

UNITED STATES DISTRICT COURT
SOUTHERN DISTRICT OF NEW YORK

TIFFANY (NJ) INC. and TIFFANY AND
COMPANY,

Plaintiffs,

v.

eBAY INC.,

Defendants.

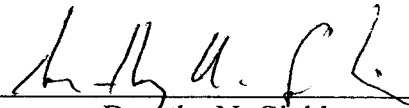
Case No. 04 Civ. 4607 (NRB)

**DECLARATION OF DOROTHY N. GIOBBE IN SUPPORT OF PLAINTIFFS'
MEMORANDUM OF LAW IN OPPOSITION TO DEFENDANT'S MOTION TO
AMEND ITS ANSWER**

I, Dorothy N. Giobbe, declare as follows:

1. I am admitted to practice before this Court and am associated with the firm Arnold & Porter LLP, counsel for Plaintiffs in the above-referenced action.
2. I submit this Declaration in support of Tiffany's Memorandum of Law in Opposition to Defendant's Motion to Amend its Answer.
3. Annexed hereto as Exhibit 1 is a true and accurate copy of documents produced by Tiffany at TCO 024100-110, which also were marked as Exhibit 6 to the Deposition of Ewa Zalewska, Esq.
4. Annexed here to as Exhibit 2 is a true and accurate copy of pages 52, line 16 to page 54, line 9, of the testimony of Ms. Zalewska, taken on July 20, 2005, concerning Exhibit 1.
4. I declare under penalty of perjury that the foregoing is true and correct.

Dated: August 29, 2005
New York, New York



Dorothy N. Giobbe

MEMORANDUM

Exhibit 1

Zalewska, Ewa

From: Zalewska, Ewa
Sent: Tuesday, January 25, 2005 3:10 PM
To: 'doellasebay@yahoo.com'
Subject: Counterfeit Merchandise Removed from eBay

Attachments: Tiffany Awarded Damages Against Counterfeiters of TIFFANY.doc

Dear Ms. Perea,

Your auctions were removed pursuant to the eBay VeRO program on the good faith belief that such items were/are counterfeit for several reasons.

1. We received an e-mail from an eBay member stating that your items were counterfeit.
2. Based on our investigative guidelines, we determined that we did indeed have a good-faith belief that your items were in fact counterfeit.
3. We could determine from the photos used in your auction descriptions that some or all components of photo (packaging included) was counterfeit.

Be advised that Tiffany & Co. is the exclusive domestic distributor of Tiffany & Co. merchandise and we have no wholesalers, sale distributors, overstock, or other liquidation channels of distribution. If you have purchased your items from any such sources, they are indeed counterfeit and the sale of such goods is in violation of United States Federal Law and punishable both criminally and civilly.

Tiffany & Co. rigorously enforces its Intellectual Property rights to protect against counterfeiting and we have had much success in the investigation, and ultimate prosecution of egregious offenders. Please note the attached press release regarding our recent judgment of over half a million dollars against a former eBay seller.



Tiffany Awarded
Damages Against...

Sincerely,

Ewa M. Zalewska
Tiffany & Co.
Legal Department
600 Madison Avenue
New York, NY 10022
ph. 212-230-5351
fax. 212-230-5323
ewa.zalewska@tiffany.com

Zalawska, Ewa

From: eBay Customer Support [vero@ebay.com]
Sent: Wednesday, December 22, 2004 4:39 PM
To: Zalawska, Ewa
Subject: Re: doellas (KMM147450837V51474LOKM)

Hello Ewa,

Thank you for sending us this Notice of Claimed Infringement and Personal Information Request.

We are pleased to inform you that the listings you reported have been removed by eBay. We have notified the sellers and all participating bidders that the listings were removed due to your request.

We are pleased to provide you with the Vendor's information. That information is as follows:

doellas / doellasebay@yahoo.com
Holly Perea, 15319 SW 15th Ave, Newberry, FL, United States, 32669
(Primary) (352) 331-8421

Should you have any other questions on the Personal Information Agreement, or concerns regarding this matter, please do not hesitate to contact our VeRO Program again.

Regards,

Sylvia
eBay VeRO Team

eBay
Your Personal Trading Community (tm)

Original Message Follows:

Dear eBay,

Please take note of seller doellas. Please also send us this seller's contact information pursuant to this Notice of Infringement.

Electronic Notice of Infringement
(Original Signature on File)
Date: 12/22/04

eBay Inc.
Attn: VeRO Program
2145 Hamilton Ave.
San Jose, CA 95125

Dear eBay:

I, the undersigned, CERTIFY UNDER PENALTY OF PERJURY that I am the owner or an agent authorized to act on behalf of the owner of certain intellectual property rights, said owner being named Tiffany & Co. ("IP Owner"). I have a good faith belief that the listings or materials listed below are not authorized by the above IP Owner, its agent, or the law and therefore infringe the IP Owner's rights according to state, federal, or United States law. Please act expeditiously to remove or disable access to the material or items claimed to be infringing.

I may be contacted at:

CONFIDENTIAL

TCO 024101

Printed Name: Ewa Zalewska
Title & Company: Trademark Paralegal - Legal Department, Tiffany & Co.
Street Address: 600 Madison Avenue
City and State: New York, New York
Zip: 10022
Email (correspondence): EZalewska@Tiffany.com Email (ended auction inquiries)*:
Telephone: (212) 230-5351
Fax: (212) 230-5323
Date: 12/22/04

* Complete this blank if you want questions from sellers about removed listings directed to a different email address.

Truthfully,
/S/: Ewa Zalewska

4948464704 4948465662 4948466613 4948465087 4952670627 4952671799
4952910003 4952910584 4953070442 4953070893 4953172834 4953265065
4953292891 4953292931

Thank you, in advance, for your swift attention to this matter, Ewa M. Zalewska Tiffany & Co.

Legal Department
600 Madison Avenue
New York, NY 10022
ph. 212-230-5351
fax. 212-230-5323
ewa.zalewska@tiffany.com

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Items for Sale by doellas (33 ☆)

[View items with pictures](#)

Includes Buy It Now items, current auctions, and auctions which ended in the last 30 days. Seller, [view high bidder email addresses](#).

ES. 2004.905

counterfeit - multiple same item sales, tip from other ebay buyer

1 - 14 of 14 total, Click on the column headers to sort.

Item ID	Start Date	End Date	Time	Price	Description	Buyer
4948464704	Dec-05-04	Dec-06-04	14:27:05 PST	\$85.00	Authentic Tiffany "Elsa Peretti" 5 Teardrop Bracelet	lathon_andrews (14 ☆) (*)
4948465662	Dec-05-04	Dec-06-04	14:28:45 PST	\$85.99	Tiffany "Elsa Peretti" 5 Teardrop Bracelet	sohaggard4 (2) (*)
4948466613	Dec-05-04	Dec-06-04	14:32:49 PST	\$85.99	Tiffany "Elsa Peretti" 5 Teardrop Bracelet	No Bids (*)
4948465087	Dec-06-04	Dec-08-04	14:28:02 PST	\$96.00	Tiffany "Elsa Peretti" 5 Teardrop Bracelet	kite106 (20 ☆) (*)
4952670627	Dec-19-04	Dec-20-04	11:33:15 PST	\$89.99	Tiffany "Elsa Peretti" 5 Teardrop Bracelet 3 day shipping in US with buy it now!!! Great gift	No Bids (*)
4952671799	Dec-19-04	Dec-20-04	11:39:10 PST	\$275.99	Tiffany Silver and 18K GOLD Heart Link Bracelet 3 DAY SHIPPING in US with Buy it Now!!! Great Gift	No Bids (*)
4952910003	Dec-20-04	Dec-21-04	11:45:16 PST	\$235.99	Tiffany Silver and 18K GOLD Heart Link Bracelet 3 DAY SHIPPING in US Express also offered	calgenjon (33 ☆) (*)
4952910584	Dec-20-04	Dec-21-04	11:48:03 PST	\$88.00	Tiffany "Elsa Peretti" 5 Teardrop Bracelet 3 DAY SHIPPING in US Express also Offered!!!	noany (32 ☆) (*)
4953070442	Dec-21-04	Dec-22-04	02:51:34 PST	\$235.99	Tiffany Silver and 18K GOLD Heart Link Bracelet 3 DAY SHIPPING in US Express also offered	No Bids (*)
4953070893	Dec-21-04	Dec-22-04	02:57:04 PST	\$85.99	Tiffany Open Heart Earrings Ships Immediately Express Shipping Available	No Bids (*)
4953172834	Dec-21-04	Dec-22-04	13:52:19 PST	\$215.99	Tiffany Silver and 18K GOLD Heart Link Bracelet 1-2 DAY Express SHIPPING AVAILABLE!!!!	No Bids Yet
4953265085	Dec-21-04	Dec-22-04	22:00:03 PST	\$85.99	Tiffany Open Heart Earrings Ships Immediately Express Shipping Available	No Bids Yet
4953292891	Dec-22-04	Dec-23-04	04:07:12 PST	\$85.99	Tiffany Open Heart Earrings Ships Immediately Express Shipping Available	No Bids Yet
4953292931	Dec-22-04	Dec-23-04	04:07:46 PST	\$235.99	Tiffany Silver and 18K GOLD Heart Link Bracelet	No Bids Yet

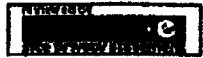
04 PST

3 DAY SHIPPING in US Express also offered

(*) indicates that auction has ended.

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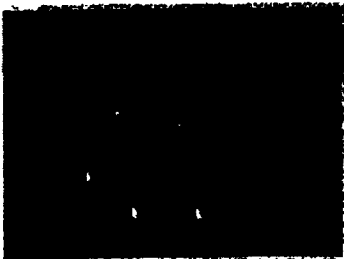
[Back to home page](#)

Listed in category: [Jewelry & Watches](#) > [Bracelets](#) > [Silver \(Without Stone\)](#) > [Link](#)

Tiffany "Elsa Peretti" Sterling Silver Bracelet Item number: 4948465087

[Email to a friend](#)

Bidding has ended for this item. (kite106 is the winner).



[Larger Picture](#)

Winning bid: **US \$96.00**
Ended: **Dec-08-04 14:28:02 PST**
Start time: **Dec-05-04 14:28:02 PST**
History: **5 bids (US \$85.99 starting bid)**
Winning bidder: **kite106 (20 ☆)**

Seller Information

doelas (33 ☆)
Feedback Score: 33
Positive Feedback: 100%
Member since Jan-15-04 in United States
[Read feedback comments](#)
[Add to Favorite Sellers](#)
[Ask seller a question](#)
[View seller's other items](#)

Item location: **Newberry, Florida United States**
Ships to: **Worldwide**
Shipping costs: **US \$8.85 - Standard Flat Rate Shipping Service (within United States)**

[Safe Buying Tips](#)

[Shipping, payment details and return policy](#)

Description (revised)



**You are bidding on a
Tiffany and Co. .925
Sterling Silver Five
Teardrop Bracelet from
the "Elsa Peretti"**

Collection.

This item is Brand New, 7.25" length, with Tiffany and Co. engraving.

This is a No Reserve Auction. Highest Bidder wins!!

The item will come complete with Tiffany Gift Box, pouch and bag as seen in the picture.

FREE UPGRADE to USPS Priority Shipping with Delivery Confirmation In the US with Buy It Now

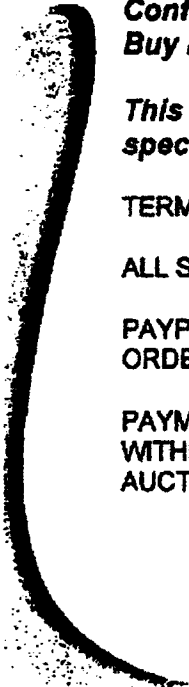
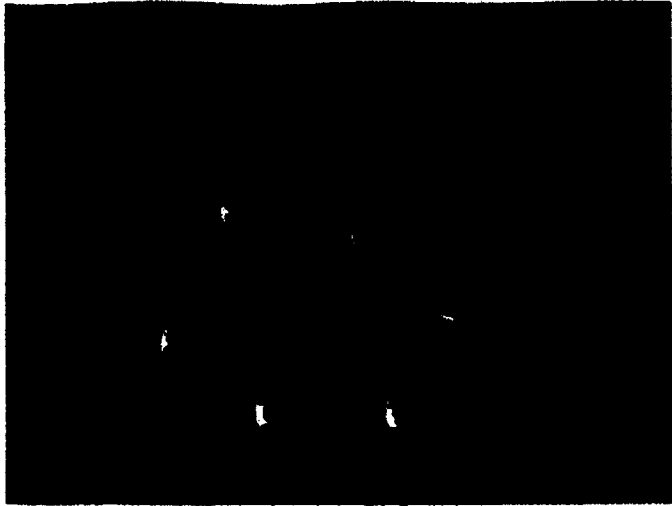
This is the perfect gift for that special lady!!!

TERMS OF SALE:

ALL SALES ARE FINAL

PAYPAL PREFERRED, MONEY ORDERS ALSO ACCEPTED

PAYMENT MUST BE RECEIVED WITHIN 7 DAYS OF CLOSE OF AUCTION



FREE Counters and Services from Andale

Shipping, payment details and return policy

Shipping Cost	Services Available	Available to
US \$8.85	Standard Flat Rate Shipping Service	United States Only

Will ship to Worldwide

Shipping insurance
US \$6.00 Optional

Seller's payment instructions

All sales are Final. \$8.85 for shipping in mainland USA (Hawaii, Alaska, and International buyers pay extra). I can ship this overnight or next day for an additional fee. Payment Information: PayPal preferred. Money Orders also accepted

Payment methods accepted

 This seller, doellas, prefers PayPal.



• Money order/Cashiers check
[Learn about payment methods.](#)

eBay recommended services

This seller prefers to be paid with PayPal. Pay fast and get your item faster! [Sign up for PayPal](#)

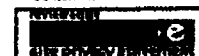
Where to go next?

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Seller assumes all responsibility for listing this item.

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Listed in category: [Jewelry & Watches](#) > [Earrings](#) > [Other Styles](#)

You are signed in

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[Larger Picture](#)

Starting bid: **US \$85.99**

Time left: **16 hours 42 mins**
1-day listing
Ends Dec-22-04
22:00:03 PST

Start time: Dec-21-04 22:00:03
PST

History: [0 bids](#)

Buy Now Price: US \$99.00

Seller Information

[doellas](#) (33 ★)

Feedback Score: 33
Positive Feedback: 100%
Member since Jan-15-04 in United States

[Read feedback comments](#)

[Add to Favorite Sellers](#)

[Ask seller a question](#)

[View seller's other items](#)

[Safe Buying Tips](#)

Item location: Newberry, Florida
United States

Ships to: Worldwide

Shipping costs: US \$8.85 - Standard
Flat Rate Shipping
Service (within
United States)

[Shipping, payment details and return policy](#)

Description



You are bidding on a pair of



**Tiffany .925 Sterling Silver
Open Heart Earrings(Mini)
for pierced ears.**

**These earrings are Brand
New, never worn, with Tiffany
engraving.**

**The item will come complete with
Tiffany Gift Box, pouch and bag.**

**FREE Upgrade to USPS
Priority shipping with
Delivery Confirmation in
US with Buy it Now**

**In A HURRY-Inquire about
Express and Global
Express rates**

**This is the perfect gift for that
special lady!!!**

**We also carry a matching bracelet
and necklaces just inquire!!**

TERMS OF SALE:

ALL SALES ARE FINAL

**PAYPAL PREFERRED, MONEY ORDERS
ALSO ACCEPTED**

**PAYMENT MUST BE RECEIVED WITHIN 7
DAYS OF CLOSE OF AUCTION**



FREE Counters and Services from Andale

Shipping, payment details and return policy

Shipping Cost	Services Available	Available to
US \$8.85	Standard Flat Rate Shipping Service	United States Only

Will ship to Worldwide

Shipping insurance
US \$5.00 Optional

Seller's payment instructions

All sales are Final. \$8.85 for shipping in mainland USA (Hawaii, Alaska, and International buyers pay extra). I can ship this overnight or next day for an additional fee. Payment information: PayPal preferred. Money Orders also accepted

Payment methods accepted

 This seller, doallas, prefers PayPal.

• **PayPal** (    )

• Money order/Cashiers check
[Learn about payment methods.](#)

eBay recommended services

This seller prefers to be paid with PayPal, the safe and easy way to pay online. [Sign up for PayPal](#) it is free!

Ready to bid or buy?

Tiffany Open Heart Earrings [help](#)

Place a Bid

Starting bid: US \$85.99

Your maximum bid: US \$ (Enter US \$85.99 or more)

 You will confirm in the next step.

eBay automatically bids on your behalf up to your maximum bid.
[Learn about bidding.](#)

or **Buy It Now**

Buy It Now price: US \$99.00

 You will confirm in the next step.

Purchase this item now without bidding.
[Learn about Buy It Now.](#)

What else can you do?

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Seller assumes all responsibility for listing this item.

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Exhibit 2

COPY

1

2 UNITED STATES DISTRICT COURT
3 SOUTHERN DISTRICT OF NEW YORK

4 -----X
5 TIFFANY (NJ) INC. and TIFFANY and
6 COMPANY,

7 Plaintiffs,

8 v. No. 04-Civ. 4607 (NRB)

9 eBay INC.,

10 Defendant.

11 -----X

12

13

14 DEPOSITION OF EWA ZALEWSKA

15

16 New York, New York

17

18 Wednesday, July 20, 2005

19

20

21

22

23

24

Reported by:
ANNETTE ARLEQUIN, CSR, RPR
CSR NO. 1450

ELISA DREIER
REPORTING CORP.

780 Third Avenue
New York, New York 10017

Telephone: 212-557-5558
Fax: 212-557-0050
Email: production@courtreportingedrc.com

1

2 faith determination on.

3

Q. So by characteristics, you're referring to the criteria that you discussed earlier in the deposition?

6

A. Yes.

7

Q. Now does Tiffany use investigative guidelines to determine if a listing is counterfeit?

10

A. Not myself, but perhaps the security and investigations department.

12

MR. COHEN: Let's mark this as the next exhibit. This is a document that is Bates stamped TCO 24100 through 24110 and this will be Zalewska Exhibit 6.

16

(Defendant's Exhibit Zalewska-6, E-mail from Zalewska to eBay seller with attachments, marked for identification, as of this date.)

20

BY MR. COHEN:

21

Q. Can you identify this document?

22

A. It appears to be an e-mail that I sent to an eBay seller whose auctions I reported.

25

Q. And in point No. 2 on the first page

1

2 you say, "Based on our investigative guidelines,
3 we determine that we did indeed have a good
4 faith belief that your items were in fact
5 counterfeit."

6

What did you mean?

7

A. I was referring to investigative
8 guidelines, not necessarily investigative like
9 an investigator, but rather more as to the
10 criteria that we use, again, to determine
11 whether or not an item is counterfeit, the data
12 that we use from the eBay auction.

13

Q. And looking at the attached
14 documents, are you able to tell us what data led
15 you to your good faith belief?

16

(Witness reviewing exhibit.)

17

A. Well, I indicate in the e-mail that
18 the photo was one of the criteria used and I
19 can't tell from obviously these photocopies what
20 the photo looked like.

21

In addition to that, I would have
22 noted that the seller had multiple Tiffany
23 sterling silver listings over the course of --
24 those actually might be current listings. So
25 this might not even be over the course of

1

2 30 days. So multiple items currently listed,
3 which would be a red flag. They describe the
4 item as brand new. If the item were sold at
5 retail brand new, it would have a much higher
6 manufacturer retail price than the winning bid
7 of \$96. So there would be no economic incentive
8 to sell a brand-new Tiffany item at that price,
9 and I had a tip from another eBay member.

10 Q. In the course of the buying program
11 that we were discussing earlier, did Tiffany buy
12 five or more items from any particular seller?

13 A. I cannot recall but it may have
14 happened.

15 Q. Do you recall outside the buying
16 program, any instance where Tiffany purchased
17 five or more items from a particular seller?

18 A. I cannot recall.

19 Q. Do you recall any instance where
20 Tiffany purchased an item from a seller selling
21 five or more Tiffany items?

22 A. Purchased an item?

23 Q. Correct.

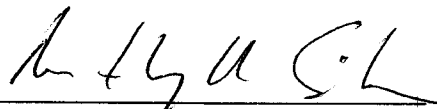
24 A. Again, I can't recall.

25 Q. Now do you also take the geographical

CERTIFICATE OF SERVICE

I, Dorothy N. Giobbe, the undersigned attorney at law duly admitted to practice in the State of New York, respectfully show that on the 29th day of August, 2005, I caused the annexed **DECLARATION OF DOROTHY N. GIOBBE IN SUPPORT OF PLAINTIFFS' MEMORANDUM OF LAW IN OPPOSITION TO DEFENDANT'S MOTION TO AMEND ITS ANSWER** to be served via hand delivery upon:

Adam Cohen, Esq.
WEIL, GOTSHAL & MANGES LLP
767 Fifth Avenue
New York, NY 10153
(212) 833-3148

A handwritten signature in black ink, appearing to read 'D. N. Giobbe', written over a horizontal line.

Dorothy N. Giobbe