

Inventors' Network Volume 10

Of the Capital Area [INCA] Issue 4

Website: inca.hispeed.com = **UIA WEBSITE EXCELLENCE AWARD 2001**

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Our Apr 15 Speakers

Our Program VP is continuing our education about Searching and Search resources. Two additional firms will relate their specialities.

Mr Frampton Ellis, inventor of Athletic shoes will bring us up to date on the role of royalties and licenses.

April 24 IDSA Book Signing Event

"meet-the-authors" evening, April 24th., 6:30 PM, to be held at IDSA's new national headquarters at The Dulles International Airport business park.

Jonathan Cagan and Craig Vogel have authored **"CREATING BREAKTHROUGH PRODUCTS"**.

Some who have read all or portions of this work bring special acclaim to its insights about focusing on **enhancing a customer's experience**. In a balanced way they also guide an inventor / designer / developer toward making their products appropriately perceived to permit management of profit levels through the making and distribution channels.

IDSA is investing in bringing these men to the greater Washington DC area. Some of your INCA members have already tested the perception tools and found they work within the commercialization market.

Serious product inventor/developers owe themselves the diligence to talk with these professional-level authors. Stacey.Main@BDK.com needs your reservation by Apr 22.

MEETING: 3rd Monday,
15 April 02
Potomac Community Center
11315 Falls Rd Potomac Md

5:30 Networking among Inventors

6:30 Search Specialists Briefings

7:00 Frampton Ellis Status
Managing Royalty

7:45 Member & Guest Topics

May 20 Program: Bryan Ruffner is ready to share his experiences and disclose his line of new products. Bryan's "closeness" about his intellectual property development was rewarded. When he started making international applications he saw that any prior disclosure precluded getting property in some nations.

Jerry Porter will share with us his status on issued property and his team's style of cooperation between inventor resources and business management resources.

June 17 Program: Dennis Van Dusen is the INCA person who helped many other INCA members to build a symbiotic relationship with MITEF.

It seems that many INCA members have property and an evolving business plan, and are shopping to find business talent and investors. Conversely, the local Massachusetts Institute of Technology's "Enterprise Forum" [MITEF] members and guests include technologists, business persons, "angels" and venture capital representatives who are shopping for entrepreneur teams having a business plan, properties and talents that offer high economic return with manageable risk.

Dennis is actively engaged with the Graduate Schools at Georgetown and George Washington Universities. He has been active in initiating new products and new businesses, with stories that are much more authentic (and exciting) than any fiction.

One of our Charter members, **Don Kelly**, now CEO of the Academy of Applied Science is expected to be with us on June 17 also.

July 15 Program: Mr Mark Gottlieb V.P. of DesignTech International will share with us some full-cycle stories about his 17 years of product design, development, manufacturing and distribution. His 100 person firm is located in Springfield Va.

Our **March program**, started with a reinforcement segment of education about Rapid Prototyping.

Mr. Peter Lamporte IDSA, from Forecast Product Development illustrated 3-D Scanning, Stereolithography, Metal Castings, ProCAST Plastics CNC machining and Selective Laser Sintering. He described a series of large and small parts and their typical tooling costs and short run production costs using these processes. We examined and felt the products. website: www.forecast-3d.com

Jim Ball discussed, with effective slides, the Federal programs to draw on independent and corporate inventors' capability to meet and beat the Terrorism challenge to our Nation. He described the acceleration approach to bringing best ideas to commercial practice. From the first BAA announcement, 1200 quad sheets were offered. A team of civil servants and contractors has screened, responded, and set contracts in place for a pilot lot; and the rest are being processed in their order of arrival. Typically, a \$400,000 contract is put in place to accelerate development of selected ideas. New sources of funding for this effort preclude forecasting the available level of commitment.

Jim highlighted a further growth in this "PULL" type program with two additional solicitation of "quad" presented ideas. Stay tuned to www.TSGW.GOV jball@erols.com (James A. Ball) Ph: 703-405-7247 Also see www.nlectc.org

Mr. Richard Leshuk rleshuk@aol.com of Institute of Industrial Engineers (IIE) and INCA, was particularly effective in drawing appropriate attention to John Straehlin's presentation, **Volunteers in Medical Engineering** (VME).

VME On the night after INCA, about 15 members and guests listened to Mr Straehlin. He told us of his observation that many medically-disadvantaged persons might benefit from pro-bono volunteer work by America's inventors. He works with large high-technology firms like Northrup Grumman whose engineers were proficient in adapting sensors and special technologies to special needs when they knew about them. Mr Straehlin has offered a means in which individuals, groups, and corporations take on roles of defining "what seems to be needed". Straelin's offer also applies to inventors, scientists and engineers that welcome an opportunity to use their talent and material to help needy persons by "inventing to a humanitarian purpose".

Jerry Porter tended the INCA table, illustrating his soon-to-be marketed "sipper-cup" that prevents unnecessary choking.

During dinner, Bill Kuntz discussed INCA in a few powerful sentences, and after dinner the questions from our members and guests sounded a lot like and INCA / IDSA meeting. Mr Straehlin arranged for notes to be taken and expressed sincere thanks for the thoughtful comments on behalf of VME.

Tom's Invention DEGREE Initiative DSMOSELEY@aol.com Evenings 301 384 6814

[Your editor is holding a place in the newsletter for an exchange about formalizing the invention-education process. Here is one response:]

What are the options for formally recognizing inventor skills and enhancing them in our education system(s).

What inventor knowledges, skills and attitudes are appropriately invested by

| | |
|-----------------------------|-----------------------------------|
| students 5 - 9 years old? | young adults 23 - 35 years old? |
| students 10 - 15 years old? | mid adults 36 - 55 years old? |
| students 15 - 22 years old? | active seniors 56 - 85 years old? |

What channels of education and experience can be adapted to the role of enhancing inventor effectiveness?

| | | |
|-----------------------|-------------------------------|--|
| Television & Internet | School laboratories | Junior Achievement - through invention |
| Summer School & Camps | Courses for "Gifted" students | Undergraduate Option programs |
| Graduate School | Inventor "Intern" programs | |

What organizations already have a viable interest in sponsoring "Inventor" development curricula and events?

USPTO Corner

Who Do You Trust?

John Calvert, Acting Director

Office of Independent Inventor Programs

john.calvert@uspto.gov 703 305-9248

Each year thousands of inventors in the United States see flashy advertisements for help in obtaining a patent and for marketing their ideas. They call the "800" number listed in the ad and begin their slide down that "slippery slope" to failure. Some invention promoters use these slick ads to hook the small inventor into spending thousands of dollars with little or no results. Each year these promoters take in what has been estimated at \$200 million. Congress passed the "Inventors' Rights Act of 1999" (Act) to protect independent inventors from unscrupulous invention promoters who prey on small inventors.

Beginning in early January the United States Patent and Trademark Office (USPTO) unveiled a television and radio campaign in five media markets. Thirty- and sixty-second ads were run in Tampa, San Francisco/San Jose, Pittsburgh, New York and Southern Florida (in Spanish). The ads also appeared in print in Popular Mechanics, The Family Handyman and Inventors Digest. Since the time these ads began the Office of Independent Inventor Programs (OIIP) has received over 600 phone calls from inventors asking for patent information. Education

and information are two of the basic building blocks of the Office of Independent Inventor Programs. Through continued outreach and education, it is hoped that the USPTO can make enough headway to defeat a major portion of the invention promoters.

Further, the Act provides a place for inventors to file complaints against invention promoters. The OIIP has received a number of complaints against various invention promoters. At present there have been 15 complaints forwarded to different promoters. There also have been a number of complaints withdrawn due to resolution between the complainant and the promoter. The first complaints and responses are available on our web site for viewing.

A number of earlier filed complaints required OIIP to review procedures for what constitutes a complaint, how complaints were handled and what was to happen once a complaint was mailed to the invention promoter. After our review we have revised our procedures and modified the complaint form to collect proper information as required by the Act.

As specified in the Act, the USPTO does not investigate or take legal action on the complaints. The sole responsibility of the USPTO and OIIP, in particular, is to be the recipient of complaints and the means for providing information to the public.

OIIP will continue with its primary functions of educating inventors about the patent and trademark processes and inform the public about unscrupulous invention promoters. We look to assistance from each of our customers in bringing to light individuals and firms that take advantage of independent inventors. Without your assistance we cannot provide the public at large with the information needed to assist others before they make a costly mistake.

DO NOT FILE A COMPLAINT WITH THE BETTER BUSINESS BUREAU about Inventor Fraud.

Westfield MA (News Alert) There seems to be a shocking new trend in the invention promotion industry. In recent months invention promoters have been suing inventors that file complaints against them with the Better Business Bureau (BBB). The BBB also provides arbitration for their members. Bob Lougher has contacted both the BBB and invention promoters for the statistics on BBB arbitration and have received no responses. Please be advised that the BBB is a paid membership organization; not a government agency.

If you feel that you have been the victim of inventor fraud read <http://www.uiausa.com/IThink.htm> .

If you filed a complaint against an invention promoter with the BBB and went through arbitration sponsored by the BBB, please contact me iagbob@aol.com with the results. Bob Lougher

from www.inventorsdigest.com

White Knight for Inventor SCAMS: SEE the May issue of **Popular Science!**

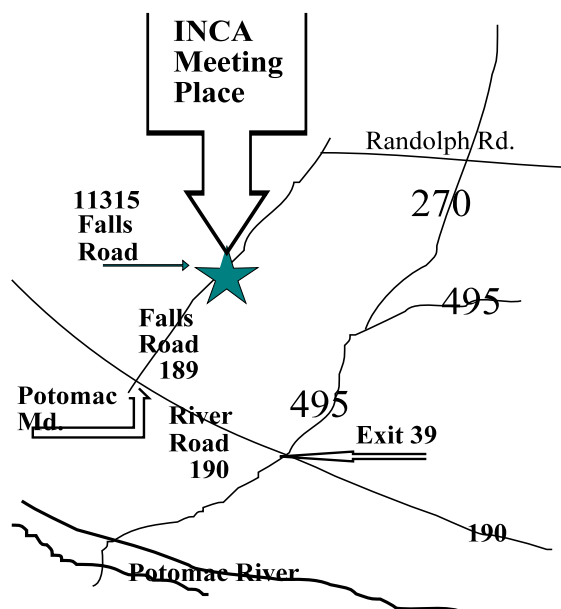
Bob Lougher, executive director of the United Inventors Association WWW.UIAUSA.COM-- will be featured. Bob's been responsible for putting several of these companies out of business and giving the presidents of other companies Excedrin headaches that just won't quit ... and neither will Bob! Read all about him in Popular Science.

CIA venture arm CNET News.com Extracted from Lisa Bowman article

In-Q-Tel, is CIA's venture arm that now allocates \$30 million per year to its new venture start-ups. CEO is Gilman Louie.

About 700 applications for In-Q-Tel software and security funding were received in its first 30 month life. Since 9/11 they received more than 1,000. in the last six months. In-Q-Tel has grown to fund more than 20 companies.

Louie said In-Q-Tel is interested in workhorse technology such as Internet search services, data organization software, security and privacy technology, and virtual 3D products. His executives are on the lookout for new technology, too. Companies landing funding so far include:



Browse3D: browser **Graviton:** wireless network, using sensors
Northern Light: customized search software
SafeWeb: security software to surf anonymously and block cookies

Will your product sell well on TV? Jo Anne at www.inventorsdigest.com reports that QVC is conducting a new product search on April 27-28, 2002, at the Mall of the Americas, Bloomington, Minn.

National Product Search will provide inventors, designers and manufacturers with a forum to share their innovative consumer products with QVC representatives from the merchandising, product development and vendor relations divisions. Workshops for inventors will educate in marketing, sales and product development. Register for an appointment. www.QVCproductsearch.com 1-866-302-4633. Tell them Jo Anne suggested you call.

Licensing Executive Society International Inc (LES) www.usa-canada.les.org will be meeting May 1-4 in the Mayflower Hotel in Washington DC. Its speakers include friends like Don Kelly and a range of topics that are critical to license-seeking inventors. Membership fee for LES USA & Canada is \$135. Information is available from Ken Schoppmann, 1800 Diagonal Road, Suite 280, Alexandria Va 22314-2840. Schoppk@les.org Washington Chapter President John C. Paul 202 408 4109 john.paul@finnagan.com

MIT Enterprise Forum StartupLab Case Study: Tuesday, April 23, 2002

Two Local Startups Making News: BUSINESS DEVICES and NAVIANCE

Plus a Featured Speaker: PV Boccasam, CEO, Approva Corporation:
 "Starting Up a Startup in Today's Environment" [Mr. Boccasam previously founded Entevo Corp., which he sold to BindView in 2000 for \$125 million.]

Networking and light buffet begins at 6:30 PM, Program at 7:00 PM NRECA Conference Center - Ballston, Arlington, Virginia

RSVP at <http://www.mitef.org>

Hooray!
 More than 60 INCA persons have provided timely replenishment of their dues this year.

And promise!
 Your editor just is not intending to bring up dues until sometime next year. Thanks

Communication Openings: INCA's image could be further enhanced with an active e-mail newsletter. Of course it can include our newsletter content, and distribution can be electronically quick. Who volunteers?

PRICING REALITY

Upset with the price of Gas? Internet message is meant to calm & compare.
Consider the cost to buy gallon of:

| | | | | | | | |
|-----------------|--------|--------|-------------|--------------|--------|------|----------|
| Lipton tea | 16 oZ. | \$1.19 | \$9.52/gal. | Scope | 1.5 oz | .99 | \$ 84.84 |
| Ocean Spray | 16 oz. | 1.25 | 10.00 " | Pepto Bismol | 4 " | 3.85 | 123.20 |
| Gatorade | 20 oz. | 1.59 | 10.17 | Vicks Nyquil | 6 " | 8.35 | 178.13 |
| Diet Snapple | 16 " | 1.29 | 10.32 | White Out | 0.7 " | 1.39 | \$254.37 |
| STP Brake Fluid | 12 " | 3.15 | 33.60 | Evian water, | 9 oz | | \$21.19 |

[So the next time you are at the "pump" , be glad your car does not run on Pepto Bismol, Nyquil, or White out.]