

# Inventique®

The newsletter of Wessex Round Table of Inventors October 2006

18-21 October **BRITISH INVENTION SHOW** [www.britishinventionshow.com](http://www.britishinventionshow.com)

## BRITISH INVENTION SHOW

**THE 6th BRITISH INVENTION Show opens at London's Alexandra Palace on 18 October for a four-day period. 250 new prototypes will be on display at the event, with demonstrations by innovators from over a dozen different countries.**

**Produced in association with the British Inventors' Society ([www.thebis.org](http://www.thebis.org)), BIS 2006 is the UK's largest invention expo. This year's show incorporates the British Innovation and Technology Show, a major new IP and technology transfer event.**

**Judges will present the British Invention, Technology and Design Awards on 20 October.** ■

● [www.britishinventionshow.com](http://www.britishinventionshow.com)



## The energy cap

USBCELL RECHARGES THE BATTERY MARKET

**T**O COUNTER the 15 billion 'disposable' batteries discarded every year, British company Moixa Energy has launched a range of batteries that are recharged using the USB ports on computers, games consoles, laptops or keyboards.

A cap incorporating the positive terminal of a USBcell flips open to reveal a built-in USB connector and charger. When the cap is closed, the USBcell reverts back to operate as an ordinary battery again.

"Today there are several billion USB sockets in homes and workplaces around the world – not only on computers, but on many other devices – that provide a source of low-voltage power," said Moixa's founder Simon Daniel,

who previously invented the PDA folding-keyboard technology used in over 2m products. "USB sockets are so accessible you can recharge these batteries practically anywhere."

The USBcell brings simple re-useable energy and truly portable power to a battery sector struggling to keep pace with developments in the consumer electronics industry. The full product range will include camera, mobile phone and standard batteries in all the popular sizes. ■

● [www.usbcell.com](http://www.usbcell.com)

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



## 12th ANNUAL DORSET BUSINESS AWARDS

THE DEADLINE FOR ENTRIES to the Dorset Business Awards 2006, for which entries may be submitted online, has been extended to Monday 9 October.

Companies, SMEs and sole traders alike can apply for more than one of the 15 categories in the Daily Echo-backed awards, which are open to any business operating out of the county and include the IOD/Bournemouth University Innovation award to the organisation most able to demonstrate successful innovation, and the South West of England Regional Development Agency Enterprise award.

Other categories include the Creative Business award, the Liz Lean PR Marketing and Communications Excellence award, the Royal Bank of Scotland Exporter of the Year award, the UK Trade & Investment International Business award and the KPMG Company of the Year award.

● **Contact: Shirley Ewart Tel: 01202 714 802 [www.dorsetbusinessawards.co.uk](http://www.dorsetbusinessawards.co.uk)**

## Next WRTI meeting

**WEDNESDAY 11 OCTOBER**

**Guest speaker Rees Ruchat of Southampton Enterprise Gateway will present 'Making a difference with hard-to-reach groups', followed by an Inventors Clinic. Room HC 017, Herbert Collins Building, Southampton Solent University, commencing at 6.30pm. Visitors welcome.**

● **Non-members wishing to attend should e-mail: [secretary@wrti.co.uk](mailto:secretary@wrti.co.uk) or tel: 01420 562 378**

**Map: [www.streetmap.co.uk](http://www.streetmap.co.uk) (SO14 0RP) [www.wrti.org.uk/events](http://www.wrti.org.uk/events)**

Wessex Round Table of Inventors meet at 6.30pm on the second Wednesday of each month at Southampton Solent University, East Park Terrace SO14 0RP

## VIEW FROM THE CHAIR

SO YOU WANT to be an inventor. But what to invent?

People invent and innovate to satisfy defined perceived needs for themselves or others; if the need is commonplace and the perception correct then businesses or retail products can result.

Very often we admire products, inventions and concepts that are extremely simple. How often do we think: "I could have done that!" I love walking round the shows my company's products appear at, to see what other people in our industry have done to solve problems – and to become inspired to learn from these ideas in order to solve the problems we have. Sometimes we suggest better ways of doing things to our co-exhibitors and (even better!) this can lead to business collaborations or sales.

We are surrounded by exhibitions at this time of year, whether it be last month's Southampton International Boat Show, the Ideal Home Show at Earls Court (6-15 October), or the Sustainable Energy & Efficiency Expo at Olympia (10-11 October). All offer ample opportunity for eagle-eyed inventors to find inspiration; countless more are listed in the Exhibition Bulletin at [www.mashmedia.net](http://www.mashmedia.net).

Everyone thinks that the internet has made exhibitors redundant. It has certainly made them smaller and quieter – but the internet will only help you find things you're already looking for. Wander round a show and you'll see so many things you didn't know you didn't know. So that's this month's tip: visit a show.

One exhibition close to all our hearts, of course, is the British Invention Show at Alexandra Palace (18-21 October). Here you will see what other people who became inspired have actually done about it. Look around, and you'll realise that inventions really can become a reality. Then you could go forth and invent something yourself...

Sincerely, Richard

**RICHARD LITTLE, WRTI Chairman**

**INVENTORATOR** Richard Paine

# Application required

BUT THERE ARE WAYS OF EASING THE IDEAS BURDEN

**T**HOMAS ALVAR EDISON, perhaps the greatest of all inventors, once declared that genius was 1% inspiration and 99% perspiration.

At Inventorlink, we see great ideas from clever and innovative people every week. Why do some succeed while others fail? I will suggest a few pointers which might just give your idea a better chance of becoming one of the chosen few.

## Protection money

Patenting your idea can be an expensive and ongoing commitment, but you need to do this to enhance your credibility with investors and potential licensees. There are a plethora of patent agents to assist you in preparing your claims and submitting your application to the patent office. Allow around £500 to start off a UK patent application, but be prepared for charges to rocket as years go by, or if you wish to go European or Worldwide.

Your patent agent will advise you what is likely and – more importantly – what is not likely to gain patent protection. However, you must remain in control, and select a sensible level of protection versus ongoing costs.

## Reputation comes first

You might then choose to discuss your idea with a reputable Inventions company (which must have the experience, skills and contacts to give you the best chance of licensing your invention with a manufacturer). Our experience at Inventorlink indicates that most inventors prefer to licence their products to a major manufacturer or distributor, and make their money from a steady royalty, rather than seek funding to control all the different aspects themselves.

Having impartially assessed your idea's likelihood of success,

your Inventions company may invite you to sign up with them on an agreed 'fee plus royalty' basis. A quality information sheet would then be prepared describing the product, and a detailed search made to target 40 companies to approach on your behalf. As replies are received, Inventorlink follow up and negotiate terms on your behalf (should you so wish) – hopefully to a successful conclusion and a licensed product. Should it be necessary, a second targeting would take place after 6 months, when another 40 companies would be approached. Inventorlink has over 20 years experience in such strategies.

## The long and winding road

It all sounds so easy, but we have seen products and ideas which seem sure-fire winners struggle to achieve licensing. No reputable Inventions company would encourage you to think that it will be anything but a long hard road, with no guarantee of success.

Invention is a risk business, and you may consider that your greatest chance of success lies in using an experienced and reputable Inventions company who will guide you every step of the way. (You may also consider that some luck is involved – and you'd be right).

Having opened this article with a thought-provoking aphorism from a great inventor, I'll leave you with another from a great golfer – Lee Trevino. When a reporter said that much of his success was down to good luck, Lee replied: "It's a funny thing – the harder I work, the luckier I get!" ■

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● Richard Paine is managing director of Inventorlink Products Ltd.

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# LICENSING YOUR PRODUCT-3

SHOULD INVENTORS USE A COMMERCIAL AGENT, OR A DISTRIBUTOR?

**P**REVIOUSLY I addressed the issues surrounding the appointment of commercial agents in marketing your products, the legal issues surrounding the appointment of commercial agents and the key areas that should comprise an agency agreement. However, an agency arrangement is simply one means of getting your product to the market. Another alternative is to enter into a distributorship arrangement, *writes Dr Rosanna Cooper.*

## Agent or a distributor?

There tends to be some confusion about the role of an agent and that of a distributor. A principal appoints an agent to act on his behalf and as such an agent cannot act on his own accord and will not usually conclude any contracts. An agent will therefore have no rights or obligations under such contracts.

However, a supplier appoints a distributor to re-sell his products and the distributor will then purchase products from the supplier and sell them on to his customers. The parties should always enter into a written agreement before an agent or distributor is appointed.

There are several differences between an agency and a distributorship arrangement; in many cases an agency arrangement may be preferable. Below are some of the main differences between an agency and distributorship:

**Greater Control** In an agency arrangement, the principal can exert control over the actions of his agents. For instance, the principal can fix prices for the sale of products, whereas a supplier is restricted under competition laws if he were to impose retail price maintenance on a distributor. Therefore, if you wish to retain control over the licensing of your products, an agency arrangement would be preferable.

## ROSANNA COOPER CLARIFIES THE LEGAL POSITION FOR INVENTORS AND ENTREPRENEURS

**Position under contract** An agent generally has no contractual relationship with a customer because such contracts are usually concluded between the customer and principal. On the other hand, a distributor enters into a direct contractual relationship with a customer when he re-sells his products.

**Choice of customers** An important factor in determining whether to appoint an agent or distributor might be your customer base. You should note that as a supplier you may face mandatory laws in certain jurisdictions if you were to restrict a distributor's choice of customers. However, in an agency arrangement as principal you can determine your choice of customers.

**Risks** In any arrangement you must weigh up the risks. Under contract law an agent's risk in respect of his liability to a customer is minimal. A distributor's risk is significantly higher because he resells his products and has to accept liability for them, except if they are defective. Whether you appoint an

agent or distributor would depend on the degree of risks you wish to take in licensing your products.

**Payment** An agent earns commission on the sale of products which is usually a percentage of the revenue he generates. A distributor buys his products and has the option to add a mark-up when he sells his products on. He can therefore determine his profit margins.

**Legal instruments affecting the arrangement** In the last two issues I looked at the impact of the Commercial Agents Regulations on the relationship between agents and principals. The Regulations do not apply to a distributorship arrangement, as they solely govern an agent-principal arrangement. However, competition laws are highly relevant to a supplier-distributor relationship. The competition laws do not apply to a genuine agency relationship. Therefore, if you are considering appointing a distributor, you are strongly advised to define the scope of your agreement to fall in line with competition laws, as there are financial penalties if you were to fall foul of them. RT Coopers can assist you in this regard. ■

Continued next month

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● Dr Rosanna Cooper is a partner at RT Coopers, a commercial law firm focusing on inventors and business start-ups.

### HUMORESQUE: New definitions

**NEGLIGENT:** A condition in which you absent-mindedly answer the door in your underwear.

**OYSTER:** A person who sprinkles his conversation with Yiddishisms.

**RECTITUDE:** The formal, dignified bearing adopted by proctologists.

**POKEMON:** a Rastafarian proctologist.

**TESTICLE:** A humorous exam question.

**WILLY-NILLY:** Impotent.

Source: The Washington Post Neologism Contest

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**A** COMMONLY-HELD belief about biological actuators is that there is no example of a wheel. While this is certainly not true – the rotating flagellum of bacteria is an oft-quoted example, and other animals and plants move by rolling along the ground – there is actually no need for biology to have wheels, because muscles provide the necessary energy in a translational rather than rotational mode. And this has many advantages which the average wheel-fixated engineer commonly ignores.

An example is the wood drill of wood wasps. (Actually, ‘drill’ is probably not the best word to use. ‘Excavator’ or ‘hole-maker’ would be better, since ‘drill’ also carries the connotation of rotation).

### Learning the drill

Many species of wasp make holes in leaves, wood and other material. We have studied *Sirex gigas* (top right), which makes holes in wood into which she then lays her eggs.

To do this, *Sirex gigas* uses a reciprocating drill (centre right) rather like two jig-saws mounted back-to-back, with two blades joined to each other with a sliding joint (bottom right) similar to the zip-lock which seals polythene bags.

In accordance with Professor Vincent’s commitment to the principles of Open Access, the ideas presented here are freely available. In demand as a lecturer and consultant to industry, he welcomes consultation or research enquiries by companies and entrepreneurs.

However, not all the teeth on the two blades point uniformly downwards. Some – at the very tips of the blades – actually point backwards. These tip-teeth can engage the substrate only when they are being pulled out of the hole; the others can cut as they are pushed into the hole. But because of the sliding joint, when the tip-teeth are snagged and the insect is pulling on that part of the drill, it

can push on the other part to the same degree. Thus the pull stabilises the push against the problem of Euler buckling.

### Brake-dancing

An analogy is the cable brake on your bicycle. When you pull on the brake lever, the inner wire is tensed and pulls on the brakes, while the outer covering is compressed. But no matter how long the brake cable is, the outer covering doesn’t buckle because the tension balances the compression and there is no net external force. If you were to compress the outer on its own it would buckle easily. So the system is self-stabilising and independent of length.

The same is true of the wood-wasp drill. So long as she can pull on one side (T, bottom right) she can push on the other to the same extent (C, bottom right), with additional force representing the Euler critical buckling load (Pcrit, bottom right) and there is no net external force.

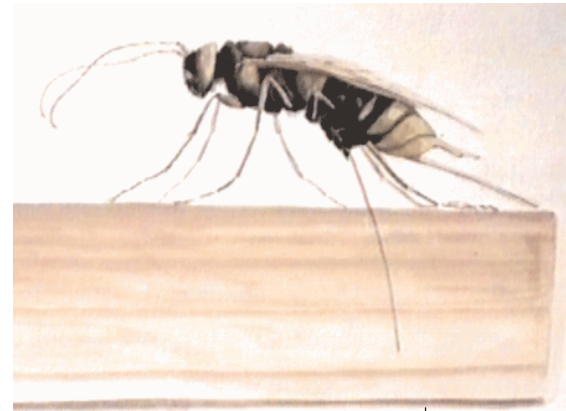
She therefore drills a hole with a reciprocating double saw – which in the Japanese wood-wasp is about 20cm long and only about 0.2mm in diameter!

### NASA competitor

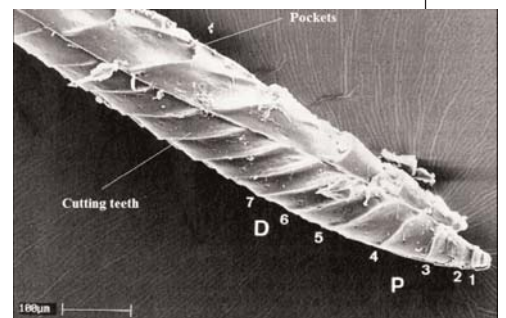
This type of drill, which effectively pulls itself into the substrate, is ideal for drilling holes in a gravity-free environment where there is no weight to push the drill into the substrate.

A crude version of this device, made by adding an extra gearbox and drill onto a hand-held DIY jig-saw, wore away at compacted soil as fast as a ‘conventional’ drill developed by NASA.

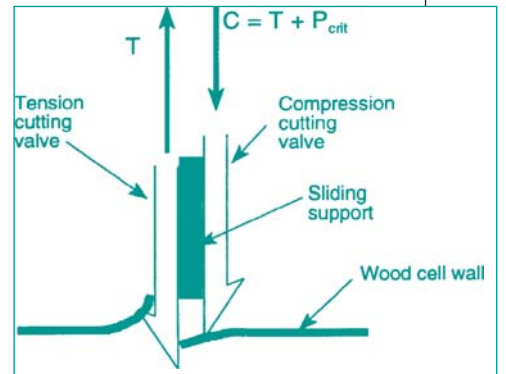
And since the wood-wasp drill pulls its way into the substrate, it is an ideal candidate for a self-powered



Above: *Sirex gigas*, one of the 75,000 known species of wasp, showing its wood ‘drill’.



Above: The wood-wasp’s drill acts rather like a reciprocating double saw. It can grow up to 20cm long.



Above: The tip-teeth engage the substrate only when they are being pulled out of the hole; others cut as they are pushed into the hole.

endoscope. We are currently developing one in conjunction with Imperial College London.

© Julian Vincent 2006

*Julian F V Vincent is Professor of Biomimetics at the University of Bath. Biomimetics is the concept of taking ideas from nature and implementing them in another technology, such as computing, design or engineering.*

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 www.bath.ac.uk/Departments/Eng/biomimetics

ILLUSTRATIONS © UNIVERSITY OF BATH

# £50,000 challenge

**T**HE DEADLINE draws near for a nationwide search to find Britain's best inventions in the field of energy efficiency.

The Powergen EnergyLab challenge was launched by WRTI patron Trevor Baylis and TV's top tinkerer Dick Strawbridge this summer. Both men are part of the Powergen EnergyLab judging panel – a nationwide energy talent search with the ultimate prize of seeing the top invention going into production.

The initiative, brainchild of E.ON's energy company Powergen, hopes to draw entries from all corners of the country, from potting shed inventors to entrepreneurs, and from pensioners to students.

"We know there's an army of inventors in Britain – we already get hundreds of them writing into us with clever ideas on energy-saving devices – and now we want to tap into that," said Dave Clarke from E.ON's Power Technology centre of innovation and research

"Powergen EnergyLab will give them a chance to be judged by



**Above: Trevor Baylis and Dick Strawbridge will judge the nationwide Powergen EnergyLab competition to find the UK's best innovations in energy efficiency.**

some of the best people in the business and to potentially see their big idea become a reality."

Regional heats will be held in Birmingham, Cambridge, Cardiff and Gateshead during November, where entrants will present their ideas and prototypes to a panel of experts. In early December regional winners will go head-to-head in the grand final in London.

The overall winner of Powergen EnergyLab will get the opportunity to work with the LIFE incubator – a state-of-the-art support service for the development of clean energy technologies – and receive a

package worth up to £50,000 of support and advice to help get their idea into production.

Trevor Baylis said: "I've spent a large part of my life developing energy efficient inventions – from the wind-up radio to the mobile phone charging shoe.

"Now it's time for me to help find the next generation of great green inventors. I'm looking forward to seeing what the great British public comes up with – and to working with Powergen to see the idea in production."

● **Information and entry details:**  
[www.powergenenergylab.co.uk](http://www.powergenenergylab.co.uk)

## NEWS IN BRIEF

● **GB ELECTRONIC PRODUCTIONS LTD** is a small electronics company based in Newton Abbot specialising in prototyping and small- to medium-scale manufacturing. The company offers a bespoke service (including project management) through all stages of product design, development, pre-production and full-scale production for inventors, entrepreneurs and SMEs.

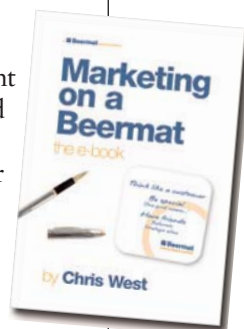
● **Steve France, GB Electronic Productions Limited**  
23 Daneheath Business Park, Wentworth Road, Heathfield  
Newton Abbot, Devon TQ12 6TL Tel 01626 833559  
[info@gb-electronics.co.uk](mailto:info@gb-electronics.co.uk) [www.gb-electronics.co.uk](http://www.gb-electronics.co.uk)

● **MARKETING ON A BEERMAT** Written by Chris West, co-author of best-selling *The Beermat Entrepreneur*, this e-book is a compact guide to the essentials of marketing for the new or growing business.

It shows entrepreneurs and small business owner-managers how to establish a marketing strategy understand markets and what they are telling you, and

communicate with your markets (telling the right customers the right things in the right way), and how not to spend a fortune doing so. All in the clear, readable and jargon-free language familiar to readers of the other Beermat business titles.

● **36 pages**      **850kb PDF format**  
**ISBN: 0-9554204-0-7**      **Price: £9.99**  
[www.beermat.biz/catalogue.php?id=2](http://www.beermat.biz/catalogue.php?id=2)



● **PORTSMOUTH BUSINESS SCHOOL'S** Hot Topics seminar on 18 October discusses *Outsourcing: how to identify a partner and avoid loss of intellectual property*. The £15 admission fee includes refreshments, guest speakers, question time, group discussion and networking. Free parking in the Milldam car park behind Portsmouth Register Office off Burnaby Terrace.

● **Contact: Allyson Bailey, Portsmouth Business School**  
Richmond Building, Portland Street, Portsmouth PO1 3DE  
Tel: 023 9284 4046 [Allyson.Bailey@port.ac.uk](mailto:Allyson.Bailey@port.ac.uk)

## Where did the NESTA Invention & Innovation Programme go wrong?

IN APRIL 2006 NESTA's Invention & Innovation Programme abruptly closed down, and the biggest and best-funded programme of public sector support for private inventors ever seen in the UK came to an end.

NESTA's PR claims that the shutdown is temporary, but the rapid disbandment of the I&I team – some redeployed, others taking redundancy – suggests otherwise. While I&I may technically re-emerge, it's almost certain to be in a form that has nothing to offer the average private inventor.

There has been no noticeable outcry, but this perhaps shouldn't come as a surprise. Despite having some excellent people running I&I's day-to-day operations, the suspicion of many in the innovation support community is that NESTA (National Endowment for Science, Technology & the Arts) lost interest in private inventors well before I&I closed. With progressively fewer friends, there were never likely to be many mourners.

That's a shame, because the original I&I set-up was potentially brilliant. Free application for any UK resident. A dual application process consisting of a rapid 'first sift' followed by a more thorough vetting of the (far fewer) applications deemed worth the effort. As much assessment work as possible done online. Positive discrimination in favour of ideas that conventional investors wouldn't or couldn't touch. An award limit of around £50,000. All-in-all, a sensible and sustainable approach.

So what went wrong?

Meaningful answers won't be found on the PR-driven NESTA website. But as I&I's lead external (by 200 miles) assessor team throughout its existence, here's our take on it all.

- NESTA appeared fairly rapidly to become bureaucratic and self-serving. An increasing amount of I&I effort seemed to go into meeting the internal needs of committees rather than the needs of inventors. For example, we heard of numerous complaints about long

and sometimes damaging delays over simple decisions. Tellingly, an 'improved' version of the application form was longer and more complicated than the original.

- NESTA preferred to dismiss ideas deficient in what it termed 'wow factor'. This meant that many ideas which were unexciting (in the God-like view of NESTA) but potential money-makers didn't get backed. Had NESTA been around in the 1980s, would it have invested in James Dyson's bagless vac? Probably not.

- Arts projects never likely to make money got funded as innovation, while invention projects had to undergo a much more rigorous appraisal of risk and return on investment. Many inventors and invention support bodies perceived a double standard at work.

- Rather than make lots of smallish initial awards to spread its own investment risk and at the same time encourage more inventors to apply, NESTA chose to throw big money at very few projects. Instead of a £50k award limit, six-figure jackpots became the norm. With so few awards made, many inventors saw little point in applying just to be rejected.

- The high level of rejections also disillusioned at least some invention support bodies. As a result, sources of potential quality applications dried up.

- NESTA wasn't keen on projects wanting less than £20-30k because of the disproportionate administration cost. We're not aware that this was ever spelled out to applicants but it disadvantaged the many inventors who initially need only relatively small amounts of funding.

- While I&I had some highly intelligent people on its team, we knew of no one on the NESTA payroll with engineering or

manufacturing or even general business experience. (We may be wrong on this, but if they were there they kept very quiet.)

- NESTA seemed increasingly to apply conventional (ie play-it-safe) venture capital criteria to its key investment decisions and rarely lived up to its claim to take the risks no one else would. (Though given the size of the awards it chose to dish out, serious risk-taking would indeed have been folly. The smaller the award, the greater the risk you can afford to take.)

- Perhaps because it took such a large stake in projects, NESTA seemed to have difficulty 'letting go'. Projects that should have been signed off after a year or two of funding seemed to hang about forever, soaking up I&I resources (including more funding – good money after bad?) that ought to have gone into new projects.

Some time reasonably soon, *Invention Watch* will trawl through NESTA's portfolio of funded projects to see what degree of success it has had as an investor. The prima facie evidence doesn't look good, but more detail in due course.

Why does the failure of I&I matter? It matters because without some serious analysis it's too easy for politicians and mandarins to conclude that if I&I failed despite being well-resourced, it must not be worth supporting private inventors. That's entirely the wrong message. Good inventions from private sources are worth some public support and I&I could have been world class. It failed not because it was bound to, but because NESTA got too many simple things wrong. ■

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- **Source: Invention Watch at [www.abettermousetrap.co.uk](http://www.abettermousetrap.co.uk)** *Invention Watch is a series of occasional comments, observations, gripes, gossip and useful information about the world of invention. Reproduced with permission.*

"There could be a Brunel or a Branson in any school, in any town..." ● – Paul Abbott, director, Bolton TIC

# www.wrti.org.uk

THE INVENTORS WEBSITE

**CENTRE OF EXCELLENCE** Inventorlink Products Ltd

## Licence for sale...

INVENTORS' LINK TO LICENSING THEIR PRODUCTS

**N**EW PRODUCTS are the lifeblood of industries around the world; companies are always looking for new ideas and inventions to extend an existing product range or to diversify into new sectors, in order to stay ahead of the competitive markets in which they operate.

Founded in 1989 and the longest-established British company in the inventions sector, Inventorlink specialises in helping inventors and innovative companies introduce their products to the market place.

Aiming to achieve the optimum return for both the inventor and the company, Inventorlink's structured approach overcomes many of the daunting problems inventors face when attempting to approach companies on their own, through an ongoing process of sourcing new ideas, assessing their market potential and introducing them to industry by way of license fees and royalties, buy-outs and acquisitions,

### inventorlink

#### Recent successes

PRODUCT	LICENSEE
SOLAR STILL	Speed Plastics
MODEL STEAM TRAIN	Hornby
AUTOMATIC WASTE BIN	Linton Metalware

**Inventorlink is currently in licensing negotiations for many products – ranging from a collapsible wheelbarrow to a hands-free mobile phone – and is assisting the development of the revolutionary British 'daylighting' system Serraglaze, which has attracted £3m in investment.**

joint ventures and funding initiatives.

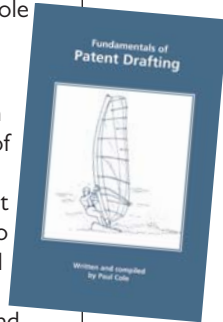
The company's management team is headed by Richard Paine, former president of Dorland advertising agency in Italy, and John Nuttall, former marketing director of Singer Europe.

Their 10-stage New Product Launch Programme includes briefings, assessments, research,

#### BOOK OF THE MONTH

##### Fundamentals of Patent Drafting

Written and compiled by Paul Cole  
CIPA 306 pages £25  
ISBN 0903932237



Drafting patents is a skill which affects every aspect of the life of a granted patent. Published by the Chartered Institute of Patent Attorneys and already proving to be hugely popular, this book will be avidly read by professionals, innovators, entrepreneurs and students alike. From a comprehensive analysis of Ron Hickman's Workmate to the creation of the Windsurfer, plus a compendium of papers discussing the essential legal and drafting frameworks, no detail is left unturned in this dense, defining work.

bulletins (distributed to subscribers, relevant companies and the media), sector targeting strategies, publicity, presentations, negotiations, licensing and royalty collection.

Inventorlink agreements range from £2,500 plus 30% of success to £5,000 plus 7.5% of success. ■

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## BUSINESS LINK WESSEX INNOVATION CLINICS

**Are you thinking about developing a new product or process? Have you invented something and don't know what to do next? Through its series of free Innovation Clinics, Business Link Wessex provides confidential and impartial guidance on such subjects as investigating an innovative idea, developing a new product or process, working with universities, exploiting inventions and intellectual property rights. Innovation clinics are held in the Bournemouth, Portsmouth and Southampton regions.**

● **Advice Hotline: 08454 58 85 58** [innovation@businesslinkwessex.co.uk](mailto:innovation@businesslinkwessex.co.uk) [www.businesslinkwessex.co.uk/events](http://www.businesslinkwessex.co.uk/events)

**WRTI PATRON** Trevor Baylis OBE **CHAIRMAN** Richard Little [chairman@wrti.co.uk](mailto:chairman@wrti.co.uk)

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