

Inventors Society of South Florida

Inventare Maximus

October 2005

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

Hurricane Katrina Relief Fund

The ISSF board voted to match member contributions to the Hurricane Katrina Relief Fund up to a total of \$250. Donations may be mailed to the address shown in the header above. For those wishing to make further contributions, a link has been placed on the ISSF website on the upper right of the top page. This link takes you to Amazon.com, where secure donations can be made online. ❖

ISSF Board Openings

The board seeks nominees for officers to serve beginning in January 2006. Bob Levy made the difficult decision to resign as President due to personal commitments. Additionally, John Fulton has indicated that he will be unable to serve another term, but will be acting President until the present term ends. Nominees must be a current member of the society.

Nominations will be accepted and considered for all board positions. It is important that members participate on the board to infuse fresh perspectives into the society. The current board consists of:

- President John Fulton, Jr.
- Secretary Joanna Zaremba
- Treasurer Lucy Petersen
- Public Relations Carmela Morris
- Publicity William Seymour
- Director Alvin Blum
- Director Howard Silken
- Director Richard Loughlin
- Goodwill Ambassador Paula Silken ❖

Manufacturers in China

Gene Garrett P.O. Box 733, Gardendale, TX 79758 genegarrett@manufacturersinchina.com 432-550-5701

In general, what I do for a company is a complete service of arranging all details of the manufacturing of their goods overseas.

After my contract is signed I start sourcing out at least 10 to 15 manufacturers that have the capability of manufacturing your product. I thoroughly check out these companies and start to make appointments with them. This is all done here in the States before I leave. I then travel personally to China and stay about four weeks there to complete all arrangements. In the beginning when I arrive in Hong Kong I confirm all the appointments I have made. Once I am at the manufacturer's showroom I examine all their production, past and present and speak of their future projects. If the company looks good I arrange a visit to their factory, regardless of its location. Usually I travel to about ten factories to inspect, a process which takes some time, but which is absolutely necessary.

Most factories in Hong Kong receive inquiries every day from around the globe, emails arriving in foreign languages, or voices on the phone that they can't translate. One can't blame them for failing to answer casual requests. They only take a company seriously when the agent arrives and follows these accepted steps in negotiation. When I walk the production line, examine the machinery, note the number of employees actually at work, and see the quality produced, the owner of the factory knows we are "for real."



Individual Highlights:

Hurricane Relief Fund	1
ISSF Board Openings	1
Mfg in China	1
Patenting Insights	2
Featured Member	3
President's Corner	4
Live Patent Auctions	4
Cathy's Desk	5
Grants Available	5
Made in the USA	6
Inventors Digest	6
Yankee Exposition	7
Foreign Mfg	7
Asia Source	8

*Inventors Society
of South Florida*

Presents

George Alexakis

*An Inventor's
Journey*

October 1st 1:30 pm

(Continued on page 2)

Mission Statement

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



Officers

President: John Fulton, Jr.
 Secretary: Joanna Zaremba
 Treasurer: Lucy Pettersen
 Founding President: Robert White

Directors

Alvin Blum, Howard Silken and
 Richard Loughlin

Membership and Education:
 Howard & Paula Silken

Member Liaison: Joanna
 Zaremba

Public Relations: Carmella
 Morris

Publicity: Bill Seymour

Good Will Ambassador:
 Paula Silken

Contacts

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

Once a factory is selected, it will be able to keep up with the quantities needed without outsourcing to other factories. The quality control will be put in place at the best locations on the line to avoid defects in the final product. The factory will be capable of communication in English through the owner himself or his representative employees, so that you will never have a hard time making your requirements understood in the future. You will be in direct communication with your manufacturer and will never have to go through anyone else.

I will take care of all your packaging requirements, based on your graphic artist's designs.

I arrange all shipping and guide your company through Customs, so that you will have no problems. This whole process, from my arrival in China to the time you have your manufacturer in place usually takes about two months. In addition I guarantee my work so that I stand ready to help you if any problem arises in the future concerning the work I did for you. You will not be left to fend for yourself.

Some sourcing agents are actually factory representatives masquerading as independent agents. They will promise to find the best manufacturer for you but instead guide you to their employer only.

Other agents take a royalty or mark-up on every dime you spend overseas. They are mostly interested in how big your business is, so that they can continue to take a piece of your profit for as long as you are doing business, and get rich off your prosperity. Some will even hide the amount they take, and jealously guard the connection between you and your manufacturer so that you may never speak to him and thus discover what the agent is paying himself.

I charge \$18,000.00 for my work. This is usually broken into two payments, one when the contract is signed and my trip begins, and the remainder in sixty days.

Although the majority of my clients ask for and receive complete confidentiality concerning their inventions and business plans, I have been fortunate that several clients have volunteered to speak to my prospective clients on my behalf:

- Don Abbott of Abbott's Oil Field Supply in Odessa. You can call Don at 432-337-7335. I searched for prices of oilfield equipment in China for him.
- Mr. Olanrewaju Ilori, an inventor who lives in Houston. His number is 713-464-9295. He invented Ilori's Ultimate Wallet, and I went overseas for him to arrange its manufacture.
- Shane Moore. He is working on a 911 emergency light. He is planning to run 1800 TV ads for his product. His number is 432-272-3851.

Major retailers that I have bought for, sold to, or designed new products for include Walt Disney Co., Colgate-Palmolive Co., Hasbro Inc., Huffy Corp. and Wal-Mart Stores Inc., among others. ❖

Patenting Insights from Alvin Blum

Alvin Blum appeared as guest speaker at the September meeting, and offered his experience as a Patent Agent to the audience.

- Read *Patent It Yourself* by **Dave Pressman**.
- Learn how to do a patent search at the Patent and Trademark Depository Library (PTDL). The PTDL has a video explaining the patent search. A professional search costs \$300-\$1000.
- Learn about your art. If the USPTO conducts the utility patent search, then you get the opinion of the patent examiner of the art and they may recommend you go to a patent professional to write claims.

- Visit www.uspto.gov to access the online patent database. Look at class and sub-class. Download patents and review.
- A patent must have at least one claim.
- A patent must have an enabling disclosure (how to practice the invention without undue experimentation). You can use the language of other patents. Anything you do not claim is fair game for improvement.
- Think about the ultimate destination of your invention regarding usability, reasonable cost, manufacturability, durability, and so on. You may need to change the structure of your invention or the elements comprising the final form. Do not spend a lot of money on prototyping.
- When you file a patent application with a non-publication request, you promise not to file a foreign application. If a patent is allowed, then you are charged \$300 for publication.
- The provisional patent application (PPA) establishes the filing date for your invention, but it never matures into a patent. In this application you describe the invention in detail with an enabling disclosure in English and preferable typed. The drawings are informal as long as they are enabling and legible. The USPTO generally accepts the PPA without review. The PPA is reviewed if it is involved in a court case.
- A PPA may be referenced in the regular patent application, if filed within 12 months of the PPA. If the PPA expires, you lose the priority of invention. A Confidential Disclosure Agreement affords less protection than a PPA because it only protects disclosures.
- Include a prepaid self-addressed post card with your patent application. Identify the contents of the package.
- Patent Cooperation Treaty (PCT) includes over 100 countries and the USPTO filing fees are about \$2000. Having a foreign patent might make your invention more marketable if you intend to sell the patent. Foreign patents involve translation and related services that add cost.
- Avoid the use of trademark names in the title and description of your patent documents. A patent may contain up to 20 claims without extra cost; three of the claims may be independent claims. ❖

Featured Member: Observations from Marvin Greenhut – Successful Inventor, Marketer, Public Speaker, and President Emeritus of the ISSF

I have received so much from people all along my journey in life, that at this old age of 76, it is my earnest desire to contribute to other peoples' lives as others have contributed to mine. Contribution to others is what all human beings are doing all of the time. Anyway, most of us, normally we are not awake to this fact. We work and contribute to our families, our employers or employees. We contribute by the things we purchase, this keeps the economy running and peoples' wages paid. We contribute to our fellow man in many ways and to our church as well. What humans call "working" is really contribution to fellow humans in action.

We are contributed to in the form of "reward" or "pay check" in proportion to the importance of our contribution to other human beings.

Doctors contributing to our state of health and longevity are paid higher "rewards" than a carpet installer or a truck driver, but all are "rewarded".

(Continued on page 7)

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. ❖

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. ❖

Patent Litigants Succeed

Lured by the potential returns, hedge funds and other institutional investors now are bankrolling businesses that buy up patent portfolios. More law firms, including some branching out from product-liability and malpractice work, are taking patent cases on a contingency basis. That means the law firms are paid a percentage of any damages awarded but little or nothing if the patent-holder loses. Read *Patent Litigants Pose Threat to Big Business* by **William M. Bulkeley** at www.startupjournal.com. ❖



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).

From I-75: Exit at the Sawgrass Expressway (Route 869); go to the end of the expressway and continue east on Sample Road; turn left on Powerline Road and right on SW 15th St (pass the first stoplight on Powerline Rd, look for two cement towers and the **Enterprise Center** sign).

Contact

John Fulton 305-858-8000 or jfulton@malloylaw.com.



The next General Meeting at

Ligi Tool

happens October 1st

President's Corner



Thanks for giving me the opportunity to serve you as President for the past two years. I hope my interaction with you in some way made a difference. You may have noticed my absence at the meetings since July. I came to a fork in the road and took it.

I hereby resign as President of the Inventor's Society of South Florida. As a result I have relocated to northern end of I-95 (New Jersey - Brrrrrrrrrr) but will retain membership and affiliations with the Inventor's Society and the many friends I made through the years as a member.

My knowledge has expanded in many areas as a result of the innovative ideas and challenges that were entrusted in me. I will be forever grateful to Richard Loughlin, Cricket, Howard and Paula Silken, John, Steve Collins, Lydia Woods, Ken Eddowes, Andrew Chin, Joanna Zaremba, Lucy Pettersen, Freddy Lee, Alvin Blum, Greg Coogle, Karl Smith, Krug, Rick Matney, Bill Seymour, Eva Thomas, Domenic Mucciacciaro, Francisco Guerra, Abby Waters, Pam Riddle and everyone who were always ready to give assistance in some way. My plan is to be back in South Florida in 5 years, so I look forward to coming back and getting actively involved again.

Special thanks to VP, John Fulton for stepping in and filling the gap for the past few months. My wish is that you all find everlasting success through your innovations and ideas. As the new year approaches, take time to look back and analyze the steps you took - devise a plan to succeed in 2006

I may be at a distance but can still be of assistance if needed. Feel free to still contact me at 973-239-3108 (home), 305-205-2885 (cell), or e-mail boblevysr@netzero.com. If you are visiting NY, NJ, Connecticut or Pennsylvania, let me know, maybe we can meet for coffee/brunch. I am attending the big Yankee Invention Expo in Waterbury, Connecticut on October 7-8th. If you plan to attend - call me.

Wishing you all everlasting success,

Bob "leave it to" Levy

Live Auctions to Speed Patent Deals

Ocean Tomo, LLC (www.oceantomo.com) is a merchant bank specializing in understanding and leveraging intellectual property assets. The firm, which was established in 2003, provides advice in IP-related mergers and acquisitions, valuation, expert services and patent analytics. Ocean Tomo works closely with IP owners, advisors and investors. The firm has several offices including 126 Sea View Avenue, Palm Beach, Florida 33480; telephone 561-309-0011; fax 561-835-0003.

Ocean Tomo has announced the first of its live patent auction events. The auctions will occur twice per year - once on the West Coast and once on the East Coast. The first is scheduled for April, 2006 in Silicon Valley. Each event will also be simulcast on the Internet. Ocean Tomo Auctions are the first to bring together a large number of patent buyers and sellers in a single venue. It serves as a unique setting to meet, network and learn which patents are available in today's market.

Ocean Tomo's understanding of the IP marketplace and its unique tools for analyzing IP, position the firm to assist clients in a way traditional advisors cannot. Ocean Tomo also lends against hidden IP value, something banks and other financial institutions are not equipped to do.

According to President and CEO **James Malackowski**, "Ocean Tomo does work along side individual inventors to monetize their IP. Typically this takes the form of:

- Acting as a sell side advisor to sell their patents to a large corporate buyer
- Listing of their patents in the upcoming Spring 2006 patent auction in Silicon Valley
- Valuing or rating their patents to benefit their own negotiations." ❖

News from Cathy's Desk

The board thanks **Alvin Blum** for his insightful presentation on Patenting. Alvin brings considerable experience to the Society and listeners are encouraged to use his information wisely. For example, the PTDL at the Broward Main Library is an excellent place to learn about the patent search. They not only offer a video, but they have a detailed slide presentation by **Eileen Fischlschweiger** on the USPTO database search.

Since **Bob Levy** and **John Fulton** will not continue as board members, it is *critical* that members step forward to take the reigns of the society. The board needs new ideas and perspectives to move forward and grow with the membership. Many members come from businesses where leadership skills are second nature. The business of the society involves decision-making for speakers, activities, and general oversight. The duties of the President and Vice President are shared among its members, since each board member participates in activities outside the ISSF. The board meets once a month prior to the general meeting

The board encourages members to serve on the board. Contact John Fulton (jfulton@malloylaw.com or 305-858-8000) with nominations before the next meeting so he can notify all members.

Dial Corporation is extending its efforts to recognize the creative results of the inventor community by inviting independent inventors to submit inventions that are patented or that have been described in a published patent application. Such inventions in the personal care, household, air care, laundry cleaning or insect control categories to Dial's Partners in Innovation website (www.dialcorp.com). If the entry meets the submission requirements, it will be entered in a sweepstakes drawing for a chance to win \$1000.00. Three winners will be selected at random in October 2005 and each will receive \$1000.00 in cash. Additional details and official sweepstakes rules are available on the website. **September 30, 2005 is the deadline to enter the sweepstakes.**

The October meeting of the ISSF will include a drawing for two books:

- *Breaking Into The Trade Game*, a small business guide to exporting. The book was co-sponsored by the SBA and AT&T. It includes sections on Making the Export Decision, Identifying International Markets, Export Financing, Strategic Alliances, and The Exporter's Directory. At the beginning of the book is the International Marketing Plan Workbook.
- *High Probability Selling*, a short training guide that will enable you to sell without pain. It gives you a sense of how and why high probability selling works. ❖



Grants Available

The SBIR/STTR Programs stimulate technological innovation in the private sector, by strengthening the role of small business concerns in meeting Federal research and development needs, increasing the commercial application of federally supported research results, and fostering and encouraging participation by socially and economically disadvantaged and women-owned small businesses.

For details of the grant for Biotechnology (BT), Chemical-based Technologies (CT), and Emerging Opportunities (EO), find publication NSF 05-605 at www.nsf.org. The category of funding activity is science and technology and other research and development. Due date for applications is December 8, 2005. Submissions received prior to November 8th will be returned without review. ❖

Copyright Myths

Use a search engine to find *The Copyright Myths* by **Jonathan Pink**. He offers 11 myths including fair use, mailing the work to yourself, slogans, public domain, and moral rights. ❖



H.R. 2795

Use a search engine to find *Professional Inventors Alliance: Patent Reform Congressional Fact Sheet* by **Shawn Bullard**. The Patent Reform Act of 2005 would weaken the best patent system in the world and open U.S. innovations to worldwide piracy through several provisions, such as first-to-file, worldwide publication of applications, third party both pre- and post-grant input, limitations on damages for infringement and prior user rights. ❖

Product Shape as a Trade Mark

Use a search engine to find *The Potential Pitfalls of Registering Product Shapes as Trade Marks* by **Brian Cordery** and **Danielle Onona**. ❖

Government Contracting

Use a search engine to find *How to Get Started As A Government Contractor* by **Cheryl Antier**. She offers a ten-step method including client needs, pricing, marketing strategy and first meeting. ❖

Grant Proposal

Visit <http://12.46.245.173/CFDA/pdf/writing.pdf> to learn how to develop and write a grant proposal. ❖

Grants.gov

Grants.gov allows entrepreneurs to electronically find and apply for competitive grant opportunities. It is THE access point for over 1000 grant programs offered by the 26 Federal grant-making agencies. The site also features "grant schemes" that mislead small business owners to think that getting a government grant is as easy as tying shoes laces. ❖

IP Protection

Use a search engine to find *Describing Intellectual Property in Your Business Plan* by **Dave Lavinsky**. This article details the appropriate strategy for addressing proprietary IP in your business plan to attract investor attention and retain confidentiality of your inventions. ❖

Mastering the Media

Todd Brabender offers tips on mastering the media in the August 24th issue of *The Mplans Marketer* newsletter. He tells you how to be clear, concise and focused. In the same newsletter, **Tim Berry** tells you how to find market information; most of it is in the shoe leather. ❖

Deducting Losses

Use a search engine to find *Deducting Losses from Side Ventures* by **Tom Herman**. Even if you have a side business that loses money year after year, you may be allowed to deduct the losses as long as you can demonstrate that you really were trying to make money. ❖

Patent Damages and Royalty Awards

In this article, **William O. Kerr** and **Gauri Prakash-Canjel**, discuss the evolution of the determination of intellectual property damages and royalty awards in the US courts. The article analyses how the change have impacted the amount of damages awarded. Find it at www.capanalysis.com/docs/20030731Patent_Damages.pdf. ❖

IP Survives Hurricane

Use a search engine to find *Intellectual Property Survives Hurricane Katrina* by **Barry Brager**. intangible and intellectual property assets have real value even when there is nothing else to be found in a business. ❖

European Patents

Find European patent applications and granted patents at <http://publications.european-patent-office.org>. ❖

Advertiser's Corner



COPIERS
SUDDEN SERVICE
TO RE-ORDER CALL
561-588-5110
RENTALS SERVICE SALES SUPPLIES
KEN EDDOWES

380 Leigh Road, West Palm Beach, FL 33405

FREE CONSULTATION
1 800 575 8263

Patent Law Offices of Rick Martin, P.C.

416 Coffman Street
Longmont, CO 80501 USA

SEE WINNERS AT
www.patentcolorado.com

Catherine VerSchneider
Research & Information Services
638 Snug Harbor Drive E15
Boynton Beach, FL 33435
561-737-2182
issf_cathy@yahoo.com

Ron Reardon
Patent Agent

Patents & More, Inc.

"From CONCEPTION to PROTECTION
to RECEPTION in the Marketplace"

3356 Station Ct.,
Lawrenceville, Ga.
30044-5674

770.241.4907
Fax: 770.736.6633
rreardon@patentsandmore.com

*Place your
business card
here!*

Free Inventors Digest Magazine Articles

Find these free articles at www.inventorsdigest.com/magazine/freearticles:

- *The IRS Wants to Know: Is your invention a business or a hobby?* by **Joanne Hayes-Rines** (Nov/Dec 2000)
- *Beating the Odds: A step by Step Guide* (market research) by **John Rau** (Sep/Oct 1998)
- *Will My Invention Sell?* by **Bonnie Griffin Kaake** and **Ted Kendall** (Nov/Dec 2001)
- *The Top Ten Reasons Inventors Fail* by **Paul Niemann** (May/June 2002)
- *The Top Ten Reasons Inventors Succeed* by **Paul Niemann** (Jul/Aug 2002)
- *Of Bird & Bees* (how inventions become commercial products) by **Nick D'Alto** (July/Aug and Sep/Oct 1995) ❖

Made in the USA

From thousands of show hopefuls, six teams of two will be chosen to participate in a weekly competition. Over the course of the six-week series which begins September 14th, the teams will develop their product from prototype to marketplace-ready. Each week, guest experts will be on hand to evaluate the teams as they undergo challenges and tasks designed to measure their abilities as inventors, collaborators, and marketers. One by one, teams will face elimination based on their performance and the opinion of the show's three celebrity judges. After a final challenge, the viewing audience will vote to award a one-year TV Home Shopping Network sales contract to the team with the best invention. Visit www.usanetwork.com/series/madeintheusa for details. ❖

Featured Member: Observations from Marvin Greenhut (Continued from page 3)

The more contribution your invention provides to society, the greater the financial reward. I strongly suggest you do not invent for money – if you invent for contribution to peoples lives surely large amounts of money will follow.

The same conditions of “reward” exist with your inventions. An inventor who develops a chemical formula to cure a serious disease is rewarded in proportion to the inventions importance and contribution to mankind. A novelty design for a salt shaker is not the same contribution as a cure for “AIDS”.

However, once in a while, there comes a novelty “Pet-Rock” that nobody needs, but contributes a smile to humanity and humanity even has a “reward” for a good laugh.

Universal “need” is the essence of invention. “Need” calls out and the inventor responds. “Need” does not call out for the inventor by name, but rather for only the “need” to be satisfied.

The “need” condition creates great opportunities for all, the rich as well as the poor. “Need” calls out to the young as well as the old. “Need” calls out to people of all races and all religions. The “need” condition does not discriminate.

In this lies a unique opportunity for anyone who wishes to satisfy “needs” inherent craving for solution. “Need” is all around us, everywhere we look we fall over the human outcry to solve a “need” and in this solution lives the inventor. ❖

Yankee Invention Exposition

The Yankee Invention Exposition is a two and a half day event (Oct 6-8) where inventors can showcase their products to manufacturers, investors, venture capitalists, distributors, licensing firms, wholesalers/retailers and marketers. Also exhibiting will be suppliers of services to inventors including prototypers, marketing experts, telemarketing companies, patent attorneys, fulfillment companies and industrial designers.

Entrepreneur Workshops covering basic skills will be available. Yankee Entrepreneur Workshops will be conducted Thursday afternoon, during Friday and Saturday mornings prior to opening of the exhibits, and during the showing of the exhibits. The workshops will cover many subjects of interest to inventors and entrepreneurs. The workshops will be widely publicized and tickets sold to the public. Exhibitors will receive free admission to the workshops. There will be Computer Workshops and Don Kelley one-on-one sessions.

The Yankee Expo attracts product scouts, manufacturers, investors and the public at large. Whether you seek public exposure of your invention to determine market acceptance, a partner or investor, licensing of your development to a manufacturer or entrepreneur, or to gain experience from your fellow exhibitors, you will learn first hand what it takes to bring your invention to market.

The Yankee Invention Exposition will be held at the Waterbury Armory, 64 Field Street, and at Silas Bronson Library, 267 Grand Street, Waterbury, Connecticut. For more information visit www.yankeeinventionexpo.org or call 203-575-8322. ❖

Foreign Manufacturing

Run for the Border by **Don Debelak** appeared in the March 2002 issue of *Entrepreneur* magazine. The article discusses Brian Donnelly’s commercialization adventure. He found a distributor of patio furniture in California that helped him find manufacturing partners in China for his special chair. The article includes sourcing agents, direct sourcing contacts, and the details that brought Mr. Donnelly success. Use the search feature at www.entrepreneur.com to find the article and author. ❖

IP, Innovation and New Product Development

The Role of Intellectual Property in Innovation and New Product Development by **Christopher Kalanje** explores technological innovation as an interactive process starting with an idea and ending with a commercialized product. Find the article at www.wipo.int/sme/en/documents/ip_innovation_development.htm. ❖

Catalog of Federal Domestic Assistance

The CFDA at <http://12.46.245.173/cfda/cfda.html> gives you access to a database of all Federal programs available to State and local governments (including the District of Columbia); federally-recognized Indian tribal governments; Territories (and possessions) of the United States; domestic public, quasi-public, and private profit and nonprofit organizations and institutions; specialized groups; and individuals.

You can search this database to find assistance programs meeting your requirements and for which you are eligible. You can then contact the office that administers the program and find out how to apply. ❖

Burdlaw.com Links

Visit www.burdlaw.com to find links for patents, copyrights, trademarks, litigation and so on. ❖

Litigation Costs

Litigation through trial \$0.5-\$2M each side. Expense breakdown:

- Infringement or non-infringement opinion \$5K-\$20K
- Cease and desist letters \$1K each
- File or answer complaint \$5K-\$10K
- Discovery phase \$100K+
- Trial \$300K+
- Enforcement \$10K+ ❖

ISSF Meeting

The October meeting of the ISSF includes a drawing for *Breaking Into The Trade Game*, a small business guide to exporting. ❖

Because its purpose is to create a customer, business has two and only two functions: marketing and innovation. Marketing and innovation produce results; all the rest are costs.

Peter Drucker

Inventors Society of South Florida

Presents

George Alexakis

An Inventor's Journey

October 1st 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.

Asia Source

Asia Source is a product sourcing company located in Bangkok, Thailand that is experienced and active in all major Asian markets. They assist firms in locating new product sourcing channels through their established network of Asian suppliers and manufacturers.

Having worked throughout Asia, they have an established network of contacts and affiliates that greatly enhances their ability to know where to go for quality manufacturers, suppliers and products. Additionally, being present in Asia gives them the ability to respond instantly to issues and problems that can arise during manufacturing, shipping and delivery.

Asia Source Services include: product sourcing, outsourced manufacturing, new product development, export logistic services and market entrance analysis. Product specialties include automotive parts, plastic injection molding, computer parts and medical products.

Contact information: Asia Source, 13 Yak Sam Mit Sukhumvit Soi 16, Klongtoey, Bangkok Thailand 10110; telephone (66 2) 392-0674; fax (66 2) 392-1013; email reidi@siam-star.com. ❖

Newsletter Disclaimer

The Inventors Society of South Florida, Inc. provides a wealth of information to our members and the general public regarding all aspects the invention experience through its newsletters, website, speakers, etc., however, the ISSF does not endorse, suggest, or recommend that any of this information may or should be relied upon without the user's own independent investigation and evaluation. Further, the Inventors Society of South Florida, Inc. disclaims any responsibility for any financial investment and/or legal, accounting, or other professional advice which may be rendered by individual officers, directors, sponsors, members, speakers and/or guests, at/or as a result of contacts made at any ISSF activity, and/or through our newsletters, websites, or any other source not specifically stated.

THE BOTTOM LINE – YOU ARE RESPONSIBLE FOR YOUR OWN INDEPENDENT INVESTIGATION AND EVALUATION OF EACH EVERY RESOURCE WHICH YOU MAY CHOOSE TO UTILIZE. ❖

Inventare Maximus
October 2005

To receive the newsletter via email, send your email address to fruton@malloylaw.com. For those without email, hard copy of the newsletter will be mailed through USPS.

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