2022 Year in Review INTERNATIONAL ANTICOUNTERFEITING COALITION

A look back...

Leaning in to Build Capacity



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### 2022 Year in Review

#### **Executive Board**

Dawn Buonocore Atlas Calvin Klein Chairperson

Adrienne Hahn Chanel Inc. Secretary

Brian Monks Underwriters Laboratories

Jennie Martel Colgate-Palmolive

Jim Duggan Coty, Inc. Treasurer

Lewis Rice Estée Lauder

Scott Gelin Apple

## **Board of Directors**

Amber Lilly John Deere

Angel Melendez Pfizer

Newton Vieira Nike, Inc.

Cynthia Tregillis Western Digital

Louise Butler Diageo

Mike Champion
The Lumistella Company

Philippa Bergin-Fisher Zimmermann

Taira Bell Johnson & Johnson

Tony Zook Merck & Co., Inc.

Zach Toczynski Levi Strauss



## Celebrating Achievements, Building Upon Success

## Dear Colleagues,

2022 was a special year for the IACC, our members and the brand protection community. Throughout the year, we built upon our success from years past and worked with our members as well as our industry and government partners to advance our collective mission to fight fakes. After two years weathering the isolation and challenges brought on by the COVID-19 pandemic, we came out stronger and smarter. We reunited and reenergized our friendships and partnerships. We forged new and better ways to work together.

In 2022, we set a record for attendance and engagement for all our in-person events and trainings.

- Our IACC Annual Conference held in April hosted over 550 attendees from across 45 countries, offering the most comprehensive event program to date. Over three days, attendees learned from and interacted with over 80 IP expert speakers from around the world through 20+ sessions.
- In October, the Europol IP Crime
  Conference, hosted by Europol in
  partnership with the IACC reached a
  record 400+ law enforcement and IP
  professionals. The conference was held
  in Rome, Italy with the Italian Guardia di
  Finanza as our gracious country host.
- We increased our Law Enforcement
   Training Program with more participation and sessions than ever before. More than 1,000 law enforcement officials attended our training sessions, which were held in nine different

locations across the United States. We also continued to expand our mobile Law Enforcement App to hundreds of law enforcement who attended our trainings, while expanding the number of brands who participate in the App as a way to provide insight into the trends they see in the marketplace and connect directly with law enforcement.

The camaraderie and collaboration we witnessed in all our in-person events underscore our community's resilience and dedication to our shared mission.

Our strategic partnerships with law enforcement and intermediaries continued to advance practical and meaningful results for brands, government, platforms, and the IP community as a whole.

- Through our seat at the **National IPR Coordination Center**, we've enhanced our trainings for both law enforcement and brands while building the foundation for a more effective partnership in 2023.
- We've set the stage for expansion of our Law Enforcement App into Europe, specifically Italy, as we leveraged our partnerships with law enforcement in the region.
- We celebrated the 10-year anniversary of the IACC RogueBlock Program, which has effectively dismantled and disrupted entire global networks of online counterfeiting activity and terminated thousands of merchant accounts. With this success, we're poised to further expand the reach and impact of the program.



- Our IACC MarketSafe SME Program with Alibaba continues to grow as we help more small and medium-sized enterprises (SMEs) navigate online enforcement challenges. To date, we've empowered more than 140 SMEs in 20 countries and 40 industries with the know-how and capacity to protect their brand.
- Meanwhile, through the IACC-Amazon
   Program, we've continued to expand
   our partnership with Amazon to address
   issues brand owners' face on Amazon's
   platform worldwide, while adding new
   features to the program to enhance our
   brands' enforcement capacity.

We have continued to enhance our support to companies and industries – small-and medium-sized enterprises (SMEs) – that need it the most by offering additional resources and creating leadership opportunities for them. In April, we launched the SME Brand Protection Toolkit – a free resource that provides practical tips on how SMEs can protect their brand. We also welcomed two new SME Board Members to IACC leadership: Mike Champion, President & CLO of The Lumistella Company and Philippa Bergin-Fisher, General Counsel at Zimmermann. We encourage you to read their spotlights in this Year in Review.

Finally, we've continued to advocate on behalf of our members. On **Legislative** and **Policy Affairs**, our communication and work with governments have ensured our members' voices are heard. In addition to offering insight and comments on IP-related legislation, particularly the INFORM Consumers Act and the SHOP SAFE Act, we continue to work with

the US Administration to ensure that they prioritize IP by filling the available Intellectual Property Enforcement Coordinator position.

If 2022 showed our resilience, strength, and influence, 2023 will be about building our association's capacity and reach.

In the year ahead, we plan to expand and build on the partnerships we've formed worldwide and across industries. We will make technical and programmatic expansions to our online enforcement programs to broaden their reach and impact. Through our work with our current partners and by launching new partnerships, we will make our programs even more efficient, effective and holistic.

Our flagship law enforcement training program will continue to reach enforcement officials in the continental US and expand to those in Europe and Latin America.

The upcoming year will be exciting as we accelerate our work and enrich the tools and resources available to our members and brand protection community. We look forward to working with you and achieving great things in the year ahead.

Thank you for your support and friendship.



Bob Barchiesi
IACC President



## 2022 At-A-Glance

MEMBERS

**23 SME** MEMBERS

208 members representing industries





140 member responses

40 requests EVENTS







936 attendees from 78 countries

# Market Safe

217+ 143 SMEs; 40 industries brands from 20 countries

since program launch

876,000 listings removed from the platforms



8,800+ terminations

200,000+ websites impacted



#### **IACC-Amazon Program**

The IACC-Amazon Program continues to provide brands with the necessary tools to overcome complex IP enforcement challenges across Amazon's international markets. In 2022, we worked with Amazon to add new features that further enhance brands' enforcement actions, such as verifying the authenticity of seller information to improve targeting efforts. As we embark on 2023, we look forward to taking the program and our collaboration with Amazon to the next level.



INTERNATIONAL ANTICOUNTERFEITING COALITION

#### TRAININGS

12 Days of training at 9 Locations

П

32 **Brands** represented on average at each training

1,000+ Law **Enforcement** officials participated

Over 60% sign up rate at each training for the Law Enforcement Training App



## **Celebrating 10 Years of RogueBlock**

A decade ago, we sought to address

"The IACC RogueBlock program has been beneficial in stopping the flow of money to counterfeiters who either sell counterfeit products or phish for consumer financial information by creating a website that imitates the brand's website. This has been particularly successful for domain names that do not include the brand's marks in the URL and for reseller marketplaces such as eBay and Etsy. The RogueBlock team has been very helpful with escalating claims against repeat offenders who change domain names and working with Spyderco to submit claims against quick changing websites where products are available/ offered for a limited time frame."

online threats from counterfeiting criminals taking advantage of a brands' trusted reputation by targeting online consumers. We initiated a unique collaborative effort between the IACC and payment service providers to streamline a reporting process of online sellers profiting from counterfeit or pirated goods directly to the credit card and financial service companies submitted by rights-holders.

This bold initiative gave rise to RogueBlock, the IACC's multinational online enforcement program that exclusively represents the interests of companies dealing with counterfeiting and copyright piracy. RogueBlock facilitates a multifaceted approach to combat counterfeiters by diminishing the profitability of illicit sales.

Since inception, RogueBlock has terminated over 8,800 individual merchant accounts further impacting over 250,000 websites.

RogueBlock's global reach has grown to include referrals to law enforcement and strong ties with government officials. The program continues to identify emerging online trends and evolve as counterfeiters' change processing strategies to avoid detection.

In the coming months we look to expand existing relationships throughout the European region to further leverage RogueBlock's investigative efforts. We are excited as we diligently work to develop a variety of marketplace pilot programs as an added benefit to our participants. Look for our updates throughout 2023 as RogueBlock continues to evolve and grow.

- Spyderco



The IACC would like to thank its RogueBlock partners for their continued commitment and support in the fight against counterfeiting: MasterCard, Visa International, Visa Europe, PayPal, MoneyGram, American Express, Discover, PULSE, Diners Club, and Western Union.





## **Expanding Our Support for SMEs**

This year we ensured our SME members could access more resources and tools to expand and enrich their brand protection programs. In April, we launched the IACC's SME Brand Enforcement Toolkit at our Annual Conference in Washington, DC. It is designed to address needs specific to SMEs; each section of the toolkit is comprised of tactics that SMEs can implement internally, as well as recommendations for engaging external counsel or a service provider to take brand protection to the

next level. The IACC would like to thank the IACC SME Task Force for its support in developing this important resource for our members.

This year we also welcomed Mike Champion,
The Lumistella Company, and Philippa BerginFisher, Zimmermann, to the IACC Board of
Directors. Mike and Philippa will provide valuable
insight from an SME perspective as they help guide
and support the IACC's long-term strategy along
with the rest of the Board.







## Board Member Spotlight



Philippa Bergin-Fisher General Counsel Zimmermann

#### What does it mean to you to represent SMEs on the IACC Board of Directors?

I admire the work of the IACC and am honoured to have the opportunity to contribute. I see this role as a conduit between SMEs and the IACC, which serves to share the experiences and needs of the SME community with the IACC so that these may be taken into account in the work of the organization. To this end, I look forward to connecting with more SMEs across different countries and industries, to better understand and represent the needs of this group.

#### What is your top advice for SMEs looking to build their brand protection program?

Having developed Zimmermann's brand protection program over the past few years, I have learned a lot about this evolving area. My top two tips for SMEs are:

- 1. IACC MarketSafe program Often SMEs will engage lawyers to assist in the first instance, yet typically lawyers are expensive and have more experience with contentious matters than high-volume, low-value enforcements. For less cost, and with more success, this program allows SMEs to do take-downs themselves across Alibaba platforms (which are often a source of the problem). MarketSafe is fundamental to our brand protection program.
- 2. Diversity in the team Like the counterfeiters, we need to be agile and creative. Team diversity helps with this. We have a number of young people, with different backgrounds and skillsets, working part-time in brand enforcement. Their resourcefulness, creativity and technological prowess in conducting investigations and finding solutions is extremely impressive.

#### What are you most looking forward to in 2023?

I'm planning a trip to Uluru in Central Australia which I'm very excited about!





2022 Year in Review

## Board Member Spotlight



Mike Champion
President and CLO
The Lumistella Company

#### What does it mean to you to represent SMEs on the IACC Board of Directors?

IACC has been a strategic and innovative partner for major, global brands in the areas of brand protection, anti-counterfeiting education and advocacy. But SME's have not always had a seat at the table. Consequently, over the last few years, the organization has made great strides to engage SMEs and pull them into its membership ranks. This effort has greatly benefitted both the IACC and SMEs. I am proud to represent this important and growing member segment on the IACC Board of Directors, because it allows me to elevate key issues unique to SMEs. Board membership also allows me to collaborate on strategies and share knowledge with industry leaders and with the very talented staff at IACC.

#### What do you see for SMEs going into the next 5 years?

The next five years will bring an array of new technologies and challenges to the brand protection battlefield, with both positive and negative consequences. Innovations spurred by advancements in blockchain technology, digital/3D printing, quantum computing and the metaverse will precipitate an increase, and indeed open new fronts, in counterfeiting and other infringing activity. However, when properly harnessed, these same technologies will also assist in the fight. Even established companies with deep resources will struggle to keep up with and meet the curve. SMEs are in an even tougher position as many have yet to establish even basic anti-counterfeiting programs, let alone implement sophisticated tracking and enforcement SOPs to counter these new technology-based threats. This will be exacerbated by short-term recessionary pressures that are sure to impact many SMEs (sapping their available resources) disproportionately. IACC can be a tremendous resource and partner in helping SMEs face these headwinds. I encourage all our members to actively participate and share information related to these new challenges in the coming years.

#### How can SMEs take full advantage of their IACC membership?

First, proactivity is key. You must participate in the programs and sponsored programs if you want to get anything out of your membership. The information is there, and the resources are available, but you have to be proactive in obtaining them. Secondly, I highly recommend you attend the conferences. Trust me, they are attended by partners, vendors and subject matter experts that possess a wealth of knowledge and some great ideas. You will learn a lot! Third, consider joining and participating in the SME committee and other relevant committees and task forces that are appropriate for your business and your particular needs. Participating here means being active, not just sitting on calls. You will get out of it what you put into it. Finally, network, network network. It is crucial for SMEs with limited resources to leverage knowledge and action through networking.





## U.S. Legislative Updates

Several pieces of legislation affecting IP policy and enforcement continued to be debated in Congress in 2022 with one – the INFORM Consumers Act – enacted at the end of the year. The IACC welcomed the INFORM Consumers Act, which was introduced in early 2020, as a step in the right direction towards building a more secure ecommerce landscape. A number of other bills of particular interest to rightsholders – perhaps most notably, the SHOP SAFE Act – failed to make their way across the finish line but will undoubtedly be re-introduced in 2023. With that in mind, here are four bills we'll be watching closely during the 118th Congress (and you should be too).

### Bills to watch...

### SHOP SAFE Act

Though the Stopping Harmful Offers on Platforms by Screening Against Fakes in E-commerce Act (SHOP SAFE Act) failed to garner the level of momentum seen with respect to INFORM, it remains a priority for many rights-holders, and undoubtedly for both Republican and Democrat members of the House Judiciary Committee where it's seen the most activity to date. Much like INFORM, the SHOP SAFE Act would mandate a range of best practices related to verifying and vetting third-party sellers by e-commerce platforms. Where INFORM establishes an enforcement mechanism via the Federal Trade Commission, however, SHOP SAFE would provide for the imposition of secondary liability where platforms fail to implement the best practices for mitigating counterfeit sales detailed in the bill. Perhaps not surprisingly, the legislation has not received the widespread endorsement from e-commerce platforms that was the case with respect to INFORM.

## **Expanded Information-Sharing Authority for Border Enforcement**

Legislation to clarify and expand the authority of U.S. Customs and Border Protection to share information with private-sector stakeholders has been a long-standing priority for a number of IACC members. During the 117th Congress, Senator Chuck Grassley pressed the issue with his bill S. 1159. The provisions of Sen. Grassley's bill were adopted as part of the Senate-passed USICA package, but after the breakdown of negotiations between the House and Senate, were not included in the stripped-down CHIPS Act that ultimately became law. S. 1159 would have clarified CBP's authority to share relevant enforcement information not only with rights-holders, but also with e-commerce platforms and a range of other players in the e-commerce and trade space. The hope is that, in doing so, both the government and private sector would benefit from a more transparent view of the ecosystem, enabling more effective targeting, identification, and remediation of bad actors. We expect similar legislation to be introduced again in 2023.



## **U.S. Legislative Updates**

#### Bills to watch continued...

### **Customs Modernization Act**

For several years, U.S. Customs and Border Protection has been working with private sector stakeholders in the development of its 21st Century Customs Framework (21CCF). Those efforts continued throughout the 117th Congress, championed, in particular, by Senator Bill Cassidy, who has circulated draft legislation based on 21CCF proposals for trade facilitation and enforcement. The Customs Modernization Act, as the draft bill has become known, is expected to be introduced by Senator Cassidy sometime next year and could represent the most comprehensive overhaul of the border enforcement regime in years.

### **DRUGS Act**

Though focused on illicit online sales of pharmaceuticals, the Domain Reform for Unlawful Drug Sellers Act (DRUGS Act) will likely be of interest to rights-holders regardless of their product sector. The DRUGS Act seeks to create a framework for addressing widespread online sales of counterfeit and other illicit drugs by creating a "trusted notifier" process for identifying and rapidly locking and suspending domains used to facilitate such illegal activity at the registrar or registry level. The bill is viewed by some as a test case for the adoption of similar procedures to address online trafficking more broadly.

We look forward to working with you, as well as our colleagues in Congress and the Administration, to ensure that intellectual property rights remain high on our government's economic, trade and innovation agenda in 2023. If you'd like more information on the IACC's advocacy efforts, or you'd like to support those efforts, please reach out directly to Travis Johnson at (tjohnson@iacc.org).

2022 Advocacy Efforts

Review our 2022 advocacy efforts on behalf of rights-holders.

IACC 2022 Special 301 Recommendations to USTR 🕏

IACC 2022 Notorious Markets Recommendations to USTR 🗲

Private Sector Coalition Letter to Conferees re: INFORM / SHOP SAFE 🗦

Letter to President Biden re: IPEC Nomination 🗲

Letter to Conferees re: CBP Information Sharing Authority





## Conferences

### **Annual Conference**

Washington, DC, USA April 27-29, 2022





## Conferences

### **Annual Conference (cont.)**







## Conferences

### **Europol IP Crime Conference**

Rome, Italy October 27-28, 2022







## **Events & Training**

### **Virtual Events**

CBP Training Program - Chicago 

February 1-3, 2022

Protecting Your Brand in Latin America – Recent Developments and Expert Insights September 14, 2022

Protecting Your Brand in China - Briefing & Virtual Roundtable on Current Challenges Facing Brands October 6, 2022

### **Law Enforcement Training Program**



IACC Hosts In-Person Law Enforcement Training at the Port of Newark March 16, 2022



IACC Participates in Training with Los Angeles Sheriff's Department

May 18, 2022







## **Events & Training**

### Law Enforcement Training continued...



IACC Hosts In-Person Law Enforcement Training in Newberry, SC

September 21, 2022





IACC Hosts In-Person Law Enforcement Training in Gwinnett County, GA

September 22, 2022





IACC Hosts Law Enforcement Training in Honolulu, Hawaii October 12-13, 2022



IACC U.S. Law Enforcement IP Training Summary, New York City Police Department

November 10, 2022







## Partnership Updates



## The IACC and Guardia di Finanza Collaborate on European Expansion of Law Enforcement Training App

The IACC and the Guardia di Finanza (GdF) met in Rome to fortify their partnership and discuss tactics to advance the fight against counterfeiting. In a meeting in Rome, IACC President Bob Barchiesi and Commanding General Giuseppe Zafarana of the GdF led discussions, which included a presentation of the IACC's Law Enforcement Training App.

The IACC and the GdF established partnership in 2015 when they signed a Memorandum of Understanding (MOU) in Italy. The IACC has worked closely with the GdF, a militarized police force of over 68,000 members, instructing 600 new officers at the Recruit Training Academy in Bari.



## The IACC Opens Dialogue and Cooperation with CEO of Saudi Authority for IP (SAIP)

The IACC President Bob Barchiesi and executive staff hosted our first high-level meeting with H.E. Dr. Abdulaziz AlSwailem, CEO and Mrs. Aljawharah A. Alrajeh, Head of BOD and Advisors Office Department of the Saudi Authority for IP (SAIP).

During the meeting, SAIP and the IACC provided an in-depth introduction about our respective mission and goals and came away with concrete ideas on ways to share information and resources and collaborate to enhance IP protection and brands' experience with IP enforcement in Saudi Arabia. Future joint activities include areas such as small and medium sized enterprises, feedback on IP regulations and processes, among others.



## Partner Spotlights



### Giuseppe Zafaran

Army Corps General Guardia di Finanza (GdF) Rome, Italy

READ SPOTLIGHT



### Marta Castillo Gonzalez

**European Anti-Fraud Office (European Commission)** Deputy Head of Unit. Illicit trade, Health & Environment **Investigations & Operations** Brussels, Belgium

READ SPOTLIGHT





### Nawaf Ibrahim Al Hammad

Saudi Authority for Intellectual Property **Business Development Specialist, IP Respect** Riyadh, Saudi Arabia

READ SPOTLIGHT



## Member Spotlights

### **January**



Cynthia L. McAllister (Cindy)
C.F. Martin & Co. (Martin Guitar)



Mary Jo Murphy CSC USA



**Julie Mejia** Procter & Gamble Panama



**Deyanirr Solorio Nocetti** TMI Abogados Mexico

### February -



**Amy C. Ziegler** Greer Burns & Crain, Ltd. USA



**Laura Coulter** IP Services, Inc. USA



Florian Tute Scribos- a Kurz Company Germany



**Christine M. Plotke**The Estée Lauder Companies Inc.
USA

## March In celebration of our Women IP Warriors

## Morth America



Amber J. Lilly John Deere, USA



Amy Mandel MPA (Motion Picture Association) USA



Cynthia Merchant Novartis USA

### Women IP Warriors (cont.)

## North America



**Lindsay Kaps** Bath & Body Works USA



Marlene Throckmorton Stampin Up! Inc. USA



Wendy Yascur RIAA (Recording Industry Association of America) USA

## Asia Pacific



Cecilia Dou Apple, Inc. China



Krizzia "Kay" Peralta 3Doodler Hong Kong

## Latin America



Diana K. Martinez Arochi & Lindner Mexico



**Maria-Elena Lambrano** Chanel Panama

## Europe



Angela Tassone Law Enforcement Agency Police Agent Italy



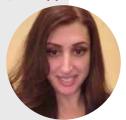
Fiona Gao LexisNexis Intellectual Property Solutions Netherlands



**Marion Couvreur** Alibaba Group, France

### Women IP Warriors (cont.)

## Our Staff



Carolyna Marchesani Program Manager for IACC RogueBlock IACC



**Heng Li** Program Analyst – Special Projects IACC



**Jennifer Chen** Senior Analyst IACC

### **April**



Andres Diaz
Managing Director,
AIT ENFORCEMENT
Mexico



Christine Lancaster CCL Design United Kingdom



**Guy Watkins** Gatekeeper Global, LLC USA



**Bastian Moritz** Hewlett Packard Enterprise Germany



Alain Cassam-Chenai Laboratoire Embryolisse France



**Roman Lukyanov** Semenov & Pevzner Law Firm Russia

## Member Spotlights

### **June**

## い H エ



Giles Lane Dyson United Kingdom



**Marc H. Trachtenberg** Greenberg Traurig, LLP USA



Jane Forrest
Intelligence & Investigation
Services Limited / IP Crime Unit
United Kingdom



**Panos Malamis**Malamis and Associates
Greece



**Cynthia Lao** Pamir Consulting, LLC USA



**Angel M. Melendez** Pfizer USA



Chris Montgomery
Slice Engineering
USA

## July





Francisco Carey
Carey
Chile



Alexandra (Alex) DeNeve New Balance USA



Bill Patterson Octane5 USA



**David Thompson** TRSS USA



## Member Spotlights

### **August**



Will Shannon Alitheon, Inc. USA



**Kara Zona**Crane Authentication
USA



**Maja Szumarska** Gibney, Anthony & Flaherty LLP USA



**Trudi Bordi**HDMI Licensing
Administrator, Inc.
USA



**Martin Chajchir** Marval O'Farrell Mairal Argentina



**Alan Jenkins**Millenia Consulting (UK) Ltd
England



Monica Mena UL USA

### September





**Wendy Yu** Sinofaith IP Group China



**Jon Merricks** VF Corp. USA



Christina Rios Alataris Western Digital USA

### **November**



Jennie Martel Colgate-Palmolive



Mark Manning iTrace Technologies, Inc. USA



**Viviana Gavilán Acuña** MIC Worldwide LLC, Paraguay United Kingdom

### **December**



Anna Grevtsova AIS IP Group Kazakhstan



Brett Mikkelson B.M. Investigations, Inc (M1 Consultants) Republic of Panama



**Phil Hamilton**Countercheck
Germany



**Ulla Loreth**PUMA SE
Germany



### **IACC Resources & Tools**

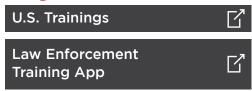
### **IACC Membership Information**



### **IACC Online Program Information**



## IACC Law Enforcement Training Program Information



#### Other Resources



## The International AntiCounterfeiting Coalition

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www.iacc.org



