

Inventors' Network Volume 9

Of the Capital Area [INCA] Issue 6

Website: <http://inca.hispeed.com>

Bill Kuntz Pres (202) 638 4988 Phill Shaw Treas 202 927 3778

Ray Gilbert Editor (703) 971 9216

Raoul Drapeau, Web Master (703) 573 6055

Hospitality - Jerry Porter (301) 962 8491

Asset-Oversight , *Call Tom Moseley 301 384 6814 h*

Our MAY meeting seemed to be a test of inventor flexibility. Our elegant facilities within NIH were captured by a higher internal priority. Thanks to Jerry Porter, we had some time to adjust to this situation. Then thanks to everyone's good map-reading, we were further entertained in the beautiful home of Jerry Porter and Barbara Cross.

Our intended speaker, Mr Rodger Flagg, quickly adjusted to the change-in-venue, yet started North to Jerry & Barbara's place to become acquainted. Intense traffic stopped him. John Melius is rescheduling Mr Flagg for an INCA event.

MEETING: 3rd Monday,

18 June

5:30 Network w Pizza

6:30 **Mr Jerome Jackson:**

**US Patent Law -
Fundamentals and
Recent Trends**

7:30 Member & Guest Issues

Our speaker for **June 18** is **Mr Jerome Jackson**. His BS degree is in Electrical Engineering and Computer Science. His thesis was "Automatic Verification of Some Integrated Circuit Design Constraints". His 10 years engineering experience included digital and analog circuits; plus integrated circuit layout and manufacturing. Legal work included PTO petition practice. Preparing corporate Patent validity opinions permitted a kind of in-depth appreciation for pitfalls in Patent preparation and prosecution.

Our **July 16** meeting will host **Mr Neil Milgram** who will speak on "How to find a good injection molder". Several INCA members visited Mr. Milgram's presentation during a Baltimore trade show, and Bill has invited him to share expectations and costs that are realistic within the injection molding business.

Our **August 20** meeting is scheduled to have **Mr Rodger Flagg** who can help us understand more of the USPTO and court demands for sufficiency in search.

INCA celebrates its 10th anniversary on September 17. **Mr Richard Levy**, one of the Capital Inventor Society's (CIS) charter members will update his stories about "Furby" and other of his 125 innovative products. John Melius, our Program Executive, reports that Mr Levy is in the process of writing his 12th book; this one also for inventors. We can always depend on Richard Levy to open our eyes to important aspects of "getting ideas all the way into the "cashing-in" phase.

SPECIAL THANKS TO DR. LANCE LIOTTA of NIH, another charter member, for funding the cost of our meeting space. President Bill Kuntz met with Dr Liotta to discuss the value of INCA as an organization. As a support to the funding justification, Bill provided a short description of INCA and Ray delivered a full set of newsletters.

Mechanical Engineering (ASME) for November 2000 did a history of the Automobile by Richard Lentinello. He related how steam and electric vehicles were outperformed with the internal combustion engine systems. The top engineering achievements of the 20th century were put in priority by ASME readers:

- | | | | |
|--------------------------|----------------------------------|-----------------------------------|--------------------------------------|
| 1. Automobile | 2. Apollo | 3. Power Generation | 4. Agricultural Mechanization |
| 5. Airplane | 6. Integrated Circuits | 7. A/C & Refrigeration | 8. CAD/CAM |
| 9. Bioengineering | 10. Codes & Standards | | |

Jerry Porter followed up on the May-reported Patent Licensing Workshop by Ray Steck of Dayton Ohio. The Streck catalog 800 227 8325 says "Steck pays for ideas. Have you developed a unique tool for auto body repair? If your idea is original and Steck decides to use it, Steck will pay you a royalty on the tools sold." Jerry took one of his prototypes to the Streck company and was positively impressed with their response. More later, we hope.

Bill asked Ray to report briefly about production, distribution and costs for our Newsletter. Hopefully, the following information will assist in generating options regarding the breadth, coverage and membership discipline regarding expenses and income:

Category of "subscribers"	Local Territory	Rest of USA	Total	4 th line of address label
Dues-Paid Members	61	3	64	12/01 or 12/02
Paid Associates (\$10)	18	15	33	Assoc or RG
Unpaid Subscribers	54		54	<u>12/00 or ??</u>
Visitors	7			N - N example 2-5
Speakers & MITEF	23			Spkr
Press, Hosts, Govt & Mil	11	5		Host, Press or Gov
Complimentary exchanges W/Inventor Orgs		20		Com
Charter Members	3	1		
e-mail address only	-20			
Totals	157	43	200	

Cash:

Printing 230 ea \$77

Mailing \$75

\$152/mo x 12 = \$1824

Comparison: 30 months ago printing 170 copies = \$45; Mailing 150 @ \$.32 = \$48 Total: \$93/mo

Alternative 1: Post Cards @ \$.22 x 170 = \$37.40/mo

::Meeting Announcement Only

Alternative 2: E-Mail w/o 66 locals and 29 of rest.

::Miss half our total present list

Research, Composition & Edit	12 hrs	range 5 - 20 hrs	Volunteers Accepted
Transportation / printer & Post Office	1.5 hrs		"
Fold, Staple & Stamp	4 hrs		"

HARVARD_MANAGEMENT UPDATE Newsletter (Feb 2001) reports that physical assets of companies average less than 1/3 the value of their intangible [mostly Intellectual Property] assets. WWW.hbsp.harvard.edu

\$\$\$\$ Terry Bowers of Starpond tells Washington Techway (March 26) that winning one-in-eight proposals for the Navy SBIR is a better yield than offered by Venture Capitalists who take 20 to 40 percent of the business. Jeff White of Columbia Capital continues to cite his belief that “the good entrepreneurs will get funded”.

Andy Gibbs of Patent Café is introducing a new **Inventor Organization Affiliate** program. It is a web-base software program on which an individual can search and manage search-data within a “Verisign” secure workplace. Andy offers this **“IPSearchEngine”** as a patent working tool to invention club members at \$25/day. Some portion of the fee is returned to the inventor organization. Look at www.IPSearchEngine.com and try “Become An Affiliate”.

An e-mail message from SurfIP_Membership@bigonthenet.com has invited registration to use SurfIP as an IP Portal offered by the **Intellectual Property Office of Singapore** by BIGontheNet <<http://www.BIGontheNet.com>>

SurfIP <<http://www.SurfIP.gov.sg>> was launched in July 2000 to help individuals mine intellectual property and related technical information. Register before 30 June to qualify as a member and use these facilities to search international patent databases and technical sources. To register, enter
<<http://search.bigonthenet.com/ippserv/com.big.vo.user.CampaignSignUpSvt?cd=8001&bd=00000000&sd=0009&ld=01&mcd=01002-1>> Questions or comments welcome at <<mailto:Lily.Sim@BIGontheNet.com>>.

Mr Dick Goodwin 703 978 467775, a professional engineer, invited INCA persons or teams to publicize the invention process and/or invention products for Channel 10 and other **TV channels** that trade programs. Palmer Robeson has provided a video input describing his snow-puller. Are there other inventor/developers who are ready to put their stories into nearly-free channels that also are within their personal control? Reply to Ray 703 971 7443.

John Melius reported to INCA members that the **Rhino3D.com** program provided the best 3D Computer-Aided Graphic Design below a \$30,000 product. Its life-like rendering offers a remarkable level of virtual disclosure. This modeling tool for designers costs \$795, yet students and teachers can buy for \$195.

Wall Street Journal of April 25 in **“Secret Weapons”** tells how major companies such as Lockheed, Raytheon and ITT Industries are allowing commercially-oriented outsiders to examine their records about military technologies and to identify **commercially-profitable products**. Mike Buffa, Milcom Technology Inc president, says military contractors are “the richest gold mine in the world for advanced technologies”.

Success of this data mining renews the message from Rivette, REMBRANDTS IN THE ATTIC about new value unexpectedly found from intellectual property. [Ray thinks that “Rembrandts –“ is a MUST READ for serious inventors.]

The USPTO offers **“Celebrating the American Dream”** in the **6th annual Inventor’s Conference on Aug 3 & 4 at the Doubletree at Chrystal City.**

Speakers include J Davis, inventor of the Eggersciszser and Docie, author of the new Inventors’ Bible. This event is sponsored by the USPTO Independent Inventors Office. All of us should Plan to be there!!!!!! Sign-up at www.uspto.gov/go/iic2001 .

Talk to Dick Apley 703 305 9248 and Cathie Kirik 703 306 5568.

SELL LocalBusiness.com of Orange County reports on how **BulkWorks.com** takes off on Web

Bulkworks.com links small-business inventors to retailers for wholesale novelty products. On their first web day, about 500 customers were identified to the inventors and about \$200,000 changed hands. By their first business day BulkWorks.com had registered 602 inventors. Inventor average cost to be listed is \$340. Their products are reported to be visible to approx 6,450 buyers.

In contrast to fixed-price BulkWorks.com, other websites like Xybermart and USgift.com charge a commission, focusing on medium-sized companies.

BUY through WidgetJunction.com

WidgetJunction.com is a working B2B exchange for **custom fabricated parts and manufacturing**.

No contracts. No commissions. Free membership to Basic Members which allows **unlimited browsing** of the site. Basic Members are charged posting fees. Post RFQs for \$10-15, submit a quote for \$3 or post an ad for \$3. Premier Members are charged \$100 per year but pay no posting charges.

Free Premier and Associate Memberships are offered during the launch promotion.

RFQ-Quote Service Tool/Fixture Component/Part Subassembly Finished Product: Industrial, Medical, Consumer

Buyers can post an RFQ (Request For Quote) for custom parts and hard to find items. Attach photos, drawings and specifications. Vendors submit sealed Quotes or estimates which post to Buyer's RFQ on his "MyDesk" Page.

Buyers can "select" a Quote to obtain more detail, including Vendor contact information. Transaction fee (\$3) to Basic Members. (free to Premier Members). The Buyer and Vendor then communicate independently. The Buyer can remain anonymous.

WidgetDirect can provide Buyers a production quote on a confidential basis with a single point of contact for foreign manufacturing. Avoid problems associated with foreign sourcing.

Bulletin Board offers posting of classified ads relating to manufacturing on a global basis. The Bulletin Board can be

used to buy or sell excess inventory, raw materials, or equipment.

Resource Links bring directories of Associate Member service providers, technical references, trade associations, related exchange site, and other industry resources.

Comments: webmaster@widgetjunction.com

Opportunity for Public Comment - Dept of Energy Research Rolf.Butters@ee.doe.gov

National Energy Policy (NEP) recommends a review of cost and performance of the U.S. Department of Energy's Office of Energy Efficiency and Renewable Energy programs. (DOE) senior officials take comments during June 2001.

Copies of the National Energy Policy can be found at www.energy.gov <<http://www.energy.gov>>

The Office of Energy Efficiency and Renewable Energy (EERE) <<http://www.EREN.doe.gov>> funds research, development, demonstration and deployment (RDD&D) of affordable, advanced energy technologies and practices. Its sectors are (1) buildings, (2) industry, (3) transportation, (4) power generation and delivery, and (5) Federal government facilities.

Comments are invited to address: (1) current objectives, (2) suggested future objectives, (3) implementation of current and future programs, and (4) measured success in meeting objectives.

On June 14-15, 2001, STEP, along with the Institute of Medicine's Board on Health Care Services are holding a conference on **Medical Innovations in the Changing Healthcare Marketplace.**

This no charge conference aims to examine the drivers of medical innovation with a view to highlighting possible public policy levers to stimulate the development and diffusion of new medical technology. ---Debate about the relationship between technology and healthcare costs--- This event will be webcast, and a link to the audio stream will be available the day of the webcast at <http://www.nationalacademies.org/> register online at http://nationalacademies.org/med_innovations
