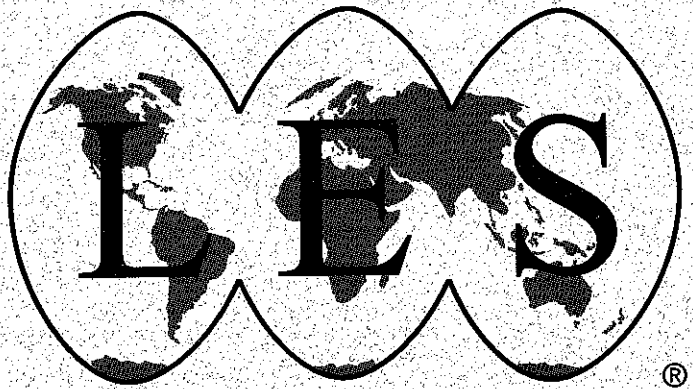

LES

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

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

You should feel free to confer with more than one individual in the process of identifying a consultant or broker with whom you would like to work. Be sure to ask a prospective consultant or broker about his/her qualifications and seek references. Ask about the cost of the consultant's services and his/her usual terms. If you decide to utilize a licensing specialist, you should find one with whom you can work comfortably.

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

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

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

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

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Berkowitz, Leslie G., Attorney The Berkowitz Firm P.C. 303 East 17th Avenue, #780 Denver, CO 80203 USA Tel: (303) 832-8520 Fax: (303) 832-2877 Email: berkowitzles@berkowitzfirm.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	TECHNICAL INTERESTS Law Internet Law COUNTRIES INDUSTRY SPECIALTIES Health Care Other Manufacturing LANGUAGES Inquire	●	●	●	●	●		●		●		●			
Bialski, Alec M., Ph.D., Manager, Business Development Alberta Research Council Environment, Forestry, Pulp & Paper P.O. Box 8330 Edmonton, AB T6H 5X2 CANADA Tel: (403) 450-5207 Fax: (403) 450-1490 Email: bialski@arc.ab.ca URL: No. LES Member Professionals: 4 Year Est: 1920 Contingency Fee: Y	TECHNICAL INTERESTS Chemistry Biotechnology Forestry COUNTRIES Europe INDUSTRY SPECIALTIES Health Care Biotechnology Chemical/Petrochem LANGUAGES French Polish Russian		●	●		●	●	●	●	●	●	●	●	●	
Bobeczko, Michael, President Sound International Technology 2838 Jennifer Drive Castro Valley, CA 94546-3258 USA Tel: (510) 537-5377 Fax: (510) 537-6622 Email: MichaelBobeczko@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: Y	TECHNICAL INTERESTS Sound & Vibration Mech. Engineering Computers/Multimedia COUNTRIES Japan Korea INDUSTRY SPECIALTIES Computer HW Environmental All Technologies LANGUAGES	●	●	●	●	●	●	●	●	●			●	●	●

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Burns, Dennis D., President The Delta Biotech Group 3200 Beechleaf Court, Suite 100 Raleigh, NC 27604 USA Tel: (919) 790-0861 Fax: (919) 873-9539 Email: dburns0102@sprynet.com URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS Biomedical products Pharmaceuticals Consumer Products COUNTRIES Canada INDUSTRY SPECIALTIES Biotechnology Consumer Goods Health Care LANGUAGES English	●	●	●	●	●	●	●	●				●	●	
Ciarimboli, Joseph P., President PCT Technical Services, Inc. 505 Point Drive Greensburg, PA 15601 USA Tel: (412) 834-7555 Fax: (412) 834-7553 Email: joseph_Cia@msn.com URL: No. LES Member Professionals: 1 Year Est: 1977 Contingency Fee: Y	TECHNICAL INTERESTS Chemicals Consumer Products Industrial Products COUNTRIES India Italy Germany INDUSTRY SPECIALTIES Consumer Goods Environmental Other Manufacturing LANGUAGES	●	●	●	●	●	●	●	●				●	●	●
Cook, Robert P., II, Partner Cook & Company 60 Doud Drive Los Altos, CA 94022 USA Tel: (415) 254-1828 Fax: (415) 948-0875 Email: URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS Generic Pharma Active Pharm Ingredi BD Support-Gen&OTCs COUNTRIES INDUSTRY SPECIALTIES Chemical/Petrochem Health Care LANGUAGES		●	●	●		●		●			●		●	

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

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

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

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

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

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

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

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

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Mandahl, Richard A., Consultant 8244 South 3375 East Salt Lake City, UT 84121 USA Tel: (801) 943-6795 Fax: (801) 947-1608 Email: mandahl@aol.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: N	TECHNICAL INTERESTS Litigation Licensing Consult as Expert COUNTRIES INDUSTRY SPECIALTIES Electronics Energy Telecommunications LANGUAGES	●	●	●	●	●		●	●	●			●	●	
Marcus, Martin J., Owner Marcus & Associates P.O. Box 8721 Station 'T' Ottawa, ON K1G 3J1 CANADA Tel: (613) 232-2685 Fax: (613) 232-8702 Email: mmarcus@intranet.ca URL: No. LES Member Professionals: 1 Year Est: 1967 Contingency Fee: N	TECHNICAL INTERESTS Biotechnology Chemical/Petrochem Health Care COUNTRIES Japan Sweden Australia INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochem Health Care LANGUAGES French		●	●	●	●	●	●							
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: vpskroska@MattsonJack.com URL: No. LES Member Professionals: 3 Year Est: 1986 Contingency Fee: Y	TECHNICAL INTERESTS Tech Assessment License ID & Eval. Business Assessment COUNTRIES Japan Europe INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochem 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
McWilliam, Nigel J., C.E.O. Legin Inc. 111 Whitney Place, N.E. Leesburg, VA 20176 USA Tel: (703) 779-1007 Fax: (703) 779-1838 Email: nigelmcw@gslink.com URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: Y	TECHNICAL INTERESTS: Female Health, Silicones, Drug Delivery INDUSTRY SPECIALTIES: Chemical/Petrochem, Health Care COUNTRIES: France, UK, Scandinavia LANGUAGES: French	●	●	●	●	●	●	●	●	●		●	●	●	
Miller, Albert J., Attorney-at-Law 24441 Hillshore Drive Westport, CA 95488 USA Tel: (707) 964-1154 Fax: (707) 964-1602 Email: URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS: Laser, Turbomachinery, Permanent Magnets INDUSTRY SPECIALTIES: Aerospace/Defense, Health Care, All Technologies COUNTRIES LANGUAGES	●	●	●	●		●	●	●	●					
Molony, Leslie, Ph.D. European Business Development Group 839 Second Street Suite 5 Encinitas, CA 92024 USA Tel: (619) 930-0500 Fax: (619) 930-0520 Email: lesliem@ebdgroup.com URL: www.electriciti.com/lesliem No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	TECHNICAL INTERESTS: Cell.Molecular Bio, Biophysics, Physics INDUSTRY SPECIALTIES: Biotechnology, Health Care, Other Life Sciences COUNTRIES: Germany, England, Sweden LANGUAGES: German, French	●	●	●	●	●	●	●	●		●	●	●	●	

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GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Moyer, Ernest H., President & CEO Florida Technology Management, Inc. 4010 NW 25th Place Gainesville, FL 32606 USA Tel: (352) 372-6300 Fax: (352) 375-1583 Email: EHMoyer@aol.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	TECHNICAL INTERESTS Software Apps Medical Diagnostics Medical Devices INDUSTRY SPECIALTIES Biotechnology Computer SW All Technologies COUNTRIES LANGUAGES			●	●		●	●	●	●	●	●			
Muir, Robert F., President Muir & Associates 581 Prometory Drive West Newport Beach, CA 92660 USA Tel: (714) 723-1352 Fax: (714) 723-0681 Email: rmuir714@aol.com URL: No. LES Member Professionals: 1 Year Est: 1981 Contingency Fee: N	TECHNICAL INTERESTS Hi-Tech Manufacturing Strategic Alliances INDUSTRY SPECIALTIES Electronics Telecommunications All Technologies COUNTRIES USA Australia Japan LANGUAGES		●	●	●	●	●	●	●			●	●	●	
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: msi4@juno.com URL: No. LES Member Professionals: 1 Year Est: 1970 Contingency Fee: M	TECHNICAL INTERESTS All INDUSTRY SPECIALTIES All Technologies COUNTRIES Member Firm of Worldwide C&B Network LANGUAGES French German		●	●	●	●	●	●	●	●	●	●			

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Noone, Thomas M., Ph.D., MBA, Consultant Noone Associates 813 Columbus Drive Teaneck, NJ 07666 USA Tel: (201) 833-2461 Fax: (201) 833-1959 Email: URL: No. LES Member Professionals: 1 Year Est: 1984 Contingency Fee: N	TECHNICAL INTERESTS Biotechnology Pharmaceuticals Chemicals & Allied COUNTRIES INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochem Consumer Goods LANGUAGES		●	●	●	●	●	●	●	●			●	●	
O'Riordan, Brian K., President Springbourne Consultancy 9800 Reserve Run Brecksville, OH 44141 USA Tel: (216) 526-9613 Fax: (216) 861-0505 Email: BKO@PO.CWRU.EDU URL: No. LES Member Professionals: 1 Year Est: 1986 Contingency Fee: Y	TECHNICAL INTERESTS COUNTRIES Europe Far East INDUSTRY SPECIALTIES Chemical/Petrochem Energy Environmental 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: URL: No. LES Member Professionals: 1 Year Est: 1980 Contingency Fee: Y	TECHNICAL INTERESTS Pharma Biotech Medical Tech COUNTRIES England Greece Sweden INDUSTRY SPECIALTIES Biotechnology Health Care All Technologies LANGUAGES French German Italian	●	●	●	●	●	●	●	●			●	●	●	

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Pichette, Serge J., Partner Hudon, Gendron, Harris, Thomas Barristers & Solicitors 630 Rene-Levesque Boulevard West 27th Floor Montreal, PQ H3B 1S6 CANADA Tel: (514) 871-5761 Fax: (514) 871-9987 Email: spichette@hght.com URL: No. LES Member Professionals: 1 Year Est: 1979 Contingency Fee: Y	TECHNICAL INTERESTS Biotechnology Telecommunications Computer COUNTRIES France Benelux United Kingdom INDUSTRY SPECIALTIES Biotechnology Computer SW/HW Telecommunications LANGUAGES French English	●	●	●	●	●		●		●	●	●	●		
Pickering, Lulu, President Informagen, Inc. 375 Little Bay Road Newington, NH 03801 USA Tel: (603) 433-6288 Fax: (603) 427-1327 Email: Pickering@Informagen.com URL: www.Informagen.com No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	TECHNICAL INTERESTS Designing Around Bioinformatics Finance Leasing COUNTRIES Canada Europe Japan INDUSTRY SPECIALTIES Biotechnology Bioinformatics Patent Agent LANGUAGES	●	●	●	●		●	●	●	●				●	●	
Pieroth, Charles G., President Sound Technology Management, Inc. 8 Cedar Lane Setauket, NY 11733-3102 USA Tel: (516) 751-9571 Fax: (516) 751-3099 Email: SOUNDTM@ix.netcom.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: M	TECHNICAL INTERESTS Ships, Boats & Eng. Civil Engineering Defense & Armaments COUNTRIES INDUSTRY SPECIALTIES Aerospace/Defense All Technologies Marine/Naval LANGUAGES	●	●	●	●		●	●	●	●				●	●	●

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Richey, David P., Ph.D. David Richey & Associates 1162 Wisteria Drive Malvern, PA 19355 USA Tel: (610) 296-7727 Fax: (610) 296-9403 Email: DPR31@aol.com URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences COUNTRIES Japan Europe LANGUAGES German French	●	●	●	●	●	●	●	●	●	●	●	●		
Riley, Robert K., President Ward Associates 171 E. Delaware Pennington, NJ 08534-3547 USA Tel: (609) 737-0777 Fax: (609) 737-8999 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Auto Components Auto Safety Trademarked Prod. INDUSTRY SPECIALTIES Other Manufacturing All Technologies COUNTRIES All LANGUAGES English	●	●	●	●	●	●	●	●	●	●	●	●	●	
Robell, Andrew J., Ph.D. Head of Corporate Licensing Senmed Medical Ventures 4445 Lake Forest Drive 6th Floor Cincinnati, OH 45242 USA Tel: (513) 563-3253 Fax: (513) 563-3261 Email: URL: No. LES Member Professionals: 3 Year Est: Contingency Fee: N	TECHNICAL INTERESTS Strategic Alliances Specialty Chemicals Devices INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochem Health Care COUNTRIES Europe Japan LANGUAGES		●	●	●	●	●	●	●	●	●	●	●	●	

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Schiffman, Louis F., Ph.D., President Techni Research Associates, Inc. P.O. Box T Willow Grove, PA 19090-0922 USA Tel: (215) 887-5980 Fax: (215) 576-7924 Email: URL: No. LES Member Professionals: 1 Year Est: 1968 Contingency Fee: M	TECHNICAL INTERESTS Chemical Medical/Life Sci. Engineering INDUSTRY SPECIALTIES Consumer Goods All Technologies COUNTRIES Russia Israel Italy LANGUAGES	●	●	●	●	●	●		●			●			
Sedlak, Bonnie Joy, Ph.D., Biotechnology Consultant Bonnie Joy Sedlak, Ph.D. P.O. Box 3021 Half Moon Bay, CA 94019 USA Tel: (415) 712-1410 Fax: (415) 726-4854 Email: bonniejoysedlak@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS Technology Valuation Marketing Inventions Negotiate/Draft Cont INDUSTRY SPECIALTIES Biotechnology Health Care COUNTRIES LANGUAGES	●	●	●	●		●	●	●	●	●		●	●	
Sherman, Andrew J., Principal Shareholder Greenberg Traurig 1300 Connecticut Avenue, N.W. Suite 1000 Washington, DC 20036-1703 USA Tel: (202) 331-3100 Fax: (202) 331-3101 Email: ShermanA@GTLAW.com URL: No. LES Member Professionals: 1 Year Est: 1968 Contingency Fee: N	TECHNICAL INTERESTS Specialty Retail Food/Hospitality Svc Computer/SW Devel INDUSTRY SPECIALTIES COUNTRIES Canada Latin America LANGUAGES Spanish		●	●	●	●		●		●		●			

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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: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	TECHNICAL INTERESTS Mechanical Electromechanical Metallurgical COUNTRIES UK Canada Japan INDUSTRY SPECIALTIES Biotechnology Health Care Packaging LANGUAGES	●	●	●	●	●		●		●	●	●	●		
Stanford, George E. Patents 34050 Louisiana Highway 433 Suite A Slidell, LA 70460 USA Tel: (504) 646-3049 Fax: (504) 645-0650 Email: George_Stanford@prodigy.net URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: N	TECHNICAL INTERESTS Ocean Technology Remote Sensing Mapping, Charting, Geu COUNTRIES Canada UK German INDUSTRY SPECIALTIES Computer SW Electronics Environmental LANGUAGES German	●	●	●	●	●	●	●					●		●
Stephan, Robert M., Attorney Law Offices Of Robert M. Stephan 1177 Summer St. Stamford, CT 06905 USA Tel: (203) 356-9000 Fax: (203) 356-9061 Email: RMSLAW@IDT.NET URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	TECHNICAL INTERESTS Pharmaceuticals All Technologies COUNTRIES INDUSTRY SPECIALTIES Consumer Goods Health Care Other Life Sciences LANGUAGES	●	●	●	●	●		●		●		●			

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Tellis, Bob, Principal, Senior Partner Bob Tellis & Associates, Inc. 62 Bigelow Drive Sudbury, MA 01776 USA Tel: (508) 443-1710 Fax: (508) 443-1710 Email: Tellis1112@aol.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	TECHNICAL INTERESTS Product acquisition Product disposition Business Development INDUSTRY SPECIALTIES Pharmaceutical Biotechnology Diagnostics COUNTRIES Eastern Europe West Europe Japan LANGUAGES Spanish	●	●	●	●	●	●	●	●	●	●	●		●	
Templeton, R. Michael, President Templeton & Associates, Inc. 3841 4th Avenue Suite 233 San Diego, CA 92103 USA Tel: (619) 297-7311 Fax: (619) 238-8255 Email: mtemple@electriciti.com URL: www.swttc.org No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES All Technologies COUNTRIES LANGUAGES	●	●	●					●	●			●	●	●
Tuchman, Robert L., President & CEO REFAC International Ltd. 122 East 42nd Street Suite 4000 New York, NY 10168 USA Tel: (212) 687-4741 Fax: (212) 949-8716 Email: rlt@refac.com URL: http://www.refac.com No. LES Member Professionals: 3 Year Est: 1952 Contingency Fee: Y	TECHNICAL INTERESTS Software Adhesives Pharmaceuticals INDUSTRY SPECIALTIES Computer SW Electronics All Technologies COUNTRIES United Kingdom LANGUAGES				●	●	●	●	●	●	●	●	●	●	

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Vlazny, James C., President Licensing International, Inc. 818 Solar Lane Glenview, IL 60025 USA Tel: (847) 724-0265 Fax: (847) 724-0267 Email: JCVLINC@aol.com URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: M	TECHNICAL INTERESTS Pharmaceuticals COUNTRIES Europe Brazil INDUSTRY SPECIALTIES Pharmaceutical Biotechnology Health Care LANGUAGES		●	●	●	●	●	●	●			●	●	●	
Voss, Jack D., Managing Partner Voss International 212 South Broad Street Post Office Box 941 Lancaster, OH 43130-0941 USA Tel: (614) 654-6363 Fax: (614) 654-6543 Email: URL: No. LES Member Professionals: 1 Year Est: 1987 Contingency Fee: Y	TECHNICAL INTERESTS Licensing Acquisitions Joint Ventures COUNTRIES Europe Far East Latin America INDUSTRY SPECIALTIES Consumer Goods Housewares Packaging LANGUAGES	●	●	●	●	●	●	●	●	●	●	●	●		
Walko, Wladimir N., President Medical Growth Partners 24 Old Covered Bridge Road Newtown Square, PA 19073 USA Tel: (610) 356-5428 Fax: (610) 356-6298 Email: URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	TECHNICAL INTERESTS Drug Packaging Drug Delivery Controlled-Rel Gener COUNTRIES Germany France UK INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences LANGUAGES German Ukrainian	●	●	●	●	●	●	●	●			●		●	

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

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

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Pickering, Lulu

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Willis, Timothy R.
Woodley, John H.

Chemical/Petrochemical

Ahuja, Sudhir D.
Altman, Daniel
Anson-Cartwright, Ronald M.
Bialski, Alec M.
Bunger, James W.
Cook, Robert P., II
Dixon, Thomas F
Donovan, James D.
Drehkoff, W. Dennis
Dry, N. Elton
Francis, John A.
Garrison, Scott B.
Hedgcoth, Virgle L.
Hinkes, Thomas M.
Jeffries, Michael P.
Klenner-Weede, Anne E.
Laghaee, Ali
Langley, Van E.
Marcus, Martin J.
Mattson, William R., Jr.
McWilliam, Nigel J.
Monro, H. Alec B.
Nath, Gary M.
Nault, Robert
Noone, Thomas M., MBA
O'Riordan, Brian K.
Patel, Purnima B.
Robell, Andrew J.
Siegel, Richard A.
Wallach, Morton L.
Zembrodt, Anthony R.

Computer Hardware

Bobeczko, Michael
Hedgcoth, Virgle L.

Computer Software

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

Housewares
Voss, Jack D.

Marine/Naval
Pieroth, Charles G.

Materials
Dixon, Thomas F.

Medical Devices
Willis, Timothy R.

Oil & Gas
Altman, Daniel

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

Other Manufacturing/ Equipment
Berkowitz, Leslie G.
Ciarimboli, Joseph P.
Dreyfus, Edward
Erickson, Don E.
Gilligan, Martin E., Jr.
Harper, J. Allen, Jr.
Hickey, Roger P.
Hodde, Henry M.
Jeffries, Michael P.
Kenney, Jerome
Langosch, Otto P.
McPherson, Robert W.
Monro, H. Alec B.
Pinsak, William F.
Pressler, Richard H.
Riley, Robert K.
Rose, David A.

Packaging
Monro, H. Alec B.
Smith, H. Lawrence

Pharmaceuticals
Roffe, Kenneth I.
Tellis, Bob
Vlazny, James C.

Power & Motion
Langosch, Otto P.

Telecommunications
Bramson, Robert S.
Cooper, Eugene S.
Hogue, Dale C., Sr.
Ionescu, Istrate
Kenney, Jerome
Kimball, Michael J.
Lester, Gerald E.
Litovsky, Allan Z.
Mandahl, Richard A.
Muir, Robert F.
Pichette, Serge J.
Pressman, Robert
Tacit, Christian S.

NOTES

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

Bramson, Robert S.
Brennan, Terence
Cooper, Eugene S.
Hodde, Henry M.
Hogue, Dale C., Sr.
Ionescu, Istrate
Kenney, Jerome
Kimball, Michael J.
Laghaee, Ali
Lasinski, Michael J.
Leckrone, Daniel E.
Lester, Gerald E.
Litovsky, Allan Z.
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Pichette, Serge J.
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Rose, David A.
Sumner, John P.
Tacit, Christian S.
Woodley, John H.

Consumer Goods

Ahuja, Sudhir D.
Alfandari, Michelle
Anson-Cartwright, Ronald M., FCA,FCBV
Beck, Charles I.
Burns, Dennis D.
Ciarimboli, Joseph P.
Eckebrecht, J. Lou
Fishman, Jay E.
Flisi, Fernando
Hohauser, Herman J.
Koechling, Ralf
Leckrone, Daniel E.
McPherson, Robert W.
Noone, Thomas M., MBA
Patel, Purnima B.
Pinsak, William F.
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Schiffman, Louis F.
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Van Belle, Michael S.
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Diagnostics

Tellis, Bob

Electronics

Bramson, Robert S.
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Energy

Berenyi, John A.
Bunger, James W.
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Dry, N. Elton
Erickson, Don E.
Gilligan, Martin E., Jr.
Langley, Van E.
Langosch, Otto P.
Mandahl, Richard A.
Nault, Robert
O'Riordan, Brian K.
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Environmental

Altman, Daniel
Berenyi, John A.
Bobeczko, Michael
Bunger, James W.
Ciarimboli, Joseph P.
Francis, John A.
Gilligan, Martin E., Jr.
Jeffries, Michael P.
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Nault, Robert
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Peacock, Deborah A.
Stanford, George E.
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Federal Labs

Allen, Joseph P.

Health Care

Ahuja, Sudhir D.
Andonian, Joseph K.
Anson-Cartwright, Ronald M.
Berenyi, John A.
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Montecucchi, Pier Carlo
Moran, Robert P.
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Mandahl, Richard A.

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Friedlander, B.I. "Woody"

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Leesburg
McWilliam, Nigel J.

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Galloway, Greg

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Hinkes, Thomas M.

GEOGRAPHICAL INDEX

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Greens Farms
Francis, John A.

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Willis, Timothy R., Principal LM&E Company Advisors 25222 Cinnamon Road Suite A Lake Forest, CA 92630 USA Tel: (714) 380-4851 Fax: (714) 380-4817 Email: TJLME@aol.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	TECHNICAL INTERESTS Pharmaceutical/OTC Medical Devices Prod Plan/License INDUSTRY SPECIALTIES Biotechnology Health Care Medical Devices COUNTRIES Europe Japan China LANGUAGES		●	●	●	●	●	●	●				●	●	
Woodley, John H. Sim & McBurney 330 University Avenue 6th Floor Toronto, ON M5G 1R7 CANADA Tel: (416) 595-1155 Fax: (416) 595-1163 Email: mailsim@sim-mcburney.com URL: No. LES Member Professionals: 3 Year Est: 1969 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Biotechnology Computer SW/HW Health Care COUNTRIES Canada LANGUAGES English French German		●		●			●		●					
Wootten, Carl B., President DeltaTech International 21515 Ridgetop Circle Suite 220 Dulles, VA 20166 USA Tel: (703) 421-8224 Fax: (703) 421-8229 Email: WOOTTEN@dtintl.com URL: http://www.dtintl.com No. LES Member Professionals: 2 Year Est: 1984 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES All Technologies COUNTRIES Europe Asia Pacific Rim LANGUAGES German Spanish Japanese		●	●	●	●	●	●	●	●	●	●	●	●	

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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: 76756.3313@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1975 Contingency Fee: Y	TECHNICAL INTERESTS Polymer/Plastics Chemical/Petrochem Environmental INDUSTRY SPECIALTIES Chemical/Petrochem Environmental All Technologies COUNTRIES Japan France Germany LANGUAGES	●	●	●	●	●	●		●			●	●	●	
Waugaman, Paul G., Vice President Technology Transfer and Management, Inc. 1045 Bullard Court Raleigh, NC 27615 USA Tel: (919) 850-0033 Fax: (919) 850-0025 Email: sigmapgw@compuserve.com URL: No. LES Member Professionals: 2 Year Est: 1994 Contingency Fee: N	TECHNICAL INTERESTS Biomedical Life Sciences Ag. Biotech INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences COUNTRIES Germany LANGUAGES		●	●	●	●	●	●	●	●		●	●	●	
Weaver, Ross H., President Weaver & Associates 12 Kelso Court Wilmington, DE 19808 USA Tel: (302) 239-9754 Fax: (302) 239-9756 Email: Weaver_Associates@msn.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Biotechnology Health Care COUNTRIES LANGUAGES		●		●	●	●		●				●	●	

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Tutle, Edward G., President/Consultant Tutle International Technology Marketing 2601 Seabreeze Court Orlando, FL 32805 USA Tel: (407) 423-8016 Fax: (407) 422-8821 Email: tutleone@gdi.net URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	TECHNICAL INTERESTS Engineering/Physics Materials-Science Manuf/Product Design INDUSTRY SPECIALTIES Electronics Energy All Technologies COUNTRIES All LANGUAGES English Spanish	●	●	●	●	●		●		●	●		●	●	●
Udell, Lawrence J. Exec. Dir. & Prof. of Entrepreneurship Center for New Venture Alliance Golden Gate University 536 Mission Street San Francisco, CA 94105-2968 USA Tel: (415) 546-1997 Fax: (415) 546-1990 Email: cnva@ggu.edu URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	TECHNICAL INTERESTS Consumer Products Hi-Tech Electronics Miscellaneous INDUSTRY SPECIALTIES All Technologies COUNTRIES Far East Europe Latin America LANGUAGES Various	●	●	●	●	●	●	●	●	●		●	●	●	●
Van Belle, Michael S. Coordinator, Licensing Consulting Service Canadian Industrial Innovation Centre 156 Columbia St. W. Waterloo, ON N2L 3L3 CANADA Tel: (416) 251-8534 Fax: (519) 885-5729 Email: mvanbelle@innovationcentre.ca URL: No. LES Member Professionals: 3 Year Est: 1981 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Consumer Goods All Technologies COUNTRIES LANGUAGES		●	●	●		●	●	●	●				●	

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GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Sumner, John P., Attorney At Law/Partner Merchant & Gould 3100 Norwest Center 90 South Seventh Street Minneapolis, MN 55402 USA Tel: (612) 332-5300 Fax: (612) 332-9081 Email: jsumner@merchant-gould.com URL: No. LES Member Professionals: 10 Year Est: 1938 Contingency Fee: Y	TECHNICAL INTERESTS Computer Software Computer Hardware Electronics COUNTRIES	INDUSTRY SPECIALTIES Computer SW/HW Electronics LANGUAGES	●	●	●	●	●		●		●		●			
Suter, Stuart R., Consultant Suter Associates 336 Woods Road Glenside, PA 19038 USA Tel: (215) 572-7082 Fax: (215) 887-6382 Email: SRSuter@aol.com URL: No. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: Y	TECHNICAL INTERESTS Pharmaceuticals Consumer Health Care Diagnostics COUNTRIES	INDUSTRY SPECIALTIES Health Care LANGUAGES	●	●	●	●	●		●		●					
Tacit, Christian S., Barrister and Solicitor Tacit & Traynor Barristers and Solicitors 275 Slater Street, Suite 904 Ottawa, ON K1P 5H9 CANADA Tel: (613) 230-4097 Fax: (613) 230-3981 Email: cstacit@tacitandtraynor.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: N	TECHNICAL INTERESTS COUNTRIES Canada	INDUSTRY SPECIALTIES Computer SW/HW Electronics Telecommunications LANGUAGES English Romanian		●	●	●	●		●		●	●				

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GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Siegel, Richard A., Executive Director SICO International Technologies, Inc. 588 Monroe Turnpike Monroe, CT 06468-2309 USA Tel: (203) 261-5300 Fax: (203) 261-4911 Email: RSIEGEL@SICOIT.COM URL: No. LES Member Professionals: 1 Year Est: 1982 Contingency Fee: M	TECHNICAL INTERESTS Adv. Materials/Process Govt. Funded Tech. Electronic/Electrical INDUSTRY SPECIALTIES Aerospace/Defense Chemical/Petrochem All Technologies COUNTRIES Europe Nordic United Kingdom LANGUAGES English		●						●				●	●	●
Siuta, Gerald J., Ph.D., President Siuta Consulting 14 Georgetown Oval New City, NY 10956 USA Tel: (914) 634-4491 Fax: (914) 634-7639 Email: siuta@ix.netcom.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Life Sciences INDUSTRY SPECIALTIES Biotechnology Health Care Academia COUNTRIES Europe Japan LANGUAGES	●	●	●	●	●	●	●	●	●			●	●	
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. LES Member Professionals: 1 Year Est: 1976 Contingency Fee: Y	TECHNICAL INTERESTS Manufacturing Early Stage Devel. Joint Ventures INDUSTRY SPECIALTIES All Technologies COUNTRIES Israel LANGUAGES	●	●	●	●		●	●	●	●		●	●	●	●

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Roffe, Kenneth I., President Lesser & Roffe Co., Inc. 230 Wilton Road Westport, CT 06880 USA Tel: (203) 227-4667 Fax: (203) 227-4567 Email: kroffe@aol.com URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS COUNTRIES INDUSTRY SPECIALTIES Consumer Goods Health Care OTC Pharmaceuticals LANGUAGES	●	●	●	●	●	●					●			
Rose, David A. Conley, Rose & Tayon, P.C. 1850 Texas Commerce Tower 600 Travis Street Houston, TX 77002-2912 USA Tel: (713) 238-8000 Fax: (713) 238-8008 Email: drose@houcrt.com URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: Y	TECHNICAL INTERESTS Oilfield Equipment Computer Technology Medical Devices COUNTRIES Europe Japan Canada INDUSTRY SPECIALTIES Biotechnology Computer SW/HW Other Manufacturing LANGUAGES		●		●	●		●		●		●			
Samson, Alastair R.B., President Alwend Consultants Inc. 2426 Georgina Drive Suite B Ottawa, ON K2B 7M7 CANADA Tel: (613) 596-6032 Fax: (613) 596-2986 Email: Alwend@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	TECHNICAL INTERESTS COUNTRIES Europe INDUSTRY SPECIALTIES Aerospace/Defense All Technologies LANGUAGES French Greek		●	●	●	●	●	●	●	●	●	●	●	●	●

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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. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS COUNTRIES INDUSTRY SPECIALTIES Aerospace/Defense Health Care Other Manufacturing LANGUAGES		●		●	●	●	●	●	●	●	●	●	●	
Pressman, Robert Bramson & Pressman 1100 E. Hector Street Suite 410 Conshohocken, PA 19428 USA Tel: (610) 260-4444 Fax: (610) 260-4445 Email: rpressman@b-p.com URL: No. LES Member Professionals: 2 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Digital/Wireless Tel Computers Electronics COUNTRIES Japan Korea Europe INDUSTRY SPECIALTIES Computer SW/HW Electronics Telecommunications 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
Patel, Purnima B., Student 474 1/2 Van Buren Street, #4 Monterey, CA 93940 USA Tel: (408) 373-6027 Fax: Email: ppatel@miis.edu URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: N	TECHNICAL INTERESTS Pharmaceuticals Food Consumer Goods INDUSTRY SPECIALTIES Chemical/Petrochem Consumer Goods Health Care COUNTRIES India LANGUAGES	●	●	●		●	●	●		●	●	●			
Peacock, Deborah A., Shareholder, Sr. Patent Attorney Peacock, Myers & Adams, P.C. P.O. Box 26927 Albuquerque, NM 87125-6927 USA Tel: (505) 242-9677 Fax: (505) 243-2542 Email: peacock@rt66.com URL: No. LES Member Professionals: 1 Year Est: Contingency Fee: Y	TECHNICAL INTERESTS Metallurgy/Jewelry Pharmaceuticals Semiconductors INDUSTRY SPECIALTIES Environmental Health Care All Technologies COUNTRIES Europe Latin America Canada LANGUAGES	●	●	●	●	●	●	●	●	●	●	●			
Pearson, Donald S., President D.S. Pearson & Associates, Inc. P.O. Box 6319 Gainesville, GA 30506-6319 USA Tel: (770) 287-3063 Fax: (770) 718-9969 Email: don_pearson@MSN.com URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: Y	TECHNICAL INTERESTS Health Care Pharmaceuticals Biotechnology INDUSTRY SPECIALTIES Health Care Biotechnology COUNTRIES United Kingdom Ireland Japan LANGUAGES	●	●	●	●	●	●	●	●				●		

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GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Nath, Gary M., Esq., Managing Partner Nath & Associates 1835 K Street N.W. Suite 750 Washington, DC 20006 USA Tel: (202) 775-8383 Fax: (202) 775-8396 Email: NATHINTELPROP@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	TECHNICAL INTERESTS INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochem Computer SW/HW COUNTRIES LANGUAGES		●	●	●	●	●		●		●			●		●
Nault, Robert, President Marke-Tech 946 Cherrier Street Montreal, PQ H2L 1L7 CANADA Tel: (514) 598-9853 Fax: (514) 598-9913 Email: rnault@login.net URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS Indus Process/Equip Unproven Technology Strategic Alliances COUNTRIES France+EEC China Japan INDUSTRY SPECIALTIES Chemical/Petrochem Energy Environmental LANGUAGES French English			●		●	●	●	●	●	●		●	●		
Nolte, David, Partner Arthur Andersen LLP 633 W. Fifth St., 26th Floor Los Angeles, CA 90071 USA Tel: (213) 614-6592 Fax: (213) 614-8439 Email: david.e.nolte@arthurandersen.com URL: No. LES Member Professionals: 15 Year Est: 1981 Contingency Fee: N	TECHNICAL INTERESTS All COUNTRIES INDUSTRY SPECIALTIES All Technologies LANGUAGES		●	●	●									●	●	

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
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. LES Member Professionals: 1 Year Est: 1996 Contingency Fee: N	TECHNICAL INTERESTS Strategic Planning Negotiation Polymers COUNTRIES Worldwide INDUSTRY SPECIALTIES Chemical/Petrochem Other Manufacturing Packaging LANGUAGES English French		●	●	●	●	●	●		●	●			●	
Montecucchi, Pier Carlo, President, C.P.C. The Technology Innovations Center 1105 Sandhurst Dr. Tallahassee, FL 32312 USA Tel: (212) 208-2647 Fax: (212) 208-2648 Email: pcmontecucchi@compuserve.com URL: (please call) No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS COUNTRIES Europe Israel INDUSTRY SPECIALTIES Biotechnology Environmental Health Care LANGUAGES English Italian French			●	●	●	●	●	●				●	●	●
Moran, Robert P., Vice President & CFO Plexus Ventures, Inc. 1787 Sentry Parkway West Building 18, Suite 301 Blue Bell, PA 19422-2240 USA Tel: (215) 542-2727 Fax: (215) 542-2288 Email: MortMoran@aol.com URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	TECHNICAL INTERESTS Therapeutics Drug Delivery Drug Discovery COUNTRIES W. Europe E. Europe Japan/Korea INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences LANGUAGES		●	●	●	●	●	●		●			●		

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McCool, W. Shannon, Ph.D., President Bolling, McCool & Twist, Inc. P.O.Box 3987 CRS (37602-3987) 2528 Wesley Street, Ste 2 Johnson City, TN 37602 USA Tel: (423) 282-5051 Fax: (423) 282-6602 Email: bmt@tricon.net URL: No. LES Member Professionals: 2 Year Est: 1988 Contingency Fee: Y	TECHNICAL INTERESTS: Cancer/Immunotherapy, Cardiovascular, Other Therapeutic INDUSTRY SPECIALTIES: Biotechnology, Health Care COUNTRIES: Europe 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) 624-4117 Email: edcmain@aol.com URL: No. LES Member Professionals: 1 Year Est: 1994 Contingency Fee: Y	TECHNICAL INTERESTS: All INDUSTRY SPECIALTIES: All Technologies COUNTRIES LANGUAGES			●	●	●	●	●	●	●	●	●	●	●	
McPherson, Robert W., Member McPherson Partners, LLC 14760 Cherry Hills Place Colorado Springs, CO 80921-2634 USA Tel: (719) 488-8800 Fax: (719) 488-0939 Email: RWMCP@RMII.COM URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	TECHNICAL INTERESTS: Medical Devices, Electromechanical, Molded Products INDUSTRY SPECIALTIES: Consumer Goods, Other Manufacturing, All Technologies COUNTRIES LANGUAGES	●	●	●	●		●	●	●			●	●	●	

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GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Levko, Aron, Partner Coopers & Lybrand 203 North LaSalle Street Chicago, IL 60601 USA Tel: (312) 701-5828 Fax: (312) 701-6539 Email: aron.levko@us.coopers.com URL: No. LES Member Professionals: 12 Year Est: 1898 Contingency Fee: N	TECHNICAL INTERESTS INDUSTRY SPECIALTIES: All Technologies COUNTRIES: Worldwide LANGUAGES: All	●	●	●	●	●	●	●			●	●	●	●	
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. LES Member Professionals: 1 Year Est: 1984 Contingency Fee: Y	TECHNICAL INTERESTS: Pharma Discovery, Health Care Devices, Medical Diagnostics INDUSTRY SPECIALTIES: Biotechnology, Health Care, Other Life Sciences COUNTRIES: Germany, Japan LANGUAGES: German	●	●	●	●	●	●	●	●	●		●	●	●	
Litovsky, Allan Z., Esq., Attorney Jones, Day, Reavis & Pogue 555 W. 5th Street Suite 4600 Los Angeles, CA 90013-1025 USA Tel: (213) 489-3939 Fax: (213) 243-2539 Email: ALITOVSKY@JONESDAY.com URL: No. LES Member Professionals: 4 Year Est: 1894 Contingency Fee: N	TECHNICAL INTERESTS: Computers, Electronics, Telecommunications INDUSTRY SPECIALTIES: Computer SW/HW, Electronics, Telecommunications COUNTRIES LANGUAGES: Russian	●	●	●	●	●		●		●		●			

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Langosch, Otto P., President Global Consalt, Inc. 3700 Dutton Road Rochester, MI 48306 USA Tel: (248) 373-1393 Fax: (248) 373-8315 Email: gci92@juno.com URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	TECHNICAL INTERESTS Fluid Power Systems Photo Voltaics INDUSTRY SPECIALTIES Energy Other Manufacturing Power & Motion COUNTRIES India China Thailand LANGUAGES English German	●	●		●	●	●	●	●	●	●	●	●	●	●
Lasinski, Michael J., Associate Consultant IPC Group, LLC 101 North Wacker St. Suite 1600 Chicago, IL 60606 USA Tel: (312) 357-1000 Fax: (312) 357-1001 Email: GROUPIPC@aol.com URL: No. LES Member Professionals: 11 Year Est: 1988 Contingency Fee: M	TECHNICAL INTERESTS Automotive Electronics INDUSTRY SPECIALTIES Computer SW/HW Electronics All Technologies COUNTRIES LANGUAGES		●		●		●	●					●	●	
Leckrone, Daniel E., Chairman Technology Properties Ltd. 4010 Moorpark Avenue Suite 215 San Jose, CA 95117 USA Tel: (408) 243-9898 Fax: (408) 296-6637 Email: leckrone@netwiz.net URL: No. LES Member Professionals: 2 Year Est: 1988 Contingency Fee: N	TECHNICAL INTERESTS Signal Processing Wireless Comm. Video INDUSTRY SPECIALTIES Computer SW/HW Consumer Goods Electronics COUNTRIES Japan Russia/CIS Korea LANGUAGES	●	●	●	●	●	●	●	●	●	●	●	●	●	●

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Kenney, Jerome, VP TT Commercialization Services Ken-Quest Ltd. P.O. Box 613 Park Ridge, IL 60068 USA Tel: (847) 692-2509 Fax: (847) 692-7105 Email: NUTECH@SPRYNET.COM URL: No. LES Member Professionals: 1 Year Est: 1972 Contingency Fee: N	TECHNICAL INTERESTS SCOR Private Placements IPCs COUNTRIES Canada Mexico South America INDUSTRY SPECIALTIES Computer SW/HW Other Manufacturing Telecommunications LANGUAGES Spanish		●	●					●			●	●	●	
Kimball, Michael J. Amador Valley Group PO Box 2142 San Ramon, CA 94583 USA Tel: (510) 355-1237 Fax: (510) 355-1237 Email: MJKIMBALL@AV-GROUP.COM URL: http://www.AV-Group.com No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: N	TECHNICAL INTERESTS Electronics Energy COUNTRIES INDUSTRY SPECIALTIES Computer SW/HW Telecommunications LANGUAGES	●	●	●	●			●		●	●	●	●	●	
Klenner-Weede, Anne E., President Klenner International Inc. P.O. Box 1748 Ormond Beach, FL 32175 USA Tel: (904) 673-4339 Fax: (904) 673-5911 Email: klenner@n-jcenter.com URL: No. LES Member Professionals: 1 Year Est: 1961 Contingency Fee: M	TECHNICAL INTERESTS Electronics Medical Instruments Chemistry COUNTRIES Germany Japan Korea INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochem Health Care LANGUAGES German	●	●	●	●	●	●		●						

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Ionescu, Istrate, Attorney Law Offices Of I. Ionescu P.O. Box 967 Stratford, CT 06497 USA Tel: (203) 381-9400 Fax: (203) 381-9401 Email: URL: No. LES Member Professionals: 1 Year Est: 1991 Contingency Fee: N	TECHNICAL INTERESTS Electronics-Anal/Dig Software Radar Systems COUNTRIES Italy Romania Germany	INDUSTRY SPECIALTIES Computer SW/HW Electronics Telecommunications LANGUAGES Italian Romanian Some German		●	●	●					●					●
Jarett, Catherine, Consultant 3906 Campolindo Drive Moraga, CA 94556 USA Tel: (510) 283-7435 Fax: (510) 283-2927 Email: cgjarett@aol.com URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: N	TECHNICAL INTERESTS Licensing COUNTRIES	INDUSTRY SPECIALTIES Biotechnology Health Care LANGUAGES				●			●		●	●				
Jeffries, Michael P., Licensing Executive NxNW Enterprises 940 Wilson Street Eugene, OR 97402 USA Tel: (541) 345-8721 Fax: (541) 345-8723 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Venture Eval/Funding Partnering New Business Dev. COUNTRIES	INDUSTRY SPECIALTIES Chemical/Petrochem Environmental Other Manufacturing LANGUAGES		●	●			●	●				●	●	●	

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Hodde, Henry M. Rodime PLC 19 Falling Star Circle Sante Fe, NM 87501-8276 USA Tel: (505) 983-5233 Fax: (505) 983-5249 Email: HHScratch@MSN.com URL: No. LES Member Professionals: 1 Year Est: 1982 Contingency Fee: Y	TECHNICAL INTERESTS Disk Drives Computers Technology Transfer INDUSTRY SPECIALTIES Computer SW/HW Other Manufacturing COUNTRIES Europe China Brazil LANGUAGES		●	●	●	●	●	●	●	●	●	●	●	●	
Hogue, Dale C., Sr., Principal Manager Hogue Management Group, LLC 44 Wexford on the Green Hilton Head Island, SC 29928 USA Tel: (803) 341-3127 Fax: (803) 341-3932 Email: dchoguesr@aol.com URL: No. LES Member Professionals: 2 Year Est: 1997 Contingency Fee: Y	TECHNICAL INTERESTS Telecommunications Financial Systems/SW Software INDUSTRY SPECIALTIES Computer SW/HW Telecommunications COUNTRIES China Germany United Kingdom 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. LES Member Professionals: 1 Year Est: 1981 Contingency Fee: Y	TECHNICAL INTERESTS Electrical Mechanical INDUSTRY SPECIALTIES Consumer Goods Electronics All Technologies COUNTRIES LANGUAGES	●	●	●	●	●	●	●	●	●		●			

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Gilligan, Martin E., Jr., President Martin & Associates 3510 Ada Drive Mechanicsburg, PA 17055 USA Tel: (717) 728-9420 Fax: (717) 728-9653 Email: martinassoc1@worldnet.att.net URL: No. LES Member Professionals: 1 Year Est: 1990 Contingency Fee: Y	TECHNICAL INTERESTS Manufacturing Process Data Comm Devices Combustion/Heat Exch INDUSTRY SPECIALTIES Energy Environmental Other Manufacturing COUNTRIES Mexico/CentAmer Poland Russia LANGUAGES English		●	●	●	●	●	●		●		●	●	●	
Harper, J. Allen, Jr., Principal Allen Harper & Associates 430 Hacienda Way Los Altos, CA 94022 USA Tel: (415) 941-9779 Fax: (415) 941-9779 Email: Allen@Sure.net URL: No. LES Member Professionals: 1 Year Est: 1992 Contingency Fee: N	TECHNICAL INTERESTS Polymers Composites Materials INDUSTRY SPECIALTIES Aerospace/Defense Other Manufacturing All Technologies COUNTRIES EC Countries Mexico LANGUAGES		●	●	●		●	●	●			●	●	●	
Hedgcoth, Virgle L., President Mertec 1207 Harvard Avenue Claremont, CA 91711 USA Tel: (909) 625-4170 Fax: (909) 625-0670 Email: URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: Y	TECHNICAL INTERESTS Magnetic Recording Thin Film Technology Sputtering INDUSTRY SPECIALTIES Aerospace/Defense Chemical/Petrochem Computer HW COUNTRIES USA Japan Holland LANGUAGES	●	●	●	●		●	●	●	●		●	●	●	●

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Francis, John A., President Intellectual Property Valuations Post Office Box 1058 Greens Farms, CT 06436-1058 USA Tel: (203) 454-2991 Fax: (203) 454-2991 Email: ipv@juno.com URL: No. LES Member Professionals: 1 Year Est: 1997 Contingency Fee: Y	TECHNICAL INTERESTS Chemistry/Biochem Specialty Chemicals Personal Care Prods COUNTRIES INDUSTRY SPECIALTIES Biotechnology Chemical/Petrochem Environmental LANGUAGES	●	●	●	●	●	●	●	●	●	●		●		
Franco, Richard, President The Richards Group Ltd. P.O. Box 97366 Raleigh, NC 27624-7366 USA Tel: (919) 790-8995 Fax: (919) 790-9068 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS COUNTRIES INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences LANGUAGES		●	●	●	●	●	●	●				●	●	●	
Friedlander, B.I. 'Woody', Managing Partner Venture Insights Group 19 Sherwood Drive Mendon, VT 05701 USA Tel: (802) 775-2604 Fax: (802) 773-4129 Email: thewoody@aol.com URL: No. LES Member Professionals: 1 Year Est: 1984 Contingency Fee: N	TECHNICAL INTERESTS All Technologies COUNTRIES INDUSTRY SPECIALTIES All Technologies LANGUAGES	●	●	●	●	●	●	●				●	●		

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Dry, N. Elton, Esq., General Partner/Attorney Dry & Stacy, L.L.P. 440 Louisiana Street Suite 200 Houston, TX 77002 USA Tel: (713) 223-0500 Fax: (713) 223-9133 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: N	TECHNICAL INTERESTS Computer Software Chemicals/Process Oilfield Eqmnt/Svcs INDUSTRY SPECIALTIES Chemical/Petrochem Computer SW Energy COUNTRIES Japan Europe LANGUAGES 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: URL: No. LES Member Professionals: 1 Year Est: 1974 Contingency Fee: Y	TECHNICAL INTERESTS Do not specialize-Associates provide technical backup INDUSTRY SPECIALTIES Consumer Goods Health Care All Technologies COUNTRIES EEC Americas Asian/SE Asia LANGUAGES English	●	●	●	●	●	●	●	●	●					
Erickson, Don E., Attorney at Law Law Office of Don E. Erickson 3830 Valley Center Drive #705-182 San Diego, CA 92130-2331 USA Tel: (619) 350-1308 Fax: (619) 350-1309 Email: erickson@adnc.com URL: No. LES Member Professionals: 1 Year Est: 1978 Contingency Fee: Y	TECHNICAL INTERESTS Computer Electro mechanical INDUSTRY SPECIALTIES Computer SW Energy Other Manufacturing COUNTRIES Japan LANGUAGES	●	●	●	●	●	●	●		●					

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Cooper, Eugene S., President Landmark Technologies 109 Sherbrook Drive Berkeley Heights, NJ 07922 USA Tel: (908) 464-9031 Fax: (908) 464-9031 Email: URL: No. LES Member Professionals: 1 Year Est: 1993 Contingency Fee: Y	TECHNICAL INTERESTS Electronics Communications Audio/Television COUNTRIES INDUSTRY SPECIALTIES Computer SW/HW Electronics Telecommunications LANGUAGES	●	●	●	●		●	●		●	●		●		●
Cureton, Glen L., Principal BioCom Health Industries Consulting 714 Raymundo Avenue Los Altos, CA 94024 USA Tel: (415) 961-1009 Fax: (415) 961-1009 Email: URL: No. LES Member Professionals: 1 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Pharmaceuticals Diagnostics Veterinary COUNTRIES Japan Western Europe INDUSTRY SPECIALTIES Biotechnology Health Care Other Life Sciences LANGUAGES		●	●	●	●	●	●	●			●	●	●	
Dixon, Thomas F., President International Space Institute, Inc. P.O. Box 360 Bena, VA 23018 USA Tel: (804) 642-1761 Fax: Email: URL: No. LES Member Professionals: 1 Year Est: Contingency Fee: N	TECHNICAL INTERESTS Space Technology Materials NASA Patents COUNTRIES Japan INDUSTRY SPECIALTIES Aerospace/Defense Chemical/Petrochem Materials 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 Royalty Recovery Company 1100 E. Hector Street Suite 410 Conshohocken, PA 19428 USA Tel: (610) 260-4444 Fax: (610) 260-4445 Email: RBRAMSON@B-P.com URL: No. LES Member Professionals: 2 Year Est: 1995 Contingency Fee: Y	TECHNICAL INTERESTS Digital/Wireless Tel Computers Electronics COUNTRIES Japan Korea Europe INDUSTRY SPECIALTIES Computer SW/HW Electronics Telecommunications LANGUAGES	●	●	●	●	●	●	●		●	●	●	●	●	●
Brennan, Terence, Attorney at Law Maguire, Voorhis & Wells P.A. P.O. Box 633 Orlando, FL 32802-8602 USA Tel: (407) 244-1132 Fax: (407) 648-8602 Email: tbrennan@mvw.com URL: www.mvw.com No. LES Member Professionals: 2 Year Est: Contingency Fee: Y	TECHNICAL INTERESTS Product Devel. Venture Capital IS/Internet COUNTRIES INDUSTRY SPECIALTIES Computer SW/HW Health Care All Technologies LANGUAGES		●	●	●	●	●	●	●	●		●	●		
Bunger, James W., President J.W. Bunger & Associates, Inc. 2207 W. Alexander Street Salt Lake City, UT 84119 USA Tel: (801) 975-1456 Fax: (801) 975-1530 Email: JWBA@JWBA.net URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	TECHNICAL INTERESTS Process/Product Dev Environ. Forensics Chemicals & Energy COUNTRIES Eastern Europe Western Europe Canada INDUSTRY SPECIALTIES Chemical/Petrochem Energy Environmental LANGUAGES German	●	●		●	●						●	●	●	●

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GENERAL INFORMATION	**TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES**		INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Anson-Cartwright, Ronald M., FCA, FCBV Senior Partner Anson-Cartwright Associates 44 Victoria St. Suite 1614 Toronto, ON M5C 1Y2 CANADA Tel: (416) 594-0473 Fax: (416) 594-1630 Email: URL: No. LES Member Professionals: 1 Year Est: 1986 Contingency Fee: N	TECHNICAL INTERESTS Litigation Support Negotiating Licenses Business Valuation COUNTRIES	INDUSTRY SPECIALTIES Chemical/Petrochem Consumer Goods Health Care LANGUAGES French Spanish Slavic/German		●		●	●		●					●		
Beck, Charles I, Principal Stratecon 5215 Mountain View Road Winston-Salem, NC 27104-5117 USA Tel: (910) 768-6808 Fax: (910) 765-5149 Email: beck_stratecon@compuserve.com URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: N	TECHNICAL INTERESTS Food Technology Biotechnology Agriculture COUNTRIES	INDUSTRY SPECIALTIES Biotechnology Consumer Goods Other Life Sciences LANGUAGES	●	●	●			●		●				●		●	
Berenyi, John A., Senior Director Brill Securities, Inc. 152 West 57th Street New York, NY 10019 USA Tel: (212) 957-5700 Fax: (212) 957-2479 Email: jberenyi@connix.com URL: No. LES Member Professionals: 1 Year Est: 1962 Contingency Fee: Y	TECHNICAL INTERESTS Biotechnology High-tech Computer Sciences COUNTRIES Europe Israel Japan	INDUSTRY SPECIALTIES Environmental Health Care Energy LANGUAGES English Hungarian		●				●	●	●	●			●	●		

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GENERAL INFORMATION	TECHNICAL INTERESTS, INDUSTRY AND FOREIGN SPECIALTIES	INDIVIDUALS	EXISTING SMALL BUSINESS	START-UP SMALL BUSINESS	DOMESTIC LICENSING	FOREIGN LICENSING	FINDING LICENSEES	NEGOTIATING LICENSES	FINDING TECHNOLOGY	PREPARING AGREEMENTS	ADMINISTERING AGREEMENTS	FORMING JOINT VENTURES	VALUING TECHNOLOGY	MARKET ANALYSIS	ENGINEERING APPLICATIONS ANALYSIS
Ahuja, Sudhir D., Esq. D.P. Ahuja & Co. 53, Syed Amir Ali Avenue, Fourth Floor 700019 Calcutta, West Bengal INDIA Tel: +91 33 247-3158 Fax: +91 33 2478982 Email: Ahujaptm@GEMS.VSNL.net.in URL: No. LES Member Professionals: 1 Year Est: 1971 Contingency Fee: N	TECHNICAL INTERESTS: Pharmaceuticals, Food, Consumer Goods INDUSTRY SPECIALTIES: Chemical/Petrochem, Consumer Goods, Health Care COUNTRIES: India 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: mimincpi@aol.com URL: No. LES Member Professionals: 1 Year Est: 1988 Contingency Fee: Y	TECHNICAL INTERESTS: Trademarks INDUSTRY SPECIALTIES: Consumer Goods, All Technologies COUNTRIES: Europe, Canada, Pacific Rim LANGUAGES:	●	●		●	●	●	●		●	●			●	
Allen, Joseph P., Director, Training National Technology Transfer Center 316 Wasbington Avenue Wheeling Jesuit College Wheeling, WV 26003 USA Tel: (304) 243-2455 Fax: (304) 243-4389 Email: jallen@nttc.edu URL: No. LES Member Professionals: 3 Year Est: 1990 Contingency Fee: N	TECHNICAL INTERESTS: All Technologies, Federal Labs INDUSTRY SPECIALTIES: All Technologies, Federal Labs COUNTRIES: LANGUAGES:	●	●	●	●		●	●	●				●	●	