

S A M P L E

September 26, 1978

Mr. Harold Cornet
Coordinator
Instapak Division
Sealed Air Corporation
Old Sherman Turnpike
Danbury, Connecticut 06810

Dear Harold:

Enclosed is a list of the membership of the Society of University Patent Administrators which I promised to send you last week. The people listed are the ones primarily responsible for administration of inventions developed in the course of that university's research. Please feel free to contact any of the individuals listed. You may use my name if you wish as I am a trustee of the organization.

I have asked Dr. Rachmeler of Northwestern University to send you some sample abstracts of the types of inventions available there. I also enclose a list of patents and technology available from the University of Missouri. Some of the latter are already licensed and no longer available.

I hope that you will feel free to call on some of these people. It is to our advantage to establish better lines of communication between the people doing research at the Universities and people who are looking for new products. As I explained to you, the Universities are not in a position to exploit these inventions themselves, and their only real outlet is by way of a license with a company such as yours.

If you do uncover an invention that looks to be of interest, you probably will want to get directly in touch with the inventor. This can generally be arranged. In many cases, the inventor probably can be made available for consultation service during a period of development and transition.

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As of October 1, my firm will be moving to 208 South LaSalle but our phone number should remain the same. If I can be of any assistance in following up on these matters, please let me hear from you; or if you are in Chicago, please drop in.

Very truly yours,

Ray E. Snyder

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RES:cs
enc.

BCC:Howard Bremer ✓
Paul Keenan
Dr. Martin Rachmeler