement (Nov. 2017), available at http://shangwutousu.mofcom.gov.cn/article/resume/af/201711/20171102664964.shtml.

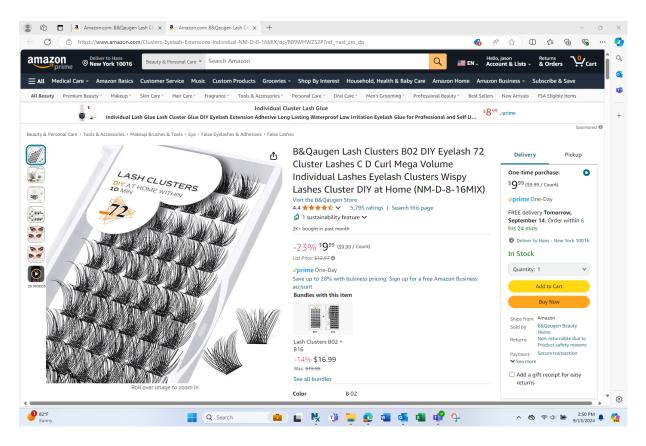
I declare under the penalty of perjury under the laws of the United States of America that to the best of my knowledge the foregoing is true and correct.

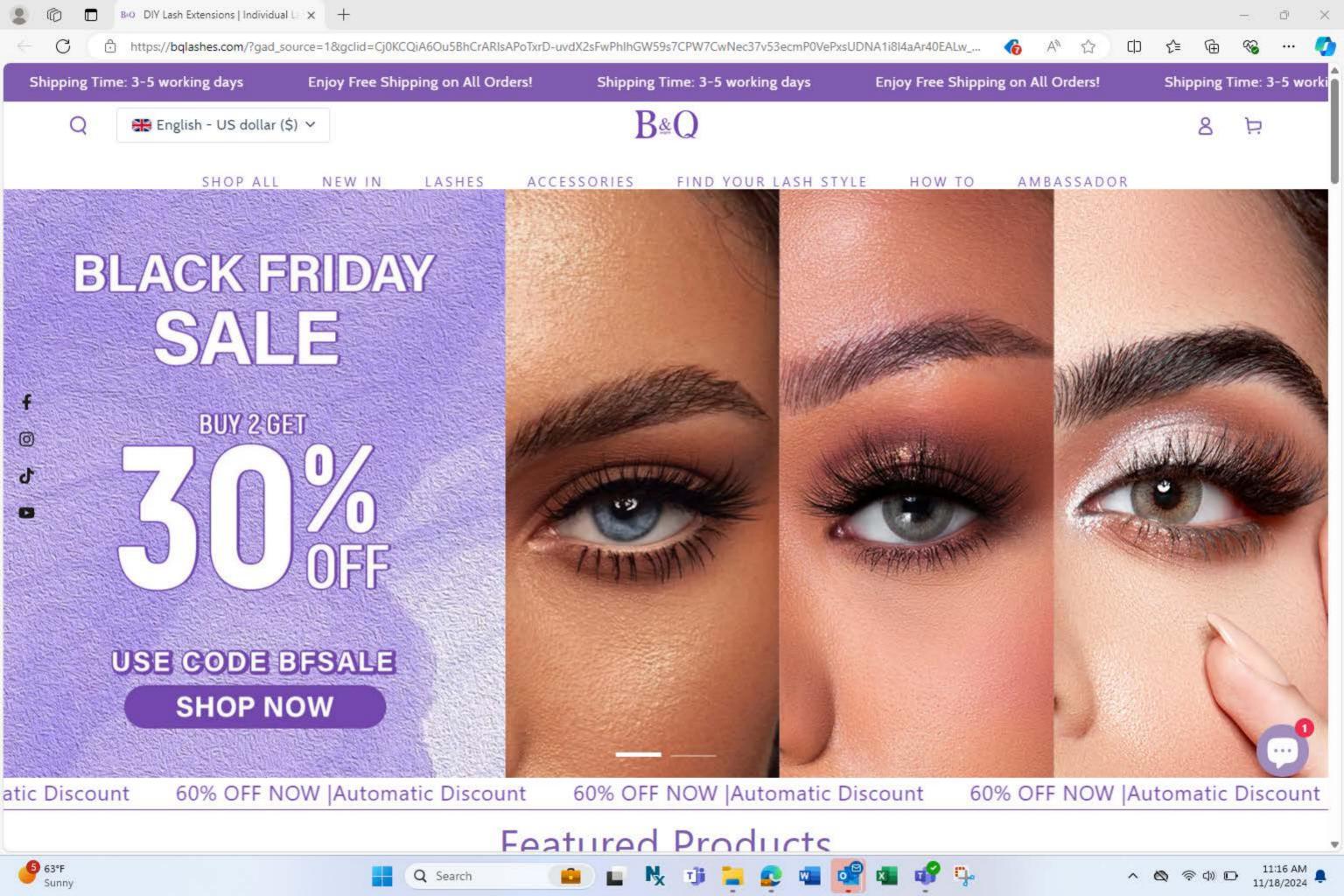
Executed on this 21st day of November 2024 in Los Angeles, California.

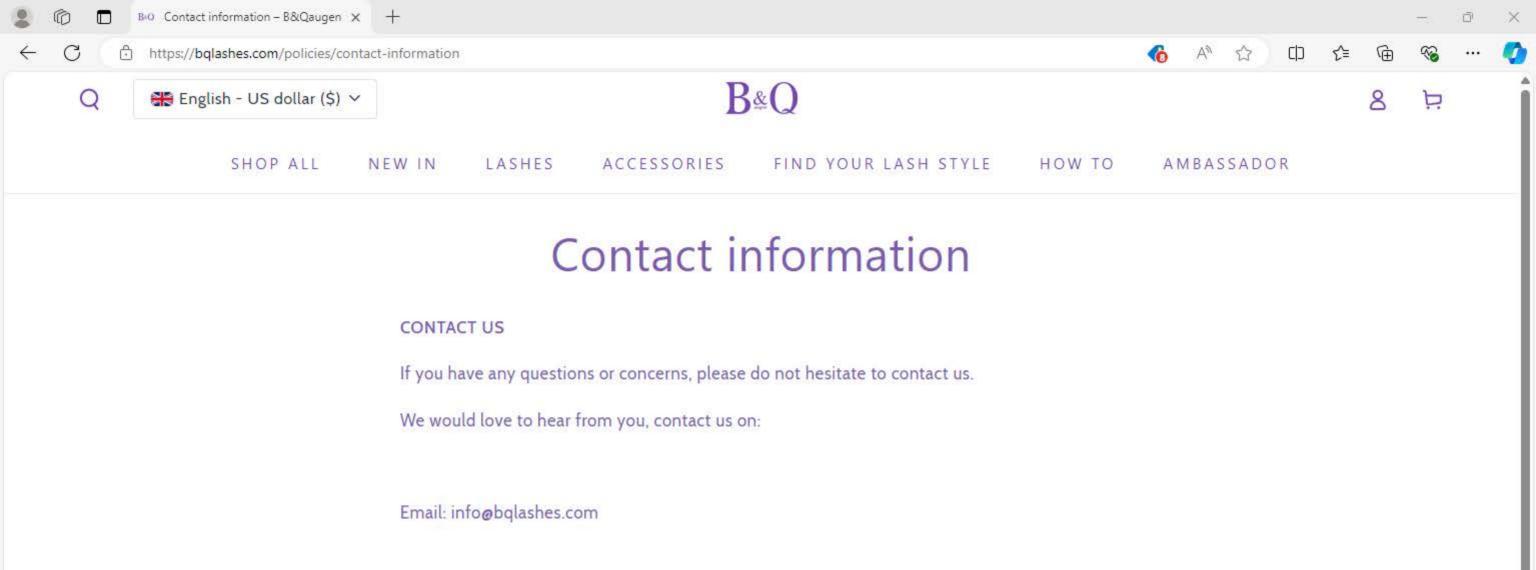
By:

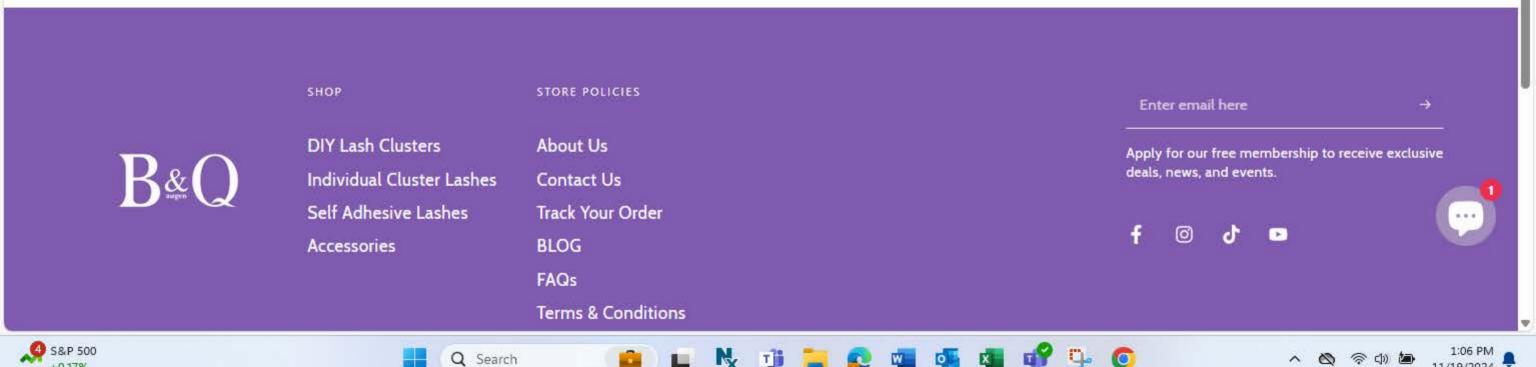














ALL Lashes

BUY 2 GET 30%OFF

CODE:BFSALE





31 products



B&GAUGEN 70D+90D Ultra-Soft Fluffy Individual Lashes Kit





BO2 KIT 8-18MIX



B02 DIY Cluster Lash Extensions Essential Kit--160Pcs

USD\$29.99 From USD\$16.99



B&QAUGEN

3D Effect Natural Volume DIY Cluster Lash Extensions Kit-D03 USD\$39.99

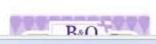




BM03 Flat Matte DIY Cluster Lash Extensions Kit

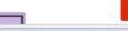
USD\$39.99 USD\$33.99





USD\$29.99

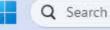


























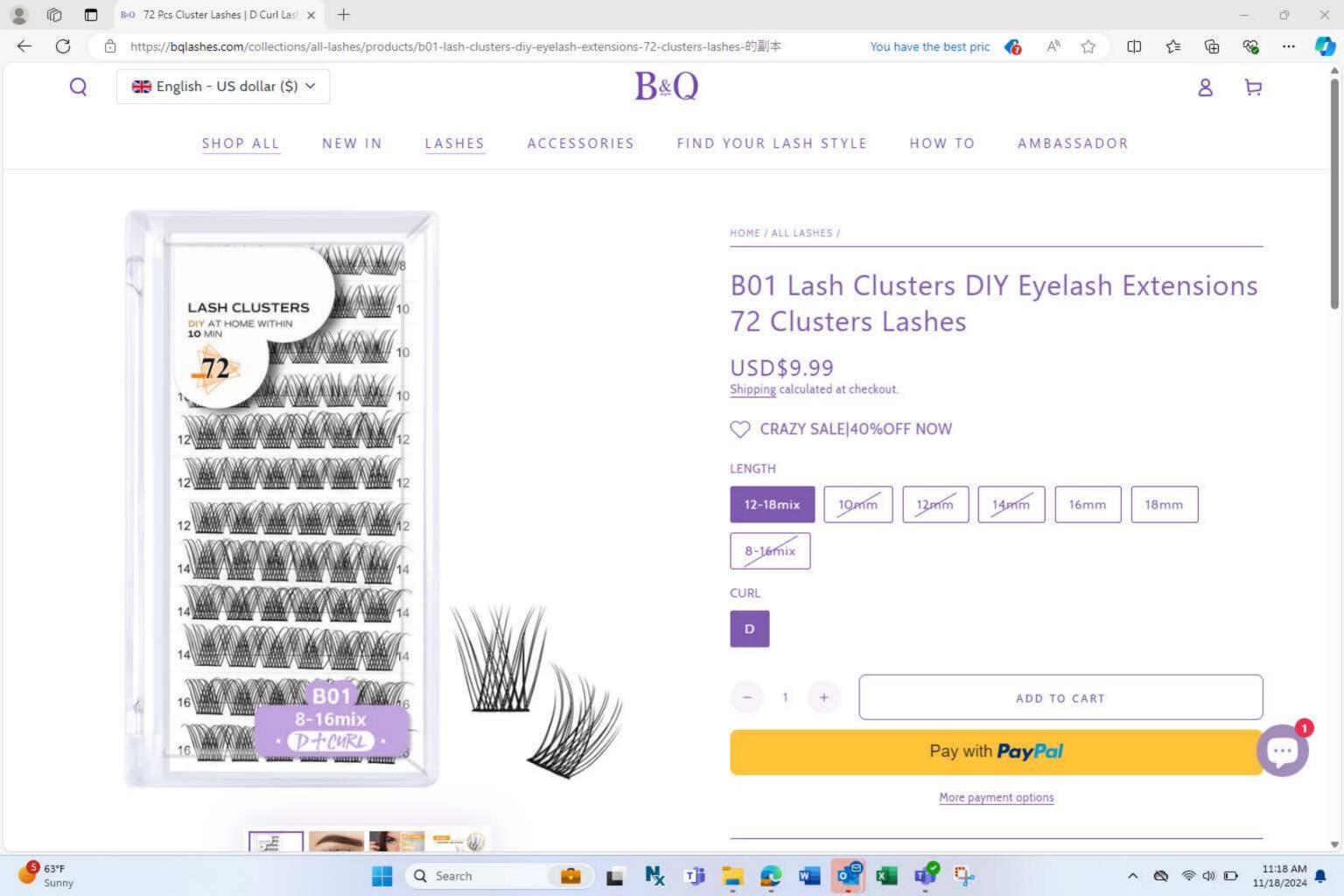




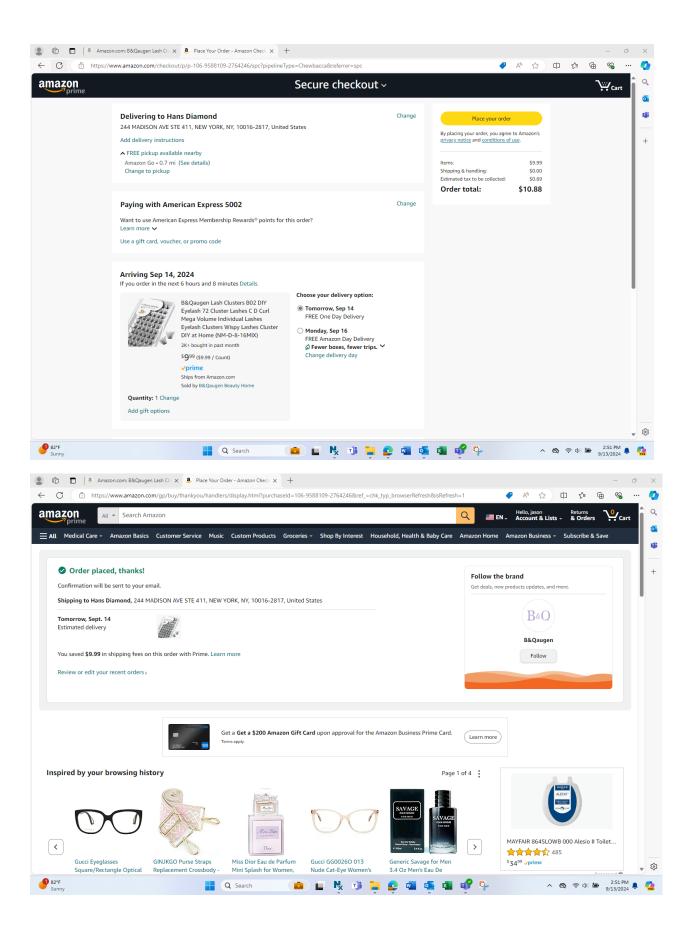


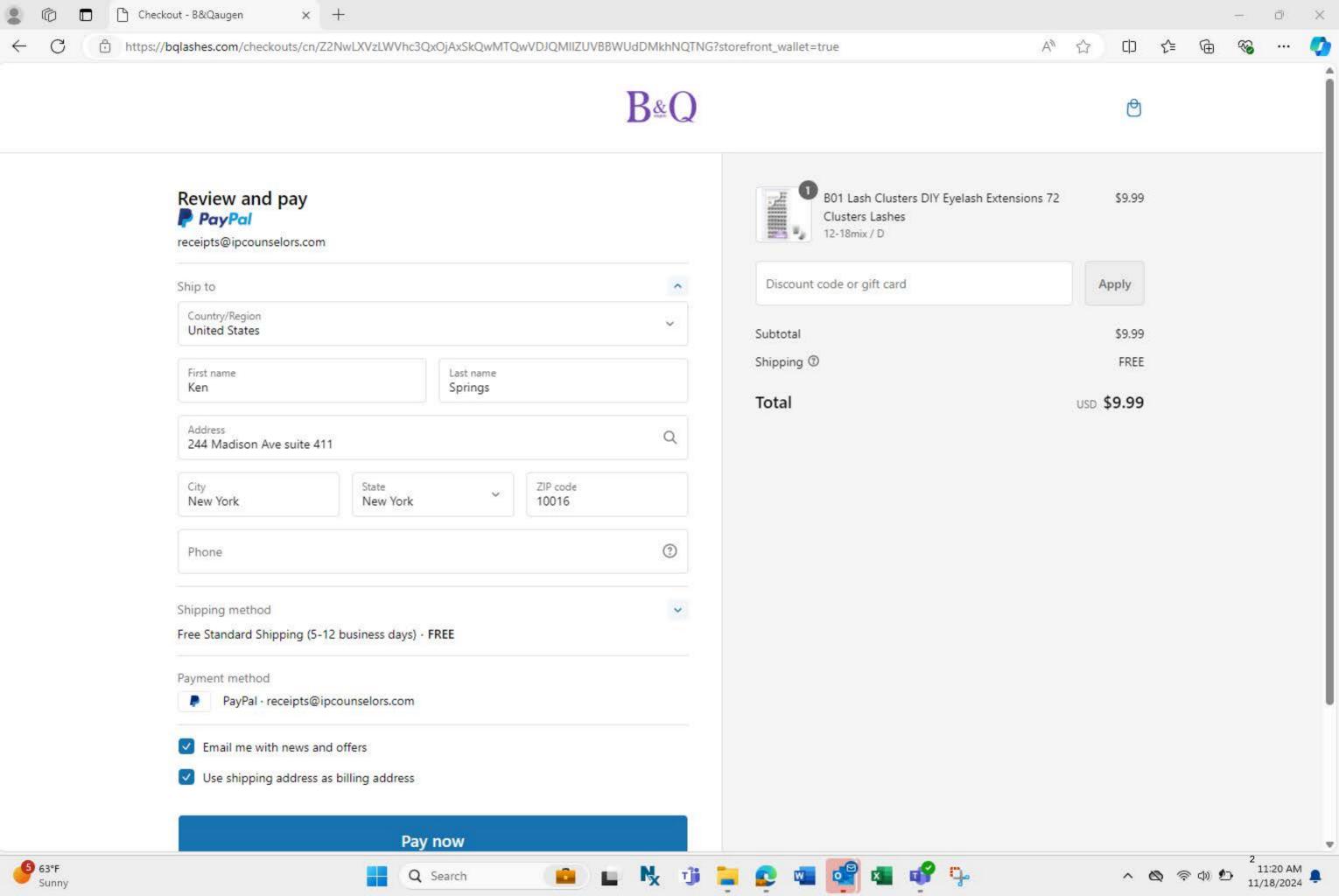


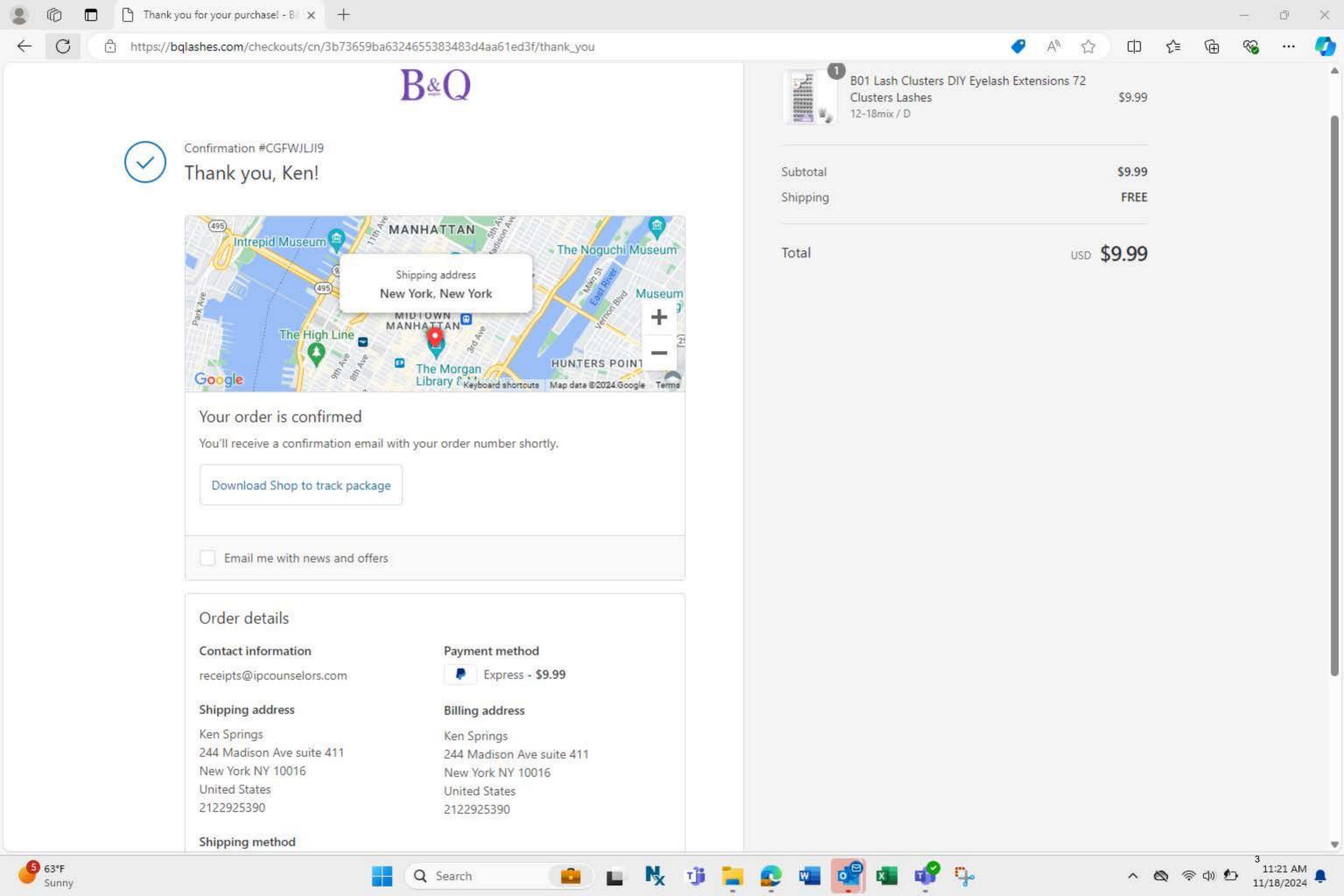


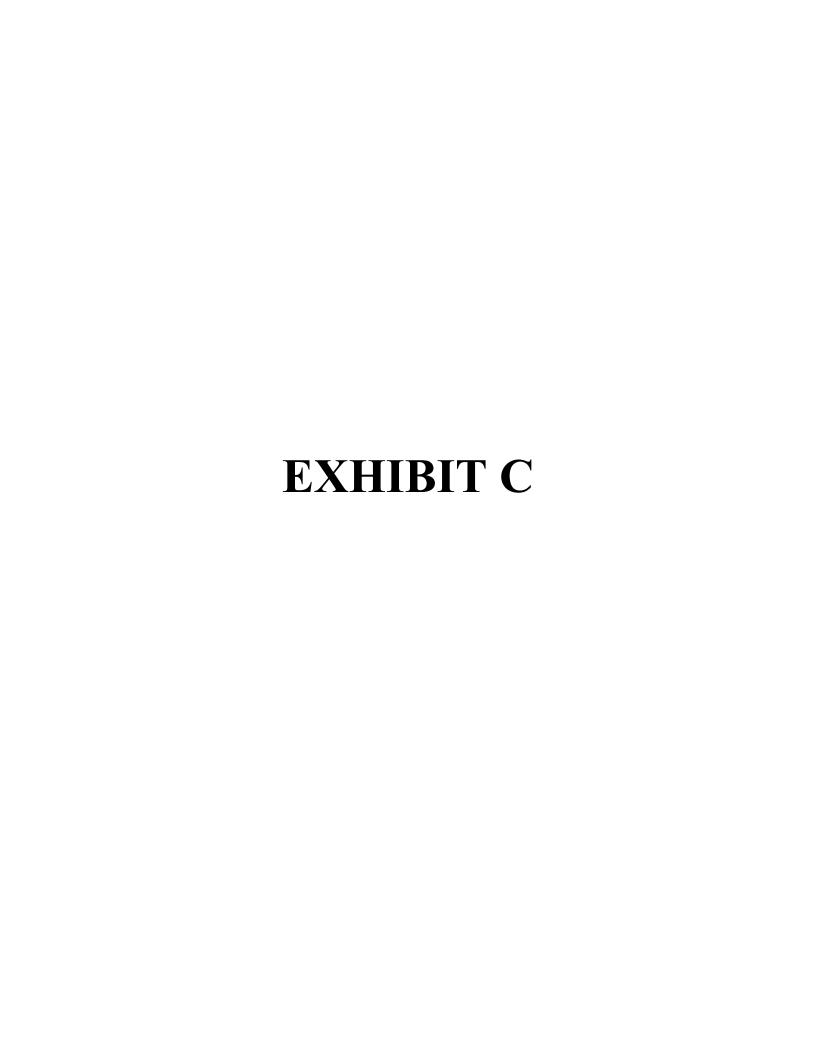












Infringement of U.S. Patent No. 11,253,020 By B&Qaugen

B&Qaugen makes, designs, develops, offers for sale, sells for importation within the United States products which infringe at least claims 1, 3, and 5-6 of U.S. Patent No. 11,253,020 ("the '020 patent"), as set forth below. The chart below provides only an exemplary identification of infringement of claims 1, 3, and 5-6 of the '020 patent based on facts and information known to date. Images in the chart below are exemplary only, as each accused Infringing Product includes similar if not identical components and instructions identified in the chart below.

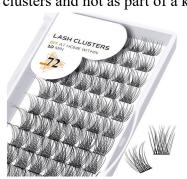
Claim	Exemplary Infringing Product
tension system com- prising:	B&Qaugen specifically designs each version of its lash extensions with artificial lashes advertised as made of PBT synthetic fibers, including, but not limited to, its DIY Lash Extension Kit B01+B02+B19 [B0CCDDLKL9], and DIY Lash Extension Kit B01+B10 [B0C6MLGLL7]. The accused Infringing Products have "lash clusters" that satisfy the elements of claim 1, as shown in further detail below. B&Qaugen advertises its lash clusters and kits as DIY lash extensions to be applied to the natural lashes (and thus are a lash extension system).
	Lash Clusters Kit B01+B02+B19 Eyelash Extension Kit DIY Lash Extension Kit 156 PCS Lash Clusters 8-18mm Cluster with Lash Bond and Seal Lash Applicator Tool (Kit, Andromeda) Visit the B&Qaugen Store

Claim

Exemplary Infringing Product

Lash Extension Kit 192 pcs Eyelash Extension Kit B01+B10 8-18mm Mixed Lash Clusters Kit Individual Lashes Kit Wispy with Lash Glue and Remover Applications Eyelash Kit (B01+B10, Kit) Visit the B&Oaugen Store

The DIY Lash Extension Kit B01+B02+B19 and B01+B10 each include "lash clusters" that are also sold by B&Qaugen as sets of individual lash clusters and not as part of a kit, as shown and illustrated below.



Lash Clusters B01 DIY Eyelash Extensions 72 Clusters Lashes C D Curl Mega Volume Individual Lashes Eyelash Clusters Extensions Wispy Lashes Cluster DIY at...

Size:72 Piece Assortment

Color:B 01



Lash Clusters B02 D Curl 18mm DIY Eyelash Extensions 72 Clusters Lashes C D Curl Mega Volume Individual Lashes Eyelash Clusters Extensions Individual Lashes Cluster DIY at Home (NM-D-18mm)

Visit the B&Qaugen Store

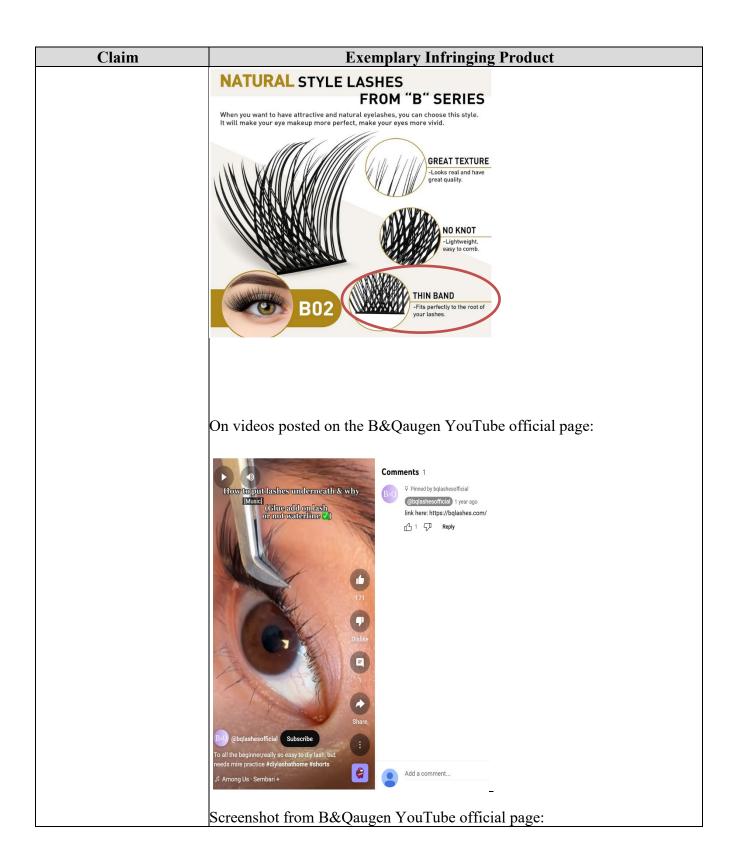


Lash Clusters B19 D Curl 18mm DIY Lash Extensions 72 Clusters Lashes B&Qaugen LASH Wispy Fluffy Eyelash Clusters Extensions Single Lashes Individual...

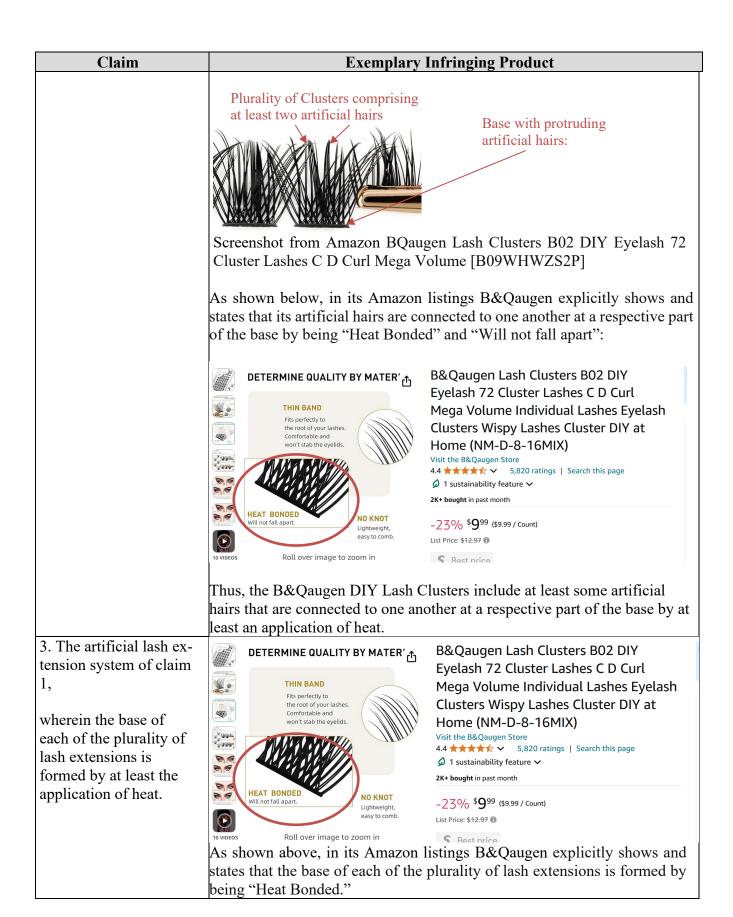
Size:D-18 mm

Color:B 19

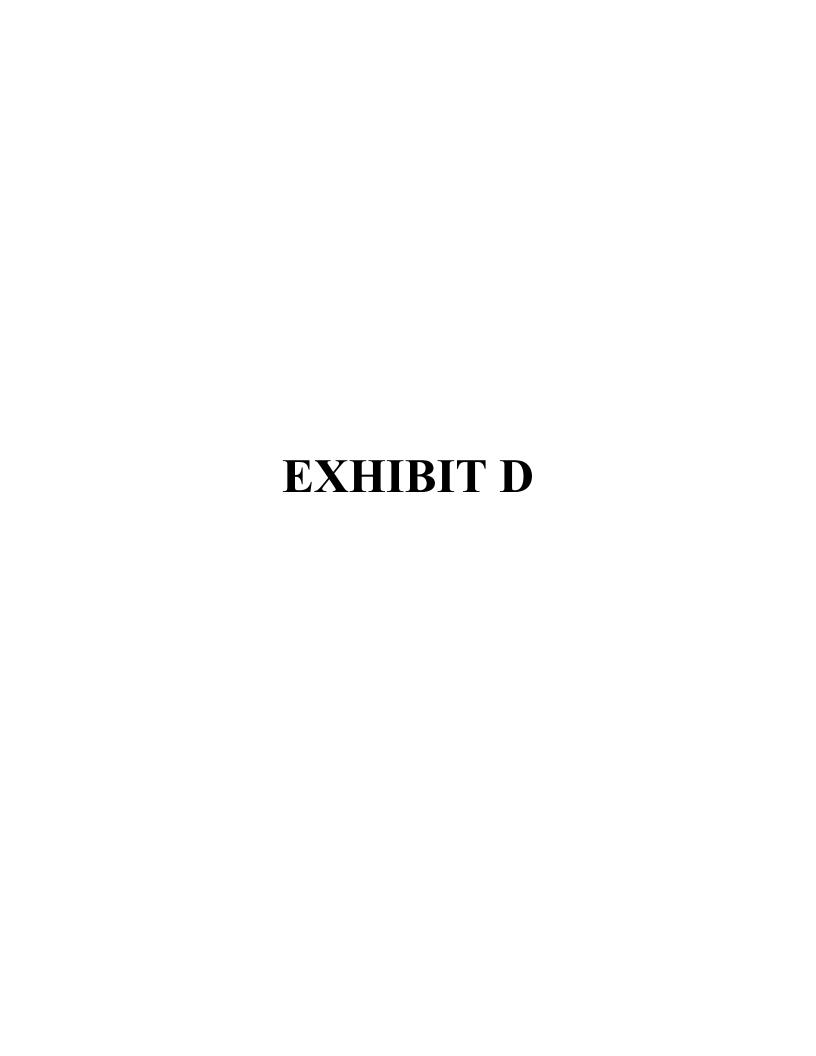
Claim	Exemplary Infringing Product
	Lash Clusters B10 D Curl 18mm DIY Eyelash Extensions 72 Clusters Lashes Eyelash Clusters Eyelash Extensions Volume Wispy Individual Lash Cluster: at Home Lash Extensions (B10,D-18mm) Visit the B&Qaugen Store
adjacent to one another at an underside of natural lashes, each of the plurality of lash extensions comprising:	The B&Qaugen product comprises a plurality of lash extensions designed to attach adjacent to one another at an underside of natural lashes. As shown and described in Amazon listings for B10 style: a plurality of lash extensions adjacent
	 【Suitable to Wear】: Use a tweezer to pinch the band of cluster eyelashes and apply lash clusters below your natural lashes. You can barely feel the cluster lashes. The bottom of the clusters is flat and hardly noticeable. The lash band part will not stab your eyelid area when you blink. Bring you a perfect experience during lash application. 【New Style New Possibility】: The individual cluster lashes are great for a natural look or glam look. You can apply silk cluster lashes in ascending order which gives a nice cat-eye effect—different sizes for different sections to choose from. The individual lashes blend effortlessly with other lengths and your own lashes and match more possibilities. In Amazon listings describing the entire "B" Series of lashes:

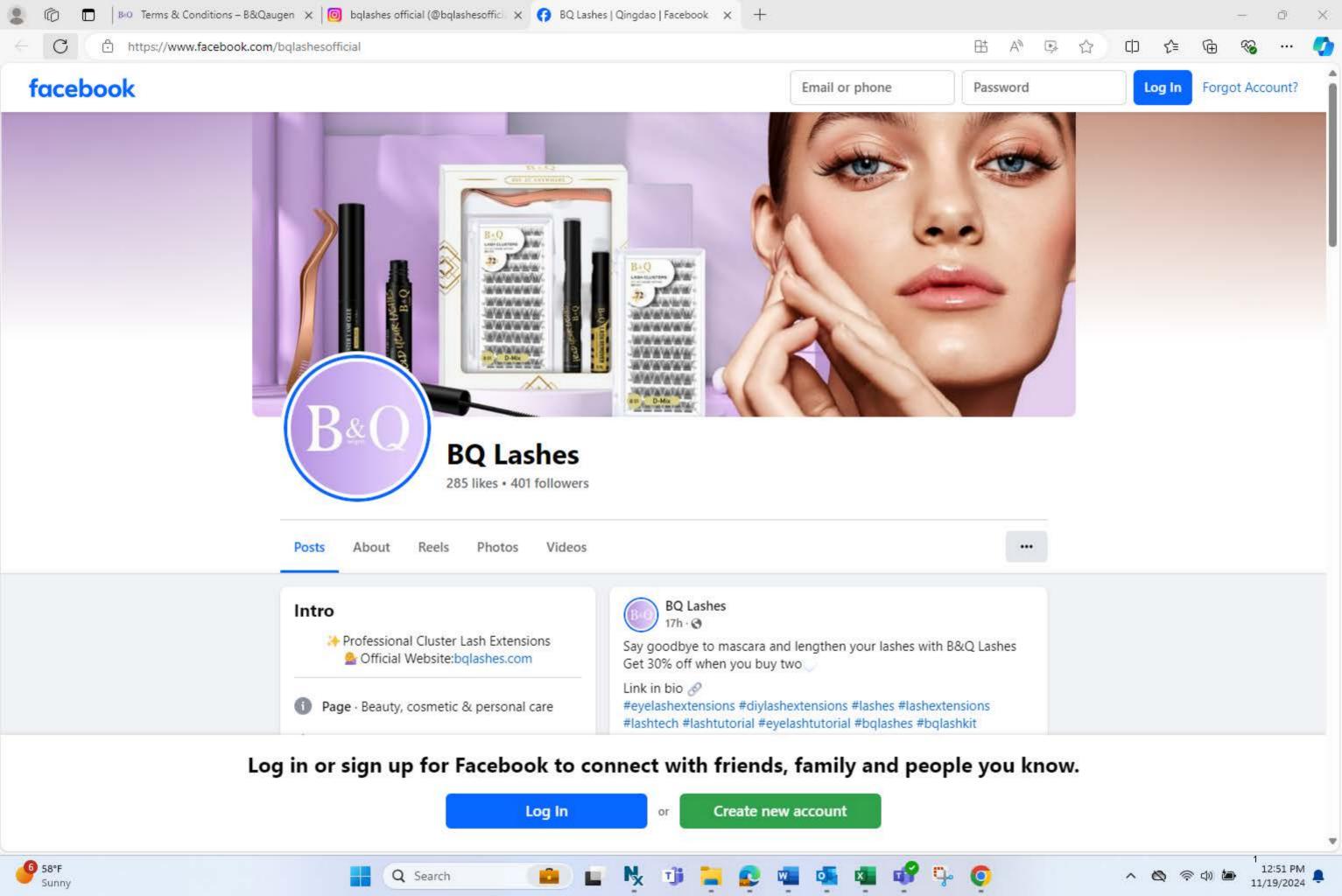


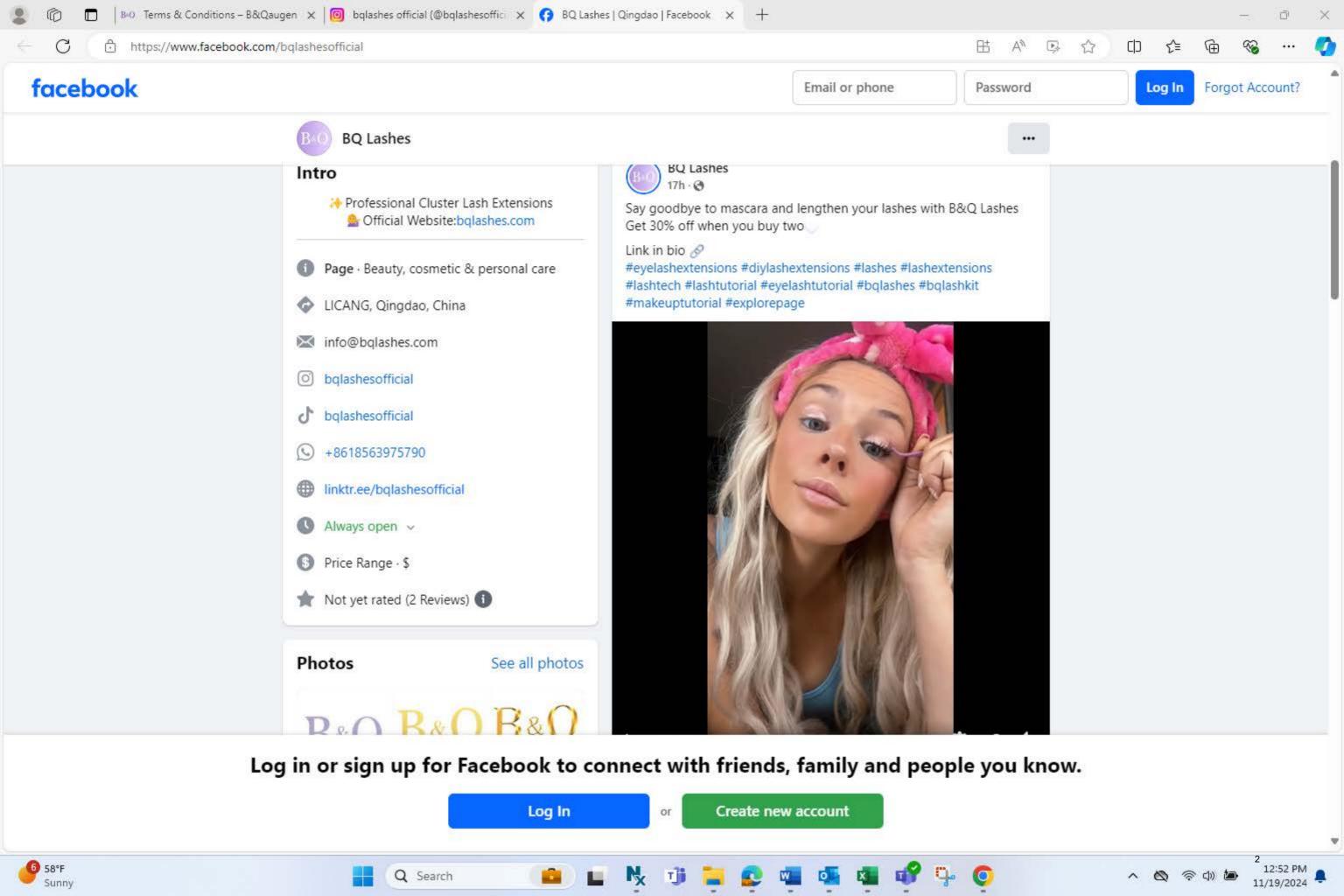
Claim	Exemplary Infringing Product
	About
	 ¾ Hey luvs, welcome to B&Q Lash Official Channel! We are working on our own website! Our mission is to provide the Best Quality lashes products to our clients. Website: https://bqlashes.com/
	Links
	Shop Now linktr.ee/bqlashesofficial
	Instagram instagram.com/bqlashesofficial
	Tiktok tiktok.com/@bqlashesofficial
	Facebook facebook.com/bqlashesofficial
	Channel details
[1b] a plurality of clusters of artificial hairs, each of the plurality of clusters	The DIY Lash Extension product comprises a plurality of clusters of artificial hairs,
comprising at least two artificial hairs; and	Screen shot from Amazon B&Qaugen DIY Lash Extension Kit B01+B10 [B0C6MLGLL7]
a base from which the at least two artificial hairs of each of the plurality of clusters protrude,	 【Great Quality】 Lash kit choose high-quality PBT material and the individual lashes, which is comfortable and lightweight, and the eyelash extension band is thinner and comfortable to wear. Looking forward eye lash extension lash kit to giving you looks real gorgeous results.
the artificial hairs are connected to one another at a	Furthermore, the DIY Lash Extension products sold by B&Qaugen comprise a plurality of clusters of artificial hairs, each of the plurality of clusters comprising at least two artificial hairs, and a base from which at least two of the artificial hairs of each of the plurality of clusters protrude:



Claim	Exemplary Infringing Product
Claim	Thus, the B&Qaugen DIY Lashes meet the limitation that the base of each of the plurality of lash extensions is formed by at least an application of heat. Accused Product
5. The artificial lash extension system of claim 1, wherein the at least two artificial hairs comprise a synthetic material.	Screen shot from Amazon B&Qaugen DIY Lash Extension Kit B01+B10 [B0C6MLGLL7], PBT is a synthetic material: • [Great Quality] Lash kit choose high-quality PBT material and the individual lashes, which is comfortable and lightweight, and the eyelash extension band is thinner and comfortable to wear. Looking forward eye lash extension lash kit to giving you looks real gorgeous results.
Claim	Accused Product
6. The artificial lash extension system of claim 5, wherein the at least two artificial hairs comprise polybutylene terephthalate (PBT).	See screen shot above for claim 5, where the synthetic material is identified as PBT.



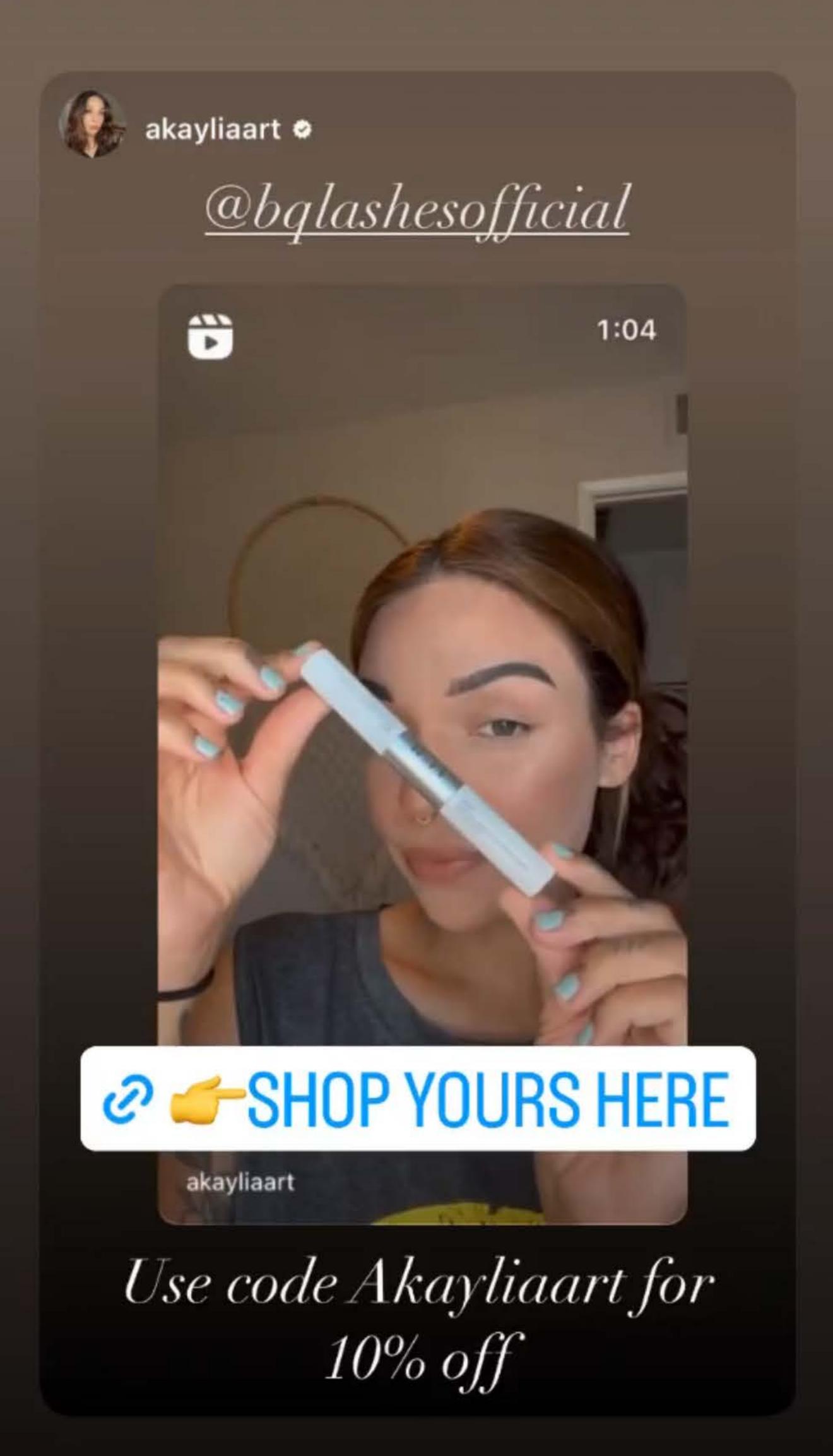






Influencer May 5, 2023

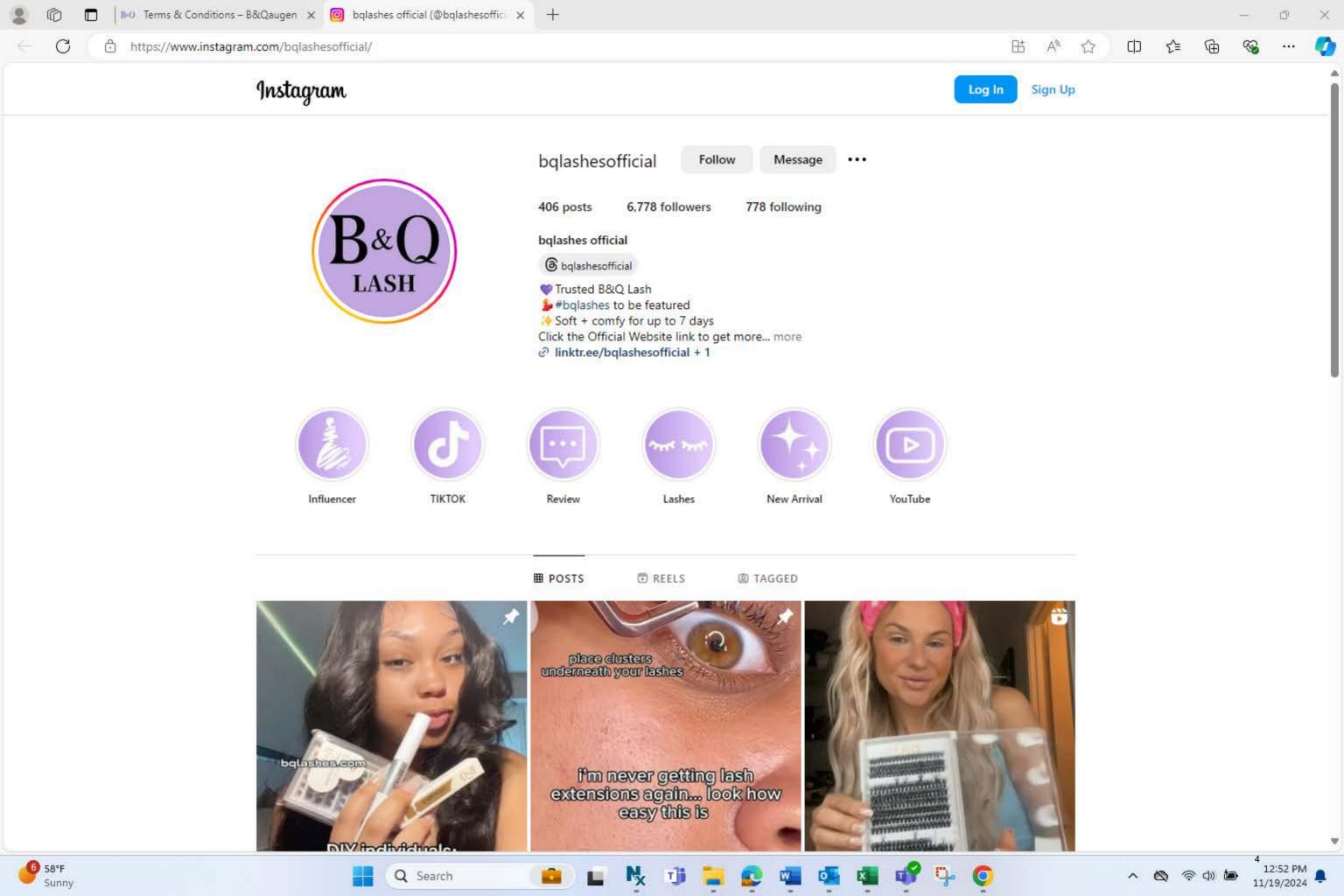


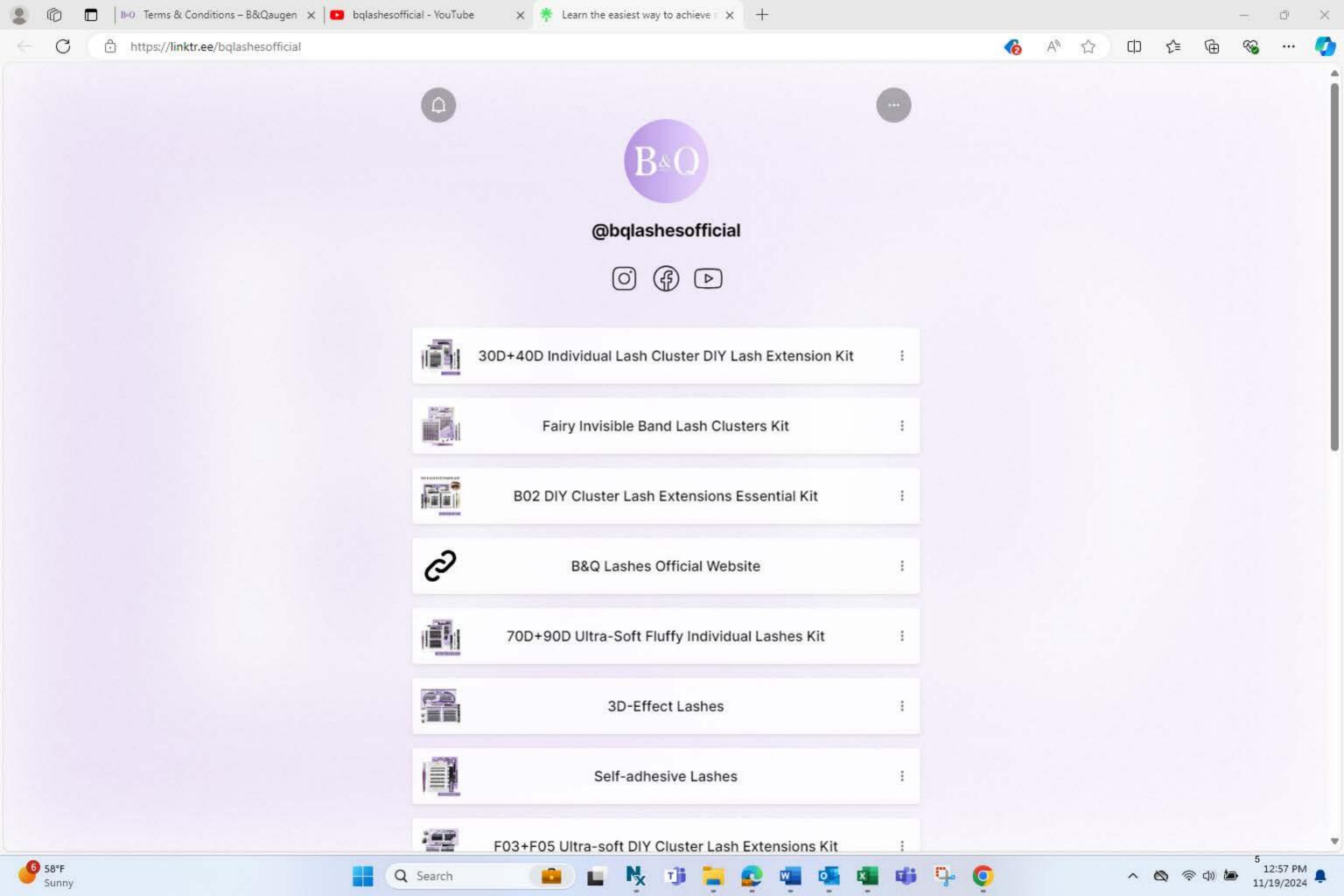


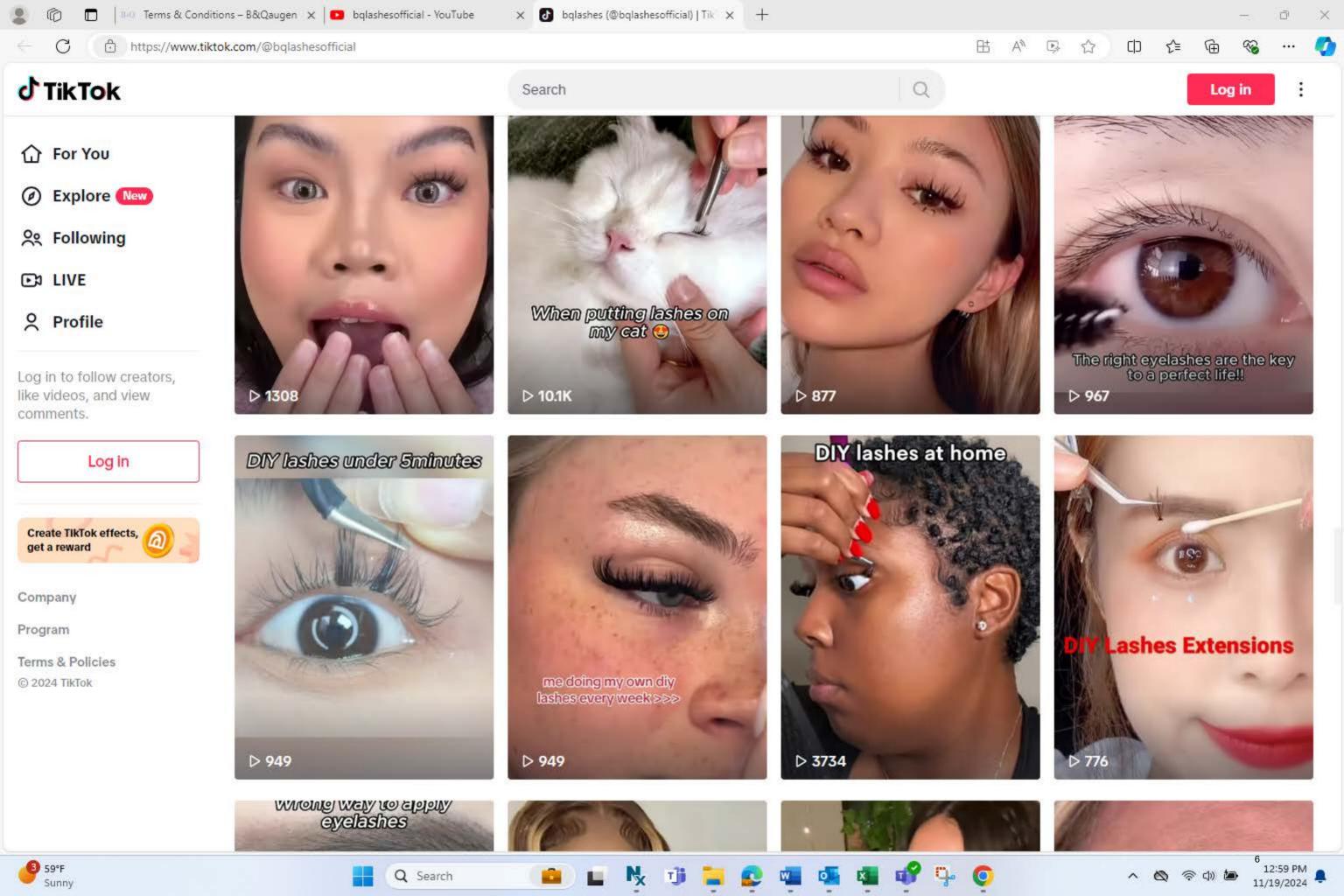


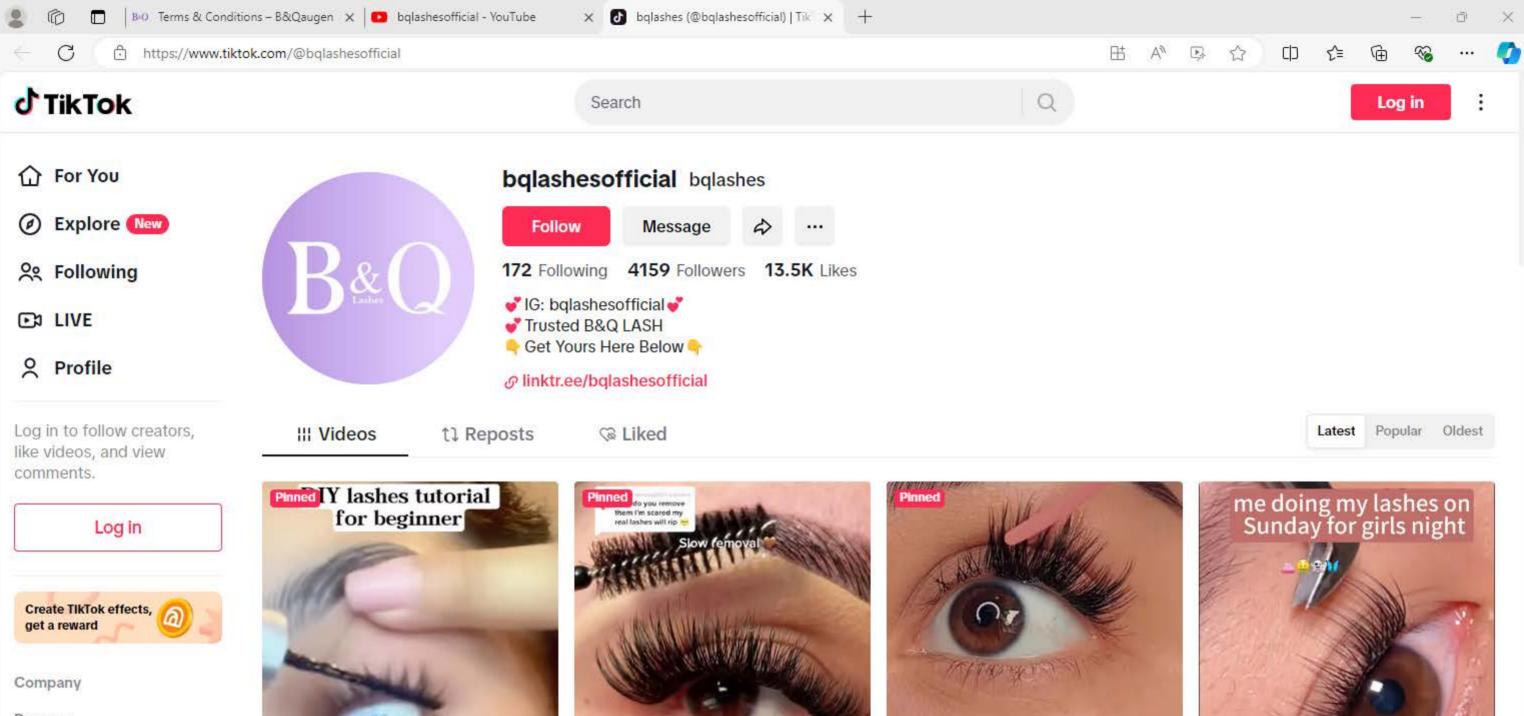












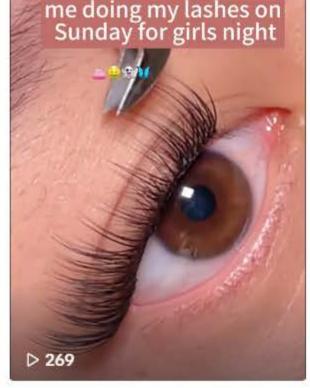
Program

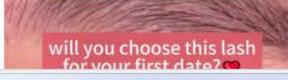
Terms & Policies © 2024 TikTok



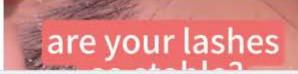








Can any one tell it's my real lash or lash cluster?



is this your favourite lash style?





























