

"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

MARCH 2004

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.

This month's Events

March 10th

We will be discussing future events, Reliant progress, workshops and do our 'Bruce' Session where we break off into groups of three and get to know one another and our products.

March 17th

There are two Workshops this evening.

The Inventors Workshop will be headed up By Mr. Paul Simmons and it will be exclusively for the Sustaining members who are interested in working on a brand new project and sharing a patent on that project are allowed to attend.

2nd Workshop ...

This is a Workshop on Marketing that will be headed up by Paula Davis and Jay Richardson. They will show us some ways to get on the marketing track. They will give us ideas as to how to go about presenting our products to the market and how to spice up our products so that they are more enticing to the market.

March 24th

This Wednesday we are going to hear from Mr. Robin Elkins on his invention of Voicemail and some other ideas that he has for the market. He will be bringing along a Prototype of an invention for us to view.

March 31st

Mr. Russ Van Zandt and Mr. Heintz will be here to once again go over all the details of the Web site program and get people signed up for it. They will be expecting to see a lot of people and answer a lot of questions so get your project ready and come on in!

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

MARCH 2004

A Message from Our President



February was another good month for TBIC with membership nearing 150. Another group of inventors made presentations to a marketing company (Reliant/Thane International) and it looks like three will be elevated to the next step of interest. I understand Russ Randall received a contract near the end of February. We can all say we knew Russ when... Make sure you say 'Hi' to him before he starts spending his Wednesdays in the Bahamas on his yacht.

The meetings seem to be very busy, and instead of worrying about having enough to fill the time, we are getting to the point where we need to cut down on some things so we make sure we have time for the good stuff. In that vein, I'd like those of you who have an opinion, to flag me down before and after the meeting and let me know your feelings. One example is "The Bruce". It was a great success, but we haven't done it since. I'm sort of glad we don't have a speaker for this upcoming meeting so there will be no doubt about having time for "The Bruce". If unfamiliar with "The Bruce", check out "From the President" in Jan newsletter at www.tbic.us.

Gayla Kilbride, Board member and Treasurer has become overwhelmed by outside demands at business and home and has asked to be relieved of formal duties to TBIC. The Board reluctantly accepted her resignation from the Board and Gayla has agreed to continue as Treasurer until we can find a replacement. Gayla promises to be very patient and helpful and to remain available to answer questions. Anyone interested in stepping up, please get with Jennifer at the TBIC offices using any of the contact information found elsewhere in the newsletter. The Board welcomed two replacement members Earl Cram and Wayne Rasanen who we expect to be real sparkplugs, as both have histories of volunteer service to your council.

With some nudging from John Blue, TBIC has now officially filed for the service mark (SM) for its logo so that we are practicing what we preach.

The long promised proxy materials are being mailed by a drop dead date of March 10, 2004. They were drafted by our Council attorney and member Mr. Buddy Levy. Mr. Levy has been wonderful to the Council providing us with prompt, competent help and billings that were more than fair. The cover letter will explain the need and your Board voted unanimously to recommend their approval. But whether yea or nay, please sign, print, date and mail back to us as soon as possible so we don't spend your money on additional mailings.

The Board also felt that some clarification of obligations and ground rules, re: inventors and their interactions with the marketing companies, needed to be made. Elsewhere in the newsletter, you will see a copy of this Letter of Understanding that future presenters will need to give acknowledgment. In a nutshell, it states that TBIC is just the facilitator of these presentations. They are the facilitator because the marketing companies insist on having one contact point for all the inventors. This is customary to the nature of the business. Anyone who has tried to sell an exercise tape to Wal-Mart will know they don't deal with individual tape makers, but with a tape broker. If TBIC hears anything, it will be immediately forwarded on to you. But if you opt to call the marketing company direct, you do so at your own risk. It should also be stated that no inventor should ever place their efforts on hold while waiting for an answer from a marketing company or any other third party. There is never any guarantee of a contract or, if a contract arrives, that it will be acceptable to you.

Finally, in the spirit of wanting what goes around to come around, the Board voted unanimously to put conditions on using some of the council's most vaunted and valuable features. Effective immediately, to either present (not attend) at a focus group or present to a marketing company, it will be required that the member have a membership at the sustaining (\$120.00) level or higher and, prior to presenting, have performed four hours of designated service to the council at the flea market or at some other service approved by a Board member in writing. If you plan on presenting, I would not wait until the weekend before the presentation to try to work the flea market. It would be much better to get it done ahead of time and "bank" it, because "no slots available at the flea market" will not be an excuse to present anyway. The feeling is that if you wish to take advantage of these benefits, you need to undertake a more than casual effort to help preserve the institution that makes it happen.

As our Board meetings get shorter because some of the business is no longer new to us, I hope to have more time to mix before meetings. Please take advantage of it and let me hear your thoughts about improving aspects of our council.

Respectfully,

George Mouzakis

Last Meeting Recap

Mr. Russ Van Zandt presented to us the opportunities of getting our products on the Internet. He, along with his colleague John Heintz, outlined the power of the Internet in getting products sold. Some of the slides that were shown outlined the explosive growth of Internet sales. With 120,000,000 American households now connected to the Internet, over 35% of those households actually bought product on the Internet in 2003, in fact the December 2003 Holiday Season (excluding travel) saw over \$18.5 Billion in sales. This was a 35% increase over 2002.

John Heintz showed several web sites, statistical analysis that can be done on any given site and outlined some of the marketing programs that can be done to enhance product sales. Web sites can be built for as little as \$500 and some have cost well over \$50,000. Examples were shown of excellent sites that have generated no hits and no sales purely because of a lack of marketing.

Russ and John are offering to TBIC members an opportunity to gain initial Internet exposure for our commercially available products on a site that will be known as:

www.InventorsMall123.com

The initial listing will be AT ABSOLUTELY NO COST to TBIC members, and will guarantee you sales at your wholesale price. This is a great opportunity for us to use the internet as part of our marketing mix. In order to get your products on the list you may contact Russ Van Zandt at 727- 822- 8496 or fax him at 727- 822- 2527, his email is vanzandt@ix.netcom.com.

John Heintz can be reached by phone at 727- 866-9595. His fax is 727- 867- 9865 and his email is jph@dalmoworks.com. You can also get any information from Jennifer at the office.

What's exciting about this concept is that by getting us all together on one site we will set up a synergistic environment that will help all of us get product exposure and sales. This is a great opportunity for our members.

There will be a workshop on the 31st of March for those who would like to know more and even work to get their products onto this Web site. Mr. Van Zandt and Mr. Heintz will both be there to answer your questions and help get you involved in this great and also FREE opportunity!

February 13th Speaker Summary

Our speaker for the first meeting of the month was Mr. Wayne Brass, CME, the Director of the Tampa Bay Technology Incubator located in Tampa.

In a talk spiced with humor and an explanation of the origin of the term "Florida Cracker", Mr. Brass provided visuals of the new brick and mortar underway, an outline of the types of technology his particular incubator (one of 19 in Florida) is seeking to emphasize, and general knowledge useful to us all. Various incubators have different emphasis-medical products at USF, Laser optics at UCF, etc.

The number of handouts was far less than the number of attendees so three of the exhibits are presented below.

One of the major points stressed was that there is a pool of intellectual ability available on college campuses and that professors are permitted to engage in outside work. He mentioned an example of someone who needed to know how to generate a pound of ozone per hour and how they hooked up with a professor who could help them. Start by contacting the Department Head of the discipline you think applies.

So if you need a technical guru you might be able to work something out with sweet talk, future payment contingent on success, stock options, barter, cold cash or some combination that your negotiating skills obtain for you.

Mr. Brass is a true Renaissance man: he is leaving shortly with his wife to engage in a hands on observation of the Iditarod, the most famous sled dog race in the world going 1100 miles from Anchorage to Nome Alaska... He said he still has a couple seats left in his truck... Any takers?

Important points from his talk:

Ten Reasons for new product failures

1. Failure to define precisely the segments where the product will have greatest value to users.
2. Underestimation of the amount of marketing effort required to generate expected revenue; misdirected effort.
3. Inadequate understanding of buying process.
4. Underestimation of the amount of investment required by the customer.
5. Failure to anticipate the demand which the product makes on the customer's technical application skills.
6. Lack of awareness of the extent of brand loyalty and other significant person influences.
7. Faulty product performance.
8. Competitive action.
9. Technological obsolescence.
10. Timing of introduction.

Pat On The Back

I am giving the Pat On The Back to Irene Petree this month. I was not here for the last meeting and Irene stepped in and tried to make sense of a hectic world that she hardly knew anything about. I know how crazy a Wednesday can be and I think it was very brave of her to do this. I really appreciate the effort. Thanks Irene

...And Another

It was just brought to my attention that there is another member who deserves recognition. Greg Carbonara. He found a site where it's possible to find out about all upcoming trade shows for the month in the whole State of Florida. He printed out and posted this month's log on the bulletin board at the TBIC headquarters.

He also made sure that we were aware of the Bill that is before Legislation right now. This Bill is a BAD thing for Independent Inventors. It will raise the patent fees to almost double and make an already difficult process even harder for us. Hopefully you received word about it. In case you don't know what we are referring to, it is Bill HR1561 and each and every inventor needs to write or email their Congressman and ask them NOT to pass this Bill. Thank you Greg for making sure we all are all aware of this.

Flea-Market News

We want to thank those of you that have stepped up and volunteered at the Flea Market recently. This project is gaining in popularity every week according to those who visit our booth.

Keep in mind that this is a great opportunity to display your invention and get some real feedback from the public. We have a fun promotion starting this weekend. We are Raffleing off a red electric-powered bicycle.

Below is a copy of the top portion of the raffle ticket. This promotion is open to anyone who would like to participate. Tickets are available at the Booth and also at the TBIC headquarters. We would like encourage our members to purchase 10 tickets and sell 9 to friends and family. The promotion will continue until all the tickets have been sold, and is a great way to raise money and to increase the awareness of our Council at the flea market.



Just a Tidbit from Jennifer

We are trying to do a great number of things for our members and as most of you well know we have the best program there is as far as Inventor Councils go. We try to encourage that our members help us hold true to our motto of 'Inventors Helping Inventors' so we are asking that the next presenters to Reliant be members who have put in some volunteer time at the Flea Market Booth.

This is something that a few may have a problem with but the Board feels that with the help that this

council provides it's members, it is only fair that the Inventor reciprecate and help the council to make projects like Reliant and the Flea Market succeed.

Keep in mind that we are all members of this council and we should ALL provide support in the way of volunteering in some way so that the load doesn't fall on only a few of the members, it just isn't fair. We all have busy lives and some have more time than others but we can all do something to help our fellow members. Remember, the more you put into this, the more you'll get out of it!

March 31 Workshop

Refer to the 'Last Meeting Recap' in this newsletter that details the presentation that Mr. VanZandt made. If you have interest in this project and would like to get more involved, please attend the Workshop that will be held on the 31st of March. It will be held in our TBIC meeting room. For more info call 548-5083.

Next speaker

We have no speaker scheduled for the meeting on the 10th, so our next speaker (on March 24th) happens to be the gentleman who invented voice-mail. His name is Robin Elkins. He has informed me that he will have a lot of subjects to cover as well as telling the membership about his wonderful invention that most of us use on a daily basis.

If you would like to know more ahead of time about Mr. Elkins, you may go to his web site www.elkindustries.com.

ATTENTION

I.D. Badges are to be worn on the TBIC premises during meetings to allow us to identify and learn the names of our fellow members. Badges are to be deposited back in the designated area for use next time. If you have taken your badge home, please remember to bring it back so that you will have it to wear at our meetings.

Thanks.

We hope that those of you who took advantage of our Affiliate Program over the holidays, had a good experience. We hope that you will continue to make your purchases this way. For those who haven't tried the program or don't know how to use it can go to the TBIC web site, www.tbic.us and click on 'General Information'.

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 6:00 on regular meeting nights in the conference room of ICTT. If there are more people than chairs, we will move to the meeting room.

GENERAL MEETINGS CALENDAR

Monthly Meetings

Mar. 10, 2004 7:30 pm

Mar. 24, 2004 7:30 pm

Workshops

Mar. 17, 2004 7:30 pm

Mar. 31, 2004 7:30 pm

Monthly Meetings

April 14, 2004 7:30 pm

April 28, 2004 7:30 pm

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

WANTED

MEMBERS WITHOUT PICTURES

**IF YOU ARE A NEW MEMBER,
OR NEVER HAD YOUR PICTURE TAKEN
FOR AN I.D. BADGE**

REWARD

**YOU WILL BE ABLE TO KNOW THE NAME OF THE
PERSONS YOU MEET AND CONVERSE WITH
AT MEETINGS**

ASK AT THE FRONT DESK FOR GARY

**ANYONE ELSE WITHOUT AN I.D. BADGE
WILL BE SHOT ON SIGHT !!!**

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.

NEED SOME HELP ?

Would you like to have help in doing some patent or trademark searches, or to get some advice from an expert? John Blue is making himself available here at TBIC before each meeting at 6:00 pm. He will help in any way he can to see if your idea, logo, trademark, etc. is already in use. Here is some further contact information for him:

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 him or go to his Website for further details at:

www.finjb.com

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.

ICTT SERVICES POLICY FOR TBIC SUSTAINING (\$120) MEMBERS

As a Sustaining Member of TBIC, you are entitled to certain services as outlined below:
(during normal business hours)

- Free consultation as to the marketability of your product or concept
- Free use of the prototype shops (Must be familiar with the equipment to be used)
- Free use of the patent search and patent filing computers
- Free display space in the Inventor Showroom
- Free use of the conference rooms
- Free use of the Inventor Library
- Free use of the Affiliate Program on the ICTT website

In addition to those free services, TBIC offers a full range of other services commonly used or needed by inventors for which there are minimal charges.

- Personnel assistance in the shops (@ \$15.00 /hour)
- Graphics design of product spec. sheets, packaging, logos, flyers, brochures, signs, business cards etc. (@ \$25.00 /hour)
- Assistance in using the software, patent and trademark searches, and general secretarial services (@ \$17.50 /hour)

Note: Payment for services is due upon completion of the work requested.

ICTT also offers general Development Service Contracts, which includes prototype development, and assistance in finding development funds, assistance in getting regulatory approvals, and marketing services, and all the services listed above. Charges for these services as a part of a Development Service Contract are usually in the form of a royalty on the sale of products when they are complete and on the market. These contracts are negotiated on a case-by-case basis.

FOCUS GROUP

Due to the busy schedule for this month, and the lack of ready participants, there will be no focus group held at our first meeting. Further information will be made available at our next regular meeting if the schedule changes.

If you would like to be a focus group presenter, for our next meeting or at a meeting next month, 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.

March

March's Inventions - Famous Trademarks, Copyrights, and Patents

<p>1 1925 Harry Houdini was granted #1,372,216 for a "SUIPER BALL"</p>	<p>2 1991 The Patent Act of 1980 increased term of a patent grant from 14 to 17 years, now it is 20 years.</p>	<p>3 1923 Louise Bromberg received a patent for "dry cleaning of clothes", the way of heat the clothes. American inventor to receive a U.S. patent.</p>	<p>4 1925 The first radio (radio) transmission was sent across the continent. 1997 Leonard Nease received a patent in for a way to handle telephone area opportunities.</p>	<p>5 1977 George Westinghouse, Jr. patented the steam air brake.</p>	<p>6 1999 Felix Multerer patented "Sagoo", Multerer discovered that the compound related with found in other plants provided pain relief. 1990 Hal Swanson received a design patent for the ornamental design for a paperback holder.</p>	<p>7 1976 Alexander Graham Bell was granted a patent in for the <u>teletype</u>.</p>
<p>8 1994 Don Kopp granted a patent for a checked pen nib with a collapsible locking handle.</p>	<p>9 1994 Blake Goleman was granted a patent for a baby's garment.</p>	<p>10 1982 The first United States paper money was issued. Denominations were 25, 50, and 100. The paper bills became legal tender by an act of government on March 15, 1862. 1991 Alton Strongin was issued a patent for the automatic telephone exchange.</p>	<p>11 Samuel Hullah became the first inventor to hold multiple patents.</p>	<p>12 1928 England established the first 35 MPH speed limit for town and village roads. 1990 Michael Ford patented a mailbox signaling device.</p>	<p>13 1977 George Eastman patented a patent for <u>instamatic</u>. 1944 Albert and Corolla's "Raufling", also known as "King's Golf Ball" was copyrighted.</p>	<p>14 1794 Eli Whitney was granted patent for the <u>cotton gin</u>. 1879 Elihu Thomson was born.</p>
<p>15 1990 Neil Eric Lind O'Neil's novel is now is the the official "textbook". 1994 William Hartman was issued a patent for a method and apparatus for printing <u>rainbow</u> markings - the stripes etc.</p>	<p>16 1993 "To Kill a Mockingbird" The book based on Harper Lee's novel was copyrighted.</p>	<p>17 1945 The first <u>jetset</u> brand was patented by Robert Perry of London. 1989 The <u>Head Case</u> <u>Clapper</u> was patented by Rayella Brown.</p>	<p>18 1995 Rose O'Shea's <u>Garage Girl</u> was copyrighted.</p>	<p>19 1990 Princess Quimby was issued a patent for a <u>stomping</u> machine. 1994 The largest <u>egg</u> (1.820 W) in the world was made with 180,000 eggs in Yachiama, Japan.</p>	<p>20 1969 Jan S. Hattiger was issued patent #2,74,227 for a "Testing Device for shoes". Hattiger's invention made the mass production of insoles for shoes possible. 1995 John Lennon and Yoko Ono played their first <u>video</u> for peace at the Amsterdam riots. On the year number one <u>video</u> "WAST"</p>	<p>21 1994 Constitution of the Confederate States of America establishes a Patent Office. 1995 John Lennon and Yoko Ono played their first <u>video</u> for peace at the Amsterdam riots. On the year number one <u>video</u> "WAST"</p>
<p>22 1941 Claude Jones patented <u>instamatic</u>. 1990 Frederick and "Touret" were issued a patent for the <u>inst</u>.</p>	<p>23 1928 The <u>1928</u> was invented by Francis Beale. 1995 "West Side Story" a musical play by Leonard Bernstein, was copyrighted.</p>	<p>24 1990 Charles Tourne was granted a patent for the <u>inst</u>. The <u>inst</u> was a big hit, being used to amplify radio signals and as an inductive detector for <u>inst</u> research.</p>	<p>25 1992 Irving H. Colburn patented the <u>inst</u> strong machine, making the <u>inst</u> population of <u>inst</u> for <u>inst</u> possible. 1975 Cavetone Road was issued patent #3,873,284 for a "wrist <u>inst</u> watch".</p>	<p>26 1993 Charles Jackson patented a <u>inst</u> <u>inst</u>. 1993 Louis Lumiere patented a motion picture machine. What Lumiere invented was a portable motion picture camera. His <u>inst</u> and <u>inst</u> and <u>inst</u> called the <u>inst</u>. These functions covered in the <u>inst</u>.</p>	<p>27 1790 The first <u>inst</u> was invented. 1990 Neil Cornwell 2nd was issued a patent for a <u>inst</u> <u>inst</u>.</p>	<p>28 1999 William Flaming received a patent for a <u>inst</u> using <u>inst</u>.</p>
<p>29 1932 "42nd Street" the movie, was copyrighted. 1990 The Patent and Trademark Office became the United States Patent and Trademark Office and began operations as a Performance-Based Organization.</p>	<p>30 1996 Woody Guthrie's song, "Fly Land Is Your Land" was copyrighted.</p>	<p>31 1981 Ananda Chakrabarty patented a new single cell life form.</p>				

©Mary Bellis

Each month, a calendar celebrating various patents, trademarks, and copyrights such as these, is published at www.inventors.about.com by Mary Bellis.

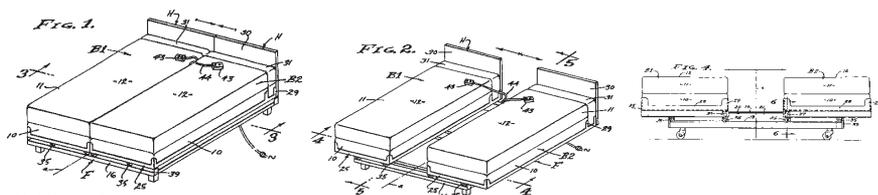
Wacky Patent of the Month

(brought to you by www.colitz.com)

POWER OPERATED SEPARABLE BEDS AND SUPPORT THEREFOR

Mansour N. Mansouri

Patented June 25, 1985



BACKGROUND

Bedding is comprised generally of a mattress supported upon springs by a bedstead and over which sheets and blankets are drawn so as to cover one or more persons reclining thereon. Beds vary in size or capacity and are referred to as "single" or "double" beds, there being various sizes thereof. It is customary for two persons or individuals to retire upon one double bed, or so-called "Queen Size" or "King Size" bed, to share the same bed springs and mattress. It is also customary for two persons or individuals to retire upon separate single beds, so that one or the other is not disturbed when sleeping. Although humans are biologically the same with respect to functional requirements and body temperatures, there are differences of habit, likes and dislikes, brought about by sex, body weight, and idiosyncrasies. Accordingly, one person may be compatible with another person to a point, but disturbed by the sleeping habits of the other person, or simply unable to cope with the transfer of body heat and breathing, or there can be a great difference in the preference of cover weight and capture of heat.

It is a general object of this invention to provide for the selective positioning of separate beds by two individuals initially retiring together. In practice, each individual selects the time and closeness of bed adjacency or separation according to his or her choice, personal requirements and desires. In accordance with this invention, there are adjoining single beds carried by a common support and separable from adjacency along a median line extending from head to foot of the bed.

It is the comfort of two individuals retiring together side by side with which this invention is concerned. The continued presence or closeness to another person can be uncomfortable and disconcerting to otherwise compatible individuals, all because of their particular requirements. For example, one person may require a heavier blanket than another, causing the other person to perspire while the one person is comfortably warm, or permitting the one person to chill while the other is kept warm. Generally, a female will require heavier blanketing than a male, and corpulent persons require less blanketing; but all in degrees of preference. Also, a person may disturb another by movements such as thrashing about, or one person may be ill which presents the problem of contamination. Therefore, it is an object of this invention to provide for selective and variable separation by either person without disturbing the other, the beds being mechanically separated from a median line by power means as will be described.

SUMMARY OF THE INVENTION

A base frame is supported upon the bedroom floor in the usual manner, with or without casters. At the head and foot of two like single spring and mattress units, there is transverse rolling support, the single bed units being guided by one or both head and foot portion of the base frame, and in one embodiment the headboard alone guides the two single bed units. A feature of the guided support is the stability which it affords, and all of which is such as to facilitate assembly and disassembly. Conditioning of the single bed units is motorized for individual movements of either single bed unit by its occupant, or in unison if so desired. Motorization is disposed between the base frame and each single bed unit, and in the preferred embodiment said motorization is at the headboard that guides the single bed units, in which case the floor space between is unobstructed when separation occurs. The two single bed units are conventional in every respect, and they are preferably identical so as to form a double bedding combination when brought into adjacency.

The foregoing and other various objects and features of this invention will be apparent and fully understood from the following detailed description of the typical preferred forms and applications thereof, throughout which description reference is made to the accompanying drawings.

**Letter of Understanding between the Tampa Bay Inventor's Council (TBIC)
and Its Individual Member who is presenting to a Marketing Company
under the auspices of TBIC**

This document serves to outline the conditions, terms and understandings between TBIC and its member described above. Please read carefully and completely as your signature below means that you fully understand these terms and conditions.

The TBIC is a non-profit organization dedicated to assisting its members to invent and market their products through education and facilitation via mechanisms such as networking.

Other than requiring you to be a member in good standing (dues paid) at the Sustaining Membership level or higher, and insisting you perform a minimum of 4 hours of service to TBIC, as agreed in advance (usually a stint at our Flea Market booth), TBIC receives no benefit from you or your invention, either now or in the future. Any contracts or agreements you make with third parties who assist you in marketing, manufacturing or in any other way are strictly between you and those third parties, and TBIC is neither a participant in nor endorser of such activities. Further, TBIC neither recommends, approves, screens nor warrants any actions by either these third parties or you. You are advised to govern yourself accordingly and to affirmatively inform any such third party that you are not represented by nor are a representative of TBIC and are acting in an individual capacity only.

As a condition of visiting TBIC facilities and receiving presentations from members, the marketing and distributing companies have insisted on the following conditions which your signature below attests to your agreement with.

- You must be a member in good standing of TBIC.
- After the presentation and the interviewer's comments, you are to leave the room and make no further attempts to lobby them.
- You agree that all communications regarding your presentation are to be through a TBIC representative designated by the marketing company and TBIC. You understand that these companies do not wish to deal with individual inventors and that your attempts to contact them direct may very likely result in their dropping your product from their consideration. (Please note this practice is customary in their business.)

TBIC strongly recommends that until you have a contract, you continue to explore all avenues of commercializing your invention that you feel competent to do, as there is no guarantee of a forthcoming contract from any of the parties you present to and further, if a contract is offered, its terms may not be acceptable to you.

I understand and agree to the material above.

Signature of Presenting Member *Date*

TBIC Secretary *Date*

Printed Name

Printed Name

Checklist Compliance Items:

Secretary Signature

- TBIC Sustaining Member _____
- Minimum 4 hours service to TBIC
(state specifics-how where when) _____

MINUTES OF TBIC BOARD MEETING 02-25-2004

*Attending: George Mouzakis, Gayla Kilbride,
Bob Sheridan, Mark Jones, Russ Randall*

George presented Russ Randall of the Library Committee a Book Donation "Tale of the Scale-An Odyssey of Invention" which is available for checkout to members.

Mark wanted clarification of TBIC's role in members presenting to marketing companies. After discussion, it was decided that George would draft an agreement, discuss with TBIC attorney Buddy Levy Esq., and implement said form before the next round of presentations. The form was to make it clear that TBIC was strictly a facilitator in these matters and has no contractual obligations to any of the parties involved.

The Board approved a series of electric bike raffles with bikes supplied at less than cost by Mr. Simmons. These tickets will be offered at the flea market and the copy on the ticket stub will be a marketing pitch for TBIC.

The Board agreed that TBIC should become an enrolled member of the patent in commerce program. It involves the purchase of the 20-set DVD pack for less than \$300.00 which we will save in purchases of lab notebooks because of the favorable discounts it entitles us to. It further accomplishes the goal stated in an earlier meeting by Russ Randall VP to provide education to members, as the CD set provides the starting tools for conducting seminars dear to members hearts. The only additional item will be workbooks for participants.

The Board agreed that in the future, to present to either a focus group or marketing company, the member must be in the sustaining class or higher and have served a minimum of 4 hours service to the council in an approved activity- to be the flea market, unless otherwise agreed in writing. The intent is to see that members who benefit from Council activities, reciprocate.

Gayla Kilbride indicated that overwhelming personal and business commitments has required her to resign from the TBIC Board and that she would like to also hand over the Treasury functions as soon as someone could be found to replace her. At this time the two candidates who had proffered themselves to serve on the TBIC Board were accepted by the unanimous vote of the sitting Board. Concurrently, Gayla's resignation was accepted and she will submit it in writing to Jennifer. These new Board members are Mr. Earl Cram and Mr. Wayne Rasanen. Both these individuals have been extremely active in volunteer service to the Board and will be real assets to further progress of our Council.

Both new Board members were asked if they had anything to say at that time. Wayne said he had not been at the meeting and would wait to comment. Earl indicated that he felt there was a need for communicating member's skills to other members without running afoul of privacy statutes. The Board agreed with Mr. Cram and appointed him committee chair to investigate possible avenues and report back to the Board.

The meeting was adjourned at 7:27pm.

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.

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.

INVENTORS WORKSHOP

– Sponsored by ICTT –

March 17th, 2004

Open to TBIC Sustaining Members Only

This three-hour session is for the prime purpose of familiarizing inventors or would-be inventors of needs in the national or international marketplace.

Anyone interested in participating in the development of new products in which you can share a patent should attend,

There will be specific concepts discussed where anyone, without an idea or concept of their own, can select an idea or concept presented in one of several categories and participate in the development, patent, prototyping and marketing of the product selected.

The seminar is free There is no money needed to become apart of a new invention.

The categories are:

Household items / Kitchen
Plumbing
Educational toys & games
Automotive
Electronics
Gimmicks
Health

Group participation in a single product development can be arranged.

Ideas will be presented in all the areas listed above.

To register for this workshop, call Jennifer at 548-5083.

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.

**Membership Report
March 2004**

These are members who have joined, renewed or upgraded since 02/06/04.

*Membership as of 3/2/04
154 Members*

Active Members

Charles Glegg
Oscar Fournier
Vicki Seymour

Sustaining Members

Michael Goldman
Richard Tellone
David Swagger
Roy Howe
John Korkos
Daryl Officer
Cary McCombs

Upgrades to Sustaining

Karen Globus
Nick Devera
George Mouzakis

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 him at 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

Steve Gates
727-418-8788

Mark Jones
813-681-4554

Chris Salter
813-505-2995

Bob Sheridan
727-224-2856

Wayne Rasanen
727-376-1334

Earl Cram
727-393-3025

Founder: Ron E. Smith

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.

DUES DESCRIPTIONS

A **Student Member** at the \$25.00 rate must be a student. They may attend meetings and receive the Newsletter.

An **Active Member** (\$45.00) enjoys the benefit of attending meetings, workshops and seminars, socializing and networking with the other members, receiving the Newsletter and participating as a reviewer in our Focus Groups.

A **Sustaining Member** (\$120.00) has all the privileges of the above plus they will have an opportunity to have an evaluation of their idea or product performed through ICTT. If they are in need of prototyping, they may choose to have their prototype built at the facility paying for the materials and labor unless under contract with ICTT. These members may display their invention or product in the display area. They may also present their invention before a Focus Group.

These members have the privilege of using the Delphion Software to do an in-depth patent search on their products, also the Patent Pro Software is available to do full or provisional patents. The new Sustaining members will receive a science book to record their invention progress.

Corporate Membership of \$250.00 will allow your corporation to elect up to 3 Corporate members to sit in on meetings as well as all of the above. Also this membership will allow said corporation to have access to new products before they are introduced to the open market.

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.

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