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May 14, 1975

Mr. Roger Ditzel
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Ames, Iowa 50010

Dear Roger:

I'd like to report back to you on the LES Board of Trustees meeting in San Francisco on May 8th. Insofar as matters of interest to universities, a number of LES people had given talks at business schools, including the Harvard Business School. There seems to be some substantial interest in business schools in understanding the business aspects of the transfer of technology. As another matter of university interest, Tom Arnold pointed out that they were trying to raise some money in Texas to endow a chair in the Texas Law School directed toward licensing law and he suggested that others may wish to consider such endowments at other schools.

We discussed legislative matters, in particular an LES position on the ERDA Patent Policy and the university position was more or less presented by me. Incidentally, you might be interested in the attached copy of a paper that I gave a few weeks ago.

We spent quite a bit of time discussing your committee report, in particular the formation of the Society for University Patent Administrators (SUPA). It was felt that LES may not be serving the needs of university patent people, if there was believed to be a need for such a separate organization. Means for LES becoming more relevant to university patent administrators was a topic discussed in some detail. The industry people present seemed to have a genuine and sincere interest in a closer working relationship with university licensing people. I pointed out

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the different dynamics of our licensing compared to industry licensing, our corduroy instead of cashmere coats, and that an LES meeting to be attractive to university licensing persons would either have to be useful from an educational sense, or, preferably, useful in marketing his technology. Also, cheap.

It was asked that your committee consider and make recommendations as to how the LES could become more relevant and useful for university licensing individuals. A suggestion that I offered was that LES possibly consider paying a portion of the registration fee and expenses for one or more SUPA representatives at LES meetings. It also seems possible to me that an NSF grant might be useful in connection with improving university licensing skills. In any event, the LES Board will clearly be receptive to any reasonable proposal your committee might come up with, including one with a price tag! Another suggestion would be a separate "special interest" segment of LES meetings where the university people could get together to have different presentations of interest to universities.

It was observed that there already has been a change which may be of help to university people in that there will be some technology transfer activities at future LES meetings. I believe you got the material on that score from Alan Rose, who heads the technology transfer committee. From my point of view, I would rather have SUPA type meetings in coordination with LES. I'm not particularly enchanted in personally participating with SUPA in coordination with the Dvorkovitz meetings, as I've not found them particularly useful from my point of view. More and more, I find the LES contacts have been paying off for me. (Chicago in February?)

I hope this rather rambling report may serve to stimulate your thoughts. If you happen to have a chance to come out this way, I would appreciate the opportunity to get together with you to talk about the foregoing. (So far I haven't found any licensees in Iowa.)

With best regards,

Niels J. Reimers

NJR:jp
Enclosure