D YOUNG[&]CO TRADE MARK NEWSLETTER^{no.113}

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Editorial



A common theme throughout our newsletters this year has been what preparations to make for the end of the Brexit transition period on 31 December 2020. In our last newsletter of the year a reminder that all EUTM's and RCD's that are registered by 31 December 2020 will be cloned by the UKIPO into national UK rights, maintaining their original filing, priority and seniority dates. The address for service for the cloned rights will initially be the address for service for the EU right; however, this is under consultation and it is likely there will soon be a requirement to appoint a UK address for service for any new matter. We welcome your Brexit questions and your usual D Young & Co advisor will be happy to give further advice on this subject. We are also running a webinar covering key points on 01 December 2020 (details are below) and our "IP & Brexit" guide is available online at www.dyoung.com/brexit.

Events



01 December 2020

Webinar: Your one month Brexit trade mark countdown essential preparations before and after 01 January 2021

Chartered Trade Mark Attorney Flora Cook will discuss the essential actions trade mark owners need to consider in order to be Brexit-ready. We are monitoring UK Government, UKIPO and EUIPO updates over the final days in the Brexit transition process and will incorporate any key last minute points into this webinar. More information on page 08 of this newsletter.

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Likelihood of confusion / distinctive character

EAGLE RARE soars to success UK High Court finds EAGLE RARE infringed by AMERICAN EAGLE

n Sazerac Brands LLC v Liverpool Gin
Distillery Ltd and Halewood Group [2020]
EWHC 2424 (Ch), the High Court found
that UK and EU trade marks EAGLE
RARE registered for bourbon whiskey
were infringed by sales of bourbon whiskey
under the brand "American Eagle". The
trade mark AMERICAN EAGLE for goods
in class 33 was also declared invalid.

Background

The Sazerac Company, one of the two largest spirit companies in America, has been producing and selling a high quality Kentucky bourbon whiskey for almost twenty years under the name "Eagle Rare". Eagle Rare is a prestigious bourbon and has won multiple awards including Best American Whiskey, Best Straight Bourbon Whiskey, Best Bourbon Whiskey and Best Kentucky Whiskey at The International Whisky Competition. Sazerac Brands LLC own several trade marks for EAGLE RARE in both the EU and UK in respect of class 33 covering alcoholic beverages, spirits, whiskey and bourbon.

The defendants were part of a company group whose CEO had created the "American Eagle" brand of Tennessee straight bourbon, sold in three versions: a four year old, an eight year old and a twelve year old. The twelve year old was launched in late February 2019, and this was used as the date at which the alleged infringement of the Eagle Rare trade marks was to be assessed. Halewood filed an application to register AMERICAN EAGLE as a UK trade mark for alcoholic beverages (except beers) and spirits, which proceeded to registration in September 2018.

The claimants sued the defendants for trade mark infringement under Sections 10(2) (likelihood of confusion) and 10(3) (unfair advantage) of the Trade Marks Act 1994 and the corresponding provisions of the EU Trade Mark Regulation (2017/1001).

Sazerac also challenged the validity of Halewood's mark. The defendants sought revocation of Sazerac's UK and EU trade marks on the grounds of non-use.

The case focused on two main issues:

- Whether the AMERICAN EAGLE sign is similar to the EAGLE RARE trade mark and used in relation to identical goods, namely bourbon whiskey, and whether there is consequently a likelihood of confusion on the part of the UK and EU public.
- Whether the sign AMERICAN EAGLE
 is similar to the trade mark EAGLE
 RARE, which has a reputation in the
 UK and in the EU, and whether the use
 of AMERICAN EAGLE takes unfair
 advantage of the distinctive character
 or repute of EAGLE RARE and/or is
 detrimental to its distinctive character.

Characteristics of the average consumer

In the first instance, Mr Justice Fancourt addressed the issue of identifying the average consumer. It was accepted that the average consumer in this instance is a consumer of bourbon whiskey. However, they were not a particular purchaser of a particular product. As a legal construct, the average consumer represented a range of characteristics of normal purchasers buying in various circumstances. The average consumer excluded consumers at either end of the knowledge and attentiveness spectrum (that is, those with no knowledge at all and connoisseurs). However, it included those who do not drink bourbon, but may purchase it as a gift.

It was accepted that there is a greater than usual degree of brand loyalty within the bourbon market and so, on average, the consumer has a somewhat higher degree of attentiveness than a consumer of other spirits.

Likelihood of confusion

Having established the average consumer, the court went on to objectively assess the

D Young & Co news

Top tier for twenty years! "One of the practices in the market"

most successful

· that with contact with or exposure to the whiskey market generally; or

> · that with contact with or exposure more specifically to the bourbon market.

The court concluded that it would "be illogical for the owner of the mark to have to prove a reputation in a field in which the mark has not yet been fully deployed, or deployed at all, if all that they were seeking to do was restrain infringement in a narrower field in which the mark had been used."

The court concluded that although EAGLE RARE was sufficiently well-known to have a reputation in the bourbon market of the UK and EU and that a significant part of the market would be confused as to whether American Eagle and Eagle Rare come from the same or economically linked undertakings, use of AMERICAN EAGLE would not cause detriment to the distinctive character of the EAGLE RARE trade marks.

Any association with the claimant's trade marks and their repute would not be harmful to the claimants. Whilst it may be frustrating that the claimants lose the only EAGLE association for whiskey in the UK and EU, the claimants are not entitled to a monopoly over that word.

Takeaway points from this case

Halewood's use of AMERICAN EAGLE was found to infringe Sazerac's EAGLE RARE mark and Halewood's mark was declared invalid.

This case highlights that whilst there may be a successful finding of a likelihood of confusion, distinctive character and reputation of a mark, it does not automatically follow that there is an unfair advantage or detriment.

This judgment also provides useful insight into the court's determination of key issues such as the average consumer and the nature of the relevant market, particularly when looking at niche or specialised products, such as bourbon whiskey.

Authors:

Alice Berkeley & Kamila Geremek

success of the firm and that of our clients. We are extremely pleased to receive such positive feedback and are grateful to our

clients and peers for their contribution

ince our September newsletter we have received fantastic news of a number of legal directory top tier rankings for the firm, as well as accolades for individual members of our trade mark team.

Top tier for 20 consecutive years

Legal 500 has ranked our trade mark team as a top tier UK firm and writes that: "D Young & Co LLP remains one of the most successful practices in the market, achieving significant growth through its client commitment and the breadth and quality of its services. The group excels in contentious and non-contentious matters and offers a combined team of trade mark attorneys and solicitors, as well as a well-staffed office in Munich. Opposition and appeal proceedings before the EUIPO, the UKIPO and the DPMA are an area of particular strength. The luxury, fashion, pharmaceutical and cosmetics, food and drinks, entertainment and sports, and household products sectors are the firm's mainstays, but the team's experience covers a much wider sector range."

Top tier for Chambers UK

We are very pleased to report that the D Young & Co trade mark team once again feature as a top tier firm in Chambers UK 2021. Chambers writes: "Leading trade mark prosecution service. Has reserves of expertise in the law of designs."

WTR Global Leaders 2021

Partner Jeremy Pennant is highlighted as one of only 36 UK trade mark practitioners in the World Trademark Review Global Leaders report.

IPSTARS Rising Stars 2020-21

Congratulations to Senior Associate Flora Cook who features as an IPSTARS "Rising Star" due to her contribution to the

to these surveys and reports.

www.dyoung.com/news-events

likelihood of confusion using the principles as set out in Comic Enterprises Ltd v Twentieth Century Fox Film Corporation.

The EAGLE RARE mark was considered to comprise a distinct word. EAGLE. and a commonplace word particularly in relation to aged spirts, RARE.

On the other hand, with AMERICAN EAGLE, the word AMERICAN was considered a much stronger word than RARE so the mark would be read as a composite whole.

Conceptually and aurally the signs are different although it was admitted that there is some visual similarity.

Given that the average consumer is considered to have a higher degree of attentiveness and likely to have some brand loyalty, the court found that there would be no likelihood of confusion within a significant portion of the bourbon buying public.

Whilst direct confusion was unlikely - in that a purchaser of bourbon was unlikely to mistake a bottle of American Eagle for the more familiar product of Eagle Rare - the same consumer would, however, likely assume that there was some connection between them, judging by the degree of similarity in names and the relevant market. This was sufficient to constitute a likelihood of confusion (indirect confusion), despite there being no evidence of any actual confusion.

Reputation of EAGLE RARE

The court then turned to the second issue regarding EAGLE RARE's reputation and the detriment to it, relying on the principles set out in General Motors Corporation v Yplon SA.

The parties were not in agreement as to the definition of the relevant public for the purpose of establishing reputation, more specifically whether the relevant part of the UK public was:

Puma v Nike Footwear brands dispute FOOTWARE

he UKIPO has dismissed Puma's opposition to Nike's application for FOOTWARE, finding that the mark is not descriptive or customary in relation to the goods and services applied for in classes 9, 38 and 42.

Nike Innovate CV applied to register the word mark FOOTWARE as a UK trade mark in March 2019. The application covers goods and services in classes 9, 38 and 42, including computer software and hardware, telecommunications services and cloud computing services. The UKIPO accepted the application, which was subsequently opposed by Puma SE.

Puma opposed the application on the basis of Sections 3(1)(b), 3(1)(c) and 3(1)(d) of the UK Trade Marks Act 1994, on the grounds that the mark FOOTWARE is:

- Non-distinctive: the mark is an ordinary descriptive term for the goods and services applied for in classes 9, 38 and 42 and is not striking, surprising, unusual or arbitrary;
- Descriptive: the mark is an obvious combination of the words "footwear" and "hardware" or "software" and simply informs consumers that the goods and services covered relate to hardware/ software in or for feet and footwear;
- A common descriptor: the mark is now customary in the relevant trade and has already been adopted by multiple users in connection with footwear and software/hardware technology.

Evidence

Puma filed evidence showing that it was the first company to integrate electronic hardware and software in sports shoes, in 1986, in addition to various articles concerning footwear products which include software or hardware, although these do not include reference to the term "Footware".

Further articles were filed which do make reference to the term "Footware", but the hearing officer noted that they showed only very limited evidence relating to use in the UK, and still less evidence of use



in relation to any of the contested goods or services in classes 9, 38 and 42.

Evidence was also filed by Puma of EU trade mark applications containing the suffix "- WARE" in classes 9, 38 and/ or 42 which were either partially or totally refused by the EUIPO. This was countered by Nike with evidence showing EU and UK trade mark registrations containing the suffix "- WARE" covering goods and services in classes 9, 38 and 42.

Nike further provided articles discussing footwear with embedded technology in which the products are variously referred to as "smart running trainers", "trackable trainers", "smart shoes", "smart football boots", "smart running shoes", "connected footwear", but notably not "Footware".

Decision

The hearing officer dismissed Puma's claim that the mark "FOOTWARE" is a combination of two non-distinctive elements, the combination of which amounts to no more than the sum of its parts.

She found that while "-WARE" is not inherently distinctive in relation to the class 9 goods or class 42 services applied for, given that it is likely to be perceived as referring to software, hardware, firmware or software as a service, "FOOT" cannot be found to be descriptive of such goods and is distinctive.

She noted that there is no evidence that "FOOT" has a distinct meaning in relation to any of the goods or services covered, unlike, for example, "BOOT", which may mean an item of footwear or an action in relation to a computer, depending on the context.

In relation to the telecommunications services covered in class 38, the hearing officer found that "-WARE" is unlikely to be perceived as referring to software, hardware or firmware, and again "FOOT" is distinctive in relation to such services.

In the hearing officer's view, the mark FOOTWARE is imprecise and does not have an immediately apparent or easily recognisable meaning. The evidence does not establish that the mark is used descriptively in relation to the goods and services applied for, and it is unlikely to be used descriptively in future.

With regard to the claim that the mark FOOTWARE has become customary in the trade, the hearing officer found that the evidence was insufficient to support the claim.

Conclusion

The opposition was therefore dismissed in its entirety, and Puma was ordered to pay Nike £1,300 in costs.

Author:

Natasha O'Shea



Reputation

Primus: beers or games? Novomatic AG and EUIPO v Brouwerij Haacht NV

Case details at a glance

Jurisdiction: European Union Decision level: General Court Parties: Novomatic AG (applicant) v European Union Intellectual Property

Office (EUIPO) (defendant) Date: 09 September 2020 Citation: T-669/19

Decision (PDF): https://dycip.com/t-669-19

ovomatic applied to register the mark PRIMUS in class 28 for goods including gaming apparatus, amusement machines and slot machines. Haacht opposed the application under Articles 8(1)(b) and 8(5) on the basis of earlier Benelux and EU registrations for PRIMUS covering non-alcoholic drinks, beers and wines.

Having been rejected at first instance, the Board of Appeal annulled the decision of the opposition division, agreeing that there was no confusion for the purposes of Article 8(1) (b), but finding a reputation, so that Article 8(5) was successful. This is the appeal by the applicant to the General Court.

Evidence

For Article 8(5), the criteria to be satisfied are:

- The signs are identical or similar.
- · The earlier mark has a reputation.
- There is proof that use of the proposed trade mark without due cause would take unfair advantage of, or be detrimental to, the distinctive character or the repute of the earlier mark.

Looking at the signs, clearly they are identical. The applicant contended that the evidence did not refer to the correct trade mark, but to a different form of the mark, but it was found that the below forms of use were acceptable as the additional elements did not alter the distinctive character of the mark PRIMUS.





Having established that the PRIMUS mark had been used, the court went on to consider the proof of reputation.

We know that evidence of reputation has to be dated prior to the filing date of the application, but the court reconfirmed that The evidence for PRIMUS's reputation in this case referred to Belgium specifically



documents dated after the filing date can be useful if they help conclusions to be reached concerning the position as it would have been on the filing date. Undated documents can also be taken into account if such documents support other evidence that has been filed.

The evidence referred to Belgium specifically and was considered sufficient to show a level of reputation even without market share and sales figures. Of note, although prices had been redacted from the invoices filed, owing to the number of invoices dated over a period of ten years, the invoices were taken into account to support the evidence of use over this period.

Photographs of different public houses and other premises that had PRIMUS on the facades in a number of different towns and therefore across a significant geographical area was significant in supporting the well-known status in Belgium, as was a survey that looked at the awareness of the earlier marks as well as sponsorship, showing investment, and awards.

In relation to the risk that use of the mark applied for would without due course take unfair advantage of or be detrimental to the distinctive character or reputation of the earlier mark, as we know, the degree of similarity between the respective marks has to be only such that a link is established. In considering whether or not any such link has been established, factors to be taken into account include the relevant public, the nature of the goods or services and any similarity, the reputation of the earlier mark and the level of distinctive character.

- The relevant territory for the public was Belgium as the reputation had been established there. The consumer for the gaming equipment would be a professional public whereas the consumer for beers is the average consumer and the professional public who buy the beers to offer in their establishments. The relevant public therefore overlaps in relation to the professional group whose attention tends to be high.
- The court pointed out that there is a difference in nature between the respective goods, lager beer on the one hand and gaming machines on the other hand. However, case law has already established a similarity between entertainment services and beer; the venue offering beer often features gaming equipment or other amusements and they are considered complementary. Consequently, there is a link between the goods.
- Bearing in mind the above, together with the facts that the signs are identical and a reputation had been established which in itself means that the earlier mark had at least established a normal level of distinctive character, the court concluded there is a risk that the public will associate the marks.

The applicant did not put forward any evidence to show due cause and the appeal was dismissed.

One take home from this decision is that it is possible to show a reputation without market share and sales figures, if evidence is carefully considered and reflects a practical understanding of the relevant market(s).

Author:

Jackie Johnson



Banksy's "Flower Bomber" **EUTM** declared invalid on grounds of bad faith **EUIPO** strikes down mark for lack of intention to use sign to commercialise goods

n invalidating the EUTM for Banksy's "Flower Bomber" street art (below), registered in respect of goods including printed matter such as stationery and posters in class 16, the EUIPO Cancellation Division applied the recent CJEU decision in Sky v Skykick (C-371/18) as to the circumstances when "bad faith" may apply, including: "where it is apparent ... that the proprietor of a trade mark has filed the application for registration...with the intention of obtaining...an exclusive right for purposes other than those falling within the functions of a trade mark, in particular the essential function of indicating origin."



In the present case, the EUIPO found that the EUTM had been filed in order for Banksy to have legal rights over the sign as he could not rely on copyright rights without compromising his anonymity. This, however, was not a function of a trade mark.

Banksy's subsequent use, which did not commence until after the application for invalidity had already been filed, "was not to use the trade mark to commercialise goods and carve out a portion of the relevant market. but only to circumvent the laws." The EUIPO held that these actions were inconsistent with honest practices.

One suspects that the proprietor's arguments against invalidation were not assisted by some of the evidence before the Cancellation Division, which included a statement, accredited to Banksy himself, that the motivation for his sale of goods bearing the mark was "possibly the least poetic reason to even make some art – a trade mark dispute".

Banksy was also quoted as having said that "for the past few months I've been making stuff for the sole purpose of fulfilling trade mark categories under EU law" and that the subject matter was "not a very sexy muse".

It will be interesting to see whether the trade mark proprietor. Pest Control Office Limited (the entity that deals with Banksy's matters), files an appeal against the decision. The applicant for invalidity, Full Colour Black Limited, produces numerous greetings cards featuring graffiti and may well seek to launch similar attacks on other EUTMs relating to different Banksy works.

We note, further, that Pest Control Office Limited filed a new EUTM application for the "Flower Bomber", which proceeded to registration in May 2020 and was filed after the commencement of Banksy's use of the mark. Whether Full Colour Black Limited will challenge this latter mark, and whether the outcome will be any different, remains to be seen.

Author:

Tamsin Holman

Case details at a glance

Jurisdiction: European Union Decision level: EUIPO Cancellation Division Parties: Full Colour Black Limited v Pest Control Office Limited Date: 14 September 2020

Link to decision: https://dycip.com/banksy-flower

Something's just not quite white... **General Court is** on the same wavelength as **Off-White LLC**

n October 2017, luxury fashion brand Off-White LLC filed an EUTM application for the logo below. The application covered various goods including, inter alia: soaps for personal use, perfumery and colognes (in class 3); glasses and sunglasses (in class 9); jewellery, cufflinks and watches (in class 14); and pillows and cushions (in class 20).

In January 2018, the examiner partially refused the application on the basis that the mark was descriptive and non-distinctive. The applicant appealed but the Board of Appeal largely agreed with the examiner's position. The Board of Appeal's reasoning was that the relevant public (the general public and professionals) would interpret OFF-WHITE as referring to a colour ("a white colour with a grey or yellowish tinge") which could be a descriptive reference to the colour of the goods. The figurative elements of the logo were simple and decorative and would not alter the public's view that OFF-WHITE would describe goods of a certain colour. The Board of Appeal also found that, because of its descriptive nature, OFF-WHITE was also devoid of distinctive character. A further appeal to the General Court ensued.

OFF-WHITE: descriptive of the goods in question?

For a mark to be refused on the basis that it is descriptive, there must be a direct and specific relationship between the mark and the goods and services for which registration is sought. The assessment is made through the eyes of the notional relevant consumer, in this case, the general public and professionals in the English-speaking territories of the EU (at least, the UK, Ireland, and Malta); the goods in question being everyday goods.

The General Court agreed with the Board of Appeal's perception that "off-white" would be understood as "a colour very close to white, frequently having a grey or yellow tinge; almost white", in line with the Oxford English Dictionary definition. The General Court also noted that the colour of a product could be a "characteristic" for the purposes of a descriptiveness objection under Art 7(1)(c) EUTMR. However, in order



Case details at a glance

Jurisdiction: European Union Decision level: General Court

Parties: Off-White LLC v European Union Intellectual Property Office (EUIPO) (defendant)

Date: 25 June 2020 Citation: T-133/19

Decision (PDF): https://dycip.com/off-white

Royal authorisation for use

The Lord Chamberlain v Grant Harrold British Queen blocks Royal Butler trade mark

for the descriptiveness objection to "bite", it would have to be shown that the colour would be "objective and inherent to the nature of [the goods in question], and intrinsic and permanent with regard to [those goods]".

The General Court noted that the aesthetic value and contribution of the colour to goods were subjective considerations. The value of a colour would vary based on individual consumer preferences. Such considerations could not determine how a sign may be perceived by the public as a whole.

The General Court concluded that OFF-WHITE was not descriptive of the goods, as it would not be the sole or predominant colour of the goods in question. Rather, an off-white colour would be "a purely random and incidental aspect which only some of those goods may have and which does not, in any event, have any direct and immediate link with their nature".

Independence of absolute grounds for refusal

The General Court stressed that the descriptiveness and non-distinctiveness grounds for refusal are independent of each other and need to be examined separately. Just because a mark is not descriptive it does not necessarily mean that it is therefore distinctive. In this case, the Board of Appeal found the mark to be descriptive and thus devoid of distinctive character. Given the General Court found the mark was not descriptive, the Board of Appeal had erred by simply deducing the mark was non-distinctive. Off-White's appeal to the General Court was therefore upheld.

Comment

This decision may be useful to deploy where marks consisting of colour names face objection on the basis that they are descriptive of the goods. However, it is clear that it will depend on the mark and the nature of the goods/services concerned. If the mark consists of a colour name that has a direct and immediate link with the goods in question (for example, "silver" for jewellery) then a descriptiveness objection may be well-founded.

Author:

Flora Cook



he British Queen has won in an opposition preventing one of Prince Charles' former butlers from registering the trade mark "The Royal Butler" for use in his etiquette training firm.

Mr Grant Harrold, who was previously employed by Prince Charles at his country estate as a butler, applied for a trade mark for the name "The Royal Butler" (as part of the mark shown below) for use in his etiquette training firm.



THE ROYAL BUTLER

The Lord Chamberlain, acting on behalf of the Queen, filed an opposition to the application, stating that Mr Harrold had not been granted permission to use the name arguing that Mr Harrold should not be able to register the mark, without permission from the Queen. The opposition was filed *inter alia* under section 4(1)(d) of the Trade Marks Act 1994 which requires the consent of Her Majesty or another member of the Royal Family to any trade mark which is likely to lead people to think that the applicant has or recently has had Royal patronage or authorisation.

Mr Harrold argued that the words "royal" and "butler" are dictionary words and, therefore, are not owned by anyone. He also noted that he had, in fact, previously been employed, as a butler in the household of HRH Prince of Wales between 2005 and 2011. He further argued that he had previously been granted permission to use "The Royal Butler" at a private meeting with senior royal members. In relation to the emblem, Mr Harrold argued that the device in the mark was not a royal emblem or insignia.

The UKIPO noted that the public is well aware that the royal family employs butlers and places importance on the observance

of correct etiquette. It held that the user of a mark featuring the words "The Royal Butler" in relation to butler/etiquette training would be assumed to be someone who holds or has recently held the office of the royal butler in the royal household, and that use of the mark would, therefore, indicate that the user had been given royal authorisation to use the mark. Turning to the evidence, the UKIPO concluded that Mr Harrold had not been given permission to use "The Royal Butler" as he claimed and for these reasons refused Mr Harrold's application to register the trade mark.

The UKIPO ruled in the Queen's favour, refusing the application in its entirety and ordering Mr Harrold pay £2,500 in costs to the Lord Chamberlain.

The case highlights the importance of seeking royal consent if you are interested in using a mark that is likely to lead people to think that the applicant has or recently has had royal patronage or authorisation.

Only recently there was controversy over the applications for "SUSSEX ROYAL" by the Duke and Duchess of Sussex, which were subsequently withdrawn.

The Lord Chamberlain's office produces definitive guidelines on the use of the royal arms, royal devices, emblems and titles and of photographs, portraits, engravings, effigies and busts of members of the UK royal family.

Author:

Richard Burton



Useful links

The Lord Chamberlain's office guidelines for use of royal arms:

https://dycip.com/royalarms-use

View the full decision:

https://dycip.com/theroyalbutler

D YOUNG®CO INTELLECTUAL PROPERTY

And finally...

D Young & Co webinar

Your one month Brexit trade mark countdown

Essential preparations before and after 01 January 2021



ith just one month remaining until the end of the transition period, Chartered Trade Mark Attorney Flora Cook will discuss the essential actions trade mark owners need to consider in order to be Brexit-ready, including:

- What steps need to be taken by the end of December 2020?
- The comparable UK trade mark.
- Implications for pending EU registry actions.
- EU and comparable UK trade mark renewals, expiry and late renewals.

We will also consider actions for 2021 as

the new regime commences, including:

- Re-filing new UK applications where an EU trade mark is not yet registered.
- Contentious proceedings in relation to re-filings and/or comparable UK trade marks.

The webinar will run at 9am, noon and 5pm GMT on Tuesday 01 December 2020.

We are monitoring UK Government, UKIPO and EUIPO updates over the final days in the Brexit transition process and will incorporate any key last minute points into this webinar.

Registration and further information

Please see: www.dyoung.com/webinar-dec-20.

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