

Inventors Society of South Florida

Inventors News

Inventors Society of South Florida, P.O. Box 6008, Delray Beach, FL 33482

January 2009

President's Corner

First of all, I want to thank everybody for showing their support by electing me president of such a prestigious organization. Few members realize just how prestigious this organization is. This will soon be rectified by a history of the club that Cathy is putting together for the website.

I particularly want to thank the standing board members for their continued guidance, support and generously sharing their experiences and contacts with me. I have learned more this year while being a part of the board than I did all prior years. If you would like to cash in on some of that education, simply show up and get involved. The board meeting, starting at 12:00 pm, is an hour before the regular meeting and is a great opportunity to bring your thoughts and needs to our attention.

Another person deserving wider recognition is **Cathy VerSchneider**. In case you don't know, she is the person who does our website and newsletter. She regularly goes beyond her duties, producing the best newsletter in the country for our club. This is not only my personal opinion but that of the many people I have met all over the country.

She recently completely redesigned our website to make it more user-friendly and added loads of new information, which in the future will include a member's products page where members can showcase their inventions.

It is not a coincidence that her 8-sided inventors hat is on the home page. This year we plan to address each and every topic needed to bring a product through the jungle of business to market. We begin with a presentation by one of our more successful inventors, **Freddy Lee**, on 1/10/09. PLEASE NOTE: this is the second Saturday in January due to the New Year's holiday. He will be talking about the need to prototype and how to do it yourself with ordinary materials.

We will continue to offer great speakers. We are planning some special programs to get you, the regular membership, more involved. They have to do with developing marketing information, pitching your product and achieving benchmarks. If you are interested in helping develop these programs or any others we haven't thought of, just let me know.

Dreaming up ideas is ... well ...dreaming. The perspiration (from the old **Thomas Edison** axiom) of making those dreams a reality is inventing. I am hoping we all pull together and help each other achieve success.

Lastly, I want to thank **Charles Koch** for a very in-depth presentation last month regarding rapid prototyping and manufacturing. Once more a speaker has identified the need to treat inventing as a business and become an expert in the field of your invention by going to tradeshows, etc. There are some things that just need repeating.

Sincerely,

Leo Mazur



Highlights

Cathy's Desk	2
Fundamentals	2
Marketing Newsletter	3
China Manufacturer	3
Your Business Plan	4
Biz Fundamentals	4
ISSF Dues News	5
Charles Koch	5
inventRight Radio	6
Power of an Idea	6
Inventor Challenges	7
NCIO on Scams	7
ISSF Speakers	8

*Inventors Society
of South Florida*

presents

Freddy Lee

ON

*Do-It-Yourself
Prototyping*

January 10th at 1:00 PM

Happy Holidays

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.



Officers & Board Members

President: Leo Mazur
 Vice President: Albert Newman
 Secretary: Joanna Zaremba
 Treasurer: Lucy Pettersen
 Founding President: Robert White
 Director: Alvin Blum and Richard Loughlin
 Membership and Goodwill
 Joanna Zaremba
 Member Liaison: Joanna Zaremba
 Publicity: Leo Mazur and Eva Thomas
 Public Relations: Eva Thomas

Contacts

Richard Loughlin in Stuart:
 772-287-2224
 Joanna Zaremba in Broward Co:
 954-486-2426



News From Cathy's Desk

When I look at a finished newsletter, I realize that I am the instrument of the newsletter. It is an entity evolved from the mating of research with inventor needs. I have over 200 emails to review this month for newsletter content. Don't ask me to explain how I prioritize and cull the information in my inbox. It magically happens. Just be aware that there are fabulous resources for inventors to use, and this newsletter brings them to you through links and gleaned content. It is up to you to visit the websites and determine the usefulness of the information.

The people behind the information at the various websites or in the articles just keep pushing the information out 'there' for people to help themselves. This newsletter is a conduit of that information. Lately, I keep receiving a message in various forms for inventors to 'do your own homework', 'learn the industry' and 'be your product expert'. This message comes from seasoned inventors, business people and educators.

This message has two aspects. First, you must learn as much about the invent-to-market process as you can. Second, you must identify your strengths and weaknesses, so you can apply yourself and your resources to your greatest benefit.

This month's newsletter focuses on resources for planning and marketing. It is evident that marketing is pivotal in selling product. Consider some of the frivolous items on store shelves and in your garage. Also, consider that packaging is a form of marketing and that poor packaging can keep a product from the store shelf. Marketing and packaging are aspects of the business plan. Both are costs of the business and key to the return on your investment. The business plan is an integral part of financial success for inventors. Business planning is done in concert with honing your idea. A common scenario of poor planning is patenting an idea that has a limited customer base in which your return would not cover your expenses. In this case all of your investment is lost.

The Board of Directors issues this monthly *Inventors News* to a wide readership to help eliminate such events. It is a challenge for inventors to know all there is to know about inventing successfully. There are potholes along the path, but your local inventor club can help you navigate the road and avoid most of them. Inventor clubs have a network of experts to contact or refer. If not club members, then members of other clubs or reliable professional services are available.

The ISSF Board requests input from readers on improving this newsletter to help inventors with their efforts. If you need information, please email cever@earthlink.net. I will do my best to find the information or a contact to help you. Of course, there are online experts available to inventors just by sending an email with your question. Whatever is preventing you from pursuing your ideas, resources are available to assist your efforts. Often the assistance is available at no or little charge to you.

At the risk of sounding redundant, every inventor should avail themselves of membership in a local inventor group. They offer a lot of information of interest to inventors, as well as networking opportunities and events. It is the best investment an inventor can make. ❖

Back to the Fundamentals

In November, the BPlans.com newsletter offered a new series, *Back to the Fundamentals* with a fantastic webinar run by **Tim Berry**. The webinar is available at www.bplans.com/fundamentals. Just enter in your name and email to access to the videos. In the case of small business, medium business, growing business, and entrepreneurship, *back to the fundamentals* means watching cash flow, carefully planning the future, staying on the alert, focusing better and minding the basics. This begins with good practical business planning.

Continued on page 3.

Continued from page 2.

Tim Berry is the expert on business planning. His webinar offers a four part program with related resources (including the webinar slideshow) and Q/A:

- Part 1: Planning Fundamentals (planning versus accounting)
- Part 2: The Heart of the Plan (strategy)
- Part 3: Flesh and Bones (assumptions, milestones, review)
- Part 4: Season to Taste (how to package the information)

There is no cookie-cutter path for successful inventing, but Tim Berry offers the mold for successful business planning here. The fundamentals of business are the same for all products. Adding your product specifics to his business plan template will benefit your decision-making abilities and inventing goals.

The next webinar in the series will be in February and will focus on marketing and how to grow your business like crazy. This *Grow Your Business* webinar will be hosted by **John Jantsch** of Duct Tape Marketing (www.ducttapemarketing.com). ❖

Duct Tape Marketing Newsletter

Visit www.ducttapemarketing.com and subscribe to a weekly newsletter that offers small business marketing tips, small business Internet marketing strategies, tactics and resources. Here is a sample of the offerings:

- *What's your ideal customer's key strategic behavior* - Understanding and then targeting customers based on a certain type of behavior can be a powerful way to round out your ideal customer profile.
- *The Ultimate Secret to Business Growth* - Change is the ultimate secret to business growth.
- *What are they thinking?* - Knowing exactly what your clients and prospects are thinking is a big part of the marketing game.
- *Strategy Before Tactics* - Don't fall for the marketing idea of the week, build a strategy and stick to it.
- *Small Business, Big Dreams: How to Craft a Compelling Press Release* - The one page press release is still a powerful tool for generating media attention.
- *Keys to Successful PR* - Earned media attention can go a long way towards winning new business and keeping current clients happy. ❖

Questions for Your Prospective China Manufacturer

Don Debelak's December newsletter includes highlights taken from Chapter 4 of *Sourcing Smarts: Keeping it Simple with China Sourcing and Manufacturing* by **Edie Tolchin, Don Debelak** and **Eric Debelak**. The book offers money saving insight on the following questions:

- Can you provide recommendations of proposed alternate materials?
- Can you please give me a list of holidays that your factory will be closed for this year?
- What is your delivery lead time?
- What policies do you have in place for replacement of defective merchandise?
- Do you work with a China trade forwarder who could arrange our shipment?
- What are your minimum order quantities?
- Are you willing to cooperate with the Asian affiliate of our appointed independent safety / testing lab?
- Do you work with a translator? ❖

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. ❖

Linux Defenders

Open Invention Network (OIN), a collaborative enterprise that enables open source innovation and an increasingly vibrant ecosystem around Linux, today unveiled the Linux Defenders program, which is designed to make prior art more readily accessible to patent and trademark office examiners, and increase the quality of granted patents and reduce the number of poor quality patents. Visit www.linuxdefenders.org for more information. ❖

ISSF Meetings

ISSF meets at 1:00 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:

Eva Thomas 561-395-7615
etboca@hotmail.com



Your Business Plan Starts Here

BPlans.com offers a variety of information to help inventors:

- Sample Plans – sample business and marketing plans, business plan outline and templates, mission statement and executive summary
- How To Articles – write a business plan, start a business, market a business, finance a business and grow a business
- Planning Tools – start a business, new business ideas, market research, calculators, and tax resources
- Software – business plans and marketing plans
- Resources – planning videos and newsletter.

So, let's click the link for Market Research under Planning Tools. Some of the articles include:

- *Market research basics* - This article explains what primary and secondary market research is and how they are conducted. Tips on where to find market data and other information is also offered.
- *How to create a market forecast* - A detailed article on making a market forecast estimate.
- *Target marketing* - The most effective way to optimize your market resources is through targeted marketing efforts.
- *Know your industry* - Knowing your industry gives you a leg up on the competition.
- *Market competition* - Learn from existing businesses in the same industry. ❖

Ten Business Fundamentals

1. Long-term business success is rooted in value. Businesses that offer value to customers and respect value for employees are more likely to survive. Business ethics are good business; they are like a long-term insurance policy.
2. Strategy is focus. The secret to failure is trying to please everybody.
3. One of the most dangerous confusions in business is about business planning. Every company, large, small, and not-yet-started, can benefit from business planning. Way too many people confuse business planning with a big formal business plan document. You can have planning without the formal plan and you can have the formal plan without the planning.
4. The more priorities in a plan, the less likelihood of implementing that plan.
5. Passion and persistence don't guarantee business success. There are a lot of other factors.
6. Bootstrapping is underrated.
7. Cash flow is vital but not intuitive. Profits don't guarantee cash flow. Many profitable companies die for lack of cash.
8. Investors don't invest in business plans. They invest in businesses they believe will make them money. They invest in the people and the market. But people without business plans are far less likely to get investment than people who plan. It's about getting your story straight, and reducing uncertainty.
9. There are very few good reasons to spend more than you bring in for more than a very short time. A long-term company-building effort is one of them.
10. Everything you do in a business rules out something else that you can't do. That's the principal of displacement. It's really important. ❖

ISSF Dues News

We have gone from the annual to anniversary system to eliminate the confusing second year assessment for new members. Also adding a FREE month incentive for first time members provided they join within a week after their first meeting.

Unfortunately it was discovered that the bylaws call for a 25% payment for the spouse in a joint membership, which is \$15.00 as apposed to the \$10.00 we have been charging. Since the standing members who would be affected by this change are due in January, the board has extended the pervious membership payment of \$70.00 if paid by 2/1/09.

The board has also approved that non-members who have attended their first free meeting will be charged \$8.00 per meeting thereafter until they become fully paid members. ❖

ISSF Thanks Charles Koch

The Board of Directors thanks **Charles Koch**, Owner of 3 Axis Development, Inc for an educational presentation on 3D manufacturing! 3 Axis Development, Inc., a sales company, is a consortium manufacturer, a virtual toolbox. He got everyone's attention with his 1/10 scale working replica of a 1911 stainless steel hand gun, the classic military 45. The fabulous fake was functional, made of stainless steel and had moving parts! It was printed from a 3D database.

The audience was impressed with the product samples and discussion about inexpensive prototyping for small quantities. Mr. Koch made a point of saying that most people are unaware of this technology for prototype work. This includes engineers! Other important points directed to inventors were:

- Today's market is about 3D mfg; print a handgun and shoot it in 7 days.
- 3D mfg printers cure resins into solids; as small as 1/8" x 1/8" with 1/1000 to 2/1000 tolerance; use nylon, polyethylene; cast aluminum takes 7 days.
- What do you need for parts? Does not matter what you design because it is created as one part.
- Laser printer machine that makes parts is data driven - you must pay for database; scan into database \$1000-\$2000; \$500-\$1000 to print; can add name of company; parts can be used for production!!!
- Now you can sell and market parts without the pain of investing \$\$\$.
- Keep your eyes open to opportunities; think about what you want to do, material, fabulous fakes, short runs. Scan to get CAD, hire someone to do database and have a part made! ❖

New BPAI Rules Delayed

In the December 10, 2008 edition of the Federal Register, the USPTO published an announcement noting that the final rule relating to practice before the Board of Patent Appeals and Interferences (BPAI) in ex parte appeals will not take effect on December 10 as originally scheduled. New effective and applicability dates will be identified in a subsequent announcement.

In the interim, the USPTO will continue to accept appeal briefs in either the current format, or the new format as outlined in the final rule. Read the Federal Register announcement: <http://edocket.access.gpo.gov/2008/pdf/E8-29297.pdf>.

Link to final rule amending the rules governing practice before the BPAI (June 10, 2008): <http://www.uspto.gov/web/offices/com/sol/notices/73fr32938.pdf>. ❖

Recent Decisions in the English Courts

Jacqueline Needle discusses Infringement, Recovery of Damages on Transfer, Added Subject Matter, Declarations of Non-Infringement, Cross-Undertaking in Damages and much more in the article, *Recent Decisions in the English Courts*. Use a search engine to find the article by author and title. ❖

How to Eat an Elephant

Jacqueline Needle discusses the significance of recent changes to the European patent provisions one bite at a time in the 2008 issue of *World Intellectual Property Review*. Find the article at <http://worldipreview.com/08/article6.html>. ❖

PCT Influence on the Mexican Patent System

Fernando Rosales-Vazquez explains how PCT system has proven to be an efficient and useful tool for the filing of patent and utility model applications in Mexico. Use a search engine to find the article, *How the PCT has Influenced the Mexican Patent System*. ❖

About NineSigma

NineSigma was founded in 2000 by **Dr. Mehran Mehregany**, Goodrich Professor of Engineering Innovation, Case Western Reserve University. The company's core mission is to work on behalf of their clients to source innovative ideas, technologies, products and services from outside their organization quickly and effectively by connecting them with the best innovators from around the world. Learn more at www.ninesigma.com. ❖

Inspiring Invention Contest

Create a public service announcement that motivates others to get inspired and start inventing. Show how invention enriches everyday life and your school could win a prize package from Sony Creative Software! Learn more at www.discoveryeducation.com/inspiringinvention/contest.cfm. ❖

Think Through Your Small Business Plan

George Stiles and **Rink DeWitt** explain how to think through your small business plan at www.score.org/bp_9.html. ❖

SCORE Podcast Series

Visit www.score.org/business_toolbox.html for the links to these podcasts:

- *Planning in an Economic Downturn*
- *Estimating Expenses for Your Start-up*
- *Marketing in a Weak Economy*
- *Get More Don in Less Time.* ❖

Plan Your Sales Pitch

Visit www.score.org/sales_pitch.html and learn the guidelines to plan your sales pitch down to the word. ❖

Braun Design Contest

Braun 2009 is an international design competition open to young industrial designers who are still studying or who have graduated within the last two years. Students are invited to submit their product concepts to Braun. The total prize money amounts to EUR 36,000. The deadline for entries is January 31st. Learn more at www.braunpreis.de/international/braunprize_2.html. ❖

Be a Dental Inventor

Dr. Fresh, the Buena Park, California-based company known for its bright and sparkly toothbrushes that light up and flash to encourage longer brushing, is challenging kids to come up with the ideal toothbrush, one that is fun, user-friendly, and able to motivate other kids to brush their teeth regularly and thoroughly.

Kids in third through fifth grades are being asked to submit a drawing of their fantasy toothbrush and briefly explain why they think it will appeal to other kids.

Visit www.drffresh.com and click the icon at the bottom right for details on the contest. The deadline is January 25th. ❖

inventRight Radio Blog

Need motivation? Got a question? Don't know how to proceed? Visit www.blogtalkradio.com/inventRight and search through the talk show titles. **Stephen Key** and **Andrew Krauss** give you the benefit of their expertise in 15-minute segments. For example, the December 18th post, *Economy Meltdown? Who Cares? Inventions Wanted!*, focuses on options to bring your product to market: very large companies, TV shows and product hunters. Here are some of their recommendations:

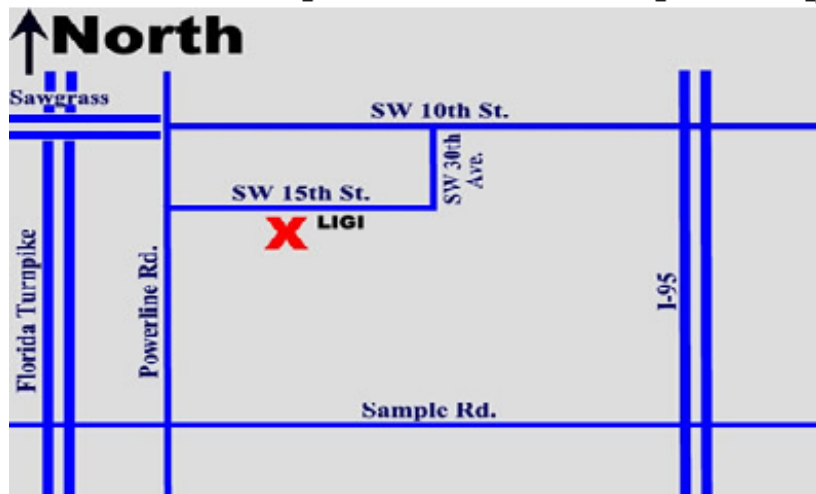
- The inventor needs to understand the large company manufacturing process to have an advantage.
- Companies requiring the inventor to have an issued patent might miss the market.
- TV shows are entertainment first; content is edited; no reality on reality TV. Read the fine print to understand benefits and risks. The most favorable outcome is licensing because you get an angel investor with distribution (*Shark Tank* TV show).
- Product hunts may offer bad odds, may preclude a direct relationship with the company and/or limit where your product can be sold.
- Do the work yourself: contact companies, conduct research, learn the industry for your product.

Another show, *There's No Such Thing as a Free Lunch: Pitching to the Big Boys – P&G*, was about an experience with Proctor & Gamble that resulted in success for the inventor. The point of the discussion was to do your own homework on your invention. In this case, the inventor asked himself why 'his' invention which was originally invented in the 1940s never made it to the market. ❖

Power of an Idea Competition

Undergraduate and graduate students from four-year universities or colleges anywhere in the world are invited to present ideas that address significant social problems. Win \$50,000 to tackle your problem. The deadline for entries is February 6th. Learn more at www.utexas.edu/lbjrgk/competition. Learn more at www.braunpreis.de/international/braunprize_2.html. ❖

General Meeting at LIGI Tool & Engineering



First Saturday of Each Month at 1:00 p.m.

Invent-A-Game Challenge

Best Buy and Electronic Arts Inc. (NASDAQ:ERTS) in association with The United Inventors Association (UIA) and By Kids For Kids (BKFK) announce the "Invent-A-Game Challenge," a national competition offering America's young people a unique chance to design an online game that Electronic Arts ("EA") will produce. Pennsylvania youth will have an additional opportunity to win a \$1,000 prize as well as qualifying for the national grand prize, a \$10,000 U.S. Savings Bond. Complete contest rules can be found at www.bkfk.com.

The Invent-A-Game challenge is open to all Pennsylvania residents between the ages of 5 and 19. The contest period runs from December 3, 2008 until March 31, 2009. All entries must be received online at www.bkfk.com. ❖

Live EDGE Global Environmental Challenge

Entries are invited for the \$100,000 USD Live EDGE global environmental challenge for 2008. Qualified entrants can compete in one of two categories: student and general/open. The general/open competition is for design engineers, hobbyists, inventors and anyone else who is not a full-time student. The designs must be original and innovative, use electric and/or electronic components, and positively impact the environment, such as by increasing energy efficiency or reducing carbon emissions. The deadline for entries is January 31st. Visit www.live-edge.com/en_US/contest_details.php for details. ❖

National Congress of Inventor Organizations

The National Congress of Inventor Organizations (NCIO) offers *A Brief Introduction to Scam Companies* at www.inventionconvention.com/ncio/scambusters/index.html and that leads you to several other articles by **Stephen Paul Gnass**:

- *Spotting Invention Scams: "We-do-it-all-for-you" Warning Signs Chart*
- *"DE-SCAM-BLER" Checklist*
- *The Big Question: What's Your Success Rate?*
- *A Special Warning About Nondisclosure (Confidentiality) Agreements*
- *FTC Briefs: So You've Got a Great Idea? Heads Up: Invention Promotion Firms May Promise More Than They Can Deliver*
- *FTC Cracks Down on Fraudulent Invention Promotion Firms*
- *FTC Settlement With Pennsylvania Invention Promotion Firm Requires \$80,000 Payment, Disclosures; Cooling Off Period*
- *FTC NEWS: New Jersey Invention Promotion Firm Settles FTC Charges. Defendants To Pay Three-Quarters Of A Million Dollars In Redress*

While you're visiting this website, be sure to check out the special reports. It only takes a few minutes to read the information and glean valuable insight. For example, *Inventors Idol* offers an important lesson:

"The person who takes action with an idea is the one who owns it and profits from it. With ideas, it's the "doing" that's important, not the ideas themselves."

If you are thinking about an invention promoting company to help you, the FTC is conducting a law enforcement sweep called "Project Mousetrap". If you are in contact with one of these "one-stop-we'll-do-it-all-for-you" scam firms, please contact the Federal Trade Commission (FTC) to ask them whether the company is under investigation. Also, visit www.ftc.gov. ❖

Patent Law Update

Hung H. Bui presented the following research at the National Business Institute in October: **Recent U.S. Patent Law Update for 2007-2008** *Rebalancing Equity Interests Between Patent Holders and Accused Infringers to Create an Incentive for Innovation without Impeding Normal Technological Progress*. Visit www.smbiplaw.com/rc_presentations.cfm to find this and other legal and business trends. ❖

AIPLA & Ocean Tomo

American Intellectual Property Law Association (AIPLA) is having a mid-winter conference, *Protecting Corporate Interests Globally: Navigating the Changing Landscape of Intellectual Property* from Jan 28-31 in Miami, FL. Ocean Tomo is one of the exhibitors.

Established in 2003, Ocean Tomo, LLC is the leading Intellectual Capital Merchant Banc® firm. The company provides financial products and services related to Intellectual Property financial & survey expert testimony, valuations, investments, risk management and transactions. ❖

Intel Challenge

Intel's INSPIRE•EMPOWER Challenge is calling for the best technology solutions to address four areas of global need – education, healthcare, economic development, and the environment. The contest will award seed funding of \$100,000 USD to one winner in each category. The Challenge is designed to inspire developers, individuals, and organizations to innovate and empower them to deliver new ways to apply technology to these issues. The deadline for entries is January 31st. Learn more at www.intelchallenge.com. ❖

60-Second Guides

Visit www.score.org/guides.html to find a list of guides for the following topics:

- Biz planning & managing
- Finance
- Marketing & PR ❖

Thank You, Ron Riley

Inventor, entrepreneur and consultant **Ronald J. Riley** is an advocate for independent inventor's rights through the various organizations in which he is active, including the Professional Inventors Alliance (www.piausa.org). Read more about Ronald Riley's efforts at www.inventored.org. ❖

*Inventors Society
of South Florida*

Presents

Freddy Lee

ON

*Do-It-Yourself
Prototyping*

January 10th at 1:00 PM

We're on the Web!
See us at:
www.InventorsSociety.net

Upcoming Speakers at ISSF

Freddy Lee, a long time member of our society and one of our more successful inventors, will be giving a presentation on *Do- It-Yourself Prototyping* for the Inventors Society of South Florida (a non-profit educational organization) at 1PM on Saturday January 10th at the LIGI Tool Company (3220 SW 15th Street Deerfield Beach, FL 33442). Topics included in his presentation are:

- What is so important about having a prototype
- Design and construction considerations and features
- Building with ordinary materials.

Mr. Lee is a co-inventor of the *Sure-Loc Cervical Extraction Collar* and *NAJO Cervical Immobilization Device*, which are used by EMT units all over the country. Skill Tools selected one of his other inventions over 400 entries for an award in 2003.

Tom Fischlschweiger will be giving a talk on *Government Sites You Should Know* for the Inventors Society of South Florida at approximately 4:00 PM (directly following our EXPO) on Saturday, February 7th on the 6th floor of the Broward County Main Library at 100 S. Andrews Ave. Fort Lauderdale, FL 33301.

For more meeting details and direction, visit www.inventorssociety.net or contact **Leo Mazur** at 973-219-9627 or email mazurelectric@earthlink.net. ❖

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. ❖

JANUARY 2009
Inventor News

Send your email address to cever@earthlink.net to receive email notice of the newsletter. For those without email, a printed copy of the newsletter will be available at the monthly meeting.

P.O. Box 6008
 Delray Beach, FL 33482
Inventors Society of South Florida