

Inventors Society of South Florida

Inventors News

February 2007

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

Membership Dues for 2007

Membership dues are required for the Inventors Society of South Florida to continue offering the newsletter, speakers, and other benefits. Membership dues enable the Board of Directors to show our meeting host, **Domenic Mucciacciaro**, President LIGITOOL, our appreciation for his support through access to his facility.

There are production and mailing costs associated with the newsletter. Considerable research time goes into each issue. The information is assembled to benefit the inventor. You have it at your fingertips so you don't spend valuable time searching on your own. This leaves you more time to work on your invention.

Often there are handouts for meeting attendees. The society incurs costs for copy services, so we can place important information in your hands at the meetings.

At the January meeting, an inventor was scammed. Board member Eva Thomas made a presentation on scamming. After the meeting, the newsletter writer obtained the victims name and email address to later send the person valuable information to get out of the situation. This is an example of the teamwork that your membership dues pay for. Perhaps next month you will be the person who needs guidance! Sixty dollars is so little when it can save you thousands of dollars along the road to successful inventing.

Timely payments reduce our time and expense in maintaining a current roster.

Returning members: \$60 individual / \$70 family. First time members in 2006 should have received a statement indicating their pro-rated membership amount for 2007. Please contact ISSF Treasurer **Lucy Patterson** and make your payment today. We thank you for your cooperation! ❖

Lunch Slated for Domenic Mucciacciaro

The Board of Directors has slated a lunch for **Domenic Mucciacciaro** on Saturday, February 10th at 1 PM at the Cheesecake Factory located at Glades and Butts Roads in Boca Raton. Persons planning to attend will please notify **Eva Thomas** (561-395-7615 or **etboca@hotmail.com**) no later than Friday, February 9th. Eva needs 24-hour notice to make the reservation. Expect to spend \$20 per person. ❖

About Patent Searches

Don Kelly, Intellectual Asset Management Associates

A patent search is not a rite of passage...in other words; it is not a **pass/fail** exercise where you (as the inventor) are prevented from proceeding to the next stage of your innovation. You are merely seeking a review (by a skilled research professional) of the relevant literature (mostly patents)...and a legal opinion by a skilled patent practitioner (attorney or agent).

As engaged by you, a professional patent searcher, skilled in fishing through millions of documents to find out if a fairly specific concept (your invention) has been disclosed before your invention date.

Many searchers look through the millions of documents (called the PRIOR ART) for the EXACT concept, while the more skilled & better qualified searchers attempt to find both the EXACT concept AND anything that is reasonably CLOSE to the inventive concept.



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*Inventors Society
of South Florida*

meets

**the first Saturday
of each month**

Join US ON

February 3rd at 1:30pm

The Inventors Society of South Florida, Inc. is a 501(c)(3) organization.

Mission Statement

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



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Continued from page 1

The results of this patent search - - while merely an **opinion** - - will guide YOU in your next steps (for example, in making your decision to: a. obtain a more extensive search; b. move forward with a patent application; c. abandon the idea. The word "opinion" is key to this process.

During the search, if the EXACT invention concept is uncovered by the searcher, that result is relayed to the inventor (you). At that point, you most likely will accept the fact that your invention is **not new** or **novel!**...and you will move on to something else.

A more complex question arises when the searcher finds a reference disclosure sincerely believed to be reasonably CLOSE to your inventive concept, and further believes that a (hypothetical or postulated) modification of the disclosure in the found document might be an OBVIOUS step. (Under US Patent Law, an inventor can obtain a US Patent only for inventions that are new, novel AND un-obvious.)

For a **legal opinion**, the searcher next refers all the "uncovered" information documents to someone registered to practice patent law before the USPTO - - since only such people can offer professional **opinions** on patentability.

If you file your patent application, you must disclose to the USPTO the documents that have been uncovered in ANY patent search, but you do not have to disclose anyone's opinions. The Patent Examiner will then offer her/his OPINION as to whether your invention is patentable. Out of all the opinions this is the important one, but you still can carry your arguments to the US Supreme Court. ❖

Recommended Reading for New Entrepreneurs

Instinct: Tapping Your Entrepreneurial DNA to Achieve Business Goals by **Thomas L. Harrison** with **Mary H. Frakes** --- The author uses the language of science as a basis for discussion. He writes about how to recognize your weaknesses and how to build a team around you that compensates for them.

The World is Flat: A Brief History of the Twenty-First Century by **Thomas L. Friedman** --- It's particularly important for those just starting out to understand the environment they're entering, and this book talks about how the environment has changed competition, making it more global for every company of every size. It says every company is a global company and you need to think about that when starting one.

Innovation and Entrepreneurship by **Peter F. Drucker** --- He talks about entrepreneurship in terms of learnable skills, which is important because at the end of the day, it's the skills that matter most.

The Art of the Start: Time-Tested, Battle-Hardened Guide for Anyone Starting Anything by **Guy Kawasaki** --- This book gets down to the details about pitching a business plan to venture capitalists for the first time. It goes all the way from how long the presentation should be to how large the font size should be on the slide. And the author does it in a very humorous and tongue-in-cheek way. ❖

Henkel Innovation Trophy

The **Henkel Innovation Trophy** inventor's competition is accepting submissions until April. Visit

www.henkel.us/int_henkel/ourcompany_us/channel/index.cfm?pageid=219 to submit an idea. For more information visit http://livedit.henkel.com/int_henkel/ourcompany/binarydata/en/pdf/Henkel_Innovation_Trophy_en.pdf. ❖

Desktop Fabricator

Fab@Home is a website dedicated to making and using *fabbers* - machines that can make almost anything, right on your desktop. This website provides an open source kit that lets you make your own simple fabber, and use it to print three dimensional objects. You can download and print various items, try out new materials, or upload and share your own projects. Advanced users can modify and improve the fabber itself.

Fabbers (aka 3D Printers or rapid prototyping machines) are a relatively new form of manufacturing that builds 3D objects by carefully depositing materials drop by drop, layer by layer. Slowly but surely, with the right set of materials and a geometric blueprint, you can fabricate complex objects that would normally take special resources, tools and skills if produced using conventional manufacturing techniques. A fabber can allow you explore new designs, email physical objects to other fabber owners, and most importantly - set your ideas free. Learn more at www.fabathome.org/wiki.

Here's an article about a 3D fabricator that you can build yourself for a couple of grand: www.newscientisttech.com/article/dn10922-desktop-fabricator. ❖

2007 Governor's New Product Award Competition

Would you like for your company to win public acclaim and prime billing for your Florida-developed product, machine, process or material? Enter your innovation into the annual Governor's New Product Award competition, which recognizes the full spectrum of benefits that come from the research and engineering of new products in our state.

If your innovation was introduced to the market between September 1, 2002 and September 1, 2005, and is a new product, machine, process or material developed totally or in part in Florida, you may enter it into the 2007 Governor's New Product Award competition. Entries are judged on sales and economic impact, innovative use of engineering principles, and improved function.

Entries are due by February 2, 2007. The Governor's New Product Awards will be presented in Tallahassee on April 11, 2007, in conjunction with Professional Engineer's Legislative Days sponsored by FES and FICE. Recipients will also be recognized at the FES/FICE 91st Annual Summer Conference and Exposition at the Marco Island Marriott, August 1 - 4, 2007. Winners in the Florida competition will automatically be entered the following year in a parallel national program conducted by the National Society of Professional Engineers.

To view the brochure, please visit www.fleng.org/images/files/GNP07.pdf.

For more information on the 2007 Governor's New Product Award competition, visit www.fleng.org or contact Kate Ray, Director of Member Services, at (850) 224-7121. ❖

Google Patent Search

Goggle.com has a patent search beta site at www.google.com/patent that can access over seven million patents. Click *Advanced Search* to specify key words, patent number, title, inventor, classifications and dates. If you need help, click *Google Patent Search Help* on the top page. Here you will find definition of terms and an explanation of the patent page. ❖

Membership

The Inventors Society of South Florida (ISSF) membership application form is available online at www.inventorssociety.net/appform.pdf. Annual individual membership dues are \$60.

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 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 cever@earthlink.net. 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. ❖

Keeping an Invention from Going to the Dogs

You get a Request For Proposal from a company but the details are TO BE DETERMINED. An end result is specified and the company is forbidden to mark any proposal documents as "Confidential," and if any such documents are marked "Confidential," the proposal will be returned to the candidate without consideration. What should you do? Protect yourself with a patent application. Use a search engine to find *Keeping an Invention from Going to the Dogs* written by **John M. Hammond, P.E.** and **Robert D. Gunderman, P.E.** ❖

ISSF Meetings

ISSF meets at 1:30 pm on the first Saturday of each month at:

Ligi Tool & Engineering, Inc.
3220 SW 15th St.
Deerfield Beach, Florida 33442
877-523-6693
www.ligotool.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 (past the first stoplight on Powerline Rd, look for two cement towers and the *ModComp* sign).

From I-95 Southbound: Exit at SW 10th St, Exit 40; turn right SW 10th St (West); left on Powerline Rd; left on SW 15th St (look for two cement towers and the *ModComp* 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 (past the first stoplight on Powerline Rd, look for two cement towers and the *ModComp* sign).

From I-75: Exit at the Sawgrass Expressway (Route 869); go to the end of the expressway and continue east on SW 10th St; turn right on Powerline Rd and left on SW 15th St (look for two cement towers and the *ModComp* sign).

Contact:
Howard Silken at 561-496-1140
silkhandp@hotmail.net



President's Corner

In the January board meeting, the Board voted to email the *Inventors News* to whomever wants it at no charge to gain more national exposure for the ISSF and inventors at large. What this means to you is that you no longer need a password to access it online! By extending the information to all, the needs of inventors will be better served.

The Board of Directors thanks **Jonathan King**, Wachovia Financial Specialist (jonathan.king@wachovia.com or 561-338-7408), for giving attendees the heads-up on business plans when seeking financial sources. Wachovia has advisors for various levels of financing sought. Regarding the business plan, Jonathan advises:

- Know your market and expected sales.
- Be prepared with samples and analyses.
- Include contingencies (e.g. extra money if the plan dates are not met).

The board wishes to thank **Eva Thomas** for the timely presentation on the American Inventors Protection Act of 1999. Finally, I wish to thank my daughter for sharing with attendees her frustration in gaining acceptance of her football protective gear. Notably, one attendee suggested that she approach the insurance companies who will be the most interested in minimizing insurance claims when football players are required to use the protective gear!

The Inventors Society of South Florida depends on membership fees to provide newsletters, notices, copies of articles and other information to you. Your membership fee defrays expenses associated with obtaining speakers and arranging free advertising for the society. The monthly meetings are a place where inventors can ask questions and receive guidance for whatever they need. The Society depends on membership to continue serving the needs of inventors. Please ensure that your annual membership is paid in full today!

The Board invites inventors to participate in the lunch for **Domenic Mucciacciaro** on February 10th. Domenic receives no compensation for hosting the Inventors Society of South Florida each month. He knows well the trials and tribulations of inventors through his own inventive efforts. The Board of Directors is grateful to Domenic for hosting our meetings. Please attend the lunch as a show of thanks for Domenic's contribution.

Regards,

Howard Silken

Innovative Marketing

Most newspapers and many other types of media outlets as well, are understaffed and often have significant editorial gaps to fill. They rely on free outside copy that arrives in the form of "mat" releases, articles that are prewritten and ready for publication.

For less than the cost of one decent-size ad in a single daily newspaper, you could create an article to be distributed with your byline that might get picked up by several hundred newspapers across the country and generate dozens of leads--or more. Since newspaper editorial is generally perceived as more credible than advertising, a mat release is an effective way to reach and influence readers. Two of the major mat release services, www.metroeditorialservices.com and www.aranetonline.com, which distributes online only, have pricing that fits small-business budgets. ❖

News From Cathy's Desk

Glenn Kupferman and I met for two hours at his office in Boynton Beach. Glenn presented *Sales & Marketing Strategies* at the November meeting of the ISSF. I want to point out that Glenn is strong in marketing. He recognizes that you can create need by personalizing a product. Looking through his catalog, you find a line of products for golf, fashion, folding, beach and patio use.

Glenn, the businessman, has done his homework on the competition, expansion opportunities, costs, relationship requirements, usability, and so on; all the information that goes into the business plan! Remember **Jonathan King**, the speaker for January? He discussed the importance of the business plan to capital investors.

Glenn told me that he believed in one thing when growing up: "Be the best at whatever you do, and you will succeed, have gratification and enjoy the experience."

We toured the warehouse and observed the logo application process. I met several of the employees. The workplace is clean and neat. Paints are mixed for each logo. The rotary equipment is perfectly aligned for the application of the logo colors. The paint is dried to prevent running and mixing. Each finished logo is perfect.

Glenn showed me the packaging and shipping areas at the rear of the warehouse. Again, everything was neat and orderly. Next, we walked through the offices. I met six more employees who handle order tracking, invoicing, graphic design, catalogs, and customer service among other responsibilities.

What struck me about the company is that the personnel are focused on future opportunity. The graphic designer is assembling new marketing images for the Tommy Bahama licensing. She is mapping the best quality umbrella onto sportswear and business casual clothing. Vary the umbrella colors, change the logos, and now you have a new market venue!

Why should the newsletter readership be interested? Some of you have viable products already. For instance, a TarpKlip™ makes a fine candidate for advertising. Perhaps use it as is with a logo, or enlarge the parts to increase the variety of logos accommodated. These could become giveaways of companies that sell boats, tarps, and pools. A chain hardware store might give it away to purchasers of \$100 of goods per visit. The opportunity for sales increases dramatically and the marketing strategy takes a giant turn. Learn more through the Advertising Specialty Institute at www.asicentral.com.

Glenn cautions that he is an overnight success eleven years later. The inventor must do the research, write a business plan and learn the strengths/weaknesses of the plan!

Moving along, Glenn spoke about the tradeshow he attended in Las Vegas the first weekend in January. He had the upper hand when he looked along the aisle where his booth was and saw no other presenters in the aisle. He took Windbrella™ to the passing customer. When a customer commented that there is no rain in Las Vegas, Glenn responded, "We don't sell rain, we sell advertising!" By the way, the Windbrella™ comes in a UV reflective model.

Some things to keep in mind when planning for a tradeshow:

- Cost: 10'x10' booth costs \$2500; travel, hotel and meals are additional.
- Look professional (attire and grooming). You have to look like you are in business (business cards, brochure, catalog, posters and so on).
- The printed catalog must show the uses of your product (e.g. product line).
- Make certain that your literature and logos contain no spelling errors.
- Make a splash using many logoed items. Be sure to have disclaimer that logos are for demo only and that these are trademarked.
- Be ready to hawk in the aisles. You will find out if your product has merit from direct end user feedback. ❖

Overseas Manufacturing

Is it a good idea to work with manufacturers you have never met face to face in another country? Use a search engine to find *Hiring Firms Overseas Requires Due Diligence*, written by **Kelly Spors**. ❖

Inventorship Determination

This paper is intended to provide the patent practitioner with guidelines for conducting inventorship inquiries. The guidelines are applicable to determine inventorship as a preliminary matter, before a patent application is filed, as well as to resolve inventorship disputes after a patent application has been filed or a patent has been issued. This paper also explains how inventorship may be corrected in patent applications issued and it provides helpful 'practice tips' related to inventorship determination and correction. Visit www.mhmlaw.com/articles.php and scroll down to the article *Clearing up the Muddy Metaphysics of Patent Inventorship*, written by **Ed Remus** and **Laura Personick**. ❖

Foreign Patents: When Less Is More

In this article, **Robert Fieseler** and **Consuelo Erwin** suggest some factors which should be considered before deciding whether and where to file foreign patent applications. In view of the immense cost of obtaining and maintaining foreign patents, it is necessary to study various approaches and select the approach best suited to the business objectives of the company. Find the article at www.mhmlaw.com/article/Fieseler-Erwin%20-%20Foreign%20Patents.pdf. ❖

StartupNation.com

StartupNation presents an uncomplicated process to help first-time entrepreneurs get started. It helps people get over the 'but I don't know where to start' hurdle. Visit www.startupnation.com. ❖

SME Forum

The Small and Medium Sized Enterprise Forum aims at providing an open platform for small and medium size enterprises to raise questions and to share experience and views on matters concerning international trade and their operations. Visit <http://forum.tdctrade.com/cgi-bin/Ultimate.cgi> to learn about China, Hong Kong, Intellectual Property, Raw Material Sourcing, Financing and Closer Economic Partnership Arrangement (CEPA). ❖

Small Business Resources

Your comprehensive resource for information, tips, seminars and events, online forums and other tools - all tailor-made to grow your business is at <http://sme.tdctrade.com>. ❖

CA Federal Circuit Court

In two recent decisions, the Federal Circuit has affirmed that patent holders must lay all their cards on the table in their infringement contentions served pursuant to the Northern District's Patent Local Rules, and that if they do not do so or otherwise fail to comply with the requirements of the Patent Local Rules, their infringement claims may be summarily dismissed. Use a search engine to *find Federal Circuit Court Affirms: Local Patent Rules Have Strong Bite*, written by **Eric W. Bass** and **Jeffrey M. Fisher**. ❖

Making a Loan to Yourself

If you are a private corporation and we need some funding, there are rules to follow. Use a search engine to find *How Much to Charge Yourself on a Loan to Yourself* written by **Kelly Spors**. ❖

Improved USPTO

Use a search engine to find the USPTO Press Release *Fiscal Year 2006, A Record-Breaking Year for the USPTO*. The USPTO has over 8000 employees.

Patent examiners completed 332,000 patent applications in 2006, the largest number ever, while achieving the lowest patent allowance error rate -- 3.5% -- in over 20 years. At 54%, the patent allowance rate was also the lowest on record. Patent allowance rate is the percentage of applications reviewed by examiners that are approved. ❖

Advertiser's Corner



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Global Product Alert

Here is a place where you can check to see what similar products exist in relation to your invention. Product Alert is a free, personalized update service that emails you when new products and suppliers in your selected categories are posted online. Visit www.globalsources.com and click *Product Alert* in the left side bar. When you sign up, you will get:

- E-mail notifications on the latest products and suppliers relevant to you
- Full-color pictures or top-line specifications for each product
- Links to more in-depth product and supplier information
- E-mail updates about news articles for your selected categories. ❖

Tradeshows

The **MAGIC Marketplace** Spring/Summer will run February 13-16, 2007 at the Las Vegas Convention Center and the Las Vegas Hilton. MAGIC is one of the most anticipated events in the fashion accessories and supplies industry. The show will feature over 3,100 companies, 5,000 brands and 20,000 product lines of men's, women's and children's clothing and accessories from 80 countries.

The **American International Toy Fair**, also referred to as "Toy Fair" will run February 11-14, 2007 at the Jacob K. Javits Convention Center and showroom locations in the Toy District. The show will feature a wide range of exhibits from classic toys to interactive entertainment. The American International Toy Fair is one of the largest toy trade shows in the U.S. More than 1,500 manufacturers, distributors, importers and sales agents from 30 countries will showcase their toy and entertainment products during the four-day event.

The **International Home & Housewares Show** will run March 11-13, 2007 at the McCormick Place in Chicago, Illinois USA. The fair is a US\$283 billion homegoods & housewares marketplace, organized into "show within a show" expos containing specific product categories. The International Home & Housewares Show is attended by 60,000 of the world's most important housewares professionals, including over 2,000 exhibitors from over 30 countries and nearly 15,000 U.S. buyers and over 6,000 non-U.S. buyers.

The **National Hardware Show** will occur May 8-10th in Orlando. They will again have a special section set aside for new inventions and products called "The Inventors Spotlight." If interested, contact **Denise deLuca** at 203-940-5982. ❖

Invention Secrecy at the USPTO

The Invention Secrecy Act of 1951 requires the government to impose "secrecy orders" on certain patent applications that contain sensitive information, thereby restricting disclosure of the invention and withholding the grant of a patent. Remarkably, this requirement can be imposed even when the application is generated and entirely owned by a private individual or company without government sponsorship or support.

There are several types of secrecy orders which range in severity from simple prohibitions on export (but allowing other disclosure for legitimate business purposes) up to classification, requiring secure storage of the application and prohibition of all disclosure.

At the end of fiscal year 2006, there were 4942 secrecy orders in effect. Visit www.fas.org/sgp/othergov/invention/index.html#intl to learn all about it, and to access international agreements on invention secrecy.

Visit www.fas.org/sgp/othergov/index.html for other government documents on secrecy and security policy. ❖

International IPR Advisory Program

The U.S. Department of Commerce, in cooperation with the American Bar Association's (ABA) Section of International Law and the Coalition Against Counterfeiting and Piracy, announces the launch of the International Intellectual Property Rights (IPR) Advisory Program. This program allows American small and medium-sized enterprises (SMEs) to request a free, one-hour consultation with a volunteer attorney knowledgeable in both industry IPR issues and a particular country to learn how to protect and enforce their IPR, such as trademarks, patents, or copyrights, in that country. Expertise is now available for Brazil, Russia, India, China, Egypt, and Thailand. Visit www.stopfakes.gov/int_ipr_ap.asp to learn more.

To request a free consultation with a volunteer attorney or obtain additional information regarding this program, visit the ABA Section of International Law web site: www.abanet.org/intlaw/intlproj/iprprogram.html

Also, there is a link to a sister program which also provides free expert guidance to U.S. SMEs on IPR, but is limited to the Chinese market. For information on China-specific IPR consultations, please visit www.stopfakes.gov/sme_china_ipr.asp. ❖

World Intellectual Property Organization

Visit www.wipo.int/sme/en and click *Patents*. On the next page, click *Articles*. Learn about patent costs, drafting patent claims, launching a new product and much more:

- *Managing Patent Costs: An Overview* (Sep 18, 2006)
- *Quality Patents: Claiming What Counts* (Apr 25, 2006)
- *Patents at the Core: the Biotech Business* (Feb 23, 2006)
- *Intellectual Property Rights Information Serving Innovation* (Feb 1, 2006)
- *Patents in Technical Standards* (Dec 6, 2005)
- *A Practical Guide to Managing IP* (Dec 2, 2005)
- *Claiming what Counts in Business: Drafting Patent Claims with a Clear Business Purpose* (Dec 2, 2005)
- *Launching a New Product: Freedom to Operate* (Sep 13, 2005)
- *On-Line Patent Searching - A Cautionary Tale* (Sep 1, 2005)
- *Intellectual Property Rights for SMEs in the Pharmaceutical Industry* (Aug 9, 2005) ❖

Licensing

There is no question that intellectual property licensing has played a major role in today's business and economy. Use a search engine to find *Latin America: Licensing as a Source of Technology Trade* written by **Luis C. Schmitt**. You will learn about cross-border licensing. You will learn what to consider in drafting international licensing agreements. ❖

Regarding Scams....

The July 2006 newsletter from ISSF discussed scams and scam companies. Relevant websites to visit include:

- www.inventored.org/caution/extreme for a list of companies to avoid.
- <http://www.inventored.org/InvProNews/> offers links to news about Invention Promotion companies. At the bottom of this page click **Find out what to do here** if you have been scammed.
- www.uspto.gov/web/offices/com/ip/complaints.htm for the USPTO public forum for the publication of complaints concerning invention promoters/promotion firms. On this page is a link to the **American Inventors Protection Act of 1999**, which **Eva Thomas** discussed in the January meeting.
- www.inventorsdigest.com and click **Beware!** on the task bar at the bottom of the header section (red box across top of page). At the bottom of the **Beware!** page you will find a link to **How Does the Invention Scam Work?** ❖

February ISSF Meeting

-- Information Giveaway --

- ARTICLE: Launching a New Product: Freedom to Operate
- ARTICLE: Quality Patents: Claiming What Counts
- ARTICLE: Foreign Patents: When Less Is More
- BOOK: House of Invention: The Secret Life of Everyday Products
- BOOK: American Science and Invention
- BOOK: A Better Idea
- BOOK: The Connected Corporation ❖

*All organizations
can make
tremendous
quality
improvements by
tapping the
power of
teamwork.*

*--- Donald E. Petersen,
Former CEO,
Ford Motor Co*

*Inventors Society
of South Florida*

meets

*the first Saturday
of each month*

JOIN US ON

February 3rd at 1:30pm

We're on the Web!

See us at:

www.InventorsSociety.net

American Inventors Protection Act (AIPA) of 1999

On November 18, 1999, Congress passed the AIPA, which for the first time imposed a duty on Invention Marketing Companies to disclose information to prospective clients before they sign contracts. Specifically, a company must disclose:

- Total number of inventions evaluated by the promoter in the past five years.
- The number of these inventions which received positive and negative evaluations.
- The number of customers who contracted with the promoter over the last five years.
- The total number of these customers who received a net financial profit as a direct result of the promotion services by the promoter.
- The names and addresses of all previous invention promotion firms with which the invention promoter or its officers have been affiliated for the last 10 years.

Any customer who has contracted with a promoter and has been injured by an omission to state any of these facts, or any other material fact, or by any material false or misleading statement by the promoter will have a civil cause of action for actual damages or statutory damages of not over \$5000, plus costs and attorneys fees. If the court finds the promoter's actions to have been willful, taking other complaints into account, the damages may be trebled. ❖

Newsletter Disclaimer

The Inventors Society of South Florida, Inc. (ISSF), a 501(c)(3) organization, provides a wealth of information to our members and the general public regarding all aspects of 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 ISSF 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. ❖

Inventors News
February 2007

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

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