

Inventors' Network Volume 9

Of the Capital Area [INCA] Issue 10

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

Bill Kuntz Pres (202) 638 4988 Phill Shaw Treas 301 946 1843
JOHN MELIUS 301 870 8708: VP, PROGRAM CHAIRMAN:
Raoul Drapeau, Web Master (703) 573 6055
Hospitality - Jerry Porter (301) 962 8491
Asset-Oversight , *Call Tom Moseley 301 384 6814 h*
Ray Gilbert Editor (703) 971 9216

October 15, Mr Don Bonnett: SELLING IS

INEVITABLE : Don is president of Sandler Training institute. It offers "training" as a process for "growing people". Their focus includes professional development, sales, sales management, general management, customer service and "presentation" skills.

His corporate vision is to help his clients grow ever closer to their individual potential. See www.closingsales.com

November 19, PROFESSIONAL INVENTOR-DEVELOPERS

**Joint meeting of Industrial Designers Society of America, (IDSA)
Mid-Atlantic Chapter and INCA**

Mr Richard Levy, INCA charter member, enriched the 6th Independent Inventors Conference at the Pentagon City Double-Tree in August. He described his experiences in building his own invention(s) and bringing them to market. In a product-hungry modern toy market, the development process demands great cooperation and trust among larger-than-expected groups of high-tech talent.

Mr Levy answers inventors questions very clearly and well. He had a lot more to say than he had time to share during his stage time at our second local, annual INVENTOR'S MONTH conference. BRING A FRIEND!

Mr Walter (Terry) Greenfield, area executive for IDSA and co-host, will discuss evolvment and current contribution of **Industrial Designers**. Mr Greenfield is particularly knowledgeable about automobile design, rapid prototyping and invention processes for consumer products.

December 17 Licensing

Mr John Galbraith holds patents, is a registered patent agent and is experienced in market analysis. He will share his experience about making license agreements that are beneficial to all the parties.

MEETING: 3rd Monday,
**15 Oct Mr Don Bonnett:
SELLING IS INEVITABLE**

5:30 Meet at Jerry Porter's
See Map with Address & phone
on page 8 of this newsletter

6:30 Status reports for Summer's
progress.

7:30 Member & Guest Issues

*Boyer and Cohen were the 1996 Lemelson award (\$500,000) winners. [We may expect a June invitation from the Lemelson Foundation to offer candidates for this award next year.]

ERGONOMICS may have become a focus for invention: Last March the Congress repealed an ergonomics standard issued by OSHA. Now Labor Secretary Elaine Chao identifies principles for creating a new ergonomics approach:

Prevention: Prevent losses [injuries in the workplace] before they occur.

Sound Science: Base the approach on sound, available, science and research.

Incentive Driven: Build environment of cooperation and reward [between OSHA and employers].

Flexibility: Recognize varying capabilities and characteristics of different businesses.

Feasibility: Take account of the costs of compliance to small businesses.

Clarity: Any approach must include short, simple, and common sense instructions.

--Has anyone noticed the similarities between these criteria and good principles for expression of new and valuable intellectual property?

--

Story-telling. - About Inventors: Who would like to research and condense inventor stories about:

Tesla, Wright Brothers, Gould's Laser, Lemelson, Edison, Langley, Hedy Lamar, Gogle Steam car, Whittle's gas turbine,

Prototype Tooling: "Do it yourself" inventors who also are "Do it yourself" prototype fabricators may find great shopping for small tools and materials on www.micromark.com. A colorful and fully-priced catalog is also available by phone 1 800 225 1066.

More prototype tooling: www.warmplastic.com offers vacuum forming tables with materials and a 14 day guarantee. Vacuum forming offers blister packaging, plastic prototyping and model making. Arlene Puentes 877 560 6398

Invention City: Mike Marks was speaker at 6th Independent Inventors Convention. His website is <http://InventionCity.com>

DIGEST FEEDBACK: Next issue of Inventors' Digest will discuss the 18-month publication of patent applications. How do you, as an independent inventor, see this issue?

Have you included a PTO request to not publish your US-only application?

What does your patent attorney advise about the 18-month publication?

_____ What do you think are the BENEFITS to having your application published at 18 months?

What do you think are the DRAWBACKS to having your application published at 18 months?

Have you counted the time-to-publication for utility applications that are a continuation of a provisional patent application?

Note: The 18 month clock starts at filing the provisional. The continued Utility could be published as soon as 6 months after filing; perhaps before the first office action. E-mail your response to inventorD@aol.com

New INCA feature ?

Bill Kuntz, our President, puts this idea to our membership: How else should we enhance our knowledges and abilities?

I believe that the internet is a vast vat of knowledge for us. The question is how to find what we need easily and quickly. I propose as 15 minute training session at every INCA meeting. Each meeting would be exposed to a different topic..

How to use the INCA web page. How to research through the USPTO site. Education through Internet patent newsletters. Patent cafe.com & Other inventor-sharing home pages. Operating methods for creating and preserving files. Effective means of sending files, e-mail, home pages, etc. Patent searching on the net

The reader is invited to fill in other educational items to be given priority. We will take ideas in October too.

Ladder Inventors Win Design Case

The Sunday Aug 19 issue of New York Times reported that a federal jury awarded **\$116 million** to two inventors (Aldo DiBelardino and Andrew Ive) of a fire escape ladder. These were recent Harvard MBA graduates who worked out a novel design for a fire-ladder, and started their own X-IT company to produce and make sales of the ladder. Kidde showed an interest in the ladder and took some samples. When the X-IT entrepreneurs displayed at the next trade show, they discovered their product was being introduced to the fire safety world as a Kidde product.

A November 11 2000 report from The Business Journal of Greensboro/Winston-Salem revealed that X-IT products of Virginia Beach Va was seeking \$7.5million compensatory damages plus unspecified punitive damages and an order forbidding Kidde from manufacturing the fire escape ladder. As of November, their patents were still pending.

Apparently these young men had done their homework about fire escape ladders. One ladder company estimated that 10% of the 100 million households in the US are the market for such ladders.

The Jury case lasted a month, and the Jury deliberated 5 hours before bringing a decision whose punitive damages greatly exceeded

Microsoft anti-trust controversy and some of its lessons.

A Wall Street Journal article brings lessons from the Micro-soft anti-trust suit.

Products that really depend on Intellectual property must be managed differently than products that depended on our prior industrial economy. Many current products (and services) have their primary value from intellectual property e.g. software, pharmaceuticals, movies, records and timely management advice.

Bill Gates tells how new kinds of business are troubled with traditional economics notions of that underlie antitrust laws, patent laws, copyright laws and indeed, the whole public policy underpinnings of today's economy. During his CEO summit in May Bill communicated more of his position:

"With intellectual property, the up-front costs are what it's all about," he explained. "Say a piece of software costs \$10 million to create and the marginal costs, because it's going to be distributed electronically, are basically zero." Once the costs of development have been recouped, "every single additional unit is pure profit."

But if someone comes along with a significantly superior product, "your demand can literally almost drop to zero." That's different from a manufacturing or service business that's subject to capacity constraints. You either win big -- like Microsoft -- or lose big -- like the pile of dot-com carcasses building up in Nasdaq's wreckage.

THE PROBLEM: Can we rely on Adam Smith's "invisible hand" - of competition - to look after society's interests? Smith projected a world in which competition among producers would drive prices down to something close to marginal cost. Mr. Gates proposes that in his worst world, the marginal cost is zero; therefore, Smithian competition, *literally interpreted*, would destroy his business.

Is having monopoly power the only responsible way to make money?

Some of the nation's brightest economic minds gathered to grapple with "How intellectual-property businesses are changing the fundamental dynamics of the market economy". Co-authors Bradford DeLong and Hal Varian of book, "Information Rules," show how higher levels of business concentration are occurring.

Fed Chairman Alan Greenspan says, "there is always the danger that government policymakers and the courts could end up doing more harm than good. But a simple hands-off approach by government won't work. In a world where intellectual property serves as the source of greatest value, antitrust policy, patent rules, copyright rules and successful monetary policy may turn out to be more important than ever before. That means the government and the courts face a greater challenge to get it right.

I.B.M. Creates a Tiny **"Nano-Circuit"** Out of Carbon. Adapted from report by KENNETH CHANG NYTimes
I.B.M. scientists have built a computer circuit out of a single strand of carbon. The circuit performs only a single, simple operation of flipping a "true" to "false" and vice versa. But this marks the first time that a device made of carbon strands known as nanotubes has been able to carry out any sort of logic.

The fact that the researchers were able to build the circuit raises hopes that nanotubes could eventually be used for computer processors that pack up to 10,000 times more transistors in the same amount of space. "This is yet another test that nanotubes have passed," Dr. Avouris said. "The physics works."

The processing power of computer chips has consistently doubled every year or two as the size of transistors continues to shrink. But current chip-making technology, which etches circuits into silicon, is expected to run up against fundamental physics limits in 10 to 15 years.

The I.B.M. researchers are now trying to build the more complicated "and" and "or" operators and tie them together into more complex circuits.

Bulletin from United Inventors Association

Los Angeles, CA: Radar Television, an English production company currently filming in Los Angeles is looking for unusual inventions that have made a lot of money. They are producing a program called Banzai and would be interested in contacting inventors for a short studio item. Contact John Pocock at 818 817 5513

THE Inventor's Master Plan is the third book in a trilogy of how-to solutions for independent inventors. This 104-page book provides comprehensive, step-by-step guidance through the six essential phases of invention development and commercialization: invention definition, evaluation, patent search, prototype, patent application, and marketing/licensing.

Expert present each phase. Authors include Donald G. Kelly, founder of the PTO's Office of Independent Inventor Programs; Dr. Gerald Udell, PhD, professor of marketing and creator of the Preliminary_Innovation Evaluation System and Joanne Hayes-Rines, editor and publisher of Inventors' Digest magazine. www.inventorsdigest.com

October 12-13, 2001

Yankee Invention Expo and Entrepreneur Workshops 2001 [Set up of exhibit booths Oct 11, 8 - 11 a.m.]
Waterbury, Connecticut Call (203) 575-8322 or visit website: www.yankeeinventionexpo.org

October 14-17, 2001*

11th Annual Electronic Retailers Association Conference & Exposition 2001
Las Vegas, NV Website: www.retailing.org

Angel Investor News "Negotiating in Tough Times" BY John May

From: Angel_Investor_News_.ue.p8220.620710076@ixs1.net (Angel Investor News)

Ask an Angel Reprinted with permission from Knowledge@Wharton

Adam Breslin was simply courting angels. They are the earliest of early-stage investors.

His courting resulted in investments from seven sources, totaling more than \$1 million for his Washington, D.C.-based company, Pinpoint Training.

William Tkacs, Founder of Vested Capital Partners

The Angel Profile offers a thumbnail sketch of angel investors who share tips and insights about how to invest successfully. This issue features William Tkacs, founder of Vested Capital Partners, who works with Angel Investors in pre-screening potential deals to find the best investment opportunities possible. He's also forming an investment club, allowing Angels to pool capital to invest in mid-to-end-stage companies with high capital growth potential.

Mid-Atlantic Venture Fair October 15-17, 2001 Philadelphia, PA. www.gpv.com

Investor Business Plan Forum October 16, 2001 Quinnipiac School of Business Hamden, CT
Emailto: quesbmi@quinnipiac.edu

BioTech Workshop Overview October 24, 2001 Minneapolis, MN Contact: Kay Swanson 612-624-9508
Emailto: swans140@umn.edu

Next Stage Capital 2000 November 7, 2000 Harrisburg, PA www.venture-forum.org

step@nas.edu Contact Craig Schultz at cshultz@nas.edu

The STEP Board will be holding a conference on Intellectual Property Rights in the Knowledge-Based Economy: New Research on the Operation and Effects of the Patent System on October 22, 2001. Research commissioned by the STEP Board following their February 2000 conference on "Intellectual Property Rights: How Far Should They Be Extended" will be presented. Descriptions of the commissioned research can be found at <http://www.nationalacademies.org/ipr>

Business Week Sept 10 focuses on "GIANT KILLER attorneys who won big cases for small companies.

Raymond Niro of Chicago represented an inventor with a fuel-injected engine design. The jury was convinced that Polaris Industries Inc took the design 10 years ago without authorization of the inventor. The verdict plus interest brought the settlement to more than \$75 million.

Business Week's advice is: "Before you let prospective partners see any proprietary material — patented processes, trade secrets, business plans ---- have them sign a non-disclosure agreement. Apply for intellectual property as soon as possible. "

Inventive Principle of the Week announces the release of Basic TRIZ E-learning CD. This contains four learning modules with over 220 pages of content, examples and quizzes in an easy-to-learn point-and-click format:

Module 1: Introduction to the origin and evolution of TRIZ and I-TRIZ

Module 2: Ideality, Resources, Effects

Module 3: Contradictions, Contradiction Table (includes software version), & Separation Principles

Module 4: System Approach and problem statement modification

Basic TRIZ Course Objective:

Provide understanding of TRIZ, the Theory of Inventive Problem Solving

The contents of this CD is to help an individual "discover" a common thread between all great innovations.

To use "Ideality" like Leonardo daVinci.

Reveal, express and resolve contradictions associated with a problem

Expand an understanding of the system that contains a problem

Installation Requirements: 486 or greater PC-compatible CD-ROM drive 16MB RAM 45MB free disk space
Windows 95, 98, 2000 or NT

Mr Dana Clark of Ideation has agreed to extend his special offer of \$99 plus S&H to INCA friends through October. Reply with your order to: edu@ideationtriz.com or call Linda Clarke at 248-353-1313 Mention INCA.

Joanne Hayes-Rines are looking for **health and fitness-related products** to feature in the January/February 2002 issue of Inventors' Digest. If you've invented a product that fits this description -- and the product is on the market -- please contact ID's assistant editor, Kristina Provencher at Kristina@Kristinaprovencher.com

NOTICE: There are initiatives to, once again, push forth legislation that will dramatically change U.S. patent laws in ways that are not favorable to independent inventors.

Joanne is seeking help from individuals who want to be actively involved by monitoring legislation and contacting Senators and Congressmen and Senate and House Judiciary committees. She wants to find individuals who will team into a very active, extremely vigilant core group of people who will acquire timely information. If you want to be part of such a core group, e-mail her at Inventorsd@aol.com