Licensing Executives Society

International Technical Directory

1993/1994

LICENSING EXECUTIVES SOCIETY
INTERNATIONAL TECHNOLOGY DIRECTORY

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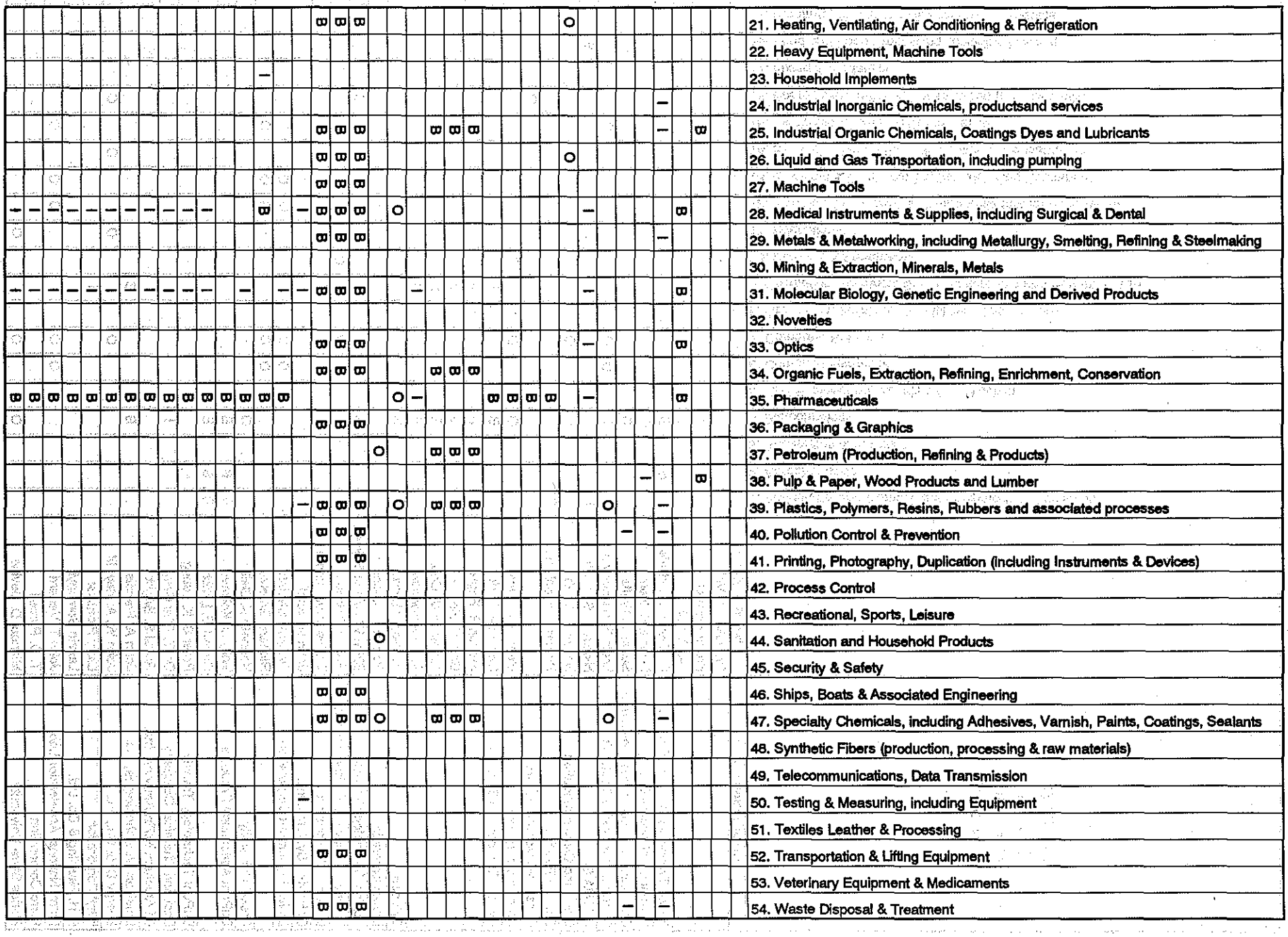
This book is intended for use only by members of the Licensing Executives Society International and its chapters.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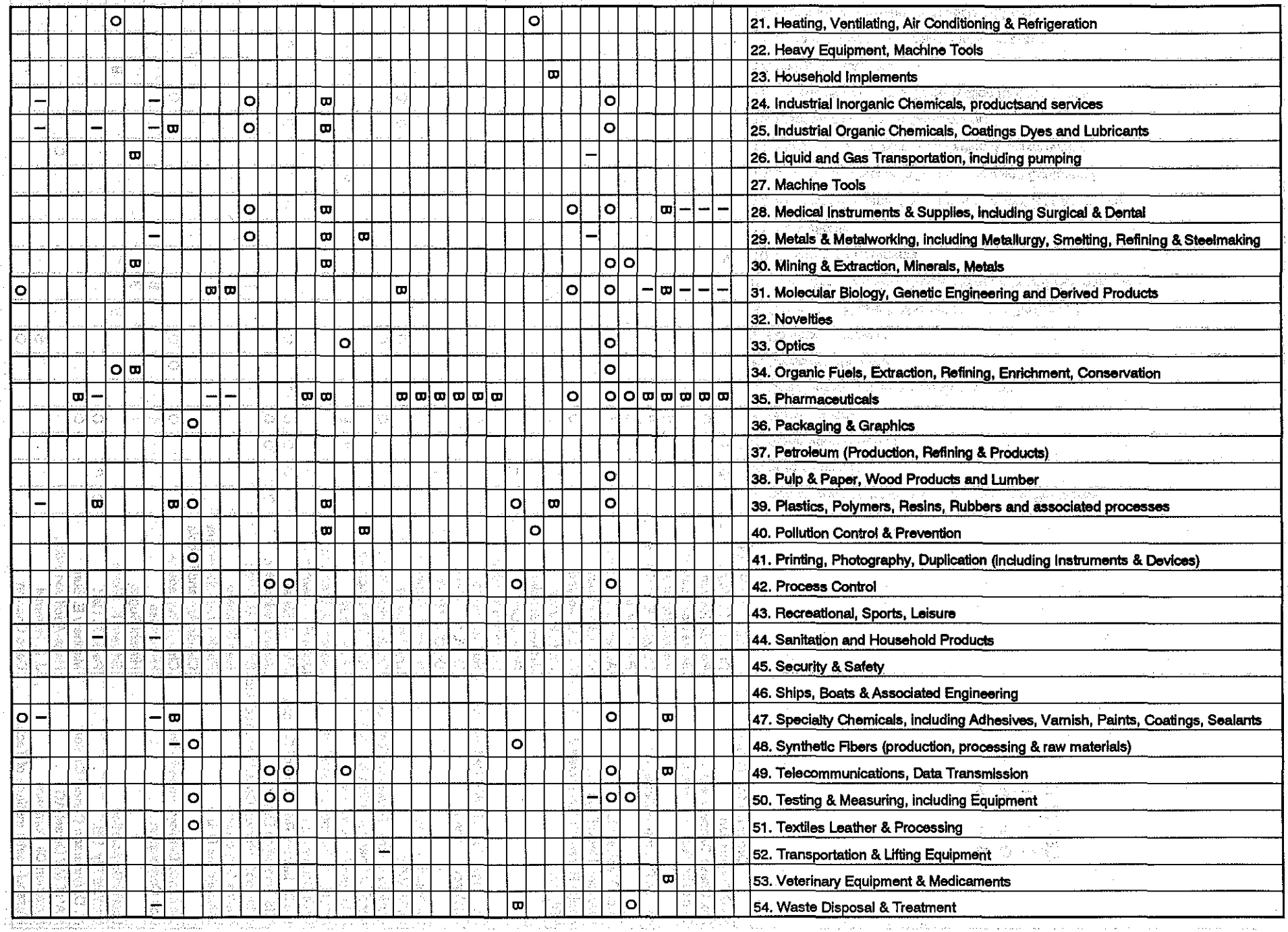
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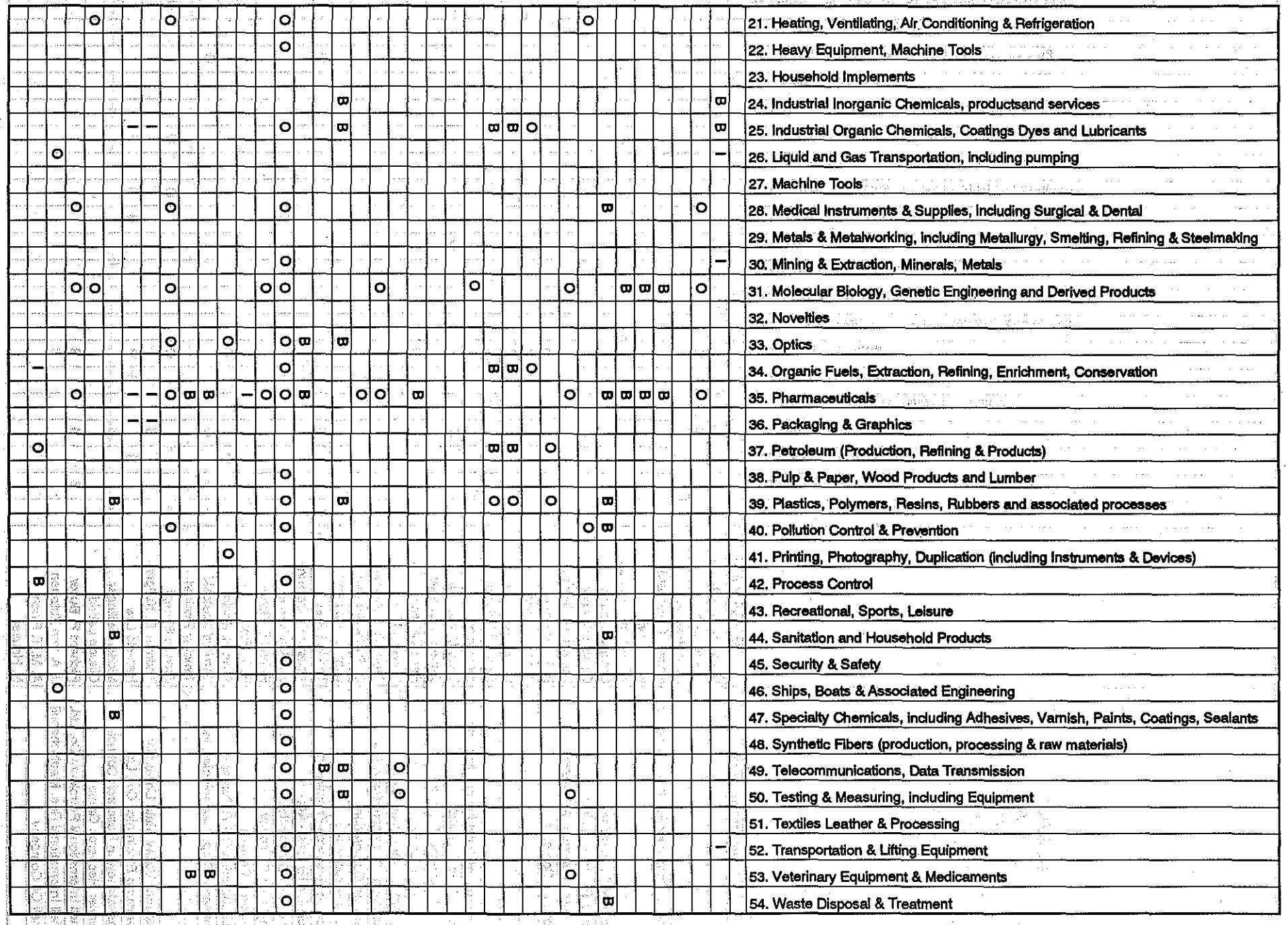
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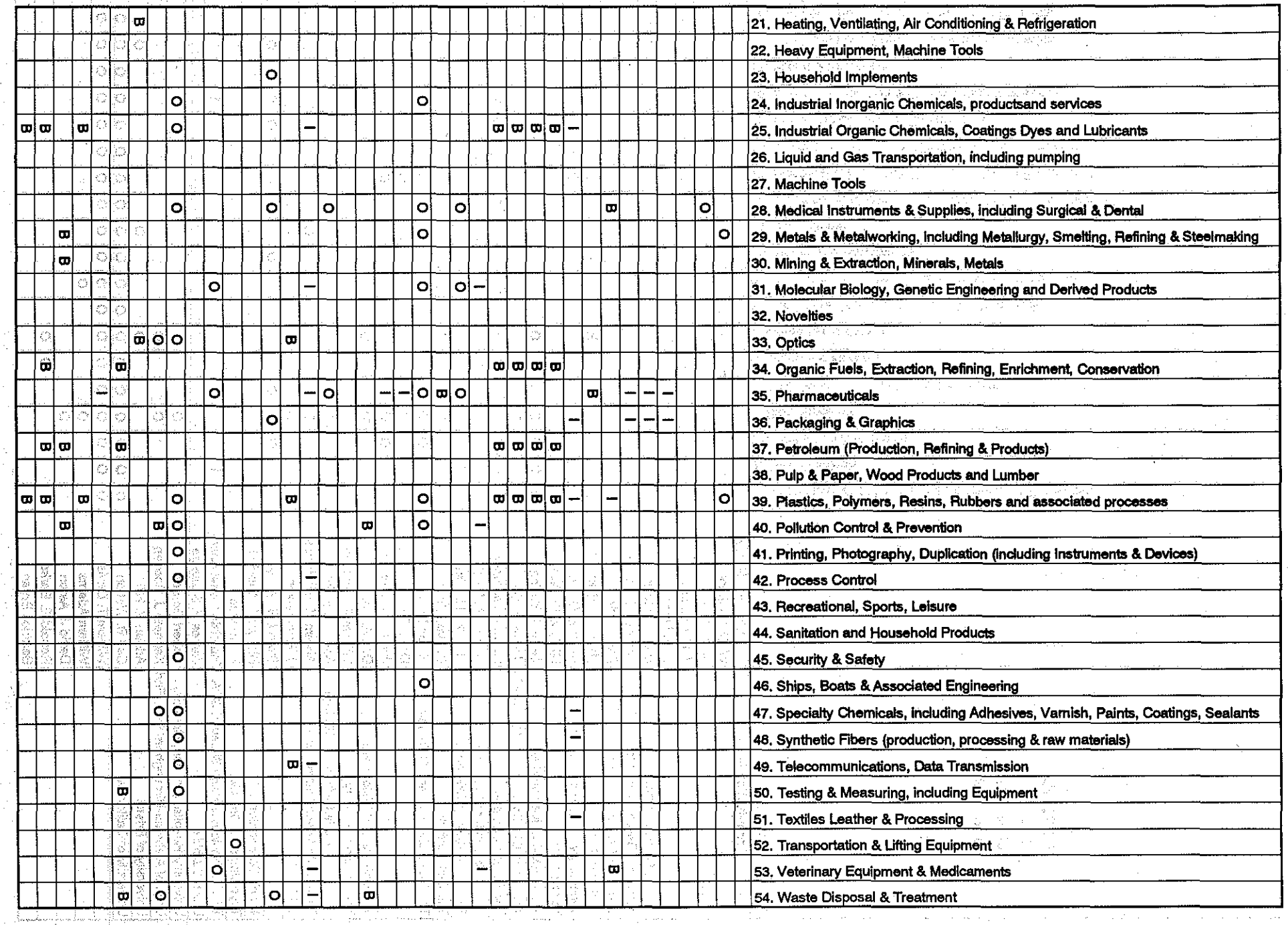
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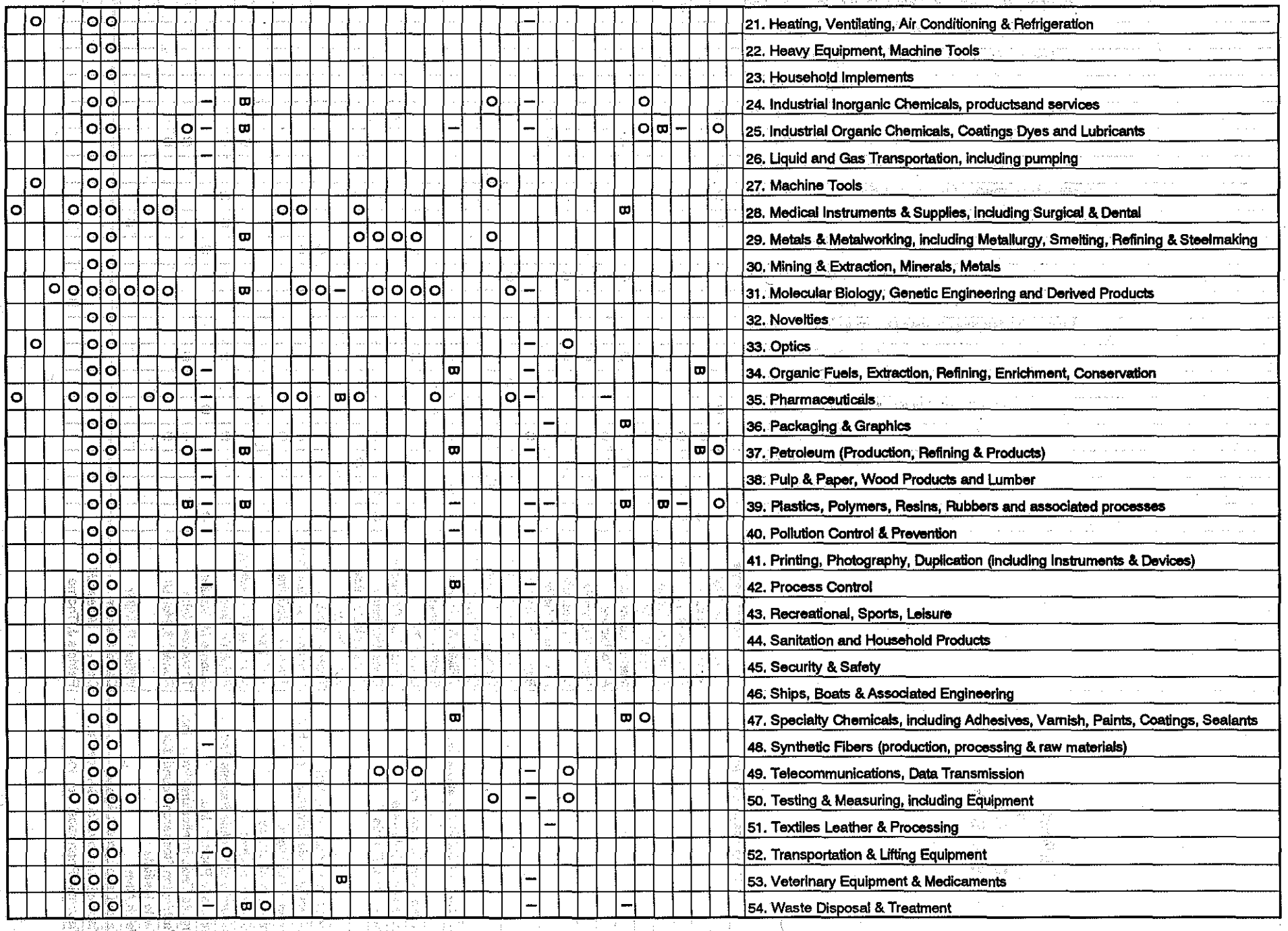
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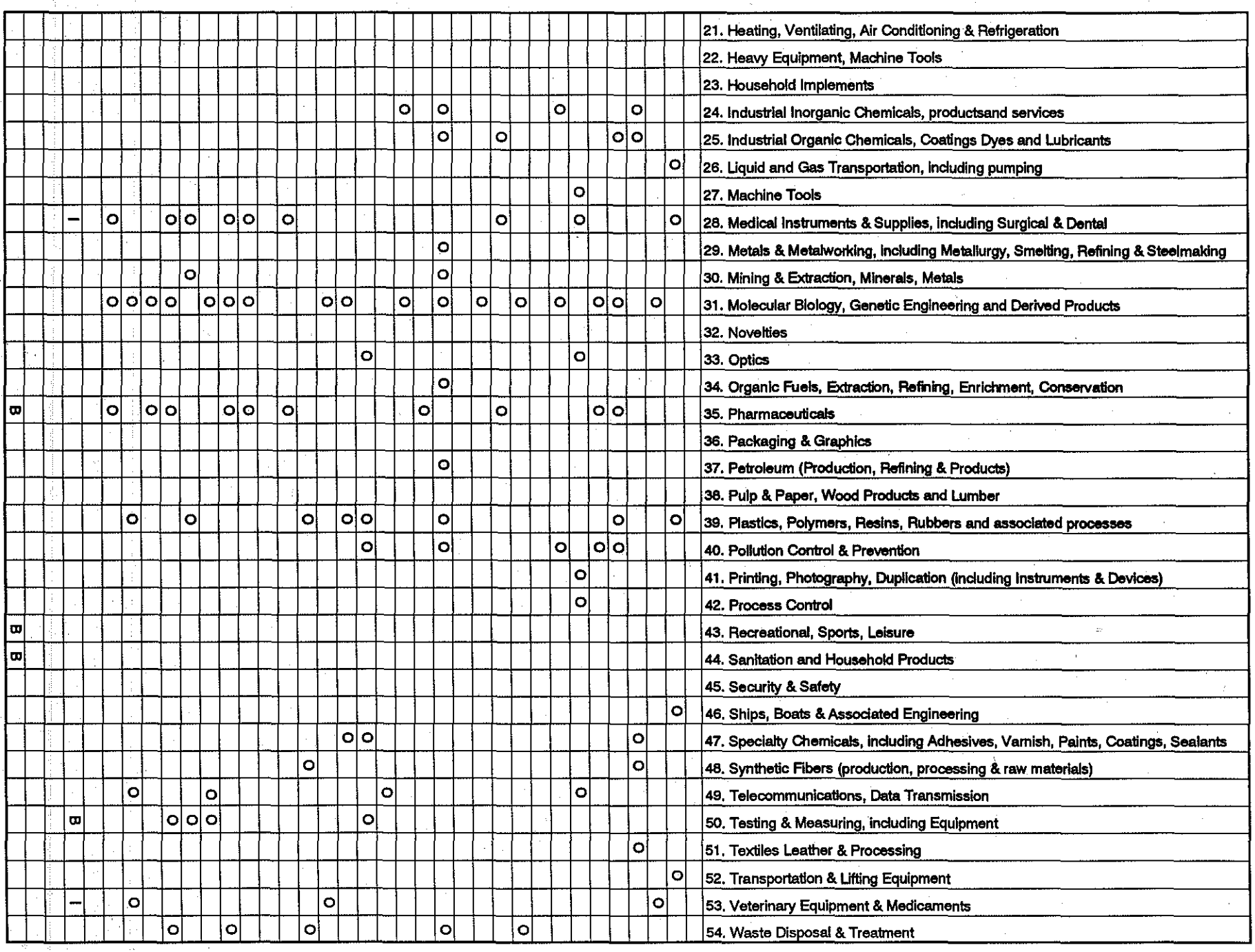

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Alphabetical Listing of Commercial Organizations

3M
Abacad Automation Pty. Ltd.
Advanced Technology Management Limited
AECI Limited
Air Products and Chemicals, Inc.
Akzo America Inc.
Alcon Laboratories, Inc.
Aleks Int'l
ALZA Corporation
ARCO Chemical Company
ARIAD Pharmaceuticals
Atkinson, Ltd.
Becton Dickinson and Company
BioCryst Pharmaceuticals, Inc.
Block Drug Company, Inc
Boehringer Ingelheim GmbH
Boots Pharmaceuticals
Bristol-Myers Squibb Company
British Technology Group USA Inc.
Burroughs Wellcome Co.
Colorite Plastics
Conserve Resources, Inc.
Corning Incorporated
Cygnus Therapeutic Systems
Cytogen
Dana Corporation
Danish Technology Transfer
Degussa Corporation
DePoMed Systems, Inc.
Digital Equipment Corporation
Du Pont Agricultural Products
Du Pont Technology Transfer
Eastman Chemical Company
Elf Atochem North America, Inc.
EMULSAN Biotechnologies, Inc.
Energy Data Co., Inc.
Ethyl Corporation
F. H. Faulding & Co. Ltd.
Ferro Corporation
FMC Corporation
Genelabs Technologies, Inc.
Gensia Pharmaceuticals, Inc.
Guest Medical Ltd.
Halozone Recycling Inc.
HRI, Inc.
ICI Agrochemicals
ICI Americas, Inc.
Imperial Pharmaceutical Services Ltd
Industrial Research Ltd
Interdigital Patents Corporation
Iolab Corporation

3M Chemicals Group

The 3M Chemicals Group's major interests include high performance polymers, fluorochemicals/polymers, structural adhesives, coatings, sealants and aerospace composites. Our broad technology interests include products and processes related to:

- Fluoroplastics & fluoroelastomers
- Fluorochemical sealants, coatings, surfactants, foams
- CFC replacements, heat transfer liquids
- Textile treatments (fluoro and non-fluoro)
- Fluoroaromatics, biomedical fluorochemicals
- Fluorination processes
- Curatives & process aids
- Silicones & other non-fluoro specialty adhesives, coatings & sealants

ABACAD Automation Pty. Ltd.

We are engaged in the product design and automated manufacture of cereal grain based expanded or milled foods, industrial organic adhesives and coatings for paper laminating, coating and specialized biodegradable applications which we license and/or joint venture together with the technology, manufacturing, and marketing know-how for a complete range of conveyors, sieves, continuous automatic mixers, ovens, fryers, extruders, carousel load cell weighers, auger fillers, volume cup fillers and form, fill and seal packaging machines for food and chemical industries from individual machines to complete automated processing plants as complete turnkey projects.

Advanced Technology Management Limited

We specialize in developing strategic alliances, the licensing acquisition and sale of technology and products and the acquisition and divestment of high technology companies.
Our activities are primarily centered in healthcare and life sciences, i.e., pharmaceuticals, medical devices, bio-technology, advanced chemicals and processes.

Air Products and Chemicals, Inc.

We are a multinational company engaged in the production and sale of industrial and specialty gases and selected chemicals and polymers, and in the construction and operation of large scale pollution control and energy production plants. Our technology interests are:

- All aspects of production, separations and applications of industrial and specialty gases.
- Additives, processing chemicals and intermediates for polyurethanes and epoxies.
- Water-based adhesive and coating polymers and additives.
- Alkyl and aromatic amines.
- Cogeneration, waste-to-energy, flue gas desulfurization, and coal, gas, and industrial waste combustion.

AKZO America Inc.

On behalf of Akzo Corporate Research (ACR) and Akzo Chemicals Inc. (ACI), we are interested in the possible sale, joint venture, licensing or sublicensing of the following:

- High T_c superconductor technology (ACI).
- Affinity purification, precipitation and chromatography technology; fluorescent dye technology; and antibody immobilization technology (ACR).
- High purity silica gel manufacture (ACI).

- Compound and natural product libraries.
- Certain biochemical and functional assays.

Atkinson, Ltd.

We have patented technology available for license, (U.S. and abroad), in these fields:

- Improved pigment dispersion; biocidal dispersants for pigment pretreatment or direct add; superior dispersibility.
- Antimicrobial agents for soaps, detergent and sterilization use.
- Agricultural biocides.
- Toiletries and personal care.
- Petroleum applications; enhanced oil recovery.

Becton Dickinson and Company

We are a worldwide supplier of healthcare products including medical devices and diagnostics. Major customers are researchers, hospitals, clinical laboratories, physicians' offices and the home. Our general technology interests include drug delivery devices, infection control devices, barriers and disinfectants, specimen collection products, diagnostic tests, instrument reagent systems, laboratory disposables, vascular access products, tissue culture and others.

BioCryst Pharmaceuticals, Inc.

We are a world leader in applying structure-based drug design to the discovery and development of small molecule therapeutics. Our drug discovery efforts are focused upon therapeutics for autoimmune inflammatory diseases, infectious diseases, and cardiovascular diseases.
In addition to projects in those areas, we have available for joint development or licensing:

- Compounds for controlling T-cell proliferation.
- Compounds for treatment and prevention of the flu.
- Compounds for regulating complement autoimmune diseases.

Block Drug Company, Inc.

We are a marketing driven company with needs that cut across a variety of broad categories to include oral care, OTC personal care (therapeutic, not cosmetic), pharmaceuticals and household products. We are interested primarily in niche businesses ranging from $5,000,000 to $50,000,000 in annual sales potential. We are only interested in products with truly unique and protectable benefits. Areas of particular interest include:

- Oral products to include teeth, gum, dentures and lip care.
- Products for infection control in the dental office.
- Household cleaners for mildew, hard surfaces, clothing, upholstery, carpet, drain, window.
- Prescription drugs in the dermatological and gastrointestinal areas.
- Broad range of personal care products.

Boehringer Ingelheim

We are a privately owned international pharmaceutical company with headquarters in Germany. Our research is concentrated on respiratory, cardiovascular, central nervous system, immunological and inflammatory diseases and viral infections. We continue to widen our activities in biotechnology. Our products represent a broad spectrum of medicines including those available on prescription and those bought over the counter.

Corning Incorporated

Corning Incorporated is a global network of businesses and alliances focused on four primary market segments: Specialty Materials, Telecommunications, Laboratory Services, and Consumer Housewares.
We seek to license or partner to facilitate innovation and commercialization using our technologies in materials science and process engineering related to: glass, ceramics, glass ceramics and composite materials.
We are interested in acquiring technologies which can advance our own efforts in each of our primary business segments.

Cygnus Therapeutic Systems

We are a leader and innovator in the development of advanced drug delivery systems. We develop high value, differentiated products for major pharmaceutical companies to market and sell. We are interested in Rx and OTC applications of our technology. We have available for licensing the following transdermal delivery systems:

- Prazosin (BPH).
- Alprazolam (antianxiety).
- Ketorolac (analgesia).
- Nitroglycerin (angina).
- Albuterol (asthma).
- Fentanyl [ex-N. America] (analgesia).

CYTOGEN

We are a biopharmaceutical company engaged in the development of products for the targeted delivery of diagnostic and therapeutic substances directly to sites of disease. Our interests are:

- In vivo diagnosis and treatment of human cancer.
- In-licensing of late-stage/near-term products in the cancer field.
- Radiolabeled antibodies.
- Therapeutic compounds.
- Tumor markers.
- Drug delivery technology.

Dana Corporation

Dana is a global leader in the vehicular, mobile off-highway, industrial and replacement parts markets with drivetrain, engine chassis, fluid power and industrial components and systems. Dana is the largest independent supplier of vehicular components in North America and third largest in the world. Our interests include:

- Drive-line: axles, clutches, driveshafts, and transmissions.
- Engine: piston rings, pistons, gaskets, hoses, fittings, filters, and seals.
- Fluid Power: hose assemblies, pumps and valves.
- Industrial: clutches, brakes, motors and controls, actuators and drives.

Danish Technology Transfer

Danish Technology Transfer is the largest private technology transfer company in Denmark. We are both licensing in and out and have a very broad client base in different industries in Denmark, Scandinavia and abroad. Our main areas of interest are: Agricultural and horticultural equipment and processes, Biotechnology, Energy generation and conservation, Metals and metalworking -- including metallurgy, smelting refining and steelmaking, Pollution control and prevention.

Degussa Corporation

We are a manufacturer of organic and inorganic chemicals, a refiner of precious metal-containing scrap and a producer of precious metal-containing chemicals and

fine and specialty organic chemicals, powder coatings, aqueous printing inks and adhesives. We seek technologies related to the above products. Several technologies in the acetyl, oxo, olefin, and polyester and specialty chemical fields are available for licensing on a case-by-case basis.

Elf Atochem North America, Inc.

We are a $1.5 billion diversified chemicals manufacturer headquartered in Philadelphia, PA, formed Dec. 31, 1989 as a result of the merger of ATOCHEM, Inc., M&T Chemicals Inc. and Pennwalt Corporation. ELF ATOCHEM North America is an affiliate of Elf Atochem S.A., a $10 billion chemicals manufacturer, which is part of the ELF Group headquartered in Paris, France. Our technology interests include:

- Chemical vapor deposition, materials and equipment.
- Glass surface treatment, processes and materials.
- Functional coatings for glass.
- Polyester and other specialty catalysts.
- Marine antifoulants.
- Metal working-lubricants, cleaners.
- Sanitation-activated carbon.
- Specialty chemicals-adhesives, sealants.
- Waste disposal and treatment-activated carbon.

Emulsan Biotechnologies, Inc.

We are a young firm with an extensive patent portfolio covering the manufacture and formulation of Emulsan Brand polysaccharide emulsifiers and emulsification systems. Our technical interests include:

- Oral hygiene.
- Plaque adhesion.
- Bioremediation.
- Biocatalysts.
- Dermatology.
- Cosmeticuticals.
- Cleaning products.

We seek related in/out joint development and/or licensing opportunities.

Energy Data Co., Inc.

We are developing hardware and software to track real-time energy efficiency trends in buildings. Weather effects are largely eliminated. Changes of a few percent can be detected. 10% savings are anticipated. This "MPG" System™ has won two national awards and is 2-7 times more effective than prior approaches.
In order to service markets worldwide, we seek a marketing partnership with an HVAC or Energy Services Company. Multiple forms of intellectual property are available.

Ethyl Corporation

We produce and market value-added performance chemicals worldwide for the petroleum and plastics industries. Ethyl also produces chemicals and intermediates for detergents, polymers, electronics, agricultural chemicals and pharmaceuticals. Our technology interests include products and intermediates for the markets we serve, with emphasis on:

- Additives, catalysts and comonomers for polyolefins.
- Fuel and lubricant additives.
- Products based on bromine.
- Approved drug products.
- Products based on alpha-olefins.

Technologies available include:

- Precursor ceramics.
- Fluorinated polyimides.

- Cerebrovascular.
- Central nervous system.

Guest Medical Ltd.

Our core businesses are directed to medical disposable products, plastic laboratory disposables with health and safety features, specialized disinfectants in tablet and granule form for the hygiene markets, plastic film - converted into pouches and bags high and low temperatures.
Technologies of interest to us would include:

- Vacuum retentive plastics.
- Quality injection molded plastics.
- Water soluble film.
- Non-corrosive, low toxicity disinfectants.
- Non-cryogenic plastic film related to cryo-preservation of blood components.
- Raw material sourcing of NaDCC (sodium dichloroisocyanurate).

Halozone Recycling Inc.

Halozone Recycling Inc. holds the exclusive license from Union Carbide Canada Inc. for the Blue Bottle™ process to capture, recover and recycle halogenated hydrocarbons, including CFCs. Cylinders, containing a proprietary zeolite adsorbent, are filled with CFCs during servicing or decommissioning of refrigeration and air conditioning equipment. Filled cylinders are processed to remove and purify CFCs. The cylinders are also reusable. This is the only practical process to capture CFCs in industrial settings and from purge streams during servicing of centrifugal chillers used to cool office buildings. It is used in conjunction with compressor systems to capture CFCs from large scale commercial refrigeration units. The process works with CFC substitutes, such as HCFCs and HFCs. Halozone is seeking sub-licensees in the United States, Europe and the Far East to establish Blue Bottle™ businesses.

HRI, Inc.

We are a technology, research and development company, a subsidiary of Husky Oil, recognized worldwide as a leader in hydrogenation technologies. Our core business is directed at the petroleum refining, petrochemical and synthetic fuel industries. HRI's technology interests include:

- Hydrogenation technology.
- Heavy oil upgrading.
- Catalyst rejuvenation.
- Aromatics (BTX) processes.
- Joint-venture development.

ICI Agrochemicals

ICI Agrochemicals is global No. 2. Interest is in early stage potential agrochemicals (herbicides, fungicides, etc.).

- Contact A. C. Dubock and registered products for marketing/distribution/ sales.
- Contact D. J. Martin (N. America) or A. C. Dubock (Rest of World).

ICI strengths are global coverage from development to sales including lead optimisation and valuation.

ICI Americas, Inc.

The ICI Group is comprised of agrochemicals, fibers, general chemicals, industrial explosives, colors and fine chemicals, fine chemical manufacturing, specialty chemicals, paints and decorative products, petrochemicals and plastics and oil and pharmaceuticals. ICI trades in most countries of the world and ICI Pharmaceuticals trades as ICI Pharma and/or Stuart Pharmaceuticals.

Konica Corporation

We are engaged in the research and development, production and sale of photographic materials and equipment cameras, optical lenses, copying machines, fax machines and magnetic recording materials. Licensing under our patents with regard to the above-mentioned technologies is basically available depending on the nature of the prospective licenses and terms and conditions which can be negotiated.

Laboratories Debat

We are a medium size independent company whose main business is pharmaceuticals (Human and Veterinary).
We are looking to consort and internationalize our position of leader in Urology especially in prostatic diseases, incontinence and UTI.
In animal care (INOVET operations) our target is farm animals and we are looking for products in this segment.

Lion Corporation

We are a market leader of toiletry goods in Japan and our core businesses are oral care, hair care, household surface care and fabric care products. Technologies of interest to us include:

- Enzymes for soil and stain removal
- Dispensing agent for insoluble Calcium salt
- Alveolodental ligament regenerating agent
- Bleach activating agent
- Hair cuticle and cortex studies

Loctite Corporation

Loctite is a worldwide, market-driven specialty chemical company whose principal markets include industrial, electronics, specialized medical, automotive, professional automotive and consumer.
Our core products are adhesives, sealants, coatings, imbedding compositions and curable resins. Secondary products cross a wide range of automotive, industrial and consumer repair, cleaning and degreasing, and maintenance products.
We have a broad variety of proprietary and patented chemistries and technologies, including curable/polymerizable materials, available for licensing.

MAN B&W Diesel Aktiengesellschaft

We are engaged in the development, design and production of heavy duty trunk piston four-stroke turbocharged diesel engines in the output range of 450 to 17,550 kW per unit and of exhaust gas turbocharges in the range of 300 to 24,000 kW charged output per unit.
Our field of business is the application of heavy duty diesel engines for marine propulsion and marine auxiliary purposes as well as for stationary electricity generation and other purposes as well as turbocharging of internal combustion engines.

Marathon Oil Company

Marathon Oil Company is a fully integrated international petroleum producing - refining - marketing company. Additionally, we operate an R&D facility where oil recovery, refining process, chemical and oil production technology is developed and studied. Technology is developed primarily for internal use, but is made available to outside parties on a licensing basis. Our technology development and licensing interests include:

- Processes for improved oil recovery.
- Technology for improved oil production/development efficiencies.
- Improved refinery processes.

Moorman Manufacturing Company

We are engaged in the manufacture and sale of premium quality livestock feeds, nutritional supplements and livestock equipment used in the production of meat and milk. Our interests in technology include:

- Animal growth and productivity enhancers.
- Disease control agents.
- Pesticides, fungicides and rodenticides.
- Purified nutrients for animal feeds.
- Unique feedstuffs.
- Unique feed processing methodologies.
- Equipment used in the production of meat and milk.

NPS Pharmaceuticals, Inc.

We are involved in the discovery and development of novel compounds applied to drug applications in bone and mineral, hyperparathyroidism, stroke and cardiovascular diseases.

Our discovery programs utilize invertebrate animal toxins (from spiders, wasps, scorpions and other sources).

We have particular focus on calcium medication in several areas including novel calcium receptors on the surface of several cell types. Licensing in these fields (in and out) is of interest. Also of interest is technology applied to pest control arising from the above.

Nycomed Arzneimittel GmbH

We are a company within the HaFSLUND Nycomed AS, Oslo/Norway, corporation which is a dynamic industrial enterprise, combining expansive growth in the international pharmaceutical industry with a stable base in energy operations. We are developing, producing and selling contrast media and pharmaceutical products. Our research and development program concentrates on contrast media and therapeutic drugs for

- cardiovasculars
- anti-rheumatics
- anti-inflammatories
- hemoregulatory peptides for cancer treatment

Oclassen Pharmaceuticals, Inc.

We develop and market specialty prescription pharmaceuticals for the treatment of bacterial and viral diseases and other diseases treated by dermatologists and urologists. Oclassen is seeking to in-license and develop products originally discovered by pharmaceutical companies, universities, and research institutions which have typically conducted at least limited human clinical trials on such products.

Our products are marketed through our 40-person direct sales force to targeted medical specialists. We supplement our direct selling efforts to larger physician groups through collaborative relationships with other pharmaceutical companies.

Products currently marketed include Condylox®, Monodox®, Cinobac®, and Cordran®.

Parkson Corporation

We are a manufacturer of advanced technology equipment systems for water and wastewater treatment. We are interested in licensing technology to expand our current product lines. Areas of interest include sludge treatment, disinfection, odor control, membrane filtration, nutrient removal, etc.

- High density components mounting.
- Eradicating vibration and noise.
- Environment.

SERVIER Research Group

We are engaged in the discovery of innovative new drugs, ethically developed and ethically promoted. With an extensive portfolio of quality products, we are presently seeking, through in-licensing, molecules which are candidates for treatment of:

- Diabetes.
- Osteoporosis.
- Arthrosis.
- Migraine.
- Cerebral impairment in the elderly.
- Cancer, herpes, psoriasis.

Shell International Petroleum Company Ltd.

The Patents, Licensing & Trade Marks Division of SIPC and SIRM handles the licensing in and out of patents, technology and trade marks for companies of the Royal/Dutch Shell Group.

Shell Internationale Research Maatschappij B.V. (SIRM)

The Patents, Licensing & Trade Marks Division of SIPC and SIRM handles the licensing in and out of patents, technology and trade marks for companies of the Royal/Dutch Shell Group.

Shell Oil

We are a large integrated oil company with substantial petrochemical interests. We have available for licensing the following:

- Gas treating technology (CO_2 and sulfur removal).
- Gasification technology (coal and heavy oil).
- Oil and gas well production technology.
- Base organic chemical technology.
- Catalyst technology.

We are seeking:

- Advanced engineering resin products and processes.
- Organic molecules with potential detergent, and plastics applications.
- Hydrocarbon oxidation catalyst for alcohols, ketones, etc.

Shipley Company Inc.

We are a multinational company engaged primarily in the design, manufacture, sale and service of specialty chemicals for the electronic industry. Our products are utilized in the fabrication of semiconductor devices and printed circuit boards. We are interested in licensing technologies related to photoresists, electroless plating and organic coatings.

Sumitomo Bakelite Co., Ltd.

We are a Japanese company engaged primarily in the production and sale of diversified plastic materials for industrial and electronics fields, and also plastic products for medical, packaging uses etc. Our interests in technologies include:

- High-functional resins.
- Heat-resistant resins.
- Specialty industrial laminates.
- Recycling of plastics and recyclable plastics.
- New process and equipment for manufacturing and processing plastics.

- Commodity organic and chlorine-based chemicals.
- Specialty chemicals, phenols and polymers.
- Fertilizers and synthesis gas-based chemicals.
- Olefins.
- LNG and gas processing.
- Environmental control.
- Process manufacturing.

The Upjohn Company

The Upjohn Company is a worldwide, research-based provider of human health care products, agronomic and vegetable seeds and specialty chemicals. Headquartered in Kalamazoo, Mich., the company has been dedicated to improving health and nutrition for more than a century. Broadly, our licensing interests include:

- Prescription pharmaceutical products/ compounds (both from chemistry and biotechnology).
- OTC medicinal products.
- Animal health products/compounds (including therapeutics, vaccines and growth promotants).
- Technology applicable to agronomic and/or vegetable seeds.

TOSOH Corporation

TOSOH Corporation is a 3 billion dollar sales multi-national company with core businesses in soda ash, chlor-alkali, thermoplastic and elastomeric polymers, high purity metals, cement, aliphatic amines and halogenated compounds. In our Specialty Chemicals Group we market a wide variety of products e.g., chloro, bromo, fluoro compounds, ethylene amine derivatives, polyurethane catalysts, zeolite catalysts, silica, organo-metallics and flame retardants. Other active areas include high purity zirconia powders, HPLC columns and equipment, Asparatame sweetener, and immunoassay diagnostics.
TOSOH is also involved in Petrochemicals and developing environmental catalysts.

Toyo Umpanki Co., Ltd.

We are engaged in manufacturing and marketing of industrial trucks, construction vehicles and automatic material handling equipment.

- Forklift trucks.
- Wheel loaders.
- Straddle carriers.
- Automatic guide vehicles.

TPL Technologie Progetti Lavori SPA

TPL is an engineering and contracting company operating on a worldwide basis for the implementation of industrial plants. TPL provides a full range of engineering contractor services and technological licenses. The company has been awarded plants covering the following fields of activities:

- Oil refining and petrochemicals.
- Chemicals and fertilizers.
- Pharmaceuticals.
- Food processing.
- Environmental protection.
- Infrastructures.
- Transportation/high speed rails.

Union Carbide

Union Carbide is a major producer of basic petrochemicals and a leader in the development of cost-efficient technology for many of those products. We currently offer licenses to:

- The UNIPOL® PE and PP processes for production of the widest mix of LLD and HD polyethylenes of a homopolymer, random copolymer and impact copolymer polypropylene.

Alphabetical Listing of Universities and Non Profit Organizations

Arizona State University
Battelle Memorial Institute
Canadian Industrial Innovation Centre/Waterloo
Center for Innovative Technology
CESMA S.R.L
Cleveland Clinic Foundation
Defence Science & Technology Organisation
Drexel University
Fermi National Accelerator Laboratory
Florida State University
Fox Chase Cancer Center
Health Research Incorporated
HSC Research and Development Limited Partnership
IMEC VZW
Imperial Cancer Research Technology Ltd.
IPSO - National Research Council Canada
ISIS Innovation Limited
Lawrence Berkley Laboratories
Luminis Pty. Ltd.
M. D. Anderson Cancer Center
Massachusetts Institute of Technology
Mount Sinai Hospital
Nuventures Limited
Purdue Research Foundation
Rehabilitation R & D Center
Research Corporation Technologies, Inc.
Saginaw Valley State University
Saskatchewan Research Council
Technology Targeting, Inc.
Texas A&M University System
The Blood Center of Southeastern Wisconsin
The Salk Institute
The University of British Columbia
The University of Melbourne
The Wistar Institute of Anatomy and Biology
Thomas Jefferson University
TNO
University Hospital (London, Canada)
University of Alabama at Birmingham Research Foundation
University of Bristol
University of California
University of California at Berkley
University of Dayton Research Institute
University of Delaware
University of Florida
University of Karlsruhe, IBK
University of Medicine and Dentistry of New Jersey
University of Miami
University of Surrey
University of Utah
University of Virginia Patents Foundation
Virginia Tech Intellectual Properties, Inc.
Washington Research Foundation
Welsh Development Agency
Wisconsin Innovation Service Center

Arizona State University

Arizona State University generates leading edge technology for licensing in a broad spectrum of technologies. During the past few years there has been a focus of these technologies in anticancer compounds, predominantly natural products, and scanning tunnelling microscopy. ASU desires to develop long term relationships with pharmaceutical companies to help transfer ASU's technology into the public sector.

Battelle Memorial Institute

Battelle is an international technology organization that serves industry and government in developing, managing, and commercializing technology. With a wide range of scientific and technical capabilities, it helps put technology to work for clients in 30 countries. Our services include: technology and process development and product and process innovation; on-site technical assistance to clients; and management of large programs with a high technical content.
Battelle operates the U.S. Department of Energy's Pacific Northwest Laboratory, a national multiprogram laboratory.

Canadian Industrial Innovation Centre/Waterloo

We are a non-profit Canadian organization offering assistance to inventors, market research, product engineering, education, and specific to LES member interest, and international technology transfer database system. As the Canadian licensee of the World Bank of Licensable Technology, we act as an information source of international and Canadian technologies available for license covering a wide spectrum of interest. Over 20,000 technologies are listed and divided into fifty-six categories.

Center for Innovative Technology

CIT works with Virginia's universities to patent and license technologies. CIT has a portfolio of over 300 intellectual properties available for licensing in a wide range of life and physical sciences fields. Each technology has been reviewed for technical merit and commercial potential. Licensing opportunities in:

- Chemicals.
- Medical devices.
  Diagnostics and pharmaceuticals.
- Electronics.
- Environmental.
- Fiber optics.
- Materials.
- Mechanical devices.
- Power electronics.
- Software.

CESMA S.r.l.

We are a company structured as an association of public institutions and private industrial companies. As a nonprofit organization we supply consultancy services to agricultural/agro-industrial machinery and components manufactures with particular reference to technological innovation. We seek technologies in:

- Agro-machinery, engines and components production.
- Food processing plants and machinery.
- Appropriate technologies for developing countries.

Cleveland Clinic Foundation

More than 9,000 physicians, scientists, technicians and support personnel working in research, education, outpatient and hospital care are integrated in a private, not-

- Oncogenes, anti-oncogenes, molecular oncology, virology, x-ray crystallography and NMR.
- Biological agents such as interferons, interleukin-2 and taxol, monoclonal antibodies, drug resistance, and diagnostic imaging using NMR and CT.
- Studies of genetic predisposition to certain cancers such as lung, breast and colon.

Health Research Incorporated

Health Research Inc. is a private non-profit organization that manages a technology transfer program for the New York State Department of Health. HRI's mission is to transfer basic technologies developed by Department of Health researchers to the private sector for practical development and ultimate delivery to the public. HRI manages a portfolio of technologies developed at NYS DOH institutions, which include the Wadsworth Center for Laboratories and Research (one of the largest and most sophisticated public health laboratories in the U.S.), The Roswell Park Cancer Institute and Helen Hayes Rehabilitation Hospital.

HSC Research and Development Limited Partnership

Affiliated with The Hospital for Sick Children, Toronto, Canada, the Partnership acts to commercialize new developments which originate in the hospital and its research institute. Technical licensing opportunities based on proprietary rights are offered in medical, instruments and biotechnology, for example, clinical diagnostics, immunoassays, DNA probes and antibodies. Research biochemicals are offered for sale including: 1) antisera to respiratory viruses, mycoplasma, ureaplasma and S100, 2) enzyme substrates for the investigation of rare genetic diseases, and 3) molecular probes for cell biology research.

IMEC VZW

IMEC (Interuniversity Microelectronics Center) is an independent R&D laboratory in the field of: VLSI design methodologies for ICs, advanced semiconductor processing, development of solar cells and microsystems.

- advanced ASIC VLSI DSP design methodologies
- sub (micron + halfmicron) patterning
- cleaning + gate oxidation technology
- silicides, shallow junction, RTP
- CCDs, gas sensors, MCM
- NVM; Flash EEPROM HIMOS
- III-V compounds (PM-HEMT MMIC)
- physico-chemical material analysis
- solar cells (crystalline Si)
- MPC VLSI-ASIC phototyping

Imperial Cancer Research Technology Ltd.

As the technology transfer subsidiary company of the UK charity, the Imperial Cancer Research Fund, we have direct access to the work of this internationally recognized centre of excellence. Our portfolio of technologies for licensing or collaborative development includes:

- Novel approaches to therapy.
- Novel assay systems and diagnostics.
- A range of over 100 monoclonal antibodies.
- New research products and tools.

inventions per year. In each of the past three years, we have had over 100 U.S. patents issued to us and we have signed 50-75 option and license agreements. Most of the licenses are exclusive. Inventions available include:

- Advanced Materials
- Biotechnology
- Computer Software
- Electronic Systems & Components
- Optics and LASERS
- Many Other Fields

Mount Sinai Hospital

We are a biomedical research institute with a strong focus on basic research in a limited number of core program areas. The underlying philosophy of the Institute is to conduct research of an international calibre that addresses fundamental questions of biology in order to advance scientific knowledge and to promote the application of this knowledge to human health and disease. We have research expertise and technology available for licensing in a variety of areas including:

- Animal models of human disease.
- Bone and mineral metabolism.
- Cancer research.
- Clinical epidemiology.
- Developmental biology.
- Molecular genetics.
- Neurobiology.
- Perinatology.

Nuventures Limited

We are a commercial company set up by the University of Newcastle upon Tyne to provide technology transfer, intellectual property, licensing and marketing services to the University and other organizations in the North East of the UK. Existing patents and licenses cover a variety of fields of science and technology, including software.

Our focus is primarily outward licensing, but licensing is undertaken where broader IPR has clear commercial benefits. Our technology interests include:

- Biotechnology for medical animal health, agricultural and environmental applications.
- Manufacturing technology, including laser welding and process control systems.
- Chemistry, chemical engineering and electrochemical engineering.
- Smart polymers.

Purdue Research Foundation (PRF)

PRF acts on behalf of Purdue University to patent and license important research results created at the University. PRF views technology transfer as an important way to fulfill the research and public service mission of the University. We are always seeking licensees and research sponsors in a variety of areas. Our licensing out interests include:

- Pharmaceuticals and other novel compounds.
- Medical devices.
- Agriculture biotechnology, plant transformation tools.
- New materials and manufacturing processes.
- Food processing.

Rehabilitation R&D Center

We are a federal R&D laboratory dedicated to developing state-of-the-art technological aids and techniques for disabled veterans to improve their independence and quality of life. Center investigators collaborate extensively with clinical professionals and other researchers at the Palo Alto VA Medical Center and Stanford University. We are seeking collaborative R&D or

Texas A&M University System Technology Licensing Office

The A&M System is a federation of state universities and agencies focused on technology, science and management; enriched by the arts and humanities; serving people through education, research and service. A wealth of technology with market potential exists among the 15 member institutions.

The Technology Licensing Office (TLO) is your single point of contact in the A&M System for leading-edge technology. The TLO matches businesses needs with licensable technologies for commercialization in the marketplace.

The A&M System's diversity is its strength; many technologies stem from our traditional strengths in agriculture, engineering and science, while a host of others result from new strengths in fields such as biotechnology, communication, and environmental concerns.

The Blood Center of Southeastern Wisconsin

The Blood Research Institute is engaged in basic and applied research in the following areas:

Transfusion Medicine; Hemostasis; Immunogenitics; and Immunohematology. Specific areas include T-cell receptor biology; HLA molecules; von Willebrand disease; platelet molecular biology; drug induced thrombocytopenia; complement system and blood preservation research. We have available for licensing proprietary technology concerning:

- Detection of platelet polymorphisms.
- von Willebrand factor purification.
- T-cell biology.
- Cell adhesion molecule biology.

We welcome inquiries concerning joint developments with corporations and/or contract research.

The Salk Institute

Founded in 1960 by Dr. Jonas Salk, developer of polio vaccine, The Salk Institute is among the world's foremost free-standing facilities for basic research in the biological sciences. Its principal purpose is to acquire knowledge of fundamental biological processes essential for the prevention, diagnosis and treatment of disease. Research at the institute has six major concerns: cancer biology, brain function, molecular medicine, AIDS, plant biology, and human genetics.

The University of British Columbia

The University of British Columbia (UBC) is one of the top three universities in Canada and one of the largest in North America. UBC has an aggressive University-Industry Liaison (UIL) Office which assists in fostering stronger links with industry through licensing of technology, research contracts and collaborative agreements. The UIL Office received close to 100 invention disclosures in 1991/92 and had a sponsored research budget of $115 million. The UIL Office has a wide range of technologies available for licensing.

The University of Melbourne

The University of Melbourne is interested in undertaking sponsored research and in seeking opportunities for licensing out a wide range of developed technologies. Whilst the University is pursuing a very broad programme of research, it is concentrating particularly on specific areas within the fields of medicine, otolaryngology (speech and hearing

- Monoclonal antibodies.
- DNA probes.
- Therapeutically useful compounds.
- Medical devices.
- Other biomedical technology.

UAB is a comprehensive, urban research university and academic health center nationally and internationally respected for its educational, research, and service programs.

University of Bristol

We are a strong research oriented University, carrying out teaching and post-graduate work at an international level in Medicine, Engineering, Natural and Life Sciences, Law, Social Sciences and Humanities/Arts.

As well as the listed technology categories, we are active in e.g., Telecommunications, Biotechnology, Surface Science, Pharmacology, Colloids and Polymers and Robotics: we have protected and licensed inventive work in all these fields, and others. Collaboration with UK and non-UK partners and licensees is welcomed.

University of California

The University of California promotes the transfer of University technology through a highly active licensing program. Its system-wide Office of Technology Transfer is located in Alameda, California. It represents over 1,700 inventions from all 9 U.C. campuses, U.C. medical schools, and laboratories. U.C.'s technology transfer program builds on the University's strengths in:

- Biotechnology.
- Healthcare.
- Computer sciences.
- Chemical/material sciences.
- Engineering.
- Plants.

University of California at Berkley

The University of California at Berkeley is a major research oriented educational institution. Its Office of Technology Licensing is located in Berkeley, California. The technologies available for licensing represent a broad area, with particular strengths in:

- Chemical/material sciences.
- Biotechnology/genetic engineering.
- Engineering.
- Computer science and software.

University of Dayton Research Institute

The University of Dayton Research Institute (UDRI) conducts both basic and applied research for government and industrial sponsors. Research programs cover a broad range of disciplines in engineering and the physical sciences with emphasis on problem solving and applied research. UDRI is committed to making its technology available to the private sector and welcomes industrial sponsorship. Technologies are available for licensing in the areas of high-performance materials, metal processing, optical inspection, energy storage, jet propulsion, instrumentation, fire safety materials, and biomaterials.

University of Delaware

As a research institution, the University of Delaware has elected to concentrate on certain areas of excellence in science and engineering--catalysis, composite materials, photovoltaics, and animal science. Our available technologies are:

- Catalysts for emission control, chemical and petroleum processes.
- High strength polymer-based composites and bonding and repair technologies for same.

- Medical instruments and devices.
- Mining and extraction.
- Testing and measuring equipment.

University of Virginia Patents Foundation

We are a 501(c)(3) corporation acting as the licensing arm of the University of Virginia which as an R&D annual budget of 105 million dollars. Technologies available for licensing are mainly pharmaceuticals, monoclonal antibodies, medical devices, new materials, sensors, transistors and magnetic bearings.

Virginia Tech Intellectual Properties, Inc.

We are a nonprofit company affiliated with Virginia Polytechnic Institute and State University, charged with out-licensing inventions and technologies developed at the university.
Our current portfolio of available technologies is in excess of 300 with a broad array of fields, but principally in the engineering, biotechnology, veterinary medicine and software areas.

In addition to out-licensing technology, we are also vitally interested in developing ongoing R&D relationships with private sector companies to fully use the research talent of our faculty and enhance the economic development of the area and the state of Virginia.

Washington Research Foundation

The Washington Research Foundation (WRF) was established in 1981 as an independent, nonprofit foundation, to provide professional intellectual property management services for the successful commercialization of new technologies generated by research institutions in Washington State. Technologies available for licensing include:

- New *Bacillus thuringiensis* crystal proteins.
- Novel silicon and aluminum complexes.
- *Chlamydia trachomatis* major outer membrane protein (MOMP) gene sequence.
- Ultrasonic detection at vascular air emboli.
- DNA probe detection of pathogens.
- Optoelectric sensory neural network.
- Dual tire variable camber wheel assembly.
- Expression of polypeptides in yeast.
- Genetically transformed monocots.
- Chaos router system.

Welsh Development Agency

The Technology Marketing Division of the Welsh Development Agency (WDA) offers specialist business development services to technology based companies and colleges in Wales. Services are offered in the area of technology transfer including searches for new product opportunities, identification of new markets and assistance with exploitation of research and development through licensing. Currently licensing opportunities exist in Healthcare, New Materials, IT and Instrumentation.

Wisconsin Innovation Service Center

The Wisconsin Innovation Service Center, a nonprofit service of the University of Wisconsin-Whitewater, provides early-stage market research for independent inventors and small businesses. Through a broad network of professional technical

Alphabetical Listing of Brokers and Consultants

Addona, Angelo F., Esq.
Angelo F. Addona,
Ahuja, D.P. & Co
Sudhir D. Ahuja
Albihn West AB
Kristiansen, Alf P.
Allegretti & Witcoff, Ltd.
Peter D. McDermott
Altman, Daniel
Daniel Altman
Anderson Broome & Company
John A. Gay
AUS Consultants
Gordon V. Smith
Bae, Kim & Lee, P.C.
Kyung Han Sohn
Bentata Abogados
BioLogica Limited, U.K.
Dr. Ronald F. Cox
Biomed Consultants
Dr. Edith R. Schwartz
Blake Dawson Waldron
Bower & Gardner
David J. Mugford
Brandi Dröge Piltz & Heuer
Dr. Franz Tepper
Bruderer Management Consultants
Werner Bruderer
Chemtex International
Sunil Shah
Cicada Consultants
Clyde & Co
Alasdair D. Poore
Dr. Dvorkovitz & Associates, Inc.
Anne E. Klenner
EKMS, Inc
Edward Kahn
Eld Pharma S.r.l.
Dr. Vincenzo Guerrieri
Energy Data Co., Inc.
John W. Ackley, III
Foley & Lardner
Stephen A. Bent
Fraser & Beatty
Gordon G. Buchan
Deborah Nesbitt
Griffith Hack & Co.
John Terry

Sim & McBurney.
R. T. Hughes
R. E. Dimock
J. H. Woodley
Simpson Grierson Butler White
Donald R. Jaine
Stratecon
Charles I. Beck, Ph.D
Strategic Business Development Services
Richard J. Marsh
Strom & Gulliksson AB
Jonas Gulliksson
Synergy Consultants, Inc.
Jerry S. Oakes
Taraval Associates
George F. Murphy, Jr.
Robert C. Megantz
TechnoCommercial Associates
William M. Watkins
Technology Access
Michael Odza
Technology Management Consultancy
Mr. S. A. Heijn
Ms. I. G. J. den Ouden
Technology Resource Group
Michael D. Witt
The Hunter Group, Inc. 100.
Steven R. Maimon
The Technology Partnership Ltd.
John Bradbrook
Thomson Pizzey
David A. Rainey
Trademark & Licensing Associates, Inc.
Weston Anson
UC Industries, Inc.
C. Richard Goodlet
Venture Insights Group
B. I. "Woody" Friedlander
Voss International
Jack D. Voss
Williams, Melvin P., Patent Counsel
Mel Williams
Wilson, Sonsini, Goodrich & Rosati
Suzanne Y. Bell
Wray & Associates
Errol Harwood
John King
Stephen Krouzecky
Young International Patent & Law Firm
Youngkeel Keem

Angelo F. Addona, Esq.

International law activities supporting high technology transfers, e.g., establishing corporations in beneficial foreign countries; setting up foreign banking arrangements; creating asset protection trusts and entities; providing international marketing consultations, etc. formerly practiced in Europe.

D. P. Ahuja & Co.

Our Technology Transfer Division places High Technology Licensing and Joint Venture proposals at no cost to interested relevant companies in India. We provide advice on all aspects of doing business in India including structuring of collaborations with Indian companies and vetting all agreements. We are interested only in proven areas of technology and do not handle non-food products.

ALBIHN WEST AB

We are a medium sized Swedish patent agency in western Sweden dealing with all aspects of intellectual property rights, including licensing.
Apart from the western world, we also have good connections with Russia and the Baltic States.
We can deal with all fields of technology.

Allegretti & Witcoff, Ltd.

Allegretti & Witcoff, Ltd. specializes in intellectual property law, including patent, trademark and copyright law, and related questions of antitrust law and unfair competition. The firm specializes in complex litigation and is also actively engaged both in procuring patents, trademark registrations and other intellectual property rights, and exploiting such rights through licensing and franchising. The firm has offices in Chicago and Boston.

Altman, Daniel
Daniel Altman

Consulting areas are expert witnessing, valuation of intellectual property, licensing, business development, venture structuring, venture management, strategic planning and turnaround management. Industry experience is in oil production, oil refining, commodity chemicals, specialty chemicals, oil catalysts, chemical catalysts, environmental recycling, commercial real estate and residential real estate. Geographic focus has been the U.S., but have done business worldwide.

Anderson Broome & Company

We provide assistance to companies, governments and official organizations on the practice and policy of technology transfer and the use of intellectual property. Our experience covers a wide range of disciplines. Particular expertise has been built up on the treatment of intellectual property by the Commission of the European Communities and in licensing to and from the Commonwealth of Independent States.

AUS Consultants

We provide a wide range of consulting services related to intellectual property of all types, including:

- Measurement of infringement damages.
- Royalty rate development for licensing transactions or litigation support.
- Valuation of intellectual property for buyers, sellers or lenders.
- Consultation on international tax issues related to transfer pricing.

protection of intellectual property rights, corporate partnering and federal SEC and state Blue Sky regulations.

Brandi Dröge Piltz & Heuer

We are a commercial law firm with offices in Bielefeld, Dermold, Gütersloh, Berlin, Leipzig and Paris. Our Gütersloh office specializes in International Law and has a strong intellectual property and licensing section.

Bruderer Management Consultants

Kind of services: intellectual property management, licensing in and out, license negotiations, diversification studies, project management for technology transfer and innovation projects, patents, designs and trademarks prosecution. Type of clients: inventors, SMEs and investors in the technology fields 3, 7, 8, 12, 20, 23, 27, 29, 39, 40. Country of residence: Switzerland.

Chemtex International Inc.

We are a full service engineering company involved in international technology transfer, engineering, design, construction and commissioning of all types of man-made fiber and petrochemical plants. We are an independently managed subsidiary of Mitsubishi Corporation with headquarters in New York City and engineering offices located in New York and Bombay. Active for over 30 years, Chemtex has built plants in numerous countries based on technologies licensed from companies such as Chevron, Cyanamid, Du Pont, ICI and others. We welcome the opportunity to work with other technology suppliers and worldwide clients.

Clyde & Co.

An international law firm based in the UK, with offices in Hong Kong, Singapore, Dubai, Sao Paulo, Caracas, Paris and an associate office in St. Petersburg. International licensing and negotiation in all technology areas especially information technology, chemicals and biotechnology, as well as arbitration, dispute resolution advice and infringement proceedings. Members of the firm speak languages ranging from Finnish and Swedish to Chinese and Russian.

Dr. Dvorkovitz & Associates, Inc.

We operate a data base of licensable technologies from around the world. We have technology transfer centers using our system in Canada, Japan, China, Russia and Germany. Our data base contains 20,000 technologies covering all LES categories. Listing technologies in our data base is free to the licensor and we offer low-priced services to those seeking technologies from outside sources. We have been involved in more than 1,000 license agreements, many of which have become major successes in the market place.

EKMS, Inc.

EKMS, Inc. helps bring innovative technology to the marketplace in two ways:

- Formulate business strategies to manage specific technology assets.
- Implement those strategies through:
  - Intellectual property transfer (licensing).
  - Strategic alliances.
  - Market research.
  - Acquisitions.
  - Divestitures.
- Locate venture capital.

Healthcare Decisions, Inc.

We are a professional services firm committed to our client's corporate development objectives including acquisition, licensing, corporate partnering, or market planning and analysis. We perform brokering and consulting services. We work exclusively in medical products and biotechnology. Most clients are healthcare products companies, investment banks or venture capitalists.

I T Innovation Transfer AB

We assist in developing and placing innovative ideas and products for international exploitation, e.g. by:

- Assisting in the development of ideas into products ready for the market.
- Finding distributors in various countries, with or without manufacturing capabilities, for products that are ready for the market.

Our professional fields include research and development in life sciences, international marketing, business development, and management consulting.

Institute for Health Care Business Development

"Connecting Health Care Executives with Growth Opportunities."

- ATTLAS Directory - offers you the most comprehensive worldwide listing of business development contracts and financing sources.
- Direct Marketing - places your growth criteria in front of a significantly greater audience.
- Consulting - helps you add value with our strategic planning and business development services.

Intellectual Property Dynamics

Intellectual Property Dynamics has supported technology owners for over ten years by:

- Pinpointing the unauthorized government use of private patent rights, and helping our clients obtain timely compensation.
- Locating evidence of prior art in Federal records as a defense against alleged infringements.
- Systematically locating technology transfer opportunities in government and private sectors.
- Development custom software for managing marketing and licensing functions.

Intellectual Property Law

We can help you protect and enhance the value of your inventions, know-how and goodwill.
For further information on any aspect of licensing or intellectual property law, please contact our LES members.

Intercon Research Associates Ltd.

Established for 30 years in assisting companies around the world to establish international cooperations and strategic alliances that provide for the acquisition of new products and new technologies and

McGrigor Donald is one of the UK's most progressive legal firms, with offices in Glasgow, Edinburgh, London and Brussels. Commercial law department have specific expertise in intellectual property and licensing.

Modiano & Associati

We assist firms in the negotiations and drafting of technology transfer agreements and in the assessment of the novelty of the technology.
We also assist the transferor or transferee of the technology in lawsuits.

Muir & Associates

Who We Are: Management consulting group serving corporate clients and technology-based emerging businesses.

What We Do: Increase corporate competitiveness and profitability by linking business, markets, and technology.

What We Offer: A full spectrum of confidential services from competitive strategy development; product, market, and technology evaluations; licensing in/out; royalty determination; strategic partnering; industry awareness campaigns; consortia formation; export development; and competitive intelligence through product differentiation and launches.

How To Reach Us: Contact Bob Muir.

Newtech Innovation Centre

Established in 1985, the Centre provides support services to the businesses of North Wales. It promotes technology transfer through networks mainly in the UK and EEC countries.

Other services include provision of financial and business consultancy and grant assistance.

Dr. Irwin Norman Technology Transfer & Licensing Consultant

I have 25 years experience in licensing activities related to products and processes for synthetic fibers, chemical processes, plastics and other engineered materials:

- Negotiating agreements and contracts.
- Implementing technology transfer programs.
- Licensing policy and strategy.
- Sourcing of new technology.
- Monitoring and administering licensing programs.
- Valuating patents, trademarks and know-how.

PAX Technologies International Inc.

We specialize in searching worldwide for technology-based business opportunities. Such opportunities include finding or placing of innovative products and technologies, identifying and securing industrial partners for joint ventures, distribution, licensing and acquisition. The services include technology brokering and consulting.
With offices in Boston and London and 80 worldwide associates, PAX is well linked in the U.S., Europe and Japan. Clients are in biotechnology, pharmaceuticals, environmental controls, agriculture, computers, telecommunications and electronics sectors.

Scott Associates

We are a consulting group providing services to the animal health and agricultural industries. We provide market research, market, product, and regulatory analysis, in and out licensing plus the development and registration of animal health products.

Sim & McBurney

We are consultants in the area of patent strategies and licensing strategies in the area of intellectual property and, in particular, biotechnology, molecular biology, pharmaceuticals and plastics and electronic circuitry and components. We also offer expertise in the area of negotiating License Agreements and the drafting and finalization of such agreements and conducting information searches to provide a collection of patents in the area of interest. Categories 4, 15, 31, 35, and 39.

Simpson Grierson Butler White

We have substantial expertise in technology transfer arrangements including manufacture and distribution, joint ventures, co-operative ventures (of all kinds), licensing, strategic alliances and franchising. We assist our clients in negotiation of arrangements, from venture capital through to full commercialisation and exploitation of new technologies in all technology fields. Our fields of practice also includes specialisation in:

- Computer industry.
- Copyright law for commercial and cultural works.
- Trade marks, business names and unfair competition law.
- Trade secrets and confidential information.

Stratecon

Our full name is Strategic Technical Concepts for Business Development in the Food Industry. We provide information, guidance, technology or products and emphasize those issues and activities necessary for diversification and expansion. We provide:

- Strategic planning.
- Expert testimony.
- Technical market research.
- Acquisition searches.
- Technology assessment.
- Technical market research.

The firm is comprised of diverse food industry professionals located throughout the U.S.A., Belgium, Canada, England, New Zealand and Thailand. The subject of our work is usually:

- Food ingredients.
- Biotechnology.
- Food.
- Agriculture.

Our most common product is a proprietary report.

Strategic Business Development Services (SBDS)/International

Headquartered in the U.S.A., SBDS carries out management, strategy and marketing projects in the U.S.A., Scandinavia, E.C. countries. Technology transfer is a major means of achieving clients' objectives.
Mr. Marsh frequently lectures in Europe: East-West Innovation Leadership Conference, 1991, Imatra, Finland, and was entered in the 10th edition MEN OF ACHIEVEMENT, published in Cambridge, UK, by International Biographical Centre and is listed in WHO'S WHO IN THE WORLD. He has served as International Chairman for the Commercial Development Association (CDA) and liaison with the

information. Range: all industries, technologies. Subscribers effectively customize their subscriptions, by calling our free hotline with their unique queries.

Technology Management Consultancy

Technology Management Consultancy previously known as Helicon BV carries out tailored services for companies wishing to diversify, expand or strengthen the technological base of their existing operations. TMC also markets technology on behalf of its owners. This technology can be innovative or a proven, reputable product or process.
Our managing director and founder is a recognized expert with experience in automotive engineering, food processing, rubber and polymers, waste water treatment, and pharmaceuticals. A staff member has a BL at Leyden University and is a certified Euroconsultant.

Technology Resource Group

TRG is a biomedical technology licensing and new enterprise development company. With expertise in the healthcare and pharmaceutical industries, its personnel are experts in licensing, developing and marketing medical products on behalf of its clients. TRG clients include universities, medical centers, research institutions, venture capital firms, small and mid-size biomedical companies, and major pharmaceutical companies.

The Hunter Group, Inc.

Hunter is an international general trading and finance company. Activities encompass: business/market development, technology transfer/commercialization, countertrade/barter and offset programs, currency repatriation, and associated finance/banking and consulting services. Hunter's business encompasses diverse fields, with focus on: consumables, natural and strategic resources, environmental safety and health, medical, and computer systems. Hunter operates in most global markets, including Russia/CIS and Eastern Europe. Hunter has flexible compensation programs, including rebatable retainer plus success fee/profit-sharing structures.

The Technology Partnership Ltd.

The Technology Partnership is Europe's leading technology development consultancy. The specialist staff of 150 people develop products and equipment for companies throughout Europe, the U.S.A., and the Far East. Special skills include mobile communications; optical systems; sensors; advanced control; printing; displays; process automation for the pharmaceutical industry.

Thomson Pizzey

We are an Australian patent attorney and trade mark agent firm. We share a common plaza with the Australian Patent, Trade Marks and Designs Office in Canberra, the national capital and so can readily approach examiners and officials for expeditious attention to matters including general prosecutions and hearings. Our services include:

- Preparing, filing and prosecuting applications for patents, trade marks, service marks and designs.
- Maintaining intellectual property portfolios.
- Advice and assistance regarding infringement.

with over a dozen specializing in technology licensing transactions. WSGR serves as a strategic business partner to our clients, providing superior advice and innovative legal solutions. Our technology licensing lawyers specialize in structuring, drafting and negotiating both in-licensing and out-licensing agreements for the development, protection, manufacturing and distribution--both domestically and internationally--of products and technology. These include university funded development and technology transfers, joint ventures, distribution channel agreements and complex international strategic alliances.

Wray & Associates

We are an Australian firm of patent attorneys. We are able to assist in protecting intellectual property both in Australia and worldwide. In addition we can assist in providing advice and assistance in licensing. We have a broad range of technical skills including chemical, biochemical and mechanical engineering, electronic and computing engineering and chemical engineering.
In addition we represent a large number of clients based in Western Australia having wide range of interests. Many of our clients are interested in exploiting their technology outside Australia and acquiring technology from others.

Young International Patent & Law Firm

The firm of Young International specializes in the field of intellectual property law (including patent, trademark, biotechnology, computer, copyright, etc.) related licensing and litigation.
The firm maintains an office in Seoul, Korea and has experiences in all aspects of domestic and foreign intellectual property law practice, including investigations and analyses, etc.

Trademark & Licensing Associates, Inc.

Trademark & Licensing Associates, Inc. is the premier intellectual property consulting firm: Specializing in valuations of trademarks, brands, logos, software, copyrights, and expert witness testimony. We are the unchallenged leaders in establishing licensing programs and royalty rates for our clients. Our primary focus is on the following: Trademarks and logos, copyrights, brand names and software. We work with industrial and consumer companies and among our clients are: General Motors, United Technologies, IBM/Lexmark, McDonald's Corporation, PepsiCo, the Estate of Dr. Seuss, Sesame Street, ASCII, Caterpillar, Clofox, Levi Strauss & Co., Nestle Corporation, and Seagate Technologies.

UC Industries

International Division, consultants/ representatives for licensing and venture arrangements. Expertise includes technologies covering plastic foam products, building materials and specialized machinery. Fifteen years of experience includes plant design, equipment design and construction, installation, start-up and training programs. Have brought forth into operation the successful business operations involving highly respected international concerns covering countries in North America, United Kingdom, Europe, Scandinavia, Middle East and the Far East.

Venture Insights Group

Dr. B. I. "Woody" Friedlander and his associates develop and execute strategies for domestic and foreign licensing for start-ups, small and large companies. Experienced in a wide variety of industrial sectors and experts in licensing, they undertake litigation support, expert witnessing, arbitration, and ADR. They are especially skilled in technology valuation, with broad experience in all areas of technology transfer and valuation. Licensing training programs are offered on-site.

Voss International

We handle business and legal aspects of licensing of technology in the U.S.A. and around the world. We work with individuals and start-up and established businesses. We do: domestic and foreign licensing; finding licensees; negotiating licenses; preparing and administering agreements; forming joint ventures; and valuing technology. We are especially interested in the technology categories: 18, 20, 23, 36, 38 and 44.

Williams, Melvin P., Patent Counsel

Mel Williams has years of business, licensing and enforcement experience as head of one of the largest U.S. patent departments, in a diverse Fortune 100 company, and over 30 years of complex patent experience in computer, software, electronic, mechanical and other arts and a wide variety of specialties. He can help entrepreneurs and established companies secure or assess statutory intellectual property rights, as well as negotiate agreements relating to licensing, sale or enforcement thereof.

Wilson, Sonsini, Goodrich & Rosati

We are the leading law firm in the country representing technology-based, emerging growth companies. Our 200+ lawyers represent over 1,000 technology clients in fields ranging from telecommunications to computers to life sciences. Forty lawyers practice in our intellectual property group

European Chemical Market Research Association (ECMRA).
Mr. Marsh is serving his second term as Vice President for Association Development of the Association for International Society for Product Innovation Management (ISPIM). He also co-chairs the joint CDA-LES program on in-licensing (May'93/Washington, DC).

Ström & Gulliksson AB

We are a full service law firm and an intellectual property firm consisting of lawyers being experts in technology transfer, negotiating and drafting international license and distribution agreements and patent attorneys representing expertise in various technical fields, like mechanics, biotechnical chemistry, electronics, chemistry, etc. We serve foreign and domestic companies in drafting, negotiating, interpreting national and international agreements as well as with litigation, including damages for breach of contracts, invalidation and infringement actions.

Synergy Consultants, Inc.

Synergy Consultants, Inc., a marketing research firm with a proven track record in technology transfer and commercializing innovation. We offer full service marketing research capabilities. Services include:

- Patent and trademark searches.
- Sourcing joint venture partners/licensees.
- Sourcing new technologies and products.
- Arranging and negotiating strategic alliances.
- Venture capital sourcing.
- Facilitating intellectual property development.
- National and international marketing research.

Taraval Associates

Taraval Associates provides technology licensing, technology acquisition and business development services to the healthcare, biotechnology, pharmaceutical and electronics industries.
Clients range in size from new ventures and very small companies to Fortune 500 corporations with emerging businesses, and have included medical device, computer peripheral and digital audio equipment manufacturers, as well as a renowned telecommunications research organization, and several emerging biotechnology companies.

TechnoCommercial Associates

We are a technology transfer consulting firm serving small and medium-size clients in the chemical, pharmaceutical, energy and related areas. Involved in both licensing in and out, for both U.S. and international clients. Emphasize clear definition of scope of work and flexible commercial terms to fit clients' needs. Special emphasis on identifying and evaluating technological assets. Categories 16, 24, 25, 39, and 47.

Technology Access Report

Concise, highly practical 16-20 pp. monthly newsletter designed to help companies profit from technology. Focus: the process of technology transfer, management and commercialization, viewed as critical business strategies, requiring unique skill sets. Features: benchmarking profiles of successful university, federal lab, medical center and corporate licensing programs, comprehensive calendar, technologies available for license, deals done, conference reports, international/national/regional technology development program and policy analysis. All articles include contact

Peterson Consulting Limited Partnership

We are an international consulting firm dedicated to assisting client companies and counsel in the valuation and licensing of intellectual property rights including patents, copyrights, trademarks and trade secrets. We employ over 400 professionals skilled in such areas as economics, finance, marketing, accounting, and statistics.
We have conducted strategic assessments and valuations of technologies in the following industries, among others:

- Semiconductor, computer.
- Biotechnology, medical devices.
- Telecommunications, cable television.
- Consumer products.
- Chemical.

Pharmaserve International, Inc.

We provide pharmaceutical and medical device licensing, strategic partners and market research services for the U.S., Europe and Japan. We also assist in the development of business plans and securing venture capital sources for start up pharmaceutical and medical device companies.

Phillips Fox

We are a full service law firm with a large practice in publishing and broadcasting technology related law. We have extensive experience in:

- Copyright, patent and trade practices litigation.
- Licenses of all kinds.
- Software licenses and computer acquisition agreements.
- Research and development agreements.
- Franchising.
- Confidential information.

Norman St. Landau, P.C.

We are a world leader in providing contacts and permanent agreements between creators of technology and licensees, users and distributors thereof, our main areas of interest being:

- Biotechnology.
- Cosmetics, toiletries, soaps, detergents, and personal care.
- Industrial organic chemicals, coatings dyes and lubricants
- Pharmaceuticals.
- Veterinary equipment and medicaments (worldwide local associates).

Science Center International Co., Ltd. (SCI)

As a joint venture between the University City Science Center in Philadelphia, U.S.A. and the Kyoto Research Park in Kyoto, Japan, SCI exploits its worldwide networks to create international business opportunities in science park development, technology transfer, licensing, and joint ventures.
Activities include:

- Technology transfer/market entry services (U.S., Japan, Europe).
- TriMAC - consortium of 21 science parks from the U.S., Europe and Japan trading in technology and real estate.
- ITEC - the International Technology Exchange Center - a shared services facility for international technology transfer, joint ventures and trade.
- Life Sciences Tech Transfer Forum - based in KRP, the forum brings together academic and corporate scientists from around the world with Japanese industry, academia and government.

international market expansion. Intercon works in over 120 different technology areas and is seeking and offering new products in a wide variety of sectors such as medical products, pharmaceuticals, specialty chemicals, precision mechanical components, nuclear and energy products, composites, printing and graphics equipment, software, electronic components, ceramics, automotive components and transportation equipment, food products, consumer products, advertising specialties, and many other areas. Intercon works on a total global basis with clients in over 17 countries worldwide.

Keytech

We are consultants in technology transfer in new materials, material assembly, electronic equipment, biotechnology, agro-food sector, environment, software and electromechanical tools. We cover the technology identification, the technical, economical, market and financial analysis, the technology implementation strategy, patents and intellectual property rights analysis, licensing and negotiation after signature, follow up.
There are 8 of us in the office and work with 6 external collaborators.

Kologlu Law Offices

We are international business lawyers in Turkey. Our primary areas of expertise include:

- Negotiating, drafting, advising on, and obtaining official approvals of (as required under Turkish law), license agreements by and between foreign licensers and Turkish licensees.
- Establishing joint venture companies and corporations with foreign equity in Turkey which may be the vehicle of a license grant.
- Arbitration and litigation related to licensing matters.
- Trademark infringement and unfair competition cases.

Lorenz & Gordon

Service and consultance for patent, trademark, license agreements, joint-venture, searches, . . .

M&W Consultants

Specializing in industrial innovation, market research, marketing, know-how transfer, joint ventures, set up of new production facilities, venture capital investments. Having experience in management of high-tech projects, particularly in such fields as micromechanical and electronic devices, sensors, instrumentation, control systems, microelectronics, data processing equipment, telecommunication, medical electronics, materials.

Malcolm Hood and Associates

Technology transfer services, particularly in the fields of human or animal health, chemistry biology, instruments and polymers as set forth in categories 2, 4, 28, 35, and 39.

Mannheimer Swartling Advokatbyrå AB

We are a law firm practicing general business law. There are currently eight practice groups covering various specific fields: financial law, securities laws and regulations, industrial property and market law, construction law, corporate taxation, admiralty and transport law, environmental law, and litigation and arbitration.
McGrigor Donald

1. We secure product licenses, partnerships, reseller agreements and joint ventures for organizations that have developed advanced technology.
2. We locate pivotal technologies and orchestrate major product development efforts for manufacturers in a wide range of industries. Our clients range from universities to small companies to Fortune 500 corporations. Areas of activity are cross industry, but specialties include electronics, software, advanced materials, medical and biotechnology.

Eld Pharma S.r.l.

We are engaged in licensing and development in the medicinal and beauty area with main focus in Europe. The fields of our interest are CNS, C.V., Oncology, Immunology, Musculo-Skeletal, Biotechnology, Delivery Systems, OTC.

Energy Data Company, Inc.

Expertise in energy conservation, electric utility Demand Side Management, educational and environmental implications, Energy-Related Inventions Program, data networks, "Smart" buildings, telecommunications, US government software Intellectual Property regulations. Can assist with research, business plans, management consultation, funding, and marketing. Categories include 6, 7, 11, 14, 16, 21, 34, 49. Location: Northeastern US.

Foley & Lardner

Foley & Lardner's Biotechnology Practice Group counsels clients on matters of intellectual property law, as well as general corporate law and business matters. We combine the worldwide resources of one of the nation's largest general practice law firms with technical knowledge in areas such as biopharmaceuticals, gene cloning and expression, immunological reagents and therapeutics, protein engineering, fermentation and purification methods and transgenic organisms, in addition to plant and animal breeding. For further information contact Stephen A. Bent, head of the Biotechnology Practice Group.

Fraser & Beatty

Fraser & Beatty is one of Canada's oldest and largest law firms with over 225 lawyers and offices in Ottawa, Toronto, North York and Vancouver. The firm provides a full range of legal services on local, provincial, national and international levels. Practice areas include: high technology, intellectual property, corporate/commercial, tax, real estate, banking, litigation, estates, labour, trade practices and competition. Many of the firm's lawyers have expertise in sub-specialties such as licensing, copyright, communications and broadcasting law.

Griffith Hack & Co.

The firm has 18 partners covering the full range of technologies and located in offices in Sydney, Melbourne and Perth. Patent attorney services including searches and investigations and advising in relation to intellectual property licensing issues are offered in all technical areas. The principal contact partners are:

Allen Harper & Associates

Management and technology consultants for foreign and domestic companies. With management we:

- Organize and if necessary conduct comprehensive inventories of intellectual property.

Bae, Kim & Lee, P.C. - Law Offices

We are a full-service Korean and international law firm in Seoul, Korea, with reasonable fees, whose practice encompasses the full range of business, IP and technology transactions and litigation. The head of our IP and High Technology Department is a Director of LES Korea. That Department includes in its practice areas the fields of:

- Technology and know-how licensing.
- Patent, trademark and other IP licensing.
- Trade secrets protection.
- Computer and high-technology law.
- Full range of IP and other filing/prosecution, litigation and other legal/technical services.

Bentata Abogados

We are one of the oldest and most active legal groups in Venezuela specializing in international technology transfer agreements, either coupled with investments and joint ventures or not, and experience in all the varieties of technological transfer. The firm includes international experts acting as Guest Professors in major universities of the world, former judges of the highest rank, and is capable of corresponding in all of the major European languages. The firm has also published several books and articles on the subject.

BioLogica Limited, U.K.

Specializing in biomedical technologies, biotechnology and pharmaceuticals, we provide technology transfer services for companies and organizations wishing to strengthen their position by acquiring or selling intellectual property rights. These include technology searching, evaluation, negotiation and licensing-in, as well as marketing and licensing-out of client-owned inventions. Current assignments are on behalf of U.S. companies wishing to access Europe, U.K. academic institutions, and the European Commission.

Biomed Consultants

Our firm promotes strategic partnerships and licensing agreements for therapeutic and diagnostic development.
We have expertise in:

- Arthritis and allied diseases.
- Osteoporosis and bone repair.
- Wound repair.
- Neurological diseases.
- Cardiovascular drugs.
- Drug delivery systems.
- Diagnostics.

We serve pharmaceutical and biotechnology companies and academic institutions.

Bower & Gardner

Bower & Gardner has represented a number of start-up ventures in the biotechnology (therapeutics and diagnostics) field and the instrumentation and devices field. In addition, the firm has been involved in high-tech start-up operations in the electronics, computer and environmental areas. The firm has advised and assisted those clients on a wide range of matters, including corporate structuring, financing, taxes, licensing, management compensation,

Allen Harper & Associates
J. Allen Harper, Jr.
Healthcare Decisions, Inc.
Douglas A. Cotter
I T Innovation Transfer AB
Rune B. Eliasson
Institute for Health Care Business Development
Ronald M. Rhodes
Intellectual Property Dynamics
Richard Jenkins
Intellectual Property Law
Intercon Research Associates Ltd. 100.
James D. Donovan
Keytech
Marc Vander Kelen
Kologlu Law Offices
Cinar Kologlu
Lorenz & Gordon
Lorenz, Werner, Patent Atty.
M+W Consultants
Marcel E. Mussard
Malcolm Hood and Associates
H. Malcolm Hood
Mannheimer Swartling Advokatbyra AB
Magnus Wallander
McGrigor Donald
Shonaig Macpherson
Modiano & Associati
Dr. Guido Modiano
Muir & Associates
Robert Muir
Newtech Innovation Center
Alan B. Scrivener
Dr. Irwin Norman Tech Trans
Irwin Norman
PAX Technologies International
Dr. William S. Rosenberg
Peterson Consulting Limited Partnership
Stephen I. Willis
Pharmaserve International, Inc.
Stevan Schweighardt
Phillips Fox
Patrick Fair
Norman St. Landau, P.C.
Dr. Norman St. Landau, LLM
Science Center International Co., Ltd.
Timothy Weckesser, Ph.D.
Scott Associates
Dr. George C. Scott

consultants and student researchers, WISC provides information on technical feasibility, competitive products, degree of need, and trend impact. Research is performed on a wide range of products and technologies.

- Manufacturing processes for thin film amorphous silicon, CdS, CdTe, etc., solar cells.
- Poultry vaccines.

University of Florida

University of Florida is a leader among U.S. universities in technology development, patenting and licensing. We perform research in every major discipline, and last year received over $220M in sponsored research. We have a large medical and veterinary research program, a separate biotechnology institute, a leading agricultural research program, and several strong engineering research efforts. We have over one hundred technologies currently available for licensing.

University of Karlsruhe, IBK

The University of Karlsruhe is one of the leading technical universities in Germany having 12 faculties of which 6 focus on engineering and 3 on the natural sciences. Scientific research is performed in the following areas: production engineering, automation and robotics, artificial intelligence; environmental protection, biotechnology, transportation engineering; energy supply engineering, ceramics/ material sciences, microelectronics; industrial processing of chemical products. The University cooperates frequently with industry and looks for international contacts (licensing out, cooperation).

University of Medicine and Dentistry of New Jersey

The University has three medical schools, a dental school, a school for health related professions and a nursing school. There are several hospitals affiliated with the system. We are offering for license:

- Medical and dental devices.
- Biotechnology including interferon derivatives and antisense.
- Modified protein hormones.
- Diagnostic tests and DNA probes.
- Collagen derived materials.

University of Miami

A private institution of higher learning dedicated to basic research. The School of Medicine is listed as 18th in the U.S. in clinical research and 7th in neuroscience. Areas of expertise include:

- Aging
- AIDS
- Cancer
- Diabetes
- Drug Abuse
- Eye Disease
- Heart Disease
- Organ Transplants
- Remote Sensing
- Spinal Cord Injuries

University of Surrey

We have strong technology based research interests in bioengineering, telecoms, satellite engineering, advanced materials and environmental sciences. We are seeking licenses for:

- A novel roofing material.
- A vaccine for Japanese encephalitis.

University of Utah

The University of Utah offers technologies for licensing in areas. There are strong programs in pharmaceutics and drug delivery, biotechnology and molecular biology and genetic engineering. Researchers are also open to collaborative efforts. Other areas include:

- Electronics circuitry and components.
- Polymers and materials science.

research), veterinary medicine, minerals processing, sophisticated measurement devices featuring special transducers and computer software.

The Wistar Institute of Anatomy and Biology

We are a private nonprofit institute that conducts basic research to define the molecular basis of normal and disease processes. Applied aspects of basic research program focus on development of molecular diagnostics and therapies of human disease. Program areas include:

- Cancer detection and experimental therapeutics.
- Cell and developmental biology.
- Immunology.
- Molecular oncology.
- Structural biology.
- Virology.

Thomas Jefferson University

We are an academic medical center including the largest private medical school in the U.S., the largest hospital in Philadelphia, and Ph.D. programs in the biological sciences. Biomedical research, with a 1992 budget of $50 million, focuses on the diagnosis and treatment of disease, with particular focus on cardiovascular, cancer, and connectives tissue diseases. We seek to license out proprietary technologies arising from research including pharmaceuticals, medical devices, and diagnostics. We also seek collaborative research relationships with industry and we conduct clinical trials.

TNO

TNO is the Netherlands Organization for Applied Scientific Research. Its primary tasks are to support and assist trade and industry, governments and others in technological innovation and in solving problems. TNO does this by rendering services, conducting contract research and transferring knowledge and know-how. Know-how is obtained from TNO's own research, through collaboration with others, or by exchanging or purchasing knowledge. TNO has combined its activities into seven divisions: TNO Health Research (with large test facilities a.o. a primate centre), TNO Environmental and Energy Research, TNO Building and Construction, TNO Industrial Research, TNO Nutritional and Food Research, TNO Defense Research and TNO Policy Research. TNO is a fully independent R&D organization (staff 4,800; total turnover 400 million US$ a year).

University Hospital (London, Canada)

We are a leading-edge, research-intensive university hospital, with outstanding strengths in diagnostic imaging, transplantation, neurosciences, orthopaedics, and cardiovascular. Our innovations respond to new, patient-care needs. FDA and HPB Clinical Trials all Phases, research microsurgery. Cardiovascular and Orthopaedic implants, brain electrodes, Physiological Flow Pump, ultra-high resolution CT, 3-D Color Doppler Ultrasound Imaging, Pre-Diabetic Diagnostic Kits. We will license out or sell inventions, devices and access to discoveries.

University of Alabama at Birmingham Research Foundation

We are a nonprofit organization that manages the intellectual property and technology transfer activities for the University of Alabama at Birmingham (UAB). Technology available for licensing consists primarily of:

licensing agreements with private industry. Areas of interest and expertise include:

- Fracture healing and implant design.
- Joint replacement and human ambulation.
- Nerve evaluation and repair.
- Computer simulation.
- Robotics for vocational training.
- Mobility devices and patient handling.
- Communication aids.
- Accelerometry for fall prevention.
- Gait rehabilitation after stroke.
- Exercise equipment.

Research Corporation Technologies, Inc.

RCT protects and commercializes a large, constantly changing portfolio of technologies from universities. Besides licensing to industry throughout the world, RCT invests in joint ventures and new companies formed to exploit promising technologies:

- Vaccines, pharmaceuticals.
- Biotechnologies, bioprocesses.
- Antibodies, immunotherapeutics.
- Pesticides, agrichemicals.
- Chemicals, foods, additives.
- Industrial and chemical processes.
- Optics, electronics, computers.
- Materials, instruments.
- Medical/diagnostic devices/techniques.

Sagniaw Valley State University

Our Applied Technology Research Center forms partnerships with industry to develop technology in the following areas:

- 3-D holography.
- Specialty chemical production processes.
- Industrial waste recovery and recycling, especially heavy metals.
- Petro chemical containment and cleanup.

We seek joint development opportunities and have technology available for licensing.

Saskatchewan Research Council

We are a provincial government agency active in applied R&D in the areas of natural resources, product development and laboratory analyses. We are licensing in technology that requires development to pre-commercial stage; we are licensing out technology developed at SRC to industry partners who will bring that technology to market. Present areas of activity:

- Heavy oil recovery and production.
- Chemical processing of organic and mineral feedstocks.
- Energy conservation and alternative fuels.
- Instrumentation design and prototyping.
- Animal biotechnology.

Technology Targeting, Inc.

TTI provides FREE registration of company technical interests in its Technology Targeting DatabaseÔ which is made available to nonprofits on a turnkey basis. Access by for-profits seeking licensees or strategic partners is provided through TTI's TechLinkÔ services. All areas of high technology are represented and linkages operate in both directions.

TTI is also licensee for hundreds of federally-owned technologies. We actively seek sublicensee partners in Communications, Instrumentation, Semiconductor, Microwave and Optical technology areas.

IPSO - National Research Council Canada

We are a public R&D organization directed at a wide spectrum of activities aimed at the development of technologies, which are of interest to Canada. We are organized in over a dozen institutes grouped in biotechnology, engineering, and science sectors. The transfer of technology takes the form of direct licensing or collaborative/ licensing agreements.

ISIS Innovation Limited

We are a wholly owned company of the University of Oxford concerned with technology transfer by way of licensing, joint ventures, and spin-out companies. More than £50M per annum is spent in research at Oxford whose strength lies in the following:

- Life sciences.
- Engineering.
- Materials.
- Computer science.

We publish a regular newsletter available through subscription.

Lawrence Berkely Laboratory

Overlooking the UC Berkeley campus, LBL is a national laboratory managed by the University of California for the U.S. Department of Energy. We are actively seeking industrial partners for collaborative R&D projects that will help U.S. companies compete in a tough global marketplace.
LBL's research produces innovative technologies in fields applicable to many industries, including:

- Biotechnology and life sciences.
- Advanced materials.
- Environment.
- Energy.
- Computing and communications.
- Transportation.

Luminis Pty. Ltd.

Venture and commercial development company of The University of Adelaide. Technology developments cover the full range of University Facilities with current primary interests in liaising out:

- Advanced agricultural developments including wines.
- Genetic engineering in plants and animals.
- Acoustics and air-conditioning.
- Concrete structures repair.

M. D. Anderson Cancer Center

As one of the top U.S. cancer centers, M. D. Anderson has many leading edge technologies available for license. Key research areas include:

- Therapeutics-Cytokines, chemotherapeutics, peptides, antibodies, adhesion molecules.
- Drug delivery-novel liposomes, pro-drugs.
- Antisense and gene therapy-retroviral vectors target oncogenes, tumor suppressor genes to hematological and solid tumors.
- Diagnostics-PCR and FISH based DNA probes, antibodies, tumor markers.
- Catheters, patient care.
- Basic research-molecular biological techniques, reagents.

Massachusetts Institute of Technology

The Technology Licensing Office of M.I.T. is one of the most active university patent and licensing offices in the country. Each year, more than $750 million in sponsored research is conducted at Lincoln Laboratory, at the Whitehead Institute and on campus. This research leads to about 300 new

for-profit organization that is distinguished in American medicine. Our inventions relate to health care devices, diagnostic equipment, reagents, pharmaceuticals, and genetic and molecular biology research. We seek practical solutions to medical problems and assist corporations in evaluating their product's efficacy in a clinical setting. Our technologies are available to those who desire it.

Defence Science & Technology Organisation

DSTO is the research and development arm of the Department of Defence. Commercial opportunities available are related to technologies representing: Electronics including Communications, Information Systems & Processing, Countermeasures, Signal & Information Processing & Surveillance including Optoelectronics, High Frequency and Microwave radar.

Drexel University

We are a comprehensive technological university with a strong education and research focus on applied science and engineering. The university actively seeks corporate support for research and technology development, and is flexible and creative in its technology transfer arrangements with its corporate partners. Technologies available from the university for licensing fall into the following broad categories:

- Advanced materials.
- Biotechnology.
- Chemicals and chemical processes.
- Environmental systems for air, soil and water treatment.
- Medical devices and electronics.

Fermi National Accelerator Laboratory

Fermilab is a single mission Department of Energy laboratory directed toward studying the fundamental nature of matter. Fermilab operates the world's first and most powerful particle accelerator, the Tevatron, and has expertise in cryogenics, accelerator design, controls and operations, super-conductivity, advanced computing concepts, fast electronics, and software. We actively seek Cooperative Research and Development Agreements with industry in these areas and we offer licensing opportunities in the technology areas noted above.

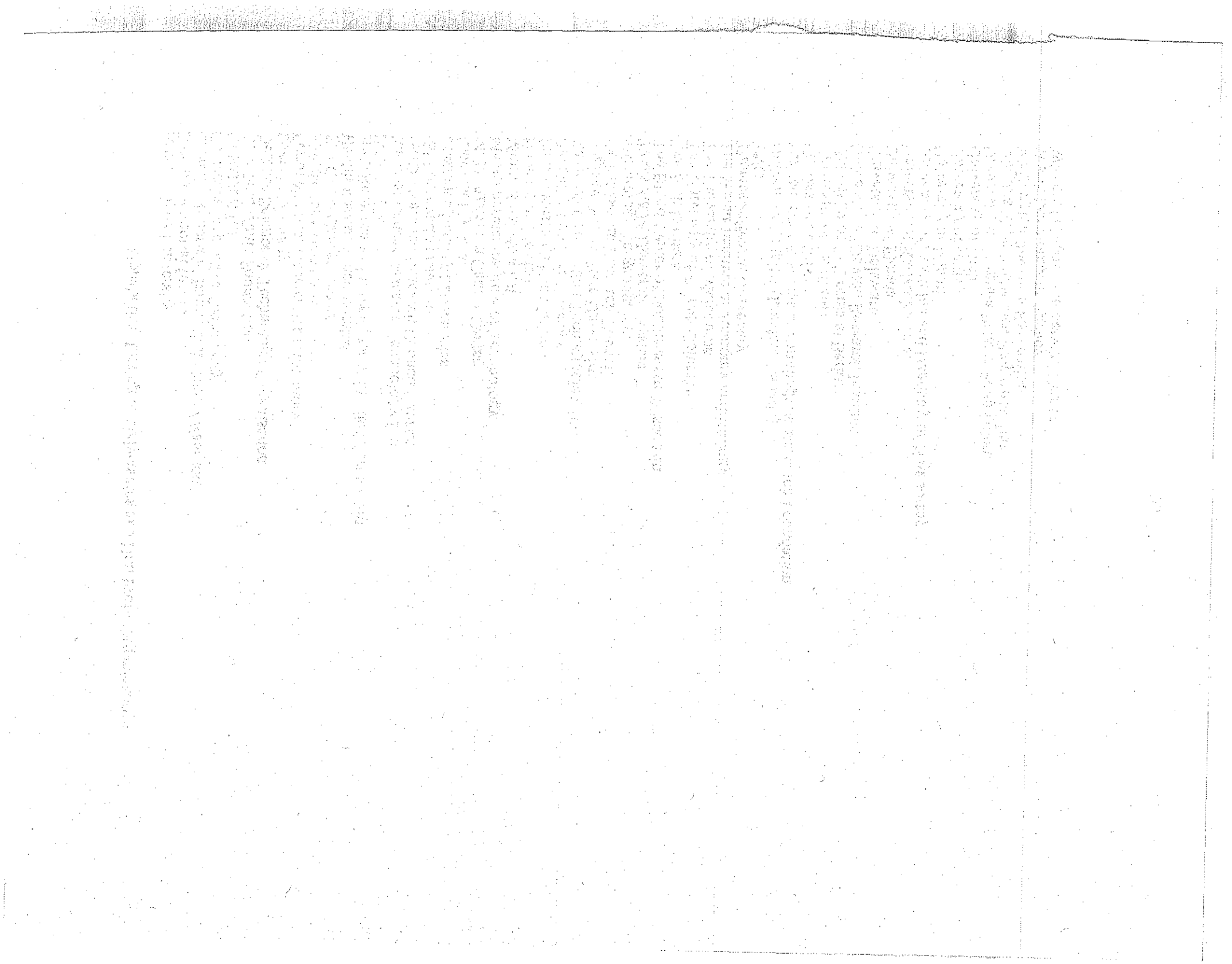
Florida State University

Florida State University's research now represents an annual $70 million enterprise. The university's research strengths include: chemistry, physics, materials science, biological science, psychology (with emphasis on neuroscience) geoscience (with emphasis on meteorology and oceanography) and computer science.

Three of the largest research units on campus are the Supercomputer Computations Research Institute, the Center for Materials Research and Technology, and the National High Magnetic Field Laboratory, established in 1991 by the National Science Foundation.

Fox Chase Cancer Center

As one of 28 comprehensive cancer centers designated by the National Cancer Institute, our activities include basic and clinical research; prevention, detection and treatment of cancer; and community outreach programs. Research interests include:



- The LP OXO technology, in conjunction with Davy Process Technology, for production of butanols and 2-ethylhexanol by the rhodium catalyzed hydroformulation of propylene.
- The CANSOLVÔ System for the removal of SO_2 from gas streams.

University Patents, Inc.

We are a for-profit technology transfer company traded as UPT on the American Stock Exchange with a track record of more than 20 years commercializing the high tech inventions of university researchers. More recently we have broadened our scope to act as technology agent for industry, as well. We arrange for the protection of technology through patents and either seek licensees from medium to large companies in the appropriate field to develop the technology into a product or attempt to form venture start-up companies based on the invention. Technologies we have helped commercialize range from polymer batteries to pharmaceutical to genetic engineering devices to a computer-based education system.

Welch Allyn

A world leader in: diagnostic instruments for primary care; bar code type data acquisition; "long" borescopes and precision miniature/sub-miniature lamps.
Medical interests include diagnostic instruments for use in EENT and endoscopic procedures, vital signs monitoring, and in examination/procedures lighting.
Data acquisition interests include all forms of encoded data acquisition.
Inspection (borescope) interests extend to other non-destructive test technologies.
Lamp interests extend to all forms of miniature light sources and systems.

Wisconsin Pharmacal Company, Inc.

We primarily develop, manufacture and market specialty chemical and branded consumer products in the leisure time and household markets and institutional and consumer products in the healthcare market. Our technology interests include:

- OTC pharmaceutical products.
- Home cleaning products.
- Specialty chemical products for the sports and leisure time market.

Syncom Pharmaceuticals, Inc.

We operate as two separate Divisions, one to promote and sell products for other pharmaceutical companies; the second dedicated to the growth of Syncom's own products through a combination of internal product development, in-licensing and acquisition activities. Our efforts are in the ethical pharmaceutical sector with emphasis on drugs used by the primary care provider as well as gastroentrologists and cardiologists. We are currently seeking:

- Analgesics.
- Antihypertensives.
- Laxatives.
- Antitussives.
- Antiulcer products.
- Antidiarreals.

Techmet Corporation

We are involved as managing investors in two unrelated businesses.

UFA, Inc. in Lexington, Mass. has developed and markets a patented software simulation for training air traffic controllers worldwide. In some cases, we also provide turnkey installations with integration and hardware. In others, just the software. We act as both prime and subcontractors.

Integri-Test Corp. in Commack, N.Y. develops, manufacturers and markets a series of patented testers for bare circuit boards. These testers operate with moving probes and have the ability to test much denser boards than traditional testers.

Tex Style, Inc.

We manufacture and market home furnishing products made from textile and plastic materials. Technologies of interest to us include:

- Textiles, home furnishings.
- Plastics, especially PVC.
- Packaging and graphics.

The Boeing Company

Maintaining our position as a world leader in the development of aerospace systems requires constant advances in many technical fields. Many of the solutions to our design and production problems can be used throughout industry. We license these items to companies that can turn them into commercial products.

- Electronics.
- Fiber optics.
- Nonpolluting chemical processes.
- Testing and measuring.
- Composites.
- Metalworking.

The Carborundum Company

Headquartered in Niagara Falls, New York, The Carborundum Company is a worldwide manufacturer of ceramic products, including ceramic fibers, advanced ceramic composites and a family of advanced ceramic materials with numerous industrial, structural and microelectronic applications. Our interests in technology include:

- Civil engineering, incl. construction.
- Defense and armaments.
- Electronic circuitry and components.
- Glass, ceramics, stone, cement, clay products.
- Synthetic fibers (production, processing and raw materials).

The M. W. Kellogg Company

We are a major international, technology based engineering and construction company providing technology and services to the hydrocarbon processing industry. Our area of interest include:

- FCC/refining.

Pitman-Moore, Inc.

We are one of the world's leading animal health, productivity and nutrition companies. Our line of more than 1,000 products is sold in 120 countries.
We are specifically interested in licensing-in products and/or technologies associated with vaccines, therapeutics, antibacterials, parasiticides, feed ingredients, diagnostics, veterinary equipment and growth promotion.

Quimica Estrella - ACA

We are a national company whose main businesses are: 1) manufacturing of agrochemicals and veterinary products, 2) seednursing. We are interested in technologies for: a) synthesis of last generation of herbicides, insecticides, or veterinary products, b) obtention of agrochemicals resistant seeds, and c) biological/chemical cost efficient treatment of chemical effluents.

Raychem Corporation

We are a global materials science corporation developing and manufacturing unique high performance products for the aerospace, automotive, construction, defense systems, electronics, electrical power, pipeline, process and telecommunications industries. Our interests include new and innovative materials, process technologies and products in the following areas:

- Gels - adhesives and materials.
- Polymers, formulation, processing and crosslinking.
- Conductive polymers - ceramics.
- Fiber processing and weaving.
- Communication networks.
- Liquid crystal displays.
- Self regulating heaters.
- Circuit protection.

Raytheon Company

We are a major multi-function corporation in Electronics, Appliances, Aircraft, Military Equipment and Industrial Construction. We have available for licensing:

- Appliances.
- Microwave packing.
- Medical equipment.
- Waste management technology.

Reckitt & Colman

The Reckitt & Colman group is a coordinated worldwide network of businesses which create, manufacture and distribute strongly branded household, personal care and food products under well known and trusted international, regional and national brand names.
Principal technological interests are in the areas of packaging (liquids, solids and aerosols), controlled release, detergency, insecticides, delivery systems, biocides, viscosity modifiers, specialty chemicals and product innovations for air fresheners, antiseptics, household cleaners, disinfectants, laundry care, lavatory care, depilatories, oral hygiene and polishes.

Samsung Electronics, Co. Ltd.
(Consumer Electronics Business)

We are a highly ranked global player in the field of consumer electronics and Korea's largest integrated manufacturer of electronic products including audio/video equipment, home appliances, H/A and F/A systems, optical discs and batteries. Our interests in technology include:

- Optical recording and reading.
- DSP and data compression.

- Water treatment (scale inhibition).
- Software development.

McNeil Consumer Products Company

We are the leading marketer of OTC pharmaceuticals, with leadership brands in the adult analgesic, children's analgesic, cough/cold, gastrointestinal and nutritional categories. We see opportunities to market products and technology in the following areas:

- Rx businesses with OTC switch potential.
- Existing OTC businesses with significant growth potential.
- Dosage form and delivery system technology applications.
- New indications for existing Rx or OTC active ingredients.

Merocel Corporation

Manufacturer of specialty surgical sponges and sponge devices. The products are made of Merocelä, a synthetic P.V.A. material invented by the company, which is a lint and fiber free substitute for surgical textile products. Products are currently sold to the health care industry. Our technology interests include:

- Eye, ear, nose and oral products.
- High-capacity, fast wicking absorbents.
- Antimicrobial agents.
- Hemostatic agents.
- Biodegradable materials.
- Drug delivery.
- Sponge products.

Metra Biosystems, Inc.

Metra Biosystems, Inc., Palo Alto, was formed in 1989 to develop research and diagnostic products for diseases and degenerative conditions of bone and cartilage such as osteoporosis, rheumatoid arthritis, osteoarthritis and other metabolic bone disorders. Metra has just launched its first product, the Crosslinksä Immunoassay which has the potential to be an inexpensive, yet highly sensitive and specific method of screening for metabolic bone disorders, measuring the degree of severity, and monitoring the efficacy of treatment modalities over time.

Milliken Research Corporation

Milliken & Company is a world leader in the production of textile fabrics for the apparel, industrial, carpet and interior fabric industries. Specialty chemicals and intermediates are also produced for the plastic, coating, oil, textile and other industries.

Technology interests include:

- Unique fabric processing technology.
- Specialty chemical technology in above areas.

Mobil Oil Corp.

We are a world leader in shape selective zeolite catalysis and a pre-eminent supplier of leading-edge petroleum refining, petrochemical processing and E&P technologies. Included in our areas for licensing are:

- Fuels, lube dewaxing processes.
- Catalytic cracking technology.
- Clean fuels technologies.
- P-xylene production processes.
- Ethylbenzene process.
- Logging and drilling technologies.

The Pharmaceuticals Group's therapeutic areas of interest are: cancer, CNS, pulmonary, cardiovascular, anesthesia.

Imperial Pharmaceutical Services Ltd.

This company specializes in the development and registration of pharmaceutical products for out-license to pharmaceutical marketing companies. Therapeutic areas of expertise include:

- Gynecology.
- Endocrinology.
- Metabolic bone disease.
- Cardiovascular disorders.
- Age-related diseases.

Several products developed by this company are licensed and marketed by major international pharmaceutical companies.

Industrial Research Ltd.

We are an R&D company owned by the New Zealand Government. The business has 300 scientists from the physics, chemistry, engineering and mathematics disciplines. Our key capabilities include:

- Machine vision.
- High temperature ceramics, including superconductors.
- Controlled and modified atmospheres.
- Separation technologies.
- Organic chemistry.
- Signal processing.

We specialize in contract R&D, technology development and transfer.

Interdigital Patents Corporation

InterDigital has a growing patent portfolio of 74 US and 409 foreign patents and applications available for licensing, covering spectrum-efficient digital systems and products for Wireless Digital Access, including:

- TDMA, CDMA and FDMA communications;
- IS-54/GSM cellular systems;
- cellular telephone technology;
- wireless local loops;
- base station equipment;
- subscriber station equipment;
- digital M-ary PM modems; and
- direct digital frequency synthesis.

Iolab Corporation, Division of Johnson & Johnson

A worldwide eyecare organization specializing in Ophthalmic Pharmaceuticals, Intraocular Lenses, Microsurgical equipment, and related ophthalmic products. We are seeking:

- Ophthalmic pharmaceuticals for the treatment of glaucoma, dry eye, macular degeneration, cataract, diabetic retinopathy, and ocular inflammation.
- Less invasive, innovative, intraocular lens and device technology.
- Microsurgical equipment related to cataract extraction and treatment.

Johnson & Johnson Consumer Products, Inc.

We are a division of Johnson & Johnson who market toiletries, consumer wound care products, oral care devices and non-prescription (OTC) pharmaceuticals. Technologies in the following areas are of interest to us:

- Topical skin treatment.
- Hair care.
- Wound healing.
- Oral cleansing.
- Infant, personal and health care.

F. H. Faulding & Co. Ltd.

We are a technology-driven Australian Pharmaceutical manufacturing organisation with a strong international business profile. Our focused Research and Development programme has placed us among the world leaders in oral drug delivery technology and makes our group a significant international supplier of small volume injectibles as well. Our Australasian operation markets a well-regarded range of health and beauty aid products. We currently seek:

- Interested licensees for some of our modified release prescription products.
- Collaborative partners with patented NCE's requiring sophisticated technology in the areas of polymer coated pellets or taste masking.
- Prescription or consumer products or market under license in Australiasia.

Ferro Corporation

Ferro Corporation is a global industrial materials supplier of porcelain enamel frits, powder coatings, ceramics, pigments, plastic compounds, specialty chemicals, color concentrates, and electronic materials. Our technology interests include, among others:

- Glass and ceramics materials.
- Chemicals and polymer additives.
- Alloys and reactive compounding.
- Environmentally friendly coatings.
- Color development and control.
- Thick film hybrid microelectronics.
- Manufacturing technologies.

FMC Corporation

FMC is a multinational, diversified company engaged in the production and sale of machinery and chemicals. We manufacture tracked military vehicles, naval guns and missile launching systems, food and juice processing equipment, oil and gas wellhead equipment, airline and automotive equipment. We produce soda ash, bicarbonate, phosphates, peroxides, lithium chemicals, pest controls agents, and crop protection chemicals, carageenan and other specialty chemicals and mine gold and silver.

Genelabs Technology, Inc.

Established in 1984, Genelabs Technologies, Inc. is a broad-based biopharmaceutical company focused on the development and commercialization of products for the diagnosis and treatment of viral diseases and cancer. Genelabs has successfully developed several proprietary diagnostic products, which have been launched in Asia and Europe, and has a proprietary therapeutic product in Phase II clinical trials. Genelabs has approximately 120 employees in offices located in Redwood City, California; San Antonio, Texas; Taipei, Taiwan and Singapore.

Gensia Pharmaceuticals, Inc.

Gensia is one of the top tier development stage bio-pharmaceutical companies and one of the few to approach full integration with development, manufacturing, marketing, and sales capabilities. We have developed a novel therapeutic class, the adenosine regulating agents (ARAs), with our lead ARA for cardiovascular indications recently completing phase 3 clinical trials. We are seeking development/marketing partners for various aspects of the ARA technology. We are interested in licensing in products or technologies which complement our current focus on the following therapeutic areas:

- Cardiovascular.
- Inflammation.

dental products. We also license pharmaceuticals developed by our European sister company, ASTA Medica AG. Our interests include:

- Hydrogen cyanide chemistry.
- Active oxygen compounds, e.g., H_2O_2.
- Amino acids.
- Silicas and silicates.
- Carbon black.
- Pharmaceuticals used in cancer therapy.

DepoMed Systems, Inc.

We are a new (1992) pharmaceutical company engaged in developing products for client companies based on our proprietary oral drug delivery technology. The technology offers controlled drug delivery; reduced G.I. irritation from otherwise irritating drugs; and potential for achieving oral effectiveness from drugs which normally require administration by injection.

Digital Equipment Corporation

Digital Equipment Corporation is a worldwide leader in technology innovation in all aspects of computer science and manufacturing. We share this technology through licensing both patents and know-how in a broad range of technologies, such as:

- Computer hardware and storage.
- CAD/CAM tools.
- Networks and communications.
- Languages, compilers, applications development tools, advanced graphics.
- Artificial intelligence.
- Cooling and chip designs.
- Manufacturing tools, processes, equipment.
- Systems integration tools.

We'd like to be your technology and business partner.

Du Pont Agricultural Products

Du Pont Agricultural Products is a multinational company, engaged in research, development and sales of crop protection and agricultural products, worldwide.
Primary areas of interest are technologies, chemicals and biologicals with potential for use in agricultural crop protection (e.g. active/effective against economically important insects, fungi or weeds), or biotechnologies useful in modifying output traits of food crops.
We seek primarily to license in technology, but occasionally licensing-out opportunities are possible.

Du Pont Technology Transfer

Du Pont is recognized as a global leader in chemical and synthetic fiber production with unsurpassed technological strength, manufacturing expertise, as well as commitment to quality, safety and the environment. Technologies available are:

- Synthetic fibers - polyester, acrylic, nylon.
- Polyester polymer and films.
- Photopolymers and packaging graphics. Plastics recycle and waste treatment and disposal.
- Air jet texturing for textiles.

Eastman Chemical Company

Our products are based upon cellulose esters, polyesters, polyolefins, oxo chemicals and derivatives, fine and specialty organic chemicals, food additives, and Vitamin E from natural sources. Our markets include polymers for rigid, flexible and specialty packaging; cigarette filter tow, acetate yarn and polyester staple textile fibers, performance plastics; intermediates and solvents for use in coatings, inks and resins; nutrition and consumer formulations,

Boots Pharmaceuticals, Inc.

We are the U.S. subsidiary of The Boots Company PLC, Nottingham, England.
We are a R&D based prescription pharmaceutical company concentrating in the Thyroid/Endocrine, Cardiovascular, CNS and Wound Care therapeutic areas. We are the leaders in thyroid hormone therapy in the U.S.

Bristol-Myers Squibb Company

Bristol-Myers Squibb Pharmaceutical Group has worldwide operations and is engaged in the research and development of ethical/OTC pharmaceuticals and medical/surgical needs. Therapeutic areas of principle focus include cardiovasculars, anti-infectives, CNS, cancer, immunology, OTC analgesics, diagnostics and products for skin care. Licensing activities and interests include technology in the areas of biotechnology and molecular biology as well as pharmaceutical products.

British Technology Group USA Inc.

BTG is the world's leader in technology transfer, and has many years' experience in the identification and commercialization of novel technology and inventions. Managing more than 10,000 patents and applications worldwide with almost 500 current licenses, BTG's major successes include magnetic resonance imaging (MRI), blood cholesterol assay and pyrethrin insecticides.
With major offices in the U.K., Japan, India, and BTG USA Inc. in Gulph Mills, Pa., near Philadelphia, British Technology Group offers a complete technology transfer partnership plus a worldwide network of contacts to match viable technology with companies.

BTG executives focus on specific areas such as Agribusiness, Electronics, Chemicals, Materials, Pharmaceuticals and Healthcare and partners with companies, academics and non-profit research institutions.

Burroughs Wellcome Co.

We are the U.S. subsidiary of The Wellcome Foundation Ltd., a multinational pharmaceutical research, development, manufacturing, and marketing organization. Our product line is exclusively human pharmaceuticals, both prescription and OTC. Our product areas are antiviral, oncology, anesthesia/critical care, cardiology, CNS and inflammatory/auto-immune diseases and include a number of biotechnology products. Broadly, we seek new products and important technologies in all these areas on a worldwide basis.

Colorite Plastics

We are the world leader in the production of medical and food grade PVC compounds in our Unichem Division. We are the largest manufacturer of PVC garden hose in the U.S.A. through our Consumer Products Division. We are seeking technology in:

- New applications for PVC compounds.
- PVC alternates for medical use.
- Hose and tubing products for consumer use.

Conserve Resources, Inc.

Conserve Resources, Inc. is a research and development corporation focusing on non-CFC, highly efficient stationary and mobile cooling product development, as well as Self-Cleaning Heat Exchanger product development. It is a venture financed company.

- Phenylphosphine oxide-modified high performance plastics (ACR).
- Metal alkoxide technology (ACI).
- Hybrid organic/inorganic sol-gel coatings (ACR).

Alcon Laboratories, Inc.

We are a multinational firm engaged in the development of new ophthalmic products and are committed to understanding causes of ophthalmic diseases. We have major programs in developing surgical and diagnostic instrumentation to better serve the ophthalmologist.
As a world leader in ophthalmic drugs, we continuously seek in-licensing opportunities for the treatment of glaucoma, ocular inflammation, infection allergic diseases and ocular drug delivery systems.

ALEKS INT'L

The company core business is custom engineering of Multichamber Positive Displacement Rotary Fluid Machines. Patented MultiLobe Rotary Fluid Machine technology is available for joint development or licensing. The following types of rotary fluid machines can utilize this technology:

- Hydraulic pump, motor, rotary actuator, intensifier, power steering and positive displacement flowmeter.
- Pneumatic/air compressor, motor, rotary actuator, intensifier, power steering and positive displacement flowmeter.
- Fuel, lubrication, scavenge, water, vacuum, hand pump, etc.

Advantages of this technology: superior power-to-weight and size-to-weight ratios, high volumetric and torque capabilities, pulsation-free operation, low noise, long service life, ease of manufacturing and maintenance, tandem mounting, etc.

ALZA Corporation

ALZA Corporation is a leading drug delivery therapeutic systems company focusing on the development, manufacture and marketing of a broad range of proprietary pharmaceutical products. ALZA's therapeutic systems provide rate-controlled programmed administration of medication for both human and veterinary applications.

ARCO Chemical Company

We are a multinational company with our core businesses directed to propylene oxide, fuel oxygenates and styrene monomer as co-products. Our expertise is in oxidation/ epoxidation, hydroformylation, metathesis, chiral chemistry and styrenic polymers. Our interests in licensing technology include:

- MTBE/ETBE.
- Chemicals/solvents based on propylene oxide or isobutylene.
- Polyurethane chemicals.
- Metathesis chemistry.
- Hydrogen peroxide.

ARIAD Pharmaceuticals, Inc.

ARIAD's expertise lies in the design, discovery and development of biopharmaceutical products which target intracellular regulatory pathways. ARIAD is focusing on therapies for immune-related disorders, inflammatory diseases, allergies, cancer and certain genetic diseases such as cystic fibrosis. Select opportunities outside of the intracellular focus may also be of interest, especially where development time is relatively short. ARIAD is interested in licensing in:

- Signal transduction and protein trafficking technologies.
- Promising product opportunities ready for development.

Johnson & Johnson Consumer Products, Inc.
Konica Corporation
Laboratories Debat
Lion Corporation
Loctite Corporation
MAN B&W Diesel AG
Marathon Oil Company
McNeil Consumer Products Company
Merocel Corporation
Metra Biosystems, Inc.
Milliken Research Corporation
Mobil Oil Corporation
Moorman Manufacturing Company
NPS Pharmaceuticals, Inc.
Nycomed Arzneimittel GmbH
Oclassen Pharmaceuticals, Inc.
Parkson Corporation
Pitman-Moore, Inc.
Quimica Estrella - ACA
Raychem Corporation
Raytheon Company
Reckitt & Colman
Samsung Electronics Co., Ltd.
Servier Research Group
Shell International Petroleum Company Ltd.
Shell International Research Maatschappij B.V.
Shell Oil Company
Shipley Company Inc.
Sumitoma Bakelite Co., Ltd.
Syncom Pharmaceuticals, Inc.
Techmet Corp.
Tex Style, Inc.
The Boeing Company
The Carborundum Company
The M. W. Kellogg Company
The Upjohn Company
Tosoh Corporation
Toyo Umpanki Co., Ltd.
TPL Technologie Progetti Lavori SPA
Union Carbide
University Patents, Inc.
Welch Allyn
Wisconsin Pharmacal Co., Inc.

LEGEND
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Organization Name	Member Name	1. Agricultural and Horticultural Equipment & Processes	2. Agrochemicals	3. Automation & Robotics	4. Biotechnology	5. Civil Engineering, Including Construction	6. Computer Hardware	7. Computer Software	8. Conveyors, Hoists & Material Handling Equipment	9. Cosmetics, Toiletries, Soaps, Detergents and Personal Care	10. Defense & Armaments	11. Educational	12. Electrical Equipment & Components (not for generation)	13. Electrical & Electronic Testing, Including Equipment	14. Electricity Generation, Distribution & Conservation	15. Electronic Circuitry & Components	16. Energy Generation & Conservation (not electricity)	17. Fixing & Fasteners	18. Food and Food Processing, including brewing	19. Furniture, Furnishings & Associated Products	20. Glass, Ceramics, Stone, Cement, Clay Products
	Valentin Fikovsky					O			O				O	O	O	O	O				
	Nora A. Hackett	O			O														O		
	Suzanne M. Haendel	O	O		O														O		O
	Frank Hartdegen				O														O		
	Gregg W. Kyle				O																
	Martha Luehrmann			O			O	O			O			O		O					
	Al Poskanzer			O	O																
	Martin Rachmeler							O				O									
	Charles Rzeszutko				O			O			O										
	David G. Schetter															O	O				
	Bonnie Joy Sedlak	O			O																
	P. Martin Simpson Jr.						O				O										
	Candace L. Voelker	O	O		O														O		O
	Carole Williams				O																
University of California at Berkley	William A. Hoskins		O		O			O													
	Scott A. Taper			O		O	O						O			O					
University of Dayton Res. Institute	Lloyd Huff							O				O									
University of Delaware	Michael C. Campbell															O	O				
University of Florida	Chris McKinney	O	O		O																
	Darrell McCormick			O																	
	Susan Wray																				
University of Karlsruhe, IBK	Thomas Gering											O									
University of Medicine/Dentistry-N.J.	Leonard E. A. Godfrey				O							O									
University of Miami	Jeanie L. McGuire				O																
University of Surrey	J. V. Reed					O		O													
University of Utah	Arundeep S. Pradhan															O					
University of Virginia Patents Fnd.	Ralph D. Pinto			O	O			O					O	O		O					
University Patents, Inc.	George M. Stadler	O				O						O									
Virginia Tech. Intellectural Prop., Inc.	Theodore Kohn				O			O								O					O
Washington Research Foundation	Ronald S. Howell				O											O					
Waste Institute																					
Welch Allyn	William R. Miller						I						B								
Welsh Development Agency	David Graham																				
Wisconsin Innvovation Service Ctr.	Debra S. Malewicki																				
Wisconsin Pharmacal Co., Inc.	Patricia J. Thome									B											

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	W. D. Saulman																B				
	G. A. Cremer																				
	J. D. Colthart																				
	D. F. Haas																				
Shipley Company Inc.	Michael Gulla																				
Sumitomo Bakelite Co., Ltd.	Takahiro Naka																				
Syncom Pharmaceuticals, Inc.	Fred McIlreath																				
Techmet Corp.	Henry E. Allen							B						B							
Technology Targeting, Inc.	Norman Brown													O		O					
Tex Style, Inc.	Michael D. Crotty																				
Texas A&M University System	Terry A. Young	O	O	O	O	O	O	O						I	I	I	I		I		
The Blood Ctr.-Southeastern Wisconsin	James E. Willis				O									I							
The Boeing Company	Laurence A. Savage			O									O	O		O					
The Carborundum Company	Richard L. Hansen																				
The M. W. Kellogg Company	Timothy H. Wasp		B																		
The Salk Institute	D. Dale Busch				O																
The University of British Columbia	Helen Becker			O	O									O							
	Doug Gill			O	O									O							
	James W. Murray			O	O					I				O							
The University of Melbourne	D. I. Alexander				O			O													
The Upjohn Company	William A. Damson				I																
The Wistar Institute-Anatomy/Biology	Anne Faulkner				O																
Thomas Jefferson University	Abram M. Goldfinger				O							O									
TNO	J. Hoogerwerf				O																
	Svan Dijk-Struyk			O		O					O					O	O		O		
Tosoh Corporation	Richard F. Stockel																				B
Toyo Umpanki Co., Ltd.	Hideo Ikuo																				
TPL Technologies Progetti Lavori SPA	Haurizio Notarbartolo		I			I											I		I		I
Union Carbide	James F. Sauvage																				
University Hospital (London, Canada)	Robert Gordon				O			O													
Univ. of Alabama-Birmingham Res. Fnd.	Kenneth J. Roozen				O			O													
University of Bristol	Adrian N. Hill							O				O							O		
University of California	Carl B. Wotten	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O
	William T. Davis	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O	O
	William Adams				O					O											
	David J. Aston				O																
	Ronald E. Barks						O	O													
	Beatrice Bryan																				

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	Christina Jansen																				
	Lita Nelsen				O			O													
	John Preston																				
McNeil Consumer Products Company	Robert T. Harvard																				
	R. S. Levi																				
	W. Anthony Vernon																				
Merocel Corporation	Doug Valentine									O									O		
Metra Biosystems, Inc.	George Dunbar				B																
Milliken Research Corporation	Donald W. Gardner																				
Mobil Oil Corporation	H. L. Ehrlich							B													
	John R. Green							B													
	Donald J. Howard							B													
	Alex J. McKillop							B													
Moorman Manufacturing Company	Kimball Nill	I			I																
Mount Sinai Hospital	Terry Donaghue				O							O									
NPS Pharmaceuticals, Inc.	James U. Jensen		B		B																
Nuventures Limited	Peter Williams		O					O													
Nycomed Arzneimittel GmbH	Hans G. Heini																				
Oclassen Pharmaceuticals, Inc.	Glenn A. Oclassen																				
Parkson Corporation	G. Parks Souther																				
Pitman-Moore, Inc.	Larry J. Kennedy	I												I							
Purdue Research Foundation	Teri F. Willey	O			O														O		
Quimica Estrella - ACA	Agustin O. Colonna		I		I																
Raychem Corporation	J. Allen Harper										B		B			B					
Raytheon Company	Robert F. Bowen																				
Reckitt & Colman	R. T. Fox																				
Rehabilitation R & D Center	Alvin H. Sacks			O				O													
Research Corp. Technologies, Inc.	Bernard Kosloski		O		O														O		
	Timothy Reckart																				
	Joseph Stumpf	O					O	O						O		O					O
Saginaw Valley State University	Thomas E. Kullgren				B																
Samsung Electronics Co., Ltd.	Han-Ho Lee			B			B	B					B	B		B					
Saskatchewan Research Council	Michel Mellinger	B			B												B				
Servier Research Group	Claude Labrid																				
Shell International Petroleum Co. Ltd.	Richard F. Buller		B		B			B													
Shell International Res. Maatschappij	J. A. van Zutphen							B													
Shell Oil Company	A. M. T. Finch																				
	N. Hauser																				

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FMC Corporation	Dr. Gert P. Volpp	I	B	I	I						B								I		
Fox Chase Cancer Center	Patricia Harsche				O																
Genelabs Technologies, Inc.	Steve Hochhauser																				
	Andrea Boscoe				B																
Gensia Pharmaceuticals, Inc.	Douglas E. Richards				B																
	Paul Lalkind				B																
Guest Medical Ltd.	Adrian H. Teuscher				B					B											
Halozone Recycling Inc.	Dusanka Filipovic																				
Health Research Incorporated	Anne Chetwynd				O																
HRI, Inc.	Linda Barnes																				
	Jeffrey Gendler				I																
	Peter Quinn				I																
	Lawrence Wisdom																				
HSC Res./Dev. Limited Partnership	Barbra Lavers				O																
ICI Agrochemicals	Dr. A. C. Dubock		I																		
	Dr. D. J. Martin		I																		
ICI Americas, Inc.	Roger P. Francis																				
IMEC VZW	Lou Hermans							O								O	O				
Imperial Cancer Research Tech. Ltd.	Dr. Jonathan Gee				O			O													
Imperial Pharmaceutical Services Ltd.	Rod E. Bransgrove																				
Industrial Research Ltd	Geoff Todd	B		B	B									B							B
Interdigital Patents Corporation	Robert M. Bramson																				
Iolab Corporation	John Franceschini																				
IPSO-National Res. Council Canada	Alec M. Bialski		O	O	O	O		O					O	O		O			O		O
ISIS Innovation Limited	James Hiddleston	O		O	O																
Johnson&Johnson Consumer Prod. Inc.	Brian T. McGrath									I											
Konica Corporation	Isao Shimeno																				
Laboratories Debat	Paule Drouault-Gardrat																				
	Claude Armand Dubois																				
Lawrence Berkley Laboratories	Cheryl Fragiadakis				O		O	O									O				
Lion Corporation	Hiroshi Isa				I					B											
	Hitoshi Sugita				I					B											
Loctite Corporation	Edward K. Welch								B									B			
Luminis Pty. Ltd.	Peter R. Hart	O	O		O																
M. D. Anderson Cancer Center	Matthew E. Burr				O																
MAN B&W Diesel AG	Hans-Adolf von Hehn														O						
Marathon Oil Company	J. L. Hummel							B													
Massachusetts Institute of Tech.	Dave Charron							O													

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O = Out
B = Both

Organization Name	Member Name	1. Agricultural and Horticultural Equipment & Processes	2. Agrochemicals	3. Automation & Robotics	4. Biotechnology	5. Civil Engineering, Including Construction	6. Computer Hardware	7. Computer Software	8. Conveyors, Hoists & Material Handling Equipment	9. Cosmetics, Toiletries, Soaps, Detergents and Personal Care	10. Defense & Armaments	11. Educational	12. Electrical Equipment & Components (not for generation)	13. Electrical & Electronic Testing, including Equipment	14. Electricity Generation, Distribution & Conservation	15. Electronic Circuitry & Components	16. Energy Generation & Conservation (not electricity)	17. Fixing & Fasteners	18. Food and Food Processing, including brewing	19. Furniture, Furnishings & Associated Products	20. Glass, Ceramics, Stone, Cement, Clay Products
	Dr. Julius A. Vida				I																
	Bruce Wendel				I																
	Carl Wright				I																
British Technology Group USA Inc.	Dr. Derek J. Schafer		B		B																
Burroughs Wellcome Co.	Donald H. Namm				I																
Canadian Industrial Innovation Centre	Susan J. White				O																
Center for Innovative Technology	Louis P. Berneman				O		O	O								O					O
CESMA Srl.	Nicola G. Schicchi	B																	B		
Cleveland Clinic Foundation	Nayan S. Shah				O			O													
Colorite Plastics	Robert S. Brookman	B																			
Conserve Resources, Inc.																	O				
Corning Incorporated	Georgie C. Taylor				O			O			O										B
Cygnus Therapeutic Systems	Charlotte Clark				B					B											
	Steven B. Engle				B					B											
	Gary R. Hooper				B					B											
	Jonathon M. Cool				B					B											
	Andrew Forman				B					B											
Cytogen	A. Dwight Lopes				B																
Dana Corporation	Robert M. Leonardi												I								
Danish Technology Transfer	Bjørn Westphal Eriksen	B			B												B				
Defence Science & Technology Org.	Robert Reichelt						O	O			O										
Degussa Corporation	Dr. Hartmut Kurzke																				
DePoMed Systems, Inc.	John W. Shell																				
Digital Equipment Corporation	Dr. Jan Jaferian						O	O					O	O		O					
	Richard Greeley						O	O					O	O		O					
Drexel University	Kenneth N. Geller				O																
DuPont Agricultural Products	Willy D. Kollmeyer	B	B		B																
	Robert E. Leitch	B	B		B																
DuPont Technology Transfer	Peter S. K. Leung																				
Eastman Chemical Company	Dr. T. Flint Gray				I																
Elf Atochem North America, Inc.	Royal E. Bright																				I
Emulsan Biotechnologies, Inc.	John A. Francis				B					B											
Energy Data Co., Inc.	John W. Ackley, III							O				O			O		O				
Ethyl Corporation	Larry Plonsker									I											
F. H. Faulding & Co. Ltd.	Laszlo Somogyi																				
Fermi National Accelerator Lab.	John T. Venard						O	O					O	O		O					
Ferro Corporation	T. O. Purcell																				I
Florida State University	Michael D. Devine				O			O				O									

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3M	Bill Paterson					I	I	I			I		I								
Abacad Automation Pty. Ltd.	John Johanson			B					B										B		
Advanced Tech. Mgmt. Ltd.	Alan G. Goodman				B																
Air Products and Chemicals, Inc.	Merrill Brenner																				
	Vincent L. Magnotta																				
	Thomas G. Ryder																				
Akzo America Inc.	Richard P. Fennelly				O																O
Alcon Laboratories, Inc.	Robert J. Adamski				I																
Aleks Int'l	Alexander Pipaloff			O	O	O															
ALZA Corporation	Michael J. Sterns																				
	Paul Magruder																				
	Ed Mandell																				
	Adrian Gerber																				
ARCO Chemical Company	David M. Braunstein																				
	Ward J. Klingebiel																				
	Richard H. Linden																				
ARIAD Pharmaceuticals	Amy L. Porter				I																
Arizona State University	Gary R. Argue				O			O								O					
Atkinson, Ltd.	George K. Atkinson		O							O											
Battelle Memorial Institute	Roland Adoutte		B	B				B			B					B	B				
	Richard Razgaitis		B	B				B			B					B	B				
	L. Donald Williams		B	B				B			B					B	B				
Becton Dickinson and Company	Frank Buono				I																
BioCryst Pharmaceuticals, Inc.	Frederick J. Dechow				B																
Block Drug Company, Inc.	Allan H. Johnston				I					B											
Boehringer Ingelheim GmbH	Dr. David Mitchard				I																
Boots Pharmaceuticals	Carl Derenfeld				I																
Bristol-Myers Squibb Company	Prabodh I. Almaula				I																
	Herbert V. Brotspies				I																
	Dr. Ronald L. Buchanan				I																
	Samuel J. DeBoff				I																
	Dianne M. DeFuria				I																
	Dr. Z. P. Horovitz				I																
	Dr. Gary A. King				I																
	Stuart E. Krieger				I																
	Dr. Mark L. Lee				I																
	David M. Morse				I																
	Dr. John E. Schurig				I																