

Inventors' Network Volume 10

Of the Capital Area [INCA] Issue 1

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

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Hospitality - Jerry Porter (301) 962 8491
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Our Jan. 21 Speaker is Mr Jim Laughlin

His topic, "The Lonely Inventor" discusses issues of invention, representation (attorneys), and licensing. 202-424-7847
Email: jim.laughlin@jlaughlin.com

Mr Laughlin's practice is in intellectual property with a focus on litigation and counseling. He represents clients in chemical and electronics industries, including Monsanto, Union Oil Company of California, Texaco, Qualcomm, Owens Illinois, Hughes Aircraft, DeBeers and Dow Corning.

He has served as President of the National Inventors Hall of Fame Foundation and was Chairman of the Virginia State Bar Intellectual Property Law Section.

Advisory roles include board member, trustee and editor, the American Intellectual Property Law Association (AIPLA). He serves in committee on Rules for the United States Court of Customs and Patent Appeals; he is an educational lecturer the American University; American Intellectual Property Law Association and state bar and patent-related organizations in California, D.C., Michigan and Virginia..

Mr. Laughlin has been admitted to practice before the United States Supreme Court, the Virginia Supreme Court, the United States Court of Appeals for the Federal Circuit, and other Districts Court of Appeals. Additionally, Mr. Laughlin is registered to practice before the United States Patent and Trademark Office.

Our Feb. 18 Speaker is Mr. Sean Wise

sean@repliforminc.com

Mr Wise is especially knowledgeable about short-run injection-mold issues. We expect to hear some of his insights into ways to deal with the making of product & component-shaping molds. He also has a capacity to demonstrate "Magics".

Note: Our February meeting occurs on a night that the Community Center is closed. Jerry and Barbara have offered their house again as out February meeting place: 2818 Jutland Rd, Kensington Md. 301 962 8491 Map will be on Newsletter.

Our Mar. 18 Speaker is scheduled to be Mr Jim Ball, INCA charter member.

MEETING: 3rd Monday,
21 Jan 02 Mr Jim Laughlin
5:30 Networking at **Potomac
Community Center**
11315 Falls Rd -Potomac Md
20854-2246 Map on page 8.

6:30 Mr. Jim Laughlin
7:30 Member & Guest Issues

Our December meeting started with recognition of INCA volunteer roles. Bill focused earned attention on RayG, JohnM, Phill\$, PalmerR, RaoulD, TomM, JerryP. and reflectively on BillK.

Our expected speaker could not attend. However President Bill Kuntz invited participants to report on what they intended to do in 2002, and speak to how INCA might enhance itself during 2002.

Greg Boyd recommended more “show and tell”, and Bill invited all with show-and-tell to bring them for a 3-minute sharing. **Maurice Daniels** announced his search for \$10m in venture capital for his on-going major scientific effort. **Joel Price** summarized work leading to commercialization in participation with some of our INCA members.

Byron Bloch (301) 299 1800 of IDSA shared his idea of what INCA needed; and how IDSA members might contribute to that need with a half-day seminar to “show and tell” with case studies. Byron is a consultant in Auto Safety Design. He proposed that IDSA experts could enhance INCA-members understanding of the **processes** for bringing an idea through product-engineering, prototype, patenting and into market condition. He summarized one of his industrial design contributions to automotive safety: Relocating the fuel tank from within a crush zone to a more-forward location. His motivation was to see fewer burn victims.

Marshal Johnson, also of IDSA, reported on his participation in establishing an industrial zone in Mechanicsville, near Richmond. Marshal is contributing his Industrial Design talent within the Mechanicsville Community College.

Terry Greenfield, IDSA executive, spoke to the abundance of resources that become visible to IDSA members. **John Melius** reported, in part, on how these IDSA resources had led him to the right person in his target customer’s organization. John also praised the work of Rodger Flagg’s EXPRESS SEARCH organization.

Rodger Flagg clarified that his searchers focused on both “function” and “structure”, wherein it was not unusual for an inventor to discover that the searched “working principle” had application in fields beyond the inventor’s initial anticipation.

John Christian introduced his chronology of interests that led to his current interest in designing buildings (that can be constructed within budget). His emphasis is to present “what my client would design if they had my skills”.

Nils Erickson reported that **Brad Hodges** of the \$1.5mil/yr Federation of the Blind, Baltimore, would host an INCA visit to their Technical Center in Baltimore. About 15 attendees expressed interest in such a research outing.

Carl Boehm is president of a student-inventor club in Farmville Va. He spoke briefly of utilizing talent such as represented within INCA to form an inventor’s firm that would interact with major corporations to augment their internal invention efforts.

Bernadette Musselwhite is a Business Development Specialist for Montgomery County Md. (240) 777 2000. She is particularly interested in helping inventors with resources available through the Department of Economic Development for Montgomery County. See www.TheIdeaLocation.com and her e-mail is musseb@co.mo.md.us

Raoul Drapeau, our webmaster, reported allowance and recent issue of his patent on his kayak-exercise machine. His application was the first for independent inventors to be entered through the electronic application system. He noted that the multiple pages of drawing were not combined by USPTO, but were printed in full, as sent.

Bryan Ruffner also reported on allowance of his US core patent, plus meeting the deadlines on 3 divisional applications, one continuation-in-part and international applications for UK, Canada and Australia. He has learned a lot!

Bryan’s intellectual property has 100 pages and 120 claims. He learned that UK restriction on disclosure that are far more stringent than in the USPTO system. He also learned that use of provisional patents can induce a surprisingly

severe time squeeze on international applications. The “clock” for a one-year maximum delay between US and an international application starts with a provisional’s application date, if a provisional application is used.

Possible INCA actions re, Place-to-meet: Bill reported that security concerns at NIH have not been mitigated.

One person suggested alternating INCA meetings between Md and Va in the interest of travel time.

Mike Stang and **George Miller** recommended more demonstrations of prototyping.

Richard Singer recommended more “How to” instruction to include pricing, marketing, website-making source-finding and advertising.

May Leiner expressed an interest in helping other inventors as a means for learning how to be an effective inventor, and as a means for building some equity in projects that matched with her talents.

Several spoke of the merit for a listing of INCA member’s skills and abilities. Raoul responded to this request by reminding us of a survey that was offered in prior times. In short order, Raoul brought that prior survey-of-talent to the first page of his website <http://inca.hispeed.com>.

Bill Kuntz reinforced Raoul’s position with comments re: “the way INCA volunteer-actions work”.

Individuals need to be timely in response to needs seen by themselves and to agreement with ideas expressed.

Raoul reported on the internet feedback for a proposed website name: **DCINVENTORS.ORG**

When a name-change occurs we will have announcements, **in the meantime it is inca.hispeed.com.**

Ray Gilbert reported finding a website that described The Bicycle Retailer and Industry News: <http://209.11.43.239>

A panel introduced a discussion about **equitable contributions and ownership** for team-based commercialization of inventions. That story is evolving, and will probably play out in later newsletters and e-mail responses.

Jerry Porter lauded last month’s presentation by **Terry Greenfield** about Industrial Design’s Process and Resources.

YEARLY DUES NOW DUE: Jerry testified that the **VALUE of INCA networking and instruction** greatly exceeds the **monthly dues of \$36**. However, effective operation of INCA is dependent on timeliness of dues payment.

For \$36 a person is registered as a full member of INCA through the Calendar year. Some folks just sign on for 2 years at a time. Associate members pay \$10 for their subscription, and pay \$5 at the door, or send it to the treasurer for each attended meeting. Members and associate members can view their dues status on their printed address label. When your address label says 12/02, our volunteer records show your dues paid for 2002.

Individuals may be guests without payment (other than for their selection of Pizza) for their first two meetings.

An addressed envelope is included in this January newsletter. Executive order shuts off newsletter after two months delinquency in payment of dues.

Message from **Independent Inventor’s Office of USPTO**. From:

Richard.Apley@USPTO.GOV

The new USPTO Director will be Jim Rogan.

After 2 years as director the Office of Independent Inventor Programs, Dick Apley has retired. During his 36 years at the USPTO, he issued over 8,000 patents and reviewed over 70,000 applications.

Dick Apley will be teaching at the USPTO's Patent Academy. His contribution includes an initial training program for newly hired patent examiners. [He promises to give a bias towards helping the independent inventor]. He hopes to continue an involvement with independent inventor organizations.

During 2002 the USPTO intends to execute a more aggressive media campaign against fraudulent and deceptive invention promotion firms. The initiative will include a campaign to educate the inventor community to the practices used by these firms.
The inventor will need to do more investigation of these firms before giving their money to them.

Another USPTO initiative for inventor protection is electronic publishing of the complaints the USPTO has received from inventors about these companies.

Dick's successor is expected to continue a review of the fee structure in response to The American Inventor Protection Act [AIPA].... to encourage maximum participation by the inventor community.

Independent Inventors can expect to see the Independent Inventors office's (IIO) continuation of their outreach seminars. And the IIO's continuation in creative and dedicated service helping independent inventors.

ADDRESS: Director, Office of Independent Inventor Programs Under Secretary and Commissioner's Office Box 24
Washington, D.C. 20231 (703) 305 9248

INCA PRESIDENT'S MESSAGES

Hi Ray, I seldom give **direct orders** anymore, but here is one: In the next letter insert:

"The following is shown here at the direction of **Bill Kuntz**:

The officers and members of INCA wish to express their deep appreciation for the extraordinary newsletters produced monthly by Ray Gilbert. Ray researches, condenses, prods, gleans and writes so that all of us may benefit. We acknowledge with great thanks his devotion to IP."

This is not optional! Bill

Another very smooth presidential message:

Hi Ray,

I have been thinking about INCA officers for next year and believe something like the following would be helpful.

MARCH ELECTIONS

INCA elects officers each March and I would appreciate your help in making 2002 a great year for INCA. To recap, the treasurer, vice president and president are the elected officers. Appointed officers are the editor, VP - program director, and the Web Master.

The elected treasurer, Phill Shaw, and VP, Ray Gilbert have a long history of dedicated, outstanding service to INCA. To say that all these folk have made great contributions to INCA and have done a consistently grand job is a huge understatement.

Personally, I would like all of those mentioned above to continue serving INCA and none have told me they would not.

Now as to the president, me, you have a choice. **INCA may elect any member as a new president or elect me for one more year.** I am willing to contribute for another, final year although turning over the reins would be welcome.. The choice is yours and I invite you to consider what is best for INCA as we approach the elections in March.

Bill Kuntz Note: Bill's addresses are [BANDBKUNTZ@Prodigy.net](mailto: BANDBKUNTZ@Prodigy.net) 1234 Mass Ave Wash DC 20005 (302) 226 3313

[Has INCA or CIS ever experienced so smooth a chief executive? Let's not keep our satisfaction with his volunteer-performance a secret. In lieu of a "generous \$ bonus", let's send him some appreciation messages.]

An action message from **Alex Fraser**, a past president of INCA.

I just got a letter from a firm which expresses interest in my inventions.....which they learned about via INCA. Will keep you posted regarding results, if any. Many thanks and best wishes.

EDITOR: If other members want to use the leverage of our INCA website, their intellectual properties may be advertised [as part of the great membership dues bargain] within the space committed by RAOUL for that purpose. 703 573 6055

From: **UIAUSA** United Inventors Association (UIA) News Update Bulletin www.uiausa.com/Bulletin121901-1.htm

February 10-14, 2002

American International Toy Fair Jacob K. Javits Convention Center, NY City (212) 675-1141 www.toy-tia.org/AITF

April 5-6, 2002

Midwest Inventors Conference & Resource Expo Flint, MI Speakers and Workshops (810) 232-7101

May 3, 2002

Pulse of Innovation Trade Show Long Island, NY Invention Trade Show E-mail: [lcarter@lift.org](mailto: lcarter@lift.org)

SERIOUS ATTENTION TO INVENTOR SCAMS:

To date, over 15 individuals have pleaded guilty or been convicted of mail fraud or tax fraud charges stemming from the business practices of **American Inventor's Corporation**, including Ronald Boulерice who pleaded guilty on May 14, 2001 and was sentenced to eight years' imprisonment, a fine of \$7.3 million, and restitution of \$2.3 million.

Another defendant, Leon Gilden, age 54, has been a fugitive from charges since May of 1999. Gilden has been known to use the alias "Jeffrey Johnson" at times and is believed to be somewhere in the northwest part of the United States. To obtain a fugitive photo of Gilden sign on to US Postal Service website at www.usps.com/websites/depart/inspect/gilden.htm .

This case resulted from a five year investigation by the U.S. Postal Inspection Service and U.S. Internal Revenue Service's Criminal Investigation into the business activities of American Inventors Corporation, formerly located at 82 Broad Street, Westfield, Massachusetts.. The case was prosecuted by Assistant U.S. Attorney William M. Welch, II of the Sullivan's Office in Springfield.

Joanne Hayes-Rines, Publisher

USPTO Instructions for inventors who intend to use the services of an invention promoter/promotion firm:

Keep in mind that the firm **must disclose** specific information to you regarding their past business practices. This mandatory disclosure is required by law and is intended to help you make an informed decision whether or not the firm will meet your needs.

Specifically, before an invention promotion contract can be established between you and the firm, each invention promotion firm must disclose to you in writing each of the following items of information:

- (1) The total number of inventions evaluated by the invention promoter for commercial potential in the past 5 years, as well as the number of those inventions that received positive evaluations, and the number of those inventions that received negative evaluations

This promoter's experience track record:

Do they generally give mostly positive or negative evaluations?

Is there a balance between their positive and negative evaluation history?

- (2) The total number of customers who have contracted with the invention promoter in the past 5 years, not including customers who have purchased trade show services, research, advertising, or other nonmarketing services from the invention promoter, or who have defaulted in their payment to the invention promoter.

How experienced is the promoter or firm?

What volume of services do they provide?

- (3) The total number of customers known by the invention promoter to have received a net financial profit as a direct result of the invention promotion services provided by such invention promoter

What financial impact, if any, has the promoter or firm actually made to its customers?

- (4) The total number of customers known by the invention promoter to have received license agreements for their inventions as a direct result of the invention promotion services provided by such invention promoter.

This information should help enable an inventor to gauge the effectiveness of the firm.

What is the firm's direct impact on its customers?

Be aware that just because a license agreement was eventually secured for a given invention does not necessarily mean that it was a "direct result" of the promotion activities of the firm.

- (5) The names and addresses of all previous invention promotion companies with which the invention promoter or its officers have collectively or individually been affiliated in the previous 10 years.

What is the history of the promoter or firm?

-even if the promoter changes firms or the firm changes its name.

How do I register a complaint against an invention promotion firm with the USPTO?

The American Inventors Protection Act of 1999 provides that the USPTO will:

- (1) accept complaints filed against invention promoters/promotion firms; Inventors can use PTO/SB/2048
- (2) forward these complaints to the invention promoters/promotion firms for response; and
- (3) make the complaints and responses publicly available. - on WWW.USPTO.GOV

The complaint must indicate that it is a complaint filed under the American Inventors Protection Act of 1999. The USPTO has a form (PTO/SB/2048) for the purpose of lodging such a complaint; however, use of this form is not mandatory.

What are the minimum requirements for a complaint?

1. The name and address of the person making the complaint;
2. The name and address of the invention promoter/promotion firm;
3. The name of the customer of the invention promoter/promotion firm;
4. An explanation of the invention promotion services offered or performed;
5. The name of the mass media used to advertise the invention promoter's services;***
6. An explanation of the relationship between the customer and the invention promotion services;
7. A signature of the complainant.

The complaint should fairly and impartially summarize the action or inaction of the invention promoter/promotion firm that is the basis of the complaint. The purpose of the American Inventors Protection Act of 1999 is to provide complainants with a forum for publicly making a complaint against an invention promoter/promotion firm.

*** Note: Mac Woodward of the Charlottesville Inventor's group suggests that inventors who observe a typical promotion firm advertisement on TV should call, e-mail or write the station. The inventor's message might ask the manager about the magnitude of due diligence exercised in letting an advertisement contract for an invention promotion firm, and refer the manager to the American Inventors Protection Act of 1999.

Mac notes that TV stations must reapply for their frequency allocation at regular intervals. They must show evidence that they are meeting intent of our laws. Some responsible inventors may need to help jar the conscience of station owners.

Design Space Workshop at Arizona State University

Observing ordinary experience to visualize extraordinary products

MARCH 14-16, 2002 Tempe, Arizona

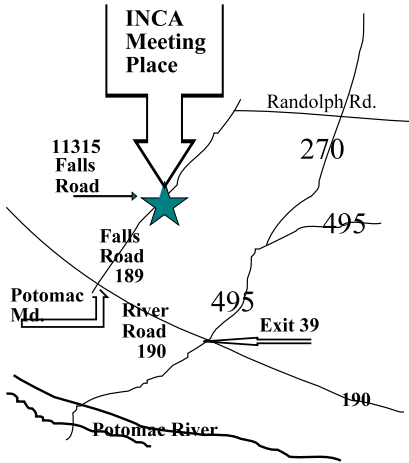
Studying people prior to designing products has become a critical and cost-effective tool for reducing development time and a client's risk.

Led by Steve McCallion (of ZIBA) and Paul Rothstein, IDSA (of Arizona State University), the workshop will focus on equipping a select group (twelve people) with the basic knowledge and skills required to plan and conduct credible and useful field research. It will include presentations on practical methods and processes for capturing, interpreting and communicating information about people and everyday life. Special attention will be devoted to a variety of observation and interviewing techniques, descriptive analytic frameworks, creative responses to field data, and compelling presentation methods.

Paul Rothstein, IDSA, focuses on exploring, developing, and articulating new methods and processes for sparking user-centered design innovation. He has led multidisciplinary development teams for Cray Research, Honeywell, Recovery Engineering (manufacturers of PUR products), Telex, Caire and others.

Steve McCallion leads the development of information-based product solutions for a range of clients including Zerox, Coleman, Intel, Black & Decker, Federal Express and Kenwood. He brings a rare balance of design sensibility and strategic thinking. His proprietary research and design planning methodologies that have won design awards and market success.

Workshop Design Space is located in the College of Architecture and Environmental Design at Arizona State University (Tempe, Arizona). The workshop will be conducted from 9am Thursday, March 14, and will close at 3 pm on Saturday March 16, 2002. Pre-Feb 21 Registration fee is \$1200 for IDSA members, \$1400 for non-members.



GETTING TO Potomac Community Center
11315 Falls Rd. Potomac Md

Find RIVER ROAD exit (No 39) of Beltway, North of the River.

Follow River Road (190) Westward for 3 miles to Falls Road 189

Turn right on Falls Road in Potomac Md. 2 miles to Center

Alternate from South: Exit at 41 onto Clara Barton Pkwy,
Keep left to turn under beltway and head West

Merge left with McArthur Blvd. Right turn on 189 Falls Rd

CREATIVE ENHANCEMENT

“Positive Leadership” by Ragan Communications, Chicago offers advice about team work in developing creative ideas. “Strategies”, based on Douglas Logan’s “Innovation Triggers”.

- *Re-Order daily routine. Adjust schedules to enhance variety within the familiar.
 - *Adapt to new surroundings. Trade office space, Adjust work-view and vary off-site meeting places.
- *Communicate data in alternative forms. Employ Socratic method at times, skits at other times.
 - *Trade jobs. Learn and perform another person’s work temporarily.
- *Just learn more. Read biographies to experience how other people think. Become comfortable with different ideas.
 - *Renew the working image of yourself. Find a way to introduce yourself to associates, presenting a new image.
- *Modify personal dress code. Make a record of how others seem to treat your presence in each kind of outfit.