

Inventors' Network Volume 10

Of the Capital Area [INCA] Issue 3

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

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Our Mar. 18 Speakers

Mr Jim Ball, Col. Ret. will speak on **Terrorism, Technology, and Transition** and the Federal programs to address those needs.

He will discuss Federal R&D funding and other services of interest to the inventor community, and talk about lessons learned in transitioning or commercializing technology developed by programs:

National Institute of Justice (NIJ)

The FEMA and NASA sponsored NTTC Emergency Response Technology Program

The federal interagency Technical Support Working Group on Combating Terrorism www.TSGW.GOV

[See Page 6 listing of technical contributions sought from the March BAAs.]

Jim was instrumental in establishing Capital Inventor's Society (CIS), later named INCA. He helped design initial links with DOE, NIH & USPTO. He has been active in federal programs for Technology Transfer, has worked for NIJ and currently works with the other two programs.

Mr. Peter LaPorte IDSA represents **Forecast Product Development**, and will help bridge some of the journey from "great idea" through its development for market.

Thanks to Mr. Richard Leshuk, PE and IIE, we, [INCA and IDSA members] are invited on Tuesday, March 19, at 8:00 -9:00 p.m. to hear Mr John Staehlin about **Volunteers in Medical Engineering**

At least 8 professional groups have been organized for this meeting. **INCA has been invited to display a table** of information and assets that would be of interest to professional level of engineers, scientists and technicians whose motivation include voluntarily "inventing on purpose".

MEETING: 3rd Monday,
18 Mar 02 JOINT MEETING
Potomac Community Center
11315 Falls Rd Potomac Md

5:30 Networking among Inventors
IDSA Hospitality Hosts

6:30 **Mr. Jim Ball**

7:20 **Mr Peter LaPorte**

7:45 Member & Guest Topics

Volunteers in Medical Engineering (VME) has a mission of organizing talented volunteers to improve the independence of individuals with disabilities. For the past 20 years, the innovative engineering from this Baltimore group of 200 volunteers has been providing one-of-a-kind solutions to solve specific problems via custom design and creative modifications. Although commercialization of designs is not a primary objective, 17 patents have resulted from the group's work.

Networking starts at 6:30, followed by a \$30 optional dinner (Chicken Florentine or Salmon Florentine).

John H. Staehlin's presentation is at 8:00.

For reservation and menu selection, or seat for presentation only, (contact Ray Gilbert (703) 971 7443 raybik@aol.com by March 11. [He will aggregate for Al Henderson alshenderson1@cs.com 703 927 8695]

The College Park Holiday Inn is located on Route 1, immediately north of the Rt. 495/95 Washington Beltway.

Our **February meeting** included teaching by **Sean Wise** RePliForm Inc 410 242 5110 www.repliforminc.com about recently-evolved technologies to accelerate schedules and moderate development costs for prototypes. For members who had intended to visit the Army's Aberdeen prototype laboratory last fall, Sean filled in a lot of the description and sample parts from the newer technologies. Our members, Michael Raphael, who presented his system for ultra-accurate measuring last April, and John Melius, who does professional sculptures and portraits, have brought special focus to the merit of bringing available and economic technologies to our inventor's product development.

Sean revealed an impressive comfort in citing the cost drivers, dimensional tolerances, and special communication to prototype part makers. These unique criteria and expression of specification influence many sensitive processes that are needed to "proof-out" early tooling and iterative design-refinement. He emphasized how physical characteristics from some prototype and short-run demonstration items can differ markedly from the output of higher-production equipment and its tooling. Sean's presentation was revealed in 30 slides to support discussion of (1) Prototype fabrication, (2) Facsimile casting from Silicon Rubber Tooling and (3) Injection Mold Tooling.

Your reporter's lesson was that the development processes for new products are so diverse that betting the success of a new product on an "inventor's guess" is a gambling without knowing the odds. Better to buy some talent time to guide a developer through this high-dollar, quality-sensitive, one-of-a-kind experience.

Thanks again to Barbara Croft and Jerry Porter who prepared their winning combination of CHILI, salad, coffee and newly baked cookies! These hosts treated all their INCA, IDSA and visitor / inventor guests as if we were **ROYALTY!!!** [As many members know, Jerry's invention team is demonstrating a reality of actual royalties.]

ghostindesign@hotmail.com (**W.Terry Greenfield, IDSA**) encourages INCA and IDSA members to

"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.

Authors Jonathan Cagan and Craig Vogel bring new, valuable messages to inventors and designers about "CREATING BREAKTHROUGH PRODUCTS". In Chapter 3 they teach a criteria of "useful, usable and desirable" that offers unusually good profit potential also. They trace the recent evolution of sensed "value" for American products, and define how their term "psycheconometrics" determines what people perceive is worth spending money on.

These authors have addressed the important distinctions between value and cost. They offer guidance to gold. Amazon delivers quickly at \$20.30 plus \$4 handling.

One of our newer members, **Roland Staana**, has been active in researching the inventor's culture and resources. He made contact with **Dr. John Dodds** www.doddsassociates.com 202 463 3275, whose Intellectual Property practice includes oversight of resources in Asia and South America. Roland recommended to our Program VP, John Melius that Dr. Dodds would contribute some important messages to INCA inventors.

Dr Dodds became a patent attorney after he had earned a PhD in Agriculture field and had worked in World Bank, US Department of Agriculture and as a University Dean. He stepped us through the kinds of Intellectual Property that are used in agricultural products as common as "Uncle Ben's Rice".

Trademark establishes the name "Uncle Ben", its Logo, and special terms like "enriched".

Copyright protects written copy on the back of its package, to include recipes.

Trade Dress is a protectable set of shapes and colors that characterize a firm's business image.

Trade Secrets are information that is considered valuable to a firm, and for which they can be seen as protecting.

Plant Variety Protection is a program administered by the US Department of Agriculture related to plant species.

This form of intellectual property for agricultural products is viable in USA and also in Asia

Utility Patents, administered by the USPTO, register and define property ownership for living organisms, and

Utility Patents have a special category for asexually developed new plants

Globalization of markets and manufacturing resources for intellectual property is ideally started with use of Patent Cooperation Treaty (PCT) and WIPO application processes. Where US inventors have omitted use of seemingly high-cost international coverage in patents, international agreements are sometimes possible through use of contracts and licensing for the other forms of Intellectual property.

An internationally-sensitive IP team member should be chartered to protect the totality of a business's IP.

Dr Dodds shared his observations about talented inventors, particularly scientists.

Few scientists know how to get into the marketplace. They need to "form bridges" - through "partnering".

Most need extra financial resources to take their projects through "death valley" of development spending.

Only some are skilled in managing economic strategies that are as meritable as their inventions.

Very few hold a credibility that is promptly recognized by likely negotiators within or retained by potential licensees. Consequences:

When negotiating is "overprotective", the deals are not started.

When negotiating is abandoned and the property is "given away", the inventor often feels guilty.

[About 70% of work in Dr Dodds firm is in licensing, which includes lots of negotiation.]

FAIR DEALS FOR INDEPENDENT INVENTORS

An INCA guest questioned "the system" as being too expensive for inventors, particularly where others are making the item for which the inventor has a patent. The presented story prompted responses including these:

1. If the successfully marketed patent was processed within a "window of interference", an earlier patent on the same item might be challenged for validity through USPTO reexamination.

2. If a marketed patented-item was building real financial success, and a challenging patent holder does not have sufficient funds for interference lawsuit, many attorney firms including Dr Dodds, will negotiate with the challenging holder to consider prosecuting their case on a contingency basis.

Considerations hinge on

(1) magnitude of economic business value of the patent and its market.

(2) probability of winning

(2) continued - Probability of winning

Is the challenging patent (including claims) particularly well written?

Is the technology clearly established?

Do precedents in this industry offer likely pre-court settlements?

Do practices in the applicable industry (or country) sustain IP rights?

Will (or can) the attorney firm allocate appropriate talent to the case?

Will luck overcome severe surprises?

3. If the property held by the inventor was a design patent, very few attorneys would prosecute interference on a contingency basis.

The inventor's patent counsel which offers to apply for and prosecute a design patent should instruct the inventor regarding the difference between utility vs design patents.

Our April 15 program will include Frampton Ellis's progress in the world of invention. His past invention efforts and descriptions of those efforts have helped to shape and alter INCA toward their present focus into commercialization.

A creative design, invention and manufacturing firm lives right in Springfield, Northern Va.

Are you ready for a manufacturer of your patented and tested properties?

Ray Gilbert and John Melius recently visited a man, Mr Mark Gottlieb, who started and has been running an invention/manufacturing firm, DESIGNTECH International, (100 to 150 employees) in NV a for 17 years.

He deals with the big firms such as Sears, Target, Walmart, etc. in high quality, high volume production of unique automotive electric aftermarket devices and electronic remote control home devices.

He will be our speaker on July 15.

Our friend, Don Kelly DgrantK@aol.com 703 548 8213 graduated from the Independent Inventor Advocate within USPTO to become CEO for Academy of Applied Science (AAS). He now has oversight to their National Young Inventors Program as well as strong influence in UIAUSA and Inventors Digest. It helps that he is a natural poet, particularly this last February:

" I know you all put your hearts into INCA. Consider this my valentine to you all."

Don was called by professionals in the Market Facts, Inc. who are doing a USPTO-contracted study on "expected patent application filings." He helped ensure that independent inventors are fully considered in their study. He found them "impressive in their approach, and extraordinarily interested in hearing about inventors, their organizations, their value and challenges."

Don expects to be visiting us soon, possibly with one or two of the key analysts from Market Facts.

Delphion is the spin-off of IBM's patent search system. It recently expanded its help section. www.delphion.com/help. That section includes Frequently Asked Questions (FAQ) with answers, documents and training materials + information to help conduct effective searches

Training Sessions are offered at your desk. This convenience is intended to enhance patent research skills while being subjected to some advertisement Delphion Research.

A series of **FREE, 60-minute seminars** are conducted live, and then **archived to access anytime** in the future. Upcoming live seminars include: www.delphion.com/events/news-exploring

March 21 Successful Searches with Query Language

April 11 Derwent on Delphion

May 16 Exploring Delphion's Research Services

Useful advertisement: www.delphion.com/products/research/products-derwentcollection

Unique research offered: identify top patentholders, prolific inventors, patenting activity trends & classification breakdowns.

Tom's Invention DEGREE Initiative DSMOSELEY@aol.com

Following our February meeting, Tom communicated to the Jerry Porter's kitchen-crowd an idea about invention career preparation.

Why not a degree (associate, undergraduate major or minor, and graduate) in inventing?

Requirements for an undergraduate inventing degree might be fulfilled by basic courses relating to:

physics, engineering, chemistry, computer science;

business economics and accounting;

business and intellectual property law

industrial design and computer graphics

history of technology, anthropology;

environmental and other sciences

marketing and business psychology

To expand a student-inventor's horizons, while also pursuing some mastery of fundamental science and technologies, the curriculum might permit greater topic exposure through **selected pass/fail grading** without influencing the grade-point average for core courses. Thus, an engineer major with an inventing minor could take selected business classes to help understand and appreciate their patterns of thought.

Tom's objective in tailoring this approach to education is to offer a recognized degree for furtherance of invention.

Comments in support of this theme are solicited by Tom. DSMOSELEY@aol.com Evenings 301 384 6814 The newsletter will include, though perhaps condense, your thoughts and responses to Tom's Invention Degree Initiative.

National Society for Professional Engineers (**NSPE**) reports that the **FBI is in the process of recruiting** 900 special agents this year. They particularly **want engineers** and others with expertise in computer science and information technology, physical sciences & foreign languages. www.fbi.gov/employment/applicants/emp2002.htm

NSPE also reports **CIA is also hiring engineering** specialists, facilities engineers, systems engineers, project management engineers, environmental safety engineers, and information systems security experts. These positions are in the Washington, D.C., area. www.cia.gov.

NSPE released "The Practice of Engineering as a Business Corporation." In 28-pages it summarizes State corporate practice laws, including requirements for state officer and board of directors, limitations on ownership by non-engineers, and "responsible charge" provisions.

Click on the "Practice Management" link at www.nspe.org/ps-home.asp. Product #: 1940-A.

PULL: Inventors are invited to respond with a one-page “Quad Sheet” summary to these Technology Development Targets
See WWW.TSWG.Gov Download DAAD05-02-T-0215 to view or print. First (Phase 1) response Due April 4, 16:00

5.1 Chemical, Biological, Radiological and Nuclear Countermeasures

- R-897 Improved Level A Personal Protective Equipment
- R-883 BW Sample Preparation in the Field
- R-882 Personal Protective Equipment (PPE) Heat Index Calculator
- R-891 Rapid Field Identification of Agricultural Bioterrorism Agents
- R-884 Maritime Chemical Personal Alert Monitor

- R-889 Interagency Advanced Distributed Learning Emergency Management Training for Agricultural Bioterrorism Response
- R-885 Adsorption Filter Technology
- R-893 Mitigation of Chemical Agent Release in a Public Transport Terminal
- R-892 Treatment of High Risk Passenger Luggage to Reduce Risk from Smuggling of Bioterrorism, Agents
- R-886 Food Protection for Critical and Overseas Facilities
- R-887 Package Water Treatment System for Foreign U.S. Installations

5.2 Investigative Support and Forensic (IS)

- R-549 Data Recovery from Damaged or Erased Advanced Storage Media
- R-901 Statistical Analysis of Forensic Friction Ridge Matching Criteria
- R-903 Stable Isotope Signatures of Explosives Database
- R-904 Counter-Encryption Tool Based on Distributed Network Processing
- R-905 Improvised Explosive Device Component Database

- R-906 Computer Forensic Tool for Volatile Information and Trace data
- R907 Wireless Phone and Personal Digital Assistant Forensic Tool Kit
- R-908 Radio Frequency (REF) Characterization of Explosives
- R-909 Computer Forensic Device for Screen capture
- R-910 Questioned Identification Document and Link Database

- R-911 Wireless Network Integration for Digital Cellular Phone Tracking Devices
- R-912 Morphological Traits of DNA
- R-913 Gunshot Residue Analysis of Novel Ammunition
- R-914 Telecommunications Evidence Retrieval and Handling System
- R-915 Age Determination of Serological Evidence
- R-916 Animal Indicators for Detection of Deception

Download from same www.tswg.gov “Broad Agency Announcement (BAA)” **02-Q-4702**
Phase 1 proposals Due April 4

5.1 Explosives Detection (ED)

- R-878 Standoff Detection
- R-879 Cargo Screening
- R-880 Sensors for Monitoring and Detection in Cargo
- R-881 Explosive/Hazardous Liquid Detection

5.2 Improvised Device Defeat (IDD)

- R-498 Electronic Fuzing Component Detection
- R-499 RF Electronic Fusing Component Disruption
- R-921 Integrated Portable Diagnostics System
- R-000-IDD **Unspecified Requirement**

5.3 Infrastructure Protection (IP)

R-918 Secure Teleconferencing Bridge

R-000-IP **Unspecified Requirement**

5.4 Personnel Protection (PP)

R-894 Transparent Armor Vehicle set

R-895 Portable Concealed Weapons Detector

R-896 Personal Duress Alarm System

R-000-PP **Unspecified Requirement**

5.5 Physical Security (PS)

R-066 Computational Support for Blast Mitigation

R-172 Activated Systems for Delaying and/or Denying Adversaries

R-859 Tactical Video Surveillance System (TVSS)

R-860 Personnel Alerting System (PAS)

R-862 Walk-Through Metal Detector Testor/Evaluator

R-919 Advanced Security System Concept

R-927 Vehicle Image Recognition Module (VIRM)

5.6 Tactical Operations Support (TOS)

R-920 Handheld Battlefield Management System PDA

R-930 Ballistic Helmet

R-000-TOS **Unspecified Requirement**

Note Special Flexibility in topics sought for 5.2, 5.3, 5.4, 5.5 and 5.6.

Topics R-000-IDD, IP, PP, PS & DOS are an invitation for our proposals on 5 broad topic areas.

Panelists are Wanted for Upcoming MITEF Events Reply-to: information@mitef.org

Legendary "Massachusetts Institute of Technology (MIT) Enterprise Forum" events provide opportunity to be a panelist. The experience provides exposure for your sought expertise, likely openings to interact and learn about great companies and networking with others of similar interest.

Respond for applicable events with a brief one paragraph description of why you or someone you know would be a good candidate for being a panelists for that event. Include telephone and/or e-mail contact data.

1) EnterpriseLab - March 26, 2002, 6:30 pm to 9 pm provides an authoritative insider's look at decisions and challenges of high-tech company, Convera, in post-startup status.

After briefing by the Company, the panel will weigh-in on the pros and cons of the various options faced by the Company. Convera (NASDAQ:CNVR) is result of merger of a search and retrieval company, Excalibur, and the Interactive Media Services division of the Intel Corp. The combined revenues of the new company were over \$50M in 2000 plus \$150M investment from Intel. www.mitef.org/UpcomingEvents.htm

MITEF is seeking panel members with an expertise in M&A, organizational and/or strategy issues in merger situations, turnaround, divestiture. The panel also needs technical expertise in wideband video, web cam, or Internet video areas. email: Enterpriselab@mitef.org

2) StartupLab - April 26, 2002, 6:30 pm to 9 pm

The panel will critique and question the target company Business Devices (BD), which provides a low-cost, open, fast approach to linking devices to enterprise software applications in real time. BD offers solutions to enable companies to monitor real-time events in a supply chain, using devices such as bar code readers, radio frequency sensors, satellite location sensors, process instrumentation and inventory tracking units. www.mitef.org/UpcomingEvents.htm

Candidate panelists should be identified to Startuplab@mitef.org

Angel_Investor_News_.ue.c13507.620710076@ixs1.net

February, 2002 issue has "Tapping the Wisdom of Advisory Committees" By Dan Mitchell

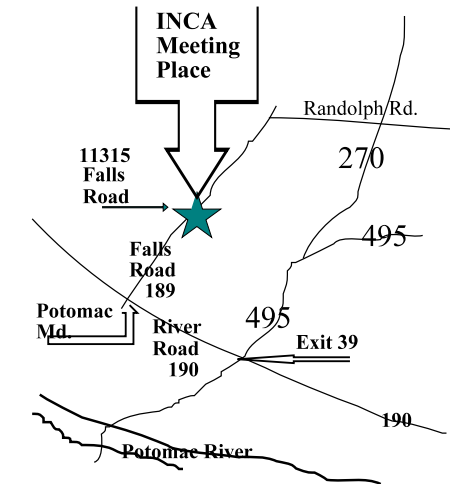
An inventor need not "go it alone". An advisory committee can be formed to provide insights on start-up issues.

Angel Investing & the Early-Stage Enterprise by Lawrence H. Gennari, Esq.

As funding is more challenging, one entrepreneur approach would develop a business model that fits the needs of angels and other investors. The author offers "how to build a 'financiable' business.

Casting a Wide Net By Frank Szivos, Editor Angel Investor News

Funding searchers should cast a wide net to attract different types of investors, according to John Taylor, Vice President of Research for the National Venture Capital Association.



Investor Survey: Do you plan to invest more during the next six months than during the last six months? Yes-79% No-21%

SERIOUS STUFF: The March Cover for INVENTORS' DIGEST \$27 P.O. Box 70 Guffy Co 80820 says "This is it. The last one unless you renew." The Treasurer, President and Newsletter Editor tell our readers the same message. [Some INCA newsletter readers have been guest-speakers and some have sponsors.] Sponsored readers and dues-paid members can expect to see an 02 on their address label (at the bottom of this page). A second envelope means our volunteers may not have duly recorded your voluntary check yet.