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## **Guide to the Licensing Consultants and Brokers Directory, 1997-1998**

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 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. 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 (U.S.A. and Canada), Inc.**

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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>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: http://www.tigersite.com/vada No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> TT Portfolio Mgmt (< 50 Technologies) Product Development  <u>COUNTRIES</u> Worldwide	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Environmental Oil & Gas  <u>LANGUAGES</u> English	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Andonian, Joseph K., Patent Attorney &amp; Licensing Consultant</b> 5137 Ridgebrook Drive Portage, MI 49001 USA Tel: (616) 343-9003 Fax: (616) 343-9003 Email: URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Pharmaceutical General  <u>COUNTRIES</u> Europe Japan Canada	<u>INDUSTRY SPECIALTIES</u> Health Care All Technologies  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Ansell, Murray D., President</b> ThinkNet USA 550 North Brand Boulevard Suite 700 Glendale, CA 91203 USA Tel: (818) 247-2698 Fax: (818) 507-7921 Email: 102260.2337@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Australia New Zealand	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> English	•	•	•	•	•	•	•	•	•	•	•	•	•

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>Berkowitz, Leslie G., Attorney</b> The Berkowitz Firm P.C. 303 East 17th Avenue, #780 Denver, CO 80203 USA Tel: (303) 832-8520 Fax: (303) 832-2877 Email: berkowitzles@berkowitzfirm.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Law Internet Law  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Health Care Other Manufacturing  <u>LANGUAGES</u> Inquire	●	●	●	●	●	●		●		●			
<b>Bialski, Alec M., Ph.D., Manager, Business Development</b> Alberta Research Council Environment, Forestry, Pulp & Paper P.O. Box 8330 Edmonton, AB T6H 5X2 CANADA Tel: (403) 450-5207 Fax: (403) 450-1490 Email: bialski@arc.ab.ca URL: No. LES Member Professionals: 4 Year Est: 1920 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Chemistry Biotechnology Forestry  <u>COUNTRIES</u> Europe	<u>INDUSTRY SPECIALTIES</u> Health Care Biotechnology Chemical/Petrochem  <u>LANGUAGES</u> French Polish Russian		●	●					●	●	●	●	●	●
<b>Bobeczko, Michael, President</b> Sound International Technology 2838 Jennifer Drive Castro Valley, CA 94546-3258 USA Tel: (510) 537-5377 Fax: (510) 537-6622 Email: MichaelBobeczko@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Sound & Vibration Mech. Engineering Computers/Multimedia  <u>COUNTRIES</u> Japan Korea	<u>INDUSTRY SPECIALTIES</u> Computer HW Environmental 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>Burns, Dennis D., President</b> The Delta Biotech Group 3200 Beechleaf Court, Suite 100 Raleigh, NC 27604 USA Tel: (919) 790-0861 Fax: (919) 873-9539 Email: dburns0102@sprynet.com URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biomedical products Pharmaceuticals Consumer Products  <u>COUNTRIES</u> Canada	<u>INDUSTRY SPECIALTIES</u> Biotechnology Consumer Goods Health Care  <u>LANGUAGES</u> English	•	•	•	•	•	•	•				•
<b>Ciarimboli, Joseph P., President</b> PCT Technical Services, Inc. 505 Point Drive Greensburg, PA 15601 USA Tel: (412) 834-7555 Fax: (412) 834-7553 Email: joseph_Cia@msn.com URL: No. LES Member Professionals: 1 Year Est: 1977 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Chemicals Consumer Products Industrial Products  <u>COUNTRIES</u> India Italy Germany	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Environmental Other Manufacturing	•	•	•	•	•	•	•				•	•	•
<b>Cook, Robert P., II, Partner</b> Cook & Company 60 Doud Drive Los Altos, CA 94022 USA Tel: (415) 254-1828 Fax: (415) 948-0875 Email: URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Generic Pharma Active Pharm Ingredi BD Support-Gen&OTCs  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Health Care		•	•	•		•				•		•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
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<b>Donovan, James D., President</b> Intercon Research Associates, Ltd. 6865 Lincoln Avenue Lincolnwood, IL 60646-2644 USA Tel: (847) 982-1100 Fax: (847) 982-1115 Email: global@intercon-research.com URL: No. LES Member Professionals: 3 Year Est: 1963 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Mechanical  <u>COUNTRIES</u> Europe Asia Latin America	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Health Care Electronics  <u>LANGUAGES</u> French German Spanish		•		•	•	•	•	•	•	•	•	•	
<b>Drehkoff, W. Dennis, Esq.</b> Banner & Witcoff, Ltd. 10 S. Wacker Drive Suite 3000 Chicago, IL 60606 USA Tel: (312) 715-1000 Fax: (312) 715-1234 Email: drehkoff@ba-iplaw.com URL: http://www.ba-iplaw.com No. LES Member Professionals: 3 Year Est: 1923 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Biotechnology Electronics  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Health Care Chemical/Petrochem All Technologies  <u>LANGUAGES</u> Spanish	•	•	•	•	•	•	•	•	•	•			
<b>Dreyfus, Edward, Esq.</b> Meg Technologies P.O. Box 5592 Clark, NJ 07066 USA Tel: (908) 233-4666 Fax: (908) 233-7912 Email: 75677.515@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Indus Prod & Process Telecomm & Electron Electronics  <u>COUNTRIES</u> EEC Asia Pacific USA	<u>INDUSTRY SPECIALTIES</u> Health Care Energy Other Manufacturing  <u>LANGUAGES</u> English		•	•	•	•	•		•	•	•			

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>Fersko, Raymond, Partner</b> Gordon Altman et al 114 West 47th St. 21st Floor New York, NY 10036 USA Tel: (212) 626-0822 Fax: (212) 626-0799 Email: rsf@gablaw.com URL: No. LES Member Professionals: 1 Year Est: 1973 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Health Care All Technologies  <u>COUNTRIES</u> Western Europe	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> Spanish	•	•	•	•	•	•	•	•	•		
<b>Fishman, Jay E., President</b> Financial Research, Inc. 451 Bethlehem Pike Fort Washington, PA 19034 USA Tel: (215) 641-1121 Fax: (215) 653-7528 Email: URL: No. LES Member Professionals: 1 Year Est: 1981 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>    <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Consumer Goods   <u>LANGUAGES</u>													
<b>Flisi, Fernando</b> Sandys Overseas Ltd. 2, Avenue de Monte Carlo, 2 MC 98000 MONACO Tel: +377-93 50-80-40 Fax: +377-93 25-16-37 Email: altaco@dial-up.com URL: No. LES Member Professionals: 1 Year Est: 1982 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Textiles Apparel Shoes  <u>COUNTRIES</u> Italy Japan Korea	<u>INDUSTRY SPECIALTIES</u> Consumer Goods   <u>LANGUAGES</u> Italian Spanish French	•	•		•	•	•	•	•			•		



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<b>Galloway, Greg, President</b> Falco-Archer, Inc. 20210 NE 116th Street Redmond, WA 98053 USA Tel: (425) 881-6931 Fax: (425) 881-7194 Email: falco@aa.net URL: http://www.aa.net/~falco No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Telecommunications Biomedical Indus. Diagnostics  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u>													
<b>Garrison, Scott B., Patent Attorney</b> Lambert & Garrison P.L.L.C. 92 State Street Boston, MA 02109-2009 USA Tel: (617) 720-0091 Fax: (617) 227-0313 Email: garrison@pat_law.com URL: No. LES Member Professionals: 1 Year Est: 1989 Contingency Fee:	<u>TECHNICAL INTERESTS</u> Mechanical Trademark Energy/Power Gen.  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Chemical/Petrochem Electronics  <u>LANGUAGES</u> English German French													
<b>Geringer, J. Michael, Ph.D., Chief Executive Officer</b> Geringer, Frayne & Associates, Inc. c/o 819 Pasatiempo Drive-Suite 107 San Luis Obispo, CA 93405-1082 USA Tel: (805) 541-4280 Fax: (805) 541-8664 Email: mgeringe@calpoly.edu URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> JVs & Alliances Mergers/acquisitions Partner Selection  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u>													

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		<b>Herman, Michael S.</b> Pharmaceutical Partners, L.L.C. 70 East 55th St., 23rd Floor New York, NY 10022 USA Tel: (212) 751-9300 Fax: (212) 751-9324 Email: mherman@pharma-partners.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>	•	•					•			•	•
<b>Hickey, Roger P., President</b> Chicago Partners & Syndia Corporation 140 S. Dearborn Street Suite 1500 Chicago, IL 60603 USA Tel: (312) 251-5200 Fax: (312) 251-5201 Email: hickey@chipar.com URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Mechanical Eng. Materials Science  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Other Manufacturing  <u>LANGUAGES</u>	•	•	•	•		•		•		•	•		
<b>Hinkes, Thomas M., Licensing Professional</b> Intellectual Property Associates, Inc. 4934 Raymond Road Madison, WI 53711-4357 USA Tel: (608) 271-0944 Fax: (608) 271-0889 Email: URL: No. LES Member Professionals: 2 Year Est: 1994 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Medical Engineering (Chem) Chemical  <u>COUNTRIES</u> Europe Japan	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Health Care Other Life Sciences  <u>LANGUAGES</u>		•	•	•	•	•	•	•		•			

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		<b>Hooper, Gary R., President</b> Hooper & Associates, Inc. 3 Vintage Court Woodside, CA 94062 USA Tel: (415) 851-2604 Fax: (415) 851-1349 Email: ghooper@sprynet.com URL: No. LES Member Professionals: 2 Year Est: 1991 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Prescription Drugs Drug Delivery  <u>COUNTRIES</u> Europe Japan	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		•	•	•	•	•	•	•	•		
<b>Houlton, Geoff, Vice President</b> BioCatalyst Yorkton, Inc. 145 King St. West, Suite 2010 Toronto, ON M5H 1J8 CANADA Tel: (416) 868-9300 Fax: (416) 868-9140 Email: ghoulton@biocatalyst.com URL: No. LES Member Professionals: 3 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>	•	•	•				•	•		•		•	
<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: DougHuls@ix.netcom.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biotechnology Medicinal Chemistry Electrochemistry  <u>COUNTRIES</u> Japan France Germany	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> French German Spanish		•	•	•	•	•	•	•	•	•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
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		<b>Jenkins, Richard, Chairman</b> Intellectual Property Dynamics 612 Bridle Road Glenside, PA 19038-2004 USA Tel: (215) 572-0400 Fax: (215) 572-1295 Email: RJenkins@IPD.COM URL: No. LES Member Professionals: 1 Year Est: 1982 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Acrospace/Defense Computer SW Electronics  <u>COUNTRIES</u> <u>LANGUAGES</u> English		●		●		●		●				●
<b>Kahn, Edward, President</b> EKMS, Inc. 675 Massachusetts Avenue Cambridge, MA 02139 USA Tel: (617) 864-2100 Fax: (617) 864-7956 Email: ekms@ekms.com URL: www.ekms.com No. LES Member Professionals: 3 Year Est: 1986 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Infringement Brokering IP Management  <u>COUNTRIES</u> <u>LANGUAGES</u>		●	●	●	●	●	●	●	●	●		●	●	
<b>Kenney, Edward J., President</b> Innovations Foundation University of Toronto 525 University Avenue Suite 925 Toronto, ON M5G 2L3 CANADA Tel: (416) 978-5729 Fax: (416) 978-6052 Email: e.kenney@utoronto.ca URL: No. LES Member Professionals: 3 Year Est: 1980 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> <u>INDUSTRY SPECIALTIES</u> Medical Biotech Engineering  <u>COUNTRIES</u> <u>LANGUAGES</u>		●	●	●	●	●	●		●	●				

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<b>Koehling, Ralf, General Manager</b> CLC Concept Licensing 1518 Dome Tower 333 7th Avenue, S.W. Calgary, AB T2P 2Z1 CANADA Tel: (403) 265-3011 Fax: (403) 266-4091 Email: idea@cadvision.com URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Household Products  <u>COUNTRIES</u> USA Mexico Germany	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Electronics  <u>LANGUAGES</u> French German	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Laghaee, Ali, Patent &amp; Trademark Attorney</b> Dr. Ali Laghaee & Assoc. Inc. Int'l. P.O. Box 11365-4948 Tehran IRAN Tel: +98-21 2050579/2350 Fax: +98-21 2050150 Email: URL: No. LES Member Professionals: 1 Year Est: 1962 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Computer Chemicals All Technologies  <u>COUNTRIES</u> Everywhere	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Computer SW/HW All Technologies  <u>LANGUAGES</u> English French Farsi	•	•	•	•	•	•	•	•	•	•	•		
<b>Langley, Van E., Esq., Consultant/Professor</b> University of Delaware 123 Bellant Circle Greenville, DE 19807 USA Tel: (302) 655-2755 Fax: (302) 655-3443 Email: vlangley@udel.edu URL: No. LES Member Professionals: Year Est: Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Energy Biotechnology  <u>COUNTRIES</u> Latin America Europe	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem Energy  <u>LANGUAGES</u> Spanish French	•	•	•	•	•	•	•	•	•	•			

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<b>Legler, Steve, President</b> Innomax Associates 1565 Cabot Street Montreal, PQ H4E 1C8 CANADA Tel: (514) 766-0997 Fax: (514) 766-8504 Email: slekler@netcom.ca URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> French	•	•	•	•	•	•	•				•	•		
<b>Lester, Bruce R., President</b> Knowledge Frontiers, LLC 3989 Central Ave NE Suite 530 Minneapolis, MN 55421 USA Tel: (612) 789-3400 Fax: (612) 789-6500 Email: blester@KnowledgeFrontiers.com URL: http://knowledgeFrontiers.com No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Medical Devices Drug Delivery Gene Therapy  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u>	•	•	•			•	•				•	•		
<b>Lester, Gerald E., Senior Partner</b> Law Offices of Gerald E. Lester 22107 Fielder Katy, TX 77450 USA Tel: (281) 392-8288 Fax: (281) 392-2850 Email: iplawlic@flash.net URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Technology Transfers Licensing  <u>COUNTRIES</u> W. Europe China Japan	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u> English	•	•	•	•	•	•		•	•	•				

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>Mandahl, Richard A., Consultant</b> 8244 South 3375 East Salt Lake City, UT 84121 USA Tel: (801) 943-6795 Fax: (801) 947-1608 Email: mandahl@aol.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Litigation Licensing Consult as Expert  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Electronics Energy Telecommunications  <u>LANGUAGES</u>	•	•	•	•	•		•	•	•		•		•	
<b>Marcus, Martin J., Owner</b> Marcus & Associates P.O. Box 8721 Station T Ottawa, ON K1G 3J1 CANADA Tel: (613) 232-2685 Fax: (613) 232-8702 Email: mmarcus@intranet.ca URL: No. LES Member Professionals: 1 Year Est: 1967 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Chemical/Petrochem Health Care  <u>COUNTRIES</u> Japan Sweden Australia	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem Health Care  <u>LANGUAGES</u> French		•	•	•	•	•								
<b>Mattson, William R., Jr., President</b> The Mattson Jack Group 11960 Westline Industrial Drive Suite 180 St. Louis, MO 63146 USA Tel: (314) 469-7600 Fax: (314) 469-6794 Email: vpskroska@MattsonJack.com URL: No. LES Member Professionals: 3 Year Est: 1986 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Tech Assessment License ID & Eval. Business Assessment  <u>COUNTRIES</u> Japan Europe	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem 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>McWilliam, Nigel J., C.E.O.</b> Legin Inc. 111 Whitney Place, N.E. Leesburg, VA 20176 USA Tel: (703) 779-1007 Fax: (703) 779-1838 Email: nigelmcw@gslink.com URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Female Health Silicones Drug Delivery  <u>COUNTRIES</u> France UK Scandinavia	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Health Care  <u>LANGUAGES</u> French	●	●	●	●	●	●	●	●	●	●	●	●	●
<b>Miller, Albert J., Attorney-at-Law</b> 24441 Hillshore Drive Westport, CA 95488 USA Tel: (707) 964-1154 Fax: (707) 964-1602 Email: URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Laser Turbomachinery Permanent Magnets  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Health Care All Technologies  <u>LANGUAGES</u>	●	●	●	●	●	●	●	●					
<b>Molony, Leslie, Ph.D.</b> European Business Development Group 839 Second Street Suite 5 Encinitas, CA 92024 USA Tel: (619) 930-0500 Fax: (619) 930-0520 Email: lesliem@ebdgroup.com URL: www.electriciti.com/lesliem No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Cell.Molecular Bio Biophysics Physics  <u>COUNTRIES</u> Germany England Sweden	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> German 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>Moyer, Ernest H., President &amp; CEO</b> Florida Technology Management, Inc. 4010 NW 25th Place Gainesville, FL 32606 USA  Tel: (352) 372-6300 Fax: (352) 375-1583 Email: EHMoyer@aol.com URL:  No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Software Apps Medical Diagnostics Medical Devices  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW All Technologies  <u>LANGUAGES</u>			●	●		●	●	●	●	●	●			
<b>Muir, Robert F., President</b> Muir & Associates 581 Promotory Drive West Newport Beach, CA 92660 USA  Tel: (714) 723-1352 Fax: (714) 723-0681 Email: rmuir714@aol.com URL:  No. LES Member Professionals: 1 Year Est: 1981 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Hi-Tech Manufacturing Strategic Alliances  <u>COUNTRIES</u> USA Australia Japan	<u>INDUSTRY SPECIALTIES</u> Electronics Telecommunications All Technologies  <u>LANGUAGES</u>		●	●	●	●	●	●	●			●	●	●	
<b>Murray, Charles K., CEO</b> Murray-Shenton, Inc. 7632 NW 56th Place Ocala, FL 34482-2022 USA  Tel: (352) 840-7161 Fax: (352) 840-7162 Email: msi4@juno.com URL:  No. LES Member Professionals: 1 Year Est: 1970 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> All  <u>COUNTRIES</u> Member Firm of Worldwide C&B Network	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> 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>Noone, Thomas M., Ph.D., MBA, Consultant</b> Noone Associates 813 Columbus Drive Teaneck, NJ 07666 USA Tel: (201) 833-2461 Fax: (201) 833-1959 Email: URL: No. LES Member Professionals: 1 Year Est: 1984 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biotechnology Pharmaceuticals Chemicals & Allied  <u>COUNTRIES</u>   <u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem Consumer Goods  <u>LANGUAGES</u>														
<b>O'Riordan, Brian K., President</b> Springbourne Consultancy 9800 Reserve Run Brecksville, OH 44141 USA Tel: (216) 526-9613 Fax: (216) 861-0505 Email: BKO@PO.CWRU.EDU URL: No. LES Member Professionals: 1 Year Est: 1986 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Europe Far East  <u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Energy Environmental  <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: URL: No. LES Member Professionals: 1 Year Est: 1980 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharma Biotech Medical Tech  <u>COUNTRIES</u> England Greece Sweden  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care All Technologies  <u>LANGUAGES</u> French German Italian														

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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>Pichette, Serge J., Partner</b> Hudon, Gendron, Harris, Thomas Barristers & Solicitors 630 Rene-Levesque Boulevard West 27th Floor Montreal, PQ H3B 1S6 CANADA Tel: (514) 871-5761 Fax: (514) 871-9987 Email: spichette@hght.com URL: No. LES Member Professionals: 1 Year Est: 1979 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biotechnology Telecommunications Computer	<u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW/HW Telecommunications	●	●	●	●	●	●	●	●	●	●	●			
	<u>COUNTRIES</u> France Benelux United Kingdom	<u>LANGUAGES</u> French English														
<b>Pickering, Lulu, President</b> Informagen, Inc. 375 Little Bay Road Newington, NH 03801 USA Tel: (603) 433-6288 Fax: (603) 427-1327 Email: Pickering@Informagen.com URL: www.Informagen.com No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Designing Around Bioinformatics Finance Leasing	<u>INDUSTRY SPECIALTIES</u> Biotechnology Bioinformatics Patent Agent	●	●	●	●		●	●	●	●		●	●		
	<u>COUNTRIES</u> Canada Europe Japan	<u>LANGUAGES</u>														
<b>Pieroth, Charles G., President</b> Sound Technology Management, Inc. 8 Cedar Lane Setauket, NY 11733-3102 USA Tel: (516) 751-9571 Fax: (516) 751-3099 Email: SOUNDTM@ix.netcom.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Ships, Boats & Eng. Civil Engineering Defense & Armaments	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense All Technologies Marine/Naval	●	●	●	●		●	●	●	●		●	●	●	
	<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>Richey, David P., Ph.D.</b> David Richey & Associates 1162 Wisteria Drive Malvern, PA 19355 USA Tel: (610) 296-7727 Fax: (610) 296-9403 Email: DPR31@aol.com URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u> Japan Europe	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> German French	•	•	•	•	•	•	•	•	•	•	•
<b>Riley, Robert K., President</b> Ward Associates 171 E. Delaware Pennington, NJ 08534-3547 USA Tel: (609) 737-0777 Fax: (609) 737-8999 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Auto Components Auto Safety Trademarked Prod.  <u>COUNTRIES</u> All	<u>INDUSTRY SPECIALTIES</u> Other Manufacturing All Technologies  <u>LANGUAGES</u> English	•	•	•	•	•	•	•	•	•	•	•	•	
<b>Robell, Andrew J., Ph.D.</b> Head of Corporate Licensing Senmed Medical Ventures 4445 Lake Forest Drive 6th Floor Cincinnati, OH 45242 USA Tel: (513) 563-3253 Fax: (513) 563-3261 Email: URL: No. LES Member Professionals: 3 Year Est: Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Strategic Alliances Specialty Chemicals Devices  <u>COUNTRIES</u> Europe Japan	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem 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>Schiffman, Louis F., Ph.D., President</b> Techni Research Associates, Inc. P.O. Box T Willow Grove, PA 19090-0922 USA Tel: (215) 887-5980 Fax: (215) 576-7924 Email: URL: No. LES Member Professionals: 1 Year Est: 1968 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Chemical Medical/Life Sci. Engineering  <u>COUNTRIES</u> Russia Israel Italy	<u>INDUSTRY SPECIALTIES</u> Consumer Goods All Technologies  <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: (415) 712-1410 Fax: (415) 726-4854 Email: bonniejoysedlak@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Technology Valuation Marketing Inventions Negotiate/Draft Cont  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	
<b>Sherman, Andrew J., Principal Shareholder</b> Greenberg Traurig 1300 Connecticut Avenue, N.W. Suite 1000 Washington, DC 20036-1703 USA Tel: (202) 331-3100 Fax: (202) 331-3101 Email: ShermanA@GTLAW.com URL: No. LES Member Professionals: 1 Year Est: 1968 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Specialty Retail Food/Hospitality Svc Computer/SW Devel  <u>COUNTRIES</u> Canada Latin America	<u>INDUSTRY SPECIALTIES</u>   <u>LANGUAGES</u> Spanish		•	•	•	•	•		•		•			

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>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: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Mechanical Electromechanical Metallurgical  <u>COUNTRIES</u> UK Canada Japan	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Packaging  <u>LANGUAGES</u>	●	●	●	●	●	●	●	●	●	●	
<b>Stanford, George E.</b> Patents 34050 Louisiana Highway 433 Suite A Slidell, LA 70460 USA  Tel: (504) 646-3049 Fax: (504) 645-0650 Email: George_Stanford@prodigy.net URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Ocean Technology Remote Sensing Mapping, Charting, Geu  <u>COUNTRIES</u> Canada UK German	<u>INDUSTRY SPECIALTIES</u> Computer SW Electronics Environmental  <u>LANGUAGES</u> German	●	●	●	●	●	●					●		●
<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) 356-9061 Email: RMSLAW@IDT.NET URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals All Technologies  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Consumer Goods 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>Tellis, Bob, Principal, Senior Partner</b> Bob Tellis & Associates, Inc. 62 Bigelow Drive Sudbury, MA 01776 USA Tel: (508) 443-1710 Fax: (508) 443-1710 Email: Tellis1112@aol.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Product acquisition Product disposition Business Development	<u>INDUSTRY SPECIALTIES</u> Pharmaceutical Biotechnology Diagnostics	•	•	•	•	•	•	•	•	•	•	•	•	•	•
	<u>COUNTRIES</u> Eastern Europe West Europe Japan	<u>LANGUAGES</u> Spanish														
<b>Templeton, R. Michael, President</b> Templeton & Associates, Inc. 3841 4th Avenue Suite 233 San Diego, CA 92103 USA Tel: (619) 297-7311 Fax: (619) 238-8255 Email: mtemple@electriciti.com URL: www.swttc.org No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies	•	•	•					•	•		•	•	•	•
	<u>COUNTRIES</u>	<u>LANGUAGES</u>														
<b>Tuchman, Robert L., President &amp; CEO</b> REFAC International Ltd. 122 East 42nd Street Suite 4000 New York, NY 10168 USA Tel: (212) 687-4741 Fax: (212) 949-8716 Email: rlt@refac.com URL: http://www.refac.com No. LES Member Professionals: 3 Year Est: 1952 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Software Adhesives Pharmaceuticals	<u>INDUSTRY SPECIALTIES</u> Computer SW Electronics All Technologies				•	•	•	•	•	•	•	•	•	•	•
	<u>COUNTRIES</u> United Kingdom	<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>Vlazny, James C., President</b> Licensing International, Inc. 818 Solar Lane Glenview, IL 60025 USA Tel: (847) 724-0265 Fax: (847) 724-0267 Email: JCVLINC@aol.com URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Pharmaceuticals  <u>COUNTRIES</u> Europe Brazil	<u>INDUSTRY SPECIALTIES</u> Pharmaceutical Biotechnology Health Care  <u>LANGUAGES</u>											
<b>Voss, Jack D., Managing Partner</b> Voss International 212 South Broad Street Post Office Box 941 Lancaster, OH 43130-0941 USA Tel: (614) 654-6363 Fax: (614) 654-6543 Email: URL: No. LES Member Professionals: 1 Year Est: 1987 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Licensing Acquisitions Joint Ventures  <u>COUNTRIES</u> Europe Far East Latin America	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Housewares Packaging  <u>LANGUAGES</u>													
<b>Walko, Wladimir N., President</b> Medical Growth Partners 24 Old Covered Bridge Road Newtown Square, PA 19073 USA Tel: (610) 356-5428 Fax: (610) 356-6298 Email: URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Drug Packaging Drug Delivery Controlled-Rel Gener  <u>COUNTRIES</u> Germany France UK	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> German Ukrainian													



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>Webster, James R., V.P. Finance &amp; Bus. Dev.</b> Drug Royalty Corporation, Inc. 8 King Street East Suite 202 Toronto, ON M5C 1B5 CANADA Tel: (416) 863-1865 Fax: (416) 863-5161 Email: JimW@drugroyalty.com URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>COUNTRIES</u> Canada Europe  <u>LANGUAGES</u> English	•	•	•				•				•		•	
<b>Weisman, Herman S., Consultant</b> Weisman and Associates, Inc. 210 Springhouse Pond Wayne, PA 19087 USA Tel: (610) 644-5999 Fax: (610) 640-0424 Email: URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Biotechnology Diagnostics  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>COUNTRIES</u> North America Europe  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•			•			
<b>White, Susan J., Mgr., World Tech. Database</b> Canadian Industrial Innovation Centre 156 Columbia Street West Waterloo, ON N2L 3L3 CANADA Tel: (519) 885-5870 Fax: (519) 885-5729 Email: sjwhite@innovationcentre.ca URL: www.wblt.org No. LES Member Professionals: 3 Year Est: 1981 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>INDUSTRY SPECIALTIES</u> All Technologies  <u>COUNTRIES</u> All  <u>LANGUAGES</u> English	•	•	•			•		•						

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>Zembrodt, Anthony R., President</b> Global Technology Transfer 1004 Park Lane Covington, KY 41011 USA Tel: (606) 431-2171 Fax: (606) 431-5148 Email: zembrodt@ix.netcom.com URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Consumer prod formula Home fragrancng Packaging  <u>COUNTRIES</u> Japan Germany	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Consumer Goods  <u>LANGUAGES</u> English	•	•	•			•	•				•
<b>Zotos, Frederic P., Esq., Asst. To President/P.C.</b> Competitive Technologies Inc. 1960 Bronson Road P.O. Box 340 Fairfield, CT 06430 USA Tel: (203) 255-6044 Fax: (203) 254-1102 Email: CTICT@aol.com URL: www.CTILLehigh.edu No. LES Member Professionals: 2 Year Est: 1968 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> All  <u>COUNTRIES</u> Pacific Rim Europe Israel	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> Japanese Spanish Hebrew		•	•	•	•	•	•	•	•	•	•	•	•

Groton  
Wallach, Morton L.  
Monroe  
Siegel, Richard A.

Stamford  
Stephan, Robert M.

Stratford  
Ionescu, Istrate

Westport  
Roffe, Kenneth I.

## DELAWARE

Greenville  
Langley, Van E., Esq.

Wilmington  
Weaver, Ross H.

## DISTRICT OF COLUMBIA

Washington  
Nath, Gary M., Esq.  
Sherman, Andrew J.

## FLORIDA

Gainesville  
Moyer, Ernest H.

Ocala  
Murray, Charles K.

Orlando  
Brennan, Terence  
Tuttle, Edward G.

Ormond Beach  
Klenner-Weede, Anne E.

Palm Beach Gardens  
McGuire, Jeanie L.

Tallahassee  
Montecucchi, Pier Carlo

## GEORGIA

Gainesville  
Pearson, Donald S.

## ILLINOIS

Chicago  
Drehkoff, W. Dennis, Esq.  
Hickey, Roger P.  
Lasinski, Michael J.  
Levko, Aron

Glenview  
Vlazny, James C.

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

Lincolnwood  
Donovan, James D.

Park Ridge  
Kenney, Jerome

Skokie  
Pappas, C. Dino

## KENTUCKY

Covington  
Zembrodt, Anthony R.

## LOUISIANA

Slidell  
Stanford, George E.

## MASSACHUSETTS

Boston  
Garrison, Scott B.

Cambridge  
Kahn, Edward

Sudbury  
Tellis, Bob

## MICHIGAN

Grand Rapids  
Smith, H. Lawrence, Esq.

Portage  
Andonian, Joseph K.

Rochester  
Langosch, Otto P.

## MINNESOTA

Minneapolis  
Lester, Bruce R.  
Sumner, John P.

## MISSOURI

St. Louis  
Mattson, William R., Jr.

## NEW HAMPSHIRE

Newington  
Pickering, Lulu

## NEW JERSEY

Berkeley Heights  
Cooper, Eugene S.

Bridgewater  
Hulse, R. Douglas

Clark  
Dreyfus, Edward, Esq.

Mountain Lakes  
Pinsak, William F.

Pennington  
Riley, Robert K.

Teaneck  
Noone, Thomas M., Ph.D., MBA

## NEW MEXICO

Albuquerque  
Peacock, Deborah A.

# INDUSTRY SPECIALTY INDEX

## All Technologies

Alfandari, Michelle  
Allen, Joseph P.  
Andonian, Joseph K.  
Ansell, Murray D.  
Bobeczko, Michael  
Brennan, Terence  
Drehkoff, W. Dennis  
Eckebrecht, J. Lou  
Friedlander, B.I. "Woody"  
Galloway, Greg  
Geringer, J. Michael  
Harper, J. Allen, Jr.  
Hohausen, Herman J.  
Kahn, Edward  
Kenney, Edward J.  
Laghaee, Ali  
Lasinski, Michael J.  
Legler, Steve  
Levko, Aron  
McGuire, Jeanie L.  
McPherson, Robert W.  
Miller, Albert J.  
Moyer, Ernest H.  
Muir, Robert F.  
Murray, Charles K.  
Nolte, David  
Pappas, C. Dino  
Peacock, Deborah A.  
Pieroth, Charles G.  
Pinsak, William F.  
Riley, Robert K.  
Samson, Alastair R.B.  
Schiffman, Louis F.  
Siegel, Richard A.  
Smackey, Bruce M.  
Templeton, R. Michael  
Tuchman, Robert L.  
Tutle, Edward G.  
Udell, Lawrence J.  
Van Belle, Michael S.

Wallach, Morton L.  
White, Susan J.  
Wootten, Carl B.  
Zotos, Frederic P.

## Aerospace/Defense

Dixon, Thomas F  
Garrison, Scott B.  
Harper, J. Allen, Jr.  
Hedgcoth, Virgle L.  
Jenkins, Richard  
Miller, Albert J.  
Pieroth, Charles G.  
Pressler, Richard H.  
Samson, Alastair R.B.  
Siegel, Richard A.

## Bioinformatics

Pickering, Lulu

## Biotechnology

Beck, Charles I  
Bialski, Alec M.  
Burns, Dennis D.  
Cureton, Glen L.  
Fersko, Raymond  
Francis, John A.  
Franco, Richard  
Herman, Michael S.  
Hooper, Gary R.  
Houlton, Geoff  
Hulse, R. Douglas  
Jarett, Catherine  
Kenney, Edward J.  
Klenner-Weede, Anne E.  
Langley, Van E.  
Lester, Bruce R.  
Levy, Nelson L., M.D.  
Marcus, Martin J.  
Mattson, William R., Jr.

McCool, W. Shannon  
Molony, Leslie  
Montecucchi, Pier Carlo  
Moran, Robert P.  
Moyer, Ernest H.  
Nath, Gary M.  
Noone, Thomas M., MBA  
Pappas, C. Dino  
Pearson, Donald S.  
Pichette, Serge J.  
Pickering, Lulu  
Richey, David P.  
Robell, Andrew J.  
Rose, David A.  
Sedlak, Bonnie Joy  
Siuta, Gerald J.  
Smith, H. Lawrence  
Tellis, Bob  
Vlazny, James C.  
Walko, Wladimir N.  
Waugaman, Paul G.  
Weaver, Ross H.  
Webster, James R.  
Weisman, Herman S.  
Willis, Timothy R.  
Woodley, John H.

## Chemical/Petrochemical

Ahuja, Sudhir D.  
Altman, Daniel  
Anson-Cartwright, Ronald M.  
Bialski, Alec M.  
Bunger, James W.  
Cook, Robert P., II  
Dixon, Thomas F  
Donovan, James D.  
Drehkoff, W. Dennis  
Dry, N. Elton  
Francis, John A.  
Garrison, Scott B.  
Hedgcoth, Virgle L.

Hinkes, Thomas M.  
Jeffries, Michael P.  
Klenner-Weede, Anne E.  
Laghaee, Ali  
Langley, Van E.  
Marcus, Martin J.  
Mattson, William R., Jr.  
McWilliam, Nigel J.  
Monro, H. Alec B.  
Nath, Gary M.  
Nault, Robert  
Noone, Thomas M., MBA  
O'Riordan, Brian K.  
Patel, Purnima B.  
Robell, Andrew J.  
Siegel, Richard A.  
Wallach, Morton L.  
Zembrodt, Anthony R.

## Computer Hardware

Bobeczko, Michael  
Hedgcoth, Virgle L.

## Computer Software

Bramson, Robert S.  
Brennan, Terence  
Cooper, Eugene S.  
Dry, N. Elton  
Erickson, Don E.  
Hodde, Henry M.  
Hogue, Dale C., Sr.  
Ionescu, Istrate  
Jenkins, Richard  
Kenney, Jerome  
Kimball, Michael J.  
Laghaee, Ali  
Lasinski, Michael J.  
Leckrone, Daniel E.  
Lester, Gerald E.  
Litovsky, Allan Z.

**Housewares**

Voss, Jack D.

**Marine/Naval**

Pieroth, Charles G.

**Materials**

Dixon, Thomas F.

**Medical Devices**

Willis, Timothy R.

**Oil & Gas**

Altman, Daniel

**Other Life Sciences**

Beck, Charles I.  
Cureton, Glen L.  
Fersko, Raymond  
Franco, Richard  
Herman, Michael S.  
Hinkes, Thomas M.  
Hooper, Gary R.  
Houlton, Geoff  
Hulse, R. Douglas  
Kenney, Edward J.  
Levy, Nelson L., M.D.  
Molony, Leslie  
Moran, Robert P.  
Richey, David P.  
Stephan, Robert M.  
Walko, Wladimir N.  
Waugaman, Paul G.  
Webster, James R.

**Other Manufacturing/  
Equipment**

Berkowitz, Leslie G.  
Ciarimboli, Joseph P.  
Dreyfus, Edward  
Erickson, Don E.  
Gilligan, Martin E., Jr.

Harper, J. Allen, Jr.

Hickey, Roger P.

Hodde, Henry M.

Jeffries, Michael P.

Kenney, Jerome

Langosch, Otto P.

McPherson, Robert W.

Monro, H. Alec B.

Pinsak, William F.

Pressler, Richard H.

Riley, Robert K.

Rose, David A.

**Packaging**

Monro, H. Alec B.

Smith, H. Lawrence

**Pharmaceuticals**

Roffe, Kenneth I.

Tellis, Bob

Vlazny, James C.

**Power & Motion**

Langosch, Otto P.

**Telecommunications**

Bramson, Robert S.

Cooper, Eugene S.

Hogue, Dale C., Sr.

Ionescu, Istrate

Kenney, Jerome

Kimball, Michael J.

Lester, Gerald E.

Litovsky, Allan Z.

Mandahl, Richard A.

Muir, Robert F.

Pichette, Serge J.

Pressman, Robert

Tacit, Christian S.

# NOTES

1. The first part of the document discusses the importance of maintaining accurate records of all transactions. It emphasizes that this is crucial for the company's financial health and for providing reliable information to stakeholders.

2. The second part of the document outlines the various methods used to collect and analyze data. It includes a detailed description of the survey process, including the design of the questionnaire and the selection of participants.

3. The third part of the document presents the results of the survey. It includes a series of tables and graphs that illustrate the distribution of responses across different categories. The data shows a clear trend towards the use of digital tools in the workplace.

4. The fourth part of the document discusses the implications of the findings. It suggests that the widespread adoption of digital tools is likely to lead to increased productivity and efficiency. However, it also notes the need for ongoing training and support for employees.

5. The final part of the document provides a conclusion and a list of recommendations. It suggests that the company should continue to invest in digital technology and provide regular training opportunities for its employees. This will help to ensure that the company remains competitive in a rapidly changing market.

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Moyer, Ernest H.  
Nath, Gary M.  
Pichette, Serge J.  
Pressman, Robert  
Rose, David A.  
Stanford, George E.  
Sumner, John P.  
Tacit, Christian S.  
Tuchman, Robert L.  
Woodley, John H.

### **Computer Software/Hardware**

Bramson, Robert S.  
Brennan, Terence  
Cooper, Eugene S.  
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Hogue, Dale C., Sr.  
Ionescu, Istrate  
Kenney, Jerome  
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Pichette, Serge J.  
Pressman, Robert  
Rose, David A.  
Sumner, John P.  
Tacit, Christian S.  
Woodley, John H.

### **Consumer Goods**

Ahuja, Sudhir D.  
Alfandari, Michelle  
Anson-Cartwright, Ronald M.,  
FCA,FCBV  
Beck, Charles I.  
Burns, Dennis D.  
Ciarimboli, Joseph P.  
Eckebrecht, J. Lou  
Fishman, Jay E.

Flisi, Fernando  
Hohausner, Herman J.  
Koechling, Ralf  
Leckrone, Daniel E.  
McPherson, Robert W.  
Noone, Thomas M., MBA  
Patel, Purnima B.  
Pinsak, William F.  
Roffe, Kenneth I.  
Schiffman, Louis F.  
Stephan, Robert M.  
Van Belle, Michael S.  
Voss, Jack D.  
Zembrod, Anthony R.

### **Diagnostics**

Tellis, Bob

### **Electronics**

Bramson, Robert S.  
Cooper, Eugene S.  
Donovan, James D.  
Garrison, Scott B.  
Hohausner, Herman J.  
Ionescu, Istrate  
Jenkins, Richard  
Koechling, Ralf  
Lasinski, Michael J.  
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Pressman, Robert  
Stanford, George E.  
Sumner, John P.  
Tacit, Christian S.  
Tuchman, Robert L.  
Tuttle, Edward G.

### **Energy**

Berenyi, John A.  
Bunger, James W.

Dreyfus, Edward  
Dry, N. Elton  
Erickson, Don E.  
Gilligan, Martin E., Jr.  
Langley, Van E.  
Langosch, Otto P.  
Mandahl, Richard A.  
Nault, Robert  
O'Riordan, Brian K.  
Tuttle, Edward G.

### **Environmental**

Altman, Daniel  
Berenyi, John A.  
Bobeczko, Michael  
Bunger, James W.  
Ciarimboli, Joseph P.  
Francis, John A.  
Gilligan, Martin E., Jr.  
Jeffries, Michael P.  
Montecucchi, Pier Carlo  
Nault, Robert  
O'Riordan, Brian K.  
Peacock, Deborah A.  
Stanford, George E.  
Wallach, Morton L.

### **Federal Labs**

Allen, Joseph P.

### **Health Care**

Ahuja, Sudhir D.  
Andonian, Joseph K.  
Anson-Cartwright, Ronald M.  
Berenyi, John A.  
Berkowitz, Leslie G.  
Bialski, Alec M.  
Brennan, Terence  
Burns, Dennis D.  
Cook, Robert P., II  
Cureton, Glen L.  
Donovan, James D.  
Drehkoff, W. Dennis

Dreyfus, Edward  
Eckebrecht, J. Lou  
Fersko, Raymond  
Franco, Richard  
Herman, Michael S.  
Hinkes, Thomas M.  
Hooper, Gary R.  
Houlton, Geoff  
Hulse, R. Douglas  
Jarett, Catherine  
Klenner-Weede, Anne E.  
Lester, Bruce R.  
Levy, Nelson L., M.D.  
Marcus, Martin J.  
Mattson, William R., Jr.  
McCool, W. Shannon  
McWilliam, Nigel J.  
Miller, Albert J.  
Molony, Leslie  
Montecucchi, Pier Carlo  
Moran, Robert P.  
Pappas, C. Dino  
Patel, Purnima B.  
Peacock, Deborah A.  
Pearson, Donald S.  
Pressler, Richard H.  
Richey, David P.  
Robell, Andrew J.  
Roffe, Kenneth I.  
Sedlak, Bonnie Joy  
Siuta, Gerald J.  
Smith, H. Lawrence  
Stephan, Robert M.  
Suter, Stuart R.  
Vlazny, James C.  
Walko, Wladimir N.  
Waugaman, Paul G.  
Weaver, Ross H.  
Webster, James R.  
Weisman, Herman S.  
Willis, Timothy R.  
Woodley, John H.

Sante Fe  
Hodde, Henry M.

## NEW YORK

New City  
Siuta, Gerald J., Ph.D.

New York  
Alfandari, Michelle  
Berenyi, John A.  
Fersko, Raymond  
Herman, Michael S.  
Tuchman, Robert L.

Setauket  
Pieroth, Charles G.

## NORTH CAROLINA

Raleigh  
Burns, Dennis D.  
Franco, Richard  
Waugaman, Paul G.

Winston-Salem  
Beck, Charles I

## OHIO

Brecksville  
O'Riordan, Brian K.

Cincinnati  
Robell, Andrew J., Ph.D.

Lancaster  
Voss, Jack D.

## OREGON

Eugene  
Jeffries, Michael P.

## PENNSYLVANIA

Bethlehem  
Smackey, Bruce M.

Blue Bell  
Moran, Robert P.

Conshohocken  
Bramson, Robert S., Esq.  
Pressman, Robert

Fort Washington  
Fishman, Jay E.

Glenside  
Jenkins, Richard  
Suter, Stuart R.

Greensburg  
Ciarimboli, Joseph P.

Malvern  
Richey, David P., Ph.D.

Mechanicsburg  
Gilligan, Martin E., Jr.

Newtown Square  
Walko, Wladimir N.

Wayne  
Weisman, Herman S.

Willow Grove  
Schiffman, Louis F., Ph.D.

## SOUTH CAROLINA

Hilton Head Island  
Hogue, Dale C., Sr.

## TENNESSEE

Johnson City  
McCool, W. Shannon, Ph.D.

## TEXAS

Houston  
Altman, Daniel  
Dry, N. Elton, Esq.  
Rose, David A.

Katy  
Lester, Gerald E.

## UTAH

Salt Lake City  
Bunger, James W.  
Mandahl, Richard A.

## VERMONT

Mendon  
Friedlander, B.I. "Woody"

## VIRGINIA

Alexandria  
Hohausler, Herman J.

Bena  
Dixon, Thomas F

Dulles  
Wootten, Carl B.

Leesburg  
McWilliam, Nigel J.

## WASHINGTON

Redmond  
Galloway, Greg

## WEST VIRGINIA

Wheeling  
Allen, Joseph P.

## WISCONSIN

Madison  
Hinkes, Thomas M.



# GEOGRAPHICAL INDEX

## CANADA

### ALBERTA

#### Calgary

Koechling, Ralf

#### Edmonton

Bialski, Alec M., Ph.D.

### ONTARIO

#### Burlington

Eckebrecht, J. Lou

#### Ottawa

Marcus, Martin J.

Samson, Alastair R.B.

Tacit, Christian S.

#### Toronto

Anson-Cartwright, Ronald M., FCA,FCBV

Houlton, Geoff

Kenney, Edward J.

Monro, H. Alec B.

Webster, James R.

Woodley, John H.

#### Waterloo

Van Belle, Michael S.

White, Susan J.

### QUEBEC

#### Montreal

Legler, Steve

Nault, Robert

Pichette, Serge J.

## INDIA

#### Calcutta

Ahuja, Sudhir D., Esq.

## IRAN

#### Tehran

Laghace, Ali

## MONACO

#### Monte Carlo

Flisi, Fernando

## USA

### CALIFORNIA

#### Castro Valley

Bobeczko, Michael

#### Claremont

Hedgcoth, Virgle L.

#### Encinitas

Molony, Leslie, Ph.D.

#### Glendale

Ansell, Murray D.

#### Half Moon Bay

Sedlak, Bonnie Joy, Ph.D.

#### Lake Forest

Willis, Timothy R.

#### Los Altos

Cook, Robert P., II

Cureton, Glen L.

Harper, J. Allen, Jr.

#### Los Angeles

Litovsky, Allan Z., Esq.

Nolte, David

#### Monterey

Patel, Purnima B.

#### Moraga

Jarett, Catherine

#### Newport Beach

Muir, Robert F.

#### Sacramento

Pressler, Richard H.

#### San Diego

Erickson, Don E.

Templeton, R. Michael

#### San Francisco

Udell, Lawrence J.

#### San Jose

Leckrone, Daniel E.

#### San Luis Obispo

Geringer, J. Michael, Ph.D.

#### San Mateo

Irish, Janice J.T.

#### San Ramon

Kimball, Michael J.

#### Westport

Miller, Albert J.

#### Woodside

Hooper, Gary R.

### COLORADO

#### Colorado Springs

McPherson, Robert W.

#### Denver

Berkowitz, Leslie G.

### CONNECTICUT

#### Fairfield

Zotos, Frederic P., Esq.

#### Greens Farms

Francis, John A.

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>Willis, Timothy R., Principal</b> LM&E Company Advisors 25222 Cinnamon Road Suite A Lake Forest, CA 92630 USA Tel: (714) 380-4851 Fax: (714) 380-4817 Email: TJLME@aol.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceutical/OTC Medical Devices Prod Plan/License  <u>COUNTRIES</u> Europe Japan China	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Medical Devices  <u>LANGUAGES</u>													
<b>Woodley, John H.</b> Sim & McBurney 330 University Avenue 6th Floor Toronto, ON M5G 1R7 CANADA Tel: (416) 595-1155 Fax: (416) 595-1163 Email: mailsim@sim-mcburney.com URL: No. LES Member Professionals: 3 Year Est: 1969 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Canada	<u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW/HW Health Care  <u>LANGUAGES</u> English French German													
<b>Wootten, Carl B., President</b> DeltaTech International 21515 Ridgeway Circle Suite 220 Dulles, VA 20166 USA Tel: (703) 421-8224 Fax: (703) 421-8229 Email: WOOTTEN@dtintl.com URL: http://www.dtintl.com No. LES Member Professionals: 2 Year Est: 1984 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Europe Asia Pacific Rim	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> German Spanish Japanese													

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>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: 76756.3313@compuserve.com URL:  No. LES Member Professionals: 1 Year Est: 1975 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Polymer/Plastics Chemical/Petrochem Environmental  <u>COUNTRIES</u> Japan France Germany	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Environmental All Technologies  <u>LANGUAGES</u>	●	●	●	●	●	●	●			●	●
<b>Waugaman, Paul G., Vice President</b> Technology Transfer and Management, Inc. 1045 Bullard Court Raleigh, NC 27615 USA  Tel: (919) 850-0033 Fax: (919) 850-0025 Email: sigmapgw@compuserve.com URL:  No. LES Member Professionals: 2 Year Est: 1994 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Biomedical Life Sciences Ag. Biotech  <u>COUNTRIES</u> Germany	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		●	●	●	●	●	●	●	●	●	●	●	
<b>Weaver, Ross H., President</b> Weaver & Associates 12 Kelso Court Wilmington, DE 19808 USA  Tel: (302) 239-9754 Fax: (302) 239-9756 Email: Weaver_Associates@msn.com URL:  No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>     <u>COUNTRIES</u>	<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>Tuttle, Edward G.</b> , President/Consultant Tuttle International Technology Marketing 2601 Seabreeze Court Orlando, FL 32805 USA Tel: (407) 423-8016 Fax: (407) 422-8821 Email: tuttleone@gdi.net URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Engineering/Physics Materials-Science Manuf/Product Design  <u>COUNTRIES</u> All  <u>INDUSTRY SPECIALTIES</u> Electronics Energy All Technologies  <u>LANGUAGES</u> English Spanish	•	•	•	•	•	•	•	•	•	•	•	•
<b>Udell, Lawrence J.</b> Exec. Dir. & Prof. of Entrepreneurship Center for New Venture Alliance Golden Gate University 536 Mission Street San Francisco, CA 94105-2968 USA Tel: (415) 546-1997 Fax: (415) 546-1990 Email: cnva@ggu.edu URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Consumer Products Hi-Tech Electronics Miscellaneous  <u>COUNTRIES</u> Far East Europe Latin America  <u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u> Various	•	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Van Belle, Michael S.</b> Coordinator, Licensing Consulting Service Canadian Industrial Innovation Centre 156 Columbia St. W. Waterloo, ON N2L 3L3 CANADA Tel: (416) 251-8534 Fax: (519) 885-5729 Email: mvanbelle@innovationcentre.ca URL: No. LES Member Professionals: 3 Year Est: 1981 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>     <u>COUNTRIES</u>     <u>INDUSTRY SPECIALTIES</u> Consumer Goods 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>Sumner, John P.</b> , Attorney At Law/Partner Merchant & Gould 3100 Norwest Center 90 South Seventh Street Minneapolis, MN 55402 USA Tel: (612) 332-5300 Fax: (612) 332-9081 Email: jsumner@merchant-gould.com URL: No. LES Member Professionals: 10 Year Est: 1938 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Computer Software Computer Hardware Electronics  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics  <u>LANGUAGES</u>	•	•	•	•	•		•		•		•			
<b>Suter, Stuart R.</b> , Consultant Suter Associates 336 Woods Road Glenside, PA 19038 USA Tel: (215) 572-7082 Fax: (215) 887-6382 Email: SRSuter@aol.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Consumer Health Care Diagnostics  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Health Care  <u>LANGUAGES</u>	•	•	•	•	•		•		•					
<b>Tacit, Christian S.</b> , Barrister and Solicitor Tacit & Traynor Barristers and Solicitors 275 Slater Street, Suite 904 Ottawa, ON K1P 5H9 CANADA Tel: (613) 230-4097 Fax: (613) 230-3981 Email: cstacit@tacitandtraynor.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Canada	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u> English Romanian		•	•	•	•		•		•					

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>Siegel, Richard A.</b> , Executive Director SICO International Technologies, Inc. 588 Monroe Turnpike Monroe, CT 06468-2309 USA Tel: (203) 261-5300 Fax: (203) 261-4911 Email: RSIEGEL@SICOIT.COM URL: No. LES Member Professionals: 1 Year Est: 1982 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Adv. Materials/Process Govt. Funded Tech. Electronic/Electrical  <u>COUNTRIES</u> Europe Nordic United Kingdom	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Chemical/Petrochem All Technologies  <u>LANGUAGES</u> English													
<b>Siuta, Gerald J., Ph.D.</b> , President Siuta Consulting 14 Georgetown Oval New City, NY 10956 USA Tel: (914) 634-4491 Fax: (914) 634-7639 Email: siuta@ix.netcom.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Life Sciences  <u>COUNTRIES</u> Europe Japan	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Academia  <u>LANGUAGES</u>													
<b>Smackey, Bruce M.</b> , Technology Commercialization 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. LES Member Professionals: 1 Year Est: 1976 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Manufacturing Early Stage Devel. Joint Ventures  <u>COUNTRIES</u> Israel	<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>Roffe, Kenneth I., President</b> Lesser & Roffe Co., Inc. 230 Wilton Road Westport, CT 06880 USA Tel: (203) 227-4667 Fax: (203) 227-4567 Email: kroffe@aol.com URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Health Care OTC Pharmaceuticals  <u>LANGUAGES</u>	•	•	•	•	•	•				•	
<b>Rose, David A.</b> Conley, Rose & Tayon, P.C. 1850 Texas Commerce Tower 600 Travis Street Houston, TX 77002-2912 USA Tel: (713) 238-8000 Fax: (713) 238-8008 Email: drose@houcrt.com URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Oilfield Equipment Computer Technology Medical Devices  <u>COUNTRIES</u> Europe Japan Canada	<u>INDUSTRY SPECIALTIES</u> Biotechnology Computer SW/HW Other Manufacturing  <u>LANGUAGES</u>		•		•	•	•		•		•				
<b>Samson, Alastair R.B., President</b> Alwend Consultants Inc. 2426 Georgina Drive Suite B Ottawa, ON K2B 7M7 CANADA Tel: (613) 596-6032 Fax: (613) 596-2986 Email: Alwend@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u> Europe	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense All Technologies  <u>LANGUAGES</u> French Greek		•	•	•	•	•	•	•	•	•	•	•	•	•

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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>Pinsak, William F.,</b> President William F. Pinsak & Associates 74 Tower Hill Road Mountain Lakes, NJ 07046 USA Tel: (973) 335-2530 Fax: (973) 335-6310 Email: wfpinsak@mtlakes.csnet.net URL: No. LES Member Professionals: 1 Year Est: 1980 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Mech. Mach. & Equip Automotive Consumer Products	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Other Manufacturing All Technologies	●	●	●	●	●	●	●	●	●	●	●
<b>Pressler, Richard H.,</b> Principal Pathfinder Technology Mgmt. 4020 Dunster Way Sacramento, CA 95864 USA Tel: (916) 488-1856 Fax: (916) 488-1769 Email: rhpressler@tdc-calif.com URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Mech. Mach. & Equip Automotive Consumer Products	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Health Care Other Manufacturing		●		●	●	●	●	●	●	●	●	●	●	
<b>Pressman, Robert</b> Bramson & Pressman 1100 E. Hector Street Suite 410 Conshohocken, PA 19428 USA Tel: (610) 260-4444 Fax: (610) 260-4445 Email: rpressman@b-p.com URL: No. LES Member Professionals: 2 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Digital/Wireless Tel Computers Electronics	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications	●	●	●	●	●	●		●	●	●	●	●	●	●
	<u>COUNTRIES</u> China Korea Japan	<u>LANGUAGES</u> Spanish														
	<u>COUNTRIES</u> Japan Korea Europe	<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>Patel, Purnima B., Student</b> 474 1/2 Van Buren Street, #4 Monterey, CA 93940 USA Tel: (408) 373-6027 Fax: Email: ppatel@miis.edu URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Food Consumer Goods  <u>COUNTRIES</u> India	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Consumer Goods Health Care  <u>LANGUAGES</u>	●	●	●		●	●	●		●	●	●			
<b>Peacock, Deborah A., Shareholder, Sr. Patent Attorney</b> Peacock, Myers & Adams, P.C. P.O. Box 26927 Albuquerque, NM 87125-6927 USA Tel: (505) 242-9677 Fax: (505) 243-2542 Email: peacock@rt66.com URL: No. LES Member Professionals: 1 Year Est: Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Metallurgy/Jewelry Pharmaceuticals Semiconductors  <u>COUNTRIES</u> Europe Latin America Canada	<u>INDUSTRY SPECIALTIES</u> Environmental Health Care All Technologies  <u>LANGUAGES</u>	●	●	●	●	●	●	●	●	●	●				
<b>Pearson, Donald S., President</b> D.S. Pearson & Associates, Inc. P.O. Box 6319 Gainesville, GA 30506-6319 USA Tel: (770) 287-3063 Fax: (770) 718-9969 Email: don_pearson@MSN.com URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Health Care Pharmaceuticals Biotechnology  <u>COUNTRIES</u> United Kingdom Ireland Japan	<u>INDUSTRY SPECIALTIES</u> Health Care Biotechnology  <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>Nath, Gary M., Esq., Managing Partner</b> Nath & Associates 1835 K Street N.W. Suite 750 Washington, DC 20006 USA  Tel: (202) 775-8383 Fax: (202) 775-8396 Email: NATHINTELPROP@compuserve.com URL:  No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem Computer SW/HW  <u>LANGUAGES</u>	•	•	•	•	•	•	•			•			•
<b>Nault, Robert, President</b> Marke-Tech 946 Cherrier Street Montreal, PQ H2L 1L7 CANADA  Tel: (514) 598-9853 Fax: (514) 598-9913 Email: rnault@login.net URL:  No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Indus Process/Equip Unproven Technology Strategic Alliances  <u>COUNTRIES</u> France+EEC China Japan	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Energy Environmental  <u>LANGUAGES</u> French English		•		•	•	•	•	•	•	•			
<b>Nolte, David, Partner</b> Arthur Andersen LLP 633 W. Fifth St., 26th Floor Los Angeles, CA 90071 USA  Tel: (213) 614-6592 Fax: (213) 614-8439 Email: david.e.nolte@arthurandersen.com URL:  No. LES Member Professionals: 15 Year Est: 1981 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> All  <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>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. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Strategic Planning Negotiation Polymers  <u>COUNTRIES</u> Worldwide  <u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Other Manufacturing Packaging  <u>LANGUAGES</u> English French		•	•	•	•	•	•		•	•				•	
<b>Montecucchi, Pier Carlo, President, C.P.C.</b> The Technology Innovations Center 1105 Sandhurst Dr. Tallahassee, FL 32312 USA Tel: (212) 208-2647 Fax: (212) 208-2648 Email: pcmontecucchi@compuserve.com URL: (please call) No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Europe Israel  <u>INDUSTRY SPECIALTIES</u> Biotechnology Environmental Health Care  <u>LANGUAGES</u> English Italian French			•	•	•	•	•	•				•		•	•
<b>Moran, Robert P., Vice President &amp; CFO</b> Plexus Ventures, Inc. 1787 Sentry Parkway West Building 18, Suite 301 Blue Bell, PA 19422-2240 USA Tel: (215) 542-2727 Fax: (215) 542-2288 Email: MortMoran@aol.com URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Therapeutics Drug Delivery Drug Discovery  <u>COUNTRIES</u> W. Europe E. Europe Japan/Korea  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <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>McCool, W. Shannon, Ph.D., President</b> Bolling, McCool & Twist, Inc. P.O.Box 3987 CRS (37602-3987) 2528 Wesley Street, Ste 2 Johnson City, TN 37602 USA  Tel: (423) 282-5051 Fax: (423) 282-6602 Email: bmt@tricon.net URL:  No. LES Member Professionals: 2 Year Est: 1988 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Cancer/Immunotherapy Cardiovascular Other Therapeutic  <u>COUNTRIES</u> Europe	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care  <u>LANGUAGES</u>											
<b>McGuire, Jeanie L., President &amp; CEO</b> Enterprise Development Corporation 3950 RCA Boulevard Suite 5003 Palm Beach Gardens, FL 33410 USA  Tel: (561) 627-2555 Fax: (561) 624-4117 Email: edcmain@aol.com URL:  No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> All  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies  <u>LANGUAGES</u>													
<b>McPherson, Robert W., Member</b> McPherson Partners, LLC 14760 Cherry Hills Place Colorado Springs, CO 80921-2634 USA  Tel: (719) 488-8800 Fax: (719) 488-0939 Email: RWMCP@RMII.COM URL:  No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Medical Devices Electromechanical Molded Products  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Other Manufacturing All Technologies  <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>Levko, Aron, Partner</b> Coopers & Lybrand 203 North LaSalle Street Chicago, IL 60601 USA  Tel: (312) 701-5828 Fax: (312) 701-6539 Email: aron.levko@us.coopers.com URL:  No. LES Member Professionals: 12 Year Est: 1898 Contingency Fee: N	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u> Worldwide	<u>INDUSTRY SPECIALTIES</u> All Technologies   <u>LANGUAGES</u> All	•	•	•	•	•	•	•		•	•	•	•		
<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. LES Member Professionals: 1 Year Est: 1984 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharma Discovery Health Care Devices Medical Diagnostics  <u>COUNTRIES</u> Germany Japan	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u> German	•	•	•	•	•	•	•	•		•	•	•		
<b>Litovsky, Allan Z., Esq., Attorney</b> Jones, Day, Reavis & Pogue 555 W. 5th Street Suite 4600 Los Angeles, CA 90013-1025 USA  Tel: (213) 489-3939 Fax: (213) 243-2539 Email: ALITOVSKY@JONESDAY.com URL:  No. LES Member Professionals: 4 Year Est: 1894 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Computers Electronics Telecommunications  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u> Russian	•	•	•	•	•	•		•		•				

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>Langosch, Otto P.</b> , President Global Consalt, Inc. 3700 Dutton Road Rochester, MI 48306 USA Tel: (248) 373-1393 Fax: (248) 373-8315 Email: gci92@juno.com URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Fluid Power Systems Photo Voltaics  <u>COUNTRIES</u> India China Thailand	<u>INDUSTRY SPECIALTIES</u> Energy Other Manufacturing Power & Motion  <u>LANGUAGES</u> English German	•	•		•	•	•	•	•	•	•	•	•	•
<b>Lasinski, Michael J.</b> , Associate Consultant IPC Group, LLC 101 North Wacker St. Suite 1600 Chicago, IL 60606 USA Tel: (312) 357-1000 Fax: (312) 357-1001 Email: GROUPIPC@aol.com URL: No. LES Member Professionals: 11 Year Est: 1988 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Automotive Electronics  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics All Technologies  <u>LANGUAGES</u>		•		•		•					•	•	
<b>Leckrone, Daniel E.</b> , Chairman Technology Properties Ltd. 4010 Moorpark Avenue Suite 215 San Jose, CA 95117 USA Tel: (408) 243-9898 Fax: (408) 296-6637 Email: leckrone@netwiz.net URL: No. LES Member Professionals: 2 Year Est: 1988 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Signal Processing Wireless Comm. Video  <u>COUNTRIES</u> Japan Russia/CIS Korea	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Consumer Goods Electronics  <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>Kenney, Jerome</b> , VP TT Commercialization Services Ken-Quest Ltd. P.O. Box 613 Park Ridge, IL 60068 USA Tel: (847) 692-2509 Fax: (847) 692-7105 Email: NUTECH@SPRYNET.COM URL: No. LES Member Professionals: 1 Year Est: 1972 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> SCOR Private Placements IPCs  <u>COUNTRIES</u> Canada Mexico South America	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Other Manufacturing Telecommunications  <u>LANGUAGES</u> Spanish													
<b>Kimball, Michael J.</b> Amador Valley Group PO Box 2142 San Ramon, CA 94583 USA Tel: (510) 355-1237 Fax: (510) 355-1237 Email: MJKIMBALL@AV-GROUP.COM URL: http://www.AV-Group.com No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Electronics Energy  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Telecommunications  <u>LANGUAGES</u>													
<b>Klenner-Weede, Anne E.</b> , President Klenner International Inc. P.O. Box 1748 Ormond Beach, FL 32175 USA Tel: (904) 673-4339 Fax: (904) 673-5911 Email: klenner@n-jcenter.com URL: No. LES Member Professionals: 1 Year Est: 1961 Contingency Fee: M	<u>TECHNICAL INTERESTS</u> Electronics Medical Instruments Chemistry  <u>COUNTRIES</u> Germany Japan Korea	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem Health Care  <u>LANGUAGES</u> 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>Ionescu, Istrate, Attorney</b> Law Offices Of I. Ionescu P.O. Box 967 Stratford, CT 06497 USA Tel: (203) 381-9400 Fax: (203) 381-9401 Email: URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Electronics-Anal/Dig Software Radar Systems	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications		●	●	●					●					●
	<u>COUNTRIES</u> Italy Romania Germany	<u>LANGUAGES</u> Italian Romanian Some German														
<b>Jarett, Catherine, Consultant</b> 3906 Campolindo Drive Moraga, CA 94556 USA Tel: (510) 283-7435 Fax: (510) 283-2927 Email: cgjarett@aol.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Licensing	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care				●			●		●	●				
	<u>COUNTRIES</u>	<u>LANGUAGES</u>														
<b>Jeffries, Michael P., Licensing Executive</b> NxNW Enterprises 940 Wilson Street Eugene, OR 97402 USA Tel: (541) 345-8721 Fax: (541) 345-8723 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Venture Eval/Funding Partnering New Business Dev.	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Environmental Other Manufacturing		●	●			●	●				●	●	●	
	<u>COUNTRIES</u>	<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>Hodde, Henry M.</b> Rodime PLC 19 Falling Star Circle Sante Fe, NM 87501-8276 USA Tel: (505) 983-5233 Fax: (505) 983-5249 Email: HHSscratch@MSN.com URL: No. LES Member Professionals: 1 Year Est: 1982 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Disk Drives Computers Technology Transfer  <u>COUNTRIES</u> Europe China Brazil	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Other Manufacturing  <u>LANGUAGES</u>											
<b>Hogue, Dale C., Sr., Principal Manager</b> Hogue Management Group, LLC 44 Wexford on the Green Hilton Head Island, SC 29928 USA Tel: (803) 341-3127 Fax: (803) 341-3932 Email: dhoguesr@aol.com URL: No. LES Member Professionals: 2 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Telecommunications Financial Systems/SW Software  <u>COUNTRIES</u> China Germany United Kingdom	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Telecommunications													
<b>Hohausner, Herman J.</b> 6212 Berlee Dr. Alexandria, VA 22312 USA Tel: (703) 354-6883 Fax: (703) 642-7210 Email: hohausner@erols.com URL: No. LES Member Professionals: 1 Year Est: 1981 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Electrical Mechanical  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Consumer Goods Electronics 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>Gilligan, Martin E., Jr., President</b> Martin & Associates 3510 Ada Drive Mechanicsburg, PA 17055 USA Tel: (717) 728-9420 Fax: (717) 728-9653 Email: martinassoc1@worldnet.att.net URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Manufacturing Process Data Comm Devices Combustion/Heat Exch  <u>COUNTRIES</u> Mexico/CentAmer Poland Russia	<u>INDUSTRY SPECIALTIES</u> Energy Environmental Other Manufacturing  <u>LANGUAGES</u> English		●	●	●	●	●	●	●	●	●	●	●	
<b>Harper, J. Allen, Jr., Principal</b> Allen Harper & Associates 430 Hacienda Way Los Altos, CA 94022 USA Tel: (415) 941-9779 Fax: (415) 941-9779 Email: Allen@Sure.net URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Polymers Composites Materials  <u>COUNTRIES</u> EC Countries Mexico	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Other Manufacturing All Technologies  <u>LANGUAGES</u>		●	●	●		●	●			●	●	●	
<b>Hedgcoth, Virgle L., President</b> Merteck 1207 Harvard Avenue Claremont, CA 91711 USA Tel: (909) 625-4170 Fax: (909) 625-0670 Email: URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Magnetic Recording Thin Film Technology Sputtering  <u>COUNTRIES</u> USA Japan Holland	<u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Chemical/Petrochem Computer HW  <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>Francis, John A., President</b> Intellectual Property Valuations Post Office Box 1058 Greens Farms, CT 06436-1058 USA Tel: (203) 454-2991 Fax: (203) 454-2991 Email: ipv@juno.com URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Chemistry/Biochem Specialty Chemicals Personal Care Prods  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Chemical/Petrochem Environmental  <u>LANGUAGES</u>	●	●	●	●	●	●	●	●	●	●			
<b>Franco, Richard, President</b> The Richards Group Ltd. P.O. Box 97366 Raleigh, NC 27624-7366 USA Tel: (919) 790-8995 Fax: (919) 790-9068 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u>   <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		●	●	●	●	●	●			●	●	●	
<b>Friedlander, B.I. 'Woody', Managing Partner</b> Venture Insights Group 19 Sherwood Drive Mendon, VT 05701 USA Tel: (802) 775-2604 Fax: (802) 773-4129 Email: thewoody@aol.com URL: No. LES Member Professionals: 1 Year Est: 1984 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> All Technologies  <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
<p><b>Dry, N. Elton, Esq.,</b> General Partner/Attorney            Dry &amp; Stacy, L.L.P.            440 Louisiana Street            Suite 200            Houston, TX 77002 USA            Tel: (713) 223-0500 Fax: (713) 223-9133            Email:            URL:            No. LES Member Professionals: 1            Year Est: 1995 Contingency Fee: N</p>	<p><u>TECHNICAL INTERESTS</u>            Computer Software            Chemicals/Process            Oilfield Eqmnt/Svcs</p> <p><u>COUNTRIES</u>            Japan            Europe</p>	<p><u>INDUSTRY SPECIALTIES</u>            Chemical/Petrochem            Computer SW            Energy</p> <p><u>LANGUAGES</u>            English</p>	•	•	•	•	•	•	•						
<p><b>Eckebrecht, J. Lou,</b> President (Int'l Consultant)            Lomar Associates/Silver Fox Licensing Network            1384 Tyandaga Park Drive            Burlington, ON L7P 1N3 CANADA            Tel: (905) 336-0002 Fax: (905) 336-2250            Email:            URL:            No. LES Member Professionals: 1            Year Est: 1974 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u>            Do not specialize-            Associates provide            technical backup</p> <p><u>COUNTRIES</u>            EEC            Americas            Asian/SE Asia</p>	<p><u>INDUSTRY SPECIALTIES</u>            Consumer Goods            Health Care            All Technologies</p> <p><u>LANGUAGES</u>            English</p>	•	•	•	•	•	•	•	•					
<p><b>Erickson, Don E.,</b> Attorney at Law            Law Office of Don E. Erickson            3830 Valley Center Drive            #705-182            San Diego, CA 92130-2331 USA            Tel: (619) 350-1308 Fax: (619) 350-1309            Email: erickson@adnc.com            URL:            No. LES Member Professionals: 1            Year Est: 1978 Contingency Fee: Y</p>	<p><u>TECHNICAL INTERESTS</u>            Computer            Electro mechanical</p> <p><u>COUNTRIES</u>            Japan</p>	<p><u>INDUSTRY SPECIALTIES</u>            Computer SW            Energy            Other Manufacturing</p> <p><u>LANGUAGES</u></p>	•	•	•	•	•	•	•						

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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>Cooper, Eugene S., President</b> Landmark Technologies 109 Sherbrook Drive Berkeley Heights, NJ 07922 USA Tel: (908) 464-9031 Fax: (908) 464-9031 Email: URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Electronics Communications Audio/Television  <u>COUNTRIES</u>  <u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u>	•	•	•	•		•	•		•	•		•
<b>Cureton, Glen L., Principal</b> BioCom Health Industries Consulting 714 Raymond Avenue Los Altos, CA 94024 USA Tel: (415) 961-1009 Fax: (415) 961-1009 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Diagnostics Veterinary  <u>COUNTRIES</u> Japan Western Europe  <u>INDUSTRY SPECIALTIES</u> Biotechnology Health Care Other Life Sciences  <u>LANGUAGES</u>		•	•	•	•	•	•				•	•	•	
<b>Dixon, Thomas F., President</b> International Space Institute, Inc. P.O. Box 360 Bena, VA 23018 USA Tel: (804) 642-1761 Fax: Email: URL: No. LES Member Professionals: 1 Year Est: Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Space Technology Materials NASA Patents  <u>COUNTRIES</u> Japan  <u>INDUSTRY SPECIALTIES</u> Aerospace/Defense Chemical/Petrochem Materials  <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>Bramson, Robert S., Esq., President</b> Royalty Recovery Company 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. LES Member Professionals: 2 Year Est: 1995 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Digital/Wireless Tel Computers Electronics  <u>COUNTRIES</u> Japan Korea Europe	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Electronics Telecommunications  <u>LANGUAGES</u>	•	•	•	•	•	•	•	•	•	•	•	•	•
<b>Brennan, Terence, Attorney at Law</b> Maguire, Voorhis & Wells P.A. P.O. Box 633 Orlando, FL 32802-8602 USA Tel: (407) 244-1132 Fax: (407) 648-8602 Email: tbrennan@mvw.com URL: www.mvw.com No. LES Member Professionals: 2 Year Est: Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Product Devel. Venture Capital IS/Internet  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Computer SW/HW Health Care All Technologies  <u>LANGUAGES</u>		•	•	•	•	•	•		•	•			
<b>Bunger, James W., President</b> J.W. Bunger & Associates, Inc. 2207 W. Alexander Street Salt Lake City, UT 84119 USA Tel: (801) 975-1456 Fax: (801) 975-1530 Email: JWBA@JWBA.net URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Process/Product Dev Environ. Forensics Chemicals & Energy  <u>COUNTRIES</u> Eastern Europe Western Europe Canada	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Energy Environmental  <u>LANGUAGES</u> 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>Anson-Cartwright, Ronald M., FCA, FCBV</b> Senior Partner Anson-Cartwright Associates 44 Victoria St. Suite 1614 Toronto, ON M5C 1Y2 CANADA Tel: (416) 594-0473 Fax: (416) 594-1630 Email: URL: No. LES Member Professionals: 1 Year Est: 1986 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Litigation Support Negotiating Licenses Business Valuation  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Consumer Goods Health Care  <u>LANGUAGES</u> French Spanish Slavic/German				•	•		•				•		
<b>Beck, Charles I, Principal</b> Stratecon 5215 Mountain View Road Winston-Salem, NC 27104-5117 USA Tel: (910) 768-6808 Fax: (910) 765-5149 Email: beck_stratecon@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Food Technology Biotechnology Agriculture  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> Biotechnology Consumer Goods Other Life Sciences  <u>LANGUAGES</u>	•	•	•				•			•		•	
<b>Berenyi, John A., Senior Director</b> Brill Securities, Inc. 152 West 57th Street New York, NY 10019 USA Tel: (212) 957-5700 Fax: (212) 957-2479 Email: jberenyi@connix.com URL: No. LES Member Professionals: 1 Year Est: 1962 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Biotechnology High-tech Computer Sciences  <u>COUNTRIES</u> Europe Israel Japan	<u>INDUSTRY SPECIALTIES</u> Environmental Health Care Energy  <u>LANGUAGES</u> English Hungarian		•			•	•	•	•		•	•		

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>Ahuja, Sudhir D., Esq.</b> D.P. Ahuja & Co. 53, Syed Amir Ali Avenue, Fourth Floor 700019 Calcutta, West Bengal INDIA Tel: +91 33 247-3158 Fax: +91 33 2478982 Email: Ahujaptm@GEMS.VSNL.net.in URL: No. LES Member Professionals: 1 Year Est: 1971 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> Pharmaceuticals Food Consumer Goods  <u>COUNTRIES</u> India	<u>INDUSTRY SPECIALTIES</u> Chemical/Petrochem Consumer Goods Health Care  <u>LANGUAGES</u>	●	●	●	●	●	●	●	●	●	●			
<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: mimincpi@aol.com URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: Y	<u>TECHNICAL INTERESTS</u> Trademarks  <u>COUNTRIES</u> Europe Canada Pacific Rim	<u>INDUSTRY SPECIALTIES</u> Consumer Goods All Technologies  <u>LANGUAGES</u>	●	●		●	●	●		●	●			●	
<b>Allen, Joseph P., Director, Training</b> National Technology Transfer Center 316 Washington Avenue Wheeling Jesuit College Wheeling, WV 26003 USA Tel: (304) 243-2455 Fax: (304) 243-4389 Email: jallen@nttc.edu URL: No. LES Member Professionals: 3 Year Est: 1990 Contingency Fee: N	<u>TECHNICAL INTERESTS</u> All Technologies Federal Labs  <u>COUNTRIES</u>	<u>INDUSTRY SPECIALTIES</u> All Technologies Federal Labs  <u>LANGUAGES</u>	●	●	●	●	●	●	●				●	●	



10/10/10

Dear Sir,  
I am writing to you regarding the matter of the  
contract for the supply of goods to your office.  
I am sorry that I cannot provide you with a  
more detailed report at this time.