

"Inventors Helping Inventors"



THE Tampa Bay INVENTOR NEWSLETTER

The Official Publication of the Tampa Bay Inventor's Council

7441 114th Avenue North, Suite 607, Largo FL 33773-5124 DECEMBER 2003

The Tampa Bay Inventor's Council is here to help you succeed, forge ahead, maintain your purpose, and achieve what you intend to. Everyone in this group is behind you.

Keep an Eye out for Proxy Materials in January Newsletter

We have had our Council attorney Mr. Buddy Levy Esq. draft amendments to our corporate charter and rewrite the by-laws to reflect the changes in Florida statutes since the 1982 incorporation of the council. These changes must be approved or disapproved by a majority of the dues paying membership. A copy of these documents and a brief explanation will be included with the proxy (voting) materials in the January newsletter. It is important that you vote - ONE WAY or the OTHER until we have received the required number of votes. If you don't respond with a vote, then we will have to spend club treasury funds (your money) on postage and printing to re-mail you until we get sufficient votes. Please be considerate of the other members by executing and returning your Proxy promptly after receiving it.

Next meeting

Our next meeting should be a great meeting because of the success stories there will be to tell! We will have presented our ideas to Reliant and they will have chosen the first batch to go to TV.

Our speaker for the first January meeting will be Steve Meitzen of Ven-Tel Plastics.

Future Meeting Dates

Because of the holidays, our December have been moved to alternate dates, but after New Year's, our meetings will be back into a regular schedule. Our next regular scheduled meeting in 2004 (get used to saying that!) will be on the 14th of January.

All Meetings Held At:
7441 114th Avenue North
Suite 607
Largo FL 33773
on the
Second & Fourth
Wednesdays
each month

For More Information:
Call 727-548-5083
8:30 am -- 5:00 pm
Monday -- Friday

DECEMBER 2003

A Message from Our President



Some pretty exciting things are going on for our members at the moment.

Reliant Interactive Media, arguably one of the foremost infomercial companies in the world, has taken an interest in TBIC and its member's inventions. They toured the facility on December 3rd and were back on Wednesday, December 10 to allow all signed up members to make a pitch for their product. Each inventor/presenter was given five minutes to make the presentation to the three Reliant staff and then there was a brief critique, which in itself is golden as you will be getting input from real world consumer marketing gurus. I didn't have a product to present, but I was be there in the audience to learn about mass marketing first hand. There probably isn't a book in Barnes & Noble's inventory that could be as informative on the subject as what was heard.

According to a letter of confirmation sent by Paul Simmons to Reliant to confirm the understanding, four or more of the products will then be featured on a local cable channel on a program titled "So you Want to be an Inventor?" The audience will have a chance to phone in and vote on the items. Two or more of the products will then be selected for an infomercial. We hope that this will develop into an ongoing dialogue resulting in followup presentations and TV shows. For this reason, those of you who are not yet ready to present, take heart. Get your invention shaped up and ready for the next round. It will be up to the inventor to structure and negotiate their own arrangement with Reliant. I am told they can also arrange offshore production if needed.

Reliant is also directing individuals who approach them to TBIC for potential membership. Another win/win for us!

The Council's goal is to educate the inventor and it is the inventor's responsibility to promote their own product, but it is nice when the Council can also help grease the skids for its members. At this early stage, we don't know where this will go, but it's another avenue that most of us haven't had before.

There is a real dynamism going on with mutual assistance running rife among the members. For example, at the last meeting someone had a question on bar coding and immediately someone volunteered the name of an individual who could help. It doesn't get any better than this, and I feel very fortunate to be President of the Council at a time when a veritable tidal wave of good things for our members are happening. The occasional laughter and quips at meetings are a sign that morale is good ...and that's as it should be.

Handwritten signature of the President.

BREAKING NEWS

Just as we go to press an important event took place that needs to be reported for those of you who did not make the TBIC Showcase on December 10th.

Mssrs. Kevin and Tim Harrington and Mel Arthur of Reliant Interactive Media Corporation spent a long evening of their valuable time reviewing 27 inventions our members wanted to present. In all cases, they were helpful with suggestions and possible networking sources for every inventor. They also indicated what product categories are particularly “hot” and successful at the moment -- valuable intelligence from those in the know.

In a number of cases they felt they had found products that would nicely fit their niche marketing requirements and will be following up with the individual inventor in the very near future. It will be up to each inventor to negotiate whatever deal they wish to make.

What an atmosphere of progress! Some of our inventors demonstrated not only their cleverness but also the showmanship that doesn't get an opportunity to shine at normal meetings.

So many inventors are unable to overcome that very real hurdle of getting their product to market-that dam has been broken. There will be more presentations and several members have multiple inventions-get ready for the next one which is unscheduled as of yet-and even if you don't have something ready make a point to come to learn and observe.

Once more, thanks to our panel: Kevin gave up time with his six year old to be with us and there was never a begrudged moment.

Also, if anyone is looking to put on a play, I've got a stage manager to recommend! Bobby Lawrence shuttled the two inventor presentation tables from backstage like a pro and handled things extremely well under great pressure.

On a final note, this has been a project in the making for the past seven months and would not have taken place without the efforts of Paul Simmons.

Last Meeting Update

This was probably one of the most important meetings ever! Mr. Paul Simmons told those that were in attendance on the 3rd all about the new relationship we are forming with the Media Group named Reliant.

On page 11, in this newsletter you will find a letter that Mr. Simmons sent to Reliant after their initial meeting. It explains the details of future plans on both sides of this new and wonderful relationship.

As inventors, we run into brick walls trying to get our products in front of companies like Reliant. We are so very fortunate to have them working with us and they have committed to come as often as once a month.

This opens up a very bright future for TBIC and your next brilliant idea, so keep them coming!!!!

Mr. Simmons also explained our Affiliate Program and how on-line shopping can benefit TBIC. We are posting a special page in this newsletter that describes how you can take advantage of this great opportunity.

Thank You's

We would like to send a big Thank you to Mrs. Edith James She was our Speaker last month and she entertained us with her delightful sense of humor and her encouragement on Networking. She pointed out how important it was to get the name of your product or service out there as much as you can. I wish I had a dime for every time she said the name of her business, Saffron's Restaurant! She does practice what she preaches and has made Saffron's a great success with her methods. Thank you Mrs. James.



Hello -- Jennifer here,

I would like to thank those of you who came to our TBIC Christmas Party. I had a wonderful time having you in my home and sharing some holiday time with you. I wish more of you could have been there. You were missed. I look forward to seeing you at our meeting on the 17th.

Sincerely, Jennifer

Dunedin Library Project

One of our members, Ellie Esposito has looked into a display area in the Dunedin Library for some of our inventions. The Items will remain on display through the month of February. If you have an invention that meets the required dimensions and would like to have it in this display, please contact Ellie at 727-442-4802 between the hours of 4pm - 9pm Monday through Friday to get more details. Items will need to be on the small side to be displayed.

The case size is:

5 " L x 2ft. 4 in. W x 9" H

The Library is located at:

223 Douglas Ave.

Dunedin FLA

298-3080

Just A Note

We would like to remind our members that our board meetings are open to you if you would like to sit in on them. We usually meet at 5:00 on regular meeting nights in the conference room of ICTT. If there are more people than chairs, we will move to the meeting room.

FEATURE ARTICLE FOR DECEMBER

This month we are featuring an invention beginning with a "D" for December and it will honor a woman inventor:

JOSEPHINE COCHRANE--invented the dishwasher in 1886, in Shelbyville, Illinois. Mrs. Cochrane was a rich woman who had lots of fancy dinner parties. She didn't do any of the dishes herself because she had servants to do that for her, but she wanted a machine that could do the job faster without breaking as many dishes. No one had invented such a machine so she built one herself. First she measured the dishes. Then she built wire compartments, each specially designed to fit either plates, cups, or saucers. The compartments were placed inside a wheel that lay flat inside a copper boiler. A motor turned the wheel while hot soapy water squirted up from the bottom of the boiler and rained down on the dishes. Her invention worked! Her friends were really impressed and had her make dishwashing machines for them, calling them the "Cochrane Dishwasher."

Her friends talked a lot about their new machines and soon, Mrs. Cochrane was getting orders for her dishwashing machine from restaurants and hotels in Illinois. She patented her design and went into production. She showed her invention at the 1893 Chicago World's Fair and won the highest award

You don't have to be a genius to be an inventor. It just takes thought and creativity. Every invention starts out as an idea and everybody has ideas. That means anyone can be an inventor. That includes you!

The first step to inventing is to find a problem. Mrs. Cochrane's problem was that it took too long to wash her dishes by hand and too many dishes broke. Many inventors come up with ideas by thinking about their lives and how they could be made easier.

The second step is thinking about possible solutions. Mrs. Cochrane decided that a machine could do the work faster and make less mistakes. That might sound obvious to us now, but when she got her idea, there were no dishwashing machines! For a lot of inventors, coming up with a problem and finding a solution is the hardest part of inventing. Once you have an idea, you can always get help building your invention.

Did You Know: The first woman to receive a patent was Mary Dixon Kies. In 1809, Mary got a patent for inventing the process of weaving straw with silk or thread.

In 1850, Joel Houghton patented a wooden machine with a hand-turned wheel that splashed water on dishes, it was hardly a workable machine, but it was the first patent. In 1886, Josephine Cochran proclaims in disgust "If nobody else is going to invent a dishwashing machine, I'll do it myself." And she did, Josephine Cochran invented the first practical (did the job) dishwasher. Josephine Cochran had expected the public to welcome the new invention, which she unveiled at the 1893, World's Fair, but only the hotels and large restaurants were buying her ideas. It was not until the 1950s, that dishwashers caught on with the general public. Josephine Cochran's machine was a hand-operated mechanical dishwasher. She founded a company to manufacture these dish washers, which eventually became KitchenAid.

Courtesy, Mary Bellis Retrieved January 1, 2001 from <http://inventors.about.com/library/inventors/blcrackerjacks.htm>

SPECIAL THANKS

We are sending out a great big *THANK YOU* to Bobby Lawrence!!! Bobby helped to coordinate the presenters for their presentations to Reliant on the 10th, and he did a wonderful job. Jennifer had her hands full trying to put together a continuous flow of presenters. Bobby stepped in and shuffled people to their staging areas which allowed things to go off without a hitch! The Reliant people seemed to be impressed with TBIC and the inventions. We want to say "Good Job" to those who fought the butterflies and gave such great presentations. Reliant will definitely be back for more! Thanks again Bobby. (hope you're around next time!)

Also, another *THANK YOU* goes out to Russ Randall for videotaping most of the presentations for our own archives. In spite of the usual anxiety affiliated with making a presentation of his own, he performed his usual task of manning the video camera.



Would you like to contribute an article or editorial message to this newsletter? Just write up your contribution and email it to admin@tbic.us or fax it to 727-547-5490.

Material must be received no later than the last day of the month prior to the next publication.

BY THE WAY . . .

If you have any business to be taken care of on the night of our meetings, please plan to arrive by 6:30 to give us plenty of time to take care of your needs before the meeting starts. We would like to start our meetings promptly at 7:30 as planned. So, if you need to renew or upgrade your membership, or if you have any other inquiries about your membership, newsletter, badges, etc., just plan to come in plenty of time to attend to it before meeting time.

Web Site Info: ***www.tbic.us***

Visit our web site for information on current and past happenings. You can download current and past newsletters in *.pdf format. You will need to have Adobe Acrobat Reader on your computer. If you don't already have it, go to:

www.adobe.com/products/acrobat/readstep2.html

and download this free document viewer.

BULLETIN BOARDS

All items to be placed on our bulletin boards should be given or sent to Jennifer Knoepp, our TBIC secretary. These items will be dated to stay on the Board for two months, after which they may be resubmitted, if there is room. Otherwise, that item will have a one-month waiting period.

TBIC reserves the right to determine the suitability of all items posted. TBIC neither investigates, promotes, endorses nor profits from the information provided and will govern themselves accordingly.

FREE

From Patent To Profit

SEMINAR

How one inventor achieved 100% success in developing and licensing over 14 U.S. Patents

By Jay Richardson

Bob DeMatteis is a nationally known inventor, author, and educator with a truly remarkable success ratio. Every one of his 14 U.S. patents are developed and producing income, and he has another six patents pending. Sales from his inventions exceed twenty-five million dollars a year and are used by national giants such as Sears, McDonald's, Walmart and Kroger. WOW!

You have most likely used one of Bob's inventions when you carry your merchandise in one of the store's printed plastic bags. How does he do it? Is Bob some incredible genius gifted with the Midas touch? Well, genius he may be. Not because he has created some revolutionary scientific technology that has advanced our society, but because his is an exceptional businessman who has developed a system for success. Through years of experience, he has discovered "seven strategic steps to profit". They are:

- 1) Protect it.
- 2) Evaluate its marketability.
- 3) Conduct and evaluate an accurate patent search.
- 4) Develop the invention to a functional state.
- 5) Write and file patent application.
- 6) Follow through with marketing / manufacturing experts, pilot your invention and get it sold.
- 7) Improve it.

Most every serious inventor knows that protecting intellectual property, product development, and quality assurance are essential to bring an invention from the idea phase to the real world marketplace. Unfortunately, most inventors seem to run out of steam by the time they get to marketing. That is one of the reasons why Bob implements marketing strategies very early in the invention developing process. Notice, marketability is listed right after protection in his "seven strategic steps to profit."

Marketing sometimes scares a lot of inventors because they tend to be creatively inclined and can be a bit timid about selling or advertising. But you don't have to be a great sales person or marketing specialist to successfully launch your new ideas. You must possess the ability to qualify and hire your effective marketing team. Bob evaluates a new idea's commercial potential before he goes through the expensive and lengthy processes of patenting, prototyping, and manufacturing. He documents and protects his ideas and then confers with his marketing team. Bob recommends that you start to develop your marketing team as early as possible.

Bob DeMatteis has written four very informative books revealing his techniques and strategies: The Art of Innovating, The Art of Patenting, The Art of Licensing and Marketing, and his latest book, From Patent to Profit, is definitely a must-read! He is the founder of the American Innovation Workshops and is an in-demand speaker at dozens of colleges and universities. Upon request, he has agreed to come to the Tampa area to share his knowledge and experience to assist local inventors. **He will be giving a special seminar at the Tampa Bay Inventors Council on Wednesday, January 21st, 7:00 PM to 9:00 PM. There is no charge for the seminar, so you don't want to miss it.** Be sure to mark this date on your calendar and prepare to be impressed.

Wacky Patent of the Month

(brought to you by www.colitz.com)

December 2003

U.S. Plant Patent No. 3,317

to Ralph S. Moore



MINIATURE ROSE PLANT

Ralph S. Moore

Patented April 25, 1972

To all whom it may concern:

The present invention relates to a new and distinct variety of hardy, dwarf, bush type rose plant of the miniature class, the variety being primarily characterized so to novelty by rose pink buds and flowers which in general color effect are deep pink with an undertone of yellow or coral. The variety is further characterized by: An abundance of bloom, with flowers borne singly or several to stem. Little or no fragrance. A plant which is vigorous, of rounded upright shape, and with glossy, small foliage in form to the variety Yellow Doll (United States Plant Patent No. 2,450) but more compact and dwarf in plant habit with buds and flowers rose pink to light red in color, smaller size and less petals. The plant which has a normal average height of about 12" at maturity can be easily maintained at 10" or less by occasional trimming. A plant which grows and blooms satisfactorily both in greenhouse and outdoors; is a good plant for growing in pots; and provides excellent garden decoration as well as cut flowers. The present variety of miniature rose was originated by me at my nursery located at Visalia, Calif., under conditions of careful control and observation, as a cross between little Darling, a fluoribunda (U.S. Plant Patent No. 1,581), as the seed parent and Magic Wand, a miniature (not patented), as the pollen parent. Subsequent to origination of the variety I successfully asexually reproduced it, in my nursery located as aforesaid, by budding as well as by cuttings; the reproductions having run true in all respects. The figure of the drawing illustrates a spray, including foliage, buds and flowers. Referring now specifically to the new and distinct variety of miniature rose plant, the following is a detailed description thereof in outline; all major color plate identification being by reference to the British Colour Council Horticulture Colour Chart, except where common term of color identification are employed. Type: Hardy; dwarf; bush; seeding; greenhouse; outdoors; garden decoration; potted plant. Class: Miniature. Flowers: Continuity-Continuous; repeat blooms all season. Fragrance-Little or none. Flowers borne: Singly and several together on short, thin but sturdy, wire-like stem. Quantity of bloom: Abundance; average or above both outside and inside greenhouse. Bud: Peduncle-Short, about 3/4" to 1"; slender but sturdy; erect; medium green-often bronze outdoors; numerous tiny soft hairs. Before calyx breaks-size-small. From-long; pointed, usually without leafy appendages on surface of bud; but with numerous very short hairs on sepals with foliaceous parts extending beyond the tip of the bud equal to less than 1/4 of its length. Color-medium green (often bronze outdoors). As calyx breaks-color-deep pink. As first petals open-deep rose pink with soft undertones of coral; size-small. Color- outside-Crimson 22/2 shading deeper on lower 1/2 of petal, with pale green-yellow base; inside-Crimson 22/1 or slightly darker with pale green-yellow base. Bloom: Size when fully open-Small, averaging 1 1/4" or slightly smaller. Petalage-Double-about 23-30 petals; usually with no or very few, narrow petaloids. Form-Slightly cupped, moderately full at first; with petals rolled loosely outward, and later at maturity petal rolled outward with stamens showing. Petals: Fairly thick, satiny both inside and outside. Shape- outside petals broad lanceolate with nearly round tip; inside-lanceolate, rounded tip. Color: Newly opened flower form a plant in greenhouse (late August 1969), Visalia, Calif. (Opening bud and flower tends to be lighter color indoors during short days (winter) and may be darker color during normal (spring, summer and fall) growing season, both indoors and outdoors). Outside petal-Outside surface-Tyrian Rose 24/2 near white at base; inside surface-Tyrian Rose 24/1 pale yellow-green at base. Intermediate petal-Outside surface-Tyrian Rose 24/1, pale yellow-green at base; inside surface-Crimson 22/1, pale yellow-green at base. Inside petal-Same as intermediate petal. General color effect.-Newly opened flower-bright rose pink. Three days open-deep rose pick but without coral undertone. Behavior- petals persist for a time. Flower longevity (May-June)-both in garden 5 days or longer. Cut flowers kept at living room temperature-up to 7 days. Reproductive organs: Stamens-Moderate amount; yellow. Anthers-Moderate amount; golden. Pollen-Sparse; usually none. Pistils-Moderate number. Styles-Even; Short; very slender; pale green-white shading upward into red. Stigma-Well formed; pale pink to near whit. Ovaries-All enclosed in calyx. Hips-None. Sepals-Spear shaped; remain tight against opening bud and turn down (recurved) as flower opens; usually drop off with peduncle. Seeds-None. Foliage: Leaves-Compound of 5 (occasionally 3 or 7) leaflets- abundant, small, leathery, glossy. Leaflets-Shape-lanceolate; apex acute; base rounded (sometimes acute). Margin-serrate. Color; medium to dark green; new growth bronzy. Rachis-Medium strength; upper surface grooved with a few very tiny shot prickles; under side-several small thorns and tiny prickles. Growth: Habit-Dwarf, bushy; moderately spreading; much branched. Growth-Free; vigorous (Very compact) Canes-Slender; medium. Main stems-Color: medium green. Thorns-moderately thorny; small oval base; medium length; straight (not hooked). Color-gray-brown. Prickles-none. Hairs-none. Branches-color-medium green. Thorns-moderately thorny; medium length; straight. Color-brownish. New Shoots-Color-medium green, sometimes lightly tinted reddish. Thorns-moderately thorny; medium length; straight; short oval base. Color-reddish. Prickles-none. Hairs-none.

The miniature rose plant and its flowers as herein described may vary in slight detail due to climatic, soil and cultural conditions under which the variety may be grown; the present description being of the variety as grown at Visalia, Calif.

The following is claimed;

1. A new and distinct variety of miniature rose plant of hardy, dwarf, rounded, much branched, bush type, as illustrated and described, characterized by buds and flowers resembling in form the Yellow Doll (Plant Patent No. 2,450) miniature rose with the flower color being shades of rose pink or light red, resembling Pixie Rose (Plant Patent No. 2,095) miniature rose in this respect, the buds and flowers generally smaller and with less petals than Yellow Doll; and further characterized by a plant which is vigorous and compact, easy to propagate form cuttings, with reddish or bronze colored new shoots and foliage, with small deep green glossy mature foliage and an abundance of bloom, with flowers born singly or several to the stem in loose clusters.

DECEMBER BOOK REVUE

BOOK EXCERPTS
(From Ron Horowitz e-newsletter)

In "Crossing the Chasm" Geoff Moore outlined how products move through the population. First buyers are "early adopters" - gadget buyers..and sometimes the masses follow.

Seth Godin in his new book "Purple Cow", argues that these days we need to target our marketing efforts toward the early adapters. The "others" are too busy doing the same things they did before and buying the same products they bought before. To do this we need new products that are really interesting with innovative new features...like a "Purple Cow".

Another interesting concept was "instead of trying to use your technology and expertise to make a better product for user's standard behavior, experiment with inviting the users to change their behavior to make the product work dramatically better". Godin uses the example of the elevator complex at the offices of Cap Gemini in Times Square, NY. "When you approach the bank of elevators you key in the desired floor to the central control panel and it will tell you the elevator number that will get you there fastest. With this simple pre-sort they have turned every elevator into an express".

And Godin practices what he preaches. When he originally sold his book on the web, the minimum purchase was a dozen for \$60.00. The idea was that people would share the other 11 books with colleagues, customers and friends. Five thousand books were sold in 15 days and delivered in the distinctive "Purple Cow" milk carton. You can see a picture of the milk carton at <http://www.channelseven.com/clickz/purplecow.jpg>

FOCUS GROUP

This weeks presenters are:

Jess Williams
"Where is the love? Doll"

Wayne Rasanen
*"IN-10-DID Computer
Controller"*

If you would like to be a focus group presenter, contact Jennifer at the TBIC office, 727-548-5083.

At each Focus Group meeting, we would like to have at least twenty TBIC members to stay after the regular meeting to listen to the presentations and fill out a questionnaire for each item presented. This should only take about 30 minutes. Please volunteer if at all possible. It is important to your fellow inventor.

Letters from Members

TBIC Grows Up

In the board of directors there is now some bitterness and animosity between the long-time members and the “newbies”. Some people believe that the old batch of directors and officers didn’t do as good of a job as they could have. I don’t agree. I feel that the club is simply growing up.

Before Paul Simmons came along, this club was like a child; well-meaning, but not effective or efficient. A kid rarely gets much accomplished, but that’s OK. A child is not a stupid lazy person...just a kid! His or her imperfections and incompetencies are appropriate for where that person is in life...childhood. Playing with toys and day-dreaming are not a waste of time, as long as the person is in childhood. Childhood is not a waste of time. Eventually the person grows up.

The most that this club used to have to offer its members was interesting speakers. TBIC has presented many excellent speakers from whom we all learned a lot. But we never had resources such as money, facilities, tools, materials or contacts until Paul Simmons showed up. Before he arrived, the club’s accomplishments were as meager as one would expect of a typically under-funded, under-staffed volunteer non-profit organization. TBIC was in childhood.

With these new resources TBIC is now like a teenager...undergoing a lot of changes, being pulled in several directions at once, unsure its own feelings, etc. There is much uncertainty of where we are going, and fuzzy focus on what the club will look like in the future (adulthood). Yet everyone agrees that although we aren’t sure of what direction we are going, we are going in a GOOD direction...much better than before. Just like a person’s teen years.

Unfortunately, amongst some members there is a temptation to consider the old club, the childhood period, as having been a bad direction or a waste of time. It is tempting for some to think of the club as having been misdirected by stupid lazy incompetents, to think of the club as having been all screwed up before Paul Simmons arrived, and to point fingers at and criticize the past leadership.

The new resources that Paul has brought to the club should be thought of as a “rite of passage” into the adolescent years and beyond. How wisely these resources are used will determine the “life’s direction” of TBIC’s adulthood.

Our club’s childhood is over, but its childhood certainly is nothing to be ashamed of. TBIC’s childhood was a good time, and all the players made good contributions. Now this teenager needs to realize that it is time to grow up, and that pointing fingers and dwelling on the past are completely unnecessary and counter-productive. All teenagers need to have a good healthy level of self-esteem in order to develop into productive, reliable and mature adults. This level of self-esteem will be compromised if the club has self doubts and regrets about its childhood. But developing the right attitudes will happen, simply because that’s the way inventors are.

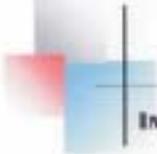
-- Rob Aiken

Members are invited to write letters for inclusion in the newsletter.

Email to gem@alumni.uchicago.edu, fax to 727-547-5490 or mail to TBIC at our office address.

Letters should be brief, to the point, and be accompanied by member name, email address . and phone number. Letters can be edited for clarity, taste and length. Letters will be printed as room permits.

This letter was written as a follow-up to a visit to the local offices of Reliant Interactive Media on November 20th.



INTERNATIONAL CENTER FOR TECHNOLOGY TRANSFER, INC.

November 20, 2003

Mr. Mehdi Jafari
Reliant - Product Development & Acquisitions
2701 N. Rocky Point Dr., Ste. 200
Tampa, FL 33607

Dear Mehdi:

A great big THANKS for the hospitality shown to us on Tuesday. My thanks to Kevin and Tim for all the interest they showed in our work. We are grateful, to say the least.

As I promised when we left your beautiful facility, I will attempt to recap the pertinent points of our discussion. I trust that you will review it carefully and make corrections, if needed.

I understand that Kevin, you and Mel (and possibly Tim) will come to our offices on the third of December to do some background work for a meeting to be held with inventors on the tenth of December. At the meeting on the 10th, you will be prepared to meet with and listen to possibly 20 seven-minute presentations by member inventors on their inventions. From that group you will choose several of the best to be included in a television show that will air on Saturday mornings. The format of the show may be one where viewers have the opportunity to vote for their favorites of the products shown.

We are prepared to take phone calls from the show. Assuming that there are some winners, you will have the opportunity to negotiate with us and the inventor to take some of the products to the national infomercial stage.

If this first endeavor is successful, it is my understanding that we could co-heat a weekly inventors show on TV. This program would be shown first on cable, with the possibility of it becoming a network show.

We appreciate all the new member candidates you have been sending to us and trust that you will continue to do so. We look forward to working with you in your search for the next winning product while allowing our inventors to be exposed to your professional organization.

Sincerely,



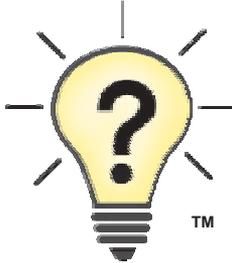
Paul L. Simmons

7441 114th Avenue
Suite 606
Largo, Florida 33773

Phone: 727-547-5450
Fax: 727-547-5490

They agreed to visit the TBIC facility on Dec 3rd and based on their findings, they would later schedule an "audition" of various member inventions on December 10th.

CLASSIFIEDS



Do You Have A 'BRIGHT' Idea ?

***START TODAY TO PROTECT YOUR IDEA!
I'LL DO A COMPLETE SEARCH FIRST ... AND EVALUATION!***

THEN I WILL PREPARE YOUR APPLICATION FOR A:

- ***PROVISIONAL PATENT***
- ***UTILITY AND DESIGN PATENT***
- ***TRADE OR SERVICE MARK***
- ***COPYRIGHT***

***I WILL ALSO PREPARE AN
EXECUTIVE BUSINESS SUMMARY
THAT WILL HELP YOU RAISE
INVESTMENT CAPITAL FOR
THE MARKETING AND SELLING OF YOUR PRODUCT!***

FOR 1 ON 1 CONSULTING

Please Contact:
JOHN D. BLUE the INVENTORS MENTORSM
USF #30132
4202 E. Fowler Avenue
Tampa FL 33620
Phone/Fax: 813-972-3815
Email: finjb@yahoo.com

Please Email me or go to my Website for further details at:
www.finjb.com

VOLUNTEERS

We could use some help here!! We are asking that those of you who could spare a little time before the meetings, please come in and help welcome people. Tell them what you know about TBIC. Help them with filling out a new visitor form so that we can all welcome them to the meeting and introduce them to the membership. We could also use help with running the popcorn machine and serving the bags of popcorn.

These are members who have joined, renewed or upgraded since 10-22-03

Active Members

John Attore
Rick Lockett
Arnie Dickson
Anthony Gallopin

Sustaining Members

Sharon Quimby
Jess Williams
Dave Richards
Brian Williamson
Greg Carbonaro
Scott Grimm

Renewals

Karen Globus -- Active
Donna Hicks -- Active
Joe Schmitt -- Active
John Thompson -- Active

Did you join or renew during this time period and your name isn't listed?

Please email George Mouzakis at gem@alumni.uchicago.edu or call 727-251-4056

Promotional Opportunities

TBIC publishes a monthly newsletter for both existing and prospective members including copies to 61 Inventors Councils and Associations around the world. The newsletter will be accessible on the website, where members and other interested parties can find both current and archived issues.

THE SCHEDULE OF ADVERTISING RATES:
(note there is a discounted rate for an annual prepaid subscription):

Full page	\$100.00/issue	\$1000.00/yr.
½ page	\$60.00/issue	\$600.00/yr.
¼ page	\$35.00/issue	\$350.00/yr.

Submit copy in any text format, such as *.doc, *.wpd, *.txt, *.rtf, or in *.PDF format. Limited graphic arts assistance will be provided by TBIC.

Payment is to be submitted with your copy. Copy must be approved in writing prior to issue deadline.

All ads for selling products must include price and phone number.

Classified space will be available in four categories for 60 cents per word, 20-word minimum.

Categories are:

- 001 Articles for sale
- 002 Articles wanted
- 003 Service for Inventors.
- 004 Misc

Proof approval Deadlines are 3 weeks prior to publishing date.

Dec issue Nov 15, 2003
Jan issue Dec 10, 2004
Feb issue Jan 10, 2004
Mar issue Feb 10, 2004
Apr issue Mar 10, 2004
May issue Apr 10, 2004
June issue May 10, 2004
July issue June 10, 2004
Aug issue July 10, 2004
Sept issue Aug 10, 2004
Oct issue Sept 10, 2004
Nov issue Oct 10, 2004

TBIC has the option to refuse ads if the Board considers them inappropriate for the furthering of TBIC's overall goals. Council members may bring small for sale items which are advertised to TBIC Headquarters where the article may be viewed for one week following the publication of said ad.

**2003
OFFICERS AND
BOARD OF TRUSTEES**

George Mouzakis, President
727-518-9154

Russ Randall, Vice-President
727-938-1177

Jennifer Knoepp, Secretary
727-515-4817

Gayla Kilbride, Treasurer
727-224-1218

Steve Gates
727-418-8788

Mark Jones
813-681-4554

Chris Salter
813-505-2995

Bob Sheridan
727-224-2856

Chuck Van Breeman
727-446-4839

Founder: Ron E. Smith

The Tampa Bay Inventors' Council (TBIC) is a corporation as defined in Chapter 617, Florida Statutes, as not for profit. The corporation is organized exclusively for charitable, educational and scientific purposes. The TBIC is a 501(C)(3) charitable corporation, which allows the receiving of tax deductible contributions of goods and services. There are over 100 active members willing to share their expertise and experiences with fellow inventors.

Need to Reach TBIC ?

Jennifer Knoepp
Membership Director
Phone: 727-548-5083
jknoepp8@hotmail.com

George:
gem@alumni.uchicago.edu
russ@tbic.us
gayla@vmaps.info

**Web Site Info:
www.tbic.us**

Visit our web site for information on current and past happenings. You can download current and past newsletters in *.pdf format. You will need to have Adobe Acrobat Reader on your computer. If you don't already have it, go to www.adobe.com/products/acrobat/readstep2.html to download this free document viewer.

Newsletter Staff:

Executive Editor . . . George Mouzakis
Editor Jennifer Knoepp
Publisher Gary M. Simmons

To submit articles, send emails to:
jknoepp8@hotmail.com or
garys@ammeds.com

Articles and other items must be received by the first Tuesday of each month.

Membership

Make your inventing process more effective and more fun !

A few benefits you will enjoy:

- **Monthly Newsletters**
- **Luncheons**
- **Free Workshops**
- **Updates on Legislation affecting the industry**
- **Current Industry News**

Bring a Friend !

Membership Director:
Jennifer Knoepp

GENERAL MEETINGS CALENDAR

Dec. 03, 2003 7:30 pm

Dec. 17, 2003 7:30 pm

Jan. 14, 2003 7:30 pm

Jan. 28, 2003 7:30 pm

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Membership Application/Renewal

Please Send Your Dues to:
TBIC

7441 114th Ave. N., Suite 607
Largo FL 33773

Make Check or Money Order to:
Tampa Bay Inventors Council

PLEASE FILL IN ALL THE BLANKS BELOW

NAME: _____

ADDRESS: _____

CITY: _____

STATE: _____ ZIP: _____

PHONE: _____

SPONSOR: _____

Check One:

Student Member \$25

Active Member \$45

Sustaining Member \$120

Corporate Member \$250



TAMPA BAY INVENTORS COUNCIL

7441 114TH AVENUE NORTH • SUITE 607 • LARGO FL 33773-5124

Information and articles printed in this newsletter are not necessarily endorsed by the T.B.I.C. and may not be applicable to everyone.



ADDRESS CORRECTION & FORWARDING REQUESTED