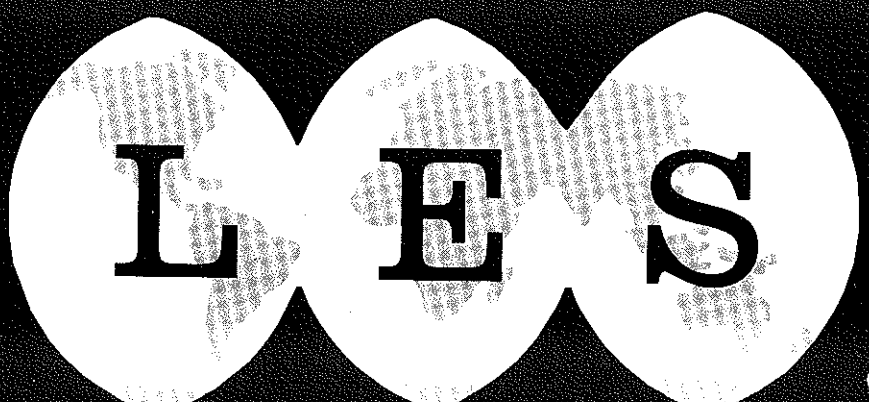


Licensing Consultants and Brokers Directory, 1999-2000

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

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

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

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

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

©1999

Licensing Executives Society (USA and Canada), Inc.
1800 Diagonal Road, Suite 280
Alexandria, VA 22314-2840
Phone: (703) 836-3106 Fax: (703) 836-3107
www.usa-canada.les.org

Table of Contents

Directory of Consultants and Brokers 1
Geographical Index 45
Industry Specialty Index 49

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

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Barks, Ronald E., Principal Ronald E. Barks Associates 35 Blue Jay Drive Santa Fe, NM 87501 USA Tel: (505) 820-0148 Fax: (505) 820-0248 Email: rebarks@roadrunner.com URL: No. Professionals: 1 Year Est: 1986 Contingency Fee: N	TECHNICAL INTERESTS Environmental Remediation Advanced Materials Ceramic Composites COUNTRIES French INDUSTRY SPECIALTIES Aerospace/Defense Electronics Environmental LANGUAGES German		•	•	•		•		•		•			•	
Beattie, Ingrid A., Ph.D., J.D., Patent Attorney Fish & Richardson P.C. 225 Franklin Street Suite 3100 Boston, MA 02110-2804 USA Tel: (617) 542-5070 Fax: (617) 542-8906 Email: beattie@fr.com URL: No. Professionals: 6 Year Est: 1878 Contingency Fee: Y	TECHNICAL INTERESTS Vaccines Pharmaceuticals Cardio Vascular Products & Therapies COUNTRIES INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences LANGUAGES		•	•	•			•		•					
Beck, Martin, President Mareck Ventures Ltd. Post Office Box 494 Pepperell, MA 01463 USA Tel: (978) 433-6716 Fax: (978) 433-5106 Email: martin-beck@mareck.com URL: www.mareck.com No. Professionals: 1 Year Est: 1991 Contingency Fee: N	TECHNICAL INTERESTS COUNTRIES INDUSTRY SPECIALTIES Chemical/Petrochemical Consumer Goods Other Manufacturing/ Equipment LANGUAGES		•			•		•	•	•		•			•

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY			PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Bramson, Robert S., Esq., President VAI Patent Management Corporation 1100 E. Hector Street Suite 410 Conshohocken, PA 19428 USA Tel: (610) 260-4444 Fax: (610) 260-4445 Email: RBRAMSON@B-P.com URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS	INDUSTRY SPECIALTIES Computer SW/HW Electronics Telecommunications		•		•	•	•	•		•	•	•	•	•	•
	COUNTRIES Japan Korea Europe	LANGUAGES														
Brandstaetter, Juergen Foglar-Deinhardstein & Brandstaetter Plankengasse 7 Vienna, A-1010 AUSTRIA Tel: +43 1 512 15 71 Fax: +43 1 513 43 42 Email: juergen.brandstaetter@fdblawyers.com URL: www.fdblawyers.com No. Professionals: 1 Year Est: 1922 Contingency Fee: N	TECHNICAL INTERESTS	INDUSTRY SPECIALTIES Computer SW/HW Consumer Goods Telecommunications				•	•		•		•	•	•			
	COUNTRIES Austria	LANGUAGES German English														
Breeze, David C., Partner David Breeze Associates 7 The Ivory House St. Katharine-by-the-Tower London E1 9AT UNITED KINGDOM Tel: +44 171 481-9602 Fax: +44 171 481-1727 Email: breosa@email.msn.com URL: No. Professionals: 2 Year Est: 1980 Contingency Fee: N	TECHNICAL INTERESTS Drug Delivery Production Value Realisation	INDUSTRY SPECIALTIES Biotechnology Health Care Pharmaceutical	•	•	•	•	•	•	•	•			•	•		
	COUNTRIES UK Europe Australia	LANGUAGES French														

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Carlson, Craig, Director, New Business Development Arthur D Little Enterprises 20 Acorn Park Cambridge, MA 02140 USA Tel: (617) 498-5295 Fax: (617) 498-7025 Email: carlson.craig@adlittle.com URL: No. Professionals: 3 Year Est: 1886 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Consumer Goods Electronics Telecommunications COUNTRIES LANGUAGES	•	•		•	•	•	•		•	•	•	•	•	•
Cavelier, German, Senior Partner - Alternative Director Cavelier Abogados Carrera. 4 No. 72-35 Bogota 8 Colombia Tel: +57 1 347 3611 Fax: +57 1 217 9211 Email: cavelier@colomsat.net.co URL: www.cavelier-abogados.com No. Professionals: 2 Year Est: 1953 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Consumer Goods Health Care All Technologies COUNTRIES LANGUAGES Colombia Spanish English French	•		•	•	•				•		•			
Chapman, Lewis P., Executive Vice President The Verge Group 200 Viking Place Alamo, CA 94507 USA Tel: (925) 743-1144 Fax: (925) 820-7963 Email: lewpchap@aol.com URL: No. Professionals: 2 Year Est: 1998 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Biotechnology Health Care Pharmaceutical COUNTRIES LANGUAGES Europe	•	•	•	•	•	•	•	•			•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Cohen, David M., Managing Director Technology Network International 6265 N. Jochums Drive Tucson, AZ 85718 USA Tel: (520) 577-6116 Fax: (520) 577-7988 Email: dmcohen55@aol.com URL: No. Professionals: 1 Year Est: 1993 Contingency Fee: Y	TECHNICAL INTERESTS Human Terapeutics Biotechnology COUNTRIES		•	•			•		•						
	INDUSTRY SPECIALTIES Biotechnology Health Care LANGUAGES														
Covello, Lynda P., Partner Margolis Partnership 1108-30 St. Clair Ave W. Toronto, ON M4V 3A1 CANADA Tel: (416) 968-9003 Fax: (416) 968-7702 Email: lyndac@margolislaw.com URL: www.margolislaw.com No. Professionals: 2 Year Est: 1998 Contingency Fee: N	TECHNICAL INTERESTS Information Technology Telecommunications Biotechnology COUNTRIES NAFTA Countries Europe Asia	•	•	•	•	•	•	•	•	•	•	•			
	INDUSTRY SPECIALTIES Biotechnology Computer SW/HW All Technologies LANGUAGES French Italian Spanish														
Danis, Joseph M., President Danis Associates 53 Moonpenny Lane East Falmouth, MA 02536 USA Tel: (508) 548-1307 Fax: (508) 540-1623 Email: jdanis@capecod.net URL: No. Professionals: 1 Year Est: 1996 Contingency Fee: Y	TECHNICAL INTERESTS Technology Transfer Structuring Ventures including Licensing Due Diligence COUNTRIES	•	•	•	•	•	•	•	•	•	•	•	•		
	INDUSTRY SPECIALTIES Chemical/Petrochemical Health Care Food Science LANGUAGES French														

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Dudney, Louis G. PricewaterhouseCoopers LLP Suite 7600 200 East Randolph Drive Chicago, IL 60601 USA Tel: (312) 540-2515 Fax: 312/856-1916 Email: louis.dudney@us.pwcglobal.com URL: No. Professionals: 39 Year Est: 1898 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Chemical/Petrochemical Computer SW/HW Electronics COUNTRIES LANGUAGES		•	•	•	•	•	•	•			•	•	•	
Duranceau, Jean, Ph.D. Nolitech 520 Lake Shore Road Beaconsfeild, QC H9W 4J7 CANADA Tel: (514) 695-4889 Fax: (514) 695-2388 Email: URL: No. Professionals: 1 Year Est: 1997 Contingency Fee:	TECHNICAL INTERESTS Robotic Eng/Process & Equip. Health Sciences INDUSTRY SPECIALTIES Other Life Sciences Other Manufacturing/ Equipment All Technologies COUNTRIES France LANGUAGES French English		•	•	•	•	•	•	•	•					
Eckebrecht, J. Lou, President (Int'l Consultant) Lomar Associates/Silver Fox Licensing Network 1384 Tyandaga Park Drive Burlington, ON L7P 1N3 CANADA Tel: (905) 336-0002 Fax: (905) 336-2250 Email: eckebrecht@llas.net URL: No. Professionals: 1 Year Est: 1974 Contingency Fee: B	TECHNICAL INTERESTS Leisure Energy Environment INDUSTRY SPECIALTIES Consumer Goods Environmental All Technologies COUNTRIES All LANGUAGES English	•	•	•	•	•	•	•	•	•					

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Francis, John A., President Intellectual Property Valuations A Unite of J.A.F. Enterprises, Inc. P.O. Box 1058 Green Farms, CT 06436-1058 USA Tel: (203) 454-2991 Fax: (203) 454-2991 Email: ipv@juno.com URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	TECHNICAL INTERESTS Chemical/Biochemical Medical Environmental COUNTRIES INDUSTRY SPECIALTIES Chemical/Petrochemical Computer SW/HW All Technologies LANGUAGES	•	•	•	•	•	•	•	•	•	•	•	•	•	
Friedhoff, Richard M., President InGen Corporation 235 Montgomery Street Suite 300 San Francisco, CA 94104 USA Tel: (415) 781-2600 Fax: 415/781-8316 Email: rfriedhoff@ingen.com URL: www.ingen.com No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS Computer Graphics/Imaging Internet Audio COUNTRIES INDUSTRY SPECIALTIES Computer SW/HW Electronics All Technologies LANGUAGES	•	•	•	•	•	•	•		•	•	•	•	•	
Gale, William S., President Deer Path Group, Ltd. 44 Deer Path Lane Weston, MA 02493 USA Tel: (781) 893-9036 Fax: (781) 899-4909 Email: wgdeerpath@aol.com URL: No. Professionals: 1 Year Est: 1984 Contingency Fee: Y	TECHNICAL INTERESTS Life Sciences Physical Sciences COUNTRIES INDUSTRY SPECIALTIES Biotechnology Consumer Goods Health Care LANGUAGES	•	•	•	•	•	•	•	•	•	•	•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Goldsmith, H. Randall, Ph.D., President Oklahoma Technology Development Corp. 204 N. Robinson Suite 1200 Oklahoma City, OK 73102 USA Tel: (405) 235-2305 Fax: (405) 235-2252 Email: randy.goldsmith@otcc.org URL: www.otcc.org No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	TECHNICAL INTERESTS Venture Assessment Commercialization Strategies Strategic Venture Planning INDUSTRY SPECIALTIES All Technologies COUNTRIES LANGUAGES		•	•					•				•	•	
Gordon, Alan H., President Alan H. Gordon & Associates, P.C. 2925 Briarpark Drive, 9th Floor Houston, TX 77042 USA Tel: (713) 223-4800 Fax: (713) 223-4555 Email: alangordonesq@msn.com URL: No. Professionals: 2 Year Est: 1998 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Chemical/Petrochemical Energy All Technologies COUNTRIES LANGUAGES	•	•	•	•	•		•		•	•	•			
Gordon, Maxwell, Ph.D. 60 East End Avenue Suite 22A New York, NY 10028 USA Tel: (212) 879-3543 Fax: (212) 585-4165 Email: URL: No. Professionals: 1 Year Est: 1999 Contingency Fee: Y	TECHNICAL INTERESTS Cancer Gene Therapy AIDS INDUSTRY SPECIALTIES Biotechnology Health Care COUNTRIES Japan Switzerland England LANGUAGES German	•	•	•	•	•	•	•	•					•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Haluska, Robert J., Ph.D., President Outsource Technology Associates 159 Ruth Road Harleysville, PA 19438 USA Tel: (215) 256-6848 Fax: (215) 256-4906 Email: rjhaluska@dynanet.com URL: No. Professionals: 1 Year Est: 1996 Contingency Fee: Y	TECHNICAL INTERESTS Organic Chemistry Pharmaceuticals Formulations COUNTRIES INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochemical Health Care LANGUAGES	•	•	•	•				•					•	
Hampton, Scott D., Partner Campos & Stratis 310 Cedar Lane Teaneck, NJ 07666 USA Tel: (877) 328-9888 Fax: (801) 328-9887 Email: cs@utah-inter.net URL: www.campos-stratis.com No. Professionals: 1 Year Est: 1966 Contingency Fee: Y	TECHNICAL INTERESTS Litigation Consulting Infringement Damages Economic Damage Calculation COUNTRIES INDUSTRY SPECIALTIES Aerospace/Defense Biotechnology Other Manufacturing/ Equipment LANGUAGES	•	•	•	•	•		•			•		•	•	
Harper, J. Allen, Jr., Principal Allen Harper & Associates 430 Hacienda Way Los Altos, CA 94022 USA Tel: (650) 941-9779 Fax: (650) 941-9779 Email: allen430@yahoo.com URL: No. Professionals: 1 Year Est: 1993 Contingency Fee: Y	TECHNICAL INTERESTS Electrical/Electronics Mechanical Chemical COUNTRIES Western Europe INDUSTRY SPECIALTIES Aerospace/Defense Other Manufacturing/ Equipment All Technologies LANGUAGES	•	•	•	•	•	•	•	•				•		•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Hoff, Roy A, President Forza Inc. 15601 Sheridan Spur Wayzata, MN 55391 USA Tel: (612) 449-4965 Fax: (612) 473-5374 Email: royahoff@aol.com URL: No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS Pharmaceutical Biotech COUNTRIES INDUSTRY SPECIALTIES Biotechnology Health Care LANGUAGES	•	•	•	•		•	•	•	•		•	•	•	
Hogue, Dale C., Sr., Principal Manager Hogue Management, LLC 44 Wexford on the Green Hilton Head, SC 29928-6125 USA Tel: (843) 341-3127 Fax: (843) 341-3932 Email: dchoguesr@aol.com URL: No. Professionals: 1 Year Est: 1997 Contingency Fee: Y	TECHNICAL INTERESTS Telecommunications Business Systems/Electronic Commerce Software COUNTRIES INDUSTRY SPECIALTIES Computer SW/HW Electronics Telecommunications LANGUAGES		•	•	•	•	•	•	•	•	•	•	•	•	•
Hohauser, Herman J. 6212 Berlee Dr. Alexandria, VA 22312 USA Tel: (703) 354-6883 Fax: (703) 642-7210 Email: hohauser@erols.com URL: No. Professionals: 1 Year Est: 1985 Contingency Fee: Y	TECHNICAL INTERESTS Computer/Internet Mechanical Lasers COUNTRIES INDUSTRY SPECIALTIES Computer SW/HW Consumer Goods Electronics LANGUAGES	•	•	•	•	•	•	•	•	•		•			

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED									
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Irvin, Howard Howard H. Irvin Associates 150 North Michigan Avenue Suite 2910 Chicago, IL 60601 USA Tel: (312) 781-7364 Fax: (312) 781-5925 Email: URL: No. Professionals: 1 Year Est: 1982 Contingency Fee: Y	TECHNICAL INTERESTS: Chemical Specialities; Licensing, M&A; J.V.; Business Strategy INDUSTRY SPECIALTIES: Chemical/Petrochemical COUNTRIES: Europe; Japan LANGUAGES: German; French	•	•	•	•	•	•	•	•	•		•			
Irvine, Sean, P.Eng., Regional Advisor, CIPO Canadian Intellectual Property Office 3635 Henderson Ave. North Vancouver, BC V7J 3C8 CANADA Tel: 604/878-1123 Fax: 604/878-1123 Email: Irvine@istar.ca URL: No. Professionals: 2 Year Est: Contingency Fee: N	TECHNICAL INTERESTS: Life Sciences INDUSTRY SPECIALTIES: Biotechnology; Health Care; Other Life Sciences COUNTRIES: Canada LANGUAGES	•	•	•			•		•			•			
Jeffries, Michael P., Licensing Executive NxNW Consulting 940 Wilson Street Eugene, OR 97402 USA Tel: (541) 345-8721 Fax: (541) 345-8723 Email: Mike@laneparts.com URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS: Internet Software INDUSTRY SPECIALTIES: Chemical/Petrochemical; Computer SW/HW; Electronics COUNTRIES LANGUAGES	•	•	•	•		•	•		•				•	•

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Kennedy, Allan G, President International Technology Associates 483 Milltown Road Brewster, NY 10509 USA Tel: (914) 278-2438 Fax: (914) 279-4792 Email: ITA2@juno.com URL: No. Professionals: 2 Year Est: 1982 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Electronics Environmental Other Manufacturing/ Equipment COUNTRIES Japan South Korea ROC LANGUAGES Japanese	•	•	•	•	•	•	•		•	•	•	•		
King, George W.K., Director George W. K. King Associates Consulting Engineers 1050 Eagle Road Newtown, PA 18940 USA Tel: (215) 968-4483 Fax: Email: URL: No. Professionals: 1 Year Est: 1950 Contingency Fee: Y	TECHNICAL INTERESTS Mechanical Engineering Electrical Engineering Materials Engineering INDUSTRY SPECIALTIES Electronics Other Manufacturing/ Equipment All Technologies COUNTRIES Europe East Asia Canada LANGUAGES English	•	•	•	•	•	•	•	•	•	•	•			•
Klevans, Lawrence R., President Pharma Connections 89 Summit Ave., Suite 135 Summit, NJ 07901 USA Tel: (973) 921-0320 Fax: (973) 921-0321 Email: lklevans@concentric.net URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	TECHNICAL INTERESTS Pharmaceuticals Biotechnology INDUSTRY SPECIALTIES Biotechnology Health Care COUNTRIES LANGUAGES	•	•	•	•	•	•	•	•	•			•	•	

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

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Maggard, Woodrow W. Reichenbach Technologies 4006 North Canyon Road Provo, UT 84604 USA Tel: (801)223-6199 Fax: (801)223-6199 Email: wwmaggard@cs.com URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: N	TECHNICAL INTERESTS Advanced Materials Biotechnology Electronics INDUSTRY SPECIALTIES Biotechnology Electronics All Technologies COUNTRIES Switzerland Spain Sweden LANGUAGES Spanish Swedish	•	•	•	•	•	•	•	•	•	•	•	•	•	
Maibach, Todd L., President ACADERM 120 Independence Drive Menlo Park, CA 94025 USA Tel: (650) 617-9777 Fax: (650) 617-9778 Email: acaderm@aol.com URL: No. Professionals: 1 Year Est: 1998 Contingency Fee:	TECHNICAL INTERESTS Dermatology Cosmetics INDUSTRY SPECIALTIES Consumer Goods Health Care COUNTRIES LANGUAGES	•	•	•	•	•	•	•							
Matteo, Damon C., President Savanteque 715 Somerset Lane Foster City, CA 94404 USA Tel: (650) 577-8195 Fax: (650) 577-8196 Email: info@savanteque.com URL: WWW.Savanteque.Com No. Professionals: 1 Year Est: 1993 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Computer SW/HW Electronics Microelectronics COUNTRIES Japan Europe LANGUAGES	•	•	•	•	•	•	•	•	•		•	•	•	

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

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Nath, Gary M., Esq., Managing Partner Nath & Associates 1030 15th Street, N.W. 6th Floor Washington, DC 20005 USA Tel: (202) 775-8383 Fax: (202) 822-9409 Email: gmn@nathlaw.com URL: www.nathlaw.com No. Professionals: 2 Year Est: 1993 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Biotechnology All Technologies Chemical;Pharmaceutical LANGUAGES COUNTRIES US Europe Asia Chinese German Korean		•	•	•	•		•		•			•		
Oliver, Julia Barnes, President BioMatch, Inc. P.O. Box 14381 Research Triangle Pk, NC 27709 USA Tel: (919) 680-4466 Fax: (919) 680-4477 Email: BioMatch@mindspring.com URL: No. Professionals: 1 Year Est: 1999 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Licensing Cross Border Financing Marketing Alliances Health Care COUNTRIES LANGUAGES UK Germany		•	•	•	•	•	•	•	•		•			
Olmedo, Luis I., Attorney Marinovic and Gutierrez Law Firm San Sebastian No. 2839 of 605, Las Conde Santiago, Chile Tel: (562) 246-3630 Fax: (562) 246-3867 Email: liolmedo@entelchile.net URL: No. Professionals: 1 Year Est: 1990 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Copyrights Trademarks Anticounterfeiting Computer SW Consumer Goods Telecommunications COUNTRIES LANGUAGES South America English Spanish	•	•		•	•		•		•					

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Partoyan, Garo A. Management of Intellectual Property 7385 Regina Royale Blvd Sarasota, FL 34238-4545 USA Tel: (941) 923-2420 Fax: (941) 922-2410 Email: partoyanga@aol.com URL: No. Professionals: 1 Year Est: 1998 Contingency Fee: Y	TECHNICAL INTERESTS Trademarks Mediation Business Management of IP INDUSTRY SPECIALTIES Chemical/Petrochemical Consumer Goods Other Manufacturing/ Equipment COUNTRIES U.K. Germany Japan LANGUAGES	•	•	•	•	•		•				•	•		
Patterson, Lloyd D., Owner/Director Lloyd Patterson International (LPI) 395 S. Atlantic Avenue, Suite 701 Ormond Beach, FL 32176 USA Tel: (904) 672-9146 Fax: (904) 673-5027 Email: wgroehr@lPi-web.com URL: www.LPI-web.com No. Professionals: 1 Year Est: 1977 Contingency Fee: Y	TECHNICAL INTERESTS Healthcare Environmental Specialty Chemical INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochemical Health Care COUNTRIES Europe Asia LANGUAGES French		•	•	•	•	•	•	•	•		•	•		
Peterson, Mark A., Chief Executive Officer Robinwood Consulting 150 S. Wacker Drive Suite 550 Chicago, IL 60606-4103 USA Tel: (312) 696-1506 Fax: (312) 984-0606 Email: rwdmap@ix.netcom.com URL: No. Professionals: 3 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES All Technologies COUNTRIES LANGUAGES Chinese	•	•	•				•					•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Robell, Andrew J., Ph.D., Principal Robell Partners 9839 Forestglen Dr. Cincinnati, OH 45242 USA Tel: (513) 984-3455 Fax: (513) 936-0505 Email: ajrobell@gateway.net URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Healthcare Specialty Chemicals Devices INDUSTRY SPECIALTIES Chemical/Petrochemical Health Care Other Manufacturing/ Equipment COUNTRIES Worldwide LANGUAGES		•	•	•	•	•	•	•	•	•	•	•	•	
Sedlak, Bonnie Joy, Ph.D., Biotechnology Consultant Bonnie Joy Sedlak, Ph.D. P.O. Box 3021 Half Moon Bay, CA 94019 USA Tel: 650/712-1410 Fax: 650/726-4854 Email: bonniejoysedlak@compuserve.com URL: No. Professionals: 1 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS Technology Valuation Technology Scouting Marketing Inventions INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences COUNTRIES LANGUAGES		•	•	•		•	•	•	•			•	•	
Sheridan, Beverley University Technologies International, Inc. Suite 204, 609-14 Street, N.W. Calgary, AB T2N 2A1 CANADA Tel: (403) 270-7027 Fax: (403) 270-2384 Email: info@uti.ca URL: No. Professionals: 2 Year Est: 1989 Contingency Fee: N	TECHNICAL INTERESTS Biotechnology Engineering Software INDUSTRY SPECIALTIES All Technologies COUNTRIES LANGUAGES	•	•	•	•	•	•	•	•	•	•	•	•	•	

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

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

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Wallach, Morton L., President PEL Associates 1084 Shennecossett Rd. UConn-Avery Point Groton, CT 06340 USA Tel: 860/448-6522 Fax: 860/448-6522 Email: mlwallach@pelassociates.com URL: www.pelassociates.com No. Professionals: 1 Year Est: 1975 Contingency Fee: Y	TECHNICAL INTERESTS Polymer/Plastics Chemical/Petrochemical Environmental COUNTRIES Japan France Germany INDUSTRY SPECIALTIES Chemical/Petrochemical Environmental All Technologies LANGUAGES	•	•	•	•	•	•		•			•	•	•	•
Walters, Patricia, Manager, Business Development Hypotenuse Enterprises, Inc. 1545 East Avenue Rochester, NY 14610 USA Tel: (716) 473-7799 Fax: (716) 473-7465 Email: Walters@hypot.com URL: www.Hypot.com No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS COUNTRIES All INDUSTRY SPECIALTIES All Technologies LANGUAGES	•	•	•	•	•	•	•	•		•	•			
Watkins, William M., II, President Techno-Commercial Associates 1213 Ellen Drive South Charleston, WV 25303 USA Tel: (304) 744-2972 Fax: (304) 744-2972 Email: watkinscrw@juno.com URL: No. Professionals: 1 Year Est: 1987 Contingency Fee:	TECHNICAL INTERESTS Petrochemical/Energy Small Business IP Management COUNTRIES INDUSTRY SPECIALTIES Chemical/Petrochemical Energy Other Manufacturing/ Equipment LANGUAGES	•	•	•	•	•	•	•	•				•		

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Willis, Timothy R., President LM&E Company Advisors 9650 Strickland Road Suite 103-258 Raleigh, NC 27615 USA Tel: (919) 848-7808 Fax: (919) 848-8712 Email: TWillis@lmeca.com URL: No. Professionals: 2 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Medical Devices Biomedical Pharmaceutical COUNTRIES Europe Japan		•	•	•	•	•	•	•				•	•	
Wilson, J. Douglas Lang Michener Ste. 2500, 181 Bay Street BCE Place, PO Box 747 Toronto, ON M5J 2T7 CANADA Tel: 416/307-4008 Fax: (416) 307-4461 Email: jdwilson@toronto.langmichener.ca URL: www.langmichener.ca No. Professionals: 3 Year Est: 1920 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Chemical/Petrochemical Computer SW/HW Telecommunications COUNTRIES LANGUAGES German	•	•	•	•			•		•					
Wimpfheimer, Leonard, U.S.-Japan Pharmaceutical Consultant International Business Strategies 519 Birch Avenue Westfield, NJ 07090 USA Tel: (908) 232-6307 Fax: (908) 232-4824 Email: lenwimp@home.com URL: No. Professionals: 1 Year Est: 1993 Contingency Fee: N	TECHNICAL INTERESTS Pharmaceuticals Biotechnology Healthcare COUNTRIES Japan		•	•	•	•	•	•	•						

Geographical Index

CANADA

ALBERTA

Calgary
Sheridan, Beverley
Edmonton
Hirsche, Bruce D.

BRITISH COLUMBIA

North Vancouver
Irvine, Sean , P.Eng.
Vancouver
Macdonald, K. Beth
Simmer, Ronald V.

ONTARIO

Burlington
Eckebrecht, J. Lou
Ottawa
Breton, Pierrette O.
Tacit, Christian S.
Toronto
Covello, Lynda P.
Eckenswiller, Catherine
Kalina, Diane J.
McCall, Martin H., P.Eng.
Monro, H. Alec B.
Wilson, J. Douglas
Woodley, John H.

QUEBEC

Beaconsfeild
Duranceau, Jean , Ph.D.
Montreal
Legler, Steve

COLOMBIA

Bogota
Cavelier,German

UNITED KINGDOM

London
Breeze, David C.
Butler, Melanie

USA

ARIZONA

Hereford
Haberman, Jules J., DVM
Tucson
Cohen, David M.

CALIFORNIA

Alamo
Chapman, Lewis P.
Castro Valley
Udell, Lawrence J.
Del Mar
Owen, N. Coleman
Foster City
Matteo, Damon C.
Half Moon Bay
Sedlak, Bonnie Joy , Ph.D.
Los Altos
Harper, J. Allen , Jr.
Los Angeles
Bothun, Deborah K.
Mendez, Caroline N.
Menlo Park
Maibach, Todd L.
Pacific Palisades
Tanaka, Ted T.
Pasadena
Ansell, Murray D.
Sacramento
Pressler, Richard H.
San Diego
Erickson, Don E.
San Francisco
Friedhoff, Richard M.
San Mateo
Blank, Paula
Tiburon
Greenberg, Roland

The *Licensing Consultants & Brokers Directory* is printed in alphabetical order.

MISSIOURI

St. Louis

Mattson, William R., Jr.

MONTANA

Bozeman

Hunter, Robert M.

NEVADA

Las Vegas

Hyland, Warren

NEW JERSEY

Bridgewater

Hulse, R. Douglas

Princeton

Zodda, Deni M., Ph.D.

Summit

Klevans, Lawrence R.

Teaneck

Hampton, Scott D.

Westfield

Wimpfheimer, Leonard

NEW MEXICO

Santa Fe

Barks, Ronald E.

NEW YORK

Brewster

Kennedy, Allan G

Bronxville

Shibata, Yu

New City

Siuta, Gerald J., Ph.D.

New York

Alfandari, Michelle

Dienes, Louis R.

Goldscheider, Robert

Gordon, Maxwell , Ph.D.

Mitchel, Jules T.

Rochester

Walters, Patricia

NORTH CAROLINA

Charlotte

Phillips, Don H.

Raleigh

Waugaman, Paul G.

Willis, Timothy R.

Research Triangle Pk

Krasny, Harvey C., Ph.D.

Oliver, Julia Barnes

OHIO

Brecksville

O'Riordan, Brian K.

Cincinnati

Robell, Andrew J., Ph.D.

Lancaster

Voss, Jack D.

Sunbury

Stanton, Susan A., Ph.D.

OKLAHOMA

Oklahoma City

Goldsmith, H. Randall , Ph.D.

OREGON

Eugene

Jeffries, Michael P.

PENNSYLVANIA

Bethlehem

Smackey, Bruce M.

Blue Bell

Moran, Robert P.

Conshohocken

Bramson, Robert S., Esq.

Harleysville

Haluska, Robert J., Ph.D.

Kennett Square

Weaver, Ross H.

Mechanicsburg

Gilligan, Martin E., Jr.

Newtown

King, George W.K.

Pittsburgh

Vercilla, Peter M.

Villanova

Bendig, Mary M.

Wayne

Weisman, Herman S.

Industry Specialty Index

Aerospace/Defense

Barks, Ronald E.
Fiedler, James N.
Gilligan, Martin E., Jr.
Hampton, Scott D.
Harper, J. Allen , Jr.
Pressler, Richard H.

All Technologies

Baldwin, Christopher D.
Cavelier, German
Covello, Lynda P.
Dienes, Louis R.
Drehkoff, W. Dennis , Esq.
Duranceau, Jean , Ph.D.
Eckebrecht, J. Lou
Faunce, Chuck
Francis, John A.
Friedhoff, Richard M.
Gencs, Valters
Goldscheider, Robert
Goldsmith, H. Randall , Ph.D.
Gordon, Alan H.
Harper, J. Allen , Jr.
Hinkes, Thomas M.
King, George W.K.
Klumb, William T.
Kohn, Theodore
Kresic, Mladen E.
Macdonald, K. Beth
Maggard, Woodrow W.
McGuire, Jeanie L.
Mendez, Caroline N.
Murray, Charles K.
Murtha, Emmett J.
Nath, Gary M., Esq.
Pappas, C. Dino
Peterson, Mark A.
Phillips, Don H.
Pressler, Richard H.
Sheridan, Beverley
Shibata, Yu
Simmer, Ronald V.
Smackey, Bruce M.
Smith, H. Lawrence , Esq.
Stewart, Debora R.
Tacit, Christian S.
Udell, Lawrence J.
Vercilla, Peter M.
Wallach, Morton L.
Walters, Patricia

Biotechnology

Abrahams, Robert A.
Andonian, Joseph K.
Beattie, Ingrid A., Ph.D., J.D.
Bendig, Mary M.
Benoit, Bryan K.
Blank, Paula
Breeze, David C.
Britven, Thomas W.
Butler, Melanie
Chapman, Lewis P.
Chokshi, Kaushal K.
Clemons, Paula J.
Cobb, Terrell A.
Cohen, David M.
Covello, Lynda P.
Dienes, Louis R.
DiVincenzo, George D.
Eckenswiller, Catherine
Gale, William S.
Goldscheider, Robert
Gordon, Maxwell , Ph.D.
Greenberg, Roland
Grossman, Ruvane E.
Haberman, Jules J., DVM
Haluska, Robert J., Ph.D.
Hampton, Scott D.
Hirsche, Bruce D.
Hoff, Roy A
Hulse, R. Douglas
Hunter, Robert M.
Irvine, Sean , P.Eng.
Johnson, Garland A.

Consumer Goods

Alfandari, Michelle
Ansell, Murray D.
Beck, Martin
Bothun, Deborah K.
Brandstaetter, Juergen
Butler, Melanie
Carlson, Craig
Cavelier, German
Eckebrecht, J. Lou
Fiedler, James N.
Gale, William S.
Hohauser, Herman J.
Hyland, Warren
Maibach, Todd L.
McCall, Martin H., P.Eng.
Olmedo, Luis I.
Partoyan, Garo A.
Riddle, Pamela H.
Smackey, Bruce M.
Stephan, Robert M.
Taylor, Mark B.
Udell, Lawrence J.
Voss, Jack D.

Electronics

Ansell, Murray D.
Baldwin, Christopher D.
Barks, Ronald E.
Bramson, Robert S., Esq.
Breton, Pierrette O.
Carlson, Craig
Clemons, Paula J.
Dudney, Louis G.
Fiedler, James N.
Friedhoff, Richard M.
Hinkes, Thomas M.
Hogue, Dale C., Sr.
Hohauser, Herman J.
Hyland, Warren
Jeffries, Michael P.
Kennedy, Allan G
King, George W.K.
Maggard, Woodrow W.
Matteo, Damon C.
Riddle, Pamela H.
Stanford, George E.
Stanton, Susan A., Ph.D.

Energy

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

Environmental

Altman, Daniel
Barks, Ronald E.
Chokshi, Kaushal K.
Clemons, Paula J.
Eckebrecht, J. Lou
Kennedy, Allan G
McCall, Martin H., P.Eng.
O'Riordan, Brian K.
Stanford, George E.
Wallach, Morton L.

Health Care

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

Levy, Nelson L., M.D., Ph.D.
Matteo, Damon C.
Monro, H. Alec B.
Nath, Gary M., Esq.
Stanton, Susan A., Ph.D.
Wimpfheimer, Leonard

NOTES

NOTES

NOTES

Hunter, Robert M.
Irvine, Sean , P.Eng.
Johnson, Garland A.
Kalina, Diane J.
Kawano, Linda S., Ph.D.
Klevans, Lawrence R.
Kobos, Michael
Krasny, Harvey C., Ph.D.
Levy, Nelson L., M.D., Ph.D.
Lorette, Robert C.
Maibach, Todd L.
Mattson, William R., Jr.
Mitchel, Jules T.
Moran, Robert P.
Oliver, Julia Barnes
Owen, N. Coleman
Pappas, C. Dino
Patterson, Lloyd D.
Riddle, Pamela H.
Robell, Andrew J., Ph.D.
Sedlak, Bonnie Joy , Ph.D.
Shibata, Yu
Siuta, Gerald J., Ph.D.
Stephan, Robert M.
Tanaka, Ted T.
Vercilla, Peter M.
Weaver, Ross H.
Weisman, Herman S.
Willis, Timothy R.
Wimpfheimer, Leonard
Woodley, John H.
Zodda, Deni M., Ph.D.

Other Life Sciences

Beattie, Ingrid A., Ph.D., J.D.
Bendig, Mary M.
Blank, Paula
Butler, Melanie
Duranceau, Jean , Ph.D.
Greenberg, Roland
Haberman, Jules J., DVM
Irvine, Sean , P.Eng.
Johnson, Garland A.
Kawano, Linda S., Ph.D.
Krasny, Harvey C., Ph.D.
Lorette, Robert C.
Moran, Robert P.
Owen, N. Coleman
Sedlak, Bonnie Joy , Ph.D.
Waugaman, Paul G.
Weisman, Herman S.
Willis, Timothy R.
Zodda, Deni M., Ph.D.

Other Manufacturing/Equipment

Alfandari, Michelle
Beck, Martin
Chokshi, Kaushal K.
Duranceau, Jean , Ph.D.
Erickson, Don E.
Gilligan, Martin E., Jr.
Hampton, Scott D.
Harper, J. Allen , Jr.
Kennedy, Allan G
King, George W.K.
Monro, H. Alec B.
Partoyan, Garo A.
Pressler, Richard H.
Robell, Andrew J., Ph.D.
Watkins, William M., II

Telecommunications

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

Other

(Please check individual Listings)
Abrahams, Robert A.
Altman, Daniel
Bothun, Deborah K.
Breeze, David C.
Chapman, Lewis P.
Danis, Joseph M.
Hyland, Warren

Kalina, Diane J.
Kawano, Linda S., Ph.D.
Klevans, Lawrence R.
Kobos, Michael
Krasny, Harvey C., Ph.D.
Levy, Nelson L., M.D., Ph.D.
Lorette, Robert C.
Macdonald, K. Beth
Maggard, Woodrow W.
Mattson, William R., Jr.
Mitchel, Jules T.
Moran, Robert P.
Nath, Gary M., Esq.
Owen, N. Coleman
Pappas, C. Dino
Patterson, Lloyd D.
Sedlak, Bonnie Joy , Ph.D.
Shibata, Yu
Siuta, Gerald J., Ph.D.
Stephan, Robert M.
Tanaka, Ted T.
Valentine, Donald H., Jr.
Vercilla, Peter M.
Waugaman, Paul G.
Weaver, Ross H.
Weisman, Herman S.
Willis, Timothy R.
Wimpfheimer, Leonard
Woodley, John H.
Zodda, Deni M., Ph.D.

Chemical/Petrochemical

Altman, Daniel
Andonian, Joseph K.
Beck, Martin
Benoit, Bryan K.
Britven, Thomas W.
Danis, Joseph M.
DiVincenzo, George D.
Drehkoff, W. Dennis , Esq.
Dudney, Louis G.
Eckenswiller, Catherine
Francis, John A.
Gordon, Alan H.
Haluska, Robert J., Ph.D.
Hirsche, Bruce D.
Hulse, R. Douglas
Irvin, Howard
Jeffries, Michael P.
Kohn, Theodore
Mattson, William R., Jr.
Monro, H. Alec B.
Murtha, Emmett J.
O'Riordan, Brian K.
Partoyan, Garo A.
Patterson, Lloyd D.
Phillips, Don H.
Robell, Andrew J., Ph.D.
Stanton, Susan A., Ph.D.
Taylor, Mark B.
Valentine, Donald H., Jr.
Wallach, Morton L.
Watkins, William M., II
Waugaman, Paul G.
Wilson, J. Douglas

Computer Software

Erickson, Don E.
Hirsche, Bruce D.
Hunter, Robert M.
Olmedo, Luis I.

Computer SW/HW

Ansell, Murray D.
Benoit, Bryan K.
Bramson, Robert S., Esq.
Brandstaetter, Juergen
Breton, Pierrette O.
Covello, Lynda P.
Dienes, Louis R.
Dudney, Louis G.
Eckenswiller, Catherine
Francis, John A.
Friedhoff, Richard M.
Hogue, Dale C., Sr.
Hohauser, Herman J.
Jeffries, Michael P.
Kresic, Mladen E.
Macdonald, K. Beth
Matteo, Damon c.
Tacit, Christian S.
Wilson, J. Douglas

SOUTH CAROLINA

Hilton Head

Hogue, Dale C., Sr.

TEXAS

Houston

Altman, Daniel
Benoit, Bryan K.
Britven, Thomas W.
Gordon, Alan H.
Taylor, Mark B.

UTAH

Provo

Maggard, Woodrow W.

VIRGINIA

Alexandria

Hohauser, Herman J.

Blacksburg

Kohn, Theodore

WEST VIRGINIA

South Charleston

Watkins, William M., II

Wheeling

Clemons, Paula J.

WISCONSIN

Arglye

Hinkes, Thomas M.

Menomonee Falls

Klumb, William T.

Van Nuys
Fiedler, James N.

COLORADO

Steamboat Springs
Cobb, Terrell A.

CONNECTICUT

Fairfield
Abrahams, Robert A.
Green Farms
Francis, John A.
Groton
Wallach, Morton L.
Ridgefield
Kresic, Mladen E.
Stamford
Murtha, Emmett J.
Stephan, Robert M.
Valentine, Donald H., Jr.

DISTRICT OF COLUMBIA

Nath, Gary M., Esq.

FLORIDA

Fort Myer
DiVincenzo, George D.
Gainesville
Riddle, Pamela H.
Ocala
Murray, Charles K.
Ormond Beach
Patterson, Lloyd D.
Palm Beach Gardens
McGuire, Jeanie L.
Sarasota
Partoyan, Garo A.
Stuart
Hinkelman, Robert M.

ILLINOIS

Chicago
Drehkoff, W. Dennis , Esq.
Dudney, Louis G.
Irvin, Howard
Kawano, Linda S., Ph.D.
Peterson, Mark A.
Crest Hill
Baldwin, Christopher D.
Lake Forest
Levy, Nelson L., M.D., Ph.D.
Romeoville
Chokshi, Kaushal K.
Skokie
Pappas, C. Dino

KANSAS

Prairie Village
Grossman, Ruvane E.

LOUISIANA

Slidell
Stanford, George E.

MARYLAND

Baltimore
Faunce, Chuck
Stewart, Debora R.

MASSACHUSETTES

Boston
Beattie, Ingrid A., Ph.D., J.D.
Lorette, Robert C.
Cambridge
Carlson, Craig
Concord
Kobos, Michael
East Falmouth
Danis, Joseph M.
Pepperell
Beck, Martin
Weston
Gale, William S.

MICHIGAN

Galesburg
Johnson, Garland A.
Grand Rapids
Smith, H. Lawrence , Esq.
Portage
Andonian, Joseph K.

MINNESOTA

Wayzata
Hoff, Roy A

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY			PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Woodley, John H., Partner Sim & McBurney 330 University Avenue, 6th Floor Toronto, ON M5G 1R7 CANADA Tel: (416) 595-1155 Fax: (416) 595-1163 Email: woodley@sim-mcburney.com URL: No. Professionals: 4 Year Est: 1970 Contingency Fee: N	TECHNICAL INTERESTS COUNTRIES	INDUSTRY SPECIALTIES Biotechnology Health Care Telecommunications LANGUAGES French German		•	•	•	•		•		•	•				
Zodda, Deni M., Ph.D., Managing Director KPMG LLP P.O. Box 7348 Princeton, NJ 08543 USA Tel: (609) 844-3486 Fax: (609) 896-2968 Email: DZodda@kpmg.com URL: No. Professionals: 2 Year Est: 1997 Contingency Fee: N	TECHNICAL INTERESTS Biotechnology Pharmaceuticals Medical Devices COUNTRIES Canada France Germany	INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences LANGUAGES		•	•	•	•	•	•	•	•		•	•	•	

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Waugaman, Paul G., Principal The TeTRA group, inc. 2237 Oxford Hills Drive Raleigh, NC 276081672 USA Tel: (919) 833-2569 Fax: (919) 833-3277 Email: pwaugaman@compuserve.com URL: www.tetragroup.com No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS Chemical/Petrochemical Biomedical Biotechnology COUNTRIES Germany Francw Scandinavia INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochemical Other Life Sciences LANGUAGES		•	•	•	•	•	•		•	•	•	•	•	
Weaver, Ross H., President Weaver & Associates 12 Bull Frog Run Kennett Square, PA 19348 USA Tel: (610) 388-6160 Fax: (610) 388-7779 Email: rhweaver@weaverconsult.com URL: No. Professionals: 1 Year Est: 1996 Contingency Fee: N	TECHNICAL INTERESTS Oncology Cardiovascular CNS COUNTRIES INDUSTRY SPECIALTIES Biotechnology Health Care LANGUAGES						•		•				•	•	
Weisman, Herman S., President Weisman & Associates Inc. 210 Springhouse Pond Wayne, PA 19087 USA Tel: (610) 644-5999 Fax: (610) 640-0424 Email: hankweismn@aol.com URL: No. Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS Biotechnology Pharmaceuticals (Ethical) Pharmaceuticals (OTC) COUNTRIES Europe INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences LANGUAGES French German		•	•	•	•	•	•	•				•	•	

GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	PREFERS TO WORK WITH: INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	SERVICES PROVIDED: DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Valentine, Donald H., Jr., Director of Technology Acquisition CYTEC Industries 1937 West Main St. Stamford, CT 06904-0060 USA Tel: 203/321-2266 Fax: 203/321-2975 Email: Donald_Valentine@St.Cytec.com URL: No. Professionals: 1 Year Est: 1999 Contingency Fee: Y	TECHNICAL INTERESTS: Homogeneous Catalysis; Polymer Chemistry; Photo Chemistry INDUSTRY SPECIALTIES: Biotechnology; Chemical/Petrochemical COUNTRIES: LANGUAGES: German	•	•	•	•	•	•	•	•					•	•	
Vercilla, Peter M., President Specialized Healthcare Consultants 1141 Tamarack Lane Pittsburgh, PA 15237-4284 USA Tel: (412) 367-7291 Fax: (412) 367-7291 Email: pvercilla@compuserve.com URL: No. Professionals: 1 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS: Partnering; Technology Transfer; Business Plan Devel. INDUSTRY SPECIALTIES: Biotechnology; Health Care; All Technologies COUNTRIES: LANGUAGES:	•	•	•			•		•						•	
Voss, Jack D., Managing Partner Voss International 212 South Broad Street Suite #43 Lancaster, OH 43130-0941 USA Tel: (740) 684-6363 Fax: (740) 654-6543 Email: voss@greenapple.com URL: No. Professionals: 1 Year Est: 1987 Contingency Fee: Y	TECHNICAL INTERESTS: INDUSTRY SPECIALTIES: Consumer Goods COUNTRIES: Europe; Japan LANGUAGES:	•	•	•	•	•	•	•		•						

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY		PREFERS TO WORK WITH			SERVICES PROVIDED									
GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Stanton, Susan A., Ph.D., Principal SBCi 240 Domigan Road Sunbury, OH 43074 USA Tel: (740) 965-6040 Fax: (740) 965-4633 Email: susanstanton@earthlink.net URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: N	TECHNICAL INTERESTS Technology Assessment Program Management Business Development COUNTRIES United Kingdom Germany France INDUSTRY SPECIALTIES Chemical/Petrochemical Electronics Aluminum LANGUAGES	•	•	•			•	•	•			•	•	•	
Stephan, Robert M., Attorney Law Offices Of Robert M. Stephan 1177 Summer St. Stamford, CT 06905 USA Tel: (203) 356-9000 Fax: (203) 324-8649 Email: rstephan@mlglaw.com URL: No. Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Pharmaceuticals COUNTRIES INDUSTRY SPECIALTIES Biotechnology Consumer Goods Health Care LANGUAGES	•	•	•	•			•		•		•			
Stewart, Debora R., Member/Vice President PENTA Advisory Services, LLC 2 North Charles Street Suite 400 Baltimore, MD 21201 USA Tel: (410) 454-6813 Fax: (410) 454-6801 Email: stewartd@pentallc.com URL: www.pentallc.com No. Professionals: 5 Year Est: 1988 Contingency Fee: Y	TECHNICAL INTERESTS COUNTRIES INDUSTRY SPECIALTIES All Technologies LANGUAGES	•	•	•	•			•			•		•	•	

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

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

LES (USA & CANADA) CONSULTANTS AND BROKERS DIRECTORY			PREFERS TO WORK WITH			SERVICES PROVIDED										
GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Andonian, Joseph K., Patent Attorney & Licensing Consultant 5137 Ridgebrook Drive Portage, MI 49002 USA Tel: (616) 343-9003 Fax: (616) 343-9673 Email: JKAandon@att.net URL: No. Professionals: 1 Year Est: 1988 Contingency Fee:	TECHNICAL INTERESTS Pharmaceuticals Biotechnology COUNTRIES Europe Japan Canada	INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochemical Health Care LANGUAGES	•	•	•	•	•		•		•			•		
Ansell, Murray D., President ThinkUSA 225 South Lake Avenue, Suite 300 Pasadena, CA 91101 USA Tel: (818) 247-2698 Fax: (818) 507-7921 Email: murray.ansell@thinkusa.com URL: www.thinkusa.com No. Professionals: 1 Year Est: 1998 Contingency Fee: N	TECHNICAL INTERESTS COUNTRIES Australia New Zealand	INDUSTRY SPECIALTIES Computer SW/HW Consumer Goods Electronics LANGUAGES		•		•	•	•	•	•	•	•	•	•	•	•
Baldwin, Christopher D., Intellectual Property Valuation Consultant Intellectual Property Valuations, Inc. 1520 Rock Run Drive Suite 4 Crest Hill, IL 60435 USA Tel: (888) 784-7575 Fax: (815) 744-2026 Email: CDBald.@EarthLink.Com URL: www.valuationcorp.com No. Professionals: 1 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS Electronics Telecommunications All Technologies COUNTRIES	INDUSTRY SPECIALTIES Electronics Telecommunications All Technologies LANGUAGES	•	•	•			•	•	•				•	•	•	•