



Licensing Consultants and Brokers  
Directory, 1999-2000

## **Guide to the Licensing Consultants and Brokers Directory, 1999-2000**

This Directory is designed to assist small business owners and inventors who want to license. Licensing is sometimes called transfer of intellectual property or technology. It may or may not involve invention and/or product development, marketing and evaluation, as well as licensing strategy formulation and agreement writing. Consultants and brokers are listed alphabetically; their areas of expertise as well as services provided are identified. When available, information is provided concerning the type of small business (e.g., start-up, existing) with which the broker/consultant prefers to work. Geographical and Industry Specialty indexes are included in the back of the book. Each is a member of the Licensing Executives Society (U.S.A. and Canada), Inc., and each provides services to inventors and small businesses. Furthermore, each has agreed to provide up to one hour of initial consultation free of charge to inventors and small business owners if that person refers to that consultant's listing in this Directory.

You should feel free to confer with more than one individual in the process of identifying a consultant or broker with whom you would like to work. Be sure to ask a prospective consultant or broker about his/her qualifications and seek references. Ask about the cost of the consultant's services and his/her usual terms. The Directory states whether or not contingency fees are accepted, you should discuss the details with the consultant. If you decide to utilize a licensing specialist, you should find one with whom you can work comfortably.

Although all the persons listed are members in good standing of LES, the Society assumes no responsibility whatsoever for any business relationships with them, for the quality of their work, nor for any transactions resulting from initial or subsequent contacts with them. All arrangements made with them will be strictly those of client and consultant and must be considered accordingly.

This document of the Licensing Executives Society (U.S.A. and Canada), Inc. was prepared under the direction of the F-07 Small Business Committee.

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**Licensing Executives Society (USA and Canada), Inc.**

1800 Diagonal Road, Suite 280

Alexandria, VA 22314-2840

Phone: (703) 836-3106 Fax: (703) 836-3107

[www.usa-canada.les.org](http://www.usa-canada.les.org)

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>Abrahams, Robert A., President</b> Technology Management Network, LLC 175 Primrose Lane Fairfield, CT 06432 USA  Tel: (203) 259-3396 Fax: (203) 259-0315 Email: TECMGMTNET@aol.com URL: No. Professionals: 1 Year Est: 1987 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Antimicrobials Contact Lens/Eye Care Pharmaceuticals & Drug Delivery  <u>COUNTRIES</u> Latin America Japan Israel	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Pharmaceutical											
<b>Alfandari, Michelle, President</b> Moda International Marketing, Inc. 441 Lexington Avenue Suite 1408 New York, NY 10017-3910 USA  Tel: 212/687-7640 Fax: 212/687-7942 Email: info@modaintl.com URL: No. Professionals: 1 Year Est: 1988 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Low Tech Patents  <u>COUNTRIES</u> Japan EEC Korea	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Health Care Other Manufacturing/ Equipment													
<b>Altman, Daniel, President, CMC</b> Venture Assistance 5807 South Braeswood Boulevard Houston, TX 77096-3909 USA  Tel: (713) 729-1129 Fax: (713) 723-6340 Email: vada@tigersite.com URL: www.tigersite.com/vada No. Professionals: 1 Year Est: 1991 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> IP Portfolio Management Product Development Commercialization  <u>COUNTRIES</u> Worldwide	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Environmental Oil & Gas													

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	<b>Barks, Ronald E., Principal</b> Ronald E. Barks Associates 35 Blue Jay Drive Santa Fe, NM 87501 USA  Tel: (505) 820-0148 Fax: (505) 820-0248 Email: rebarks@roadrunner.com URL: No. Professionals: 1 Year Est: 1986 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Environmental Remediation Advanced Materials Ceramic Composites  <u>COUNTRIES</u> French	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Electronics Environmental  <u>LANGUAGES</u> German		•	•	•			•	•	•				•
<b>Beattie, Ingrid A., Ph.D., J.D., Patent Attorney</b> Fish & Richardson P.C. 225 Franklin Street Suite 3100 Boston, MA 02110-2804 USA  Tel: (617) 542-5070 Fax: (617) 542-8906 Email: beattie@fr.com URL: No. Professionals: 6 Year Est: 1878 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Vaccines Pharmaceuticals Cardio Vascular Products & Therapies  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		•	•	•		•		•						
<b>Beck, Martin, President</b> Mareck Ventures Ltd. Post Office Box 494 Pepperell, MA 01463 USA  Tel: (978) 433-6716 Fax: (978) 433-5106 Email: martin-beck@mareck.com URL: www.mareck.com No. Professionals: 1 Year Est: 1991 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>      <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Consumer Goods Other Manufacturing/ Equipment  <u>LANGUAGES</u>		•			•	•	•	•	•	•			•	

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		<b>Bramson, Robert S., Esq., President</b> VAI Patent Management Corporation 1100 E. Hector Street Suite 410 Conshohocken, PA 19428 USA  Tel: (610) 260-4444 Fax: (610) 260-4445 Email: RBRAMSON@B-P.com URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u> Japan Korea Europe	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u>											
<b>Brandstaetter, Juergen</b> Foglar-Deinhardstein & Brandstaetter Plankengasse 7 Vienna, A-1010 AUSTRIA  Tel: +43 1 512 15 71 Fax: +43 1 513 43 42 Email: juergen.brandstaetter@fdblawyers.com URL: www.fdblawyers.com No. Professionals: 1 Year Est: 1922 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u> Austria	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Consumer Goods Telecommunications  <u>LANGUAGES</u> German English													
<b>Breeze, David C., Partner</b> David Breeze Associates 7 The Ivory House St. Katharine-by-the-Tower London E1 9AT UNITED KINGDOM  Tel: +44 171 481-9602 Fax: +44 171 481-1727 Email: breosa@email.msn.com URL: No. Professionals: 2 Year Est: 1980 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Drug Delivery Production Value Realisation  <u>COUNTRIES</u> UK Europe Australia	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Pharmaceutical  <u>LANGUAGES</u> French													

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<b>Carlson, Craig, Director, New Business Development</b> Arthur D Little Enterprises 20 Acorn Park Cambridge, MA 02140 USA  Tel: (617) 498-5295 Fax: (617) 498-7025 Email: carlson.craig@adlittle.com URL: No. Professionals: 3 Year Est: 1886 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Consumer Goods Electronics Telecommunications  <u>COUNTRIES</u>  <u>LANGUAGES</u>	•	•		•	•	•	•		•	•	•	•	•	•
<b>Cavelier, German, Senior Partner - Alternative Director</b> Cavélier Abogados Carrera. 4 No. 72-35 Bogota 8 Colombia  Tel: +57 1 347 3611 Fax: +57 1 217 9211 Email: cavelier@colomsat.net.co URL: www.cavelier-abogados.com No. Professionals: 2 Year Est: 1953 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Consumer Goods Health Care All Technologies  <u>COUNTRIES</u> Colombia  <u>LANGUAGES</u> Spanish English French	•		•	•	•				•		•			
<b>Chapman, Lewis P., Executive Vice President</b> The Verge Group 200 Viking Place Alamo, CA 94507 USA  Tel: (925) 743-1144 Fax: (925) 820-7963 Email: lewpchap@aol.com URL: No. Professionals: 2 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Pharmaceutical  <u>COUNTRIES</u> Europe  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•			•	•	•	

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<b>Cohen, David M.,</b> Managing Director Technology Network International 6265 N. Jochums Drive Tucson, AZ 85718 USA  Tel: (520) 577-6116 Fax: (520) 577-7988 Email: dmcohen55@aol.com URL:  No. Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Human Therapeutics Biotechnology  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u>													
<b>Covello, Lynda P.,</b> Partner Margolis Partnership 1108-30 St. Clair Ave W. Toronto, ON M4V 3A1 CANADA  Tel: (416) 968-9003 Fax: (416) 968-7702 Email: lyndac@margolislaw.com URL: www.margolislaw.com  No. Professionals: 2 Year Est: 1998 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Information Technology Telecommunications Biotechnology  <u>COUNTRIES</u> NAFTA Countries Europe Asia	<u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW/HW All Technologies  <u>LANGUAGES</u> French Italian Spanish													
<b>Danis, Joseph M.,</b> President Danis Associates 53 Moonpenny Lane East Falmouth, MA 02536 USA  Tel: (508) 548-1307 Fax: (508) 540-1623 Email: jdanis@capecod.net URL:  No. Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Technology Transfer Structuring Ventures including Licensing Due Diligence  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Health Care Food Science  <u>LANGUAGES</u> French													



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<b>Dudney, Louis G.</b> PricewaterhouseCoopers LLP Suite 7600 200 East Randolph Drive Chicago, IL 60601 USA  Tel: (312) 540-2515 Fax: 312/856-1916 Email: louis.dudney@us.pwcglobal.com URL: No. Professionals: 39 Year Est: 1898 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Computer SW/HW Electronics  <u>COUNTRIES</u>  <u>LANGUAGES</u>														
<b>Duranceau, Jean, Ph.D.</b> Nolitech 520 Lake Shore Road Beaconsfield, QC H9W 4J7 CANADA  Tel: (514) 695-4889 Fax: (514) 695-2388 Email: URL: No. Professionals: 1 Year Est: 1997 Contingency Fee:	<u>TECHNICAL INTERESTS</u> Robotic Eng/Process & Equip. Health Sciences  <u>COUNTRIES</u> France  <u>INDUSTRY SPECIALTIES</u> Other Life Sciences Other Manufacturing/ Equipment All Technologies  <u>LANGUAGES</u> French English														
<b>Eckebrecht, J. Lou, President (Int'l Consultant)</b> Lomar Associates/Silver Fox Licensing Network 1384 Tyandaga Park Drive Burlington, ON L7P 1N3 CANADA  Tel: (905) 336-0002 Fax: (905) 336-2250 Email: eckebrecht@llas.net URL: No. Professionals: 1 Year Est: 1974 Contingency Fee: B	<u>TECHNICAL INTERESTS</u> Leisure Energy Environment  <u>COUNTRIES</u> All  <u>INDUSTRY SPECIALTIES</u> Consumer Goods Environmental All Technologies  <u>LANGUAGES</u> English														

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<b>Francis, John A., President</b> Intellectual Property Valuations A Unite of J.A.F. Enterprises, Inc. P.O. Box 1058 Green Farms, CT 06436-1058 USA  Tel: (203) 454-2991 Fax: (203) 454-2991 Email: ipv@juno.com URL:  No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Chemical/Biochemical Medical Environmental  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Computer SW/HW All Technologies  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Friedhoff, Richard M., President</b> InGen Corporation 235 Montgomery Street Suite 300 San Francisco, CA 94104 USA  Tel: (415) 781-2600 Fax: 415/781-8316 Email: rfriedhoff@ingen.com URL: www.ingen.com  No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Computer Graphics/Imaging Internet Audio  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics All Technologies  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Gale, William S., President</b> Deer Path Group, Ltd. 44 Deer Path Lane Weston, MA 02493 USA  Tel: (781) 893-9036 Fax: (781) 899-4909 Email: wgdeerpath@aol.com URL:  No. Professionals: 1 Year Est: 1984 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Life Sciences Physical Sciences  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Consumer Goods Health Care  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•

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<b>Goldsmith, H. Randall, Ph.D., President</b> Oklahoma Technology Development Corp. 204 N. Robinson Suite 1200 Oklahoma City, OK 73102 USA  Tel: (405) 235-2305 Fax: (405) 235-2252 Email: randy.goldsmith@otcc.org URL: www.otcc.org  No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Venture Assessment Commercialization Strategies Strategic Venture Planning <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies    <u>LANGUAGES</u>													
<b>Gordon, Alan H., President</b> Alan H. Gordon & Associates, P.C. 2925 Briarpark Drive, 9th Floor Houston, TX 77042 USA  Tel: (713) 223-4800 Fax: (713) 223-4555 Email: alangordonesq@msn.com URL:  No. Professionals: 2 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>       <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Energy All Technologies    <u>LANGUAGES</u>													
<b>Gordon, Maxwell, Ph.D.</b> 60 East End Avenue Suite 22A New York, NY 10028 USA  Tel: (212) 879-3543 Fax: (212) 585-4165 Email: URL:  No. Professionals: 1 Year Est: 1999 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Cancer Gene Therapy AIDS   <u>COUNTRIES</u> Japan Switzerland England	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care    <u>LANGUAGES</u> German													

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<b>Haluska, Robert J., Ph.D., President</b> Outsource Technology Associates 159 Ruth Road Harleysville, PA 19438 USA  Tel: (215) 256-6848 Fax: (215) 256-4906 Email: rjhaluska@dynamet.com URL: No. Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Organic Chemistry Pharmaceuticals Formulations	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Health Care	•	•	•	•				•					•	
	<u>COUNTRIES</u>	<u>LANGUAGES</u>														
<b>Hampton, Scott D., Partner</b> Campos & Stratis 310 Cedar Lane Teaneck, NJ 07666 USA  Tel: (877) 328-9888 Fax: (801) 328-9887 Email: cs@utah-inter.net URL: www.campos-stratis.com No. Professionals: 1 Year Est: 1966 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Litigation Consulting Infringement Damages Economic Damage Calculation	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Biotechnology Other Manufacturing/ Equipment	•	•	•	•	•			•		•		•	•	
	<u>COUNTRIES</u>	<u>LANGUAGES</u>														
<b>Harper, J. Allen, Jr., Principal</b> Allen Harper & Associates 430 Hacienda Way Los Altos, CA 94022 USA  Tel: (650) 941-9779 Fax: (650) 941-9779 Email: allen430@yahoo.com URL: No. Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Electrical/Electronics Mechanical Chemical	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Other Manufacturing/ Equipment All Technologies	•	•	•	•	•	•	•	•			•		•	
	<u>COUNTRIES</u> Western Europe	<u>LANGUAGES</u>														

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<b>Hoff, Roy A, President</b> Forza Inc. 15601 Sheridan Spur Wayzata, MN 55391 USA  Tel: (612) 449-4965 Fax: (612) 473-5374 Email: royahoff@aol.com URL: No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceutical Biotech  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Hogue, Dale C., Sr., Principal Manager</b> Hogue Management, LLC 44 Wexford on the Green Hilton Head, SC 29928-6125 USA  Tel: (843) 341-3127 Fax: (843) 341-3932 Email: dchoguesr@aol.com URL: No. Professionals: 1 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Telecommunications Business Systems/Electronic Commerce Software  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u>		•	•	•	•	•	•	•	•	•	•	•	•
<b>Hohauser, Herman J.</b> 6212 Berlee Dr. Alexandria, VA 22312 USA  Tel: (703) 354-6883 Fax: (703) 642-7210 Email: hohauser@erols.com URL: No. Professionals: 1 Year Est: 1985 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Computer/Internet Mechanical Lasers  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Consumer Goods Electronics  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•			

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<b>Irvin, Howard</b> Howard H. Irvin Associates 150 North Michigan Avenue Suite 2910 Chicago, IL 60601 USA  Tel: (312) 781-7364 Fax: (312) 781-5925 Email: URL:  No. Professionals: 1 Year Est: 1982 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Chemical Specialties Licensing, M&A; J.V. Business Strategy  <u>COUNTRIES</u> Europe Japan	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical  <u>LANGUAGES</u> German French	•	•	•	•	•	•	•	•		•			
<b>Irvine, Sean, P.Eng., Regional Advisor, CIPO</b> Canadian Intellectual Property Office 3635 Henderson Ave. North Vancouver, BC V7J 3C8 CANADA  Tel: 604/878-1123 Fax: 604/878-1123 Email: Irvine@istar.ca URL:  No. Professionals: 2 Year Est: Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Life Sciences  <u>COUNTRIES</u> Canada	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>	•	•	•			•	•			•			
<b>Jeffries, Michael P., Licensing Executive</b> NxNW Consulting 940 Wilson Street Eugene, OR 97402 USA  Tel: (541) 345-8721 Fax: (541) 345-8723 Email: Mike@laneparts.com URL:  No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Internet Software  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Computer SW/HW Electronics  <u>LANGUAGES</u>	•	•	•	•		•		•			•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
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		<b>Kennedy, Allan G, President</b> International Technology Associates 483 Milltown Road Brewster, NY 10509 USA  Tel: (914) 278-2438 Fax: (914) 279-4792 Email: ITA2@juno.com URL: No. Professionals: 2 Year Est: 1982 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Electronics Environmental Other Manufacturing/ Equipment  <u>COUNTRIES</u> Japan South Korea ROC  <u>LANGUAGES</u> Japanese	•	•	•	•	•	•	•	•	•	•	•	
<b>King, George W.K., Director</b> George W. K. King Associates Consulting Engineers 1050 Eagle Road Newtown, PA 18940 USA  Tel: (215) 968-4483 Fax: Email: URL: No. Professionals: 1 Year Est: 1950 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Mechanical Engineering Electrical Engineering Materials Engineering  <u>INDUSTRY SPECIALTIES</u> Electronics Other Manufacturing/ Equipment All Technologies  <u>COUNTRIES</u> Europe East Asia Canada  <u>LANGUAGES</u> English	•	•	•	•	•	•	•	•	•	•	•			•
<b>Klevans, Lawrence R., President</b> Pharma Connections 89 Summit Ave., Suite 135 Summit, NJ 07901 USA  Tel: (973) 921-0320 Fax: (973) 921-0321 Email: lklevans@concentric.net URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Biotechnology  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>COUNTRIES</u>  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•			•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Krasny, Harvey C., Ph.D., Consultant</b> P.O. Box 13416 Research Triangle Pk, NC 27709-3416 USA  Tel: (919) 967-4517 Fax: (919) 967-7745 Email: HKrasny@mindspring.com URL:  No. Professionals: 1 Year Est: 1995 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Pharm. Technology Bio/Agrobio Technology Medical devices & Diagnostic Technology  <u>COUNTRIES</u> Europe Asia Middle East	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> French		•	•	•	•	•				•		•	
<b>Kresic, Mladen E.</b> K & R Negotiation Associates 7 Big Shop Lane Ridgefield, CT 06877 USA  Tel: (203) 461-7693 Fax: (203) 431-1945 Email: K&R@negotiations.com URL:  No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Computer & Software Internet Telecommunications  <u>COUNTRIES</u> Japan France UK	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW All Technologies  <u>LANGUAGES</u> Croatian Other Slavic		•	•	•	•		•	•		•			
<b>Legler, Steve, Licensing Consultant</b> Innomax Associates 1565 Cabot Street Montreal, QC H4E 1C8 CANADA  Tel: (514) 766-0997 Fax: (514) 766-6111 Email: slegler@netcom.ca URL:  No. Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>     <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u>     <u>LANGUAGES</u> French		•	•	•	•	•		•					



LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
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		<b>Maggard, Woodrow W.</b> Reichenbach Technologies 4006 North Canyon Road Provo, UT 84604 USA  Tel: (801)223-6199 Fax: (801)223-6199 Email: wwmaggard@cs.com URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Advanced Materials Biotechnology Electronics  <u>COUNTRIES</u> Switzerland Spain Sweden	<u>INDUSTRY SPECIALTIES</u> Biotechnology Electronics All Technologies  <u>LANGUAGES</u> Spanish Swedish	•	•	•	•	•	•	•	•	•	•	•
<b>Maibach, Todd L., President</b> ACADERM 120 Independence Drive Menlo Park, CA 94025 USA  Tel: (650) 617-9777 Fax: (650) 617-9778 Email: acaderm@aol.com URL: No. Professionals: 1 Year Est: 1998 Contingency Fee:	<u>TECHNICAL INTERESTS</u> Dermatology Cosmetics  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Health Care  <u>LANGUAGES</u>	•	•	•	•	•	•							
<b>Matteo, Damon C., President</b> Savanteque 715 Somerset Lane Foster City, CA 94404 USA  Tel: (650) 577-8195 Fax: (650) 577-8196 Email: info@savanteque.com URL: WWW.Savanteque.Com No. Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Japan Europe	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Microelectronics  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
					<b>Mendez, Caroline N., Director, Commercial Programs</b> USC Engineering Technology Transfer Center 3716 South Hope St., Suite 200 Los Angeles, CA 90007-4344 USA  Tel: (213) 743-2923 Fax: (213) 746-9046 Email: camendez@usc.edu URL: www.usc.edu/gottc  No. Professionals: 2 Year Est: 1967 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u>  All Technologies   <u>COUNTRIES</u> <u>LANGUAGES</u> French Spanish Chinese				•	•	•	•	•	
<b>Mitchel, Jules T., President</b> Target Health Inc. 305 Madison Avenue Suite 2501 New York, NY 10165 USA  Tel: (212) 681-2100 Fax: (212) 681-2105 Email: JulesMitchel@TargetHealth.com URL: www.targethealth.com  No. Professionals: 1 Year Est: 1993 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Pharmaceuticals            Biotechnology Devices                        Health Care   <u>COUNTRIES</u> <u>LANGUAGES</u> Chinese Korean		•	•	•	•		•						•	
<b>Monro, H. Alec B., President</b> Interl Inc. 63 Jackson Avenue Toronto, ON M8X 2J7 CANADA  Tel: (416) 239-9580 Fax: (416) 239-9306 Email: amonro@interlog.com URL:  No. Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Strategic Planning            Chemical/Petrochemical Negotiation                    Other Manufacturing/ Polymers                        Equipment Packaging   <u>COUNTRIES</u> <u>LANGUAGES</u> Worldwide                      English French		•	•	•	•	•		•	•				•	

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		<p><b>Nath, Gary M., Esq., Managing Partner</b> Nath &amp; Associates 1030 15th Street, N.W. 6th Floor Washington, DC 20005 USA</p> <p>Tel: (202) 775-8383 Fax: (202) 822-9409 Email: gmn@nathlaw.com URL: www.nathlaw.com</p> <p>No. Professionals: 2 Year Est: 1993 Contingency Fee: N</p>	<p><u>TECHNICAL INTERESTS</u>    <u>INDUSTRY SPECIALTIES</u></p> <p>Biotechnology All Technologies Chemical; Pharmaceutical</p> <p><u>COUNTRIES</u></p> <p>US Europe Asia</p> <p><u>LANGUAGES</u></p> <p>Chinese German Korean</p>		•	•	•	•	•			•			•
<p><b>Oliver, Julia Barnes, President</b> BioMatch, Inc. P.O. Box 14381 Research Triangle Pk, NC 27709 USA</p> <p>Tel: (919) 680-4466 Fax: (919) 680-4477 Email: BioMatch@mindspring.com URL:</p> <p>No. Professionals: 1 Year Est: 1999 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u>    <u>INDUSTRY SPECIALTIES</u></p> <p>Licensing Cross-Border Financing Marketing Alliances</p> <p><u>COUNTRIES</u></p> <p>UK Germany</p> <p><u>LANGUAGES</u></p>		•	•	•	•	•	•	•	•		•			
<p><b>Olmedo, Luis I., Attorney</b> Marinovic and Gutierrez Law Firm San Sebastian No. 2839 of 605, Las Conde Santiago, Chile</p> <p>Tel: (562) 246-3630 Fax: (562) 246-3867 Email: liolmedo@entelchile.net URL:</p> <p>No. Professionals: 1 Year Est: 1990 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u>    <u>INDUSTRY SPECIALTIES</u></p> <p>Copyrights Trademarks Anticounterfeiting</p> <p>Computer SW Consumer Goods Telecommunications</p> <p><u>COUNTRIES</u></p> <p>South America</p> <p><u>LANGUAGES</u></p> <p>English Spanish</p>	•	•		•	•		•		•					

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<b>Partoyan, Garo A.</b> Management of Intellectual Property 7385 Regina Royale Blvd Sarasota, FL 34238-4545 USA  Tel: (941) 923-2420 Fax: (941) 922-2410 Email: partoyanga@aol.com URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Trademarks Mediation Business Management of IP  <u>COUNTRIES</u> U.K. Germany Japan	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Consumer Goods Other Manufacturing/ Equipment	•	•	•	•	•	•				•	•		
<b>Patterson, Lloyd D., Owner/Director</b> Lloyd Patterson International (LPI) 395 S. Atlantic Avenue, Suite 701 Ormond Beach, FL 32176 USA  Tel: (904) 672-9146 Fax: (904) 673-5027 Email: wgroehr@LPI-web.com URL: www.LPI-web.com No. Professionals: 1 Year Est: 1977 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Healthcare Environmental Specialty Chemical	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Health Care		•	•	•	•	•	•	•		•	•		
<b>Peterson, Mark A., Chief Executive Officer</b> Robinwood Consulting 150 S. Wacker Drive Suite 550 Chicago, IL 60606-4103 USA  Tel: (312) 696-1506 Fax: (312) 984-0606 Email: rwdmap@ix.netcom.com URL: No. Professionals: 3 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies	•	•	•			•					•	•	

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<b>Robell, Andrew J., Ph.D., Principal</b> Robell Partners 9839 Forestglen Dr. Cincinnati, OH 45242 USA  Tel: (513) 984-3455 Fax: (513) 936-0505 Email: ajrobell@gateway.net URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Healthcare Specialty Chemicals Devices  <u>COUNTRIES</u> Worldwide	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Health Care Other Manufacturing/ Equipment  <u>LANGUAGES</u>		•	•	•	•	•	•	•	•	•	•	•	•	
<b>Sedlak, Bonnie Joy, Ph.D., Biotechnology Consultant</b> Bonnie Joy Sedlak, Ph.D. P.O. Box 3021 Half Moon Bay, CA 94019 USA  Tel: 650/712-1410 Fax: 650/726-4854 Email: bonniejoysedlak@compuserve.com URL: No. Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Technology Valuation Technology Scouting Marketing Inventions  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		•	•	•		•	•	•			•	•		
<b>Sheridan, Beverley</b> University Technologies International, Inc. Suite 204, 609-14 Street, N.W. Calgary, AB T2N 2A1 CANADA  Tel: (403) 270-7027 Fax: (403) 270-2384 Email: info@uti.ca URL: No. Professionals: 2 Year Est: 1989 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Engineering Software  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>Smackey, Bruce M., Technology Commercialization</b> Lehigh University 621 Taylor Street Rauch Business Center Bethlehem, PA 18015 USA  Tel: 610/758-3446 Fax: 610/758-5865 Email: BMS1@LEHIGH.EDU URL:  No. Professionals: 1 Year Est: 1973 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Manufacturing            Consumer Goods Early Stage Development    Energy Joint Ventures            All Technologies  <u>COUNTRIES</u> <u>LANGUAGES</u> USA Israel	•	•	•	•	•	•	•				•	•
<b>Smith, H. Lawrence, Esq., Partner</b> Rader, Fishman, Grauer & McGarry Suite 600 171 Monroe Avenue, N.W. Grand Rapids, MI 49503 USA  Tel: (616) 742-3500 Fax: (616) 742-1010 Email: hls@raderfishman.com URL: www.intelprop.com  No. Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Packaging                    All Technologies Medical Devices Automotive  <u>COUNTRIES</u> <u>LANGUAGES</u> UK Japan Germany		•	•	•	•	•		•	•	•	•			
<b>Stanford, George E., Registered Patent Agent</b> <b>PATENTS</b> 34050 Louisiana Highway 433 Suite A Slidell, LA 70460 USA  Tel: (504) 646-3049 Fax: (504) 645-0650 Email: patents@stanfordpatents.com URL: www.stanfordpatents.com  No. Professionals: 1 Year Est: 1997 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Maritime Electronics    Electronics Sensors                    Environmental Environmental Monitoring    Telecommunications  <u>COUNTRIES</u> <u>LANGUAGES</u> UK Germany	•	•	•	•	•	•	•					•		•

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
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		<b>Tacit, Christian S., Barrister and Solicitor</b> Nelligan Power Law Offices 66 Slater Street, Suite 1900 Ottawa, ON K1P 5H1 CANADA  Tel: (613) 238-8080 Fax: (613) 231-8230 Email: christian.tacit@nplaw.com URL: www.nplaw.com  No. Professionals: 1 Year Est: 1993 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u>  Computer SW/HW Telecommunications All Technologies  <u>COUNTRIES</u> <u>LANGUAGES</u> Romanian		•	•	•	•		•		•	•		
<b>Tanaka, Ted T., President</b> Tanaka International Inc. 1349 Avenida de Cortez Pacific Palisades, CA 90272-2124 USA  Tel: 310/459-1775 Fax: 310/459-8510 Email: URL:  No. Professionals: 1 Year Est: 1980 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u>  Biotechnology Health Care  <u>COUNTRIES</u> <u>LANGUAGES</u> Japan                                Japanese		•	•		•	•	•				•			
<b>Udell, Lawrence J., Executive Director</b> Intellectual Property International, Ltd. 3766 Brookdale Blvd. Castro Valley, CA 94546-2014 USA  Tel: (510) 888-1998 Fax: (510) 538-5200 Email: udellipi@ix.netcom.com URL:  No. Professionals: 1 Year Est: 1990 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u>  Consumer Goods All Technologies  <u>COUNTRIES</u> <u>LANGUAGES</u> China Egypt England	•	•	•	•	•	•	•	•			•	•	•	•

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
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		<b>Wallach, Morton L., President</b> PEL Associates 1084 Shennecossett Rd. UConn-Avery Point Groton, CT 06340 USA  Tel: 860/448-6522 Fax: 860/448-6522 Email: mlwallach@pelassociates.com URL: www.pelassociates.com No. Professionals: 1 Year Est: 1975 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Polymer/Plastics Chemical/Petrochemical Environmental  <u>COUNTRIES</u> Japan France Germany	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Environmental All Technologies  <u>LANGUAGES</u>	•	•	•	•	•	•	•			•	•
<b>Walters, Patricia, Manager, Business Development</b> Hypotenuse Enterprises, Inc. 1545 East Avenue Rochester, NY 14610 USA  Tel: (716) 473-7799 Fax: (716) 473-7465 Email: Walters@hypot.com URL: www.Hypot.com No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> All	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•				
<b>Watkins, William M., II, President</b> Techno-Commercial Associates 1213 Ellen Drive South Charleston, WV 25303 USA  Tel: (304) 744-2972 Fax: (304) 744-2972 Email: watkinscrw@juno.com URL: No. Professionals: 1 Year Est: 1987 Contingency Fee:	<u>TECHNICAL INTERESTS</u> Petrochemical/Energy Small Business IP Management  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Energy Other Manufacturing/ Equipment  <u>LANGUAGES</u>	•	•	•	•	•	•	•			•			



LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
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		<p><b>Willis, Timothy R., President</b> LM&amp;E Company Advisors 9650 Strickland Road Suite 103-258 Raleigh, NC 27615 USA</p> <p>Tel: (919) 848-7808 Fax: (919) 848-8712 Email: TWillis@lmeca.com URL:</p> <p>No. Professionals: 2 Year Est: 1995 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u>    <u>INDUSTRY SPECIALTIES</u> Medical Devices            Biotechnology Biomedical                    Health Care Pharmaceutical              Other Life Sciences</p> <p><u>COUNTRIES</u>                    <u>LANGUAGES</u> Europe Japan</p>		•	•	•	•	•	•					•
<p><b>Wilson, J. Douglas</b> Lang Michener Ste. 2500, 181 Bay Street BCE Place, PO Box 747 Toronto, ON M5J 2T7 CANADA</p> <p>Tel: 416/307-4008 Fax: (416) 307-4461 Email: jdwilson@toronto.langmichener.ca URL: www.langmichener.ca</p> <p>No. Professionals: 3 Year Est: 1920 Contingency Fee: N</p>	<p><u>TECHNICAL INTERESTS</u>    <u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Computer SW/HW Telecommunications</p> <p><u>COUNTRIES</u>                    <u>LANGUAGES</u> German</p>	•	•	•	•		•		•						
<p><b>Wimpfheimer, Leonard, U.S.-Japan</b> Pharmaceutical Consultant International Business Strategies 519 Birch Avenue Westfield, NJ 07090 USA</p> <p>Tel: (908) 232-6307 Fax: (908) 232-4824 Email: lenwimp@home.com URL:</p> <p>No. Professionals: 1 Year Est: 1993 Contingency Fee: N</p>	<p><u>TECHNICAL INTERESTS</u>    <u>INDUSTRY SPECIALTIES</u> Pharmaceuticals            Biotechnology Biotechnology              Health Care Healthcare                    Pharmaceuticals</p> <p><u>COUNTRIES</u>                    <u>LANGUAGES</u> Japan</p>		•	•	•	•	•	•							

# Geographical Index

## CANADA

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#### Edmonton

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### BRITISH COLUMBIA

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#### Vancouver

Macdonald, K. Beth

Simmer, Ronald V.

### ONTARIO

#### Burlington

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#### Ottawa

Breton, Pierrette O.

Tacit, Christian S.

#### Toronto

Covello, Lynda P.

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Monro, H. Alec B.

Wilson, J. Douglas

Woodley, John H.

## QUEBEC

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## UNITED KINGDOM

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Butler, Melanie

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Haberman, Jules J., DVM

#### Tucson

Cohen, David M.

### CALIFORNIA

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Wimpfheimer, Leonard

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Mitchel, Jules T.

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Gilligan, Martin E., Jr.

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King, George W.K.

Pittsburgh

Vercilla, Peter M.

Villanova

Bendig, Mary M.

Wayne

Weisman, Herman S.

## Industry Specialty Index

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Barks, Ronald E.  
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Gilligan, Martin E., Jr.  
Hampton, Scott D.  
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Pressler, Richard H.

### All Technologies

Baldwin, Christopher D.  
Cavelier, German  
Covello, Lynda P.  
Dienes, Louis R.  
Drehkoff, W. Dennis, Esq.  
Duranceau, Jean, Ph.D.  
Eckebrecht, J. Lou  
Faunce, Chuck  
Francis, John A.  
Friedhoff, Richard M.  
Gencs, Valters  
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Nath, Gary M., Esq.  
Pappas, C. Dino  
Peterson, Mark A.  
Phillips, Don H.  
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Smith, H. Lawrence, Esq.  
Stewart, Debora R.  
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Wallach, Morton L.  
Walters, Patricia

### Biotechnology

Abrahams, Robert A.  
Andonian, Joseph K.  
Beattie, Ingrid A., Ph.D., J.D.

Bendig, Mary M.  
Benoit, Bryan K.  
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## **Consumer Goods**

Alfandari, Michelle  
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Beck, Martin  
Bothun, Deborah K.  
Brandstaetter, Juergen  
Butler, Melanie  
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McCall, Martin H., P.Eng.  
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Partoyan, Garo A.  
Riddle, Pamela H.  
Smackey, Bruce M.  
Stephan, Robert M.  
Taylor, Mark B.  
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Voss, Jack D.

## **Electronics**

Ansell, Murray D.  
Baldwin, Christopher D.  
Barks, Ronald E.  
Bramson, Robert S., Esq.  
Breton, Pierrette O.  
Carlson, Craig

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Maggard, Woodrow W.  
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Riddle, Pamela H.  
Stanford, George E.  
Stanton, Susan A., Ph.D.

## **Energy**

Gilligan, Martin E., Jr.  
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Kohn, Theodore  
McCall, Martin H., P.Eng.  
O'Riordan, Brian K.  
Smackey, Bruce M.  
Taylor, Mark B.  
Watkins, William M., II

## **Environmental**

Altman, Daniel  
Barks, Ronald E.  
Chokshi, Kaushal K.  
Clemons, Paula J.

Eckebrecht, J. Lou  
Kennedy, Allan G.  
McCall, Martin H., P.Eng.  
O'Riordan, Brian K.  
Stanford, George E.  
Wallach, Morton L.

## **Health Care**

Abrahams, Robert A.  
Alfandari, Michelle  
Andonian, Joseph K.  
Beattie, Ingrid A., Ph.D., J.D.  
Blank, Paula  
Breeze, David C.  
Britven, Thomas W.  
Cavelier, German  
Chapman, Lewis P.  
Cobb, Terrell A.  
Cohen, David M.  
Danis, Joseph M.  
DiVincenzo, George D.  
Drehkoff, W. Dennis, Esq.  
Gale, William S.  
Goldscheider, Robert  
Gordon, Maxwell, Ph.D.  
Greenberg, Roland  
Grossman, Ruvane E.  
Haberman, Jules J., DVM  
Haluska, Robert J., Ph.D.  
Hinkes, Thomas M.  
Hoff, Roy A.  
Hulse, R. Douglas

Levy, Nelson L., M.D., Ph.D.

Matteo, Damon C.

Monro, H. Alec B.

Nath, Gary M., Esq.

Stanton, Susan A., Ph.D.

Wimpfheimer, Leonard

**NOTES**

10/11/14

NOTES

NOTES



# NOTES

1. The first part of the report is a general introduction to the subject of the study. It discusses the importance of the problem and the objectives of the research.

2. The second part of the report is a detailed description of the methods used in the study. It includes a description of the experimental design, the data collection procedures, and the statistical methods used for data analysis.

3. The third part of the report is a discussion of the results of the study. It compares the findings with the theoretical expectations and discusses the implications of the results for the field of study.

4. The final part of the report is a conclusion and a list of references. The conclusion summarizes the main findings of the study and suggests directions for future research. The references list the sources of information used in the study.

Hunter, Robert M.  
Irvine, Sean , P.Eng.  
Johnson, Garland A.  
Kalina, Diane J.  
Kawano, Linda S., Ph.D.  
Klevans, Lawrence R.  
Kobos, Michael  
Krasny, Harvey C., Ph.D.  
Levy, Nelson L., M.D., Ph.D.  
Lorette, Robert C.  
Maibach, Todd L.  
Mattson, William R., Jr.  
Mitchel, Jules T.  
Moran, Robert P.  
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Weisman, Herman S.  
Willis, Timothy R.  
Wimpfheimer, Leonard  
Woodley, John H.  
Zodda, Deni M., Ph.D.

### **Other Life Sciences**

Beattie, Ingrid A., Ph.D., J.D.  
Bendig, Mary M.  
Blank, Paula  
Butler, Melanie  
Duranceau, Jean , Ph.D.  
Greenberg, Roland  
Haberman, Jules J., DVM  
Irvine, Sean , P.Eng.  
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Waugaman, Paul G.  
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### **Other**

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Alfandari, Michelle  
Beck, Martin  
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Erickson, Don E.  
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King, George W.K.  
Monro, H. Alec B.  
Partoyan, Garo A.  
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Robell, Andrew J., Ph.D.  
Watkins, William M., II

### **Telecommunications**

Baldwin, Christopher D.  
Bramson, Robert S., Esq.  
Brandstaetter, Juergen  
Breton, Pierrette O.  
Carlson, Craig  
Erickson, Don E.  
Hinkelman, Robert M.  
Hogue, Dale C., Sr.  
Murtha, Emmett J.  
Olmedo, Luis I.  
Stanford, George E.  
Tacit, Christian S.  
Wilson, J. Douglas  
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### **Other**

(Please check individual Listings)

Abrahams, Robert A.  
Altman, Daniel  
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<b>Woodley, John H., Partner</b> Sim & McBurney 330 University Avenue, 6th Floor Toronto, ON M5G 1R7 CANADA  Tel: (416) 595-1155 Fax: (416) 595-1163 Email: woodley@sim-mcburney.com URL: No. Professionals: 4 Year Est: 1970 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Telecommunications  <u>LANGUAGES</u> French German													
<b>Zodda, Deni M., Ph.D., Managing Director</b> KPMG LLP P.O. Box 7348 Princeton, NJ 08543 USA  Tel: (609) 844-3486 Fax: (609) 896-2968 Email: DZodda@kpmg.com URL: No. Professionals: 2 Year Est: 1997 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Pharmaceuticals Medical Devices  <u>COUNTRIES</u> Canada France Germany	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>													

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		<b>Waugaman, Paul G., Principal</b> The TeTRA group, inc. 2237 Oxford Hills Drive Raleigh, NC 276081672 USA  Tel: (919) 833-2569 Fax: (919) 833-3277 Email: pwaugaman@compuserve.com URL: www.tetragroup.com  No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Chemical/Petrochemical Biomedical Biotechnology  <u>COUNTRIES</u> Germany France Scandinavia	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Other Life Sciences  <u>LANGUAGES</u>											
<b>Weaver, Ross H., President</b> Weaver & Associates 12 Bull Frog Run Kennett Square, PA 19348 USA  Tel: (610) 388-6160 Fax: (610) 388-7779 Email: rhweaver@weaverconsult.com URL:  No. Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Oncology Cardiovascular CNS  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u>													
<b>Weisman, Herman S., President</b> Weisman & Associates Inc. 210 Springhouse Pond Wayne, PA 19087 USA  Tel: (610) 644-5999 Fax: (610) 640-0424 Email: hankweismn@aol.com URL:  No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biotechnology Pharmaceuticals (Ethical) Pharmaceuticals (OTC)  <u>COUNTRIES</u> Europe	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> French German													

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		<b>Valentine, Donald H., Jr.</b> , Director of Technology Acquisition CYTEC Industries 1937 West Main St. Stamford, CT 06904-0060 USA  Tel: 203/321-2266 Fax: 203/321-2975 Email: Donald_Valentine@St.Cytec.com URL:  No. Professionals: 1 Year Est: 1999 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Homogeneous Catalysis Polymer Chemistry Photo Chemistry  <u>COUNTRIES</u>  <u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical  <u>LANGUAGES</u> German	•	•	•	•	•	•	•	•				•
<b>Vercilla, Peter M.</b> , President Specialized Healthcare Consultants 1141 Tamarack Lane Pittsburgh, PA 15237-4284 USA  Tel: (412) 367-7291 Fax: (412) 367-7291 Email: pvercilla@compuserve.com URL:  No. Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Partnering Technology Transfer Business Plan Devel.  <u>COUNTRIES</u>  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care All Technologies  <u>LANGUAGES</u>	•	•	•			•		•					•	
<b>Voss, Jack D.</b> , Managing Partner Voss International 212 South Broad Street Suite #43 Lancaster, OH 43130-0941 USA  Tel: (740) 684-6363 Fax: (740) 654-6543 Email: voss@greenapple.com URL:  No. Professionals: 1 Year Est: 1987 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Consumer Goods  <u>COUNTRIES</u> Europe Japan  <u>LANGUAGES</u>	•	•	•	•	•	•		•						



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<b>Stanton, Susan A., Ph.D., Principal</b> SBCi 240 Domigan Road Sunbury, OH 43074 USA  Tel: (740) 965-6040 Fax: (740) 965-4633 Email: susanstanton@earthlink.net URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Technology Assessment Program Management Business Development	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Electronics Aluminum	•	•	•			•	•	•			•	•	•	
	<u>COUNTRIES</u> United Kingdom Germany France	<u>LANGUAGES</u>														
<b>Stephan, Robert M., Attorney</b> Law Offices Of Robert M. Stephan 1177 Summer St. Stamford, CT 06905 USA  Tel: (203) 356-9000 Fax: (203) 324-8649 Email: rstefhan@mglaw.com URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals	<u>INDUSTRY SPECIALTIES</u> Biotechnology Consumer Goods Health Care	•	•	•	•			•		•		•			
	<u>COUNTRIES</u>	<u>LANGUAGES</u>														
<b>Stewart, Debora R., Member/Vice President</b> PENTA Advisory Services, LLC 2 North Charles Street Suite 400 Baltimore, MD 21201 USA  Tel: (410) 454-6813 Fax: (410) 454-6801 Email: stewartd@pentallc.com URL: www.pentallc.com No. Professionals: 5 Year Est: 1988 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies	•	•	•	•			•		•		•	•		
	<u>COUNTRIES</u>	<u>LANGUAGES</u>														

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>Shibata, Yu, President</b> Shibata International 1180 Midland Avenue Bronxville, NY 10708 USA  Tel: (914) 961-8538 Fax: (914) 961-8538 Email: yushibata@aol.com URL: www.members.aol.com/yushibata/ No. Professionals: 1 Year Est: 1999 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Energy Environment  <u>COUNTRIES</u> Japan NIES Asian Countries	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care All Technologies  <u>LANGUAGES</u> Japanese	•	•	•	•	•	•	•	•	•	•	•
<b>Simmer, Ronald V., Patent Administrator</b> University of British Columbia 1956 Main Mall, UBC Vancouver, BC V6T 1Z1 CANADA  Tel: (604) 822-5404 Fax: (604) 822-9532 Email: RSimmer@unixg.ubc.ca URL: No. Professionals: 3 Year Est: 1987 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Patent/Trademark Licensing Technology Searches  <u>COUNTRIES</u> Canada Germany	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> French German	•	•	•		•	•					•	•	
<b>Siuta, Gerald J., Ph.D., President</b> Siuta Consulting, Inc. 14 Georgetown Oval New City, NY 10956 USA  Tel: (914) 634-4491 Fax: (914) 634-7639 Email: siuta@ix.netcom.com URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals  <u>COUNTRIES</u> Europe Japan	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•			•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>Phillips, Don H., Consultant</b> 4105 Sharon Commons Lane Charlotte, NC 28210-6518 USA  Tel: (704) 556-0164 Fax: (704) 556-7248 Email: dhp1012@worldnet.att.net URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Chemicals Fibers Plastics  <u>COUNTRIES</u> Germany China Japan	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical All Technologies  <u>LANGUAGES</u>											
<b>Pressler, Richard H., Principal</b> Pathfinder Technology Mgmt. 4020 Dunster Way Sacramento, CA 95864 USA  Tel: (916) 488-1856 Fax: (916) 488-1769 Email: rhpessler@tdc-calif.com URL: No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>     <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Other Manufacturing/ Equipment All Technologies  <u>LANGUAGES</u>													
<b>Riddle, Pamela H., Chief Executive Officer</b> Innovative Product Technologies, Inc. 4131 NW 13th Street Suite 220 Gainesville, FL 32609 USA  Tel: (352) 373-1007 Fax: (352) 337-0750 Email: Pam@inventone.com URL: www.inventone.com No. Professionals: 1 Year Est: 1992 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>     <u>COUNTRIES</u> All	<u>INDUSTRY SPECIALTIES</u> Electronics Consumer Goods Health Care  <u>LANGUAGES</u>													

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>O'Riordan, Brian K., President</b> The Springbourne Consultancy 9800 Reserve Run Brecksville, OH 44141 USA  Tel: (440) 526-9613 Fax: (440) 526-9046 Email: bkor1@aol.com URL: No. Professionals: 1 Year Est: 1986 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Process Technology Industrial Products Biomedical  <u>COUNTRIES</u> Europe Pacific Rim Eastern Europe	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Energy Environmental  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•
<b>Owen, N. Coleman, Principal</b> Owen & Associates, Inc. 1233 Camino Del Mar Del Mar, CA 92014 USA  Tel: 619/481-5991 Fax: 619/481-1741 Email: coven@electriciti.com URL: No. Professionals: 1 Year Est: 1986 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Biotechnology Medical devices  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		•	•	•	•	•	•			•	•		
<b>Pappas, C. Dino, President</b> P.S. Consultants, Ltd. P.O. Box 652 Skokie, IL 60076-0652 USA  Tel: (847) 676-4169 Fax: (847) 676-3881 Email: c.dinopappas@usa.net URL: No. Professionals: 1 Year Est: 1980 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceutical Biotechnology Environmental  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care All Technologies  <u>LANGUAGES</u> Spanish French German; Greek	•	•	•	•	•	•	•	•	•	•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY			PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<p><b>Moran, Robert P., Vice President &amp; CFO</b> Plexus Ventures, Inc. 1787 Sentry Parkway West Building 16, Suite 350 Blue Bell, PA 19422-2240 USA</p> <p>Tel: (215) 542-2727 Fax: (215) 542-2288 Email: Bob_Moran@plexusventures.com URL: No. Professionals: 1 Year Est: 1990 Contingency Fee: N</p>	<p><u>TECHNICAL INTERESTS</u> Marketing Commercialization of New Products Finance</p> <p><u>COUNTRIES</u> Europe Japan Korea</p>	<p><u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences</p> <p><u>LANGUAGES</u></p>		•	•	•	•	•	•				•	•	•	
<p><b>Murray, Charles K., CEO</b> Murray-Shenton, Inc. 7632 NW 56th Place Ocala, FL 34482-2022 USA</p> <p>Tel: (352) 840-7161 Fax: (352) 840-7162 Email: msi_us@yahoo.com URL: No. Professionals: 1 Year Est: 1970 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u> Pharmaceuticals Mechanical Engineering Waste Technology</p> <p><u>COUNTRIES</u> Europe</p>	<p><u>INDUSTRY SPECIALTIES</u> All Technologies</p> <p><u>LANGUAGES</u> French German</p>				•	•	•	•	•	•	•				
<p><b>Murtha, Emmett J., President and Chief Executive Officer</b> Fairfield Resources International, Inc. One Landmark Square Suite 606 Stamford, CT 06901 USA</p> <p>Tel: (203) 327-5070 Fax: (203) 326-4931 Email: info@frlicense.com URL: No. Professionals: 5 Year Est: 1997 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u></p> <p><u>COUNTRIES</u> Germany France Japan</p>	<p><u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Telecommunications All Technologies</p> <p><u>LANGUAGES</u> French Japanese/Korean German</p>	•	•	•	•	•	•	•	•			•	•		

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<p><b>Mattson, William R., Jr., President</b> The Mattson Jack Group 11960 Westline Industrial Drive Suite 180 St. Louis, MO 63146 USA</p> <p>Tel: 314/469-7600 Fax: 314/469-6794 Email: billmt@mattsonjack.com URL: www.mattsonjack.com No. Professionals: 5 Year Est: 1986 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u> Rx/OTC Pharmaceutical Medical Devices Diagnostics</p> <p><u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Health Care</p> <p><u>COUNTRIES</u> Japan Europe China</p> <p><u>LANGUAGES</u> French German Italian</p>		•	•	•	•	•	•				•	•	•	
<p><b>McCall, Martin H., P.Eng., Manager,</b> Technology Transfer ENBRIDGE/Consumers Gas PO Box 650 Toronto, ON M1K 5E3 CANADA</p> <p>Tel: (416) 496-7138 Fax: (416) 496-7148 Email: martin.mccall@cgc.enbridge.com URL: No. Professionals: 1 Year Est: 1848 Contingency Fee:</p>	<p><u>TECHNICAL INTERESTS</u> Gas Technology Technology Transfer Research &amp; Development</p> <p><u>INDUSTRY SPECIALTIES</u> Consumer Goods Energy Environmental</p> <p><u>COUNTRIES</u></p> <p><u>LANGUAGES</u></p>	•	•		•	•	•	•	•	•	•	•	•	•	•
<p><b>McGuire, Jeanie L., President &amp; CEO</b> Enterprise Development Corporation 3950 RCA Boulevard Suite 5003 Palm Beach Gardens, FL 33410 USA</p> <p>Tel: (561) 627-2555 Fax: (561) 447-8511 Email: jmcguire@edc-tech.org URL: www.teonline.com No. Professionals: 1 Year Est: 1994 Contingency Fee: N</p>	<p><u>TECHNICAL INTERESTS</u> Information Technology Medical Technology Telecommunications</p> <p><u>INDUSTRY SPECIALTIES</u> All Technologies</p> <p><u>COUNTRIES</u></p> <p><u>LANGUAGES</u></p>		•	•	•		•	•	•			•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Levy, Nelson L., M.D., Ph.D., C.E.O.</b> The CoreTechs Corp. 1391 Concord Drive Lake Forest, IL 60045-1506 USA  Tel: 847/295-3720 Fax: 847/295-3750 Email: NLEVY@aol.com URL:  No. Professionals: 1 Year Est: 1984 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceutical Biotechnology Healthcare  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Pharmaceutical  <u>LANGUAGES</u> German													
<b>Lorette, Robert C., Senior Vice President</b> Boston Healthcare Associates 75 Federal Street Boston, MA 02110 USA  Tel: (617) 912-5152 Fax: (617) 482-4005 Email: rclorette@bostonhealthcare.com URL:  No. Professionals: 2 Year Est: 1993 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Pharmaceutical Biotechnology Medical Devices	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences													
<b>Macdonald, K. Beth, Partner</b> McCarthy Tetrault 1300 - 777 Dunsmuir Street Vancouver, BC V7Y 1K2 CANADA  Tel: (604) 643-7188 Fax: (604) 622-5788 Email: bmacdonald@mccarthy.ca URL: www.Mccarthy.ca  No. Professionals: 3 Year Est: 1855 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW/HW All Technologies													

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Klumb, William T., President</b> Alliance Technology Service, Inc. W158 N7738 Deer Menomonee Falls, WI 53051 USA  Tel: (414) 255-0189 Fax: (414) 255-0931 Email: tklumb@ip4sale.com URL: www.ip4sale.com  No. Professionals: 1 Year Est: 1989 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u> Europe	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> German	•	•	•	•	•	•	•			•	•	•	•
<b>Kobos, Michael, President</b> Kobos Consulting Inc. P.O. Box 219 Concord, MA 01742 USA  Tel: (978) 287-4537 Fax: (978) 287-4553 Email: mhkobos@aol.com URL: No. Professionals: 1 Year Est: 1997 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Licensing Business Development Marketing  <u>COUNTRIES</u> Japan	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u> English French		•	•	•	•	•	•						
<b>Kohn, Theodore, Principal</b> TKO Trans-Consulting 215 Primrose Dr. Blacksburg, VA 24060 USA  Tel: (540) 552-8942 Fax: Email: tkotrans@usit.net URL: No. Professionals: 1 Year Est: 1999 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Lic. Strategy/Negotiations University Research/Liason Tech/Patent Translations  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Energy All Technologies  <u>LANGUAGES</u> Italian French German		•	•	•	•	•	•						



LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY			PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Johnson, Garland A., Senior Vice President</b> Global Pharmaceutical Services, Inc. 4159 N. 37th Street Galesburg, MI 49053 USA  Tel: (616) 665-4842 Fax: (616) 665-7330 Email: garlandj@iserv.net URL: www.GlobalPharm.com No. Professionals: 1 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Medical Devices & Diagnostics Biologics  <u>COUNTRIES</u> Japan China India	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•				
<b>Kalina, Diane J., Vice President, Licensing</b> BioCatalyst Yorkton Inc. 160 Eglinton Ave E Suite 600 Toronto, ON M4P 3B5 CANADA  Tel: (416) 484-4666 x222 Fax: (416) 484-6490 Email: dkalina@biocatalyst.com URL: No. Professionals: 1 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biopharma Licensing Biopharma Management Biopharma Financing  <u>COUNTRIES</u> Cuba Europe USA	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u> English French Spanish	•	•	•	•	•	•	•	•	•	•	•	•	•	
<b>Kawano, Linda S., Ph.D., Principal</b> GroupOptima Suite 664 53 W. Jackson Boulevard Chicago, IL 60604 USA  Tel: (312) 408-0076 Fax: (773) 631-7395 Email: 103320.512@compuserve.com URL: No. Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> University Based Tech Transfer University/Industry Negotiations Tech Transfer Training/Education  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		•	•	•		•	•		•					

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>Hulse, R. Douglas, Executive Director</b> The Sage Group 245 Route 22 West Suite 304 Bridgewater, NJ 08807 USA  Tel: (908) 231-9644 Fax: (908) 231-9692 Email: DOUGHULSE@aol.com URL: www.sagehealthcare.com No. Professionals: 1 Year Est: 1995 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Chemistry  <u>COUNTRIES</u> Japan Germany France	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Health Care  <u>LANGUAGES</u> French German											
<b>Hunter, Robert M., Patent Agent</b> Robert M. Hunter, PLLC 320 S. Willson Avenue P.O. Box 6164 Bozeman, MT 59715 USA  Tel: (406) 586-4777 Fax: (406) 586-8818 Email: bob@webpatent.com URL: www.webpatent.com No. Professionals: 1 Year Est: 1981 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Software Biotechnology Chemistry	<u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW Health Care													
<b>Hyland, Warren, President</b> Inventor Mentor Group 1601 E Flamingo Rd #18 Las Vegas, NV 89119 USA  Tel: (303) 888-5121 Fax: (303) 265-9901 Email: whyland@earthlink.net URL: No. Professionals: 1 Year Est: 1985 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Electronics Automotive													

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>Hinkelman, Robert M., President</b> Answers To Competition, Inc. 3611 SE Fairway W. Stuart, FL 34997-6053 USA  Tel: (561) 219-9701 Fax: (561) 219-3612 Email: Ans2compe@aol.com URL:  No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Business Plans Market Plans  <u>COUNTRIES</u>  <u>INDUSTRY SPECIALTIES</u> Telecommunications  <u>LANGUAGES</u>	•	•	•									
<b>Hinkes, Thomas M., President</b> Intellectual Property Associates, Inc. 17024 Hidden Valley Lane Arglye, WI 53504-9518 USA  Tel: (608) 543-3882 Fax: (608) 543-3430 Email: hinkes9@mhtc.net URL:  No. Professionals: 1 Year Est: 1995 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Medical Electronics Devices  <u>COUNTRIES</u> Europe Japan  <u>INDUSTRY SPECIALTIES</u> Electronics Health Care All Technologies  <u>LANGUAGES</u>	•	•	•	•	•	•	•		•			•		
<b>Hirsche, Bruce D., Partner</b> Parlee McLaws 1500, 10180-101st Street Edmonton, AB T5J 4K1 CANADA  Tel: (403) 423-8540 Fax: (403) 423-2870 Email: bhirsche@parlee.com URL:  No. Professionals: 2 Year Est: 1890 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biotechnology Chemical/Petrochemical Computer Software  <u>COUNTRIES</u>  <u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Computer SW  <u>LANGUAGES</u> French	•	•	•	•	•	•			•			•		

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED											
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Greenberg, Roland, President</b> Troy Technology Consulting Inc. 20 Harbor Oak Drive #11 Tiburon, CA 94920 USA  Tel: (415) 789-9147 Fax: (415) 789-0745 Email: RAGTIMING@CS.com URL: No. Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Pharmaceuticals	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences		•		•	•	•	•				•			
	<u>COUNTRIES</u>	<u>LANGUAGES</u>														
<b>Grossman, Ruvane E., President</b> Rip Grossman & Associates, Inc. 4200 Somerset Drive, Suite 100 Prairie Village, KS 66208 USA  Tel: (913) 642-2120 Fax: (913) 383-9632 Email: URL: No. Professionals: 1 Year Est: 1992 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care		•	•	•	•	•	•	•	•	•	•	•	•	
	<u>COUNTRIES</u> Japan	<u>LANGUAGES</u>														
<b>Haberman, Jules J., DVM, Partner</b> H&H Consultants & Associates 8424 Dead Bear Draw South Hereford, AZ 85615 USA  Tel: (520) 378-3438 Fax: (520) 378-3418 Email: hokenj@c2i2.com URL: No. Professionals: 1 Year Est: 1981 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Life Sciences Veterinary Medicine Human Medicine	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences	•	•	•	•	•	•		•	•		•	•		
	<u>COUNTRIES</u> PCT	<u>LANGUAGES</u>														

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Gencs, Valters, Managing Partner</b> V. Gencs & Associates P.O. Box 65 Riga LV-1039 LATVIA  Tel: +371 7 551019 Fax: +371 7 551019 Email: valtsip@latnet.lv URL: www.gencs.wld.com  No. Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> All  <u>COUNTRIES</u> Europe Russia Japan  <u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> English Russian Latvian	•	•	•	•	•		•		•		•			
<b>Gilligan, Martin E., Jr., Owner/Principal Consultant</b> Martin & Associates 3510 Ada Drive Suite 101 Mechanicsburg, PA 17055-2200 USA  Tel: (717) 728-9420 Fax: (717) 728-9653 Email: martinassoc1@worldnet.att.net URL:  No. Professionals: 1 Year Est: 1990 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Combustion/Incineration Medical Devices  <u>COUNTRIES</u> Mexico  <u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Energy Other Manufacturing/ Equipment  <u>LANGUAGES</u>	•	•		•	•		•		•			•		
<b>Goldscheider, Robert, Chairman</b> International Licensing Network, Ltd. 1175 Park Avenue, Suite 3C New York, NY 10128 USA  Tel: (212) 360-6900 Fax: (212) 360-1728 Email: ILNNEWY@AOL.COM URL:  No. Professionals: 1 Year Est: 1975 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Licensing Out & In Strategies Technology Appraisals  <u>COUNTRIES</u> Europe Japan Australia  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care All Technologies  <u>LANGUAGES</u> French	•	•	•	•	•	•	•	•	•		•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Erickson, Don E., Attorney at Law</b> Law Office of Don E. Erickson PMB 182, 3830 Valley Center Drive Suite 705 San Diego, CA 92130-2331 USA  Tel: (858) 350-1308 Fax: (858) 350-1309 Email: erickson@adnc.com URL: www.pegasus.adnc.com/websites/erickson/  No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Computers Electro-Mechanical  <u>COUNTRIES</u> Japan	<u>INDUSTRY SPECIALTIES</u> Computer SW Other Manufacturing/ Equipment Telecommunications  <u>LANGUAGES</u>	•	•		•	•		•	•					
<b>Faunce, Chuck, Supervisor</b> PENTA Advisory Services, LLC 2 North Charles Street Suite 400 Baltimore, MD 21201 USA  Tel: (410) 454-6831 Fax: (410) 454-6801 Email: fauncec@pentallc.com URL: www.pentallc.com  No. Professionals: 5 Year Est: 1988 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies   <u>LANGUAGES</u>	•	•	•	•		•		•		•	•		
<b>Fiedler, James N., President &amp; CEO</b> Galaxy Development, LLC 14942 Gault Street Van Nuys, CA 91405 USA  Tel: (818) 782-2189 Fax: (818) 787-3065 Email: jnf@galaxydevelopment.com URL:  No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Aerospace Recording Media Audio/Video hardware  <u>COUNTRIES</u> Japan England Germany	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Consumer Goods Electronics  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Dienes, Louis R.</b> Gibson, Dunn & Crutcher LLP 200 Park Avenue New York, NY 10166-0193 USA  Tel: (212) 351-3816 Fax: (212) 351-4035 Email: ldienes@gdclaw.com URL: www.gdclaw.com No. Professionals: 1 Year Est: 1897 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW/HW All Technologies  <u>COUNTRIES</u> Europe South America Asia  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•			
<b>DiVincenzo, George D., President</b> G & B Associates 11407 Waterford Village Drive Fort Myer, FL 33913 USA  Tel: (941) 561-7195 Fax: Email: georgeD110@aol.com URL: No. Professionals: 1 Year Est: 1999 Contingency Fee:	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Biotechnology Chemical  <u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Health Care  <u>COUNTRIES</u>  <u>LANGUAGES</u>	•	•	•	•								•	•	
<b>Drehkoff, W. Dennis, Esq.</b> Michael Best & Friedrich (Illinois) 77 West Wacker Drive Chicago, IL 60601 USA  Tel: (312) 845-5800 Fax: (312) 845-5828 Email: wddrehkoff@mbf-law.com URL: No. Professionals: 1 Year Est: 1848 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Health Care/Pharmaceuticals Chemical Mechanical  <u>INDUSTRY SPECIALTIES</u> Chemical/Petrochemical Health Care All Technologies  <u>COUNTRIES</u>  <u>LANGUAGES</u> Polish	•	•	•	•	•	•	•	•	•	•	•			

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
<b>Chokshi, Kaushal K., President</b> Kawin International Inc. 1201A Windham Parkway Romeoville, IL 60446 USA  Tel: (630) 679-1134 Fax: (630) 679-1142 Email: KChokshi@aol.com URL: No. Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Composite Processing Plastic Processing Building Materials  <u>COUNTRIES</u> India Europe Asia	<u>INDUSTRY SPECIALTIES</u> Biotechnology Environmental Other Manufacturing/ Equipment  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Clemons, Paula J., Marketing Administrator</b> National Technology Transfer Center 316 Washington Ave. Wheeling, WV 26003 USA  Tel: (304) 243-2376 Fax: (304) 243-4384 Email: pclemons@nttc.edu URL: No. Professionals: 3 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Materials Electronics Biochemical	<u>INDUSTRY SPECIALTIES</u> Environmental Biotechnology Electronics	•	•	•			•	•					•	
<b>Cobb, Terrell A.</b> Cobb, Inc. 31750 E. US 40 Box 881117 Steamboat Springs, CO 80488 USA  Tel: (970) 870-0760 Fax: (970) 871-1655 Email: fcobb@sprynet.com URL: No. Professionals: 1 Year Est: 1996 Contingency Fee:	<u>TECHNICAL INTERESTS</u> Biotechnology Specialty Pharmaceutical Clinical Affairs	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care	•	•	•	•	•	•	•		•	•			



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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
		<b>Bretton, Pierrette O., Director, Intellectual Property</b> Chipworks 3685 Richmond Rd. Ottawa, ON K2H 5B7 CANADA  Tel: (613) 829-0414 Fax: (613) 829-0515 Email: pbretton@chipworks.com URL: No. Professionals: 1 Year Est: 1992 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Licensing Technical Support Patent Portfolio Review Reverse Engineering  <u>COUNTRIES</u> North America Asia Europe	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u> English Chinese Japanese	•	•	•					•			•
<b>Britven, Thomas W., Director</b> Navigant Consulting Inc. 2777 Allen Parkway, Suite 850 Houston, TX 77019-2166 USA  Tel: (312) 961-3063 Fax: (713) 957-5123 Email: tbritven@pcit.com URL: No. Professionals: 1 Year Est: 1981 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Medical General  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Health Care  <u>LANGUAGES</u>		•		•	•	•	•	•	•	•	•	•	
<b>Butler, Melanie, Director</b> PricewaterhouseCoopers LLP Plumtree Court London EC4A 4HT UNITED KINGDOM  Tel: +44 171 804 5158 Fax: +44 171 213 8600 Email: melanie.butler@uk.pwcglobal.com URL: No. Professionals: 39 Year Est: 1898 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> IP Management Revenue Recovery  <u>COUNTRIES</u> Worldwide	<u>INDUSTRY SPECIALTIES</u> Biotechnology Consumer Goods Other Life Sciences  <u>LANGUAGES</u> All	•	•	•	•	•				•				

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS	
<b>Bendig, Mary M., Consultant</b> 1101 Red Rose Lane Villanova, PA 19085 USA  Tel: (610) 520-0974 Fax: (610) 520-1027 Email: bendigm@hotmail.com URL: No. Professionals: 1 Year Est: Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biotechnology Immunology Antibody-based Therapeutics  <u>COUNTRIES</u> UK	<u>INDUSTRY SPECIALTIES</u> Biotechnology Other Life Sciences														
<b>Benoit, Bryan K., Partner</b> PricewaterhouseCoopers LLP 1201 Louisiana Suite 2900 Houston, TX 77002 USA  Tel: (713) 356-6064 Fax: (713) 356-4705 Email: bryan.benoit@us.pwcglobal.com URL: No. Professionals: 39 Year Est: 1898 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>     <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Computer SW/HW														
<b>Blank, Paula, Principal</b> Lewis & Blank International, LLC 520 South El Camino Real, Suite 342 San Mateo, CA 94402 USA  Tel: (650) 685-6855 Fax: (650) 685-0671 Email: pblank@lewis-blank.com URL: No. Professionals: 1 Year Est: 1997 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>     <u>COUNTRIES</u> England France	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences														

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		<b>Andonian, Joseph K., Patent Attorney &amp; Licensing Consultant</b> 5137 Ridgebrook Drive Portage, MI 49002 USA  Tel: (616) 343-9003 Fax: (616) 343-9673 Email: JKAandon@att.net URL: No. Professionals: 1 Year Est: 1988 Contingency Fee:	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Biotechnology  <u>COUNTRIES</u> Europe Japan Canada	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochemical Health Care  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	
<b>Ansell, Murray D., President ThinkUSA</b> 225 South Lake Avenue, Suite 300 Pasadena, CA 91101 USA  Tel: (818) 247-2698 Fax: (818) 507-7921 Email: murray.ansell@thinkusa.com URL: www.thinkusa.com No. Professionals: 1 Year Est: 1998 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Australia New Zealand	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Consumer Goods Electronics  <u>LANGUAGES</u>		•		•	•	•	•	•	•	•	•	•	•
<b>Baldwin, Christopher D., Intellectual Property Valuation Consultant</b> Intellectual Property Valuations, Inc. 1520 Rock Run Drive Suite 4 Crest Hill, IL 60435 USA  Tel: (888) 784-7575 Fax: (815) 744-2026 Email: CDBald.@EarthLink.Com URL: www.valuationcorp.com No. Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Electronics Telecommunications All Technologies  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Electronics Telecommunications All Technologies  <u>LANGUAGES</u>	•	•	•		•	•	•			•	•	•	•

1. 2013-2014  
2. 2014-2015  
3. 2015-2016

2013-2014

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