

# Inventors' Network

Volume 7

of the Capital Area [INCA]

Issue 3

Mar 15 Meeting to be on 3rd Monday at NIH, Bldg 31C 6C10 5:30 - 8:00.

Our INCA meetings have returned to 3rd Mondays for the rest of the year.

(unless the Federal Government shuts down for weather or other unplanned reason.)

Confirm to the last moment by looking at <http://inca.interspeed.net>.)

## MEMBERSHIP Status:

We expect a membership-growth effort to include exchange invitations with other engineering and invention-related societies plus some advertising and directed mail. And our mailing list will be purged of names for which dues have not been received. Some copies of this mailing will include an envelope for the annual dues of \$36 where the INCA record of 1999 payment is incomplete (hopefully just pending).

## HOSPITALITY

We invite voluntary support to our Hospitality team. With your membership name-badge pinned on, you are ready to be a helpful host, even if you would rather think of your marketing, prototyping or funding issues.

It turns out that guests and friends have many of the same issues on their minds too. The extrovert within us often tells us our own needed wisdoms as we are responding to the issues our guests or associates want to talk about. THEREFORE, being a host offers as much value to an Inventor of INCA as hearing lectures or telling our own story.

That introvert within us is glad he introduced himself to guests when the guests turn out to have something of value to offer. Why else would they have come to our meeting? Our first civil duty is to ask another person in the room about his project or special interest. Our second duty is to find out what they feel they are looking for. In introducing them some of our other inventors we are sure to hear about opportunities and approaches for our own benefit. Then, too, my mother taught me to act fairly and to share with others. She thought I would feel better if I acted this way.

Our Hospitality Habit usually involves some food. Our hospitality volunteers deliver some nutrition so that we may meet as early as 5:30 - 6:30 and have sufficient energy to use our time well. The food system is anticipated to be self-renewing, wherein enough cash contributions are deposited in the box to make payment for next month's nutrients.

**Mr VAN-THANG NGOYEN** introduced participants of our February meeting to VIETNAMESE NEW YEAR. He exercised a dietary form of hostmanship by sharing wonderfully tasty Vietnamese food that included ba'nh-chung rice cake and sweet fruit goodies.

Our Vietnamese host is listed in Who's Who of American Inventors. INCA appreciates him too.

**Webmaster, Raoul reports about** web site: <http://inca.interspeed.net>

**Special practice:** the www habit is not included in writing our web-site name.

The quick change in web-site name did shut off some prior users of our site. Our entrance disk has had some stick-on return labels with our new site name. We will keep those labels available for a while.

Our traffic is now approximately 100 hits a month; up from 75 last year.

E-mail Raoul at [r-drapeau@usa.net](mailto:r-drapeau@usa.net)

## **SPEAKER-PROGRAM**

Our February speaker was **Dr. Robert Benson**, patent advisor within NIH. He told us how the NIH Technology Transfer office (TTO) has grown from 3 to 50 persons since mid 80s. Its federal business is to acquire intellectual property, advertise among probable health-care laboratory / businesses and negotiate licences. Its expenses, including University grants, amount to approximately ½ its growing **income, now at \$40 million per year.**

**Background: When the patents from federal contributors were made free to any American user, few firms were willing to invest in their commercial development. The new properties “sat on their shelves” without being useful to the health of the Nation.**

**A series of legislative actions made it possible for Federal laboratories to contract exclusive and other licenses to commercial biotechnology firms. Those licenses and Cooperative Research and Development Agreement Procedures (CRADAs) were seen by the investor / owner community as a viable justification to risk their own funds in further development and marketing of the health-enhancing products.**

**Royalty sharing from CRADA agreements of NIH and other laboratories allows civil servant inventors to accept up to a total of \$150,000 per year as their portion of royalties from commercial license ventures.**

## **FUTURE INCA PROGRAMS**

Our March 15 6:30 Panel of Speakers include internal talent including **Chuck Poponoe, Maurice Daniels, Bill Kuntz and Terry Levinson.** Members and guests are invited to e-mail questions to **RAY98INCA@aol.com** or bring written questions that the panel could weave into their initial comments. During our pre-meeting network time, Corner coaches and panel members will be circulating among members and guests. This is a good time to share queries. After the personal presentations, floor questions are welcome. The chair reserves an option to limit length of “short comments” by other than panel members. We expect the panel and its discussion of questions to use at least one-hour - till 7:30. We anticipate post-panel discussion to continue without much interruption from the chair. The facilities are formally available to us till 8:30.

On April 19 **Mac Woodward**, president of the Blue Ridge Inventor’s Club, will share observation about invention climate at Charlottesville and farther South in Va. Mac visits Washington regularly and includes visits to INCA frequently. One of his private passions has been to develop ideas, organizations and **far-sighted sponsors** to bring the independent inventor into main-stream visibility. He is in the process of **inventing means** to help inventors fit their properties of value into appropriate markets. He has been a part of the USPTO direct contact with inventors and inventor-representatives.

May 17 meeting is to feature **Dennis Van Dusen**, [vandusen@cais.com] of the MIT Enterprise Forum. Dennis is inventing a Capital Area environment for bringing angels, venture capitalists and other investment resources into direct interaction with inventors, managers, attorneys and other entrepreneurs whose work is ready to come-to-market.

*Dennis and his associates has drawn an audience of 170 to the first 1999 enterprise briefing. Scheduled themes are now scheduled for University of Va. Falls Church Campus, The Dingman Technology Center, near Dulles airport, and a second such conference at Georgetown Univ.*

Stay tuned to your e-mail for further announcements about places and times during which you might want to make a brief presentation of your opportunity and its business plan status. Dennis’ integrating structure brings expert panels and knowledgeable attendees to share assessment, recommendations and resources of funds and talent.

On June 21 **Frampton Ellis** [fellis@anatomicresearch.com] will be sharing more of his growing experience in the role of an international licensed inventor, and of the screening and assessments that seem appropriate for expanding a family of patent properties. As many of you know, this past summer Raoul took photographs of the front of a Scandinavian street car on which Frampton's licensed shoe was advertised.

July 19 **Fontelle Gilbert** [fontelleg@aol.com] is currently scheduled to coach us about enhancing the strengths that we know within ourselves and within our networks. She sometimes assists individuals and organizations in recognizing strengths they still need. Fontelle speaks to government, business and university groups about mid-life career changes, pre-retirement preparation, conflict resolution and living with an inventor. INCA members may want to bring their "significant other" as guest and co-learner.

## EDUCATION:

**Pre-Speaker Networking** "Corner Coaches" host individuals or groups about their themes between 5:30 - 6:30. **BUSINESS PLAN** is a 31-page model instruction and guide from a "main street" perspective. This SBA piece might be very useful for those whose patent work is getting ready for funding or marketing.

<http://www.sbaonline.sba.gov/starting/businessplan.html> A few downloaded copies are available from Ray.

## INCA / USPTO SATURDAY SEMINAR June 12 1999

**Patent Academy, CS4 1745 Jefferson Davis Highway 700 0900 - 1600**

**Anticipated Costs: Transportation, Parking and Lunch**

**[Parking & Metro instructions will follow]**

## **Lectures and Laboratory Experience : "Structuring Claims" "Electronic Searching"**

**Attendance-sizing to be estimated from response via** SATURDAY.SEMINAR@aol.com

INCA Membership team will communicate through e-mail of lists made available from Va., Md. & DC

technical societies, educational, business and professional organizations. Inventors from outside the Capital area are welcome to the event, but need a registration number from INCA.

Feedback to [raybik@aol.com](mailto:raybik@aol.com). Or 703 971 9216 Phone or fax.

**March is election and start-of-fiscal year. Nominees include:**

**Treasurer (Elected) (TE)** Phill Shaw, (current & willing to continue)

**Vice President (Elected) (VPE)** to be nominated

**& President (Elected) (PE)** Ray Gilbert (current & willing to be candidate)

## **Update on Position Guides for Directorates**

Names to the right of the underlined Directorship are Director Candidates

Names below the underlined Directorships are Volunteers for this function.

**A Speaker-Host Director, [SHD]** To be appointed

Bill Kuntz

Raoul Drapeau has done well

**An Education Director [EUD]** To be appointed

Bob Pulfrey

***Corner Coaches*** Frampton Ellis, Patents; Maurice Daniels, Marketing;  
Phill Shaw, Prototyping Bill Kuntz, Funding.

***Book or magazine-synopsis reporters.***

Ellis Gordon

John Melius

**Web Communication Director, (WCD)** Raoul Drapeau <http://inca.interspeed.net>.

Bob Lincoln has volunteered (1)

**Editor Director (EDD)** Ray Gilbert is enjoying the task.

**Asset & Facilities Director (AFD)**, Tom Moseley understands the territory.

Video camera person George Jones really likes the job; may be calling on substitutes if he must travel

Video librarian to be appointed

(Personal release statement records, as designed by JAD). To be implemented

**Judge Advocate Director, (JAD)** Mr Moon Soo Lee, of Lee and Associates has volunteered

Bob Lincoln John Eckert has volunteered

**Hospitality Director (HD)**, Jerry Porter is a Natural

All of us!!!!!!!

Food, drink, and collecting funds for same: Tom Moseley, with quarterly volunteers

**Membership Director, (MSD)** Bob Lincoln has volunteered (3)

Robert Pulfrey Fen Chen has volunteered

Bill Kuntz

Bob Lincoln

**At Large (Conference) Director (ATD)** Bob Lincoln has volunteered (2)

Bill Kuntz

John Eckert

Bob Lincoln

**Support Persons, Any of above:** Bill Kuntz

**Possible organization structure: [Quarterly meetings]**

**Treasurer**

**Vice President**

**President**

**At Large ATD**

**Speaker Host SHD**

**Web WCD**

**Facilities AFD**

**Membership MSD**

**Editor EDD**

**Judge Adv. JAD**

**Hospitality HD**

**Education EUD**

**Note from the National Society of Professional Engineers (NSPE):**

Elijah McCoy (1844 - 1929) invented a lubricator for steam engines that allowed the machines to remain in motion while being oiled, revolutionizing the industrial machine industry. Others tried to duplicate his invention, but customers insisted on "the real McCoy" coining the popular phrase.

[Nearly 70 years ago, Ray watched his dad's crew cast, machine, assemble, test and ship the "Eclipse Lubricator". Its aluminum case held many adjustable-output oscillating pumps which were partially immersed in the supply of lubricating oil. A similar lubricator and its oil distribution system is visible on the



that authorized civil servants to receive royalties from successful commercialization of patents they had assigned to their laboratories.

A second reinforcing input was from internet <http://www.emplaw.co.uk/free/data/065004.htm>. The UK Patent Act 1977, with Patents Rules 1995/2093 provided that an employee - inventor can apply to the court or to the Comptroller of Patents — for a compensation order. The employee must prove that the employer got an “outstanding benefit” from a patent based on the employee’s invention.

SPECIFICATIONS, with autocad DRAWINGS

Prototypes, Models & basis for Pricing

Thomas Register, 212 290 7277 in partnership with Autodesk now offer a free introductory set of “PartSpec” CD-ROMs (4), that permit access of specifications and drawings for more than 1/5 million parts from 130 manufacturers. While this asset might be useful in patent application drawings, it is sure to be important in product design, as well as in design of tooling and manufacturing processes. Of course, the process of making good product and manufacturing-process drawings usually means taking considerable time in researching the appropriate components, their interchangeability and their costs.

There is a timing benefit for having a CD-ROM set of specifications from Thomas Register. A single computer can be loaded with the ROM while its CAD software is in full use. Interruptions for downloads and inquires through internet are not necessary.

The close-budget inventors / producers will need to be alert to a subscription fee for subsequent updated CD-ROMS of this source.

#### INVENTORS’ DIGEST

I brought up some old copies of Inventors’ Digest while researching within Raoul’s website links. The work of Editor Joanne M Hayes-Rines is so elegant that I am subscribing to get a nice fresh copy each month. The quick way to subscribe is to call 1 800 838 8808 with your credit card in hand. That cost is \$22. You can also use the subscription as a gift. They take the data and send a card with the first issue.

Members of Invention Clubs like INCA are regularly invited to sign up in a group and get a special pricing of \$13 per year. Send your check to INVENTORS’ DIGEST PO Box 70 Guffey Co 80820.

## FUNDAMENTALS ABOUT COMMUNICATING A SALES MESSAGE

This message is not important to inventors who have gotten a “trophy-patent” and want only to look at it.

The message should be a change-of-mind-set for inventors who expect to sell licenses or products that reflect their patent(s). Similarly, the message is important to those entrepreneurs who need to collect the intellect, balance-of-talent and financial resources necessary to start a business from their Intellectual Property assets.

The fundamental is persistence. For each idea within an anticipated “winning combination” of ideas, it works like this:

First time presented:

Reaction is: “I reject it because it goes against former knowledge.”

Second time presented:

Reaction: "I understand it, I still reject it."

Third time presented

Reaction: "I agree, but I still have reservations."

Fourth time presented:

Reaction: "This is a very good idea."

Fifth time presented:

Reaction: "I use it all the time."

Sixth time presented:

Reaction: "I've known and used that idea as a favorite."

Question: At which "time presented" is a customer most likely to decide to make a transaction with my product that uses this idea? Bob the Commodore suggests the "Eighth time".

Many marketers stop presentations when they become tired of hearing it. ----- The creative challenge is to make each cycle of presentation so interesting, colorful, and commitment-driving that the presentation task is as rewarding to the presenter as to the receiver.