

*Arkansas Inventors' Network Meeting*

5/20/08

Univ of Arkansas Little Rock Cooperative Extension Services Bldg

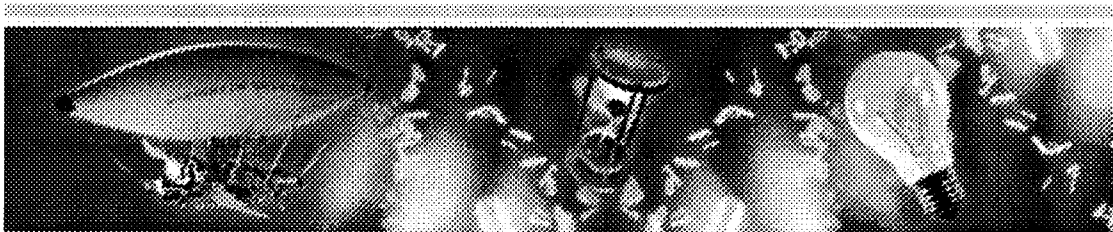
6:30p – 8:00p

1. Chad Collins provided general announcements and notices AIN had received since the last meeting. See attached.
2. Joe Taylor is looking for a partner for his weed eater attachment device. Contact him if interested.
3. Michael Strickland from local USPTO library had a couple announcements:
  - a. There is going to be a major overhaul of the USPTO website. It should help navigation and searches
  - b. Come down to the library – they can help with the preliminary search and can answer general questions and provide basic info about the patent process
  - c. A good book on patenting is Patent it Yourself by David Press (Nolo Publishing)
  - d. Handed out a pamphlet titled “Contact the USPTO BEFORE you get BURNED!” that has good info on scams. See attached
4. Chad Collins answered attendee’s questions about inventions focusing mainly on patenting, licensing, manufacturing, and marketing.

## Chad & Tina Collins

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**From:** Carol Oldenburg [admin@uiausa.org]  
**Sent:** Wednesday, April 30, 2008 1:31 PM  
**To:** chad@collinsconsultinginc.com  
**Subject:** News from United Inventors Association



## Invitation for Inventor Groups

### Knowledge is Power!

The UIA Newsletter contains a lot of what the independent inventor needs to know.

As a UIA Group leader, you can plug your members into the current.

Forward this link on to all of your members so they can subscribe to a free copy of the UIA Newsletter.

<http://visitor.constantcontact.com/email.jsp?m=1011361700025&p=oi>

Act Now!

The next issue is already in the works.

### About United Inventors Association

The UIA is a tax exempt, not-for-profit corporation formed in 1990 solely for educational purposes. The mission of the UIA is to provide leadership, support and services to inventor support groups and independent inventors. Membership is extended to these as well as to others who provide reputable service and support to the inventor community.

### **Forward email**

#### **SafeUnsubscribe**®

This email was sent to chad@collinsconsultinginc.com, by [admin@uiausa.org](mailto:admin@uiausa.org)  
[Update Profile/Email Address](#) | Instant removal with [SafeUnsubscribe](#)™ | [Privacy Policy](#).

Email Marketing by



United Inventors Association | 999 Lehigh Station Road | Henrietta | NY | 14467-9311

**Chad & Tina Collins**

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**From:** tschwartzberg@bagelers.com  
**Sent:** Tuesday, April 15, 2008 1:01 PM  
**To:** tschwartzberg@bagelers.com  
**Subject:** Looking for food patents or patent pending

**I am entrepreneur who specializes in the commercialization and marketing of food patents.  
Please let me know if you know of any out there.**

**Thanks**

Troy Schwartzberg  
Executive Vice President  
Business Development  
Filled Bagel Industries, LLC  
Office:305-883-9000 Fax:305-883-9300  
Email: tschwartzberg@bagelers.com

## Chad & Tina Collins

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**From:** Niemann7@aol.com  
**Sent:** Wednesday, November 14, 2007 11:05 PM  
**To:** info@arkansasinvents.org  
**Subject:** Manufacturer is looking for 4 types of inventions

Dear Chad --

Could you please forward the following message to your inventor group? Thanks!

Best Regards,

**Paul Niemann**

[www.MarketLaunchers.com](http://www.MarketLaunchers.com)

800-337-5758

217-224-8194

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Market Launchers has been retained by another manufacturer to assist them in their search for new products. Here are the details of the company and what kinds of products they're looking for ...

**Hogan Manufacturing** Company is a 63-year-old manufacturing facility in Escalon, California, and they manufacture wheelchair lifts and ramps for city buses and other products. Their web site is [www.hoganmfg.com](http://www.hoganmfg.com)

Their specialties include fabricating items made of steel, as well as assembly & packaging. They are looking to acquire new products -- and they **DO NOT** charge any fees to the inventor.

### **Currently they manufacture these types of products:**

1. Handicap equipment, which is used for:
  - Wheelchair lifts for city buses and wheelchair ramps for city buses.
  - Buildings, such as access stairs and wheelchair lifts.
  - Witness lifts used in courtrooms to make the witness stand accessible.
2. Garbage removal equipment, such as:
  - Compactor wheels for landfill compaction.
  - Dozers blades for landfills.
  - Refuse containers.

### **Hogan Mfg. is now looking to expand their search for the following types of products (in no particular order of importance) ...**

1. Mass transit industry, i.e. products for buses.
2. Garbage, landfill equipment.
3. Lifts in the handicapped community
4. Alternate co-generation. This includes:
  - Energy savings
  - Solar
  - Geothermal.

They are looking to acquire patented products that have the potential of selling at least 1,000 units per year, with a market price of \$4,000 to \$5,000 or more per unit, that are made of metal and can be shipped by truck. (They do **NOT** want to make a bunch of little products.)

5/20/2008

**The arrangements:**

Hogan Mfg. Co. prefers to own the whole product outright, meaning they would prefer to buy the patent and all that goes with it, including prototypes, trademarks, customer base (if any), etc. If that is not possible, then their next option is to pay royalties. If neither of the above two options are possible, then they will fabricate or build the product to suit for the inventor.

Naturally, the company is very selective in choosing which products to pursue, but if you have a product in any of the above-mentioned areas, we'd like to hear from you. Please contact me at 217-224-8194 or send me an e-mail at [niemann7@aol.com](mailto:niemann7@aol.com)

Thanks!

Best Regards,

**Paul Niemann**

[www.MarketLaunchers.com](http://www.MarketLaunchers.com)

800-337-5758

217-224-8194

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See what's new at [AOL.com](http://AOL.com) and [Make AOL Your Homepage](#).

## Chad & Tina Collins

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**From:** Robert Burgess [bburgess@offshoreparts.com]  
**Sent:** Tuesday, November 27, 2007 8:41 AM  
**To:** info@arkansasinvents.org  
**Subject:** Fee Based Project Management for your Overseas Products

Dear Mr. Collins:

My company, Offshore Technologies, Inc., represents a U.S. owned, U.S. managed company located in Shenzhen, China that specializes in sourcing, inspection, packaging, and assembly of product in China. We are not brokers, but instead serve as fee based project managers, depending on the specific requirements of the customer. Our unique approach to sourcing in China provides our U.S. clients with high quality, competitively priced, timely delivered product as well as allowing these client companies direct access to the Chinese manufacturers.

Here are four key advantages to working with us:

- We provide a "firewall" between overseas manufacturer's and the U.S. market by packaging and assembling product in our own secure facilities in Shenzhen, China, thereby eliminating any concerns over having your product "knocked off".
- We provide inspection services in China, either at our own facilities or at the supplier's facility, for the product being manufactured. Inspection is done per your own specific requirements.
- We provide assistance to U.S. companies in identifying and evaluating potential Chinese sources for specific product required by U.S. companies.
- We will manage the sourcing logistics with the overseas supplier(s), with all pricing, logistics, VAT fees, costs, etc. completely transparent to you and your company.

Would these services be of interest to you and/or your membership? Please let me know if you would like further information.  
Thanks, Bob Burgess.

Regards,

Robert Burgess  
Offshore Technologies, Inc.  
513-755-9010  
[bburgess@offshoreparts.com](mailto:bburgess@offshoreparts.com)

# SCAM WARNING SIGNS

Slick ads on radio, TV and magazines.

[These are the first "hooks"]

Refusal to respond to your questions in writing signed by a company official.

[Legitimate companies will provide the answers in writing]

Salespersons want money right away ...up-front.

You are told to describe your idea in writing, mail it to yourself and don't open the envelope.

[This is worthless advice]

You are promised a patent search but no patentability opinion by a patent attorney/agent.

[This should be provided to you]

You are guaranteed to get a patent or your money back.

[No one can guarantee issuance of a useful patent]

You are advised to apply for a design patent.

[This type of patent has limited applicability to most inventions]

You can't reach salespeople or company officials without leaving many messages.

[Maybe there is no real office location or company]

You are told that your idea is a "sure-fire" hit!

[Probably every client of this company is told that. Be skeptical]

Refusal to provide client references or copies of forms and agreements for your review.

[Get at least five names to contact and

at

Commissioner for Intellectual Property Rights  
Mail Stop 24  
P.O. Box 145  
Alexandria, VA 22314

Telephone (Toll Free): 1-800-368-1070  
Fax: 571-273-0180  
E-mail: [independent@ipr.usdoj.gov](mailto:independent@ipr.usdoj.gov)

Useful web sites:  
[www.uspto.gov](http://www.uspto.gov)  
[www.ftc.gov](http://www.ftc.gov)



**Dear Inventor,**

Every year thousands of Independent Inventors, like yourself, are targeted by unscrupulous invention promotion, marketing and licensing firms.

These firms take advantage of an inventor's enthusiasm for their product. They not only solicit inventors with exaggerated promises to obtain valuable patents but they make false claims about the potential market success of those inventions.

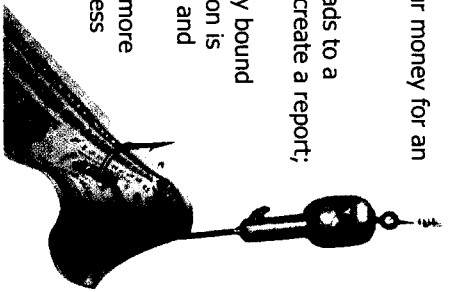
These firms provide you with basic market research at a large fee and ultimately obtaining an overly narrow or useless patent that is worthless in the marketplace.

Remember, if it sounds too good to be true, it probably is. Please read this brochure!

## BEWARE OF THE "HOOKS" THAT LURE YOU INTO A SCAM

Unscrupulous invention promotion, marketing or licensing companies use a series of "hooks" to lure you into the company's web:

- 1st - the "free" inventor's kit;
- 2nd - phone calls to get your money for an invention evaluation;
- 3rd - the evaluation then leads to a request for more money to create a report;
- 4th - the "report", in a nicely bound book, says that your invention is patentable and marketable; and
- 5th - now there is need for more money to continue the process of getting a patent and marketing your invention.



## A LITTLE RESEARCH CAN SAVE A LOT OF MONEY, ASK QUESTIONS

Get answers to these questions in writing from any promotion, marketing or licensing company wanting to help you. Helpful hints are given in the brackets.

1. Total number of inventions evaluated for commercial potential in the past five years by the Company. How many of those evaluations were positive, accepted by the Company. How many were negative, rejected by the Company.

2. Total number of customers, known by the Company, who have received a net financial profit as a direct result of the Company's promotion services. What is the Company's success rate over the past five years [that is, the number of who made more money from their invention than they paid].

3. Names and addresses of all previous invention promotion companies with which the Company or its officers have collectively or individually been affiliated in the previous 10 years and what other names has the Company used in this or other states.

4. Total number of customers, known by the Company, to have received license agreements for their inventions as a direct result of the Company's services. [If the success rate is low, say less than 5%, then think about going elsewhere].

5. How many customers have contracted with the Company for promotional services in the past 5 years, excluding those who have purchased trade show services research, advertising or other non-marketing service: and

excluding those who have defaulted on payment to the Company.

6. Is there an up-front fee and, if so, how much is it and what are you getting for it? How much will the complete process cost from submission of my invention to obtaining a patent and a licensing agreement? [Reputable firms have relatively small, upfront or other fees because they make their real money from successful royalty arrangements for the inventions they accept].

7. Has the Company ever been investigated by or been in trouble with the Federal Trade Commission, Better Business Bureau, any consumer protection agency or Attorney General's Office and if so, when and where?

8. Who selects and pays for the patent attorney or agent to do the patent search, patentability opinion and patent application preparation? [You should be able to select your own, because the attorney or agent represents you, not the Company].

9. Provide you with the names, addresses and phone numbers of five clients of the Company in your geographical area and copies of all contracts and forms to review [Do this before signing or paying any money].

10. Does the Company provide a written opinion of the "marketability" (that is, potential success) of your invention?

## DOs and DON'Ts

Write a letter to any promotion, marketing or licensing company that seeks to help you and ask for written answers to the 10 QUESTIONS listed in this brochure.

Accept verbal promises, assurances or representations.

Be a victim of a scam.

Use common sense in evaluating the answers. If they don't make sense, seek assistance from a patent attorney or agent or, the Office of Independent Inventor Programs at the United States Patent and Trademark Office.