

Inventors Society of South Florida

Inventare Maximus

April 2005

Inventors Society of South Florida, PO Box 244306, Boynton Beach, FL 33424-4306

I Have an Idea – Chapter 5

By **Howard and Paula Silken** (silkhandp@aol.com) Chapter 5 extracted with permission from their book *I Have an Idea for an Invention! What Do I Do Now???*

When I was a kid, I often saw the words “Pat Pend” on almost everything manufactured. I asked my father what it meant. He said, “Pat Pend is some Irishman who works for the government. You have to send him money if you want to make anything.” He had absolutely no idea what it actually meant. But, he was not far from the truth about the money part. Pat. Pend. Stands for “Patent Pending” or “Patent applied for”. A patent is, as you know, a grant that gives the owner an exclusive right to a particular product and other interesting things we will cover later.

In the words of the Patent & Trademark Office: “A patent is granted by the Government, to an inventor, ‘to exclude others from making, using, offering for sale, or selling the invention throughout the United States or importing the invention into the United States’.”

When you apply for a patent, it takes quite a bit of time for the PTO to be sure that you have a legitimate new invention. It could, in fact, take a few years. (More on this later) From the time you apply, until the date the patent is granted, the patent is pending. Once your invention is patent pending, you can let the public know about it. (The reasons it takes so long for a patent pending to become a patent could fill a book.) This time delay is like a two edged sword. On the bad side, you will **not** know exactly what features (claims) of your invention you will be granted. If you intend to sell or license the rights to your patent while it is pending, any smart prospective buyer will want to know how strong a patent you have. Your patent can be strong or weak. (More on this under “Patents”, later.)

On the good side, no one can find out how strong or weak your patent is because they cannot get a copy of your application. When your patent is pending, you have good protection from any infringer who might want to try to circumvent your claims. The longer it takes the patent to be granted, the more time you have to find a buyer. On the other hand, if you intend to **make and sell** your invention yourself, getting the patent as soon as possible could be to your advantage.

In order to have a patent pending, of course, you have to file for a patent and here is where it gets expensive. (However, you can file for a *Provisional Patent* for very little money. More on this soon)

The average cost, for a non provisional patent, according to the PTO, is about \$4,000.00. This high cost discourages many first-time inventors who have little or no idea what they are in for. You have the application fees and, in most cases, the cost of an attorney or agent. You will have to pay for a search if you don't think you can make one yourself. You will also have the cost of making prototypes. In addition, you will be putting in a lot of your time that could be used to earn a living.

All the above has come to the attention of the PTO because independent inventors have gotten together, in groups, and have let the PTO know how they feel. (More on Inventors Groups later.) Fortunately, someone at the PTO was listening and they came up with a reasonable way to get a pending patent. They said, “If you wish, you may apply for a patent and we will accept it with a small provision”.

This is why this new patent application is called a Provisional Patent Application. It only costs \$80.00 on application and the *provision* is very simple. When you want to file a PPA (Provisional Patent Application) you will find a PPA form in the book “I Have an Idea for an Invention! What do I do Now?”. You are allowed to make a copy of this form and use it for your application.

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2005 Tradeshow

www.inventorspublishing.com/resources/tradeshows.html

ISSF

presents

Dick Loughlin

How and where to acquire the skills and knowledge for your project

April 2nd at 1:30 pm

Mission Statement

To provide a forum that fosters creativity, freethinking and education that will help further our members' innovations.

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Contacts

Bob Levy in Miami
 305-205-2884
 Richard Loughlin in Stuart
 772-287-2224
 Howard and Paula Silken in Delray Beach
 561-496-1140
 Joanna Zaremba in Broward Co.
 954-486-2426
 John Fulton in Miami
 305-751-5450

From the date of mailing this form with the \$80.00 check and the details of your invention, you have one year, to the day, before you must file for a full or non-provisional patent to be granted the patent. If you don't, your invention can become public domain. This year will give you time to find out many things. The first and most important is "Can you sell this thing?". With this PPA you can now talk about your invention to anyone. If you contact a large company, with your invention, you are going to them with an invention on its way to being granted a patent instead of just an idea in your head. Thus you have a better chance of getting their attention. The second advantage of having a PPA is: when you find you can't license it or it just can't be sold, you haven't made a big investment. If you had applied for a full patent and things did not go well, you could be at a loss of thousands (the attorneys and application fees etc.).

When you file for a PPA, the patent office takes a cursory look at it. (Frankly, I don't think they even do that.) Filing for PPA is not difficult and, of course, you can do it yourself. You fill out a form marked "Provisional Patent Application" and include the paper work that reveals everything about your invention. You might ask; "If they don't review the application thoroughly, why should I spend time on a detailed explanation of my invention?" Although they do not examine your PPA in full, the time will come for you to convert the PPA to a non provisional patent. At that time, your patent application and the PPA should agree with one another in basic concept and construction. It is understandable that from the time (the one year) you file the PPA and then apply for the conversion, you may have made one or more changes in the construction of your invention. This can easily happen soon after you start to show your invention to prospective buyers.

For example, I had a PPA on a non-reversing tapping device. Wonderful invention for many reasons. I demonstrated it at a boat show and everyone loved it and wanted to purchase the only prototype I had. But! They all told me that the non-reversing feature would be too expensive for them because they would lose too many taps when they would pass through the tapped hole into the bilge of the boat. I assured them that I could supply a small bushing that would be placed on the tap and prevent the tap from falling out the back side of the hole. The bushing worked fine but it was not mentioned on the original PPA. My patent agent, in doing the conversion, said it was a minor addition and would not cause a problem on the full patent application.

In other words, slight changes in construction can be made on the final patent application. This leads up to some advice about how you can write your PPA, to avoid the possibility of the changes in the final application being less questionable.

For example; If you have a mechanical device that has parts that have to be welded, do not write "Part #12 is welded to part #24." Just write; "Part #12 is coupled to part #24". This language will prevent someone from trying to circumvent your invention by screwing or gluing the two parts. Also, you may find that the parts can be joined by inserting a small bar between them. Don't write that the parts are 'linked' with a round bar to one another. The word 'attached' gives you more options and makes it difficult to circumvent. Other suggestions: Don't write; Part #4 is a rectangular rod 2 1/2 "x 1/4"x3/4" made of cold rolled steel with two 3/8" holes 1/2" from the ends of the rod." Write instead; Part #4 is a rod of a suitable material, strong enough and long enough to couple Parts #7 and #9 with holes to accommodate fittings enabling the parts to move freely, etc. etc.. This example prevents a copier from making your device out of plastic or steel that isn't cold rolled. A good patent attorney or agent is well aware of the protective wording needed on a patent application. When it comes time for you to hire one for a 'conversion', the less work he or she will have to do means money in your pocket.

David Pressman's book "Patent it Yourself" has a lot more hints on this subject. I highly recommend it.

The paper work, to describe your invention, can be awesome. Where to start and what to include? Fortunately you don't have to think too hard about it because all you have to do is copy what tens of thousands of inventors have written in their applications. You made your search and surely found one or two inventions similar to yours. At the time of the search you made, (or should have made), copies of these patents. Use them as a guide in writing yours. Just change the words to fit your invention. Add words if you think it will better describe your invention. Follow these other patents for the layout of the topics covered. The topics will be mostly as follows: A listing of Prior Art (names and patent numbers of inventions similar to yours), Abstracts, Background of the Invention, Description of Invention, Description of Drawings & Numbers, Summary of Invention. Not all patents cover all the above listing. The older the patent, the fewer topics or categories. Try to study a patent granted sometime in the last 20 to 30 years. You will find that all utility patents are basically the same. Do as good a job as you can on this application even though it will be dormant in a file cabinet, for one year.

There is another good reason for making your PPA as complete as you can covering all the aspects of your invention. When you sit down with an attorney or agent, to discuss your invention, remember they have no idea as to how your invention works. You have to explain what you came up with and the reasons why everything is important. You have to stress the safety and economic advantages your invention will have for the general public. There is a lot more to get across than just the workings of the invention. You have been thinking about your invention for a long time and know more about it than anyone. In your initial talk, you probably will not cover all aspects of the invention. That is why your PPA is important for the attorney or agent. When they read it, it will give them a good education about your invention as well as why it is needed. Normally, a patent attorney or agent does not charge for the first interview. However, they don't want to spend too much time not getting paid. From then on, it's mostly on the clock. That is why you should get an idea if the attorney or agent has an understanding of what you are talking about.

Don't expect your attorney or agent to know everything. That is why you should make your PPA cover all the aspects of your invention. Attorneys and agents are good readers. Make sure your PPA is clear and understandable.

When it comes time for conversion, don't be shy in telling how wonderful and important your invention is. Stress safety. PTO examiners like that. Stress the saving of time and money, Stress pollution if applicable. Stress creation of jobs, making operations easier, reducing waste and all the wonderful things your invention will do for the citizens and the economy of our country. Brag a lot. Study issued patents of inventions in your field (the class category listed by the patent office.)

Just a few important things to keep in mind:

1. You did a search and found your idea for an invention has not been granted a patent.
2. You started to work on your invention and kept a good record book.
3. You established prior claim by having the book witnessed and sent a full disclosure to the Patent Office with the \$10.00.
4. You have been working on the invention and it works well.
5. You want to find out if you can sell this invention.
6. In order to show it publicly, you need the protection of a pending patent.
7. You decided to apply for a Provisional Patent.

Here is what you send to the Patent Office (the PTO) to apply:

Membership

The Inventors Society of South Florida membership application form is available online at www.inventorssociety.net/appform.pdf.

Members are entitled to all that is offered by the ISSF: events, meetings, contests, prizes, awards, nominations, and networking. Members also benefit from a monthly newsletter, full of important information, tips, publications, internet sites and outside expositions.

Membership is the primary source of funds to the ISSF, without which, it is difficult if not impossible to hold meetings, send newsletters, hold special events, and maintain an Internet presence.

During each General Meeting in Deerfield Beach, time permitting, a panel of experts will address questions pertaining to patenting, prototyping, and commercializing. This panel was formed to assist members in taking it to the next step in the inventing process. The panel may include:

Alvin Blum, Registered Patent Agent
John Fulton, Patent Attorney
Freddy Lee, Prototyping Expert
Bob Levy, Product Designer
Howard and Paula Silken, Commercialization Experts ❖



Newsletter Submissions

If you have something you'd like to see in the newsletter, please discuss with or send it to issf_cathy@yahoo.com. If it is something that has to be copied, please send the original or a high quality copy. If you need the original document returned, please note this in the submission package.

Please remember that the newsletter is black print only. Submissions that have color (especially over text, i.e. words in a colored box) may not be usable. Try to keep submissions simple and basic. ❖

ISSF Member Meetings

The General Meeting of the ISSF is at 1:30 pm on the **first** Saturday of each month at:

Ligi Tool & Engineering, Inc.
3220 SW 15th St
Deerfield Beach, FL 33442
877-523-6693
www.ligitool.com

From the Florida Turnpike Exit at Sample Rd, Exit 69; turn right on Sample Rd (East); left on Powerline Rd; and right on SW 15th St (pass the first stoplight on Powerline Rd, look for two cement towers and the **Enterprise Center** sign).

From I-95 Southbound Exit at SW 10th St, Exit 40; turn right on SW 10th St (West); left on Powerline Road; left on SW 15th St (look for two cement towers and the **Enterprise Center** sign).

From I-95 Northbound: Exit at Sample Rd; turn left on Sample Rd (West); right on Powerline Rd; and right on SW 15th St (pass the first stoplight on Powerline Rd, look for two cement towers and the **Enterprise Center** sign).

Contact
Bob Levy at 305-893-5989 or 305-205-2884 cell or email boblevy@bellsouth.net



The General Meeting is located at
Ligi Tool

President's Corner



At the last meeting attendees were treated to an awesome story of vision, determination, failures, successes, self-confidence, unselfishness and taking a chance, as told by **Domenic Mucciacciaro**, President LIGI TOOL & ENGINEERING, INC. We are very grateful for his kindness in providing us a meeting place to share our experiences, ideas and learn something new each month that may help us on the road to success.

Domenic spoke on a very important and misunderstood part of inventing – technical drawings. There may be many requirements for various types of drawings. As you proceed with your inventions you may be astonished to find that your cherished patent drawing is only good for your patent application. It does not stipulate anything for manufacturing requirements such as the much-needed dimensions, finishes, materials, etc. This information is very important in order to make your product. Get familiar with some the major types of drawings that you will need:

- **Patent Drawings** - used primarily for your Patent Application (Utility, Design, PPA, etc)
- **Manufacturing, Detailed, Shop, and Working Drawings** – Provides the necessary information or specification to make the part or product plus the tooling, molds, dies, fixtures and packaging. Information includes dimensions, materials, finishes, assembly and bill of materials notes, sources for materials.
- **Illustrations and Renderings** – Used for catalogs, bulletins, product proposals, press releases, packaging and websites.
- **Installation, Instruction or Assembly Drawings** – Provides information to the end user or installer how to assemble or install the product. Example would be the instructions on how to assemble the new computer desk you just brought home.
- **Schematic or Electrical Drawing**– shows how electrical components are connected and used to design the Printed Circuit Board (PCB).

Patent drawings are specialized and are usually done by someone experienced with the requirements. You may need a different person in each case as the individual doing the manufacturing drawings may be clueless how to do a patent drawing. You may contact me with further questions regarding drawings.

Understanding drawing needs reduces bewilderment, frustration, stress- it helps in better planning.

Bob Levy

QVC 2005 National Product Search

Entrepreneurs will have the opportunity to present their consumer products to QVC at the e-commerce leader's 2005 National Product Search again on **April 22nd** at the QVC Studio Park in West Chester, PA. The search will provide inventors, designers and manufacturers with a forum to share their innovative consumer products with representatives from QVC's merchandising and vendor relations divisions. Advanced registration is requested and information can be found at www.QVCproductsearch.com

At the conclusion of this national search, QVC will select the top 100 products and put them on special QVC broadcasts (summer 2005). During these broadcasts, viewers will have the opportunity to see and purchase the products discovered during this search.

QVC introduces more than 250 new products to its viewers each week. Products on QVC that have shown great success are those that are demonstrable on live television, solve an everyday problem, appeal to a broad audience, have unique features and benefits and are topical or timely.



Newsletter Commentary

Alvin Blum, Registered Patent Agent, 954-462-5006

The object of the ISSF is to help inventors. We don't have an editorial staff or a peer review process to ensure that everything in our newsletter is correct. There is a disclaimer in each newsletter to warn the reader of this. When our newsletter publishes misleading information, we should make an effort to correct those mistakes. I will try to correct two of these now. *This should also be taken as one man's opinion.*

1. "The second reason you must make a search is that the Patent and Trademark Office (PTO) requires you to do so." (Jan 2005 issue, pg 2, par 1).

The PTO does not require you to do a search. It does require you to disclose information that you have of relevant prior art, such as publications, patents, and even product advertisements. If you don't, your issued patent may be questioned. The patent examiner will do a search when you file the application regardless of whether or not you do a search. You will receive a copy of his search. If you need to save money, the PTO filing fee of \$500.00 will get you:

- a search
- an examination of your application
- a filing date
- a delay of about 1-2 years before you need to do more

Certainly, try to do some searching at the PTO web site, www.uspto.gov, or at the library, as recommended.

Another thing to keep in mind is that it pays to be honest. When you sign the declaration that you file with your application, read the fine print! It says that you are aware that you can be fined or imprisoned for false statement. I sometimes get someone trying to get a patent on an invention he saw somewhere. You sign a declaration that you are the inventor. Beware!

2. "Ideas need to be transformed into products - the patent office does not issue patents on ideas." (Jan 2005 issue, page 4, second bullet list)

A U S patent will ordinarily be issued to the first inventor to reduce the idea to practice. Reduction to practice can be established in one of two ways.

- Actual reduction to practice: Make it, and demonstrate that it works.
- Constructive reduction to practice: File a complete utility patent application including an enabling disclosure. An enabling disclosure is words and drawings that enable a reader familiar with the art to practice the claimed invention without undue experimentation.

So, the patent office does issue patents on ideas. Now, they even grant patents on ways of doing business. However, "buy low-sell high" is prior art. ❖

WIPO – INSME Training Program

The WIPO – INSME Training Program on Intellectual Property (IP) and Management of Innovation in SMEs will be held from May 11 to 13, 2005, at the WIPO headquarters in Geneva, Switzerland. The objective of the training program is to provide participants with knowledge and Intellectual Property Rights insight in process of innovation in SMEs. Participation is open to officials from public sector, private intermediary organizations interested in IP and innovation issues, chamber of commerce, trade institutions and other SME support institutions involved in innovation issues. No course fee has to be paid.

Those interested in participating in the program may contact : **Mr. Marco Marzano de Marinis**, Associate Legal Officer, SMEs Division, WIPO (marco.marzano.de.marinis@wipo.int) or secretariat@insme.it). ❖

Laboratory Notebook

The right to own a patent may be lost simply because an inventor was not able to provide documentary evidence to establish ownership of an invention. A well kept laboratory notebook provides an inventor with key documentary evidence regarding ownership of an invention. In an article entitled, *Documenting Scientific Discovery*, the **Office of Technology Development of the University of Oklahoma**, highlights the importance of keeping a laboratory notebook to provide proof of scientific discovery. In addition, the article provides some guidelines to help researchers avoid common mistakes when using a lab notebook. Read or download it at www.otd.ou.edu/Documenting-Scientific-Discovery.pdf. ❖

Licensing & Copyright

Retaining ownership of copyright on photographs may, to a large extent, determine a photographer's future ability to make a living. In his article, *Licensing and the Value of Copyright*, **Jeff Sedlik**, past president of "Advertising Photographers of America", stresses the importance of maintaining copyright ownership of works produced by advertising photographers. Read or download it at www.aipa.org.nz/archive/apavalue.pdf. ❖



WIPO Newsletters

WIPO maintains an automated system which allows users to subscribe to e-mail notification of news and updates on WIPO's activities, services, events, publications and discussion groups. Visit www.wipo.int/tools/en/mailling-lists/ for specific lists maintained for various areas of interest, with information on available language versions as well as the approximate frequency of notifications.

This includes the Madrid System, the Hague System, the Patent Cooperation Treaty, Arbitration and Mediation Center, Industrial Property Statistics, and more. ❖

International Law Firm

Blake Dawson Waldron (BDW) is one of Australia's leading international law firms and one of the largest and most dynamic firms of the region. BDW offers clients the full range of intellectual property services, providing strategic advice from conception through to successful exploitation of rights.

Visit BDW at www.bdw.com.au and peruse their publications or subscribe to their publications. It is a great place to learn about doing business in Australia. ❖

WIPO Guides & Manuals

Visit www.wipo.int/sme/en/documents/guides_manuals.htm to find:

- *Making a Mark* (protecting, types, using and enforcing trademarks)
- *Looking Good* (industrial design, protection, protection abroad, enforcing and other legal instruments for protection)
- *Marketing Crafts and Visual Arts* (provides a basic knowledge and understanding of marketing techniques and of IP to artisans and visual artists, to enhance the chances of their business success)
- *Secrets of Intellectual Property: A Guide for Small to Medium-sized Exporters* (practical guidance on how to deal with some of the most common IP issues encountered by exporters)
- *Exchanging Value – Negotiating Technology Licensing Agreements: A Training Manual* (practical insight into the process of negotiating technology licensing agreements)

Hard copy versions of all guides may be obtained from www.wipo.int/ebookshop. ❖

Florida Man Sentenced for Distributing Pirated Software

Stephen Michael Smith, 34 of Middleburg, Florida, was sentenced Thursday to 18 months imprisonment for distributing pirated software over the Internet in violation of federal criminal copyright infringement laws. ❖

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ISSF's April Meeting, A Bounty for Attendees

In addition to the expertise of Dick Loughlin, attendees will find several handouts to assist their invention efforts. These documents have been cited in monthly newsletters, and continue to be requested by members attending the meetings. While the board urges members to visit the websites online and print single copies of documents for reference, the board wants to ensure equal access to those members who do not have access to print these documents. Also, the board wishes to remind non-computing members that your local library can assist you with your computer access and printing needs.

Handouts available during the April meeting will include:

- Documenting Scientific Discovery – maintaining a laboratory notebook (3 pages)
- Is That Your Final Offer? Valuing Patent Licenses in Infringement Negotiations
- Searching a New Invention at a Patent and Trademark Depository Library
- A Brief Guide to Searching Patents and Trademarks on the Internet Using the USPTO Website
- The Seven Step Strategy (Rev. 2004)
- Scam Prevention ❖

I Have An Idea (Continued from page 3)

1. A cover letter that reads something like this:
Dear Sirs, Enclosed you will find the following;
2. *A check for \$80.00 made out to the Commissioner of Patents*
3. *The completed PPA form.* (Provisional Patent Application) Be sure it is **SIGNED AND DATED.**
4. *A self addressed and stamped post card.* (Use a card of different color than the regular post card. Cut a card yourself if you can't find one. There is a reason for this. When your PPA comes in, it will be with lots of other mail. I have been told, at the end of the day, they often find papers on the floor that they cannot connect with other papers. If your card is a bright color, and it slips out of your package, it has a better chance of being noticed. I have ten patents and twice the PTO lost papers pertaining to my applications.)
5. *The complete file for my invention consisting of;*
 - a. *Prior art.* (the list of patents by name and patent numbers that you found in your search.)
 - b. *Abstract.* X # of page/s
 - c. *Background for the invention.* "x" page/s
 - d. *Description of the invention.* "x" page/s
 - e. *Description of drawings* "x" page/s

Would you be kind enough to return the self addressed stamped post card for my record relating to the date of reception (remember to put your own name and address on the send side of the post card. I forgot to do so one time and they addressed it for me.)

Sign and date your letter and be sure that every paper has your name and the title of your invention on it as a header or footer.

When your application is received, it is given a number and in about two weeks you should get your return card. It will be dated. Soon after, you will get a form-letter, from them, acknowledging your application. There will be a date and an application number on the form. From the date on that form, you have one year to apply for a full patent. From that time on, you will have your hand in your pocket shelling out money.

You can now say, "I have a patent pending" and if you build your invention and show it publicly, you can mark (stamp) your invention and paper work "patent pending".

If you apply for a PPA yourself, you will have an advantage over having it filed by an attorney or agent. First, you will save a great deal of money and second, you will be able to call the PTO for information about your application. You will have the PTO application number and the date on the self-addressed returned postcard. This same number will be on the confirmation letter you will receive about two weeks later. With this number, you can find out quickly in what class your invention is. If you found out you forgot something to add to the file, this number will be of help. Additions and corrections to your application must be accompanied by this number.

If you engaged an attorney or agent to file for a PPA or a non provision application he/she will receive all the paper work from the PTO (not you). I suggest that you ask your agent or attorney to be sure to send you copies of any material he or she receives from the PTO. You may pay a little copying fee for this service but it is worth it. Keep your own files. These files should include the same information as in your agents file.

This paper work should be kept in the loose leaf book with all the other papers pertaining to your invention. Make a notation in your record book of the dates and location of any and all papers relating to the invention.

Once you have a PPA, do not sit back and take it easy. I don't care how good your invention is. If the world does not know about it, nothing will happen. Get off the chair and start pushing. The year goes by awfully fast. Before the year is up, you will have to decide to go ahead and invest a lot of money or just drop it and move on to something else. Not an easy decision. ❖

Product-to-Market Roundtables

Product-to-Market Roundtables are for individuals seeking feedback on new product designs or inventions. The Roundtables bring together a multidisciplinary team of experts who can address a variety of topics, including product design, market feasibility, financing, retail, distribution and legal issues. The fee is \$750 and scheduling as on an as-needed basis. Call 401-454-6108 for registration or download the form from www.centerdesignbusiness.org/images/art/reg_roundtables.pdf. ❖

Intellectual Property: The Key to Your Business Success

Supported by the Chartered Institute of Patent Agents (CIPA) and the Institute of Trade Mark Attorneys (ITMA), the United Kingdom Patent Office is managing a web site (www.the-key.biz) as part of its campaign to make businesses more aware of the benefits of protecting their intellectual assets and to prevent them from incurring unnecessary costs. Small businesses which register on this site may have a chance to (1) win a free consultation with a patent/trademark specialist; (2) receive a pack of free information; (3) obtain details of seminars and events in their area; (4) have the opportunity to ask questions; (5) look at news, views and case studies about intellectual assets. Even though the website (www.the-key.biz) is best suited for SMEs in the UK, other IP offices and SME support institutions may take a leaf or two from the practice. ❖

Deducting a Home Office

What are the basic rules for deducting a home office, you ask. Tom Herman, Staff Reporter for the Wall Street Journal, provides the answer. Visit www.startupjournal.com and type [Tom Herman home office](#) in the search field. His Q/A on deducting your home office will appear at or near the top of the search returns. Peruse the list for other useful information for your home office: hidden hazards, the right chair, and creating ideal office workspace. ❖

The value of a (business) plan is the decisions it influences, and ultimately how much money is in the bank as a result.

– Professor James March

ISSF

presents

Dick Loughlin

How and where to acquire the skills and knowledge for your project

April 2nd at 1:30 pm

Visit us at:

InventorsSociety.net

Email your comments about the newsletter to

issf_cathy@yahoo.com.

Please tell us how the newsletter and web site have helped you.

News from Cathy's Desk

Thank you so much, **Domenic Mucciacciaro**, for sharing your business and inventing expertise with the membership at the March meeting. Domenic started **LIGI TOOL & ENGINEERING, INC.** because he could not find a good boss. He began his business by taking jobs no one else wanted. He catered to the customer and worked around the clock. One key to his continuing success is staying current with technology. Today, his contract machining work includes Nokia, Motorola and BE Aerospace as clients.

Regarding his experience with inventors as customers and his own inventions, Domenic offered several golden truths:

- Patent illustrations are not used to build parts and assemblies.
- Know your product selling price and quantities before you have your product built.
- Know the markets to which you are selling.
- LIGI's software does stress testing of the design.
- All inventions arise from need.
- A lot of inventors do not know to whom they are selling.
- Inventors get caught up in their invention, losing their business objectivity.
- Marketing is the key to receiving financial gain from inventing. ❖

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Inventare Maximus
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Inventors Society of South Florida
PO Box 244306
Boynton Beach, FL 33424-4306